



# Herd the News

May/June 2018

*The California Wool Growers Association will deliver lasting value to support and grow all segments of the California sheep industry.*

## 2018 CA Ram Sale Averages Below Last Year – Cecilia Parsons, Ag Alert

Suffolk rams topped the 98<sup>th</sup> annual California Ram Sale with an average price of \$691 a head. A total of 460 rams were sold at the April 8 sale by consigners from Utah, Idaho, Oregon, Nevada, and California. All rams averaged \$658 a head compared to \$832 in 2017.

This annual sale, hosted by the California Wool Growers Association (CWGA), is known as a source of quality sheep genetics for commercial producers raising market lambs and breeding replacement ewes. All rams a health and quality sifted by teams of veterinarians and sheep producers prior to the sale.

For the third year in a row, the sale, held at the Porterville fairgrounds, all sale rams were ultrasounded for loin eye and backfat. Together with ram weight, a Range Ram Index is calculated using a base value of 100 for comparisons. The index is confirmation a ram has the genetics to sire lambs with improved carcass qualities.

Highest indexing ram of the sale was a Suffolk consigned by David Hansen of Fairview, UT. The ram had an index of 114.0. A Suffolk ram sold by Jim Neumiller of Healdsburg, CA, had the second highest index at 112. Third highest indexing ram at 111.3 was sold by Blair and Gina Summey of Lincoln, CA. Blair and Gina Summey also received the Best Consignment Award. Best Suffolk Consignment Award went to Lloyd McCabe of Dixon, CA.

Sale consignors bringing rams with the largest loin eye measurements were Hansen and Neumiller.

High selling pen of the sale was consigned by Mike Cox of Fairview, UT. The five crossbred rams brought a total of \$6,000. A total of 460 range rams were sold at the auction, up slightly from 2017's sale with 447 head. The 114 head of crossbred rams averaged \$626, 29 whiteface rams averaged \$614, and 25 Hampshire rams averaged \$504. The three composite rams consigned to the sale averaged \$525 a head.

Last year, a pen of three composite rams, a combination of Texel, Columbia and Suffolk breeding, topped the sale at \$1,925 per head.

Tougher feed conditions for sheep producers likely affected this year's sale averages said Ryan Indart, CWGA president.

While feed did come on stronger after March rains, Indart said lack of early rains and the prospect of short grazing conditions months ago may have led potential buyers to make different decisions about their operations.

Rams with a positive index did bring higher per head average prices at the sale. Buyers are responding to this information, Indart said, and see the value in improving the carcass quality of their lambs.

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## Presidents Message – *Ryan Indart*



Dear CWGA membership,

The fresh market cherry business is a lot like the sheep business; volatile and unpredictable. One thing that is predictable, for three years running now, is the "Indart Girl's Cherry Stand". Rain or shine, hot or cold, every year around the middle of May, for one entire weekend, the Indart Girl's embark on a mission to make a profit packaging, marketing and selling Indart Ranch cherries in front of our property. As many of you know and have learned, nothing is free in this life. Even if "they say" it's

free, we all know it's not, and that someone else is actually paying for it. Well, nothing is free in our family either, not even an upbringing! Actually there are a couple of things that are free – lots of love and some good old-school advice.

The business model is simple: \$1.25/lb goes to the owner, \$1.25/lb goes to picking (which is a little high but it makes the math easier) making the cost of the cherries to the girls packing and marketing business equal \$2.50/lb. A few days prior to the stand opening, a cursory check with the smart phone of the surrounding supermarket's weekly cherry ads allows the girls to ascertain the current market price for fresh market sweet red cherries. Usually, it ranges between \$4 and \$6/lb., which is why, for the ease of math simplicity, we settle on a \$5/lb. selling price. It doesn't take a genius to figure out that they have the potential to make a lot of money at 100% profit. But here's the catch: they buy the cherries from my Dad and I, for \$1.25/lb, with money they have earned from other projects and working with Mommy and Daddy. Then, they pay my guys \$1.25/lb for picking the cherries for them. See above - nothing is free. So if they don't sell them, they eat it, just like the real world. So they are truly incentivized to push the cherries out the door. Every year is documented and we all sign on the dotted line, agreeing to the business terms of the transaction. Because they package the cherries themselves in 1 lb bags, not all the cherries make grade, and thus some get thrown in the "cull pile", because we all know the pickers aren't picking for quality – they just fill up their tub and pick as many cherries as fast as they can, because they are paid by the tub. Those culls, even though they paid for them, go to make cherry jam for the family as their "business charitable donation". So, this is a real business, beginning to end...shhhh...pretty soon we will need to apply for a permit!

Because Lucia likes to be in charge, this year we made Ceci the CEO. With 50 out of the 100 lbs of cherries already packaged and on inventory in the coolers, Ceci brings the team together for a pre-game huddle. Ceci says, with complete confidence like she does this every day, "Lucia, since you are in 4<sup>th</sup> grade and good at math, why don't you run the cash register? Maggie, since you are cute and little, why don't you be in charge of selling and flagging down cars? (Which consists of waiving arms and hands back and forth, jumping up and down and screaming). And since I am fast, I will continue to package up the remaining cherries so we have enough to sell and don't run out? "B and I looked at each other in utter amazement, laughing hysterically internally, but also in disbelief that our 8 year old had formulated such a sound business strategy.

The mid-May sun shined brightly as a cool refreshing breeze swept over the mid-day rural landscape in front of our house. With signs posted down the street, easy-up and table set up with a large white Costco cooler filled with 1 lb cherry bags ready to sell, country music playing on the Bose Bluetooth speaker to add some ambience, the girls were primed and ready to go to work. With Maggie waiving her hands back and forth, and blonde hair bouncing back and forth while jumping up

and down screaming at cars, within 10 minutes 3 random cars had stopped and bought cherries! Little do these girls know the important life lessons they are learning at such a young age – lessons that will transcend the rest of their lives – that hard work and preparation, and a sound business strategy, will yield the fruits of their labor and are the keys to success, no matter what they chose to do. That nothing is free and everything worthwhile is earned, and that work is a privilege and through hard work and a job well done comes great honor, satisfaction, pride and especially gratitude.

What does this story have to do with sheep? Nothing – I just thought you might enjoy the story!

By now most of you have started the cycle all over again with rams working to produce our next crop of fall born lambs. As is the case with many of you, I am just thankful to have enough feed to breed my sheep on, because ask me that question in February and I was singing a different tune! Last year's breeding season was especially hot – let's hope and pray that this mild start to the summer continues, to make our breeding season ever more productive – God knows our livelihoods depend upon it!

It looks like our Footvax will begin arriving in a couple of weeks, thanks to the hard work of Erica and the Animal Health committee. Please remit payment as soon as you can if you preordered, it is much appreciated.

Last year our Online All Breeds Sheep sale was a huge success, due entirely to the innovation and hard work of the Ram Sale committee. The next sale is scheduled to be held August 1<sup>st</sup> and 2<sup>nd</sup>. Please check your email for details about consigning and buying, or call the office and ask Erica. All of these new endeavors are helping to steer our financial future, and help our Industry, so your support is greatly appreciated.

