

## **Newsletter**

MAY 2021

#### With A "Steak" In Montana's Future

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USDA was seeking comments on the effort to improve and re-imagine the supply chains for the production, processing and distribution of agricultural commodities and food products. MCA President Gilles Stockton provided the following comments.

May 11, 2021

The Honorable Tom Vilsack Secretary of Agriculture United States Department of Agriculture Washington, DC

Ref: AMS-Tm-21-0034: Comment on Executive Order 14017, Supply Chains for the Production of Agricultural Commodities

Dear Secretary Vilsack:

The Montana Cattlemen's Association (MCA) is a non-profit, non-partisan, grassroots organization working for Montana's cattle producers on issues that affect the viability of the cattle industry. MCA serves to support Montana's environmental, cultural, and historical legacy.

It is unfortunate that it took the COVID 19 pandemic for Americans to understand how vulnerable our country has become to supply chain disruptions. This vulnerability affects many strategic sectors including the raising, processing, and marketing of food. MCA applauds the Biden Administration's review of this critical issue and we welcome the opportunity to be part of the conversation in how future food security disruptions can be addressed and remedied.

It was primarily in the meat industry where the inadequacy of the current structure of livestock production, processing, and marketing was revealed. Consumers were faced with shortages and high prices while producers received even lower bids for livestock. To keep the slaughter facilities operating, packing plant workers were required to risk their lives for inadequate compensation. However, the beef and pork packer cartel saw unprecedented profits.

The experience that the Montana Cattlemen's Foundation (MCF), Beef on Every Plate project had over this past year is revelatory of the problems faced by the cattle/beef sector. The Beef on Every Plate project uses donated funds to defray the cost of processing cattle that our members donate to food banks and meals for the elderly. As part of the COVID stimulus effort we received a \$50,000 grant to ramp up this effort.

The Foundation was immediately faced with the inability to schedule the slaughter and processing of cattle because disruptions in the national packing plants resulted in the small plants in Montana to be completely booked for up to two years in the future. MCF had cattle committed but by the end of 2020 we had to return \$22,578.96 because we could not get all of the cattle killed and processed.

Instead of Montana raised and processed beef, the hungry in Montana were fed beef, if they got any beef at all, that likely came from Brazil. The Brazilian beef could very well have carried a fraudulent yet legal "Product of USA" label. Rather, the people who rely on the food banks including the elderly could have dined on beef that was an actual product of the USA which had been processed in a plant that was inspected by an actual meat inspector. We can't know for sure the level of the hygiene at the Brazilian plants, but we do know that in the past Brazil exported rotten meat.

As part of the same stimulus program from which MCF received a grant for the Beef on Every Plate project, most of the small slaughter/processing facilities in Montana were given grants to upgrade their capabilities. For this, I am sure, the plant owners are grateful. However, this brings up a different problem. Now that the Montana plants have enhanced capabilities, how are they going to market the extra beef that they can now process?

There are a number of ranchers in Montana who valiantly market Montana grass-fed beef but cannot get access to the supermarket counters. They are, however, in competition with grass-fed beef from Australia, which can indeed be found in the supermarkets. If that Australian product happened to be repackaged in this country, it qualifies for a "Product of USA" label. Because the Australian beef receives a USDA grade label most consumers believe that they are purchasing beef born, raised and processed in the USA. Obviously, there is no requirement for the importers of Australian beef to label it as Australian, because in 2015 Congress made sure that Country of Origin Labeling for beef was rescinded.

During this past year the vulnerability to our food security was revealed by the global pandemic. However, we are likely to face future disruptions caused by increased climatic instability. Already, agricultural lenders are trying to understand how to factor in the unpredictability of the weather in their lending policies. Apparently, the crop insurance program is experiencing increased levels of losses due to both drought and increasingly violent weather phenomena. Hurricanes, tornados, violent winds, arctic lows, floods, and drought are seemingly simultaneously putting entire sectors of our nation's food production in jeopardy.

Continued on Page 2...

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Clearly, we need to re-evaluate the adequacy of the structure of American agriculture, along with the markets upon which farmers and ranchers rely. According to 2019 USDA statistics, the United States had 209,007 farm enterprises which marketed 78.7% of the production. These 209,007 farm enterprises are by necessity part of a vertically integrated system. They purchase their inputs from a cartel of suppliers and they market their produce to a cartel of processors.

