



Dalebanks Digest

fall
2025

The Bulls and Heifers That Sell

Saturday, November 22, 2025, will be a tremendous opportunity to invest in *Practical. Profitable. Genetics.* for your cowherd. We kept the top 150 bulls from more than 260 bull calves born in the Dalebanks program in 2024. Plus, we will offer an elite set of fall yearling registered heifers for our seedstock customers!

It's no secret that we have chosen to focus on functional cattle that offer enough growth and marbling to fit today's needs at the feedyard, packer and retail levels. We also expect these cattle to offer the soundness, fertility and longevity it takes to make a profitable cowherd. So it should come as no surprise that the bulls' average EPDs land in the best 25% of nearly every EPD trait and the top five to ten percent for the commercial-focused Maternal (\$M) and Combined (\$C) Indexes.

But it doesn't stop with genetics. We expect these cattle to be able to deliver these genetics within a commonsense management scenario. That's why the older bulls were developed last winter on a moderate energy diet and spent the summer and early fall grazing native Flint Hills pasture in the hills north of the sale facility. It's why the fall bulls were weaned in late spring, also grazed on native pasture through the summer, and have been on a moderate energy ration since August.

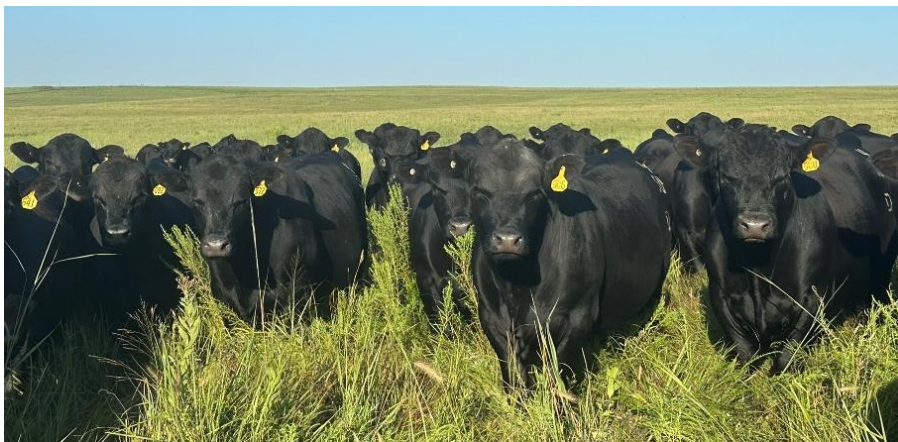
Just like always, all of them represent the top end—both phenotypically and genotypically--of both calf crops. They will be freeze-branded, fertility-tested, vaccinated and ready to turn out on cows or heifers any time after the sale.

As we see the seedstock business become even more segmented, our family is steadfast in our belief that cattle should **SIMULTANEOUSLY** offer soundness, performance and longevity...not just one or two of these important qualities. We

realize that there are numerous choices in Angus bulls today. You may find bulls that have higher EPDs for a given trait or two. Other programs might have higher actual weaning weights. Some bulls might display a fancier "look." And yes, there are certainly cheaper bulls out there, as well.

But customers who have tried "Brand X" bulls and then return to buy "Open D" bulls indicate that finding bulls like ours that combine structural integrity, optimum EPDs for both maternal and end-product merit, early growth, calving ease, and docility is increasingly difficult today.

We look forward to visiting with you about the breeding philosophy and disciplined culling that have helped us produce *Practical. Profitable. Genetics.* for 121 years. Call, text, email or stop by anytime!



The bulls have enjoyed the frequent rains and green grass this summer.

Agriculture's Guilt of Success

I tried several openings to grab your attention with this article, but none could compare with the facts. At time of writing (August 20, 2025), all classes of cattle are from 28-32% higher than they were at this time last year. Boxed beef prices are 20% higher. Hay and other feed are plentiful and a bit cheaper than last year. Most of us have significantly improved pasture and water conditions. What a time to be a cow-calf producer!

In many industries, CEOs would be bragging about record profits while wooing potential investors. But most conversations that I have with customers and neighbors are more cautious... almost apologetic. I get it. It is a cattle producer's nature to be conservative. There are many factors that affect our business which are largely out of our control. And even with the incredible fundamentals that point to strong prices for the next year or two, we all know the brutal nature of commodity market swings.

But the "guilt of success" that we sometimes have in agriculture has always fascinated me. Having lived in a few metropolitan areas in my past, I can assure you that this isn't the case with our suburban neighbors. When someone wants to pay a lot for their product or service, they don't apologize. In my opinion, we shouldn't either.

Now, we don't need to frivolously throw money toward unnecessary items and change our standards of living. But one thing that we can control is how we invest profits during times like these. They enable us to do some things that can make things easier, safer and more enjoyable in the future.

If you have a couple of hours this fall, I suggest writing a "wish list" for your outfit. Be bold! Be audacious! Think of facility improvements that you never thought you could afford. Think of water or fencing projects you've always wished you could tackle. Think of hiring contract labor to do something that you've always done "for free," so you can spend some time on strategic planning for the future. Determine how improved genetics can enable you to accomplish your goals for more valuable, more user-friendly cattle.

