## Calving Distribution and Herd Health

## Season 1, Episode 9

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**Robin Salverson:** Welcome to cattle HQ brought to you by South Dakota State University Extension, I am Robin Salverson Cow Calf Field in Lemmon and along with me, we have a very familiar voice Kiernan Brandt, Kiernan why don’t you say hi.

**Kiernan Brandt:** Hey good morning yeah this is Kiernan Brandt, Cow Calf Field Specialist out of the Watertown Regional Office.

**Robin Salverson:** We are going to be your host for this episode, we have Dr. Trey Patterson the CEO and President of the Padlock Ranch near Ranchester, Wyoming. We're excited to pick Trey’s brain about the Padlock ranch their philosophy at the ranch and maybe dive a bit deeper into their heifer development program. So with that we're just going to go ahead and get started so Trey can you share with the audience, maybe a bit more about yourself and also the Padlock ranch for those that maybe don't know about the Padlock Ranch.

**Trey Patterson**: Sure it's great to be with you today and have a conversation about ranching I get passionate about a lot of the stuff so it's going to be exciting to talk to you about that. Former career, I was Extension Beef Specialist with South Dakota State University based out of Rapid City West River Center and sincerely enjoyed my time in South Dakota getting to know the producers. What a great state you guys get to live in that's awesome and some great production systems, I think I learned more with my time at SDSU the five years I was there just working with ranchers throughout the state than I probably taught anybody.

I have been with Padlock for about 16 years and I've been in this role as CEO since 2014 Padlock Ranch is a family owned business that was started in the early 1940s with fairly small beginnings and grew over time. We ranch in Sheridan County Wyoming and Big Horn County Montana. The ranch has grown significantly since its origins, both with land acquisitions and with leases our footprints been fairly stable, for the last 30 years or so. A little bit of changes, but not a lot of growth in that period of time.

We operate a diversified cow calf farming and feedlot operation. We run on a little over 400,000 acres and those two counties and have a commercial crossbred cow calf herd, and that's really the foundation of the ranching enterprise. We also have a grower yard just north of Dayton, Wyoming, and we are finishing some cattle at that feed yard. So we'll fill that up with our home raised calves during the fall of the year and then sell yearlings the following spring or retain ownership on the cattle and feed them here for a few different programs that we feed for.

The farming enterprise goes to support the forage needs of the ranch and the feedlot and you know on a good year we put up enough hay to supply most if not all the hay needs for the cow calf operation and the yard. On a tough year like we're in right now it's been extremely dry, we have to support that some so we put up a fairly large crop of corn silage and haylage that we use in the feedlot for growing calves. But also for adding value to cull cows, you know our system is built around trying to add value to everything that's leaving the place and so we're pretty intentional and calculated about how we use those feed resources and turn those into profit.

The cow calf enterprise is fairly extensive meaning we just we don't have a lot of inputs. The cattle to men ratio is fairly high compared to some operations, you know we run about units of about 2000 cows each and each of those units will have two to three full time people that work on those units. We try to keep costs as low as we can, to get a weaned calf that we can make some money with in the fall of the year.

The feedlot and farming is more intensive alot more iron lot more labor but we've calculated, we can add profit to the ranch by utilizing those resources and diversifying marketing so a fairly involved integrated agribusiness and full of challenges. So I look forward to talking to you guys today about some of the things we've learned and maybe some of the things we don't know.

**Robin Salverson:** Thank you Trey. Actually, Trey and I started our career together here in South Dakota with Extension and we went to graduate school together too so it is always a pleasure to be able to connect with Trey again and visit. Always great to see him when we are at a meeting or something like that, so thank you Trey for joining us and I’m just curious Kiernan do you have any questions right off.

**Kiernan Brandt:** I was not aware that Dr Patterson was a CSU alumnus. I've heard that it's still unfortunate to be a CSU Ram. For those that aren't aware, I did my undergrad at the at the University of Wyoming so bit of a cross border rivalry for those not familiar with that geography.

I was fortunate enough when I was younger, to be able to see the Padlock Ranch a couple different times. I was just really impressed by how much emphasis you guys put on really tying things together and making it kind of fit the next step in the process and making sure that everything kind of ties into that next step, which I think is a concept that some guys can get muddled with or confused with. They get siloed into one specific aspect of their operation and the focus on today's episode was going to be heifer development, primarily, but I'd love to hear more about how you guys are adding value to your cull cows through some of that more intensive management with them if you don't mind.

