



NCMGA NEWS

Vol. 21, No.3
Sept/Oct 2011

To Market We Go!



A good friend of mine recently wanted to move some goats through the auction but was apprehensive of the experience. As more people are entering goat production, I thought I'd walk readers through our experience of going to the Orland Auction Yard one Wednesday.

There are many ways to market and sell your livestock. A **Farm-gate sale** is when you sell directly from your ranch. This has its benefits. Advertising can be done free or cheaply on Craigslist or the Nickel Ads, you don't have to load or haul your animals and sales are usually done in cash with no commission. Drawbacks include strangers learning your farm layout and property accesses, buyers who decide they are unhappy with a purchase and know where you live, and the times the buyer will tell you he is "on his way" and never shows up. We refer to these as Craigslist Flakes.

Auction sales allow you to drop off your animal and pick up or have a check mailed to you. This is nice, but you may want to consider drawbacks such as no control over prices and commission costs. Public auctions are really a venue for sellers to move meat stock, and to get rid of cull breeding animals that don't cut it for their programs. Many animals that go through the sale also have health problems. This is also something for potential buyers to make note of. Once in a while, a breeder has to liquidate stock quickly and will use the auction sale process. On these occasions buyers may find some quality stock at an auction.

Orland Auction sales occur on Wednesday of each week with a few exceptions around holidays. I suggest you call ahead if the Wednesday you are planning for is the week before or after a national holiday. Orland prefers their animals be dropped off by 11:00 am, but truth be told, I've seen folks rip in at 11:30 am and drop their stock – but don't count on this. Frankly, it is easier on the livestock if you offload around 9 or 10 am, especially in the heat of summer. Orland's holding pens are shaded.

At Orland, you will get in a line of vehicles on the south side of the building. When it is your turn, back your truck or trailer up to the loading area. In the past a seller could off-load and follow their stock up the alley to the building for check-in, but now you are stopped at the loading ramp. I understand that this is to avoid PETA people from photographing animals and causing problems. Unfortunately this also prevents potential buyers from reviewing stock before it goes in the ring. As a result, you will find buyers hanging out at the off-loading ramp. Sometimes they will ask questions about the stock you are dropping off. Don't be afraid to visit with them, they are usually nice folks looking to buy. Don't be dishonest with them, they know their stuff. A buyer asked me at the loading area once why I was offloading a really quality Boer doe. I told him she beat up dogs and was a general pain. He said good, he had a dog that needed to be beaten up. She went home with him.

Membership Meeting!

September 10, 2011

Board Meeting at 10:00

Membership Meeting at Noon

Blevins Boer Goats

2722 Paseo Ave

Live Oak, Ca. 95953

530-682-0579 cell

530-695-3484 home

Potluck A - M Main Dish

N - Z Salad or Dessert

**Please bring a chair and come enjoy
networking with other goat producers!**

As you offload your animals, a worker will ask you to fill out a consignment form indicating how many animals you have, their gender, your name and address. They will also check for scrapies tags at this point. We can argue the USDA code on scrapies tags all day, but fact is, the public auctions, in an effort to keep the USDA and others off their case, require scrapies tags in all sheep and goats regardless of age, gender or slaughter channels.

For some reason, Orland indicates ALL goats as crossbreds on the consignment form. I find this maddening when I tell them I have 3 fullblood Boer doelings and they indicate "3 XBred" doelings on the form. They do this with dairy stock as well. Guess they aren't taking any chances someone is lying about ancestry.

I don't suggest you bother with registration papers if you are selling at public auction. The majority of the animals that come through auction are terminal. Orland will take your papers to the office and the auctioneer will indicate at the beginning of bidding that papers on this animal can be picked up there. However I haven't seen papers make much of a difference in prices at Orland auction. If you want to sell papered stock, stick with farm-gate sales.

Once your animals are offloaded, you either head home if it is too hard for you to watch or go and grab lunch until the auction starts at noon. If you need to leave, the auction yard will mail your check to the address you listed on your consignment slip. The auction yard has its own little greasy-spoon café or there is fast food a few stoplights north and west of the yard.

