



# Dalebanks Digest

spring  
2023

## Private Treaty Bulls Available Starting March 10

The annual Dalebanks Angus private treaty bull offering will begin March 10, 2023. 70 head of excellent **yearling** and **fall-born long yearlings** will be available. These bulls will be freeze branded, fertility-tested and ready to work. They have been selected and developed with the commercial cow-calf producer's needs in mind: soundness, rapid early growth, calving ease, fertility and function.

The yearlings were born February-April 2022, weaned last September, spent the fall and early winter on native pasture, and have been developed on a moderate-energy ration of silage, grain, DDG and wheat straw since December.

We will keep these bulls until early April, and they will then be ready for pickup and turnout on a small group of (12-15) cows or heifers this spring for a succinct breeding season.

Information and prices will be available upon request, and selections may be made by phone, text, email or in person after 8:00 am, March 10, 2023.

The following outstanding, balanced-trait sires will be represented: PCC Charisma, Connealy Cool, Tehama Patriarch, OLC Big Texan, Yon Top Cut, Deer Valley Unique, Deer Valley Growth Fund, HF Safe & Sound, Dalebanks Tahoe 0640 and Dalebanks Broken Bow 0569.

**Contact Matt today to receive a spreadsheet with information on these bulls as soon as it is available.**

**620-583-4305 (text/call)**

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## CattleFax Projects Prices Should Favor Producers in 2023

CattleFax analysts told attendees of their market outlook session at the Cattle Industry Convention in New Orleans that prices and profitability will favor cattle producers in 2023. Kevin Good, vice president of industry relations and analysis for the organization, said the average for fed steer prices is projected to be \$158/cwt., up \$13 from 2022. The 800 lb. steer price is expected to average \$195/cwt., with 550 lb. steers anticipated to average \$225/cwt.

Feeder cattle and calf supplies outside of feedyards are projected to be 400,000 to 450,000 head smaller than 2022 at 25.1 million. After being full for most of the past three years, analysts said cattle on feed inventories are expected to be 300,000 to 400,000 head below last year at 14.3 million head and remain smaller. Commercial fed slaughter is forecast to decline by 750,000 to 800,000 to total 25.6 million head.

“With drought-forced placement and culling, beef production was record large in 2022 at 28.3 billion pounds. Expect production to drop over the next several years - declining 4% to 5% in 2023 to 27 billion pounds,” Good said. “The decline in production in 2023 will lead to a 2.2 pound decline in net beef supply to 57 pounds per person.”

When looking at domestic beef demand, analysts said inflation, rising interest rates and general economic uncertainty will continue to impact consumer purchasing decisions as many look to limit spending. Good noted that though beef demand has softened, it remains historically strong, and consumers have shown a willingness to continue to buy beef at a new and higher range. He expects the 2023 USDA All-Fresh Retail Beef prices to average \$7.35/lb., up 4¢ from 2022.

## Tom Perrier Family Honored

The Tom Perrier Family was recently recognized as the 2023 Stockman of the Year. The award is presented annually by the Livestock & Meat Industry Council (LMIC) at the annual Stockmen's Dinner at the Stanley Stout Center.

Tom and his wife, Carolyn, (Graham) Perrier are fourth-generation ranchers in the Flint Hills. They were instrumental in implementing technologies such as performance recordkeeping, artificial insemination, expected progeny difference (EPD) use and ultrasound evaluation since their return from military service in 1969.

Just like three generations of ancestors, Tom and Carolyn have always believed in giving back to their community and industry through service in various organizations. Carolyn has served and led her PEO Chapter, the Greenwood County 4-H Foundation, Upper Fall River Jayhawkers 4-H Club, the Greenwood Preservation Society, Greenwood County Cattlewomen, Entre Nous, Music Club and the Sacred Heart Altar Society. Tom served as Kansas Angus Association president, additionally he served as a board member of the Greenwood County Fair Association, Eureka USD 389 School Board, Greenwood County Cattlemen's Association, Greenwood County Farm Bureau, Kansas Livestock Association and the Fall River Watershed District. He also served two terms on the American Angus Association Board of Directors. Their children have always been the true priority, and they are very proud of each of them.



Matt and Amy (Teagarden) Perrier and their children – Ava, Lyle, Hannah, Henry and Hope live on the ranch. Amy is a part-time physical therapist, working in the local school, hospital and rehabilitation clinic. She also advocates for the beef community through the Greenwood County Cattlewomen social media platforms, in addition to her full-time roles as ranch wife and mother. In addition to his managerial duties at Dalebanks, Matt recently finished his term as president of the Beef Improvement Federation, is a past-president of the Kansas Livestock Association, Greenwood County Farm Bureau and the Greenwood County Cattlemen's Associations. He currently serves on the Kansas Health Institute and hosts a bi-weekly podcast, Practically Ranching.

Michele and Russ Callejo and children, Luke and Alice, reside in Roseville, California. Russ serves as Deputy Regional Director for the U.S. Bureau of Reclamation and Michele, who served in a variety of research roles in both the animal and human pharmaceutical fields, now cares for their children and volunteers with numerous community organizations in the area.

Mark and Kelly Perrier and their children, Lauren and Drew, live in Wichita, Kansas. Mark is senior financial analyst for Rabo AgriFinance and Kelly is Director of Deli and Retail Channel Grocery Sales for Cargill.

The Tom Perrier Family was recognized at the Stockmen's Dinner in Manhattan, KS, on March 2, 2023. This dinner preceded the 109<sup>th</sup> Annual Cattlemen's Day at Kansas State University the following day.

