

Market Advisor: 2017 calf prices better than expected

by **TIM PETRY**,
North Dakota State
University Extension
Service



The 2017 October to December traditional seasonal heavy-calf marketing season recorded prices that were higher than originally expected. Most market classes of steer calves in the Northern Plains were \$30-\$40 per hundredweight (cwt.) higher than last year's low prices,

with many heifer calves trading \$20-\$30 higher.

The good news is that higher prices occurred in spite of a larger calf crop with more calves marketed. The USDA National Agricultural Statistics Service (NASS) estimated the 2017 calf crop in

the United States to be 36.3 million head, up about 3.5% from the 35.1 million head in 2016.

As previously discussed in this column, beef cow numbers according to NASS reached a cyclical low on Jan. 1, 2014, of 29.085 million head. Drought and several other factors led to the longer-than-normal cyclical decline. A return to more normal moisture conditions in much of the U.S. beef cattle producing area resulted in cyclical expansion. An increase of 217,000 head of beef cows occurred by Jan. 1, 2015, up 864,000 by Jan. 1, 2017, and another increase of 1,044,000 head to 31,210 million head on Jan. 1, 2017. Further expansion is likely occurring this year, but at a more moderate rate. So, expect a larger calf crop again next year.

As 2017 progressed, several positive fundamental factors came together that supported calf and fed-cattle prices. The two most important factors that affect fall calf prices are corn prices and fed-cattle prices. Usually, a 10¢-per-bushel change in corn prices causes a \$1 change in calf prices in the opposite direction.

After peaking at around \$4.15 per bushel in July, December corn futures prices declined to about \$3.50 in September, just in time for the fall marketing season for calves. The NASS forecast of a large corn crop became reality with the second-largest crop, behind only last year's record crop. Harvest pressure on corn prices caused even lower prices by November and the contra-seasonal increase in calf prices.

Fed-cattle prices were supported by a number of positive factors, as well. April 2018 live-cattle futures prices increased from about \$110 per cwt. in late August to about \$130 per cwt. in early November. That increase was supportive to the entire feeder-cattle

Kessler

A·N·G·U·S

BULL SALE

Tuesday, February 20, 2018

At the ranch, near Milton-Freewater, Oregon
120 Spring & Fall Yearlings and
Coming Two-Year-Olds Sell

<p style="font-weight: bold;">Kesslers Comrade 6908</p> <p>Reg. No. 1881093 Sire: Connealy Comrade 1385 • MGS: HARB Windy 702 JH CED +13; BW -7; WW +51; YW +94; CW +26; Marb +74; RE +61; \$W +55.22; \$B +110.14</p>	<p style="font-weight: bold;">Kesslers Whitlock 7504</p> <p>Reg. No. 1881016 Sire: S Whitlock 179 • MGS: Connealy Real Product CED +13; BW -1.6; WW +64; YW +113; CW +54; Marb +79; RE +75; \$W +78.25; \$B +135.30</p>	<p style="font-weight: bold;">Kesslers 100 X 7523</p> <p>Reg. No. 1881620 Sire: Kessler 100 X 3520 • MGS: TC Aberdeen 759 CED +5; BW +8; WW +52; YW +94; CW +34; Marb +25; RE +62; \$W +46.34; \$B +111.74</p>
<p style="font-weight: bold;">Kesslers Reserve 7530</p> <p>Reg. No. 18881694 Sire: VAR Reserve 1111 • MGS: HARB Pendleton 765 CED +7; BW +5; WW +59; YW +92; CW +36; Marb +79; RE +69; \$W +57.22; \$B +138.02</p>	<p style="font-weight: bold;">Kesslers Breakthrough 7539</p> <p>Reg. No. 18881625 Sire: Baldrige Breakthrough A91 • MGS: AAR Ten X 7008 SA CED +9; BW +2.0; WW +72; YW +124; CW +51; Marb +64; RE +72; \$W +69.44; \$B +149.23</p>	<p style="font-weight: bold;">Kesslers Recharge 7616</p> <p>Reg. No. 18881649 Sire: SAV Recharge 3436 • MGS: Connealy Lead On CED -4; BW +4.7; WW +76; YW +135; CW +63; Marb +32; RE +76; \$W +72.64; \$B +155.78</p>
<p style="font-weight: bold;">Kesslers Ten X 7618</p> <p>Reg. No. 18881650 Sire: AAR Ten X 7008 SA • MGS: Kessler Frontman 1001 CED +6; BW +1.5; WW +64; YW +118; CW +39; Marb +77; RE +37; \$W +65.42; \$B +142.94</p>	<p style="font-weight: bold;">Kesslers Black Granite 7624</p> <p>Reg. No. 18881653 Sire: Connealy Black Granite • MGS: AAR Ten X 7008 SA CED +8; BW +2.9; WW +77; YW +137; CW +68; Marb +59; RE +66; \$W +76.13; \$B +178.91</p>	<p style="font-weight: bold;">Kesslers Black Granite 7652</p> <p>Reg. No. 18881665 Sire: Connealy Black Granite • MGS: Kessler Frontman 1001 CED +12; BW +3; WW +56; YW +94; CW +39; Marb +56; RE +46; \$W +71.13; \$B +133.13</p> <p style="text-align: right; font-size: small;">EPDs as of 12/13/17</p>

