

COW BULL BUSINESS NEWS

Fall 2011



Focus on the Females

Our long-time customers know that for 107 years, the primary focus of the Dalebanks program has been on producing balanced-trait, hard-working bulls for commercial cattlemen nationwide. While that focus has not changed, this fall's newsletter will demonstrate that in spite of (or because of?) all the attention given to the production of these multi-faceted genetics, we have simultaneously produced some fantastic, breed-leading females along the way.

Dalebanks customers who save replacement females can tell you the true value of maternal genetics produced here in the Flint Hills for generations. By managing inputs to mirror that of the commercial cow-calf sector, our cowherd has been naturally selected for the profit-driving traits such as fertility, maternal instinct, structural soundness and longevity.

During this time of high feed costs and reduced cow inventories, efficient, productive females are a necessity in both the commercial and seedstock herds. As always, November 19 will offer the opportunity to procure bulls with these maternal genetics as their foundation, plus optimum EPD levels for nearly any production or marketing scenario.

In addition, on October 1, registered Angus breeders will have the chance to also select from an elite set of females chosen from the absolute top of the Dalebanks cowherd. The first-ever **Proven Brands of Kansas Elite Angus Female Sale** will be hosted at **McCurry Brothers, Sedgwick, KS**, on **October 1, 2011**.

Commercial Marketing Assistance

As the fall marketing run heats up, remember to contact us if you would like additional assistance promoting your commercial cattle for sale. As a Qualified Seedstock Provider for U.S. Premium Beef, we have access to their Feeder Fax service that distributes our customers' steer or heifer groups for sale. Just call or email us at least a week prior to your scheduled sale date at your local livestock market, video auction or country cattle sale, and we will try to help get an extra buyer or two. In addition, we have relationships with several additional sizable feedyards outside of the USPB network, and we will email information to these buyers as well.

In addition, if you have commercial females for sale any time, please let us know. While this is a bit more intermittent market, we try to help put interested parties together when possible.

Blackbird 619 of Dalebanks and her flashy Summitcrest Complete daughter, 1096. They both sell in the Proven Brands of Kansas Elite Angus Female sale, October 1, 2011.

Sale Cow Selection

We have already been asked the age-old question, "How did you choose cows for the Proven Brands Sale?"

Since we are relatively new to the marketing of elite Angus females, we went with what WE would want to see if going to another breeder's sale...THE GREAT ONES.

Therefore, both the spring and fall cows were selected using the same criteria used when choosing our donor cows each year, with attention given to the priorities below:

*Fertility, Longevity and Udder Quality
Structural Soundness, Docility and Fleshing Ability
Past Progeny performance and EPDs*

Take a look and we think you'll agree...these are cows that anyone would be proud to own.

What About the Bulls?

Rest assured, participating in a female sale has not diminished our focus on this year's bull offering one bit. As always, these bulls have been bred, developed and managed in a manner to get the maximum use and production in commercial herds across the country.

And the cowherd behind them demonstrates the ability to breed early in a real-world scenario, raise a sizable calf annually, and have the necessity (NOT "convenience") traits of udder quality, docility and longevity to stay in the herd for many years.

The 70+ spring long-yearling bulls have spent the summer on a section of rugged native grass here at the ranch. The fall yearling bulls are currently being developed at Sylvester Bull Development north of Wamego.

As always, the bulls will be freeze-branded, vaccinated and evaluated for fertility by a veterinarian. Plus, they sell with the Dalebanks first breeding season guarantee. Put these bulls to work in your herd and see how the Dalebanks difference can help improve your profitability.

Annual Bull sale: Nov 19, 2011

12:30 pm at the ranch NW of Eureka, KS
Selling 125 yearling and coming 2 yr old bulls

Numbers Tell the Profitability Story

By Shawn Walter, reprinted with permission of *BEEF Cow-Calf Weekly*

When industry folks ask me questions, I turn to the data. When I have questions, I turn to the data. So in today's feeding environment, the most logical way to find profitability drivers is to crunch the numbers.

Along with associate Ron Hale, we recently analyzed closeouts from nearly 450,000 head from 2004 through 2009.

