

Ranch Gathering and Bull Offering Friday, March 15, 2019

Get the cows fed, check the heifers once more and bring the family to the newly renovated Dalebanks sale facility to enjoy another enjoyable Ranch Gathering...*Spring Break Edition*. Hear industry experts and commonsense cattlemen discuss how to mesh today's technologies with time-tested principles to select bulls and replacement heifers that add **profit—not just performance**--to your herd. Best of all; enjoy some good food, drink and fellowship with your friends and neighbors.

Come for any or all of the day's events...

8 am 2019 Private Treaty Bull Selection Opens (*selections may be made online, on phone, or in person*)

10:30 "Use the tools" Keep/Cull Selection and Judging Classes (Prizes for youth and adult divisions)

Noon Lunch

12:30 Practical, Profitable, Genetic selection panel discussion, Moderated by Matt Caldwell

It seems we have more tools, yet more confusion about choosing the right genetics for our herds today. Hear insights on how best to select bulls and heifers that add profit to your herd.

2:00 Social time - Have a beverage, take a tour and visit with friends and neighbors. *Ranch tours may include cover crop grazing paddocks, spring and fall cow herds and cattle handling facilities.*

We look forward to hosting you for this enjoyable event. Contact us now to let us know you're coming.

mattperrier@dalebanks.com 620-583-4305 (mbl)

Dalebanks November Bull Sale Averages \$5901

A crisp fall day with falling temperatures did not cool the demand for "Practical. Profitable. Genetics." at the 2018 Dalebanks Angus Bull Sale, November 17, 2018. The Perrier family hosted roughly 225 customers and friends in their recently renovated sale facility northwest of Eureka, KS. Bidding was extremely active, as 72 buyers purchased 131 bulls in less than 90 minutes.

The bulls averaged \$5901. Bulls sold to profit-minded commercial cattlemen in KS, OK, MO, TX, CO and AR. The large majority of bulls sold to buyers within 150 miles of the ranch.

Lot 1, Dalebanks Upward 228 7173, sold for \$15,500 to John & Aaron Nilhas, Wakeeney, KS.

Corey Baker, Toronto, KS, purchased both Lots 3 and 7, Dalebanks Uptown 7113 and Dalebanks Comrade 7020, for \$13,000 and \$12,000, respectively.

Long-time customer, Hashknife Ranch, Wilmore, KS, assembled a high-quality set of seven herd bulls, with Lot 13, Dalebanks Broken Bow 7198, topping the group at \$11,500. They also purchased Lot 11, Dalebanks Broken Bow 7071, for \$10,500.

New customer, Stonehill Land & Cattle, Miami, OK, selected Dalebanks Payweight 7261, at \$11,000.

Cross L Ranch, Sedan, KS, purchased Lot 4, Dalebanks Composure 7009, for \$10,500.

Eleven bulls sold for over \$10,000. Prices ranged from \$2750 to \$15,500. 68 coming two-year-old bulls averaged \$6933 and 63 yearling bulls averaged \$4785.

Dalebanks' 114-year focus on breeding sound, functional bulls that offer optimum levels of maternal genetics, calving ease, growth and end-product traits was evident, as buyers showed their appreciation for this balanced approach to genetic selection. The Perriers are very grateful to all those who made this day such a success for their family.



We lose three acres of farmland in the United States every minute. You read that right. Three acres every sixty seconds. This wakeup call comes courtesy of John Piotti, President of American Farmland Trust (AFT), who spoke about conservation and Farmland at the 2019 Trust in Food Symposium Jan. 15 and 16 in Chicago.

“Over the last 20 years, we’ve lost 31 million acres of farmland—that’s equivalent to all the farmland in Iowa. That’s over 1.5 million acres a year, or three acres every minute,” Piotti says. This loss of farmland is roughly twice what anyone thought it was, because previous estimates ignored low-density rural development. What’s even more frightening, Piotti says, is the fact that we’re losing our best land fastest.