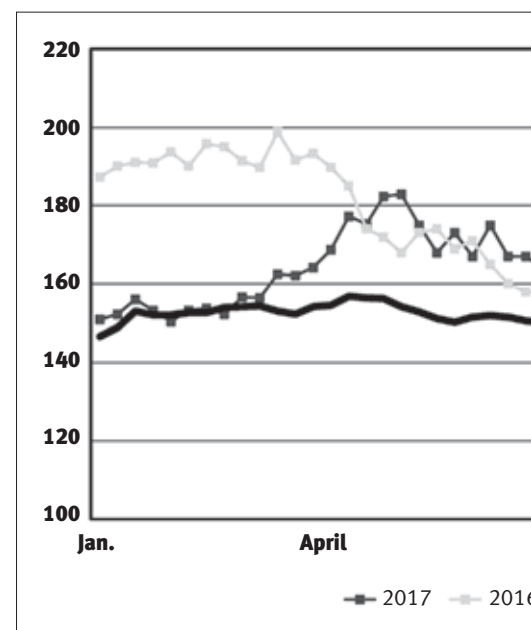
Bulls Sired By:
Baldrige Breakthrough • Connealy Black Granite • Connealy Comrade • JMB Traction
K Bar D Joe Canada • Kesslers Legacy 5093 • KR Cash 5212 • KR Millionaire
RB Tour of Duty • SAV Recharge • S Whitlock

Randy Kessler
49838 Fruitvale Road • Milton-Freewater, OR 97862

Randy: 509-520-3281
Tierra (office): 509-876-0884
randy@kesslerangus.com

Request sale books & more information at kesslerangus.com

Fig. 1: Medium Frame #1 Steer Calf Prices
550-600 lb., N.D., Weekly



Source: USDA AMS, Livestock Marketing Information Center.

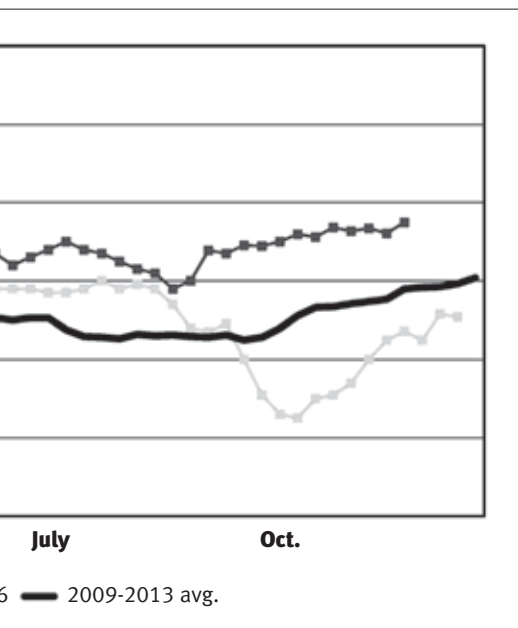
complex and strong fall calf prices. A strengthening U.S. economy bolstered consumer incomes and reduced unemployment levels, factors that supported spending on beef meals both at home and at restaurants. Probably even more important was that foreign beef demand was better than earlier expected. U.S. beef exports were record high in 2017. Demand by packers for slaughter-ready animals was robust and helped keep fed-cattle slaughter weights below 2016's.

Looking ahead to 2018, the same fundamental factors that were important in 2017 will need to be watched. Robust domestic and foreign demand for beef will be important because record-high beef production (and record-high pork, chicken and total meat production) is expected in 2018, along with the larger calf crop. A number of beef-exporting and beef-importing countries are currently negotiating trade agreements. It is important to the U.S. beef industry that the United States has positive outcomes with trade agreements so record beef exports can continue.