Some things weren't surprising at all. The highest profit group had the heaviest finished weights (1,311 lbs. vs. 1,270 lbs.), the best average daily gains (3.31 lbs. vs. 2.8 lbs.) and 28-lb. heavier carcasses. Their live advantage was punctuated by better results on the rail.

High-profit lots had 56.20% Choice or better carcasses with 12.28% in the premium Choice category, while low-profit lots had 49.83% Choice or better and 9.6% premium Choice. Of equal interest, the high-profit lots had almost 13% yield grade (YG) 4s and 5s compared to 11% for low-profit lots. The additional carcass weight and improved quality grade overcame the YG discounts (and probably additional carcass-weight discounts) netting more profit to the bottom line.

So, out jumped the surprises: higher YG and higher quality grade are both linked to higher profit.

That got us profiling cattle based on some of those traits. We sorted cattle on their gain, grade, hot-carcass weight, days on feed, and the list could go on and on, but we stopped there for now.

One clear result was that many of the same trends that existed in the profitability profiles were present in the high-, mid- and low-grading cattle. Those with the highest quality also had the heaviest finished weights (1,305 lbs. vs. 1,276 lbs.), the best average daily gains (3.18 lbs. vs. 2.97 lbs.) and 13-lb. heavier carcasses.

We often think of tradeoffs between carcass performance and feedlot performance – that you have to have one or the other. What we really saw was that the best-grading cattle were both in the upper profitability and best feeding performance groups.

Looking at it from a feed utilization standpoint, this makes sense. If an animal is more efficient at metabolizing feed nutrients for gain there is potentially more energy available for fat deposition, meaning fewer YG 1s and 2s, and more Choice and Prime carcasses. This is, of course, dependent on the level of feed intake. We didn't have health data, but healthy cattle gain and grade better, so health is very likely a factor, too.

Days on feed and placement weight were not significantly different between the high- and low-grading groups, so the higher grade didn't come from longer feeding periods. As you might expect, the highest-quality grading cattle had almost twice as many YG 4s and 5s as the low-grading cattle (16.2% vs. 8.2%). Still, higher grading cattle were about twice as profitable as low-grading cattle, with an average return of \$35.21/head compared to \$18.03.

Even with those YG percentages, we believe overall and as a trend, we've seen cattle underfed by 30-40 days. They haven't reached that point where feed costs start exceeding the value of the cattle.

You can add on additional pounds until performance reaches a point where you actually start losing money, but up until that point every pound you add is improving profitability and generally improving quality. If you've got the type of cattle that will grade and if you're monitoring that cost of gain, you can really push them to where you're increasing grade and profitability at the same time.

If you know the genetics, you can feed harder and longer. If they're unknown it may be a riskier gamble.

Bottom line: The numbers tell me profit is tied to performance and quality. Feeders can make more money on the cattle designed to convert, gain and grade; and those traits can and do exist in the same package.

Culls Once Again Look Like Champs

Dalebanks Angus once again fed their cull steers and heifers at Tiffany Cattle Co, Herington, KS.

Similar to last year's pens, the cattle did exceptionally well—especially considering that they were the entire "bottom end" of the Dalebanks spring-born calf crop.

Averages of the two years' pens are listed at right, and you can see just how well the cattle did on the rail.

This year's group was not price contracted, so with the volatility in the fed market, we got anxious and sold the cattle a few weeks early. This improved our Yield Grade, but hurt things like dressing percentage, carcass weight and quality grade.

Still, these bottom-end steers and heifers mirrored what we have seen by developing thousands of bulls over the past decades. Even though our bulls are grown on a much lower energy, higher forage diet, it is clear that Dalebanks genetics have the ability to achieve optimal gains at very efficient levels. They also deposit large amounts of marbling in short periods of time—without being "pushed" at high energy levels.

This, along with our rigid selection process for range cow fertility are what continue to help Dalebanks customers achieve maximum profitability. Whether cattle are marketed off the ranch, out of the feedyard or on a value-based "grid," do-it-all Dalebanks genetics can boost ranchers' profitability by maximizing revenues while minimizing inputs. Again, this is a true description of EFFICIENCY.

