December 18, 2017

Your farm operation has been selected to participate in the January Cattle Survey, conducted by the United States Department of Agriculture. Accurate statistics are important, as producers deal with production and marketing challenges. We need your help to ensure cattle farmers are well represented.

The January Cattle Surveys furnish critical information needed to make reliable cattle and dairy estimates. These estimates provide you, the producer, with current information for making informed marketing decisions during the coming months. Farm organizations and agri-business firms will also use these statistics to provide better services to you.

Please respond to the survey in one of the following ways:

- **Online** at [www.agcounts.usda.gov](http://www.agcounts.usda.gov) beginning on December 21. *Responding online is the easiest, fastest and safest way to complete your survey and it saves taxpayer dollars too.* All you need is the identification number on the enclosed form to begin.

- **By mail or fax.** Complete the enclosed form and mail it back in the return envelope provided or fax it to 855-270-2709.

If we do not hear from you by December 31, we will contact you to arrange a telephone or personal interview. Due to the limited time frame for data collection there is a chance that we may call before you have had a chance to respond by mail. We appreciate your understanding and cooperation. As always, your responses are kept strictly confidential and used only in combination with other responses to set State and U.S. estimates.

NASS will publish the survey findings on January 31, 2018 at 3:00pm in the *January Cattle* report available at [www.nass.usda.gov](http://www.nass.usda.gov). Thank you for participating and for your support of the cattle industry. If you have questions or concerns, please contact me at (800) 453-7501.

Thank you for helping USDA make sure *agriculture counts*!

Sincerely,

![Signature]

Marlo D. Johnson, Director
Great Lakes Regional Field Office