Lastly, registration is now open for the 158<sup>th</sup> Annual Meeting and Convection, being held once again at the Cambria Pine Lodge in Cambria, CA, between the dates of August 16<sup>th</sup> – 18<sup>th</sup>. The Executive Officers have once again assembled a stellar agenda packed with informative presentations, speakers, and a workshop. Please be sure to mark your calendars to attend in support of our industry, our heritage, our future and maybe a little bar time? I think Dan Macon has plans to teach the bartender how to make Tall Picons!

Summer is upon us. I wish you all a safe and enjoyable summer, and a productive breeding season! I look forward to seeing you all in Cambria in just a few short months!

## Welcome New Members

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CWGA is very pleased to welcome the following new members to CWGA:

*Tim & Jeanie Barman, TJ Dorper Sheep Farm, Bakersfield*

*Cole Estill, Estill Ranches, Winnemucca, NV*

*Catherine Lawson, Blue Barn Farms, El Dorado, CA*

*Joe Paesano, Paesano Farms, Bakersfield, CA*

Do you know a producer or industry stakeholder that is not a member of CWGA? If so, please share this issue of *Herd the News* and urge them to support their industry and join CWGA today!

## Support CWGA...Sport Your CWGA Clothing This Summer

It's fair, festival and BBQ season. Show-off your CWGA logo clothing and support CWGA. All items are ordered from the online store and shipped directly to you.

A variety of CWGA logo items to choose from including hats, polo shirts, sweatshirts, vests, work wear, and more. Mens, ladies, and youth sizes available.

Go to [californiawoolgrowers.org/merchandise.org](http://californiawoolgrowers.org/merchandise.org) to access the online store and show your support for CWGA!

## Member Updates

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### New Mineral, Mineral Blocks & Protein Blocks Available

CWGA Members now have access to the following new products:

PRODUCT	SIZE	PRICE	Volume Discount	
			CASE	PRICE
CONLIN PREMIUM SHEEP MINERAL	50lb	\$27.03	40/plt	\$25.85
LAMB MAKER MINERAL PRESSED BLOCK	25lb	\$16.70	80/plt	\$16.00
LAMB MAKER PROTEIN PRESSED BLOCK	25lb	\$12.00	80/plt	\$11.50
GOAT MAKER MINERAL PRESSED BLOCK	25lb	\$19.30	80/plt	\$18.75
GOAT MAKER PROTEIN PRESSED BLOCK	25lb	\$12.00	80/plt	\$11.50

To view the product tags go to [californiawoolgrowers.org/products/healthproducts.org](http://californiawoolgrowers.org/products/healthproducts.org) or contact the CWGA office.

### Calling All Sheep Photographers

CWGA invites you to enter the 2018 Photo Contest. Photos submitted will be voted on by attendees during the Friday Welcome Reception. Awards will be given to the top three winners.

All photos must be taken as a high-resolution digital photo and submitted electronically via email to [info@woolgrowers.org](mailto:info@woolgrowers.org). Limit of three (3) photo entries per person. **Entry Deadline: July 27, 2018.**

### CWGA Offers Liability Insurance for Member Industry Events

CWGA offers liability insurance coverage at reduced prices for member hosted sheep, lamb, and wool related events including local association picnics, county fair booths, on-ranch promotion events, etc.

Please submit all liability insurance requests at least 10 days prior to your event to ensure adequate processing time.

### CWGA Member Decal Stickers Available

Don't forget to request your complimentary CWGA logo member decal stickers and show your support for your sheep industry! Contact the CWGA office for details.

### Reminder...CWGA Has Moved, Please Update Your Files

For those members who utilize bank bill pay or other forms of bookkeeping software please update your files with our new mailing address. This will ensure your payment is received and not returned as undeliverable. **Our new address is 25 Cadillac Drive Suite 214, Sacramento, CA 95825.**

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*Thank You for supporting CWGA!*

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## IMPROVING YOUR SHOW LAMB & SEEDSTOCK OPERATION ~ PART 2

*Workshop hosted by the California Wool Growers Association*

**Friday, August 17, 2018  
1:00 pm – 5:30 pm**

**Cambria Pines Lodge, Cambria, CA**

**Workshop Cost \$25.00 ~ Registration Deadline August 10<sup>th</sup>**

*Please join the California Wool Growers Association at its 158<sup>th</sup> Annual Meeting & Convention on Friday, August 18<sup>th</sup> for a workshop focusing on issues facing show lamb, seedstock, and small flock producers.*

*This workshop will delve deeper into the topics presented at the 2017 workshop and provide more group discussion. Topics include feed and nutrition, flock reproduction, quality assurance, and industry issues. Presenters are industry experts on sheep nutrition and reproduction. Although this workshop focuses on the show lamb and seedstock sectors, it is open to ALL sheep producers, large and small, and industry stakeholders.*



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## Legislative Update

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### **H-2A Agricultural Worker Visa Modernization Joint Cabinet Statement**

Secretary Acosta, Secretary Nielsen, Secretary Perdue, and Secretary Pompeo

When President Trump addressed the American Farm Bureau Federation in January of this year, he reminded the audience that his commitment to our farmers has been clear since the day his Administration began: “From that day on, we have been working every day to deliver for America’s farmers just as they work every single day to deliver for us.”

In keeping with that commitment, our Departments are working in coordination to propose streamlining, simplifying, and improving the H-2A temporary agricultural visa program – reducing cumbersome bureaucracy and ensuring adequate protections for U.S. workers.

The Trump Administration is committed to modernizing the H-2A visa program rules in a way that is responsive to stakeholder concerns and that deepens our confidence in the program as a source of legal and verified labor for agriculture – while also reinforcing the program’s strong employment and wage protections for the American workforce. In addition, by improving the H-2A visa program and substantially reducing its complexity, the Administration also plans to incentivize farmers’ use of the E-Verify program to ensure their workforce is authorized to work in the United States.

As the agencies tasked with administering or facilitating the H-2A visa program, and thus closest to farmer and labor stakeholders, the Departments of State, Agriculture, Labor, and Homeland Security are embarking on a process to modernize the H-2A visa program by clarifying and improving the regulations governing the program. We look forward to delivering a more responsive program soon.

### **Time Running Out for Vote on New NAFTA in this Congress**

A congressional deadline for the Trump administration to notify lawmakers of a renegotiated North American Free Trade Agreement (NAFTA) came and went in mid-May, without a new deal. House Speaker Paul Ryan, R-Wis., set the May 17 target so the current Congress could vote on a new NAFTA in a lame-duck session at the end of the year. Under Trade Promotion Authority (TPA), which regulates the president’s power to negotiate trade deals and gives Congress power to review and approve or reject final agreements, there are lengthy notification periods before a vote can take place. Ryan indicated there likely is some flexibility in the deadline, depending on the duration of the U.S. International Trade Commission analysis that is required under TPA. Even with a couple of additional weeks, the odds of reaching a deal that would permit a vote in a lame-duck Congress are low. USTR Ambassador Bob Lighthizer said the United States, Canada and Mexico “are nowhere near close to a deal.” It appears likely that a new NAFTA deal would be approved by a new Congress.