If you opt to stay, and I suggest you do at least once, sit at the top where you can watch the buyers. It is always interesting to people-watch this process, plus, the top is about the only place you can feel the air conditioner in that building besides the office. The auctions are usually over by 2:00 pm. The ladies in the office are really quick and as soon as your animals are through the sale ring, you can pop into the office and pick up your check. You do not have to stay to the end.

The Orland auctioneers are fast and know their stuff, but be prepared to check gender for yourself on any animals you might be interested in buying. The auctioneer called some goats "wether -rams", "billies," "ewe -does" and even a "wether- nanny" (what the HECK is that??). I guess when you are talking that fast, your brain/eye/mouth coordination gets a bit mixed up sometimes. Also, don't count on a price that the auctioneer has dropped his gavel on until you actually see it on your check. Those two amounts just never seem to quite match up. Maybe that misunderstanding is just me and I can't keep up with the bidding, I don't know.

When you go into the office, give the same name to the ladies that you put on your consignment slip and steel yourself for the commission shock. At Wednesday's auction we sold 2 fifty pound weanling bucklings for 85.00/head, 2 thirty pound weanling doelings that weren't growing well for \$70.00/head and a runty yearling doe for \$102.50. (Remember I said lots of culls go through public auction).

The sales slip reads like this: (Note: none of these were crossbreds and none were named "Billy" or "Nanny" – but these are my issues.)

2 XBred-Nanny Goat	(Buyer name)	70.00/H	140.00
2 XBred-Billy Goat	(Buyer name)	85.00/H	170.00
<u>XBred-Nanny Goat</u>	<u>(Buyer name)</u>	<u>\$102.50/H</u>	<u>102.50</u>
			\$412.50
Insurance & Yardage Fee			- \$7.50
<u>Commission</u>			<u>- \$49.50</u>
Sales			\$412.50
<u>Total Fees:</u>			<u>- \$57.00</u>
			\$355.50

The bite here is the almost 14% commission taken out of the sale. As I sold 5 goats, that is over \$11.00 per head in commission and yardage fees. That NCMGA Co-op with the projected \$2.00 per head commission is looking pretty good right now. Contact Board Member Susan Young if you'd like to be an active part of getting the Coop running.

So why use the public auction? It is a good place to put culls into the meat cycle remembering that not everything born on anyone's place automatically has a future as breeding stock. It decreases public traffic at your farm or home. And it is fast money if you have bills to pay.

We chose to run these animals through the sale as feed costs are going up, they weren't growthy enough to consider keeping or selling as breeding stock, I had a payment I needed to make on a fencing bill we have outstanding, it was my daughter's birthday that week and the well pump needed parts.

Whatever your reason for selling at public auction, if you haven't experienced it before, it isn't a complicated process. Public auction yards such as Orland may have fluctuating prices, but they do have a valuable place in our industry.

Chico State Meat Goat Buck Performance Test Update

Celina Johnson and Audra Harl, California State University, Chico

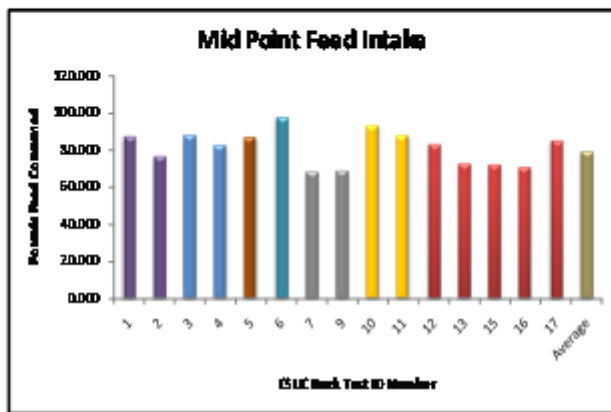
The Chico State Meat Goat Buck Performance Test is wrapping up! The test will be concluding at the end of August. We have 16 bucks on test representing seven breeders. The test started on June 20, with midpoint weights taken on July 27. The goats are on a test ration that is 95% Bar Ale Mac Goat and 5% chopped alfalfa/wheat hay mix. The ration cost is \$306/ton. Goats are fed twice a day and allowed to eat for at least 45 minutes and no more than 1 hour. Bunk scores are collected to determine if feed allocation will be increased, remain the same, or decreased. All feed not consumed is weighed back so that we have a fairly accurate estimate of how much feed each buck consumes per feeding. Because bucks are not fed free choice feed, intake is somewhat limited, however we are able to truly get to feed efficiency. Goats are eating an average of 2.8% of their body weight, which is just slightly below our target intake of 3% of body weight. When you compare our test results to other tests, please remember that animals are fed twice a day as opposed to free choice. What makes our test unique, is the measurement of feed efficiency.

