

Spring Private Treaty Bull Offering Opens March 10

March 10 will mark the opening day of our 2021 *Practical. Profitable. Private-Treaty Genetics.* offering. We will sell approximately 70 yearling and coming two-year-old bulls in a direct-from-the-ranch, low-pressure format. Bulls will be individually priced and genetic prediction and pedigree info will be available on March 8. Bull orders will then be taken in a first-call, first-served fashion beginning at 8 am on Wednesday, March 10. Selections may be made by email, phone, text or in-person. Bulls will be evaluated for breeding soundness and vaccinated the week following and will be available for pickup in late March or early April.

As in past years, these bulls will offer a balance of Practical. Profitable. Genetics. for the commercial cattleman. They were weaned on pasture, developed on a moderate-energy ration to optimize growth while maintaining rumen function and structural soundness. They have been DNA genomic tested, weighed, foot-scored, ultrasounded and evaluated for docility. Their dams were developed and bred on pasture and have been intensively selected for fertility and reproductive efficiency.

For decades, our breeding and management philosophy has focused on offering cattle that offer a balance of profit-driving traits to the commercial cow-calf producer. While this practice may not result in extremes of one or two traits, it DOES produce consistent quality in a wide array of traits that drive profit into all segments of our business.

We look forward to visiting with you about this solid set of Practical. Profitable. Genetics. Call, text or email us anytime!

Dalebanks November Bull Sale Averages \$5438

Neither overcast skies nor the cloud of a pandemic could dampen demand for bulls during the 2020 Dalebanks Angus "Practical. Profitable. Genetics" Bull Sale, November 21, northwest of Eureka, KS.

59 coming 2-year-old bulls averaged \$6034, 70 yearlings averaged \$4936, with 129 total bulls averaging \$5438. The consistent quality was evident throughout the sale, as bulls traded in a range of \$3500 to \$11,000, with more than 75% selling for \$6000 or less. Bulls sold to buyers from Kansas, Missouri, Oklahoma, Texas and Colorado, with exactly 75% remaining in Kansas.

Top bull was Lot 2, Dalebanks Tahoe 9053, at \$11,000 and selling to Cross L Ranch, Sedan, KS. Lots 10, Dalebanks Sure Fire 9065, and Lot 13, Dalebanks Arb Discovery 9004, sold to Hashknife Ranch, Wilmore, KS, for \$10,500 and \$10,000, respectively. Lot 66, Dalebanks Broken Bow 9382, fetched \$10,000, selling to Live Oak Farms, La Grange, TX. Lot 85, Dalebanks Tahoe 9337 brought \$10,000, selling to Travis Thomas, Butler, MO. And lot 71, Dalebanks Sure Fire 9327, sold to Rex Savage, Florence, KS for \$9000.

The Perrier family thanks all of their customers, family and friends for their continued support of the Dalebanks program, now in its 116th year of raising Angus seedstock for the commercial beef cattleman.



Never Another Bad Day

I ran into a good customer of ours at the tire shop last week and he commented, “I’ve been listening to the experts, and it doesn’t sound like there’ll ever be another bad day in the cattle business.” He went on to clarify that the long-term market reports have quickly gotten bullish about the beef complex for the next year or two.

While market outlooks are always easy to argue, many of the drivers for this optimism are the same ones that we have been discussing in this newsletter for the past several years.

1. Beef demand (both domestic and global) is incredibly strong. Consumers appreciate the huge strides that beef has made in its quality and consistency, and they are willing to pay for our premium protein.
2. Cattle inventories (both cows and calves) outside of feedyards is lower than past estimates. USDA recently reported the “disappearance” of 468,000 calves from the 2019 calf crop. The majority of those would have been 2021 fed cattle, but as many in the industry suspected, they never existed in the first place. Severe weather issues and increased open females are likely two main reasons.
3. Boxed beef prices saw unprecedented price increases in January and early February, which has (finally) led to stronger cash and futures prices.
4. Most analysts now agree that 2019 was the peak in beef supply and given that heifer retention is down and cow slaughter up, the longer-term outlook is friendly.

Now, we are not ready to predict anything like the glory days of 2014, but there are plenty of indications that this demand-led rally of late 2020 and early 2021 is a positive sign for the beef industry. We believe that it proves that a value-driven beef industry can weather the confluence of an economic downturn and simultaneous large supply of market-ready cattle much better than we could when we were truly a commodity industry, paying the same price for cattle, regardless of their quality and value to the consumer. For more on this tremendous demand growth, see Dr. Corah’s article on page 3.

While the battle for the “center of the plate” is still very competitive, it is clear that beef has established itself as the premium protein. Now it is up to us as beef producers to not only use the genetics and management to continue to offer this quality, but also document this quality in order to differentiate our premium quality to potential buyers.

The Week Hell Froze Over

No rancher in the region escaped Mother Nature’s wrath in mid-February, but for those in the midst of calving, it was especially difficult. Headline credits to my sister, Michele, who shared the phrase, which aptly became the title of this piece.

Ranchers are blessed to have the great outdoors as their workplace, but this beautiful office can turn ugly in mere moments. Such was the predicament a few weeks ago. The bitter cold temperatures and wind chills caused issues never imagined, as areas throughout the plains saw things freeze that never were considered possible. Like most lessons, we learned much and exposed weaknesses in our management. And, like most lessons, we don’t want to experience this one again.

As many of you, we were in the midst of our first round of AI calving, so it was “all hands on deck” to deal with Mother Nature’s fury. Our story likely resembled yours, as everyone got called upon to share the load of the 24-hour per day battle to keep animals alive, watered and fed.