**Trey Patterson:** I'd be happy to share that, I think having the integration and the feed resources to allow us to do that has been really helpful. I don't think we often appreciate the importance of managing cow depreciation, which we can talk about some with the heifer development, but also the value of animals that are exiting the system. Can you think of many other businesses, besides ranching where we turn over 15% of our producing assets every year to replacements, cows aging out and not breeding back and those type of things. There's a range around that but that's an expensive venture. Starting on the side of adding value we really strive to keep a ratio and it's a metric that we measure. Where we track the value of cull cows, leaving our system is at least one to one on what it cost us to add a new animal back to the system and so that's really the metric and it's influenced by markets, obviously. But marketing has a an impact on that, and so we sort cows a lot and we allocate a portion of our feed resources to add value. A few ways we do that is will take our cows that are not bred in our season and we have about a 60-day breeding season. Cows that are not bred in that season, continue to be exposed to bulls after the season and we will get all those open cows put together in the fall of the year and we've just now done that it's quite the process for us to get all those put together. Then we'll sort those and those cows that are younger say eight or nine years old or younger and merchantable as bred cows, we will keep bulls in with them and feed them up. Not to gain a lot of weight, but add a little condition to them and then we will pregnancy test after the first of the year and will have fall calving cows to market, so these will be younger bred cows and we have repeat customers for those animal. Some people say well who would want to buy somebody else's re-breeds well, I think a lot of times these young cows come open because of management and sometimes environment or the interaction there of. You get those animals bred and a different season and they do really well they get rebred again and again and again.

In fact, we have kept some of those in a few occasions when we had the feed resources and cows that were calving, and so we calve in May and June and cows that were calving in July and August really more summer calvers that we kept, we were able to move 80% of those back into our season.

Then they stay in the herd make good cows, so they are a merchantable animal. That is a market you have to really work at to find a home for those cows but they are good quality young cows. So then you're selling a bred cow out in the spring of the year or in the winter depending on your timing, instead of an open cow in the fall. The other thing is, we look at the fairly predictable seasonality of the cull cow market, since most people wean and pregnancy tests in the fall causing that market to be lower, during that time of the year in October November into early December.

And so we use our silage or corn silage and hay that we produce on the ranch to hold those cows over and sell those at a seasonally higher market out into February or March, and we also add some weight to them in that period of time. You have to calculate your feed cost and whether that is a paying proposition to do that, but usually, it is because that market really moves a lot from the November lows to the March highs. There are alot of times that the high is not until April. We usually sell ours earlier than that, so we can manage our feed. But those are two ways that that we add value to those cull cows and we will of course cows that are that are aged out of their herd what we would call short term cows, those are sorted off and sold as bred cows and you can sell those for more value than you can an open.

And those are some real win, win scenarios with short term cows. They are another set of cows that we will sometimes keep and run ourselves if we have the feed resources. So we look at the data after we pregnancy test determine how many producing cows we have left after we have gone through our normal culling protocols. And, and of course one of the main things is culling for opens but we may pick on some older cows will look at what we have if pregnancy rates are high in the in the fall, then we may not have room for those animals so we're managing stocking rate on the ranch, then we will sell those short term cows.

If the pregnancy rates are a little lower or we culled more cows for other reasons to keep our stocking rates optimal we may decide to keep those. So we sell as many of those cows that leave our system bred as possible. The ones that we do not think are as merchantable or that there is a less paying a proposition for bringing them over as bred cows, we at least try to take those into a better market situation at a heavier weight.’

With that being said we spend a lot of time sorting cows if you work here, I know some of the people may think we are crazy how much we sort on these cows. But it's a big deal and it adds value to the system, and of course we have an economy of scale, with the number of cows that we are able to run doing that, but I think there's real opportunity for producers to partner with each other and put together packages of cows, you know semi load lots. So I think that is an important part of our system Kiernan and I appreciate you asking about it it's fun to talk about and I think we've had some success in doing.