Bucks averaged 64.5 lbs at the beginning of the test (range of 52 – 79.5 lbs) and all were February or March born kids. At the midpoint, bucks average 0.348 lbs of gain per day (range of 0.224 – 0.487 lbs/day). Feed efficiency is being measured as how many pounds of gain come from one pound of feed. For this method of measuring feed efficiency, a larger number is more desirable (more gain from one pound of feed). At the midpoint, bucks averaged 0.157 lbs gain/lb of feed (range of 0.120 – 0.210 lbs gain/lb of feed). Feed only cost of gain is also being reported and the bucks average \$1.00 for every pound gained with a range of \$0.73 - \$1.37.

There are several nice bucks on test and Chico State appreciates the breeders that have consigned animals to the test! Final reports will be available the first week of September. All the data is posted on our website: www.clublambpage.com/chicostate.

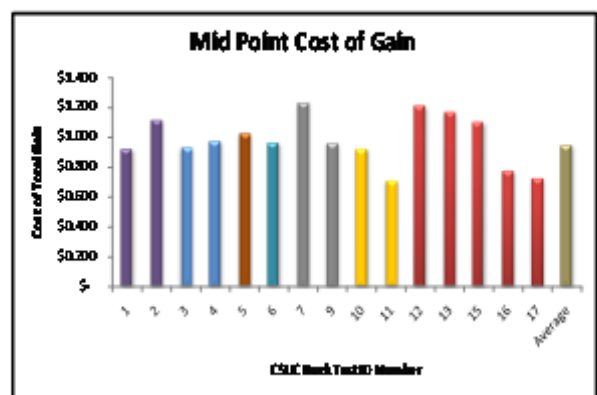
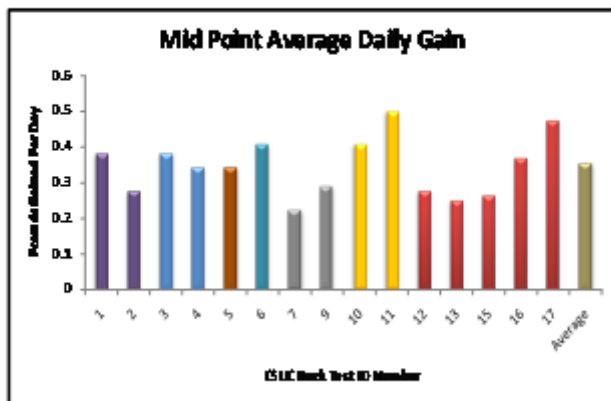
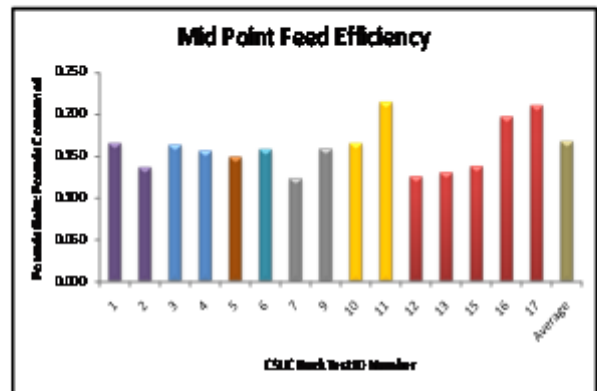
Chico State Meat Goat Buck Test Mid Point Data

The graphs below show total feed intake and average daily gain by individual animal. Each breeder's animals are color coded. The average value for all animals on test is represented at the far right of the graph.