The question before us is: are these large farms which are vertically aligned to global cartels resilient enough to meet the food security needs of our country under conditions of climatic instability? Centralized systems inherently have the potential for catastrophic failures. The analogy is not perfect, but the centralized control of agriculture in the former USSR was a disaster. Should we expect the global corporations that now control most of the agricultural production to have our nation's interests foremost among their concerns?

Meanwhile, we have another 785,300 smaller family farmers who produce the remaining 21.3% of the food. They do the best they can to survive within a corporate dominated system that does everything possible to marginalize them. It is these smaller family farms that make up the core of our rural communities. But our rural communities are failing because the money that should be circulating within these communities is sucked up by the global financial system.

Many of the smaller family farms are trying innovative strategies, including marketing more directly to consumers in order to bypass the global food cartel. The underlying problem these family farmer's face is the low floor prices the cartels are able to impose on the production side of the system. The family farmer's costs associated with accessing local consumers are high because the processing and marketing firms, which existed in the past, have all but disappeared. Direct marketing of local foods is a growing segment of American agriculture, but farmers struggle because the lack of dedicated market structures make marketing costs expensive.

This brings us back around to the inadequacies and vulnerability we have allowed to dominate the cattle/beef industry of the United States. We all know that four global corporations purchase, slaughter, process, and market 85% of the fat cattle. We all know that as a result, the market for cattle is dysfunctional. Furthermore, we all know the solution is to utilize the Packers and Stockyards Act to require that the packing cartel purchase their cattle in an open public marketplace. So far, however, the will to do what we all know needs doing has not materialized.

We need to go one step further. We also need to impose an open transparent market to the wholesale meat side of things. The P&S Act states clearly that it is illegal to:

"...Sell or otherwise transfer to or for any other person, or buy or otherwise receive from or for any other person, any article for the purpose or with the effect of manipulating or controlling prices, or of creating a monopoly in the acquisition of, buying, selling, or dealing in, any article, or of restraining commerce..."

In other words, the packing cartel should not be allowed to make exclusive deals with retailers because that has the effect of "manipulating or controlling" prices. Wholesale meat should be marketed through a transparent auction system. Such a public market system would allow smaller independent packers to competitively market their products. Montana producers of grass-fed beef would then be able to get their meat on the shelves and compete head-to-head with the imported Australian product.

Clearly, we need to reestablish a local processing and marketing infrastructure, such as existed in the 1950's and 1960's. In order for farmers to be able to produce food under uncertain and increasingly unstable climatic conditions, farmers need the flexibility to be able to diversify their production practices. Diversification of production requires a multiplicity of market chains, something that no longer exists under the current structure of American agriculture.

Instead, our country's agricultural policy has fostered the centralization of all of the key points of agricultural inputs and markets into the hands of global cartels. These cartels are not interested in a diversified, complex, localized market system. They maintain their control and profits by simplifying the market chains and eliminating diversity. Before, we can re-vitalize and strengthen agriculture and rural communities, the cartels must be made to relinquish their strangle hold on the markets.

So how do we restore viability to rural America and resiliency in our food production? We do so by restoring competitiveness to the markets. In terms of the cattle/beef market, the number one priority is to impose a consent decree on the packing cartel such that they are required to purchase fat cattle through a public competitive mechanism. This is what was done in 1921 and there is no reason it cannot be done now, in 202l. Furthermore, packers should be required to solicit bids for their beef products in a public competitive market.

In addition, mandatory Country of Origin Labeling must be restored for beef. While we are at it, the fraudulent "Product of USA" labeling loophole must be modified or perhaps eliminated entirely.

These steps that I outline above are essential, but at the same time, care should be taken that the problems faced by rural communities are not compounded by new initiatives. The so called "30x30" plan - "Tackling the Climate Crisis at Home and Abroad" - has certainly hit a raw nerve in rural America. It is not clear what this plan actually means to accomplish but what we, those of us who live out here, think it will do is take more public lands out of agriculture in favor of more wildlife and recreational opportunities for urban America.