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## Fiercely Independent or Fiercely Collaborative?

*Italicized excerpts included with permission, Janette Barnard, Prime Future*

Last fall, I had the opportunity to sit on a panel discussion during the American Angus Association Convention with four gentlemen that I have always respected in our industry. Following that panel, I got to record an *Angus Conversation Podcast* with fellow panelist, Joe Goggins. It was a fun conversation, and it can be found on the November 15, 2022 episode of the *Angus Conversation*.

While Joe and I may have different perspectives on a couple beef industry issues, we agree on a whole lot more. One area that deeply concerns Joe is vertical integration and excessive market control by too few buyers (or sellers) of beef and beef cattle. During our discussion, I stated something that is a bit of a paradox: I believe that cattlemen's best chance of staving off vertical **integration** is through vertical **coordination**. In other words, if we want to live up to the age-old notion of that fiercely independent cowboy, but still be a sustainable business, we must find ways to communicate and share data, knowledge and information cooperatively.

Last week, I read a tremendous article titled "The Future Is Fiercely Collaborative," by Janette Barnard. If you ever want a thought-provoking read, check out her Substack or weekly email, Prime Future. In this article, Janette shared this anecdote:

*"There's a local ranching family that's been raising cattle on the same land for 7 generations. In that time they have not sold an acre of land, not one. They have withstood droughts, drug cartel activity, wildlife predators, market crashes, high interest rates. You name it, they've survived it. Some years ago they got into a li'l spat with the US government over the renewal terms for grazing permits on public land, so the federal government rounded up the family's cattle that were on public lands and kindly delivered them to the sale barn.*

*Someone recently summarized the family's mentality this way, "They are fiercely independent, they just don't trust anyone. Then again, that's probably how they've survived and why they're still ranching."*

*This struck me. I have a deep respect for the challenges producers face and the resilience they embody....but I wonder if that fierce independence won't actually work against producers in a rapidly evolving world where collaboration is rewarded more than independence. (And though this first example is a rancher, every segment of the value chain has players with a similar mentality, a transactional 'us vs everyone else' mentality.)*

*Collaborating raises new questions, new situations, new risks to manage...and new opportunities. If done thoughtfully and effectively, new collaborators can grow the pie (and it's individual slices) in ways that independent actors cannot.*

*In today's world, mastering the art of highly effective collaboration increases the probability of survival."*

Those of you who listen to our podcast, Practically Ranching, know that our family places immense value on continual learning, communication and relationships built with others in our industry. Going forth, we will likely forge even more of these connections in order to best raise, develop and merchandize our Practical. Profitable. Genetics. We'll also consider ways to better assist you, our customers, in the production and merchandizing of your steers and heifers. Some may be formalized, others may just be a conversation that helps all parties involved.

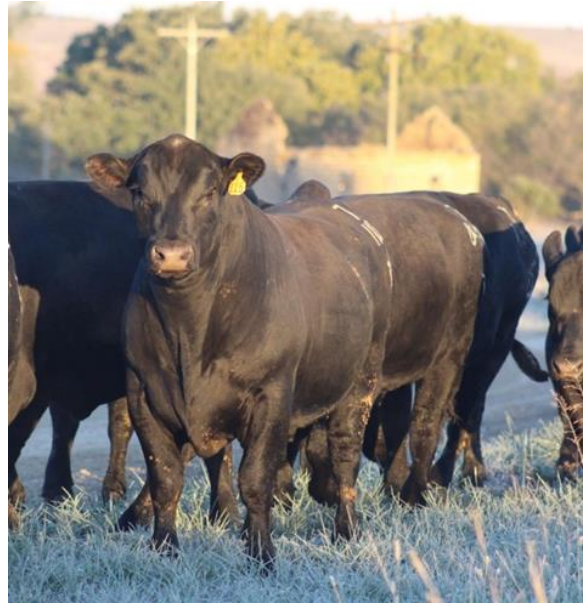
Contact us anytime if you'd like to visit about ways that we can best collaborate with you to help position your cow-calf operation within the beef industry going forth.

Janette concluded her article with the following, which I believe sums up the topic very well: *"...my hypothesis is that moving forward it will be the smart collaborators who channel that same perseverance for the sake of a larger business objective who will win; those who grow the pie in a way that creates long term value for every link in their chain.*

*"If you want to go fast go alone; if you want to go far, go together."*

**Practical. Profitable. Genetics.**  
**AVAILABLE AT PRIVATE TREATY**  
**Beginning Friday, March 10**

**Selling 70 Yearling and 18-month-old bulls**  
**sired by : PCC Charisma, Connealy Cool,**  
**Tehama Patriarch, OLC Big Texan, Yon Top Cut,**  
**Deer Valley Unique, Deer Valley Growth Fund,**  
**HF Safe & Sound, Dalebanks Tahoe 0640 and**  
**Dalebanks Broken Bow 0569.**



**Contact Matt today to receive prices and information**  
**(available 3/8/23) to select your next herd bull.**

*Dalebanks bulls are:*

- \* backed by 119 years of balanced-trait, disciplined breeding and data collection*
- \* forage developed      \* fertility tested      \* foot scored      \* freeze branded*
- \*evaluated for genomic & growth traits      \* docile      \* bred to thrive on forage*

**Also selling select groups of registered females throughout the spring:**

- 20 fall-bred cows, calving October-November 2023 (available late May)
- 20 spring-bred heifers, calving March 2024 (available in mid-July)

**Dalebanks Angus**

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