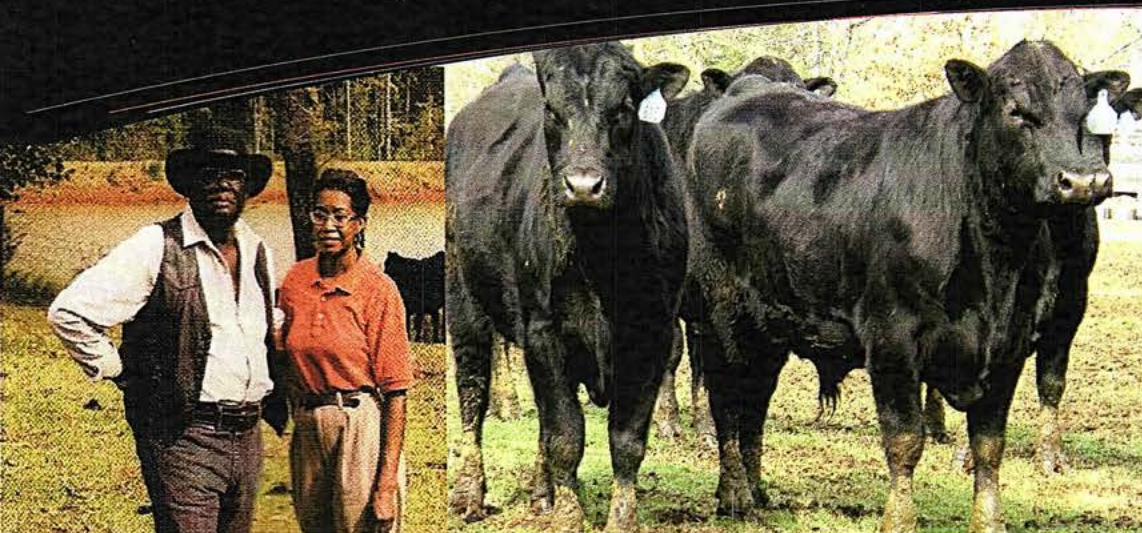




WOODPILE RANCH



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"Here's a Thought"

Over the past 20 years Woodpile Ranch has accumulated a small list of customers who have purchased our bulls and some females.

We feel there is a story to be shared and a service to be offered that will help improve each one of our customers' bottom line. By telling the story of our customer who wishes to participate will provide a service that will help all concerned in developing a better and more productive genetic pool.

Each quarter, we plan to feature a complete list of our customers who have chosen to participate and do an in-depth report on a given number. This is our way of assisting our customers in finding other breeders to sell to or buy seed stock from that carries their best efforts in improving their herd.

CONT.. PAGE 2

YEAR ROUND BREEDING PROGRAM

Woodpile Ranch has a year round breeding program designed to produce and finish bulls on a continuous basis. As much as we respect, and appreciate, the breeding programs of the large breeders, their once or twice a year method of selling bulls does not serve the needs of our customer base.

When a bull gets hurt, becomes infertile, or even dies, our customers need to have the ability to buy a bull immediately and not have to wait for a spring or fall bull sale.

When our customers have a need for a bull to start developing identifiable genetic traits such as calving ease, reduced birth weights, better temperament, or better carcass weights, they need to have the ability to buy a bull.

Woodpile Ranch has a diversified group of breeding bulls and offers pasture ready bulls beginning at 16 months of age. We have found that one of our customers' main concerns center around the small calf size produced by low birth weight bulls. This is a problem that Woodpile Ranch has taken steps to address

It is necessary for us to be conscious of any concerns of our customer base. In selecting bulls for our breeding program, be it through artificial insemination or natural breeding, we pay careful attention to try to balance the birth weight EPDs of our bulls to allow them to accommodate the buyer's overall breeding program—one bull that can successfully breed his heifers or mature

cows and produce a satisfactory calf.