Farming and ranching in Montana is already a struggle because concentration in markets has hollowed out our communities. Too many of the main street businesses upon which we depend are already gone. The few surviving businesses are just hanging on. Equipment implement dealerships have consolidated, such that one can no longer just go to town for a tractor part. Feed and chemical suppliers are also few and far between. If the "30 x 30" plan takes more land out of production, our communities are bound to suffer.

I know Mr. Secretary that I am not telling you anything new. In fact, I made many of the same points to you directly in 2010 at the Public Workshop on Competition in Agriculture that you and Attorney General Holder convened in Denver. However, absolutely nothing was done during your tenure at that time to permanently restore competition in the livestock markets. I and my fellow Montana ranchers were extremely disappointed that our concerns were not addressed and acted upon. Will this time be different? I sincerely hope so.

Sincerely yours,

Jilles Stockton

Gilles Stockton

President, Montana Cattlemen's Association

#### Tester Highlights Pressures Facing Montana Farmers and Ranchers From Market Consolidation & Unfair Competition, Demands Action

Senator stresses need to address causes of population decline, economic downturn in rural America

(U.S. Senate) – Highlighting the urgent need to combat consolidation in the agricultural sector, U.S. Senator Jon Tester put the needs of Montana agriculture—the number one industry in the state—front and center in Tuesday's Senate Banking, Housing, and Urban Affairs Committee hearing, hammering home the importance of the federal government to prioritize fair, competitive markets for independent producers.

Tester, a third-generation Montana farmer, cited his own experience to emphasize the stark economic pressures facing family farmers and ranchers as a result of corporate agricultural consolidation.

"I have watched through the 60's, the 70's, the 80's the 90's, the oughts, and the teens—our markets get consolidated and consolidated and consolidated," Tester said. "In the private sector, there is no capitalism when you go sell your grain or your cattle or your pulses on the market. Because you have a few companies that control a large percent of the food supply—not just in the United States, but in the world."

"When I look at my small town of now 500 people when it used to be 1,100 people, where we used to have five grain elevators to buy our grain and now we have none," Tester continued. "Can you tell me what the federal government should be doing to encourage capitalism, to encourage competition, to encourage the private sector to play by the rules and not consolidate and beat the hell out of the folks that are in production agriculture?"

"We don't have a market anymore," agreed Stacy Mitchell, Co-Director of the Institute for Local Self-Reliance. "We are being governed by private entities when we go out into the marketplace—these giant corporations that control things, that are harming farmers, that are harming small businesses, pharmacies, grocers, and working people across the country. And what we need to do about that is resurrect our antitrust laws."

As corporate food suppliers continue to grow, independent producers face increasingly smaller margins, leaving both their operations and their local economies vulnerable to losses. According to a report by the Federal Deposit Insurance Corporation, depopulation in rural areas is closely linked to the loss of employment caused by consolidation in the agricultural sector, leading to the erosion of main-street businesses and economic opportunity.

Tester is leading the charge in the efforts to combat corporate consolidation and protect the livelihood of family farmers and ranchers. He released his three-part Rancher Relief Plan aimed to provide more certainty to Montana producers and give consumers more access to Montana's world-class products. These bipartisan initiatives include:

- 1. Increasing interstate commerce and diversifying meat production in Montana and neighboring states;
- 2. Legislation to ensure fair prices at the farm gate from large packers;
- 3. And the first bipartisan Senate push for mandatory Country of Origin Labeling since Congress repealed it in 2015.

In the face of glaring price irregularities in the cattle market, Tester demanded the Department of Justice investigate price fixing in the cattle industry. Following the steepest decline in cattle prices in forty years, Tester called on the Department of Agriculture to take immediate action to stabilize beef markets.

To view Senator Tester's testimony at the Senate Banking Commmittee: https://sentester.app.box.com/s/g5g55o7b0dhinvyipv4vjb3o61qpy0ha

# It's Time To Renew Your Brand!! MONTANA LIVESTOCK BRAND RE-RECORD PERIOD JANUARY 1, 2021 to DECEMBER 31, 2021

- \* All Montana brands will be re-recorded in 2021
- \* The cost to re-record a brand will be \$175 per brand
  - \* You can renew by mail or online
  - For more information: www.liv.mt.gov

NOTE: If you do not re-record your brand by midnight on December 31, 2021, your brand will become inactive. Once a brand is inactive, there is no guarantee that the brand will be reissued.