“Here’s what I know,” Piotti says. “I know 1.5 million acres a year represents a greater percentage than it might suggest, because much of that land is our best land—land that is most versatile, resilient and productive. And it adds up. Losing the equivalent of all of the farmland in Iowa in 20 years is a big deal.” And more compelling, he says, is this message: He’s not sure America can afford to lose a single acre. In fact, he’s not sure we have enough farmland today. Why?

“Because farmland is for far more than growing food,” Piotti says. “We all know that farmland provides many essential environmental services—such as providing a home for wildlife, storing and purifying water, and sequestering carbon. Yet we also know that farming, as currently practiced, causes some environmental degradation—notably water pollution and greenhouse gases emissions.”

To Piotti, conservation practices are essential, but so is profitability. These two factors form an intimate connection that must be balanced to create a future for the farmers of tomorrow. An important point: **profit is not a dirty word**. If farmers aren’t economically stable, they can’t be the stewards our land needs. Managing the land wisely, Piotti says, requires enough farmers and ranchers who know their land intimately and can afford to do what’s right by the land.

If the goal of protecting farmland is to make sure that land will always be there in the future, Piotti says, you haven’t achieved that goal if your topsoil is washing down the Mississippi River. So from the beginning, AFT has been about saving farmland both by the acre and by the inch.

“What we also recognize from the beginning is that doesn’t happen in isolation,” Piotti, says. “That only happens if you have farmers and ranchers who have the tools they need to be good stewards of the land. So at AFT, we see an inseparable trinity. It’s about the land, it’s about the farming practices, and it’s about the people who do the work. And it’s all interconnected.”

Farmers and ranchers, Piotti says, are the eyes on the ground and hands in the dirt. The bottom line, Piotti says, is that we must retain enough farmland and manage it using the right practices.

“But we cannot hope to retain all the farmland we need, nor manage it wisely, without enough farmers who have adequate know-how and financial resources,” he says.

By the time you’ve finished reading this article, we’ll have six fewer acres of land dedicated to agriculture. Scary.

AFT is known for its iconic green bumper sticker, “No Farms, No Food.” And if the current trends continue, Piotti says, the bumper sticker might require this ominous update: “No Farms, No Food, No Future.”

A note from the Perriers: As our ag community addresses consumer concerns about the use of technologies such as GMOs, irrigation, growth promotants and feed additives, the issue of urban sprawl needs to be at the core of those conversations. Nearly every metropolitan area was settled in the infancy of our country and has grown in size and land usage ever since. These early settlements--New York City, Chicago, Kansas City and even Wichita—were settled for two main reasons: good water sources and productive soil.

Today, the best soil in the world is often covered with concrete. Consequently, we are farming less productive areas while trying to feed even more hungry people. AFT promotes the use of conservation easements to protect farm and ranchland. While this is a tool in some cases, we believe that consumer communication and ag profitability might be our most sustainable solution. But it will require creative thought, solutions and technology adoption in agriculture.

The CattleFax 2019 U.S & Global Protein & Grain Outlook Seminar continues to be a highlight for attendees of the Cattle Industry Convention & NCBA Tradeshow. The 2019 convention was held this year in New Orleans, La. In CattleFax's 51st year, highlights of the seminar included larger protein supplies and trade uncertainties, extended range weather outlook, an outlook of the current economy, energy and grain markets, cattle supply and demand, and a price outlook and watch list.

Kevin Good said he expects prices will remain strong, with demand and the economy expected to remain solid. "We've been on one heck of a good run for a few years and I expect that to continue into 2019," said Good. "However, we expect to see margins begin to compress and leverage to shift from the cow-calf and stocker sectors to the feeder as we expand the supply of cattle." He said price risk remains over the next few years in response to the last five years of expansion. The beef cowherd expansion cycle is believed to be within 1-2 years of being complete.

"Cattle producers, on average, will receive a smaller percentage of the retail beef dollar as larger cattle supplies increase price pressure across all segments of the industry," said Good. "Retail beef prices will likely see some inflation in 2019, but larger beef, pork and poultry production will be price limiting." However, domestic demand remains robust and higher wages and job growth are supportive of prices.

