

The Bulls

November 20, 2021, will feature an offering of the highest quality, most consistent set of bulls in the history of Dalebanks Angus. True to our objective to produce Practical. Profitable. Genetics. for top commercial and registered producers across the country, the 125 bulls listed this year combine optimal levels of calving ease, growth, carcass and maternal traits. As we see the seedstock business become even more segmented, our family is steadfast in our belief that cattle should SIMULTANEOUSLY offer soundness, performance and longevity...not just one or two of these important qualities.

We will start the sale with the top 55 bulls from the spring 2020 calf crop. These bulls were sorted from over 125 spring bull calves born in the Dalebanks program. They were developed last spring and have spent the summer grazing native pasture. They truly are the "best of the best" in every way.

After these stout coming 2-year-olds sell, we'll offer the top end of the deepest set of fall yearling bulls that we have ever sold. These bulls recently came off of their summer grazing period and have now begun the development phase on their forage-based ration. They will be sired by many of the same sires as the older bulls with a couple of new sire groups (see back page for list).

We realize that there are numerous choices in Angus bulls today. You may find bulls that have higher EPDs for a given trait or two. Other programs might have higher actual weaning weights. Some bulls might display a fancier "look." And yes, there are certainly cheaper bulls out there, as well. But customers who have tried "Brand X" bulls and then return to buy "Open D" bulls indicate that finding bulls like ours that combine structural soundness, optimum EPDs, early growth, calving ease, and docility is increasingly difficult today.

We look forward to visiting with you about our breeding philosophy and disciplined culling that have helped us produce Practical. Profitable. Genetics for 117 years. Call, text, email or stop by anytime.



Dalebanks Glory 0654, AAA 19876861
300 \$C, 1.0 Marbling, 17.4 Hfr Preg
This cowman's bull sells 11/20/21!

The Heifers

For the first time in nearly 20 years, we are excited to once again offer maternally-focused, top-quality registered females through this year's sale. 30 fall yearling heifers will be sold following the bulls on November 20, 2021. We will have something for everyone in this high-powered group, with top-end donor prospects as well as time-tested genetics for those buying their first set of registered females.

These heifers are from the heart of our herd, AI-sired, and will have the same Practical. Profitable. Genetics. that Dalebanks cattle have offered for well over a century. They are genomic tested, weighed, ultrasounded, vaccinated and ready to breed at any time after the sale.

Offering this caliber of females at public auction was not an easy decision to make. But thanks to a higher percentage of heifer calves in 2020 and an excellent conception rate on the cowherd this year, we decided it was time to share these genetics with more buyers than we can with private treaty transactions.

Leading off will be an exceptional daughter of Tehama Tahoe, Blackbird 0942 of Dalebanks, AAA 20025251. She is nearly \$200 \$Beef, over \$330 \$Combined and a deep, soggy look that will impress nearly any cowman. Her $\frac{3}{4}$ -sister, Enamel 0987 of Dalebanks, AAA 20025248, boasts 139 YW EPD, 14 HP EPD, \$80 \$Maternal and \$311 \$Combined! More like these will follow throughout this tremendous group.

We look forward to your evaluation of these heifers and hearing how these Practical. Profitable. Genetics perform in your cowherd.

Freeze Branding, AirPods and Dirty Jobs

For all its permanency, freeze branding is one of the most mundane tasks I do at Dalebanks. But four times each year, we purchase dry ice and denatured alcohol, set the chute in the barn and rocket through about a hundred head of yearling bulls or heifers at the blazing pace of nine head (plus or minus) each hour.

Thanks to the gift of Air Pods this spring--and a recently increased allotment of data on my phone plan, I was able to pass the time by listening to a few podcasts during this spring and summer's branding days. Not knowing my way around "podcastlandia," my initial choices (sometimes accidentally) spanned the gamete from business to philosophical topics, conservative to liberal hosts, and everything in between.

But my favorite thus far has been "*The Way I Heard It*," hosted by Mike Rowe. I have always appreciated Rowe's work on "*Dirty Jobs*," where he tags along to tell firsthand stories of hard-working Americans while they do their daily tasks. His no-nonsense, humorous approach to otherwise routine jobs seemed like a fitting backdrop as I clipped, cleaned, sprayed and held two cold irons on hides for 43 seconds per round...hundreds of times each day.

After hearing several episodes of this podcast, I was hooked. Enough so that I listened to it while packing silage. And hauling cattle. And driving to meetings. I listened intently to this native of the Chesapeake Bay, who now calls San Francisco home. I discovered he had been an Opera singer, door-to-door salesman and hosted hundreds of different TV shows. Most known as a reality TV fixture, his work on *Deadliest Catch* and *Dirty Jobs* have gotten him the most notoriety, but Mike Rowe is about as different from you and me as any American could be. He has NO connection to production agriculture...or ANY type of production, for that matter.

But he's one of our biggest cheerleaders.

I try to stay "plugged in" to current beef industry information. I constantly try to learn from those within our industry. I give consideration to past decisions made in the past and try to learn lessons from these instances. I attend meetings and take courses to improve my ability to produce genetics as efficiently and effectively as I can. But I have to admit...some of the most beneficial ideas for improvement often come from a guy like Mike Rowe...entirely outside of my typical sphere of influence. And that list gets longer with each year...business consultants, medical doctors, random vacationers in the hotel lobby...they all seem to help me improve my perspective in both my personal and professional lives.

Many of these folks don't know how a rumen functions. They don't know the gestation length of a cow. They don't even know the difference between a pen and a pasture. Most of the time, I'm preaching about TEACHING these folks these beef industry basics, but I'm beginning to recognize that I may instead need to LEARN from them.