### **Op Ed...**

#### **Conservation Easements - The Other Side of the Story**

By Cate Moore, Montana Forest Owner

I have owned forest land since 1989 and have in that time seen articles in just about every forestry journal out there promoting conservation easements. I have yet to see an article that provides a true cost/benefit analysis. It is past time to rectify this.

First let us enumerate the essential parts of a conservation easement. A conservation easement is a contract where the property owner sells or donates a portion of his property, often the development rights, to a conservation organization or a governmental agency. The fine details of what portion of the property is donated and under what terms varies with each agreement. The role of the conservation organization is to ensure the terms of the contract are followed and that the listed conservation values are preserved. It is worth noting that the property owner seldom gets any or much cash for his property exchange. His benefit generally comes in the form of a tax break based on the devaluation of his property.

The benefits are well advertised in other articles. Briefly, conservation easements provide tax breaks by devaluing the property and permit the property owner to lock his property into a vision that he believes will conserve and preserve his land forever. In actuality, the only real reason I would consider utilizing a conservation easement is to recover from poor inheritance planning. I have met ranch owners whose parents died without a solid will or trust in place. The IRS came knocking for immediate payment of the inheritance tax and all the money was locked in probate or in the land. The heirs devalued their land via the conservation easement to keep it in the family. It works, but the land is permanently devalued and its use is permanently constrained. This can be a hard tradeoff to maintain moving forward.

The first and largest potential problem with a conservation easement is the "forever" feature. Once enacted, the terms of the conservation easement and thus the management of the property cannot be changed, but the rest of the world is an ever-changing environment. Let's briefly explore a few ways this can bite the property owner.

The easement is permanent but your neighborhood is not. You have to be very careful not to box yourself into a corner in property management. Suppose you own 100 acres of mixed woodland. When you crafted your easement contract to permit future forest management, you were in a rural area, surrounded by farms and woodlots. There were 5 lumber mills within 25 miles to accept your wood. The closest large town was 50 miles away. Fast forward 30 years. That large town has now sprawled to 5 miles away and you are now surrounded by ranchettes with wealthy suburban residents. The closest lumber mill is now 200 miles away. Your new neighbors object strenuously to normal forestry operations and the price you can get for your wood cannot cover the transportation costs to the last existing mill. You depended on the income from the timber sales to cover the expenses of maintaining your land and pay your property taxes. This income is no longer possible, so your land is now suffering from forced neglect. Your easement does not permit any other form of land use, so now you are stuck with a white elephant.

The easement is permanent, but the people managing it are not. You will inevitably face a rollover in the personnel of your conservation organization. With a change in personnel comes a change in interpretation of the easement terms, and that change may not mesh with your interpretation anymore. The case of Martha Boneta comes to mind for an example of how bad it can get when the holder of the easement and the property owner do not see eye to eye. Martha Boneta bought a 65 acre farm in Virginia in 2006 and then endured 8 years of harassment via the Piedmont Environmental Council, who held the easement, with the alleged purpose of driving her off the property. Her lawyer made the following statement - "For all the venality that has come to light, the whole exercise appears to have served the simple purpose of driving her off her land. By standing up to her well-heeled tormentors, she has shown how David can bring down Goliath. The lesson for farmers and other landowners is clear: Steer clear of conservation easements, because once you start surrendering your property rights, you are entrusting your future to people who don't necessarily have your best interest at heart."

The easement is permanent, but your regulatory environment is not. When you crafted your easement, it was completely legal to rotate your choice of row crop and permit a year or two of fallowing to refresh your fields. Some bright boy in your county zoning department decides that a change in the actual plant in the ground that year is a change in property use and locks you forever into growing potatoes. Potato blight afflicts your fields and destroys your ability to grow potatoes. The county will not allow you to even fallow the land anymore under penalty of zoning violation.

The easement is permanent, but you made errors in the provisions. This can appear in a lot of ways. When we were shopping for land a few years ago, we inspected a piece of land that had a conservation easement. It was a beautiful property, but the terms of the easement were unworkable. It required that any future house use the footprint of the original house, This house was reduced to the foundations and its shape was not a house we would want. It also required that no animals outside of horses could be present. This was also unacceptable since we wanted a guard dog and a cat for rodent control. It even controlled what color we could paint things on the property. We asked if any of this could get renegotiated and were told it could not, because of the permanent nature of a conservation easement.