And although I pray that we never have to go through that again, it was another opportunity for learning and growth. Not only did we learn some better management practices, I believe that it brought us even closer together as a management team and as a family.

Very few ranchers make their vocational decision because they want an easy living. They do it because they love the land, the livestock and the lifestyle. It is not a job for the faint of heart, but it does teach all of us the priceless lessons of hard work, determination and faith.

I just hope I learned enough to last the next few decades.



Delivering More Marketing Opportunities

By Dr. Larry Corah, Emeritus Professor, Kansas State Univ. & Select Sires Supply Chain Consultant
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Historically, one of the challenges for the beef industry has been adding value to cattle. From the early days of cattle drives, to the advent of large feeding companies, the search for more profit was hard.

Why has that been the case?

A likely reason is that like most agricultural products, beef was a commodity. Cattle of greater quality covered the cost of poor quality cattle and all sold for nearly the same price. Another reason is the beef industry is a very segmented industry so for years the only way to make money was at the expense of another segment.

Are we making progress? I'd argue yes. Two big industry changes have started the trend.

The first was the large feeding companies moving to formula and grid marketing as they sold cattle to packers. Once all cattle were sold live; today, nearly 75 percent of all fed cattle are sold on a formula or grid. Nearly all of these contain premiums for certain carcass traits.

Certainly, I'm biased from my days with the Certified Angus Beef® (CAB) program, but CAB changed the industry bringing premiums for producing a higher grading carcass. First CAB turned the industry toward black-hided cattle, and then started bringing premiums for those cattle that could hit the target. Today a CAB qualifying carcass will bring \$40-60/ head over a Choice grading carcass, and up to \$150-180 over a Select grading carcass.

Has the industry responded to these price signals? Absolutely. Fifteen years ago we were producing cattle that graded 55 percent Choice and Prime and today we are over 80 percent Choice and Prime. Folks, that is progress in a short period of time. Prime was once considered an aberration when it first occurred. It is, and should be, a target for cattle producers. Today, we are making progress over 10 percent of fed cattle grade Prime, which is up from the common 3 to 4 percent level that we have seen for years.

So how have our consumers responded to what I will argue is the highest quality beef product ever produced? The way you would hope. By paying more money for quality. One of the best examples of that is the past nine months. With a pandemic causing skyrocketing unemployment, we first saw ground beef flying off the shelves, but to my amazement we have paid more money for Premium Choice and Prime. The Choice-Select spread has approached all-time highs while the CAB-Choice spread, as measured weekly by the Urner-Berry Co., has nearly doubled its normal rate. That to me is real demand, producing more for a higher price. WOW!

The bottom line is that I couldn't be more bullish on the future of this great beef industry and the opportunities for producers using quality genetics.



WANTED: Dalebanks-sired steers

Dr. Corah is right...there continues to be a huge demand for high-quality cattle that deliver high-quality beef. We continue to work with feedyards and programs that know the value that Dalebanks-sired cattle bring to the table.

Please let us know when you have calves or yearlings selling. We will pass this documented information on to buyers interested in load-lots of Dalebanks-sired cattle bound for the feedyard. Feeders appreciate how premium Dalebanks genetics feed and grade, so let us know how we can help get an extra bid or two on yours when they are marketed.

Matt Perrier

620-583-4305 (mobile)

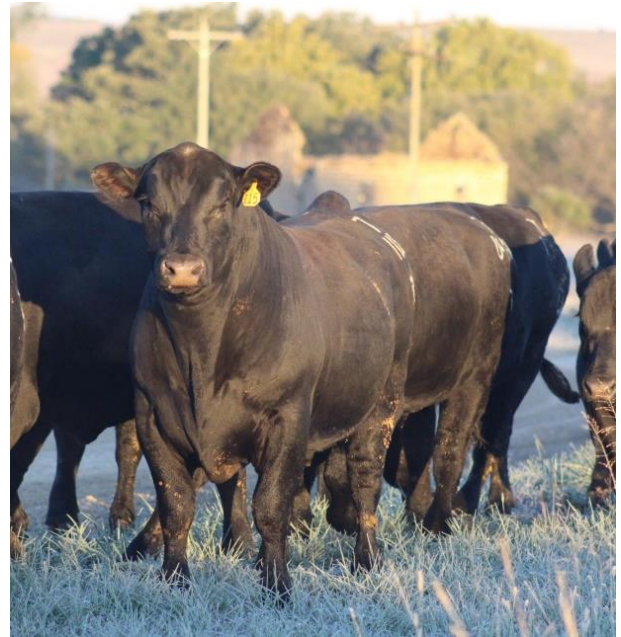
mattperrier@dalebanks.com

Practical. Profitable. Bulls.
AVAILABLE AT PRIVATE-TREATY
Beginning Wednesday, March 10

Selling 70 Yearling and 18-month-old bulls sired by Connealy Glory, Tehama Tahoe, Southern Charm, Niagara, and other balanced-trait sires.

Plenty of calving-ease bulls available.

Contact Matt today to receive prices and information to select Practical. Profitable. Genetics. for your herd.



Dalebanks bulls are:

- * backed by 117 years of balanced-trait, disciplined breeding and data collection*
- * forage developed * fertility tested * foot scored * freeze branded*
- *evaluated for genomic & growth traits * docile * ready for turnout*

Also selling select groups of registered females throughout the spring:

- 12 fall-bred heifers, calving October 2021
- 20 fall-bred cows, calving late October-November 2021
- 20 spring-bred heifers, calving March 2022 (available in mid-July)

Dalebanks Angus

1021 River RD
Eureka, KS 67045