As previously mentioned, corn prices are an important factor affecting calf prices. Weather is a big factor in corn production and also cattle production. In 2017, several U.S. cattle-producing areas suffered from natural disasters, including drought, wildfires and flooding. A severe drought in the Northern Plains, where I am, adversely affected cattle production and necessitated somewhat abrupt changes in management and marketing plans.



Editor's Note: *Tim Petry is a livestock marketing economist with the North Dakota State University Extension Service.*



Angus Sales Link

The following section is presented as a listing of Angus sales and events known to our staff. Sales are presented by sale date, herd/association name and herd location (also sale location, if different). If more than one herd is involved, the address listed is the location of the sale. To make this listing concise, we have used the following abbreviations: associates, assoc.; association, Ass'n; beef cattle improvement association, BCIA; beef cattle improvement program, BCIP; brothers, bros.; company, co.; enterprises, ent.; international, int'l; junior, jr.; mountain, mtn.; national, nat'l; northeast, NE; northwest, NW; performance-tested, PT; Roll of Victory, ROV; senior, sr.; southeast, SE; southwest, SW; to be announced, TBA; and university, Un. The most current version of the Angus Sales Link is available online at www.angus.org/angusproductions/anguscalendar.aspx. This version is updated on a regular basis and is searchable by keyword, location and date.

The Bull Sale

AT BADGER CREEK VOL. II

February 17, 2018

Selling 75 Angus & SimAngus™ bulls, including several heifer bull prospects.
Visit www.badgercreekcattle.com to view or request a sale book.

Sons of these powerful $\frac{B}{C}$ herd sires sell!



Duff Napoleon 232



BPS Structure 308A



ACW Ironhide 395Y

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Chance Stout – 620-803-9494 • Glenn Woodrow – 618-316-0039

INNOVATION
AgMarketing, LLC
Sale Manager

Graham Blagg • 530-913-6418

graham@innovationagmarketing.com

innovationagmarketing.com

JANUARY

- Jan. 8–Diamond Ring Ranch
Commercial Sale, Billings, MT
- Jan. 9–Bases Loaded Sale, Denver, CO
- Jan. 10–Nat'l Western Angus Bull Sale
& Foundation Event, Denver, CO
- Jan. 10–Nat'l Western Angus ROV Bull
Show, Denver, CO
- Jan. 10–Nat'l Western Bull Sale Show,
at the Stadium Arena, Denver, CO
- Jan. 11–Denim & Diamonds Angus
Sale, at Beef Palace Auction Arena,
Denver, CO
- Jan. 11–Nat'l Western Jr. Angus Heifer
Show, Denver, CO
- Jan. 11–Trowbridge Family of Friends
Sale, Denver, CO [evening]
- Jan. 12–Colorado Angus Ass'n
Foundation Female Sale, at Livestock
Center Auction Arena, Denver, CO
- Jan. 12–Nat'l Western Angus ROV
Female Show, at Stadium Arena,
Denver, CO
- Jan. 13–Nat'l Western Angus Bull/
Heifer Pen Carload Show, Denver, CO
- Jan. 13–Rafter T Angus Bull Sale,
Buffalo, WY
- Jan. 13–Schneider Cattle Co. Bull Sale,
Stuart, IA
- Jan. 13–SE Angus Classic Bull Sale,
Opelika, AL
- Jan. 15–Miller Angus Ranch, at Kist
Livestock, Mandan, ND
- Jan. 16–McPherson Angus Ranch,
Philip, SD
- Jan. 18–Davenport Angus Online
Embryo Sale, Wagner, SD
- Jan. 18–Un. of Tennessee Sr. Bull Test
Sale, Spring Hill, TN
- Jan. 19–Texas Angus Ass'n Annual
Banquet, Fort Worth, TX
- Jan. 19–Texas Angus Ass'n Best of the
West Bull Sale, Fort Worth, TX
- Jan. 19–Urlacher Angus Ranch
2-year-old Bull Sale, at Bowman
Auction Market, Bowman, ND
- Jan. 20–Gretsch Bros. Angus, at NE
Georgia Livestock, Athens, GA
- Jan. 20–Kansas Angus Ass'n Annual
Meeting, Lawrence, KS
- Jan. 20–Lamoine Valley Angus Ass'n
Annual Meeting, Macomb, IL
- Jan. 20–Oesterling Angus Bull Sale,
Batesville, IN
- Jan. 20–Redland Angus Spring Sale,
Buffalo, WY
- Jan. 20–Sandage Angus Bull Sale,
Gordon, NE
- Jan. 20–Texas Angus Ass'n Stars of
Texas Female Sale, Fort Worth, TX
- Jan. 20–Texas Jr. Angus Ass'n Annual
Meeting, Fort Worth, TX
- Jan. 20–Un. of Florida Bull Test Sale,
Marianna, FL
- Jan. 21–Fort Worth Stock Show &
Rodeo Jr. Angus Heifer Show, Fort
Worth, TX