### **House Committee Approves Agricultural Funding Bill**

Earlier this month, the House Appropriations Committee approved the fiscal 2019 Agriculture Appropriations bill. The bill funds essential agricultural and food programs and services, including those related to agricultural trade, rural development and food and medical product safety. This bill includes the Newhouse amendment, directing the Secretary of Agriculture to work with other federal agencies to establish a more robust, easier-to-navigate online system for ag employers to complete the application process for H-2A visas, a temporary, seasonal agricultural worker program. In addition, the bill includes language giving the U.S. Department of Agriculture authority over lab-grown “meat” products. The Senate Committee on Appropriations is scheduled to meet in May on this bill.

## Legislative Update

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### BLM Publishes Proposed Sage Grouse Habitat Changes

The Bureau of Land Management (BLM) marked a milestone earlier this month in the administration's effort to better align plans for managing Greater Sage-Grouse habitat on federal lands with state plans by publishing draft environmental impact analyses of proposed changes to resource management plans in Colorado, Idaho, Oregon, Nevada, Utah, Wyoming and part of California.

The BLM is accepting comments on the draft EIS plans through August 9. Comments may be submitted by mail or online and the BLM will also hold public meetings during the comment period. The BLM expects to publish a final EIS and plan amendments by October 2018 - one year after publishing the Notice of Intent to begin this planning effort.

Each state has a landing page for the Draft EIS and other documents, and specific information on commenting and public meetings: California/Nevada: Comments may be submitted by mail: BLM - Greater Sage-Grouse EIS, Nevada State Office, 1340 Financial Blvd., Reno, NV 89502; or online at <https://goo.gl/uz89cT>.

### Judge: USFWS Illegally Denied Bi-State Sage Grouse Listing

The U.S. Fish and Wildlife Service (USFWS) acted illegally in 2015 when it denied Endangered Species Act protection for a distinct population of bi-state sage grouse in California and Nevada, a federal judge ruled Tuesday.

U.S. District Chief Magistrate Judge Joseph Spero in San Francisco said in an 85-page opinion that the agency ignored its own best scientific evidence when it reversed course three years ago on its 2013 proposal to declare the bird threatened.

The bi-state sage grouse found along the California-Nevada border in the Mono Basin along the Sierra's eastern front is related to but distinct from the greater sage grouse, which lives in a dozen western states and is at the center of a disputed Trump administration plan to roll back protections adopted under President Obama.

The judge said the service wrongly concluded voluntary conservation measures in the works were legally adequate to stem the loss of bi-state grouse habitat resulting from urban sprawl, livestock grazing, wildfires, invasive plants, mining and other development.

The agency "erred in concluding there was sufficient certainty of effectiveness of planned conservation measures to support the conclusion that listing" the bird as threatened "was no longer warranted," Spero wrote. "There are no rational grounds for the service's conclusion."

He ordered a new hearing to decide whether the agency must conduct another review of the bird's status or develop some other "appropriate remedy" in light of his ruling.

Conservationists who filed a lawsuit in 2016 challenging the listing decision said it was a significant victory.

"Sage grouse in the Mono Basin have been sliding toward extinction for years," said Ileene Anderson, a senior scientist with the Center of Biological Diversity, one of the co-plaintiffs along with WildEarth Guardians and the Western Watersheds Project.

U.S. Fish and Wildlife Service officials did not immediately respond to requests for comment.

The state of Nevada, Nevada Association of Counties and Mono County of California had filed as defendant-intervenors in support of the U.S. Fish and Wildlife Service's decision to withdraw its listing proposal three years ago.

## CWGA Range Ram Index: 2018 California Ram Sale Review

In an effort to improve lamb carcass consistency and quality and increase production efficiency, CWGA developed the Average Range Ram Index (Ram Index) in 2016. Each lot of rams sold in the 2018 California Ram Sale (Sale) was assigned a Ram Index Value. The Ram Index estimates the potential carcass merit of the lambs sired by range rams with superior carcass characteristics. When purchasing rams at the Sale, the Range Ram Index helps to identify the ram's potential genetic merit in passing genetic traits such as loin eye size or weight onto the ram's offspring.

It is proven in other livestock sectors that those carcass characteristics desired by consumers translate into a higher carcass value and thus return for the producer, a fact that is evident in a value based pricing system (also referred to as grid based pricing). This suggests there is a financial incentive for producers to incorporate such genetic information into their breeding programs, particularly to terminal sire breeders and those producers that market lambs on a carcass/value based pricing system. Thus, buyers are expected to place a higher value on rams with a positive Ram Index value as those rams are projected to sire progeny with improved lamb product characteristics.

The Ram Index is calculated using the following carcass characteristics: loin eye area (LEA), fat thickness (BF), and ram weight. These characteristics are given numerical values to measure the ram's genetic merit value relative to the other rams at the Sale. The Ram Index is calculated using a base value of 100 for which comparisons can be made between rams with differing Ram Indexes. Rams with average carcass characteristics are assigned a Ram Index value of 100. Rams with a Ram Index over 100 (e.g. 110) will exhibit more desirable carcass characteristics (i.e. larger LEA, less BF) relative to the rams at the Sale. Rams with a Ram Index below 100 (e.g. 85.2) will exhibit less desirable carcass characteristic relative to the other rams at the Sale. There is potential economic incentive in selecting rams with higher Ram Index values.

Each lot of rams sold in the Sale was assigned a Ram Index value calculated as an average of the individual Ram Index values for those rams in each pen. At this year's Sale there were a total of 258 rams with a Ram Index value greater than 100. The average sale price for those rams was \$664.00 per head or \$15.00 per head higher than the average sale price for those pens with a Ram Index value below 100. Blackface pens with a Ram Index above 100 averaged \$12.00 per head higher than those pens with a Ram Index below 100. Whiteface pens with a Ram Index above 100 averaged over \$100.00 per head higher than those with a lower Ram Index.

With the introduction of the Ram Index in 2016, pens with a higher Ram Index value have sold at a premium compared to those pens with a lower Ram Index value. There are many factors that determine the value of a ram in addition to the genetic information. Nonetheless, buyers and consignors continue to be showing a greater interest in having more genetic information at the Sale.

