

MONTANA SHORTHORN ASSOCIATION

NOVEMBER 2020 NEWSLETTER

GREY HORSE CONSULTING

Is your feed program fitting your cattle's needs?

Logan and I recently had the privilege of sitting down with Rachel Endecott, of Grey Horse Consulting. We have felt as though we're in the dark on keeping our wide age-ranged cows, fit and properly fed and mineral managed while running them together as well as feeding up our calves to reach their full weaning potential,

before heading to

their new homes. We have high standards on our quality of care for our animals and it was easy to see that Rachel fit the bill perfect on not only having the same standards, but her knowledge is endless. Feed and mineral management is tricky, we at Friedly Shorthorns & Southmont Cattle, cannot say enough good things about Grey Horse Consulting, do yourself a favor and reach out to Rachel. The general information as well as your own personal hay testing results, are sure to help your feed management and pocketbook both!

-Kelsey Friedly



ALWAYS- ALWAYS- BET ON
THE GREY.

Tell us a
little about
yourself and

what lead you to start up Grey Horse Consulting.

Thanks for the opportunity to share with your readers, Kelsey! I grew up on a cow/calf operation near Ennis, Montana, where I still ranch with my family today. I got my undergraduate education at Montana State University and my graduate degrees at New Mexico State University. I was the Extension Beef Cattle Specialist for Montana State for 11 years – five and half in Miles City and five and half on campus in Bozeman. In 2018, I moved back to the ranch and started working at the American Simmental Association, where I am currently the Director

THE MONTANA SHORTHORN ASSOCIATION WEBSITE

Attention, the website is up and running. We can now be found at .com not .org

montanashorthornassociation.com

Members, please email any classifieds (meat or cattle available) to friedlyshorthorns@gmail.com along with any other updates you would like to see made to the website!

Have a happy and healthy Thanksgiving everyone!

of DNA Research Management and Co-Managing Editor at ASA Publication, Inc. Grey Horse Consulting LLC came about in September 2020; it feels like the right time to launch a side gig (for now) doing what I love, and that's working with ranchers to reach their goals.

I read your story, behind the name of Grey Horse Consulting, would you be willing to share it with our readers?

Sure. I kicked around a lot of names while I was hatching this plan. It needed to be meaningful, descriptive, fun, and not boring. My Grandma Endecott loved to bet on grey horses at the races, and this strong preference was passed down to my dad, Bob – not only for racehorses but for ranch horses, too. It just so happens my mom, Janet, had a pretty awesome grey horse when they met. It seemed like a fitting tribute. Always – always – bet on the grey.

When looking into cattle feed management practices, what are some of the most undernoted aspects of a feed program, you often see?

I tend to live by the adage that it's hard to manage if you don't measure first. My number one recommendation is to send samples of your winter feed supply in for nutrient testing, and do it as early as you can in the year. The results of ration building

or feeding plans are only as good as the information that is fed into the process. If you're guessing on nutrient content, then I'm going to be guessing on the final product I give back to you. I prefer to know rather than guess.

What can a producer expect, in terms of benefits, to a yearly consult?

A fresh set of eyes from someone with lifelong ranch experience coupled with science-based expertise. I want to know what your goals are and help you to reach them.

How often do you feel, we should really research what minerals, supplements, etc. we need to put into our cattle herd?

A yearly overview to put a pencil to your current program is probably worthwhile. That nutrient testing I talked about earlier can help define needs, as well as forage quality and quantity during the grazing season. If you are happy with the results from your current program and don't think you can cut costs, then there's no need to fix what's not broken. At the same time, we are all guilty of getting stuck in a rut once in a while, so maybe a fresh set of eyes is a good strategy as well.

What are some of the first signs, we might see in our cows, telling us something needs to be adjusted in our mineral program?

While minerals are essential for pretty much every process at the cellular level, the primary areas

we are going to see negative impacts are reproduction and immunity. Is your breedback what you want it to be? Do you have issues with any particular age group of cows? How is baby calf health? Do you get feedback from your buyer about your calves' health at feedlot entry? Do you have post-weaning sickness issues in your replacements that you keep?



Would you suggest families that are conditioning show animals, even if only one, should look into a consult, to get their greatest end result with their animal?

If you are new to feeding out a steer or conditioning a show heifer, you might feel like you are drinking from a firehose of information, and there's a million different opinions out there about the "right way" to do it. I enjoy working with the youth in our industry and am happy to visit with show families about their goals just like I offer my ranch clientele.

It is important to realize, cattle in different parts of the country will adjust to their surroundings

over time. Often, we see cattle bought from out-of-state, changing not only climates but feed completely. What are some suggestions on helping these cattle adjust to their new environment aka meal plan?

If you're going to have a serious climate difference between the two locations, it's going to be pretty essential to pick an appropriate time of year. Bringing cattle from the southern tier to the northern tier in the dead of winter is not setting those cattle up to be successful at their

new location. Aside from that, I would want to make sure feed and water are immediately available upon arrival of your new purchases, keep them separate from the rest of your animals for an appropriate time period before mixing, and make sure you know their health and vaccination history. If any sort of concentrate or grain feeding is part of the plan, be sure to ramp animals up slowly to avoid digestive upset.

How can we reach you for more information? A consult? Are

you available to out-of-state producers?

You can go to greyhorseconsultingllc.com, email rachel@greyhorseconsultingllc.com, or send me a direct message on Facebook or Instagram from the Grey Horse Consulting business pages. I am definitely available to out-of-state producers! Thanks again, Kelsey – I hope this finds your readers in good health with a safe and happy winter ahead.

WINTER MEAT SALE

Wally Klose of Diamond K Shorthorns, in Twin Bridges, Montana, has several cattle ready for processing. Please contact Wally to discuss prices and availability!

Wally Klose

Home: (406) 684-5414

Or

Bonnie Klose

Email: klosebonnie@gmail.com