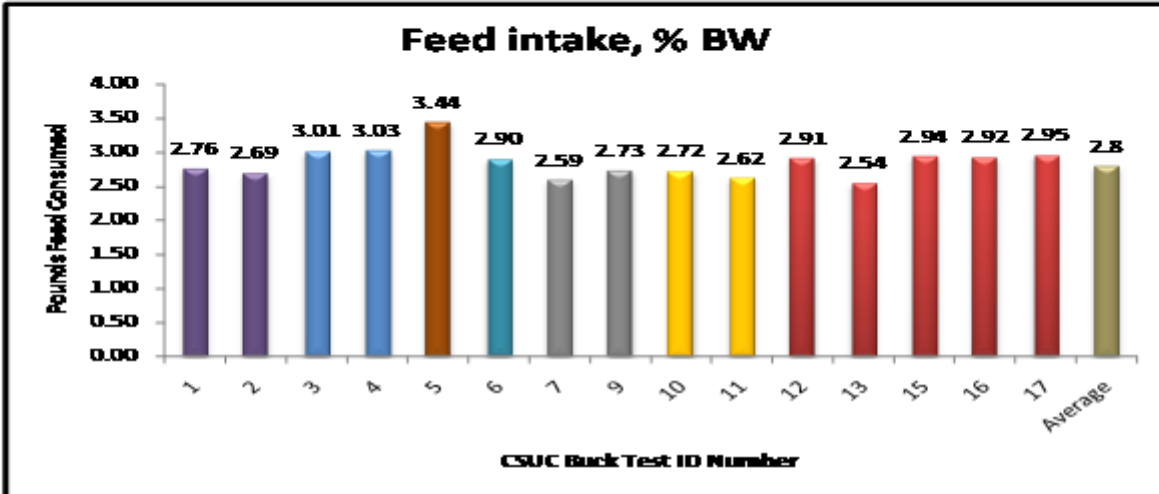
Chico State Meat Goat Buck Test Mid Point Data

The graphs below show feed efficiency and feed only cost of gain by individual animal. Each breeder's animals are color coded. The average value for all animals on test is represented at the far right of the graph.



Chico State Meat Goat Buck Test Mid Point Data

The graph below shows feed intake as a percentage of the animal's body weight. Generally, feed intake ranges from 2-4% of body weight. Each breeder's animals are color coded. The average value for all animals on test is represented at the far right of the graph.



Rankings by Index

Index is calculated by taking each animals value calculated as a percentage of the average for the group. For an index, the average is always 100. For example...for feed intake, animals above 100 are consuming more feed than average, animals below 100 are consuming less. For cost of gain, animals above 100 have higher costs of gain than average, animals below 100 have lower costs of gain.

CSUC ID	Index Feed Intake	CSUC ID	Index Average Daily Gain
6	122.6	11	141.4
10	117.7	17	134.0
3	111.4	6	115.3
5	110.5	10	115.3
1	110.4	1	107.9
11	110.2	3	107.9
17	107.9	16	104.2
12	104.2	Average	100
4	103.4	4	96.7
Average	100	5	96.7
2	96.8	9	81.9
13	91.7	2	78.1
15	91.6	12	78.1
16	89.7	15	74.4
9	87.0	13	70.7
7	86.8	7	63.3

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CSUC ID	Index Cost of Gain*	CSUC ID	Index Feed Efficiency
11	74.9	11	128.2
17	76.5	17	125.6
16	81.7	16	117.6
10	97.3	Average	100
1	97.4	10	98.7
3	98.4	1	98.7
Average	100	3	97.6
9	101.3	9	94.8
6	101.8	6	94.3
4	103.0	4	93.3
5	108.3	5	88.7
15	116.7	15	82.3
2	117.9	2	81.5
13	123.6	13	77.7
12	128.0	12	75.1
7	130.2	7	73.8

*For cost of gain, it is more desirable to have a lower index value (less cost for every pound of gain).