As our customers consider marketing options for their Dalebanks-influenced calves, they can rest assured that if market conditions indicate that feeding their cattle could be the most profitable decision, Dalebanks genetics should offer the optimum growth, conversion and grading ability that result in the highest returns possible.



"Like" Us, PLEASE

Dalebanks has recently tiptoed into the world of social media. For those of you on Facebook, we encourage you to "like" our Dalebanks Angus Ranch page, and you will be able to keep up with the goings on around the ranch.

While we might not be as prompt and frequent with our posts as some, we will try to get noteworthy goings on (groups of cattle for sale, bull sale supplement info, etc) as they come about. We currently have photos of our cows in the Proven Brands of Kansas female sale, and we also plan to post pictures and videos of bulls in our November sale.

We understand that most of our customers continue to use the standard forms of communication (as we do), so don't throw out our phone numbers or addresses just yet!

So... T2UL, CU L8R, ttyl ... or just Goodbye!

Tom & Carolyn 620-583-6956 tperrier@dalebanks.com
1021 River RD
Eureka, KS 67045
Matt & Amy 620-583-5033 mattperrier@dalebanks.com
1823 G50 RD
Eureka, KS 67045

2010-11 combined data

Avg Daily Gain	3.43
Feed/Gain ratio	6.9
Cost of gain	\$73.87
Live wt	1221#
Carcass wt	786#
Dressing %	64.4%
Prime	36%
CAB or better	86%
Black Canyon®	7%
Choice or better	99%
Sel	1%
YG 1 & 2	22%
YG 3	60%
YG 4 & 5	18%

Jrs. Shine With Dalebanks Genetics

Cooper Canada, Morehead, KY, led Ms MLH Promptitude 503X to Grand Champion Percentage Heifer honors at the Eastern Regional Junior Simmental Show last June. She was then awarded Res. Champion Bred & Owned Percentage Female at the Nat'l Jr Simmental Classic in July.

Cooper's heifer is out of **Dalebanks Promptitude 6504**, a 1023 daughter purchased in 2007. Congratulations to the Canada family for this outstanding achievement!

Tanner Wells, Eureka, KS, exhibited his two steers purchased from **Eric McLean**, Piedmont, KS, to high honors at the Greenwood County (KS) fair. Tanner's steers then went on to become Champion and Reserve Champion carcass steers in the show. Both steers were out of Dalebanks females purchased by the **McLean family** in 2002.

Heifer Pregnancy EPDs released

Whether you have 20 or 2,000 cows, success in the U.S. cattle business lies in your herd's reproductive ability; however, those traits are among the most difficult to characterize from a genetic standpoint.

But after years of collecting breeding records, the American Angus Association® has introduced a genetic selection tool to help Angus producers better identify animals with desirable reproductive ability.

The heifer pregnancy expected progeny difference (HP EPD) will measure the chance of a sire's daughters becoming pregnant during a normal breeding season.

"One of our research initiatives has been to characterize reproductive traits in the Angus breed. Now, after much time in the research phase, we've developed a database that allows us to provide EPDs for the reproductive complex," says Bill Bowman, American Angus Association chief operating officer (COO). The HP EPD isn't a new concept. The Association began reporting heifer pregnancy research values in its biannual *Sire Evaluation Report* in 2007.

In June 2011, the Association Board of Directors approved moving the HP EPD from research to reality. Beginning July 8, the EPD will appear weekly alongside other maternal trait EPDs such as calving ease maternal (CEM), maternal milk (Milk), mature weight (MW), mature height (MH) and cow energy value (\$EN).

"Angus breeders and their customers continue to recognize the value of selection tools available through the Association," says Sally Northcutt, Association director of genetic research. "The weekly heifer pregnancy evaluation will provide more real-time EPDs for improving the probability of successful heifer breedings in the herd."

Heifer pregnancy EPDs are developed using breeding records, pregnancy-check and calving data, as well as pedigree information. The unit of measure for the EPD is a percentage — a higher EPD is more favorable. "In this case, when comparing two sires on heifer pregnancy EPDs, a higher-EPD sire would be expected to have daughters with a greater probability of becoming pregnant than a sire with the lower EPD," Northcutt says.