California Ram Sale RAM INDEX AVERAGES								
Breed	2018				2017			
	POSITIVE INDEX		NEGATIVE INDEX		INDEX ABOVE 100		INDEX BELOW 100	
	Head	Average	Head	Average	Head	Average	Head	Average
<b>BLACKFACE</b>	235	\$ 668.00	191	\$ 620.00	196	\$ 858.00	219	\$ 810.00
<b>COMPOSITES</b>	3	\$ 525.00	0	\$ -	6	\$ 1,925.00	0	\$ -
<b>OXFORDS</b>	2	\$ 400.00	0	\$ -	0	\$ -	0	\$ -
<b>WHITEFACE</b>	18	\$ 669.00	11	\$ 523.00	20	\$ 571.00	6	\$ 563.00
<b>ALL RAMS</b>	258	\$ 664.00	202	\$ 649.00	222	\$ 861.00	225	\$ 804.00

# Thank You.... 2018 California Ram Sale Supporters

## THANK YOU California Ram Sale Buyers

Bob Beechinor, E & B Sheep, Bakersfield, CA	Richard Hamilton, Hamilton Bros., Rio Vista, CA
Jon Borda, Bakersfield, CA	Robert Irwin, Kaos Sheep Outfit, Clearlake Oaks, CA
Jim Caras, Spanish Fork, UT	Freddie Iturriria, A & F Sheep Co., Oildale, CA
Florence & John, Cubiburu, Cubiburu Livestock, Stockton, CA	Frank Iturriria, F&I Sheep Co., Bakersfield, CA
Florence, Cubiburu, FC Livestock, Stockton, CA	Paco & Miguel Iturriria, I & M Sheep Co., Oildale, CA
Francisco Damboriena, McPherrin Damboriena Sheep Co., Live Oak, CA	Joe Mattos, IOU Sheep Co., Visalia, CA
Ramon Echeveste, Firebaugh, CA	John Olagaray, Five-O Ranch, Lodi, CA
Phillip Esnoz, Shafter, CA	John & Diane Peavey, Flat Top Sheep Co., Hailey, ID
Joe Esnoz, Lost Hills, CA	P.J. Phillips, Nissen Ranch, Esparto, CA
Cole Estill, Estill Ranches, Winnemucca, NV	Brent Shepherd, Spanish Fork, UT
Melchor Gragirena, El Tejon Sheep Co., Bakersfield, CA	Peter & Beth Swanson, Tracy, CA
	Pete Yriarte, Yriarte Sheep, Los Banos, CA
	Amador Zabalbeascoa, Los Banos, CA

## THANK YOU California Ram Sale Sponsors

*Buyer & Consignor Lunch Sponsors* – Utah Wool Marketing Association, Superior Farms

*Range Ram Index Competition Premium Sponsor* – Silverdale Farms

*Trade Show Sponsors* – Animal Health International, Bayer Animal Health

*Sale Sponsors* – Anchordoguy Olive Oil, California Sheep Commission, Escalon Livestock Market, Fresno Livestock Commission LLC, Gold Country Sheep Producers Association, Kern County Wool Growers Auxiliary, The Nugget Company

*Sale Drawing Sponsors* – Bayer Animal Health, Callicrate Banders, Utah Wool Marketing Association

California Ram Sale OVERALL AVERAGES						
Breed	2018		2017		2016	
	Head	Average	Head	Average	Head	Average
<b>SUFFOLKS</b>	287	\$ 691.00	275	\$ 875.00	285	\$ 684.00
<b>HAMPSHIRE</b>	25	\$ 504.00	16	\$ 778.00	6	\$ 475.00
<b>CROSSBREDS</b>	114	\$ 626.00	124	\$ 747.00	100	\$ 658.00
<b>BLACKFACE</b>	426	\$ 663.00	415	\$ 883.00	391	\$ 674.00
<b>COMPOSITES</b>	3	\$ 525.00	6	\$ 1,925.00	0	\$ -
<b>OXFORDS</b>	2	\$ 400.00	0	\$ -	0	\$ -
<b>WHITEFACE</b>	29	\$ 614.00	26	\$ 569.00	32	\$ 600.00
<b>ALL RAMS</b>	460	\$ 658.00	447	\$ 832.00	423	\$ 668.00



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## ***ONLINE ALL BREEDS SHEEP SALE***

**August 1 – 2, 2018**

*Sale hosted by the California Wool Growers Assn.*

**Entry Fee: \$15.00 per head, \$20.00 per pen lot**

**Entry Deadline: July 6, 2018**

*California Wool Growers Association (CWGA) is hosting its  
second annual Online All Breeds Sheep Sale.*

*The Sale will be held on **August 1 & 2, 2018***

*Sale broadcast at [susantaylorshowservices.com](http://susantaylorshowservices.com).*

*Ram Lambs, Stud Rams, Yearling Rams and Ewes of all ages &  
breeds will be auctioned off in the sale.*

*Online sale catalog including pictures and videos will be  
available on July 15<sup>th</sup> at [susantaylorshowservices.com](http://susantaylorshowservices.com) (click on  
“current sales”).*

*Interested in consigning? Submit the attached entry form or  
contact the CWGA office at 916-444-8122 or  
[info@woolgrowers.org](mailto:info@woolgrowers.org).*

## 2<sup>nd</sup> Confirmed Wolf Depredation Attributed to Lassen Pack

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In April, the California Department of Fish and Wildlife (CDFW) confirmed that the Lassen wolf pack attacked a one-month-old calf on private pasture in the Indian Valley area of northern Plumas County. The attack is the second confirmed depredation by the Lassen Pack, and the latest in a long string of suspected attacks by the pack.

On the evening of April 1, ranchers heard a loud commotion amongst their neighbor's cattle, including "the sounds of a calf bawling loudly," according to CDFW's official Livestock Loss Determination report. When the neighbors investigated the commotion with spotlights, they witnessed the cattle tightly grouped together and saw three wolves in the pasture. The responders shined their spotlights on the wolves and honked a vehicle horn until the wolves fled the pasture.

It was not until the next morning that the injured calf was identified. After an initial investigation of the injured animal by CDFW and USDA APHIS Wildlife Services on April 3, the rancher ultimately decided to euthanize the calf due to the severity of its injuries. On April 4, CDFW and Wildlife Services returned for a more in-depth investigation of the carcass.

As a result of that investigation, CDFW was able to confirm that the calf was killed by wolves, specifically the Lassen Pack. In addition to the eyewitness sightings of three wolves and the injuries to the calf (which were consistent with a wolf attack), CDFW determined that the Lassen Pack was in the pasture at the approximate time of the attack based on data uploaded from a GPS collar attached to the breeding female of the pack, LAS01F.

Two days after the confirmed depredation in Indian Valley, ranchers in Scott Valley (in Siskiyou County) identified another radio-collared wolf on a trail cam. According to a number of Scott Valley ranchers, they were not previously alerted by CDFW of the presence of a wolf in Siskiyou County.

### Currently Known Wolves

#### Lassen Pack

The Lassen Pack is California's second contemporary pack, and only currently known pack. The wolves generally utilize a broad area of western Lassen and northernmost Plumas counties. A trail camera first photographed the pack's female (LAS01F) in August 2015. Genetic testing indicated the male wolf (CA08M) was born into the Rogue Pack in 2014. The female wolf is not closely related to known Oregon wolves, and it is therefore suspected she dispersed from another part of the broader northern Rocky Mountain wolf population. In 2017, the pair produced at least four pups, three of which were known to be alive in late March 2018. The female was fitted with a GPS tracking collar in late June 2017 and CDFW biologists regularly monitor her whereabouts. In early and mid-October 2017, what appeared likely to be a black wolf was observed both with members of the pack and alone within the pack's territory. The origin of this animal is unknown.

