

DALEBANKS NEWS

Fall 2012

Above Average in Everything

Above average. It's usually not considered a very flattering achievement.

But when dealing with nearly 20 traits measured by the American Angus Association, finding animals that are average or above in ALL traits becomes increasingly difficult with each additional trait included in a selection matrix. Think of it this way: when we had one EPD measurement (weaning weight), 50% of the population of Angus cattle were above average, 50% were below. As birth weight, yearling weight, then 14 more traits were added to the equation, it became even more difficult to find animals that were better than average in ALL traits.

So when the average of 120 Dalebanks bulls slated for this fall's sale achieves above average levels for all 17 EPD traits, it is much more than simply a "C" grade. In fact, in a time when extremes have permeated everything from politics to cattle breeding, we believe that it's a very noteworthy accomplishment.

This year's bull sale advertisement aims to demonstrate the incredible balance that this year's set of sale bulls exhibit. As with any significant achievement in animal breeding, this did not occur by simply setting a goal a few months or even years ago. The 120 bulls in this year's sale represent the top-cut of more than 200 bull calves born in the Dalebanks program in 2011. This rigid selection matrix, coupled with more than a century of disciplined selection for profit-driving traits, has resulted in this milestone.

For 108 years, the Dalebanks program has not wavered from E.L. "Bert" Barrier's vision: *To produce **balanced-trait bulls** that profit their owners through their production.* And in volatile times like these, this balance provides producers with the flexibility to nimbly manage and market in the most profitable manner.

We are excited to show these rugged, balanced-trait bulls to all of our customers on November 17!



Come visit us after the National Angus Conference and PBK sale, during our bull sale...anytime!

Ranch-Raised and Ready

We are always pleased when customers comment that Dalebanks bulls maintain their condition well while servicing females during their initial breeding season. While no young bull can survive on bare ground and rocks, we strive to breed and develop cattle that are highly adaptable to all environments and management programs.

For decades, the Dalebanks bull development ration has been formulated to achieve **optimum** (NOT maximum) gain during an approximately 100-day feeding period. Our goal is to provide enough nutrition to see differences in individual bulls' gain without compromising rumen function that can lead to feet issues or infertility.

In 2005, we altered the way we maintained our coming two-year old bulls through the late spring and summer. These bulls moved from the development pens to a half-section of native Flint Hills grass from late April through September. While this hardened the condition of the bulls for our fall sale, customers have been satisfied with the soundness of these rugged, ranch-raised bulls.

This year, we made another step toward decreasing the amount of time our bulls are developed on a delivered "bunk ration." For the first 11 months of our fall bulls' lives, they were on pasture grazing standing forage and gaining very well. In fact, during the first 60 days of their development post-weaning, they averaged over 2.5 pounds/head/day gain grazing barley, oat and wheat cover-crop mixes and native grass. Due to a lack of available water and growing forage, we have recently begun delivering a mixed ration to these bulls, but forages such as wheat straw, native hay and silage continue to dominate their diet.

While it may be overly optimistic, our ultimate goal is to develop bulls solely on standing forage and supplemental protein as needed. Yes, it will likely result in an animal that looks slightly different on sale day. But if that bull can cover the same number of females and last longer for our customers, we believe that it is a very worthwhile trade. After all, until we ultimately "salvage" our bulls at the end of their useful lives, very few of us get paid on what our BULL weighs...it's how his PROGENY weigh.

As with any change in management, this one will require significant adaptability and patience. We welcome any input or questions about this topic. We are confident that our customers will be pleased with the long-term results of this new development protocol. But it might require a bit different perspective of the bulls' phenotype on sale day.

2012 Dalebanks Auction Calendar

10/6/12 **Proven Brands of Kansas Elite Females**
Hosted by Stucky Ranch, Kingman, KS

11/17/12 **Annual Bull Sale**
Dalebanks Angus, NW of Eureka, KS

Genetics That WORK

Pedigreed livestock breeders are always proud when they raise an animal that excels in quality. Whether it be the Kentucky Derby, the National Western or the Westminster Kennel Club Dog Show, the “breeder” quite often displays a smile larger than anyone else’s in the championship photo.

While we are always pleased when our cattle excel in gain performance, junior exhibitions or value-based grids, our proudest moments are not necessarily when our **cattle** exhibit excellence in “typical” competitive arenas. We are most gratified when our **customers** express how Dalebanks genetics excelled in the toughest arena around: their pasture.