BULL PEN

Senior—7L Forward 8383. 8383 is used on our mature cows. His replacement is Woodpile Fruition 1305.

Junior—GAR Daybreak R720 is being used on heifers and older cows. His EPD birth weight is -1.2 and his calves are averaging 65 pounds.

Sophomore—Woodpile Prediction 1276 is being used on heifers and mature cows. 1276 has an EPD birth weight of -.2 with calves averaging 75 pounds.

Freshman—Woodpile Fruition 1305 can be used on 1st calf heifers and older cows. He has an EPD birth weight of 3.7. Calves should average 80 pounds.

In support of our breeding program, please read the article by David Gazda on Page 2.



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Woodpile Ranch is making an effort, through our customer base, to produce some helpful thoughts in our youngsters, and others, about our history. For the past 20 years we have been engaged in breeding and selling black Angus bulls. What we have found, in many of our Black customers, is a rich history of generational farming and ranching; unlike the common belief that the only farm work we have any appreciable history in is sharecropping.

When you look around and do some probing, you will find there are many families that go back generations in owning and operating some form of a farm or ranch operation. One of our earliest customer (and continuous) have been the Nichols Family from the Midway community located between Little Rock and Decatur Mississippi. Their interest in our operation early on helped us (Woodpile Ranch) establish our direction and that was, and still is, to supply good quality bulls to a community-based market; and, by doing so, to help our customers improve the quality of their herd.

From day one, the Nichols family led by Moton Nichols, showed great interest and gave encouragement to Woodpile Ranch in the endeavor we were attempting. From the first bull purchased there was never any question about the price we had established on our private treaty sales. The Nichols bought their first Black Angus herd bull from us in 1998.

The Nichols family have been an ongoing customer for the past 17 years and for their dedication we will be forever grateful. They have been selected as the featured inaugural story in our first newsletter.

The Nichols family story as told by Lemuel Nichols. Page 4-5



Association Perspective
Low-birth-weight EPDs
Looking at a single trait on EPDs costs performance and money.

by David Gazda, Regional Manager, American Angus Association

One of the most common concerns I hear from commercial producers using Angus genetics is the size of calves at birth. Instinctively, my first thought is that the producers experienced calving problems due to the calves being too large at birth. However, the problem generally tends to be just the opposite, where the calves have been extremely small and light at birth, struggled to nurse and never caught up with their contemporaries from a growth standpoint.

Upon visiting with the producer and reviewing the bull's registration certificate and EPD profile, I usually discover a common theme — the producer had been selecting primarily for calving-ease, low-birth-weight-EPD bulls with no regard to any other traits. This is certainly understandable if the producer is breeding heifers and needs a certain level of calving ease delivered by low-birth-weight Angus bulls. Furthermore, in the southeast, like many other areas of the country where cow herds are relatively small, the herd bull may have to be multipurpose, breeding both heifers and mature cows with, again, emphasis being placed on calving ease.

At the risk of being controversial, many of these small calf scenarios could be eliminated if the producers would simply be willing to accept more birth weight, particularly when breeding mature cows. One only has to attend a production or test station sale to witness firsthand how the heavier-birth-weight-EPD bulls are penalized and therefore sell at a substantial discount. Have calving-ease and low-birth-weight EPDs been overemphasized to commercial producers? Maybe; maybe not.

Regardless, the commercial producer equates Angus genetics with calving ease, fertility, maternal strength and carcass quality, and as seedstock producers we are challenged daily to deliver those genetics.

In closing, producers need to select bulls that allow them to reach their production goals; however, single-trait selection based upon an individual's birth weight EPD may needlessly sacrifice additional pounds at weaning. Next time you are in the market for a bull, don't discriminate against a little more birth weight EPD. You will still receive the calving ease you have always expected from Angus and a few extra dollars in your pocket at weaning.

Editor's Note: This article is reprinted with permission of Angus Media from the February 2012 edition of the Angus Beef Bulletin EXTRA, available online at www.angusbeefbulletin.com/extra.