**Kiernan Brandt:** Well, and absolutely and I have heard it said before that, regardless of what sector you're in as soon as bred females are brought into the equation it's all a dispersal. A dispersal sale of sorts whether that is in the purebred segment or the commercial segment. You know there is reasons that we remove those females for culling decisions but there's also reasons, like we just talked about that they just don't fit our system anymore and there's no reason that they can't be perfectly on time to go on and be productive in someone else's system. I think you raise a lot of valid points about how we can do that strategically, to partner-up with each other, and especially if you've established some solid relationships with those fall bred cows. It's just a great way to capture some of that that value that is potentially left on the table, if you just want to market them as opens as soon as they don't fit into that 60 day window.

**Trey Patterson:** Yeah I think so, and you know from the customer relations side, I think if a customer can buy those cows, maybe at a discount on what they could raise a new cow for as a replacement in their herd or maybe compared to what they could buy at the sale barn. If they can get a good value on them, and we can get a good value on them, over what the value was as a cull cow plus our expenses, it does cost something to hold them over and breed them again and pregnancy test them again.

I think it is really about creating win, win relationships in the marketplace and that's what I think we really need to strive to do is find partners to be able to do that and really help each other out in terms of keeping us profitable. we have a pretty low margin business we are all in in the cow calf business right, I mean we have to do a lot of little things right that continually make money on this and I think that's just one of the ways to do it.

**Robin Salverson:** Trey so my question for you is, you guys obviously have a large number of animals you're working with. But for producers that maybe don't have that number of animals do you still see the value of them holding their cull cows?

**Trey Patterson:** I think there's still the there's still opportunity there the concept is really still the same and if you've got the feed resources and labor to do that it's at least worth putting a pencil to. Most of these production sales, as you get out into the late winter, spring of the year, they have bred cow specials and you may only have a horse trailer load but those are packaged with buyers at the sale for those type of animals, so I think there's still opportunity.

There there's also opportunity to find neighbors and if you wanted to go the direct sale route and put together packages for the market. If you are going a distance, combining together makes sense. You know, semi load lots may become important, but I think there is ways to work around that. So I think those concepts still hold. Then on cows that you are just feeding, looking at finding a different spot in the market to sell those where the market is better. You can look back on historical data cattle facts as really good historical data, and you can look at some averages. Run the math on it say boy if I fed these cows for another 90 days here is what I think it would cost to do that.

You know I think they'd be 80 or 100 pounds heavier and here's the market differential and so it's not it's not too hard to run the arithmetic on that see if it works for you.

And it may not if your feed costs are really high, but I think there there's money left on the table, many times so it's worth running the pencil on that see if it works.

**Robin Salverson:** Thanks Trey. Through the time at Padlock you guys still focus on the bottom line it's all about dollars and cents and you said you have a small margin, just like all the rest of us within the cattle industry. But is there some things that you guys have tried on the management side that maybe has failed, that you want to have a conversation about or maybe things that have been successful for you there at the Padlock Ranch.

**Trey Patterson:** Lets talk about the fun part, first, I think the one of the things that has been really good for us is moving our calving season from March, April to May, June. You hear a lot about calving season and labor requirements, so you know all those things become considerations, but that has allowed us to winter out more cows too. Because the requirements are lower during the winter time because their requirements are increasing the further they get in gestation, and we are calving on green grass.

We are able to winter cows out a little longer. We are able to do mix and match the stocking on the ranch with the resources, for instance, we have some areas of the ranch that are much better for winter grazing because of water quantity and quality issues than they are for summer grazing. So calving a little later allows us to go winter cows in those areas and get them moved back to where we want to calf in the summertime.

We have less feed in puts into them in the winter. So that may calving has been has been really good. The other thing that is, that has been really a game changer is being able to calf the cows on green grass in May and really no added labor and strain of calving and these cows really calf on their own. Even first calf heifers we breed those to Waygu bulls and we have a market pre-established for those F1 Waygu offspring. We are able to range calf those and so all of our calving barns have been shuttered for years, and so calving is kind of a non-issue. We are still able to wean a really good calf crop doing that so it's been a cost savings making that move that's worked really well.