Even with the challenges Mother Nature has thrown our way, this year has brought several calls from customers reporting record-setting weaned calf prices, outstanding feedlot closeouts, and incredible grid premiums.

As an example, longtime customer **Tim Adams** retained a portion of ownership in his steer calves last fall and fed them at Tiffany Cattle Co through the spring. After receiving his closeouts, Tim called us...ecstatic with the results. His TA Ranch steers were the high-gaining group at the feedyard that season, and returned more than \$140/head in premiums on the USPB grid. He even had carcasses that sold for over \$2300/head. “The only downside,” Tim added, “Was that the cattle were contracted for June delivery, and they were already market-ready in mid-May.”

Later this summer, we received a call from a fairly recent customer to the Dalebanks program, **Ted Schepmann**. Ted and his family purchased their first Dalebanks genetics in August of 2008, when they procured approximately 30 registered cows. In November of that year, they bought their first Dalebanks bull, and the following May, they bought another 25 yearling heifers. During the rapid growth of their cow herd, they simultaneously purchased females from several other programs across the region.

Last fall, Ted outlasted all bidders and purchased the high-selling 2 year old bull, Dalebanks New Standard 0105. In late July, Ted called us to give us a report on 0105 and the rest of his cowherd.

Ted’s comments were music to our ears, as we believe that he typified exactly what we strive for with each of our customers.

He simply stated, “After five years of trying many different bulls and females from various breeds and breeders, we are going to solely use Dalebanks genetics from now on. The last two years of severe drought in our area have proven it—Our Dalebanks females and calves have outperformed even our crossbreds. And the females and bulls we bought from you simply held together better.”

“I just wish it wouldn’t have taken me five years and a drought to figure this out!”

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-Ted Schepmann, Holyrood, KS

Building Better Heifers

Low-cost heifer development, genetic selection and cattle handling were the focus of a recent field day held at the new Dalebanks Angus Repro Facility. Coordinated by Kansas State Research and Extension (KSRE) and sponsored by Pfizer Animal Genetics and the Certified Angus Beef Program, this event brought a high-caliber set of speakers to lead an excellent discussion about the primary driver of profitability in any cow-calf operation: REPRODUCTIVE EFFICIENCY.

More than 100 attendees gathered to hear Drs. Rick Funston, Scott Lake, Dale Grotelueschen and Bob Weaver offer practical management practices to reduce input costs, improve conception rates and enhance overall profitability through selection and management of the cowherd. In addition, demonstrations on low-stress cattle handling, ultrasonic pregnancy detection and DNA data collection were also included during the August 28th event.

These nationally-recognized speakers encouraged producers to consider the following approaches to their female enterprise:

- Retain more heifer calves than needed, then “rough them” through the development phase on inexpensive, marginal quality forages.
- Target lighter weights at the onset of the breeding season, but make sure the heifers are gaining roughly 1.5# ADG throughout the breeding season. Do NOT get them fat at the start of the season and then allow them to stagnate or lose condition through the season.
- Use abbreviated breeding seasons (especially for heifers), detect pregnancy as soon as possible and sell opens as yearling cattle with plenty of time to go onto a terminal feeding regime.
- Work with your veterinarian to make a broad-spectrum herd health program for your cowherd and any animals introduced into your herd.
- Target feedstuffs to be delivered at the right time of the animal’s reproductive cycle, so as not to “waste” additional feed too early before breeding. Maintain a similar diet and ration throughout the entire breeding season (avoid feeding a high-energy bunk ration immediately prior to breeding, and then turning heifers out onto dry grass to be bred by bulls).
- Proper heifer selection begins before the female calves are conceived. By selecting bulls with a balance of traits for fertility, rapid early growth and optimum levels of milk, mature size and end-product merit, you should have a large percentage of female calves born that could qualify as replacements. Then, sell the extremes (both large AND small), keep the heifers born earliest in the calving season, and make any adjustments off of other information that fits your management and marketing scenarios.

Attendees commented favorably on the commonsense approaches presenters offered to positively affect fertility in the cowherd. As cow-calf producers navigate the next several years of higher-cost inputs, any improvements made in the percent calves weaned per females exposed to a bull will be extremely beneficial. Thanks to KSRE, all speakers, sponsors, customers and counterparts who made this such a successful event.

Conference Comes Home to Kansas

American Angus Association® members and supporters have a chance to “Come Home to Kansas” during the 2012 National Angus Conference & Tour (NAC&T). Held Oct. 3-5 in Wichita, Kan., the event includes trips to both the Flint Hills and the western region of the state. “This year’s NAC&T is full of informative speakers, inventive cattle operations, and most of all, beautiful Kansas scenery,” says Bryce Schumann, the Association’s chief executive officer. The event is hosted by both the American Angus Association and the Kansas Angus Association, along with sponsorship support by Land O’ Lakes Purina Feed LLC.

