



Dalebanks Digest

spring
2022

Private Treaty Bulls Available Starting March 9

March 9 will mark the opening day of our 2022 *Practical. Profitable. Private-Treaty Genetics.* offering. We will sell approximately 60 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 via email after March 7. Bull orders will be taken in a first-call, first-served fashion beginning at 8 am on Wednesday, March 9. Selections may be made by email, phone, text or in-person. Bulls 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, ultrasounded, and scored for docility and foot soundness. Their dams were developed and bred on pasture and have been intensively selected for fertility, udder soundness, longevity and forage 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. **Information will be sent upon request after March 7, so call, text or email us anytime to receive this information when available!**

50th Annual Dalebanks Sale Held Nov 20

A near-record number of buyers gathered on a beautiful fall day to evaluate an exceptional set of bulls and heifers at the 50th Annual Dalebanks Angus sale, November 20, northwest of Eureka, KS.

Bidding was active and fast-paced, as 52 coming 2-year-old bulls averaged \$7769, 66 yearling bulls averaged \$5703, with **118 total bulls averaging \$6613.**

Top bull was Lot 70, Dalebanks Difference 0825, selling to Select Sires, Plain City, OH. Lot 1, Dalebanks Tahoe 0640, went to Case Cattle Co, Chester, OK, for \$12,000. Cross L Ranch, Sedan, KS, chose Lot 3, Dalebanks Tahoe 0518, for \$11,500. Lot 60, Dalebanks Cool 0812, went to Jeff Williams, Geneseo, KS for 10,500. Three bulls brought \$10,000 apiece: Edmonds EZ Angus, Morris, OK, got Lot 5, Dalebanks Arb Niagara R0014, for \$10,000; Lot 19, Dalebanks Tahoe 0659, sold to Gary Schellhorn, White City, KS; and Evan Lesser, Palco, KS, secured Lot 24, Dalebanks Confidence 0742.

Top heifer was Lot 130, Blackbird 0942 of Dalebanks, who sold for \$15,250 to Express Ranches, Yukon, OK. Lot 131, Enamel 0987 of Dalebanks, sold to Mark Meisinger, KS, and Eddie Curtis, TX, for \$14,000. Overall, **30 yearling heifers averaged \$3261.**

The Perrier family thanks all their customers, family and friends for their continued support of the Dalebanks program, now in its 118th year of raising Practical. Profitable. Genetics. for top beef cattlemen throughout the region.

Risky Business

As a reader of this newsletter, you are accustomed to risk and its associated challenges. The financial, health and safety risks for farmers and ranchers are significant, especially by today's standards.

As I have witnessed the actions, inactions and overreactions by policy-makers, media personnel, administrators and individuals over the past two years, one thing has become evident: there is a wide gap in the way folks assess and react to risk. While this has always been the case, I feel that the differences are even greater today. And as easy as it is to put someone in a certain box because of their decisions on risk assessment, I am convinced that nearly everyone has made that assessment for themselves and their loved ones, considered their options, and they have justifiable reasons for their decisions...regardless if I agree with their actions or not.

As cow-calf producers, we assess risk on a daily—if not hourly—basis. Should we contract our winter feed? Calve in February or April? Raise or buy our replacements? The list could fill this article. But one of the biggest decisions that I believe we are faced with today is: when and how should I market my calf crop?

There are various methods of marketing commercial steers and heifers each year. Like with anything, the riskiest usually offer the most opportunities for rewards. Today's value-based beef market offers some tremendous opportunities for adding value to high-quality beef cattle, but it takes some extra effort, time and usually added risk. We believe that the best way to maximize the value of Dalebanks-influenced genetics is to own them until they are processed for beef. Since this is not always possible, we encourage customers to find ways to accomplish as many of these items as possible:

1. Wean and background the cattle so they are healthy and ready to gain (and grade). Yes, there are added costs, but bawling calves are being discounted more with each passing year.
2. Document the age, source, genetics and management of your marketed calves/yearlings. These are basic pieces of information that buyers want in "program cattle" today. Find a program that fits your management, marketing and genetics and invest the time to make it work for you.
3. Market your cattle in ways to attract buyers who know how to feed and merchandise your high-quality genetics. Build partnerships with folks who understand the value of high-quality cattle, not simply those who want to buy and trade commodity cattle at commodity prices.
4. Put the Dalebanks brand to work for you. List us as your genetics provider (if applicable) and contact us when you are ready to market steers or feeder heifers. We have several buyers interested in load-lots of Dalebanks genetics.

Sure, this requires a bit of change and likely some added risk. And it may not be the answer for everyone. But if you're already investing in high-quality genetics, it's worth consideration of ways to get the most out of these bulls' high-quality progeny. If you would like to visit more about these opportunities, feel free to contact us anytime.

Whether it is your family's health and safety or your herd's marketing strategy, we believe that you should have the freedom to evaluate your situation, research the options, assess your risk tolerance and then find the best option for your given situation.

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The Barrier Habit

Reprinted from the El Dorado Times, ca. 1935

Bert Barrier has done it again.