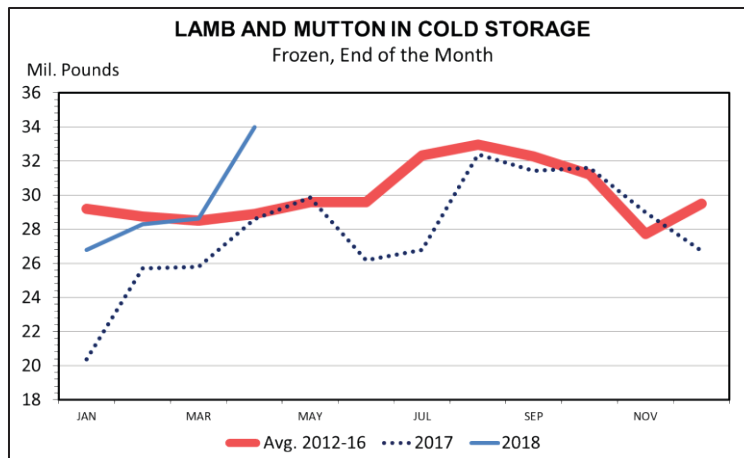
#### Shasta Pack

The Shasta Pack was California's first known contemporary pack. The pack occupied a portion of eastern Siskiyou County and produced five pups in spring 2015. Genetic testing indicated both of the breeding wolves were from Oregon's Imnaha pack (the same pack of OR-7). The pack was regularly detected from August through November, and at least six wolves remained alive in late November 2015. There were then no verified detections of the pack between late November and early May 2016, when a yearling male (CA07M) was detected by trail cameras, tracks, and scat near several pup-rearing sites the pack had used in 2015. In November 2016, that same male was observed in northwestern Nevada. CDFW believes the pack no longer exists, although some evidence suggests at least one wolf was roaming within and near the Shasta Pack territory in the summer and fall of 2017. The Shasta Pack was observed feeding on a calf carcass in mid-November 2015, and subsequent investigation determined the wolves had probably killed the calf.

## Supply Trends Dampen Lamb Price Prospects

Frozen lamb and mutton in U.S. commercial freezers at the end of April was the largest in 20 months, as shown in the latest monthly Cold Storage report by USDA's National Agricultural Statistics Service (NASS). Additionally, the pipeline of animals in feedlots is abundant for this time of year. The good news is that weights of slaughter lambs remain in the normal range, that is, plentiful supplies of over-finished lambs are not apparent at this time. Compared to last year, summer's slaughter lamb price increase may be modest.

The tonnage of frozen lamb and mutton in the U.S. was 34 million pounds at the end of April; a year-over-year surge of 5.4 million pounds or 19%. Though still below the very burdensome levels of mid-2015 into mid-2016, the levels are capping the potential for summer price increases. Any working-down frozen stocks will mitigate the likelihood of year-over-year declines in lamb markets this fall.



Colorado is by far the largest lamb feeding state. The number of lambs on-feed in Colorado, the only state with publically reported estimates (compiled by USDA's Agricultural Marketing Service), has been well above a year ago. That trend began in late 2017 due to drought and favorable return prospects for lamb feeders. Those increases have come even though the number of lambs produced in 2017 declined from the prior year. As of January 1, 2018, the on-feed count was about 214,700 head; that was over 22,000 head above 2017's (up 11.6%). As of March 1<sup>st</sup>, the year-over-year increase in lambs on-feed was over 34,000 animals (rising 26.9%). In the latest data, as of May 1<sup>st</sup>, there were nearly 53,000 more animals in feedlots than a year ago, that a whopping 55.7%. Even though the increases have been substantial compared to 2017's, since March 1<sup>st</sup>, the on-feed counts in Colorado have been similar to the five-year average from 2012-2016.

Larger on-feed numbers have contributed to a bigger harvest than a year ago. For the last three months (March-May), estimated Federally Inspected (FI) slaughter had been about 6% above 2017's. Slaughter lamb and yearling weights from March through mid-May mostly near year-ago levels and consistently below the prior 5-year average. During the last two weeks of data (through mid-May), lamb and yearling slaughter levels increased 12.5% compared to last year's the rather low level.

Sizeable year-over-year supply increases in the production system are impacting slaughter lamb prices compared to in 2017. Beginning in late April of last year, slaughter lamb prices had started a dramatic surge (rising over 20% in about six weeks). That will not likely be repeated anytime this year, still, prices could be above the 2012-16 average levels. Feeder lamb prices in most markets turned below a year earlier in early March of this year. Nationwide, the 2018 lamb crop is forecast to be smaller than 2017's, so there could be modest year-over-year gains in feeder lamb prices as the new-crop comes to market. *Source: Livestock Marketing Information Center, [www.lmic.info](http://www.lmic.info)*

### Lamb Exports Lower in March, But Still Up Year-Over-Year

March exports of U.S. lamb were lower than a year ago in volume (845 mt, down 9 percent) and value (\$2 million, down 10 percent). But for the first quarter, exports still climbed 25 percent in volume (2,484 mt) and 8 percent in value (\$5.4 million). Growth was driven by larger muscle cut shipments to the Bahamas, the Turks and Caicos Islands, Canada, the Philippines and Taiwan, and stronger demand for variety meat in Mexico. *Source: U.S. Meat Export Federation, [www.usmef.org](http://www.usmef.org)*

## Positive Lamb Retail Demand Continues for Third Year

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A key measurement of success for the lamb industry is demand, which goes beyond how much lamb is purchased to take into account the price that consumers are willing to pay. Increased demand means that consumers are either buying more lamb at basically the same price, or they are purchasing the same amount at higher prices. Increased demand benefits every sector of the lamb industry.

Either way, increasing demand benefits every segment of the lamb industry. And there's some good news to share.

The Retail Demand Index for Lamb, a report commissioned by the American Lamb Board, shows a positive shift in retail demand for lamb for the past three years. In 2015, demand was up 7.0 percent over the previous year, and up 4.3 percent compared to 1990. Demand increased again in 2016, up 2.5 percent over 2015. During 2017, demand was still on the positive side, although not as strong as 2015 and 2016.

Report authors Deborah Marsh of Knob Economics and Julie Shiflett of Juniper Economic Consulting write that "consumers are purchasing more lamb and they are purchasing lamb at higher prices. Again, this is great news for the lamb industry because it indicates that the retail demand for lamb [in the US] has increased." The reports state that the key factors that support the increased retail demand for lamb are higher incomes, higher prices of substitute meats and seafood, a growing consumer base and promotion activities.

The Retail Demand Index for Lamb report allows the industry to track yearly trends for all lamb in the US, both domestic and imported. ALB also commissioned a study in 2017 analyzing domestic versus imported lamb sold in the US, including cut and price specifics. These studies help the industry understand the full picture of lamb demand in the US.

The job of your American Lamb Board is to go to after more and more market share and build a preference for American Lamb. These studies give guidance on progress and help formulate program priorities.

The 2018 report, titled "Retail Demand Index for Lamb: 2017 Update," and the in-depth original report, "Lamb Demand Analysis" from March 2015, and the "Retail Analysis of Domestic vs. Imported Lamb" from 2017 are all available upon request by emailing [rae@AmericanLamb.com](mailto:rae@AmericanLamb.com).

A demand index identifies a base year and assigns it a score of 100. For the U.S. Retail Demand Index for Lamb, the base year is 1990. Years that score over 100 mean a positive demand shift, while anything below 100 means a demand decrease. The Retail Demand Index for Lamb shows positive results for 2015-2017. By converting demand measurement into an index, changes over time can be evaluated.