CattleFax projects the all-fresh retail beef price to average \$5.73/lb., up \$.06 from year ago levels, while the composite cutout will rise \$4 to average \$216/cwt. during 2019. Going forward into 2020, economists see the potential for an economic slowdown, Good noted. "This may slow the benefits of recently strong consumer incomes and spending," he said.

2019 Cattle Price Average Projections & Ranges:

| | |
|-----------------------|------------------------------|
| Fed Cattle: | \$117/cwt (\$100-130) |
| 750 lb. Feeder Steer: | \$147/cwt (\$130-160) |
| 550 lb. Steer Calf: | \$164/cwt (\$140-185) |
| Utility Cow: | \$55/cwt (\$42-62) |
| Bred Cows: | \$1,550/hd (\$1,200-\$1,800) |

CattleFax

THE
DECIDING
FACTOR

WWW.CATTLEFAX.COM

Feed and grain prices are expected to remain stable during the year ahead, with corn acreage increasing an expected 2 million acres to total 91 million acres and soybeans declining 2.2 million acres to 87 million and wheat gaining 1 million acres to total 49 million.

"Corn is expected to trade in a range of \$3.60 to \$4.10 per bushel during the first half of the year," said Mike Murphy, who also pointed out that hay acreage isn't expected to change significantly from 2018, but better winter precipitation across much of the United States should help provide a strong start to the 2019 hay crop.

Good explained that cull cow prices will have additional downside risk during the year ahead. "Years of expansion and poor operating margins in the dairy sector are generating more cull cows, which weighs on the markets," he said. "The additional supply and the limited packing capacity for non-fed cattle will result in a market which averages approximately \$55/cwt. during 2019, with a spring high near \$60/cwt. and a fall low in the lower \$40s."

Global trade outlook is currently supportive for the U.S. beef industry, with strong demand in many overseas markets. However, note that trade disruptions could have significant impacts on the market outlook. Ratification of the pending U.S./Mexico/Canada (USMCA) agreement will be crucial to markets this spring. Likewise, the possibility of a bilateral trade agreement with Japan could create a positive upside to the market this year.

CattleFax CEO Randy Blach closed the session with a reminder about the importance of international markets to the beef industry. "Long-term, the profitability of our industry is tied to trade," he said. "We must have open markets and science-based trade standards for our products if we're going to continue the run of profitability we've experienced in recent years."

Follow us:  @dalebanksangus  @DalebanksAngus

Dalebanks.com

Dalebanks Angus

1021 River RD
Eureka, KS 67045



Private Treaty Bulls Available March 15

In conjunction with our 2019 Ranch Gathering, we will also open our Private Treaty Bull Selection on March 15, 2019, at 8 am. We will offer approximately 70 yearling bulls. EPD information on these bulls will be available (upon request) the week prior. Selections may be made by phone, email or in person beginning at 8 am.

For decades, many Dalebanks customers have looked forward to selecting their genetics from each spring's private-treaty offering. The balance of performance traits, maternal function and soundness make these bulls extremely valuable to customers' cowherds across the region.

Each bull will be vaccinated, fertility tested and grown on our high-forage development program to best prepare them for spring turnout. They have also had more than 25 phenotypic measurements PLUS genomic panels submitted for the most accurate EPDs possible. Although these measurements and tests take significant amounts of time, labor and money, we believe that it is our duty as seedstock providers to offer more than simply a bull with "numbers in boxes." Those genetic predictions need to be reliable and trustworthy, just like the folks who stand behind them.

The Dalebanks breeding and management program does not result in extreme weights or EPDs, but our customers tell us that it DOES result in honest, hard-working bulls that stay sound and get their jobs done without a lot of hassles.

These bulls will be individually priced based off of the current calf market. They will be sold on a first spoken-for, first-served basis beginning on 3/15/19 at 8 am. They may be picked up anytime following purchase, or developed free of charge at Dalebanks until April 1.

Contact Matt today if you would like to receive information on these balanced-trait genetics for your herd.

| | | |
|-----------------------|--------------------|--|
| | Contact us anytime | |
| Matt & Amy Perrier | 620-583-4305 | mattperrier@dalebanks.com |
| Tom & Carolyn Perrier | 620-583-6956 | tperrier@dalebanks.com |