➔ Q/A

What food changed your life?

Sometimes a few bites can be a revelation

AS TOLD TO MARGO TRUE AND SOPHIE EGAN

NAME: ROY CHOI *Creator of the Korean taco. Executive chef and cofounder of the Kogi taco trucks in L.A.*

THE FOOD: BIRRIA (Mexican goat and chile stew; recipe on sunset.com). About 15 years ago, I got to be friends with the dishwasher at a Borrego Springs resort where I was working. Salvador's family had a food stand/restaurant in the Coachella Valley, in the California desert. They'd buy live goats and make birria. Once, he invited me to make it with him. He knocked on my door at 6 a.m. and we jumped into his truck and went out to his house. There was a goat there, and we got it in a headlock, and I watched him do what's been done in his country for generations. We butchered it and took it to the kitchen, and helped his grandma make delicious, wonderful birria. She'd probably been taught to make the stew from her grandmother and her grandmother before that, and it showed me the deep roots of the culture of cooking.

HOW IT CHANGED ME: I really connected to the earth and where his family came from. At Kogi, we have 100 percent Latino kitchens. After all these years, my soul has actually become Latino. It's who I am.

Presidents Message

Well the 2011 fair season is slowly winding down, but the breeding season is in full swing here and I know at some other producers. We will have our first kids of this breeding season on the ground at any time and then we get a little break and jump into it the end of September and we will kid through February this year.

The last I heard the market prices for goats were holding right around 1.50 to 2.00 a pound for grade 1 animals which is a pretty decent price. With the drought in Texas a lot of the different markets are be flooded with animals so I would expect prices to fall some. The cattle people that I deal with are expecting 3.00 per pound next year due to the large sale off. I would expect that goats will increase also. Something folks need to think about is when this drought is over the large producers will be looking for good replacement does. So what I am telling you is work on your herd cull what needs to be culled and start building as high of quality animals as you can.

The September meeting will be at my house 2722 Paseo Ave. Live Oak Ca. We are about 35 minutes south of Chico. You can come early and wander around and see what type of circus we have. Also at that meeting we will need your raffle ticket money and tickets. We will draw at the end of the meeting. Memberships are also due so if you haven't paid up you can do it at the meeting.

Jon Blevins, President
Northern California Meat Goat.

IMPORTANT FUNDRAISING FLASH!

I know that none of us want to admit that summer is over and it is time for the annual NCMGA raffle on September 10th. The time is here though. Please let me know if you need additional tickets or never got your tickets. The response so far this year is REALLY bad! Hoping that members are just going to turn in their tickets at the September 10th meeting. I was hoping that we could raise enough money this year to be able to provide an additional scholarship or possibly sponsor a fair market goat class or two as some of the fairs that we service. We have not even made enough money to cover our expenses!

Please remember that the prizes and ticket prices are as follows. Also the member that sells the most tickets will receive a \$50 gift card to the store of their choice (cash too!).

Ticket cost: \$3 each or 2 for \$5

Prizes:

First= \$500 gift card to the store of the winner's choice (will look at cash too if that sells more tickets!)

Second= A Play-N-Stay package to Rolling Hills Casino in Corning, CA (includes a one night stay, 2 buffets, \$50 to Timbers Steakhouse, & 2 rounds of golf at Sevillano Links)

www.rollinghillscasino.com www.sevillanolinks.com

Once again please let me know if you need additional tickets so that I can get them out to you.

Thank you,
Kristine Raimer
Fundraising Chair
530-514-4745

Jan Quisenberry has worked hard, along with other members of our group, to come up with shirts to promote the goat. There are a couple of different designs along with the NCMGA member shirt. E-mail orders to her at janq@brittan.k12.ca.us. Thanks to Jan and everyone else who worked so hard on this project!



SAVE THE DATE: Saturday, November 5, 2011!