Vet Corner: Weaning Calves

In the next few weeks, many cattlemen will be weaning calves from their late summer (2015) calf crop. According to Dr. Brandi Bourg-Extension Beef Cattle Specialist, Mississippi State University "there are numerous management practices that can reduce the stress of weaning. The event of weaning in itself is also a very stressful time early in a calf's life." "Sorting and hauling freshly weaned calves to the sales facility the day before the auction can result in increased shrink compared to preconditioned calves. Stress at weaning can increase the likelihood of

calves developing respiratory infections. Additional stress results when calves are introduced to unfamiliar surroundings post-weaning. Give calves access to the weaning area a few days before weaning. Corrals, dry lots, or small pastures can serve as weaning facilities. Good fences will prevent calves from returning to their mothers to nurse. Small lots may reduce walking or pacing, but dust or mud can become problems in dry or wet conditions." To read the full article "Management Tips for Good Herd Health" go to msucare.com/livestock/beef/stocker_mar2012.pdf.



GOOD KIDS CLUB



Woodpile Ranch is excited about becoming more involved in offering quality seed stock for 4H and FFA projects. It is very important for us, and others, to offer our support to such programs and assist in every way we can.

Beginning in 2016, Woodpile Ranch is offering membership into its Good Kids Club program which is designed to help enrich the thoughts of these remarkable young people—in 4H, in the cattle business, or in other walks of life they may find interest in so they can take charge of their future.

The first member of the Good Kids Club is Davion Wilcots of Utica, MS. Davion qualified for membership based on the reports we received from his grandfather, Pastor Joe Wilcots of Edwards, MS and his visit to Woodpile Ranch.

We were thoroughly impressed with Davion's ability to focus and understand the conversations that were taking place between the adults about the business of raising cattle. Davion's total purchase was five head from us and he has been in continuous contact since that time asking how to go about doing some of the work needed to become a registered cattleman.

The Good Kids Club awarded their first place prize for 2015, a heifer calf out of one of our prime donor cows, to Davion. The only stipulation that comes with the heifer is that Davion shows her as one of his 4H livestock projects.

Each year the Good Kids Club hopes to have a lively competition for members that will allow the top three members to earn prize(s). The other members will benefit from the ongoing assistance we hope to create through this newsletter and the Good Kids Club. Whatever their focus may be, we hope to help them be less dependent on the corporate world for their future hopes and dreams.

For more information on the Good Kids Club contact Woodpile Ranch.



THE NICHOLS FAMILY FARM

By Lemuel Nichols

I have a farming operation that consists of 45 brood cows and two quality bulls, grown on a 275 acre farm. The farm is made up of pastures, hay grounds and wooded areas.

My family consists of my wife Helen, and my daughter Erica. My sister, Glenda Evans, lives in Gulfport. She got out of the farming cycle when she had a chance. Glenda still comes back and visits quite often and is glad I'm keeping the farm going. I keep telling her she and her husband, Theron, can move back and help. It's not too late!