The other thing that we use as a plan time control grazing so we are moving cattle around versus season long grazing. Running them littler larger bunches or sometimes that is adding cows to a management group or sometimes it is cross fencing or both, but being able to manage the timing and duration of grazing. We have had noticeable impacts on our carrying capacity, and I think we are more tolerant to drought. We are in a tough drought right now and it's. We are affected, just like everybody else, but I think, maybe not as much as some because we are trying to give those plants time to rest during what I would call the effective growing season. We talked about our growing season from freeze to freeze, but you know in our part of the world what I think is an effective period of time is when those plants have the vegetation to allow for photosynthesis. When they are green, we have got the moisture to support some plant growth so for us, that is May and June, really, sometimes in early July. That is where we are really wanting to rest pasture at some point during that period of time. You are letting the factory, what you see above the ground do its job and take nutrients and put them back into the soil, particularly carbon. We are trying to do manage our rotational grazing and where we run some yearlings on a management intensive grazing where they are moved to good pasture daily or every other day. Our cows are not near that intensive with some people are better at it than we are. We have just we felt like with our labor and our pasture size and really water limitations we have decided not to get that intensive with the cows, but we are making sure that those pastures have time to rest.

During the year, we have documented less annuals, less bare ground and maybe a regeneration of some species that we were not seeing before. We have some pastures that I remember 15 years ago that were down especially near riparian areas that were more heavily grazed that were fairly high with annuals and a lot of cheap grass. One pastures, for instance, was 60% cheatgrass. It is now 25 or 30% and in those key areas. We are still working on it, but we are seeing big blue stem come back, we never used to see big blue stem. We are cool season dominated area so we are getting more species diversity, and I think that is one thing the rotational grazing has accomplished. It is certainly worth considering, there is a little bit of upfront costs. Some of it being cross fences and developing water.

Western South Dakota is the same as Eastern Wyoming and Southern Montana waters, it is usually our first limiting nutrient and so combining that concept of what I talked about earlier of finding areas that may be more suitable for fall or winter grazing. Where the water is not as good and then utilizing rotational grazing has allowed us to be able to make improvements and arrange resource, which is very, very important for a lot of reasons. It does have impacts on the bottom line, but I think it is really the right thing to do, and the right message for us in the industry, so it has been fun to watch that progression, over time.

It does take time it's not something that you do for a couple years and oh my gosh, there is a world of difference, it takes time, depending on how intensive you are. Those are a couple things Robin that come to mind that have been pretty successful for us.

**Robin Salverson:** With changing to a June calving. As you look at as a systems, it affected marketing granted the Padlock runs yearling and have a grower yard. But how did this change influence the ranch the first year you changed the calving season. As producers are consider changing their calving season from winter to spring/summer, are their areas they need to be concerned about? Such as lighter calves? Producers will say I traditionally wean in the fall of the year, so how do I offset those lighter calves. How did the Padlock Ranch handle these changes?

**Trey Patterson:** For us, that transition was pretty easy because we have the ability to background those cattle and carry them over and add weight to them, so weaning weights really not concern us. We were concerned about sell weights and don't get me wrong, I do understand we do sell weight in our industry. But, you also have to realize it sometimes those lighter calves, even if you're selling in the fall they are worth more dollars per pound. In our system they will compensate some big part of that weight difference on the silage rations during the fall and winter time, so we are still able to sell that weight. I am familiar with some other operations that have moved that season back that do sell calves in the fall of the year. They have not seen big hit on the revenue side. They have seen that cost savings that I talked about, but they work pretty hard at establishing a market for those lightweight calves. Those lightweight calves, as long as they are healthy and weaned and they don't have to deal with a bunch of health issues and death loss on them they are fun to feed because they're really efficient. You are still putting on a lot of bone and muscle that is fairly efficient gains that is more efficient than putting on fat. You can add weight to them, fairly economically. I think there are many buyers that are that are willing to pay more for those lightweight calves because they feed really well. They can own them a little longer and cheapen that initial investment back if their their cost of gains is less than the market so. I think that is certainly an issue and it is something to be considered, but you have to weigh that against the cost. There is market data available, you can say, I normally sell six weight calves in the fall and these may be five weight calves in the fall. What is the revenue difference? If you look at the price being higher on that lighter weight calves, there may be, the gross revenue is a little bit less, but when you put those cost savings on at net income may actually be higher.

**Robin Salverson:** Trey, thank you for sharing that.

**Trey Patterson:** Yeah you bet and we have gotten by really well with these May calves when we had to wean them early. We are pretty fired prone out here and it is not uncommon for us to get some fairly large fires that can take out, you substantial areas of range land, but we have weaned May born calves in August before and they are little bitty buggers and that is earlier than you want to. But those little buggers go on feed and they wean really, really well, in fact, I think that they wean easier than some of the bigger calves that we wean later in the year. So that does not not necessarily take management flexibility away from you.