Although reproductive traits are challenging to measure and tend to be more lowly heritable in comparison to growth and carcass traits, Northcutt says the Association is spearheading an aggressive push to expand the breeding database, with first-calf heifers as the initial target for selection tools.



Ms MLH Promptitude 503X, Reserve Champion Percentage Heifer, National Classic Jr. Simmental Show. Daughter of Dalebanks Promptitude 6504. Owned by Cooper Canada, Morehead, KY

Dalebanks Extender Excels in HP

Dalebanks Extender 6012, owned with McCurry Brothers, Mt. Hope, KS, ranked as the fourth highest bull (with an Accuracy of .50 or higher) for the newly released Heifer Pregnancy EPD through the American Angus Association.

As we have known for years, Extender daughters are amongst the most fertile, best-uddered, longest-lasting cows in the Angus breed. These maternal characteristics, along with his breed-leading calving ease and low birth genetics, have made him a foundation sire in many top Dalebanks cows.



Enamel 939 of Dalebanks and her In Focus calf, 1018. These two young females sell in the Proven Brands of Kansas Elite Female Sale, October 1, 2011. See more photos and information on our Dalebanks Angus Facebook page or look for our sale book in the September Angus Journal.

Private Treaty Females for Sale Now

We will have three packages of solid registered females for sale via private treaty this summer and early fall:

6 head Fall bred heifers - Calving this November - All bred to Mill Brae In Focus 8142. Very consistent group sired by 5050 and Gardens Wave.

10 head Fall calving cows - Calving Oct & Nov - Bred to Lead On 5165, Foresight 9644 and Kesslers Frontman.

15 head Spring calving bred heifers - Calving Mar & Apr 2012 - Bred to Dalebanks Foresight 048.

We also have a customer interested in 350 spring and/or fall calving heifers or young cows.

Contact Matt for information regarding these females!

Annual Bull Sale
Sat., November 19, 2011 * 12:30 pm
At the ranch, 3 ½ mi NW of Eureka

Selling 125 bulls

70 coming 2's, 55 fall yearlings
Ultrasounded, fertility tested and ready to work

*Sired by: In Focus, Final Answer, Daybreak,
Objective, 5050, New Standard, Lead On 5165,
Upward, Foresight, Net Present Value, i87 & K205*

This year's bull offering illustrates our family's 107 year commitment to balanced-trait, profitable bulls produced for the commercial cattle producer.

- Their EPD show that they excel in a **complete** range of AHIR-recorded traits.
- Their phenotypes indicate that they are sound-structured, moderate-framed bulls that should perform well in a variety of environments.
- Bulls were developed for roughly 100 days on a forage-based development ration at Sylvester Bull Development, Wamego, KS. The coming 2 year olds have spent the summer on native pasture.

Put these bulls to work in your herd and let the Dalebanks difference help boost your profitability.

**Proven Brands of Kansas
Elite Female Sale**

Sat., October 1, 2011 * NOON
At McCurry Brothers, Sedgwick, KS

Selling over 90 females

Spring & Fall Pairs, Bred Heifers, Open Heifers, Donors
Top-Cut genetics from these progressive herds:

***Harms Plainview Ranch, Hinkson Angus, Lyons
Angus, Mill Brae Ranch, McCurry Brothers and
Stucky Ranch***

Sale managed by: Rance Long, OK

Sale book will be in the September Angus Journal.
Please contact us if you'd like a copy mailed to you.

Sale to be broadcast on DVAuction.com

- These elite females come from six of the top Angus herds in Kansas. These are the same cow families and lines that produced high-selling bulls in these successful programs. They have been bred to breed early in a real-world scenario, raise a sizable calf annually, and have the necessity (NOT "convenience") traits of udder quality, docility and longevity to stay in the herd for many years.
- Plus they have the EPDs, pedigree and "look" that should add value to any registered Angus operation.



Dalebanks Angus Ranch
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FORWARD & ADDRESS SERVICE REQUESTED