When we owned forest land in California, we crafted a Nonindustrial Timber Management Plan, which is a permanent forest management plan that could be melded into a conservation easement. We used the best available science and practices, but 15 years into the plan, we discovered that it did not serve our forest well in times of drought. Our land would have been better served with a heavier harvest schedule to provide more water for the remaining trees. This same sort of error is entirely possible in the formation of a conservation easement, and is as impossible to fix, since the contract is permanent and cannot be modified.

The easement is permanent, but climate change... You started with forest land and your easement is crafted around forest land, but your land is now a scrubby grassland because of climate change. Now what? Your heirs are not going to be amused.

You also have to remember that you donated or sold a portion of your property (usually the development rights) but you did not destroy them. Your development rights are now owned by your conservation organization. What happens if they choose to exercise them? What happens if they get in financial straits and sell them? What happens if your conservation organization dissolves and your easement is transferred to another organization? Your control over what happens in this arena is nonexistent.

The self-appointed elite of the world, who happen to be heavily represented in these conservation organizations, are actively trying to gain control of our real property. Once they own your development rights, all they have to do to obtain the rest of your property is make it so unusable and expensive to maintain that you will sell it to them at the price they dictate or you will be forced to flat out give it to them. By this time, they will be the only buyer interested. I have been to one of their conferences and I came away with the distinct belief that there is a complete other economy operating in the world between NGOs and the government. It is funded by our taxes and its purpose is to separate us from our property.

Is there another answer to conserving your property? Absolutely. Even California sometimes comes up with a good idea, and in this case it is the Williamson Act. This is very much like a conservation easement in that it exchanges a reduced property valuation for the commitment to keep the land in agricultural production, but the main difference is that the contract lasts only 10 years, at which time the property owner can reevaluate and adjust the agreement to meet his current circumstances

I would never enter into a conservation easement. Forever is too long in a changing world. I would seriously consider a 10 year contract with options for renewal.

## A Short, Simple Explanation of the Cattle Market Transparency Proposals By Ken Morris, MCA Director

There are three contending ideas which will force the packing cartel to purchase more fat cattle through transparent negotiations. The USDA will take these results and make them public with the Mandatory Reporting Act of 1999 on a continual basis. This will give independent feeders the information they need to have the bargaining power to fairly negotiate a better price for fat cattle. This Act needs to be re-authorized by September 30, 2021. Right now would be a good time to enact one of these ideas permanently or at least for the next five years when it is again time to re-authorize this act.

The NCBA idea is voluntary, complicated, and has not accomplished what it said it was going to do during its first of four quarterly trials which began January 1<sup>st</sup> 2021. If it continues to not function as it was planned, the NCBA will pursue a government mandated solution. Who knows how long this could take?

The other two are government mandates which need to be passed in congress: The Grassley/Tester bill (S 949) and the Fischer/ Wyden bill (S 543). Both of these bills apply only to packers with multiple plants and require the cattle to be slaughtered within 14 days of their purchase.

The Grassley/Tester bill is fairly simple with a minimum of 50% negotiated transactions from each feeding region on a weekly basis starting as soon as the bill is passed.

The Fischer/Wyden bill will rely on the USDA to set the minimum percentages of negotiated transactions in each region and report the results weekly or possibly longer. All of this must be established within two years of the bill being passed. This would take a lot longer time to implement

The question we must ask ourselves, 'Will there be any independent cattle feeders left in two years?'

## Montana Farmers Union Appreciates Lawmakers Ler and Bogner for Action on Meat Inspection Bill

Great Falls, MT- Montana Farmers Union appreciates the efforts of two state law makers whose work to amend a budget revenue bill will allow the State to explore more opportunities for meat processing, as well as level the playing field for custom butchers.

