

Private Treaty Bulls Available Starting March 12

The annual Dalebanks Angus private treaty bull offering will begin March 12, 2024, and continue throughout the spring. 50 head of excellent yearling bulls will be available. These bulls will be freeze branded, fertility-tested and ready to work. They have been bred, selected and developed with the commercial cow-calf producer's needs in mind: soundness, rapid early growth, calving ease, optimum marbling, fertility and function.

The yearlings were born February-April 2024, weaned last September, spent the fall on native pasture, and have been developed on a moderate-energy ration of silage, grain, DDG and low-quality hay 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 to 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 12, 2025.

The following sires will be represented: Connealy Commerce, Baldrige Gibson, OLC Big Texan, Yon Top Cut, Yon Saluda, Dalebanks Difference, -Patriarch, and -Composure.

Contact Matt today to receive a spreadsheet with information on these bulls in early March.
620-583-4305 (text/call) mattperrier@dalebanks.com

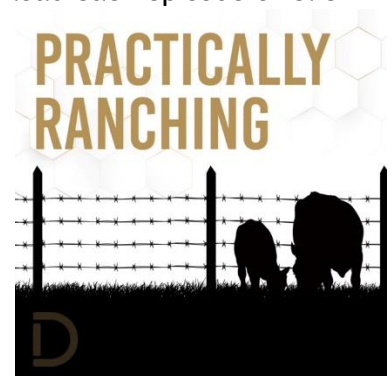


Practically Ranching™ While You're Actually Ranching

If you are a podcast listener, we hope you have been catching up on the great discussions we have recently had on our podcast, *Practically Ranching*™. If you are not yet a follower of podcasts, it's easy to do. Just open (or download for free) your chosen podcast player (Apple Podcasts, Spotify, iHeart and Amazon Music are some of the most popular) and search *Practically Ranching*™. You can download each episode or click "Follow" to have them automatically downloaded when they're released.

We are out every couple of weeks with an hour-long conversation with interesting folks in the beef community. If you have Bluetooth capabilities in your truck or a set of AirPods/earbuds, you can take us along while you're feeding, fencing or in the hayfield this summer.

It's a great way to hear from thought-leaders in the business without having to leave the ranch. We have seen tremendous growth in the podcast, and we welcome your input on how to make *Practically Ranching*™ even better. Thanks for listening!



What's a Good Bull Worth in 2025?

by Dr. Mark Johnson, Oklahoma State University

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The spring bull buying season is here, so it's time to revisit the age-old question. The question has been asked forever, or at least as long as we have been breeding cattle with a notion of trying to make the next generation better. It is a classic and timeless question. It is an important question. At this time of year, when many bulls are being marketed and we are planning ahead for spring breeding season, it is a question that is asked a lot!

I remember first hearing the answer nearly 40 years ago as a student at OSU.

"A good bull is worth the value of five calves he sires."

I've heard that answer again many times over the years. It is a good answer and a good rule of thumb to follow, the problem is it doesn't exactly narrow down the range. If we do a little "cowboy math," this answer may in fact lead to more questions.

What is considered a "Good Bull"?

For this discussion, qualifications to meet "Good Bull" status are:

A bull that sells with a registration paper, which includes pedigree information and a complete set of genetic values (including EPDs and Bio-economic indices) to be considered in the selection process.

A bull that has passed a Breeding Soundness Exam (BSE) and selling with a breeding soundness warranty (terms will vary).

When are we marketing our calves? What is their value?

According to the most recent (Jan. 21, 2025) Oklahoma Market Report:

524 lb. weaned steer calves (Large, 1) are worth about \$3.50/lb. for a value of approximately \$1,834 per head. Therefore, if my future marketing plan is to sell weaned steers, $\$1,834 \times 5 = \$9,170$ is the answer.

912 lb. yearling steers (Large, 1) are worth about \$2.53/lb. for a value of over \$2,300 per head. Therefore, if my future marketing plan is to sell yearling steers, $\$2,300 \times 5 = \$11,500$ is the answer.

1,500 lb. finished beef steers are worth \$2.00/lb. live for a value of \$3,000 each. Therefore, if my future marketing plan is to retain ownership through finishing and sell fed cattle on a live weight basis, $\$3,000 \times 5 = \$15,000$ is the answer.

So, in the current market, a good bull is worth somewhere between \$9,000 - \$15,000 to a commercial cow-calf operation. Where exactly in that range depends on your marketing plan and the market conditions at that time. Not an exact number because there are many variables in play.

One key point illustrated here is that the longer you own the offspring before marketing, the greater the value of the bull to your operation. Retained ownership gives you more time and opportunity to capture the value of your investment in genetics. It is noteworthy that we haven't considered the value added to replacement females a bull will sire. Bulls used to sire the next generation of cows have an even greater long-term economic impact on the profit potential of your operation and should be valued accordingly.

I encourage cow-calf operations to consider their production system and marketing plan. Doing so should dictate where to apply selection pressure. Genetic values pay when you purchase bulls capable of improving genetic potential for the specific traits that will translate to added value at your intended marketing endpoint.

Note from the Perriers: For decades, we have used this "5 calf value rule" to help us price the top end of our private treaty bulls. Interestingly, the bulls sold in our fall sale generally average at or slightly above this figure each year, so the market tells us that it is a solid indicator of values for good seedstock. While we haven't yet priced this year's private treaty bulls, they'll likely be in a range from \$5000-\$9500 apiece.