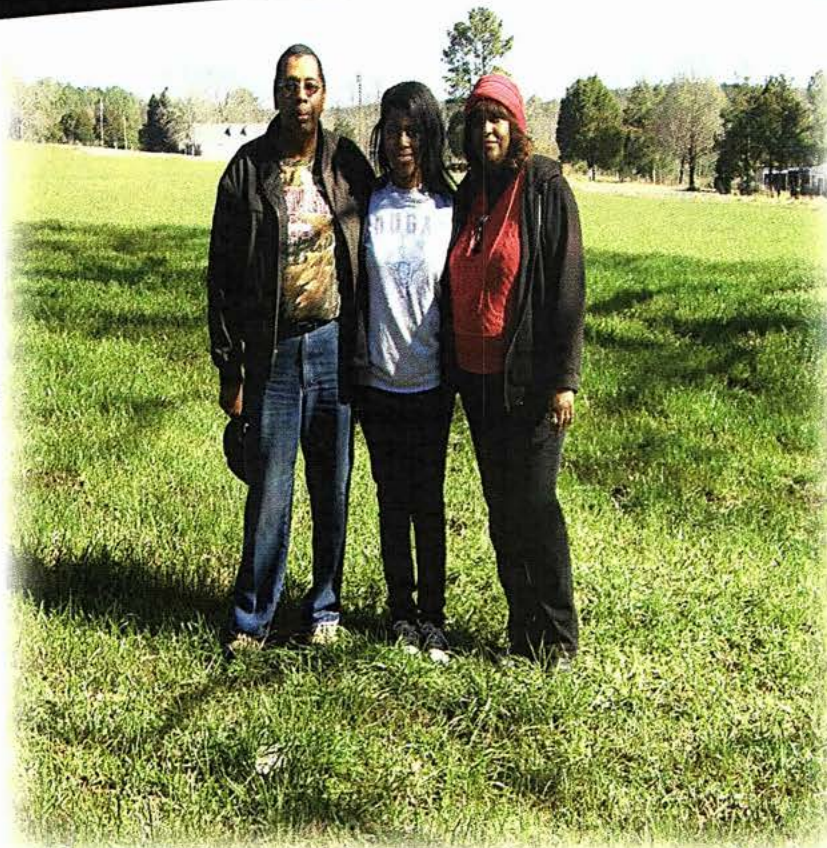
This has been a family farm for several generations going back to my grandparents, on my mother's side, the late Algie and Armetta Gardner, and on my father's side, the late Norah and Hayward Nichols. Both of my parents, the late Mary Louise Nichols and Moton Nichols were farmers and teachers. I guess growing up in that environment led me to teaching and farming.

Growing up farming was not at the top of my list of things to do. Cutting and hauling pulpwood, and many hot summers of hauling square bales of hay convinced me there had got to be a better way of making a living. That motivated me to get a degree in education from Mississippi State University. I still have the 430 International Harvester Square baler and the old Chevy pulpwood truck as reminders. While in college, I would come home and work on the farm. Over time, I realized that the farm helped with my college expenses and with extra spending money.

As time passed and with the declining health of my father, more responsibilities were passed to me in keeping the farm going. It came to the point of making improvements or getting out farming. The choice was making improvements. First was improving fencing, pastures and hay grounds.

The next, and probably the most important, was improving the cattle with better genetics and management. This is where the help of the Townsend's, at Woodpile Ranch, came in. They were a tremendous amount of help with improving the herd's genetics and management.

Over the years I have bought several quality bulls from Woodpile Ranch. The results can be seen in the herd and at the market. The Townsend's have a vast amount of knowledge to keep pace with the cattle industry.



WOODPILE RANCH

Many of my neighbors and cattle growers have purchased quality livestock from Woodpile Ranch and were pleased with the results.

After being in the school system for 30 years, I retired and the farm has become a full-time job. The good thing is, that to some extent, I can set my own hours. With hard work, by associating yourself with the right people in the cattle business, and staying aware of the changing landscape of cattle farming, it can be a rewarding and satisfying career.



In closing, I still have a garden every year, work long hours keeping the farm going, and still, at times, enjoy doing it I guess it is just in the bloodline keeping the family farm going.

Erica likes the animals and helps somewhat working the cattle. At this point she is saying the same thing saying many years ago, "this is not the way I plan on making a living..." but who knows, it could be her destiny! To keep the family farm going. As long as my health is good, I hope to do this for many years to come or to assist my daughter when she takes over.