Like all other classes of cattle today, I presume superior genetics will command very good prices this fall. But honestly, many thought they were high for the past five years, and that investment has certainly paid off.

I have said it hundreds of times; we have one main reason for this sustained profitability in the beef sector: consumer demand. We continue to improve beef's quality and consistency. We continue to improve beef producers' image. And most importantly, consumers now realize that not only is it "OK" to eat beef occasionally, their overall health and well-being improves when they do!

These consumers want quality, and they have proven that they are willing to pay for it. Whether it's entertainment, vehicles, clothes or food, they expect something that is going to be predictable, reliable and valuable. At Dalebanks Angus, we believe your genetic investment is no different. We produce bulls to meet ranchers' needs for performance and inputs without a lot of nuisances.

We believe these *Practical. Profitable. Genetics.* are right for today's times. They offer the opportunity to capture record profits while doing the job without excessive care, just as a cowherd should. Sure, they may not be the cheapest option around. But **there has never been a better time to invest wisely in things that can make life easier and more profitable for years to come.**

As we go forth through this era of significant profitability in the cow-calf segment, let's not apologize. We work hard, risk much, and have endured many years of breakeven income statements (or less) to get here. Instead of being uncomfortable with this success, let's find places where we can invest in our future. Let's continue to produce consistent, high-quality eating experiences. And let's treat the cattle business like a businessman should.



Finding Efficiency on Forage

Two years ago, Kansas State University asked if we would assist them in collecting phenotypes for a forage efficiency project on which they had embarked. Because we believe strongly in finding cows that are efficient on forage, we enthusiastically agreed. Over the next 18 months or so, we tested numerous groups of bred heifers and young cows in the project.

Using GreenFeed equipment (pictured at right in one of our pastures), the females were individually measured for Methane and Carbon Dioxide production, as well as Oxygen consumption, during normal respiration. It is the research community's hope that by quantifying this data, these phenotypes can be used to calculate a proxy for metabolic rate, to eventually better select for the most forage efficient lines of cattle we can find.

Over the past year or so, the American Angus Association decided to build upon this initial research. Given the expensive nature of these machines, data collection and analysis, they sought an outside funding source for the research. Because methane was one of the chosen proxies to predict forage efficiency, an entity called the Bezos Earth Fund elected to fund the project. As you have likely read on social media, this foundation is largely funded by Jeff Bezos.

Since Mr. Bezos is not viewed as a friend of the beef business, a lot of us had questions about this foundation's involvement. As we inquired, it became clear to our family that any perceived risks were negated by the potential rewards of having genetic predictions to enable us to select females that can do "more with less" on forage.

Similar work was done in the 1960s on rumen production of volatile fatty acids, which led to the development of ionophores. Today, we are attempting to address the genetic component to modify methane loss and improve forage utilization.

Just like we stated a year ago, our family continues to be excited about the potential to develop measurements for a cow's forage efficiency. Data indicates that the majority of nutrient resources of a fed steer's life are consumed from conception till weaning. If we can positively affect a cow's ability to efficiently convert forage to milk, meat and her next calf, we could do amazing things for the beef profitability in the future.

This research will take years to compile, but stay tuned!



Where Are Prices Headed?

The bull market that the beef complex has been on for the past several years has been nothing short of incredible. And while most recall how quickly 2015 dashed the optimism of 2014, I believe that our recent memory of that quick downturn is prolonging this cycle's rebuild. With today's prices and plentiful moisture & forage in much of cow country, most analysts agree that producers *should* be growing the herd.

But for various reasons, significant heifer retention has not yet begun. So the market is doing what markets do...it continues to push higher, attempting to signal herd expansion and ration the supply of cattle available. Meanwhile, we producers continue to sell into this market, calling it a once-in-a-lifetime opportunity.

But what if it isn't a once-in-a-lifetime occurrence? What if we are at the dawn of a new era of beef demand? What if our consumers have figured out that seven decades of the "war on (dietary) fat," has actually made us fatter? What if we are returning to a diet of moderate quantities of "the four food groups," instead of the carb-loaded guidelines we have seen over the past few decades? Will we see farmed acres return to beef production? Will fences that were ripped out a mere fifteen years ago be rebuilt and cool season grass or annuals planted?

Time will tell, but I for one am still bullish on beef. I know how I feel when I don't eat enough of it, and I think the rest of the world is figuring it out, as well. So will we see several more years of higher prices? Only God knows. But let's recognize that DEMAND has (thus far) been largely responsible for these prices. So let's continue to find ways to grow that demand with high-quality BEEF.

Practical. Profitable. Genetics.

Annual Bull Sale November 22, 2025

12:30 pm at the Dalebanks Angus Sale Facility, 1030 River RD, Eureka, KS

**Selling 150 yearling and
coming 2-year-old bulls sired by:**

Connealy Commerce	Yon Saluda
HF Safe & Sound	EZAR Step Up
Connealy Craftsman	S Armstrong
Tehama Patriarch	Yon Top Cut
Baldrige Gibson	E&B Rival

Also selling six elite yearling heifers!

*Optimal balance of MATERNAL, CALVING-
EASE, GROWTH and CARCASS TRAITS.*



Contact Matt today to receive your catalog!

Contact us anytime to discuss how Practical. Profitable. Genetics. can work in your herd!

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