## American Lamb Board Establishes Goal of 2 Percent Demand Growth Yearly

The American Lamb Board (ALB) has approved a new long range plan for 2018-2022 to focus the work of the checkoff and its stakeholders in the areas of promotion, information and research over the next five years – and it boldly sets a demand growth goal.

The strategic objective of the plan is to increase demand for American Lamb by 2 percent annually over the next five years, for a total demand growth of 10 percent. Per capita consumption of lamb in the U.S. has remained steady over the past ten years at approximately one pound per person per year with nearly 20 percent of lamb consumption occurring during the spring holidays. Urban shoppers are the most likely to consume lamb with the highest consumption occurring on the East and West Coasts. In 2015, lamb demand was up 7 percent compared to 2014 and increased again in 2016 by 2.5 percent.

The Long Range Plan identifies key trends and opportunities in today's marketing climate. Global demand growth, interest in buying local and production practices, changing consumer preferences, nutrition perceptions of lamb, as well as the price and perceived value of American Lamb all influenced the five core strategies outlined in the Long Range Plan.

To download the full version of the Long Range Plan, go to [LambResourceCenter.com](http://LambResourceCenter.com).

## Roast Beef King Arby's is Betting Big on Lamb

Arby's, the king of roast beef, will soon start peddling lamb gyros year round. Sandwich seller Potbelly Corp. is offering a gyro flatbread; Darden Restaurants Inc.'s Yard House brewery, a lamb burger topped with feta cream cheese; and Romacorp Inc., lamb ribs at more of its Tony Roma's restaurants.

Meanwhile, fast-growing Mediterranean-style eateries such as Zoe's Kitchen Inc. and Taziki's, looking to their heritage, are featuring lamb meatballs and chargrilled lamb, along with hummus and pita.

As younger diners start showing more adventurous tastes, lamb is now on 20 percent of all U.S. restaurant menus, up from 17 percent a decade ago, according to food researcher Datassential.

"With the influence of media, as well as things like the Food Network, you see an increase of just having lamb in front of people," said Bob Gallagher, Romacorp's senior vice president of food and beverage. "People are more open to it."

Maybe not. Lamb is the oldest domesticated meat, but it's never quite tickled the American palate. It has long been relegated to the occasional splurge at steakhouses or as kebabs at Greek diners. Only half of the population has even tried it; 13 percent flat-out hate it, according to Claire Conaghan, Datassential group manager, who says it is often perceived as dry and even "gamy." There's also the sad child factor: Lamb is a sheep, under 14 months old.

Since the 1960s, consumption has tumbled from nearly 5 pounds per person to less than 1 pound last year, compared with 55 for beef, 50 for pork and 108 for poultry, according to the USDA. (Veal is the only meat less popular, at one-fifth of a pound.)

Still, Arby's Restaurant Group Inc. says it sold 6.5 million gyros in April, up from 6.1 million during the same month last year, when it was first offered. Yard House's lamb burger is one of its top-selling non-beef varieties, alongside turkey, pork and vegan versions.

Black Angus Steakhouse is trying to draw in younger diners by pitching their New Zealand lamb as free range, said David Bolosan, the 44-store chain's senior director of product innovation and procurement.

"It definitely resonates with millennials," he said.

### Lamb Convert

In Orlando, Florida, Matthew Imholte is sold. Last month, Imholte, 32, chowed down on a Yard House lamb burger and was pleasantly surprised. "I didn't realize lamb was going to taste so good," he said.

On a recent weekend, for the first time, Imholte grilled medium-rare lamb loins for his family. Lamb T-bones now stock his freezer.

Imholte, a fitness coach and motivational speaker, says lamb seems wholesome to him. He might not want to look too closely, though. It's red meat, which the Cleveland Clinic and other health authorities recommend limiting because it is high in saturated fat. *Source: Bloomberg*

## Important New Resources & Reports Now Online at Lamb Resource Center

The hub for American lamb industry information – [LambResourceCenter.com](http://LambResourceCenter.com) – has just been updated with valuable industry information, reports and marketing tools. New items include:

- Promotional tools
- Industry organizations and meetings presentations and webinars
- Studies and reports
- New Non-Traditional Market Report
- New Non-Traditional Profit Calculator



## Ukiah Couple Achieving Dream of Processing Wool in Mendocino County

A dream nearly a decade in the making is coming true for a Ukiah couple in the form of Mendo Wool & Fiber.

“We are processing wool,” said Matt Gilbert, who has been slowly and steadily working toward opening a mill on South Orchard Avenue with his wife Sarah Gilbert.

The pair bought a home across from the Post Office a few years ago, and after getting a permit from the City of Ukiah to operate a mill they began preparing an accessory building to house all the large machines they would need to transform greasy, dusty wool straight off a sheep into yarn that can be spun into delicate scarves and sweaters.

“I’ve been spinning yarn since I was 15, and Matt has been shearing sheep since he was 12,” said Sarah, telling the group gathered at the Barn to Yarn event in Hopland on May 12, how many complicated, moving parts the pair has been trying to join together to create the infrastructure needed to process wool.

“We’re trying to reinvent an industry that died (20 years) ago with old equipment on the opposite coast,” she said, explaining that they are learning to operate equipment that hasn’t been used in decades, while also learning to create something that hasn’t existed in decades, if ever: a modest-sized mill to process locally sourced wool in Mendocino County.

So far, they seem to be mastering the machinery part, although Matt said there is still at least one condition on his permit he needs to meet to have full occupancy of the mill. On Monday, Community Development Director Craig Schlatter said he was unaware of the details involved in the mill’s conditions of approval and would investigate.

In the meantime, the Gilberts hope to encourage as many local sheep owners as possible to think of their flock as both meat and wool producers.

Sarah admitted that there is definitely more money to be made by selling lambs for meat than shearing them and selling their wool, but with a little thought given to what type of sheep you raise and where you raise them, you can strike a nice balance between selling meat and wool.

When someone in the audience asked Gilbert if there are enough producers here to support a local processing mill, she said there is definitely enough potential in the current flocks, but it needs to be nurtured. If sheep are chosen for their wool and grazed more carefully so that wool doesn’t get full of burrs that she needs to pluck out during processing, Gilbert said their wool will cost less to process and fetch a higher price.

When asked what size orders they could process, Gilbert said “as small as 10 pounds,” a fraction of the size of a minimum order for mills on the East Coast or overseas.

Matt said shearing four sheep could net you about 10 to 20 pounds of wool, but “40 to 60 percent of that is grease and dirt, so it would probably create about seven to eight pounds of yarn.”

Find out more about the Gilberts and the processing they offer at [www.mendowool.com](http://www.mendowool.com).