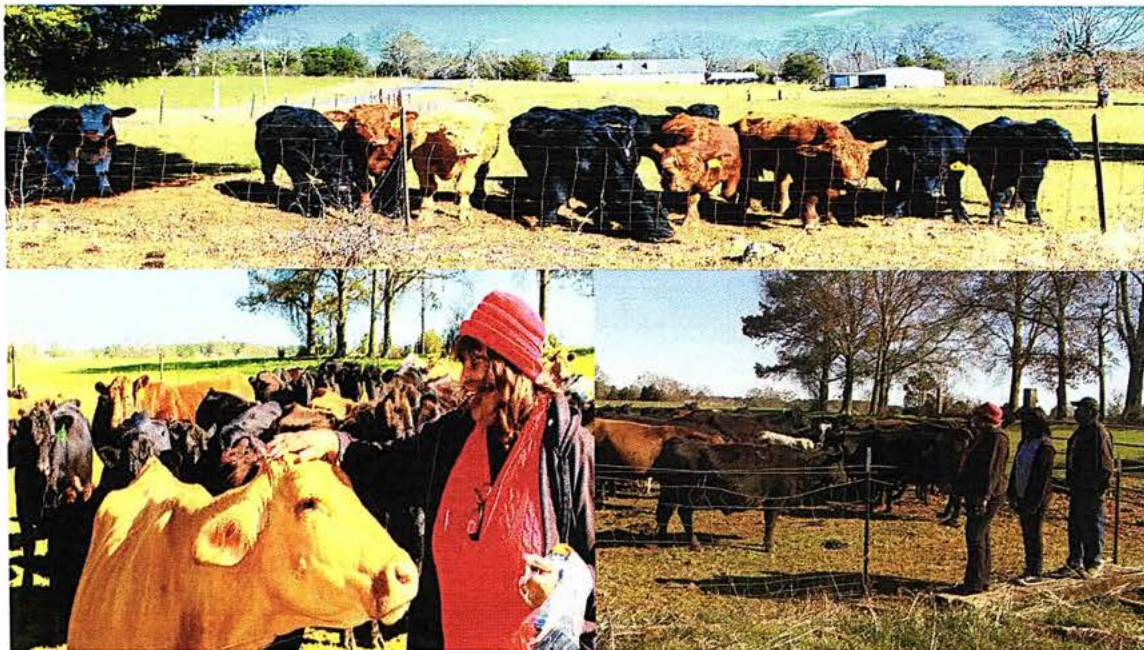
Bred Heifers for Sale



The best bargain at Woodpile Ranch is our high quality, purebred heifers.
A surefire way of improving the price of your calf crop is by adding purebred angus calves.

For more information, contact Woodpile Ranch at 601-774-8977

NICHOLS FAMILY FARM



**Nichols Farm retains and develops its best heifers to be sold private treaty,
direct from the farm. For more information contact Lemuel Nichols 601/635-2403**



Customers:

Lemuel Nichols
Nichols Farm
5487 Little Rock/Decatur Rd
Decatur, MS
601/635-2403

Charles Alexander – Little Rock, MS
Tommy Anthony – Walnut Grove, MS
James Barnes – Raceland, LA
W. T. Bell Farms – Louisville, MS
H. D. Berryhill, Jr. – Port Gibson, MS
Clarence Bradley – Lucedale, MS
Earl Bryan – Decatur, MS
C. F. Burton – Toomsuba, MS
Ann Cannon – Raleigh, MS
Barry Chaney – Little Rock, MS
Carlene Chaney – Little Rock, MS
Clay Farms – Meridian, MS
Jerry Cleveland, Union, MS
Ray Cockrell – Louisville MS
Jeff Crapps – Union, MS
Daryne Culwell – Louisville, MS
Tim Davis – Yazoo City, MS
Gerard Delaine – Livingston, AL
Willie Dickerson – Union, MS
Ollie Dunlap – Quitman, MS
Doug Everett – Newton, MS
Matt Fick – Chamois, MO
Paul Fraiser, Sr. – Sallis, MS
Paul Fraiser, Jr. – Carthage, MS
Edward Germany – Union, MS
James Goforth – Union, MS
Prentiss Guyton – Pickens, MS
Jimmy Huffman – Pelahatchie, MS
O. M. Huggins – Memphis, TN
Gerald Husky – Utica, MS
Donald Johnson – Carthage, MS
Winston Johnson – Meridian, MS
Winfred Keen – Union, MS
Paul Kelley – Philadelphia, MS
Jeremy Kirkland – Petal, MS
LB Cattle – Lockport, LA
James Laird – Little Rock, MS
Fernando Lard – Collinsville, MS
David Livingston – Louisville, MS
Lucky M Farms – Philadelphia, MS
Joseph Magee – Mendenhall, MS
Manor Farms – Benton, MS
Ralph Martin – Brandon, MS
Jimmy Mason – Bolton, MS
John McCain – Batesville, MS
McCune Farm – Decatur, MS
J. L. McDill – Decatur, MS
John McNair – Union, MS
Ken Mills Farm – Louisville, MS
Michael Moulton – Lake, MS
Willard Posey – Philadelphia, MS
John Prestage – Brandon, MS
M.L. Ray – Ethel, MS
Jack Reynolds – Union, MS
H.P. Roberts – Flint, TX
Johnny Seale – Duffee, MS
Sloan Farms – Louisville, MS
Jeff Smith – Philadelphia, MS
Harold Starnes – Pattison, MS
Larry Stribling – Philadelphia, MS
Suttle's Double G Farm - Noxapater, MS
Bruce Terrell – Union, MS
J. T. Thames – Union, MS
Thomas Angus – Robertsville, MO
Jerry Todd – Hickory, MS
Townner Farms – Decatur, MS
Clyde Turner – Carthage – MS
Douglas Vance – Union, MS
Jody Wagner – Hickory, MS
Ruston Walton – Union, MS
Davion Wilcots – Utica, MS
J. B. Wilcots – Edwards, MS
Charlie Wilkes – Noxapater, MS
Wayne Windham – Laurel, MS
David Yarber – Vossburg, MS
Larry Yales – Conehatta, MS

Cull A Cow - Buy A Heifer Program

Every year at Woodpile Ranch we produce around 75 purebred calves. At weaning we cull about 15% as not being up to our resale standards. The balance we place in our finishing program that takes them up to approximately 800 pounds.

They are then bred to our low birth weight AI quality bull. Woodpile Ranch registers and keeps most of the bred heifers, or sells them to register breeders. The other heifers are sold as purebred commercial Angus females.

The buyers of our purebred commercial heifers can be assured they are getting a uniform set of heifers when buying two or more. Buying heifers in volume helps the farmer/rancher do two things. First, it offers them a new market area; and second, it increases their bottom line.

The average cow/calf operator in our area runs 25 to 30 cows. In order to improve profitability, these operations can upgrade the quality of their calf crop and increase their profits by adding a few purebred Angus heifers at a time and without increasing their cost in any way outside the cost of the heifers.

For example, if you're running 25 cows, you still have to have a truck, a trailer, a head catch, a feed bunk, a hay rake and other hay baling equipment. You have nearly all the overhead costs of operating a 100 cow operation. Your annual expenses of adding five more head to your operation

in equipment cost is minimal to zero. It comes down to the cost of the heifers. But your average overhead cost is decreased significantly.

The greatest advantage is the added revenue those five heifers are going to provide next year. The average feedlot ready calf, right now, is around \$1050 with many exceeding \$1200. If the market just holds its course things look very good for our group. Five more purebred heifers could mean \$5250 more in your pocket next year at market time.

Don't miss your opportunity to sell calves at the peak of the market by buying quality bred heifers from Woodpile Ranch, the people that breed and develop quality Angus cows right here in your backyard, for your convenience when you need them.