Goat Education Day



Tehama District Fairgrounds

Red Bluff, California

9 am - 5 pm

Pre-register at nvdga.org

Check-in/Same Day Registration
begins at 7:30 am

(I-5 to Antelope Blvd exit going East to
fairgrounds)

*Goat Auction in
the Evening!*

(managed by NCMGA)

\$15.00 Adult day pass

\$5.00 Youth day pass

\$3.00 Per class hour drop-ins

Lunch offered \$7.00

(pre-reg required)

Serving Basque Style Chevon

*(Lunch also available in town or
bring your own picnic.)*

TENTATIVE Class Offerings *(check website for updates):*

Genetic Selection: Meat Goats
Marketing Your Goat Ranch
Understanding Mastitis
Managing a Grazing/Fire
Suppression Herd
Environmental Pasture Mgmt
Home Dairying/Milk Use
Feeding for Production: Dairy
Fitting for Show: Meat Goats
ADGA Performance Programs
Choosing a Home Milker
Long-Distance Travel with Goats
Understanding AI/ET
Pack Goats

Understanding Enterotoxemia
Beginning Kidding
Advanced Kidding Issues
Basic Feeds/Feeding
Advanced Ruminant Nutrition
First-Aid for Injury
Fecal Analysis
Parasite Management
30 Minute Mozzarella
Soft Cheeses – Chevre
Feta Cheese
Yogurt and Ricotta
Hard Cheeses
Cart Goats

Soap Making Beginning (limited)
Soap Making Advanced (limited)
Using Soap Molds (limited)
Buck Performance on Carcass Quality
Metabolic Issues
Understanding Pneumonia
Understanding CAE/CL
Security and the Family Farm
Farm Taxes (Schedule F)
Livestock Law
Shelters and Feeders
Livestock Guardian Dogs
Predator Control
Day Long Youth Classes!
*(all classes subject to change or
cancellation due to speaker
availability)*

Go To: www.nvdga.org for more information

Raffle! Vendors! Meat/Dairy/Pack Goat Auction!

Goat Notes

ASSOCIATION OFFICERS

President: Jon Blevins 530-695-3484
530-682-0579 - Jon's Cell
2722 Paseo Ave. Live Oak, CA 95353

Vice President: Susan Young 530-682-5462
syoung@sutterhigh.k12.ca.us

Secretary: Need a volunteer

Treasurer: Teddy Drinnin 530-549-3305
21825 Papoose Dr. Palo Cedro, CA 96073

NEWSLETTER DEADLINES: Issued
Dec/Jan, Mar/Apr, Jun/Jul, Sept/Oct. Please
have ads, articles, etc. into editor the last week of
the previous month of issue.

BOARD OF DIRECTORS

Susan Young: 530-682-5462
Kim Knapton: 530-945-1976
Jan Quinsenberry: 530-755-4923
Mary Pryde: 530-351-1801

COMMITTEE CHAIRS:

Fundraising: Kristine Raimer 530-514-4745
Youth: Amanda Arroyo 530-923-7406
Marketing: Jane Patton 530-865-7250
Web Site: Kim Knapton 530-945-1976
Pen Sale: Jan Quinsenberry 530-755-4923
Education: Celina Johnson 530-898-6024
News Letter Editor: Mary Pryde 530-351-1801,
wewantaranch@aol.com
Membership: Sheri Young 530-244-2070

GOAT HELP LINE

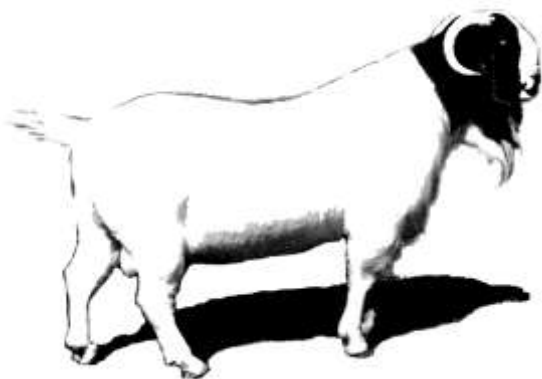
Not sure what is happening with your goat? Not sure what to do? You can call all the following members who have volunteered to man the N.C. Meat Goat Help Line. They have experience with goats.