Speaking of the fire situation. You asked about maybe some things we learned. One of the things that we were doing for quite some time was identifying water as a problem in a fairly large unit of the ranch and water is our first limiting nutrient. The water that is there has quite a bit of sulfur in it. Sulfate issues which I dealt with a lot Western South Dakota when I was there. To help mitigate this problem of poor quality water, we will just stock this really really light in the summer time and during the winter, put a whole pile of cows out there, and so we left that unit basically un-grazed. Now there is a couple of interesting points with that. One is during the growing season every year that range land looks really good I mean you know if you get rain you have got all that feed sitting there.

You also got a lot of activity on the soil and at sometimes looks like a game preserve by the time you turn in there. Winter grazing has worked really well. There is still quite a bit of quality and but there are some unintended consequences of doing that, over and over and over. I believe one of the things that we have we saw with that system was annual grasses starting to creep up. You would say, well, that does not make any sense you are deferring or resting these pastures through the entire growing season and I just talked about while ago how important it is to rest them. But if they are never grazed early in the growing season, you end up with a lot of litter on the soil, which is good, litters is good. You get warmer temperatures in the spring, maybe an earlier start to your growing season, because of the soil temperatures. You see more bug activity and so on, at the soil surface and that's good, but too much litter and no early season grazing I think makes a pretty dang good seed bed for these annual grasses. It gives them a chance to get rooted allowing those annual grasses to creep in some those pastures that had been routinely deferred until after the growing season. The other thing that we saw that we had were pretty large landscapes that were left un-grazed that fuel load was at risk to burn down with fire or being taken out like grasshoppers.

If you are going to winter graze, you obviously need to defer some pastures, but I think our thinking has changed. It has changed and we want to create more of a mosaic and so we are still deferring pastures for winter grazing, but we have changed our mindset, a little bit on how that is accomplished. We can come in and graze some of those pastures early you know every third year or so, we feel like that that early season grazing is good to help with the annual management, but it also creates a mosaic on the landscape so if we do get fires that we have got some areas where we can control them. If you have got all these pastures that are deferred, and on a good year and believe me, we didn't have to worry about too much moisture the last couple of years, but on a good moisture year the fuel load is so high, we could not stop the fires. So, if we had a fire, it was a big one, and it burned, a lot of country. We also had a few years where grasshoppers came in during the summer and took some of that that feed base out and a few years where some of that feed base got snowed in.

Cows are a lot better than we give them credit for getting through snow and grazing but we had a few years that we got 18 inches of snow on the level, it would warm up, get icy and it was a challenge.

On a whole landscape level we were putting that grass resource in that particular area at some risk, and so we are still deferring pastures, but we're trying not to do that all in the same area and all at the same time, trying to manage some of that. That has been a learning curve for us.

**Kiernan Brandt:** Great I think you bring up a really good point there, especially with some of that stuff that you guys are doing in such a strategic way targeting some of those plants early on in the year to give some of those ideal perennials a chance to get a better foot in those pastures.

I remember working early on in my agricultural lifetime for a city owned property between Cheyenne and Laramie, Wyoming. During the middle of those summers their litter load was so accumulated due to deferred grazing, they were having to mow fire breaks to prevent those fires from getting out of control should one occur, and then coming in later in the year and managing what they could out of those plant communities through yearling mob grazing.

And at that point, those plant communities were already I am sure decreasing and quality, and there was a lot more advanced grazing strategies that probably could have been employed to avoid a lot of those costs and hauling machinery up the mountain too. To mow fire breaks when, in reality, that was the whole point of putting yearlings out there in the first place, was to have them harvest that forage, so I think it's a really good point that you bring up and maybe mixing it up to advance those plan communities for the long term.