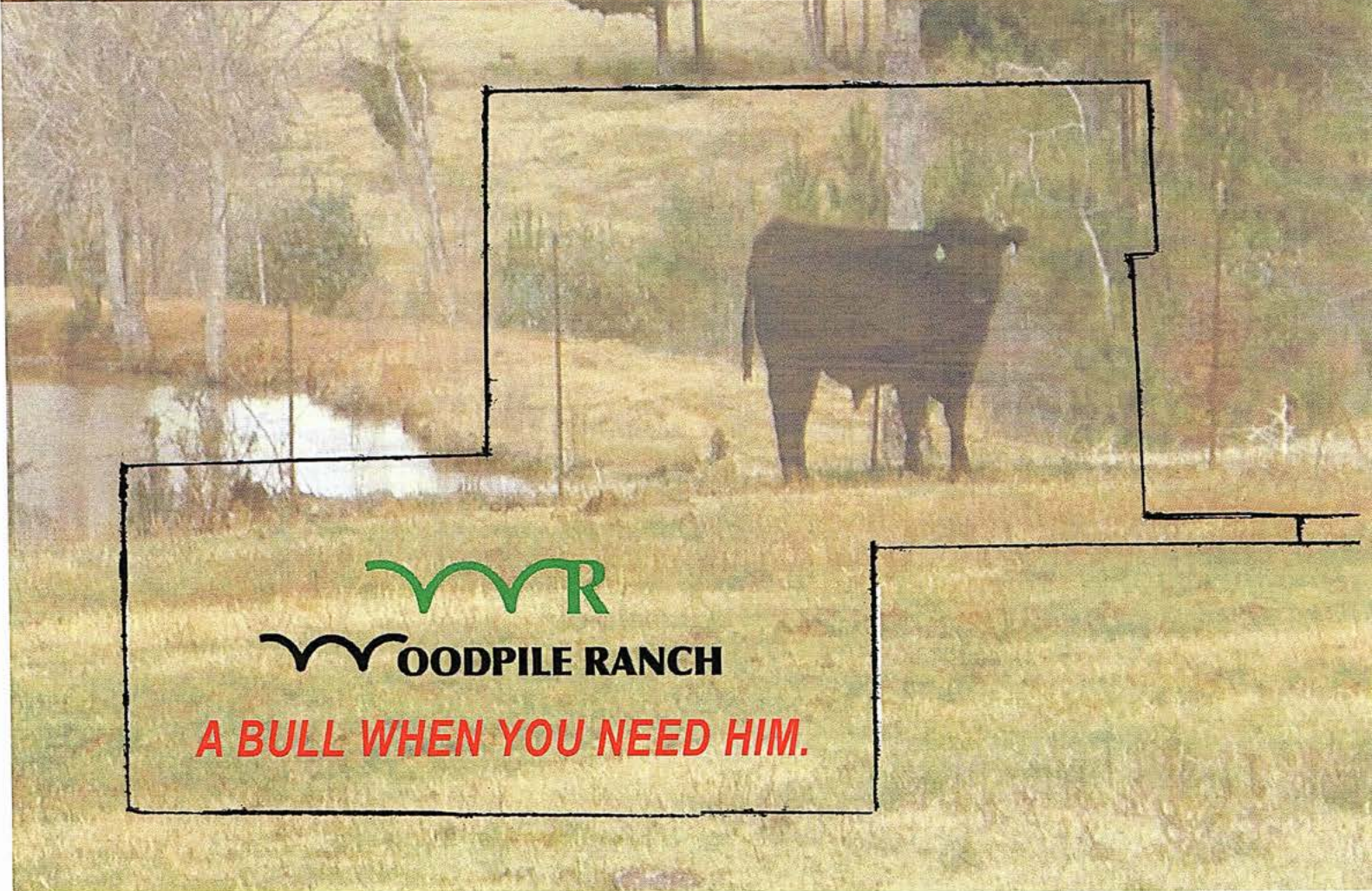




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DEVELOPS BULLS YEAR ROUND FOR PRIVATE TREATY SALE!



WOODPILE RANCH

A BULL WHEN YOU NEED HIM.