Contact us anytime!

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What Did We Learn?

by Matt Perrier

As I write this, we're on the back side of an abnormally cold February storm here in Kansas, very similar in its timing and temperatures to the bitterly cold winter storm in 2021. We know how tough this storm and its associated loss have been on ranchers, and you are all in our prayers. Spring will be here soon!

My kids will tell you that each time they have a disappointing game, test, show or contest, I'll ask, "What did we learn?" While it is rarely the response they want to hear, I believe that it's an appropriate question.

Mark Twain once said, "Good decisions come from experience. Experience comes from making bad decisions." As that 2021 storm approached, I made some bad decisions. We did what we thought we could do to prepare, as we were getting 15-20 calves per day. We range-calve our cows in large pastures, but we moved them to areas with some wind protection, put out bedding and extra hay, checked them every few hours day and night. Even with these interventions, we had significant calf losses. Although we had faith in our cows' mothering abilities, minus 50 degrees wind chills for nearly a week were too much for some of them to handle. Following that February "when Hell froze over," I asked myself that very question, "What did I learn?"

My first response was "Quit calving in the winter," but since we sell yearling cattle private treaty in the spring, there were significant marketing challenges to a calving season change. After watching multiple cows clean calves off, get them up and nursing, only to find them frozen hours later, I told myself that I'd do something more if we ever saw a storm of this magnitude.

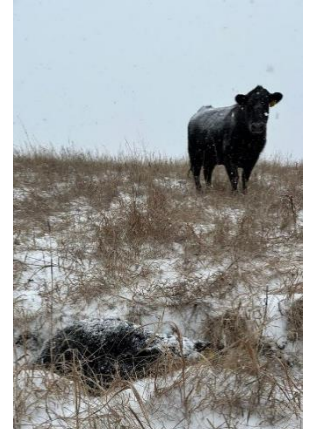
As the weather forecasts predicted another February squall in the midst of calving season again this year, our crew began strategizing our response. With input from everyone on the ranch, we decided to convert an old machine shed near our Repro facility into a north windbreak and calving shed. Thanks to portable panels and some old bedding hay purchased from a neighbor, we set up a 24-hour calving facility in what had been a barnyard just hours before. We then sorted and hauled the "heavy springers" from pastures to this facility to calve for a week or so.

While I never dreamt this "barnyard" could be used in this capacity, I believe that God did. He likely inspired the ideas that led to the decision to use it as a triage calving unit last month. But we humans had to act. We had to make the appropriate decisions. We had to put forth the effort to build pens, move cows, administer care to newborn calves, and then clean it all up afterward. Most of all, we had to think differently about an otherwise standard operating procedure here at Dalebanks.

We talk a lot about the traditional mindset of ranchers and the number of times we say, "We've never done it that way." That experience of 2021 made this year's decision easier, but how many times do we get dealt a bad hand with markets, weather, or other "uncontrollables," just to repeat it a few years or decades later?

It has been my experience that the most successful business owners and managers have one thing in common: they constantly analyze the forces at work around them. They turn challenges into opportunities. They turn adversity into learning experiences. They ask others for input and then make decisions using the best information available. And most importantly, instead of going to the café and telling stories about the wreck they just went through, they make plans to improve in case it happens again.

May God help heal everyone from the losses sustained and help us make appropriate decisions as we go forth.



Practical. Profitable. Genetics.
AVAILABLE AT PRIVATE TREATY
Beginning Friday, March 12

Selling 50+ Yearling bulls sired by:
Connealy Commerce, Baldrige Gibson,
OLC Big Texan, Yon Top Cut, Yon Saluda,
Dalebanks Difference/Patriarch/Composure.

Contact Matt today to receive prices and information
(available 3/7/25) to select your next herd bulls.

Dalebanks bulls are:

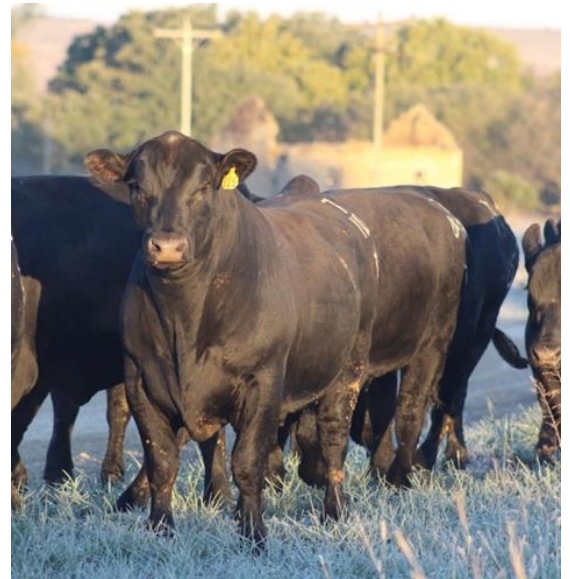
** backed by more than 120 years of balanced-trait,
disciplined breeding and data collection*

** forage developed * fertility tested * foot scored*

**evaluated for genomic & growth traits * docile*

** freeze branded*

** bred to thrive on forage*



Also selling select groups of registered females throughout the spring:

- 15 fall-calving heifers, due October-Nov 2025 (available now)
- 20 fall-calving cows, due October-November 2025 (available late May)
- 20 spring-calving heifers, due March 2026 (available in mid-July)

Dalebanks Angus

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