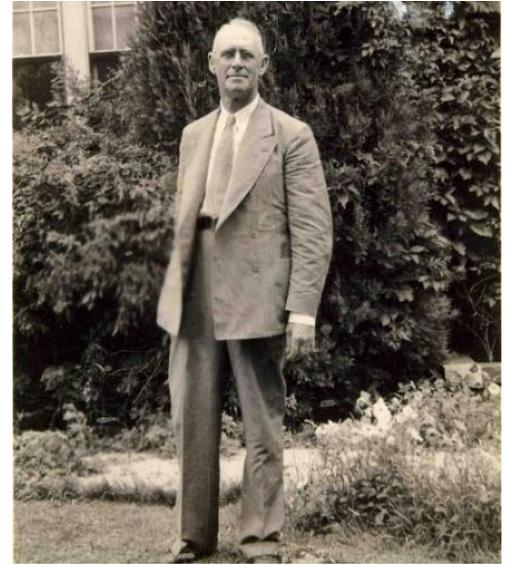
For the 19th time in less than 10 years, he topped the market at Kansas City last week with a shipment of 23 Aberdeen-Angus cattle. The price was 10 cents.

Bert Barrier-if your memory has faltered momentarily-is a stockman and farmer living north of Eureka in Greenwood County. He may not carry a master's award from any college or newspaper-but he is one of the best of Kansas farmers, judged by any standard, as witness this market-topping flair. He has found time in his busy life to serve as state senator from his district and as budget director for Kansas. But making a farm pay has been his principal occupation—and he has had outstanding success in that hard task through the difficult years of the past because he has thought about his job and worked devotedly at it.

He knows there is a farm problem—and he can talk and write about it with exceeding persuasiveness. But his views are sensible, founded largely on the belief that the Lord helps those who help themselves and that neither the Lord nor the government should be expected to carry the farmer, or anyone else, on flowery beds of ease from the cradle to the grave.

Bert suffered a severe accident a couple of years ago—but it has not slowed him up much. He still goes his way, vigorously tending to his business-and if you hear of him topping the market for the 20th time one of these days, don't be surprised.

For it is a Barrier habit—and a lallapaloosa at that, if you ask us.



...his views are sensible, founded largely on the belief that the Lord helps those who help themselves and that neither the Lord nor the government should be expected to carry the farmer, or anyone else, on flowery beds of ease from the cradle to the grave.

This article, reprinted exactly as published, has caught the attention of many visitors who read it in our marketing facility's "Gathering Space" over the past few years. As many of you know, E.L. "Bert" Barrier was the founder of the Angus herd at Dalebanks, and Tom's maternal-grandfather. Those who knew him share stories of his gregarious nature, always ready for a stimulating conversation, discussion or debate. We found this article when doing research for our Dalebanks Angus centennial celebration in 2004, and recently reprinted it to display in our marketing facility.

While the article focuses on Mr. Barrier's ability to produce high-quality cattle (selling cattle for 10 cents/pound when the market was 5-7 cents), it is the fourth paragraph that catches folks' attention today. Talk of the farm problem (farmers' income that was well below that of the average household income) and over-reliance on government assistance make this article sound very relevant today. Many of us are guilty of fearing that the problems of our industry, community or nation are unprecedented. But it doesn't take long to discover that—quite often—our ancestors have faced similar battles.

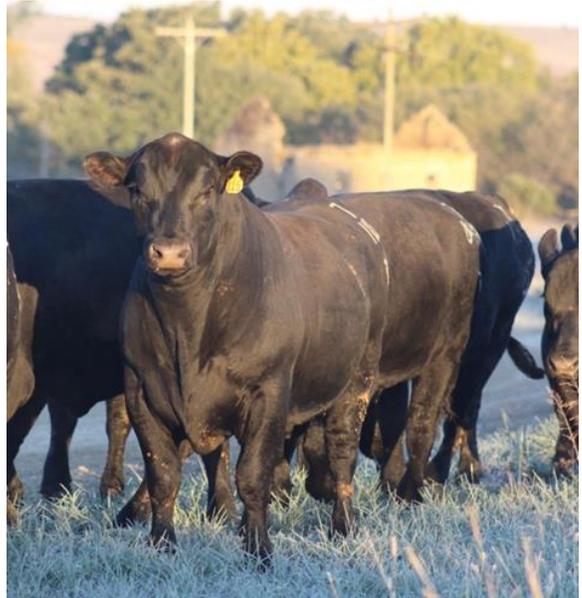
Issues such as equitable distribution of the food dollar back to producers and government intervention into ag production practices (via subsidies or regulations) are undoubtedly a challenge to our business today. But as the above article indicates, they are not unique to our generation. And I believe that—like our ancestors—we can make appropriate decisions to improve the business climate for our farms and ranches. And if we are prudent in our actions, maybe another generation will have their "opportunity" to effectively deal with the next round of these challenges in another 100 years.

Practical. Profitable. Genetics.
AVAILABLE AT PRIVATE TREATY
Beginning Wed, March 9

Selling 60 Yearling and 18-month-old bulls sired by Connealy Glory, Raven Powerball, Sitz Stellar, PCC Charisma 462, OLC Big Texan, Connealy Cool and other balanced-trait sires.

Plenty of calving-ease bulls available.

Contact Matt today to receive prices and information to select the your next herd bull.



Dalebanks bulls are:

- * backed by 118 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:

- 20 fall-bred cows, calving October-November 2022 (available late May)
 - 15 open yearling spring heifers (available early April)
- 20 spring-bred heifers, calving March 2022 (available in mid-July)

Dalebanks Angus

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