The tradition-rich nature of the beef industry is a beautiful thing, but it can also contribute to a certain lack of progress and risk-taking. Without taking anything away from information-sharing within our industry, some of tomorrow's challenges may be better solved by taking a few lessons from those who don't necessarily look, live or think like me. There is one consistent lesson that I learn as I listen to folks from outside of our beef community: they are inspired by our culture and they want our beef. Do they have questions about how and why we produce food? Sure. But as hungry as they are for our beef, they're even hungrier for information and assurance that we care and want to improve.

So you'll still likely see me at the occasional cattlemen's meeting, and I won't cancel my subscription to all of my beef industry email updates just yet. But as I go about breeding and raising genetics that will benefit our beef business, I plan to occasionally step *outside* of the pasture to help find solutions for what we're raising *inside*. The "dirtiest guy on TV" told me that to achieve contentment in life, I should look at my job, family and personal life from someone else's perspective whenever possible. This outsider's viewpoint is the best way for true appreciation, learning and growth.

At least..."*That's the way I heard it.*"



Speaking of Questions

Those who know a Perrier know that we are usually full of questions. Regardless of which of the three current generations with whom you may talk, we will likely ask some sort of question during the discussion. And for any of you who knew my great-grandfather Barrier, you are WELL aware that our pedigree is chock full of curious characters. An inquisitive mind can either be a blessing or a curse, depending on the situation...and your perspective.

Regardless of the task at hand; genetic selection, management changes, herd health, nutrition or marketing, we always ask sufficient questions to help arrive at the best solution. Voltaire once said, "Judge a man by his questions rather than by his answers." We believe this to be true and welcome those times when customers, neighbors and friends ask us to share insight on the Dalebanks program, agricultural issues or any other worthwhile topic.

*Judge a man by his questions
rather than by his answers.
-Voltaire*

Not only do we enjoy providing background and information about matters in which we have experience, the process of addressing these questions nearly always teaches us something, as well. And yes, it likely comes after we ask another...you guessed it...question (or two).

So anytime you want to discuss anything you see in this newsletter, catalog, in your own business; or if you just want another person's perspective, give us a call. This direct communication almost always results in better understanding, shared knowledge, and a better outcome for both of us.

We look forward to visiting with you soon!

CattleFax Forecast Optimistic for Beef Industry

Reprinted with permission, Kansas Stockman, 8/13/2021

Strong demand combined with higher cattle prices signals an optimistic future for the beef industry. That's what CattleFax analysts told those attending the Outlook Seminar during the Cattle Industry Convention in Nashville this week. Consumer and wholesale beef demand are both at 30-year highs and, according to CattleFax Vice President of Industry Relations and Analysis Kevin Good, all classes of cattle are projected to trade higher, with prices expected to improve several hundred dollars per head over the next three years.

"As drought, market volatility and processing capacity challenges unnerved producers over the past 24 months, the industry is liquidating the beef cowherd, which is expected to decline 400,000 head by January 1, reaching 30.7 million head," Good said. "While fed cattle slaughter nearly equals 2019 highs at 26.5 million head this year, we expect a 500,000 head decline in 2022. This, combined with plans for new packing plants and expansions, possibly adding nearly 25,000 head per week of slaughter capacity over the next few years, should restore leverage back to the producer."



Good forecasted the average 2022 fed steer price at \$135/cwt., with a range of \$120 to \$150/cwt. throughout the year. Over the next three years, the 800 lb. steer price is expected to average \$165/cwt., with a range of \$150 to \$180/cwt. The 550 lb. steer price is estimated to average \$200/cwt., with a range of \$170 to \$230/cwt. Finally, Good projected bred cows at an average of \$1,750/hd. with a range of \$1,600 to \$1,900 for load lots of quality, running-age cows.

Also during the seminar, Creighton University Professor Emeritus Art Douglas forecasted a return of La Niña this fall likely would intensify drought for the West and Plains region into early 2022. CattleFax Vice President of Research and Risk Management Services Mike Murphy suggested the drier weather in the Northern Plains and West will pressure crop and hay production levels and quality this season. Hay prices are expected to average nearly \$170/ton this year and should be steady to \$10 higher in 2022, he said.

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

www.dalebanks.com

Tom & Carolyn Perrier
620-583-6956
tperrier@dalebanks.com

Practical. Profitable. Genetics.
Annual Sale November 20, 2021

12:30 pm at the Dalebanks Angus Sale Facility, 1030 River RD, Eureka, KS

**Selling 125 yearling and
coming 2-year-old bulls sired by:**

Tehama Tahoe	KM Broken Bow
Connealy Glory	Deer Valley Unique
Connealy Cool	BUBS Southern Charm
SS Niagara	Hoover Know How

Plenty of calving-ease bulls available.

**PLUS...selling 30 open yearling heifers.
Top-quality seedstock from the heart of
the Dalebanks program.**



Hope rarely misses the chance to go check
"Da Bullzzz."

Contact Matt to receive your catalog!
620-583-4305 (text/mb) mattperrier@dalebanks.com

COMMERCIAL HEIFERS FOR SALE - If you're in the market for top-end commercial bred heifers, let us know. We know of several sets of excellent Dalebanks-influenced genetics selling this fall.

*The most serious mistakes are not being made as a result of wrong answers.
The true dangerous thing is asking the wrong question."*

- Peter Drucker

Dalebanks Angus
1021 River RD
Eureka, KS 67045

D **DALEBANKS**
ANGUS practical.
profitable.
genetics.