The two bills sponsored by Rep. Brandon Ler and Sen. Ken Bogner proposed significant changes to state and custom exempt meat inspection for sale of meats. The USDA threatened to refuse funding for meat inspection if these bills passed in their original form. Montana Farmers Union President Walter Schweitzer appealed to Senator Bogner to include an amendment that would allow the Montana Board of Livestock to apply and implement a Cooperative Interstate Shipment (CIS) agreement with the Food Safety Inspection Service. Sen. Bogner agreed and was successful in implementing the CIS program in HB 2. Rep. Ler's bill, HB 336, explores the opportunity of an interstate cooperative meatpacking compact that has the necessary protections in place for our state inspected meat processors.

"The actions taken by Rep. Ler and Sen. Bogner will ensure that our meat inspection process is not at risk," said Schweitzer. "I have always felt that it is ridiculous that foreign countries are able to process meat and sell across the United States, and yet a state inspected plant that meets the same standard is unable to sell across state lines. The CIS will allow for state inspected plants to sell across state lines and to export. Thank you Rep. Ler and Sen. Bogner for your support of Montana agriculture."

#### **Cattle Ranchers are Committed to the Environment**

By: Kiley Martinell, President Montana Beef Council

Continued concerns about climate change and the desire to protect our natural resources have people all over the globe looking for ways to be more environmentally friendly. These important conversations often lead back to food production – something that, as a cattle rancher, I am very passionate about.

I am proud of the role I play in providing high-quality protein in the most sustainable way possible. The U.S. is the leader in sustainable beef production due to the dedication of the entire beef industry, especially ranchers like me. For example, my family regularly ensures that cattle are spread throughout our pastures by utilizing fencing, watering, and mineral placement techniques to ensure cattle to do not overgraze. And this is being done by ranchers across the country, making the most of the resources available where they raise cattle.

The reality is that ranchers make their living from the land and we want to do everything in our power to protect the environment. Preserving natural resources is not only the right thing to do, but it also makes our ranch better and allows us to continue living off the land we love, year-after-year, generation-after-generation.

Thanks to widespread confusion and misrepresentation of U.S. beef production with global numbers, you've likely heard that U.S. livestock's contribution to climate change is immense. It is critical for Americans to understand that this is not true. In fact, according to the Environmental Protection Agency (EPA), beef production in the U.S. is only responsible for 2% of U.S. greenhouse gas emissions. Even when the production of animal feed, fuel and electricity necessary for beef production is factored into the equation, it is still responsible for just 3.7% of GHG in the United States. In global terms, U.S. beef cattle production counts for just .5% of global GHG emissions. According to a study in the Proceedings of the National Academies of Sciences, if all livestock in the U.S. were eliminated and every American followed a vegan diet, greenhouse gas emissions would only be reduced by 2.6%, or 0.36% globally.

In addition to not being impactful on a global scale, removing all cattle would have negative impacts in other areas. Cattle grazing maintains pastureland and open spaces, providing habitats for animals that are often being pushed out by urbanization in other areas. Additionally, cattle generate more protein for the human food supply than would exist without them because their unique digestive system allows them to convert human-inedible plants into high-quality protein. In fact, according to the National Academies of Sciences, Engineering, and Medicine, 90% of what cattle eat is forage and plant leftovers that people can't eat and would otherwise go to waste – further contributing to our food waste problem. In the face of a growing global population, we need ruminant animals, like beef cattle, to help make more protein with less.

The reality is that consumers in the United States and elsewhere are going to continue to eat meat. Farmers and ranchers, like myself, are committed to continuous improvement so that we can produce the beef consumers know and love in the most sustainable way possible.

## ANNUAL MEMBERSHIP RENEWALS ARE DUE JANUARY 1, 2021. IF YOU HAVE NOT YET RENEWED YOUR DUES, PLEASE COMPLETE THE FORM BELOW OR RENEW ONLINE AT:

mca@montanacattlemen.org/Membership

Montana Cattlemens	Annual Membership January 1—December 31, 2021
Name:	
Spouse Name (if joining):	
Ranch Name:	
	County:
State: Zip:	Phone:
Email:	
Own cattle:YesNo	Tribal member:YesNo
Membership Dues:	OR ~ Optional Premier Memberships:
Cattle Producer ~ \$50	Gene Autry level ~ \$100 per year
Associate Member ~ \$50	Roy Rogers level ~ \$150 per year
College Student ~ \$25	John Wayne level ~ \$200 per year
Junior Member ~ \$25 (Age 18 & younger)	Additional Optional Contribution
TOTAL AMOUNT SUBMITTE	ED: \$