**Trey Patterson:** We have to be really effective at management, we have to learn to be systems thinkers and that that is looking at the spatial and distal relationships between cause and effect. The way our minds work by nature and the way we are trained in conventional education systems, we think everything is linear and we have fairly short memories. We have to train ourselves to look long term and look at some of the unintended consequences of what we're doing and really identify what the principles are of good management. We know the principle of resting pastures has been proven, it works, but in a systems thinking you are looking at that, from the impact of all those things we have been talking about, fire management to risk of losing your resource to how it impacts your animal performance and your marketing program and so on. There is just a lot of a lot of things to consider. I am afraid too many times, we use that as an excuse to say well dang this is complicated, I don't think I want to change anything. That mindset is really dangerous too. Once a business becomes mature, are done growing and go into a status quo, that is a danger sign in the business world. You could be heading towards, a slow death, and so we want to be innovative and we want to be trying new things and doing things differently. You also have to really think about some of those consequences and just be monitoring it and you have to realize that when we make changes in our production system there will be unintended consequences. Things that we didn't think about before, so monitor, understand it and manage it appropriately. I think about a football program, for instance. They recruit a young man to be a quarterback and he is highly touted recruit in college football. Turns out that it is not working out like they thought it should. He plays there a couple years and the team is not doing very good. Maybe it is the leadership, maybe the athletic ability was not there, possibly decision making, whatever it is. But I have sat and watched football coaches that would not let their ego make a change and because they made a decision or I am going to make this right and you double down on a bad decision.

So, a lot of it is, understanding what decisions we make are bad and not double downing. Do not look back too far and beat yourself up. Look back and say man that didn't work out quite like I thought, but I have learned from it, and now I am going to shift directions again and maybe that's just a very slight shift, maybe it's just some intervention. But we can't be afraid to try some new things and do different things and learn from it and then make adjustments, as we learn. We are always learning at the Padlock Ranch, we manage very complex biological systems. We manage a complicated commodity marketing scenario. Labor is a constant challenge, and we have to be making adjustments to our systems as we go on. That is really the difference in your top tier producers and those that are in the bottom tier of profitability is that people have learned how to reinvent themselves a little bit and really think out of the box. A lot of times those are not huge changes and sometimes there are, but I don't think we have to just accept that the cow calf industry, over a 10 year average, the course of a cattle cycle is a breakeven business. There are people making money at it and I think we have been able to show that. You can do this, and you can do it successfully, but you have got to be able to make some changes, continually learn and file those things we learned in memory.

We spend a lot of time, analyzing scenarios and looking at data, looking at information to try to understand what is working and what is not. I can give you a fairly simple example of that, h ere a few years back, we had a really dry summer and pregnancy rates were quite a bit lower than the normal. You look at those results and you start thinking about dang, maybe I should have fed more last winter, maybe I should have spent more money on supplements or feeding programs, or maybe I should have destocked more or whatever it may be. However, at further evaluation of the data the running age cows had as high of a breed up as they ever had. It was in the older cows, the nine year olds and older in the system, that really struggled in that dry summer, but what do you learn from that. If you would have thrown feed to the whole herd or system, you would have wasted feed for the lion's share of the cattle on the ranch. What we learned is boy, on those drought years, those older cows may need a little more tender loving care and so you strategically allocate those inputs to those age groups. Maybe it is your two and three old cows in your system that are having the issues. By looking at the data you are able to really make better decisions and think about it somewhat more from a system standpoint.

**Kiernan Brandt:** I think you bring up some really, really good points there about how it is just so crucial for us in this industry to constantly have our finger on the on the pulse of what's going on throughout the entire operation and be able to constantly adapt and evolve and kind of move on the fly with a lot of these things.

You know I love that quote by Albert Einstein that once you stop learning that is when you start dying and I think that really says a lot about how progressive we really have to be to stay relevant and stay at the top of this industry.

Maybe this is a great time to transition back to the female side of things a little bit and maybe you can tie some of that together with how you guys think about managing down the road in terms of forage availability and your forage base. How you guys make decisions on feed allocations to your heifers and how that frees you up to take care of some of those younger cows. As you mentioned, perhaps they are going to need some more feed resources as they go through the winter.

**Robin Salverson:** Thank you to Kiernan for providing a great question to kick off the next episode of Cattle HQ. We will be ending our conversation with Trey for this podcast, but join us for our next episode when Trey share how the Padlock Ranch manages their heifers, and young females with the forage resources they have. Thank you to Trey for joining us from the Padlock Ranch near Ranchester, WY and thank you for listening to Cattle HQ, brought to you by SDSU Extension. Headquarters for all things beef. Visit extension.sdstat.edu for the latest beef information. Until our next episode with Trey, the best way to improve your looks is to wear a smile.

**[Music]**