

Dalebanks Digest

Spring 2017

Spring 2017 Private Treaty Sale Bulls

March will bring another excellent set of Dalebanks bulls to market. We will offer a select group of 75 spring yearlings on a first-come, first-served basis beginning **Monday, March 6**. Contact Matt today to receive information when available.

New and potential customers often ask us what areas of emphasis we use in genetic selection. Most of them expect us to answer with a given EPD trait or selection index, but our answer is the same as it was when Dalebanks Angus' founder, Bert Barrier, used it in the early 1900's; our sole emphasis is PROFIT through the PROGENY'S PRODUCTION.

Simply put, the bulls that we will sell this spring (and each time we offer seedstock to customers) have been selected for over 100 years for one area of emphasis: PROFIT in the commercial beef industry.

For most of our customers, profit begins with a set of females that are structurally sound, breed early, calve unassisted, and raise a healthy calf to weaning. Then that calf must grow rapidly, convert feed efficiently and meet consumer demand targets at the packing plant.

Regardless of market conditions, genetics that accomplish these fundamental objectives should give their owner profit opportunities.

Some in our business seem to make cattle breeding and selection more complex by focusing on fads and trends in their seedstock production. We don't believe this provides sustainable profit...for us OR our customers.

So-as in the past-these 75 bulls will have a complete set of EPDs and measurements formulated from their own measurements, genomic tests and pedigree information. They will be freeze branded, fertility tested and vaccinated. But perhaps most importantly, they will be backed by over 100 years of allowing a "cow to be a cow" here in the Flint Hills of Kansas. They will have generations of natural selection that should provide some of the most fault-free, honest genetics found anywhere in the country.

And along the way, they should have plenty of opportunity to bring profit to your operation.

Please contact Matt [anytime](#) to add your name to the list for information on these bulls as soon as it is available. We look forward to visiting with you soon!

Dalebanks Named to Seedstock 100

Adapted from *BEEF Magazine*, Dec 28, 2016

Once again, Dalebanks Angus Ranch was named to BEEF's Seedstock 100, a listing of the largest genetic producers in the beef industry. This list is based on the number of bulls marketed in 2016.

BEEF takes on this annual challenge for a number of reasons, which include monitoring the level of seedstock concentration and the market engagement of seedstock suppliers. It's also meant to recognize the contribution of seedstock producers who make all or a substantial portion of their cattle income from the seedstock business.

BEEF's Seedstock 100 list is based on the number of bulls marketed last year, not the number of cattle registered annually or the number of cows listed in inventories with a breed association or other genetic organization.

The volume of product offered is never equivalent to product quality. In the seedstock business, though, it typically speaks to a host of supplier attributes associated with customer satisfaction over the long haul, such as specialization, industry knowledge and commitment, adaptability and the wherewithal to earn repeat business.

Dalebanks Angus marketed 205 bulls in 2016 through their annual bull sale and private-treaty sales in the winter and spring. At 112 consecutive years in the registered Angus business, they are presumed to be the oldest continuously-operated seedstock herd on the list. Congratulations to the Perrier family at Dalebanks Angus.



Save the Date: Friday, June 16, 2017

The Dalebanks Family Reunion

Join us for this inaugural event that will educate and entertain our customers, suppliers, neighbors and friends. Interactive seminars will begin early afternoon, followed by dinner, drinks and entertainment that evening.

Mark your calendar and plan to join us for this enjoyable getaway. More details will follow later this spring. We're sure to do a little bit of **learning**, share a few **laughs** and have a whole lot of **fun!**

What I Learned

by Matt Perrier

For the past year, I was blessed with the opportunity to preside over the Kansas Livestock Association (KLA). Since December, I have had several neighbors and customers ask if I was "...glad it was over?"

Honestly, the job was made easier thanks to a tremendous staff and group of other volunteer leaders who I had the pleasure of working with. So I almost felt like I received more than I gave to the organization. But along the way, I learned a great deal. Below are just a few of my observations:

Regardless of the job, a loving, hard-working family and dedicated employees make life easier and much more enjoyable.

I could never have done this KLA job without my wife, Amy; parents, Tom & Carolyn; and our cowman, Eric Burden. They made it possible for me to be gone (and they might tell you that it was actually easier to get things done without me slowing them down ☺).