Only members owning cattle have voting rights ~ One member—one vote Associate members do not own cattle but are supportive of MCA goals

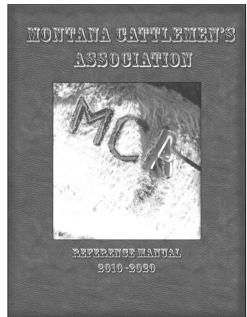
Join online at www.montanacattlemen.org ~ OR ~ mail this completed form along with your check to:

MONTANA CATTLEMEN'S ASSOCIATION P.O. Box 536 ~ Vaughn, MT 59487

Please make copies of this membership form for multiple memberships or to share with your friends and neighbors.

Your continued support of Montana Cattlemen's Association is very much appreciated!

# 25% OFF SALE !!



The Montana Cattlemen's Association Brand Book and Reference Manual is a deluxe hard cover three-volume series which catalogs Montana's recorded livestock brands. It also includes some special "extras": ranch histories, western poetry, traditional cowboy recipes, and photos. **GREAT GIFT!** 

The three volumes of the brand book have been divided into the following counties:

<u>WESTERN</u>: Lincoln, Flathead, Lake, Sanders, Missoula, Ravalli, Granite, Powell, Glacier, Pondera, Teton, Lewis & Clark, Deer Lodge, Jefferson, Silverbow, Madison, Beaverhead, Gallatin, Broadwater, and Mineral.

<u>CENTRAL</u>: Toole, Liberty, Hill, Choteau, Judith Basin, Blaine, Fergus, Petroleum, Meagher, Wheatland, Sweet Grass, Park, Golden Valley, Musselshell, Yellowstone, Stillwater, Cascade and Carbon.

**EASTERN:** Phillips, Valley, Daniels, Roosevelt, Sheridan, Garfield, Rosebud, Treasure, Big Horn, McCone, Richland, Dawson, Prairie, Wibaux, Custer, Fallon, Powder River, and Carter.

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# MONTANA CATTLEMEN'S ASSOCIATION PO Box 536 ~ Vaughn, MT 59487

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Brand Book Order Form  Books can also be ordered online at <a href="https://www.montanacattlemen.org">www.montanacattlemen.org</a> <a href="https://www.montanacattlemen.org">SHIP TO:</a>		
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Central Volume (634 pages): \$75 now \$56.25	(Quantity)	
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TOTAL AMOUNT SUBMITTED:	\$	

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NEWSLETTER

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Montana Cattlemen's Assn. P.O. Box 536 Vaughn, MT 59487

## "BEEF ON EVERY PLATE"

## Proudly sponsored by MCA and its members!

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One in seven Montanans struggle with hunger; one in five children in Montana live in households that struggle \*\* \* with hunger. USDA reports 11.5% of Montana households are "food insecure" and often skip meals or go to bed 💥 hungry, including the elderly and young children. Many on fixed incomes, single mothers, and the working poor 💥 \* simply cannot afford to purchase quality meat to feed their families. Montana Cattlemen's Foundation has organized \* the "BEEF ON EVERY PLATE" program to enable cattle producers to donate beef to help feed our neighbors. To \* date we have provided beef for over 300,000 meals!!

As cattle producers, we always have beef in the freezer. Unfortunately, this is a luxury that too many \*\* \* Montanans do not share. The need is overwhelming! If you wish to donate a cow, bull, or steer, please call the \* \* Montana Cattlemen's Foundation 406-467-2251 to make arrangements. For those who do not own cattle, cash \* \* donations are also needed to help pay for costs associated with processing the beef. Montana Cattlemen's \* ※ Foundation is working with the Montana Food Bank Network and others to distribute the hamburger throughout the ※

Montana Cattlemen's Foundation for Research, Education and Endowment is a non-profit tax-exempt charitable foundation organized under IRS tax code Section 501(c)(3). All of your contributions are fully deductible. There are no administration costs, so 100% of your donation goes to this program!

For more information please contact:

MONTANA CATTLEMEN'S ASSOCIATION FOUNDATION PO Box 536 ~ Vaughn, MT 59487

mca@montanacattlemen.org www.montanacattlemen.org

Your Support Is Appreciated!

\*