Jon Blevins (530) 695-3484

Mary Pryde (530) 351-1801

**Remember, these folks are not veterinarians, but they can help you as goats are a real asset to someone in a pinch when trouble pokes his head up, or out. *More experienced producers, feel free to volunteer your name and number to the Goat Help Line, we'd love some new help!!!!*

Would love some more
volunteers!



The Association:

The Mission: To educate the public about goats and goat meat.
Goal: To locate markets for goat meat and help get as many breeders in contact with one another, so we can all work together in continued growth of the industry.

Newsletter: The opinions expressed in this newsletter are those of the article authors as compiled by the editor, not necessarily those of the Association or advertisers. To comment or contribute material, please send to address on cover or e-mail wewantaranch@aol.com

Advertising: The newsletter is supported by your yearly membership fee of \$15 for an individual (one vote) and \$20 for a family (two votes). The space for advertising will also help defray costs of postage and printing.

Please make checks payable to Northern California Meat Goat Association.

Hollyberry Farm Registered
Full Blood
Boer Goats for sale summer
2011
Yearling does \$485-550 (can
be bred fall)
Two year old does: \$600
Doe kids: \$350 - \$500
Buck kids: \$300
Wether kids: \$125 - \$140
707-839-2249
hollyberryboers@suddenlink.net

Your Ad could
be here for only
\$5.00 an issue!

To order scrapies tags call
the USDA at 916-854-
3900 or 1-877-741-3690.
They will ask for your
address and information,
how many tags you
project using in a year,
and what type of tags you
want. Tags and applicator
will be mailed to you
FREE within about 2 – 3
weeks. Give yourself
time and be sure and order
before you actually need
the tags.

CLASSIFIED ADS



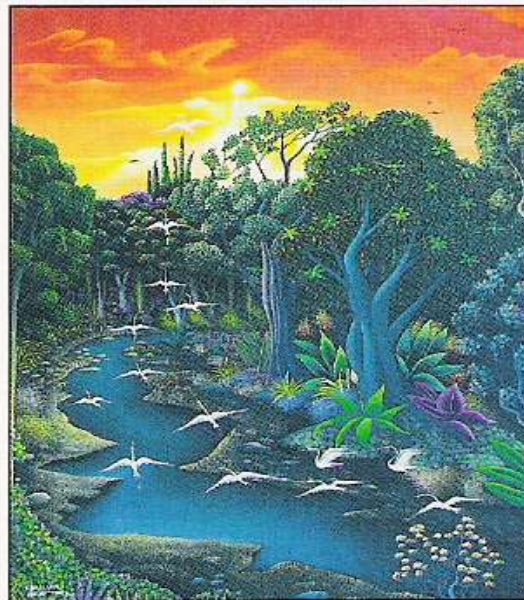
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Jean L. Harvey, Owner

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- ❖ Feeders
- ❖ Panels
- ❖ Pens
- ❖ Kidding Pens
- ❖ Pickup Stock Racks & more



A family run business,
we enjoy working closely
with our customers.

NORTHERN CALIFORNIA MEAT GOAT ASSOCIATION
2722 Paseo Avenue, Live Oak, CA 95953
530-695-3484 / 530-682-0579

“OUR MISSION IS TO EDUCATE THE PUBLIC ABOUT GOATS AND GOAT MEAT”

Please fill out the following information and send it to the above address.

Membership Application

Name _____

Mailing Address _____

Phone _____

E-Mail Address _____

Annual

Membership: \$15.00 Single \$ _____

NEW

\$20.00 Family \$ _____

RENEW

Note: Dues are payable by July 1, each year. New members can be prorated on a six-month basis if joining mid-year.

Check No. _____

My interests in goats and the NCMGA are: (Check as many as you like)

- Marketing slaughter goats
- Marketing breeding goats
- Goat health
- Housing and handling facilities
- Goat breeding
- Taking care of kids
- Genetics
- Artificial Insemination
- Goat Shows
- Youth Program
- Goat feeds and feeding
- NCMGA Web site development
- Other