Beef producers are a giving, Patriotic bunch.

Last spring the Kansas Livestock Foundation (KLF) raised over \$525,000, plus feed and fencing supplies, for ranchers impacted by the devastating Anderson Creek Wildfire. The generosity of cattlemen who rushed to help was inspiring. They also awarded over \$27,000 in scholarships through KLF in 2016.

But the pinnacle describing the duty and character of beef producers was the opening session of each meeting, as the entire crowd participated in solemn allegiance to our country through the Pledge, National Anthem or America the Beautiful. During the recent NCBA convention, we heard from several locals in Nashville who were shocked to see 9000 cattlemen stand, remove cover and join the performers as they sang these hymns. This was not surprising to us in rural America, but it must unfortunately be a waning tradition in other areas of our nation.

We have a tremendous team assembled to protect and grow our industry.

While few of us agree with each policy in the National Cattlemen's Beef Association (NCBA) or KLA Handbooks, I think nearly all of us concur with their mission: *To grow beef demand by producing and marketing the safest, healthiest, most delicious beef that satisfies the desires of an increasing global population while responsibly managing our livestock and natural resources.*

The staff and volunteer leaders in NCBA and KLA are incredibly dedicated to their membership and industry. It's not just a job to them...they give the same passion and commitment to it that we do to our cowherds and ranches at home. And they need all of us to be

active members of these organizations, so we can help chart the course for our industry.

Our consumers pay for food that sustains life, but they pay *MORE* for food that makes them feel good.

Food with a "story" is a trend that has lasted longer than most experts predicted. Consumers love the romance and aura of cowboys and the western lifestyle. Beef conveys this story perfectly, but we need to tell it... instead of letting anti-livestock groups tell their ugly versions.

Diverse perspectives within our industry can be an asset, but in the last decade they have often been labeled as a liability.

I am tired of folks in our beef community who actively attempt to divide the industry. Those of us in the beef community agree on a lot more than we disagree, but our energy is all-to-often spent on our differences. Together we stand, divided we fall.

Decisions are easier to make when passion and emotion are removed from the process.

I think we often have our communication methods backwards for our given audiences. In industry discussions, we get passionate about territorial or political battles, but we're stoic and science-based when we try to talk to our consumers.

It is my belief that we actually need to limit the emotion during our discussions within industry circles, but *display* this passion and zeal for our industry when telling our story to the public.

Communication (with our consumers AND younger members of the beef community) must be done in brief, easily understood methods.

Millenials and Gen Z'ers will watch a show, video or post for 7.8 seconds before they move on to something new. They put more stock in reviews made by strangers online than they do in "sound science." They crave a connection with their food and its production. They want to be entertained while they are being educated, so we need to target our beef and ranching heritage messages accordingly.

Collaboration will be a key to our industry's relevance in the future.

Gains in efficiency, consumer communication and environmental stewardship will not be effectively accomplished on our own. More than ever, we must share knowledge and information to efficiently compete with other global food production segments.

Regardless of the effort, thought or energy expended, it's tough to "move a market" in the short run.

Throughout history, KLA members jokingly (or NOT so much) judge a president's worth by the positive differential between cattle prices during his tenure. So given the precipitous fall of 2016, I might have gone down in history as one of the worst KLA presidents yet. ☺

The Right Bull From the Right Place

Reprinted with permission from Drovers

Bull marketing season has started, which means producers are being bombarded with promotional advertising and articles on selecting and valuing bulls, and using genetic/genomic technologies.

To sustain the commercial cattle inventory, producers replace unproductive cows with new females as developed bred heifers. A primary need for some bulls is to produce daughters that are working cows that function well within the resources, management, restraints and economics of the ranch.

“To ensure that these daughters are of the genetic lineage that has the right characteristics, start by sourcing their sires from breeder herds that run their cows the way cows are run at your place,” advises John Dhuyvetter, the North Dakota State University Extension Service’s area livestock systems specialist at the North Central Research Extension Center near Minot.

“Do you expect your cows to graze for seven to eight months, winter on hay and minerals for the most part, and in doing so, maintain flesh and health, breed on schedule and produce a sound marketable calf with little intervention?” he adds. “How might daughters of a bull from a highly supplemented, silage-fed, barn-calved herd with breed-leading numbers for growth, milk and carcass traits stand up in your program?”

