

OBSERVATIONS OF INDIVIDUALS
ASSOCIATED WITH THE CATTLE INDUSTRY IN THE UNITED STATES

Exerpts of some observations of various persons that were interviewed are found below.

... In the past, we've seen a major problem with cattle raised in high, dry and/or cold climates adjusting to heat and humidity. Acclimatization time depends on individuals, of course, but in our experience, it takes several years for animals raised in other climates to fully adjust to the Southeast's heat and humidity. Sometimes they never do...

...Our surveys have shown that the reputation of the breeder and the availability of breeding animals are the major reasons people buy breeding cattle from a particular source. Breeders from outside a region must make contact with a local or regional breeder and have him push the animals...

...There is a great deal of difference between Canadian and American Limousin. Canadian Limousin breeders like deeper, thicker-bodied animals with lots of muscling. United States breeders favour taller animals with smoother, longer muscling. There is some trade across the border. However, both U.S. and Canadian breeders are very selective when buying internationally, and numbers sold are small.

...In the past, U.S. Limousin breeders have spent a lot of time covering the Canadian countryside searching for a "sleeper" --a high-quality animal nobody knows about. They never found it. Canadian breeders are just as aware of quality as anybody else. In the process, however, U.S. breeders did identify some Canadian Limousin herds containing animals suitable for American production. This is where the trade exists. The animals are sold from one Limousin breeder to another--the animals are superior genetically and are intended to produce other animals to be sold to commercial cattlemen...

...We've found it is very difficult to sell cattle away from home. Buyers can't inspect the cow herd, management systems, records, facilities and other aspects of a purebred operation that must be left at home. Buyers are wary that the seller is dumping lower quality animals on them.

...Purebred breeders resent someone moving in on their market area and taking away potential customers. This is a major problem when selling bulls to commercial cattlemen. However, the problem still exists when selling herdsire prospects to other purebred breeders. If a purebred breeder thinks he has identified a bull superior enough to improve the bulls he sells, he would much rather travel the distance required to buy the bull than have another breeder bring the bulls to his area.