The 2012 agenda consists of a one-day conference, including industry-leading speakers and educational seminars, and two days of tours, which will feature the state’s historic Angus genetics. The conference portion kicks off Wednesday, Oct. 3, and the first tour stop – McCurry Bros. Angus of Sedgwick, Kan. – takes place that evening. “Angus enthusiasts from across the nation will learn something new, view elite Angus genetics and create friendships during the conference and tour,” says Shelia Stannard, Association director of activities and events. “We have a wide-variety of items lined up; there is something for everyone at this highly-anticipated event.”

The Flint Hills tour on Thursday will be Sankeys 6 N Ranch, Council Grove; Fink Beef Genetics, Randolph; Lyons Ranch, Alta Vista; and historic Cottonwood Falls. Friday’s tour of western Kansas will feature Pratt Feeders, followed by stops at Gardiner Angus Ranch, Ashland; Giles Ranch, Bucklin; and Stucky Ranch, Kingman. Other herds will be on display at many of the tour stops, and CAB is sponsoring a portion of the tour meals.

Registration is available at www.angus.org.

Registration is \$175 and the deadline is Sept. 10. However, walk-ins are accepted as space is available.

Attendees are encouraged to make their own hotel reservations at the Double Tree Wichita Airport, which is the headquarters hotel. Call 1-800-247-4458 and ask for the American Angus block to get the negotiated rate. For more information about the NAC&T, visit www.nationalangusconference.com; or contact at the Activities Department at 816-383-5100.

*Dalebanks Angus will have cattle on display at Stucky Ranch, Kingman, KS. We look forward to seeing several of our seedstock and commercial customers during the tour as well as the **Proven Brands of Kansas Elite Female Sale** held the next day. For Angus breeders outside of the area, we welcome you to visit before or after the events...just contact us, and we will be happy to host you!*



Lot 14 * Reg 15729820 * Dalebanks Enamel MAP 6881

2nd Annual Proven Brands of Kansas Sale

Six of the top Angus programs in Kansas have once again collaborated to offer one of the deepest set of balanced-trait females available in the nation. For years, customers have asked about purchasing elite females from the top end of the Dalebanks herd. **October 6, 2012**, will once again offer this opportunity.

We are often asked the age-old question, “How did you choose cows for the Proven Brands Sale?” As we did last year, 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 by similar 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
Progeny performance and EPDs
Take a look and we think you’ll agree...these are cows that anyone would be proud to own.

All partners in the Proven Brands group are excited to display our cattle on the National Angus Tour at Stucky Ranch, Kingman, KS.

Sale books for this elite female sale will be mailed by request only, so please contact us today!

Tom & Carolyn 620-583-6956
Matt & Amy 620-583-5033
The Perriers

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mattperrier@dalebanks.com
www.dalebanks.com



Females For Sale

For Sale:
Commercial Angus bred heifers-to calve spring 2013

Wanted:
Commercial Angus-influenced cows for ET recipients – North Central KS
Fall-calving cows – Northeast KS

Call anytime you are buying or selling Dalebanks-influenced genetics! We will certainly try to help.

Annual Bull Sale

Sat., November 17, 2012 * 12:30 pm

At the ranch, 3 ½ mi NW of Eureka

Selling 120 bulls

65 coming 2's, 55 fall yearlings

Ultrasounded, fertility tested and ready to work

Sired by: 454, Daybreak, 5050, Complete, Upward,
Mainline, Game Day, Final Answer, Big Eye,
Frontman and others

This year's bull offering illustrates our family's 108 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 on a forage-based ration and have spent the majority of their lives grazing native grass in the Flint Hills.

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 6, 2012 * 11:00 am

At Stucky Ranch, Kingman, KS

Selling 85 females

Top-Cut genetics from these progressive herds:
**Hinkson Angus, Lyons Angus, McCurry Bros.,
Mill Brae Ranch and Stucky Ranch**

Sale managed by: Rance Long, Big Cabin, OK
Sale books mailed by request, so contact us today!

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.



Lot 15 * Reg 15729822 * Enamel 6922 of Dalebanks

FORWARD & ADDRESS SERVICE REQUESTED

Dalebanks Angus
The Perriers
1021 River RD, Eureka, KS 67045