*Source: Ukiah Daily Journal*



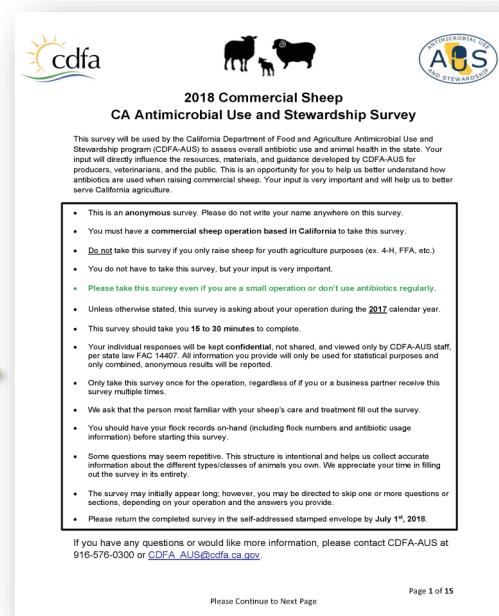
*Processed wool from Kaos Sheep Outfit’s wool with a bit of Romney wool added for color.*



# Are you a California commercial sheep producer? Survey coming soon!

- This June (2018), CDFA's Antibiotic Use and Stewardship (AUS) team will mail out a survey asking about health management practices and antibiotic use in California-based commercial sheep operations.
- The survey will be **voluntary, anonymous**, and by law all individual information AUS receives will be held **confidential**. Only combined data results will be reported.
- Your input will directly influence the resources, materials, and guidance developed by AUS for producers, veterinarians, and the public.
- This is a chance for sheep producers to be heard and to showcase their commitment to animal and public health.

Watch for a  
survey that  
looks like this!



**Your input is valuable and helps AUS better serve the California sheep industry.**

**If you do not receive a survey by August 1st, 2018**

**or**

**If you have any questions/would like more information, contact us at:**



CDFA\_AUS@CDFA.CA.GOV



<https://www.cdfa.ca.gov/ahfss/AUS/>



(916) 576-0300



## California Antimicrobial Use and Stewardship (AUS) Surveys & Studies: Why should you participate?

- AUS surveys and studies provide opportunities for livestock owners to be heard and to showcase their commitment to animal and public health. We can't understand the true picture of California livestock health and management without your feedback.
- The information you provide voluntarily will directly influence the resources, materials, and guidance developed by AUS for producers, veterinarians, and the public.
- All individual information you provide will be kept private, as required by state law (FAC 14407). In an effort to protect your confidentiality, AUS collects as little personally identifiable information as possible from its voluntary participants.
- This is your chance to be heard by the California Legislature! Voluntary participation across the state ensures that when AUS reports to the Legislature it has an accurate picture of antimicrobial use and animal health across all sectors in California.

### Background Information

- The California Department of Food and Agriculture (CDFA)'s Antimicrobial Use and Stewardship (AUS) program was created to fulfill the California Senate Bill 27 (SB 27) mandate to address the use of medically important antimicrobial drugs (antibiotics) in livestock, with the aim of reducing antibiotic resistance.
- The surveys and studies conducted by AUS and its partners help the program better understand current trends in antimicrobial usage and resistance as they actually occur in California's livestock.
- Many current reports, nationally and internationally, measure antibiotic sales without looking at the full picture of on-farm management practices and animal health. AUS strives to collect information that accurately represents antimicrobial use, and its relationship to resistance, in California's livestock.
- One way AUS meets this goal is by gathering information regarding antimicrobial use, livestock management practices, and animal health from producers, feed mills, and veterinarians to show a complete picture for the state.

### Any Questions? Contact AUS!



CDFA\_AUS@CDFA.CA.GOV



<https://www.cdca.ca.gov/ahfss/AUS/>



(916) 576-0300

## Vaccines are Valuable Tools to Prevent and Control Disease

Vaccines are valuable tools to prevent and control disease. However, vaccines are available for only a few of the potential diseases affecting sheep. Many other sheep diseases can be controlled by preventing initial introduction, by sanitation, by isolation of sick animals and by culling chronically ill animals. Farmers and ranchers should develop their vaccination program in consultation with their veterinarian and take into account the disease problems in their flock and those common in their area. Excessive vaccine use without a plan can be expensive and ineffective.

Some disease causing organisms are present in most sheep flocks across the U.S. A good example is the sporeforming bacteria that cause bloody scours and overeating disease or “enterotoxemia” in lambs. Vaccination for *Clostridium perfringens* types C and D can be recommended for most flocks to prevent these diseases. Likewise, *Clostridium tetani* spores are common in many sheep environments and may cause tetanus when they contaminate wounds. Properly timed vaccination of ewes can help protect lambs from these diseases.

According to the most recently available statistics from the National Animal Health Monitoring System (NAHMS), over 50 percent of U.S. sheep flocks had experienced abortions in the three years preceding the survey. Most of these were caused by infectious agents, and the most commonly diagnosed were *Campylobacter* (vibriotic abortion) and *Chlamydia* (enzootic abortion). Vaccines are available for these diseases and can be helpful in preventing and controlling them in flocks at most risk.

Other disease problems tend to be more regional. Anthrax and bluetongue are found only in some regions of the U.S. Once anthrax has occurred on a property, the vaccine should be used for the next several years because the spores may persist in the ground for long periods. Vaccines for bluetongue are not available for all strains of the virus and do not give good cross protection between strains. Producers should use diagnostic laboratory services to determine if a vaccine might be useful.

Vaccines are available for contagious abscesses and soremouth— other common diseases of sheep. Consult your veterinarian for advice on use.



## Secretary Perdue to Allow Modified FMD Virus onto U.S. Mainland

Secretary of Agriculture Sonny Perdue has authorized the movement of a modified, non-infectious version of the Foot and Mouth Disease (FMD) virus from the Plum Island Animal Disease Center to the U.S. mainland for the purposes of continued vaccine development and study. While modified FMD virus is unable to cause disease and presents no risk of transmitting the disease, it is still live FMD virus, and Federal law requires the Secretary's approval for this movement.

Identifying a vaccine that uses a modified virus will enable USDA to more quickly source and acquire FMD vaccine in the event of an outbreak of this devastating disease. With this announcement, vaccine companies may now apply for USDA permits to continue their work with this specific modified, non-infectious FMD virus in the United States. All permits granted would include appropriate biocontainment and use restrictions, and may be revoked if warranted.

In order to protect our nation's livestock, the live FMD virus was previously not allowed anywhere in the country except for the Plum Island Animal Disease Center, where it was held and worked with under very strict biocontainment procedures. However, with advances in technology, it is now possible to genetically modify the virus so that it is non-infectious. With this added protection, it is now possible to allow vaccine development within the U.S., rather than relying upon overseas sources.

FMD is a highly contagious viral foreign animal disease that affects domestic livestock – including cattle, swine, sheep, goats, and domestic cervids – with reduced milk and meat productivity, illness, and death.

## In Memory

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### *Lucy Vassar*

On March 9, 2018 Lucy Ellen Goodenough Vassar went to meet Our Heavenly Father at the age of 93. Lucy was born on October 20, 1924 in Des Moines, Iowa. Lucy grew up and married Ervin Edwin Vassar. They met as students at the University of California, Davis during the early years of World War II. Lucy prided herself as being one of only 137 women who attended UC Davis at that time. She was a Home Economics major.

She and Ervin had three children – Robert Ervin, Virginia Ann, and David Eugene. After the War, the couple settled in a little farm between Woodland and Davis.