Dhuyvetter estimates that by achieving longevity in females, the replacement rate might be minimized to 10 to 12 percent of the herd annually. Theoretically, allowing for some calf losses and culling of heifer calves, less than 40 percent of the herd’s matings need to be to bulls targeted to genetically maternal replacements.

The criteria for bulls siring calves, which all will be terminal cattle, should focus on their market value as feeder cattle, if that’s what producers sell off the ranch, he says. Producers should try to buy bulls from breeders whose cattle have a good reputation in the cattle industry and who have networks that assist in marketing at leading prices.

These bulls’ progeny should be recognized for maintaining calving ease, as well as gain ability and carcass merit. The cattle feeder can pay more for calves that have been managed for high health, gain more than 4 pounds a day, convert feed to gain at 6 or fewer pounds of feed per pound of gain, finish at 1,300 to 1,400 pounds and hit marbling targets for choice or higher-branded beef programs.

The industry, at a basic level, needs a differing focus on bulls for breeding based on the expectations for their progeny, Dhuyvetter notes.

He also has this advice for producers buying bulls whose daughters will be the replacements for their herd:

- Look for bulls with sound mothers (udder, feet) and that have been in the herd awhile, maintain body condition and have been regular producers.
- Look for bulls that have been born on their own at a moderate size and have not required any extra treatments or help.
- Consider moderate-frame bulls that display depth, thickness, large scrotal development and docility.
- Look for bulls with offspring that have upper-ranking calving ease, stayability and good weaning/maternal index values.

For bulls whose progeny will be sold as feeder cattle and exclusively feedlot-finished for beef, producers should:

- Buy bulls from breeders and programs that may be recognized for value in their cattle and networked to assist in helping market your calves at prices that reflect their superiority.
- Look for bulls that, when mated to your cows, will produce feeders that gain and convert feed to gain, finish at heavy market weights and have a high percentage of choice grade.
- Know your limits for acceptable birth weights and calf size to maintain calving ease.
- Look for bulls with upper rankings for growth traits, carcass marbling and high beef/feedlot-carcass indexes.

Note from the Perriers:

For decades, we have believed that genetic selection tools based from solid phenotypic data are the gold standard for beef cattle selection.

But the irony is that as more emphasis is placed on these tools, we must be even more diligent in our evaluation and culling for necessity traits such as udder quality, structural soundness and fertility.

Each Dalebanks cow is scored within hours of calving for her udder quality. Yearling and two-year-old heifers are scored for foot soundness. And both heifers and cows are rigidly selected for fertility each season (females that breed in the first 30 days of the season are retained; those breeding later are sold as breds).

And as anyone who has toured our cowherd can attest, Dalebanks cows are not on a typical seedstock “gravy train.” They are expected to survive and thrive on standing forage 12 months out of the year, with protein and mineral supplementation as their main delivered feed resource in the winter.

*We believe that we are in partnership **with** Mother Nature. She helps us find the genetics that are sustainable... as long as we let her.*



75 Private-Treaty Bulls Available Starting Monday, March 6!

Sires include:

Complement, Composure, Upshot, 5050-0345, Upward 228, Thunder, Dalebanks War Party, KW Hoover Dam and others.

Plenty of calving-ease bulls for heifers, plus high-performance genetics for cows.

Bulls available for selection beginning March 6 on a first-come, first-served basis. **Contact Matt today** to receive information on this high-quality set of bulls. They will be freeze branded, vaccinated, fertility tested and ready for use this spring.

Dalebanks Females for Sale Private Treaty

Select groups of spring pairs and bred fall females will be available throughout the spring and early summer. Contact Matt for info.

“Dalebanks Family Reunion,” Friday, June 16, 2017

Come for the education, stay for the fun! Save the date! Invitations will follow later this spring.

113th Anniversary Bull Sale: Saturday, November 18, 2017

Selling approximately 130 yearling and coming 2-year-old bulls

Tom & Carolyn perrier@dalebanks.com
620-583-6956

The Perriers
www.dalebanks.com

Matt & Amy mattperrier@dalebanks.com
620-583-4305



Dalebanks Angus Ranch
1021 River RD, Eureka, KS 67045

FORWARD & ADDRESS SERVICE REQUESTED