In 1948, the Vassar family moved to Dixon. First living in town, they moved to a ranch next to the Dixon Auction Yard in 1965. Theirs was a sheep, cattle, tomato, sugar beet, wheat, and trefoil ranch. They also made a living fattening up lambs on clover and custom feeding lambs for both Mace Meat Co. and Stoven Brothers Meat in Dixon.

At one time, Lucy explained that on one particular day there were over 26,468 lambs being fed on the Vassar pastures. During this time Lucy kept track of all the ranch records and was the chief parts runner.

Besides raising her children, Lucy became involved in many community activities. She was a Boy Scout Den Mother, Community 4-H Leader to Dixon Ridge 4-H Club, where she taught members about sewing and cooking. She also was one of the founding members of the Dixon Historical Society and was heavily involved in sheep activities at the local, state, and national levels thru the California Wool Growers Association and Women's Auxiliary.

Affectionately known as "Lambtown Lucy", she was deeply involved in the early days of Dixon's Lambtown, which highlighted the sheep and lamb industry. She started out by promoting lamb by serving it from a booth, and one year she was even a judge in the famous Lamb Cook-off.

Lucy's involvement with sheep and lamb at the national level found her representing her commodity along with other agricultural product women in international travels to such countries as Italy, Turkey, Bulgaria, Morocco, Argentina, Brazil, Australia, as well as Iran.

Lucy is survived by her son Robert and his friend Sandy; her daughter Ann; her granddaughter Deborah and her children Lauren, Lilly, and London; her grandson Steve and his wife Marque, and their sons Jake and Drew; plus many nieces, nephews, cousins, and countless friends.

In memory of Lucy Vassar, those interested may make a contribution to the Dixon Historical Society, P.O. Box 814, Dixon, California 95620.

### **CWGA Memorial Funds Received**

The CWGA Memorial Donation Fund helps to support CWGA to deliver lasting value to support and grow all segments of the California sheep industry.

*In memory of Laurie Goss ~ Jean Hansen*

*In memory of JoAnn Narbaitz ~ Allen Narbaitz*

*In memory of Jose & Carolyn Sansinena ~ Ben & Stella Elgorriaga*

*In memory of Jack Thomas ~ Florence Cubiburu*

*In memory of Lucy Vassar ~ Anonymous, Cubiburu Livestock, Robert Paasch, Wes & Jane Patton*

*In memory of Jack Waegell ~ Florence Cubiburu*

*In memory of Allan L. "Buck" Wiley ~ Anonymous, Florence Cubiburu*

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  - New CWGA All-Strain Blue Tongue vaccine (*expected winter 2018*)
  - New CWGA Footrot vaccine (*expected 2019*)
- **EXCLUSIVE Access to Anaplasmosis Cattle Vaccine** for any producers that raise cattle.

To order, contact the CWGA office at 916-444-8122 or [erica@woolgrowers.org](mailto:erica@woolgrowers.org).

Product tags can be viewed at the following link - [californiawoolgrowers.org/products/healthproducts.org](http://californiawoolgrowers.org/products/healthproducts.org).

## Premier 1 Supplies Acquires Small Ruminant Business from Pipestone Veterinary Services

Washington, IA — Premier 1 Supplies, LLC announced that it has acquired the Sheep Business Unit from Pipestone Veterinary Services, PLC, a Minnesota-based Co.. The Sheep Business Unit was responsible for providing practical healthcare and nutrition knowledge to sheep producers throughout the United States, including a wide array of small ruminant feeds and supplements. The purchase will better serve the needs of Premier's sheep and goat customers across the United States and Canada.

The asset purchase of Pipestone's Sheep Business Unit fits into Premier's strategy to advance the sheep industry through an education-first approach. Premier will provide its customers with access to Pipestone's small ruminant veterinarians as well as other on-staff experts including Dr. Dan Morrical, the just-retired sheep specialist from Iowa State University. Dr. Morrical was responsible for ISU's educational programs in all areas of sheep production, ranging from nutrition, genetics, marketing and management.

"The acquisition of Pipestone's Sheep Business Unit complements our existing sheep and goat supply business. We can now provide a wider range of services—from sheep care to nutrition to field-tested products. This investment represents a win-win for customers," said Ben Rothe, chief executive officer of Premier 1 Supplies. "The acquisition will allow us to provide programs, knowledge, and assistance to sheep producers at a time when many university sheep extension programs are downsizing."

"Pipestone is thrilled to team with a Co. that shares the same passion for helping sheep producers as we have had for the past 75 years," said Hannah Walkes, President of Pipestone. "We view this as a tremendous opportunity to bring an even greater level of service and commitment to producers via an expansion of the Shepherd's Club combined with Premier's reach in the industry."

To learn more about Premier 1 Supplies visit [premier1supplies.com](http://premier1supplies.com).

**Utah Wool Marketing  
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The logo for Roswell Wool, featuring the words "Roswell" and "Wool" in a stylized, green, serif font. The letters are outlined in black and have a slight shadow effect. The background of the entire advertisement is a photograph of several sheep in a field under a blue sky with light clouds.

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*Looking forward to speaking with you, Bill & Susan Shaul*



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### **Mark Your Calendars**

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June 3, 2018

Humboldt Wool Growers Assn.  
Annual Membership BBQ  
Ferndale, CA

June 10, 2018

Northern CA Wool Growers Assn. Annual  
Meeting & BBQ  
Red Bluff, CA

June 18, 2018

North Bay Wool Growers Association  
Annual Meeting  
Cotati, CA

June 24, 2018

Kern County Wool Growers Assn.  
Sheepman Festival  
Bakersfield, CA

August 1 – 2, 2018

**2<sup>nd</sup> Annual CWGA Online All Breeds  
Sheep Sale**

August 17 – 18, 2018

**CWGA 158<sup>th</sup> Annual Convention &  
Membership Meeting  
Cambria, CA**

October 13, 2018

CWGA Sheep 101 Workshop  
UC Davis, Davis, CA



**CALIFORNIA  
WOOL  
GROWERS  
ASSOCIATION**

**Utah Wool Marketing  
Association**



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## **CALIFORNIA WOOL GROWERS ASSOCIATION**

25 Cadillac Drive, Suite 214  
Sacramento, CA 95825  
916-444-8122  
www.woolgrowers.org

### **Mark Your Calendars**

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March 23, 2018  
CWGA Board of Directors Meeting  
Los Banos, CA

**April 7, 2018**  
**98<sup>th</sup> Annual California Ram Sale**  
**Porterville, CA**

April 10, 2018  
California Sheep Commission Meeting  
Sacramento, CA

April 20, 2018  
Bakersfield Ram Sale  
Famosa, CA

May 5, 2018  
Cloverdale Ram Sale  
Cloverdale, CA

**August 1 – 2, 2018**  
**2<sup>nd</sup> Annual CWGA Online All Breeds**  
**Sheep Sale**

**August 17 – 18, 2018**  
**CWGA 158<sup>th</sup> Annual Convention &**  
**Membership Meeting**  
**Cambria, CA**

*Do you have an upcoming event to share with  
other sheep enthusiasts? Contact the CWGA  
office to have your event listed.*