Jan. 21—Jallo Angus Ranch, Fordville, ND
 Jan. 21—Kansas Angus Ass'n Futurity Jr. Show, Lawrence, KS
 Jan. 22—Gardiner Angus Ranch Early Bird Bull Sale, Ashland, KS
 Jan. 22—Joseph Angus Ranch, Winner, SD (Valentine, NE)
 Jan. 22—Sodak Angus Ranch, Reva, SD
 Jan. 23—Ken Haas Angus, La Grange, WY
 Jan. 23-27—Red Bluff Bull & Gelding Sale, Red Bluff, CA
 Jan. 23—Weigel Angus Ranch, Kintyre, ND
 Jan. 24—JB Angus, Dickinson, SD
 Jan. 24—Sioux Empire Angus Show & Sale, Sioux Falls, SD
 Jan. 25—Marcy Cattle Co., Gordon, NE
 Jan. 25—Thomas Angus Wyoming Division Sale, Torrington, WY
 Jan. 26—Diamond J Angus, Mandan, ND
 Jan. 26—Ruggles Angus, McCook, NE
 Jan. 27—21 Angus Ranch, New England, ND
 Jan. 27—Baldridge Bros. Bull Sale, North Platte, NE
 Jan. 27—Bobcat Angus, Great Falls, MT
 Jan. 27—Central Kentucky Angus Ass'n Winter Sale, Danville, KY
 Jan. 27—Fort Worth Stock Show & Rodeo Super-Point ROV Angus Show, Fort Worth, TX
 Jan. 27—Froslee Angus, Vining, MN
 Jan. 27—Hutson Angus Farms Bull Sale, Elk City, OK
 Jan. 27—Jauer Dependable Genetics, Hinton, IA
 Jan. 27—Little Goose Angus Ranch, Buffalo, WY
 Jan. 27—Louisiana Angus Ass'n Bull Sale, Lecompte, LA
 Jan. 27—Nichols Private Treaty Bull Sale, Bridgewater, IA
 Jan. 27—Pinehurst Farms, Earlham, IA
 Jan. 27—Thompson Angus Ranch, Kintyre, ND
 Jan. 27—Tokeena Angus, Seneca, SC
 Jan. 29—Black Hills Stock Show Angus Show & Sale, Rapid City, SD
 Jan. 29—FairView Angus Bull & Cow Herd Dispersion, Melville, MT
 Jan. 29—KEY Ranch, at Lexington Livestock, Lexington, NE
 Jan. 31-Feb. 2—Cattle Industry Convention, Phoenix, AZ

FEBRUARY


Feb. 1—Idland Cattle Co., Glendive, MT
 Feb. 2—Maher Angus Ranch, Morristown, SD
 Feb. 2—McConnell Angus, Dix, NE
 Feb. 2—Nord Angus, Belfield, ND
 Feb. 2—Poss Angus, Scotia, NE
 Feb. 2—Severance Diamond Ranch Charolais & Angus Bull Sale, at Kist Livestock Auction, Mandan, ND
 Feb. 3—Bartos Angus Ranch, Verdigre, NE
 Feb. 3—Clemson Bull Test Sale, Clemson, SC
 Feb. 3—Ellingson Angus, Saint Anthony, ND
 Feb. 3—Graff Cattle Co./Tumbling T Angus Bull Sale, Ogallala, NE
 Feb. 3—Horsley Bros., Galva, IL
 Feb. 3—Klamath Falls Bull Sale, Klamath Falls, OR
 Feb. 3—Larsen Angus, Marne, IA

Feb. 3—Messner Ranch, Laverne, OK
 Feb. 3—NE Alabama Performance Breeders' Bull Sale, Cullman, AL
 Feb. 3—Prairie Creek Angus, Pleasant Plains, IL
 Feb. 3—Real World Genetics, Saint Anthony, ND
 Feb. 3—Spring Valley Ranch, Bassett, NE
 Feb. 3—Turnpike Creek Farms, Milan, GA
 Feb. 4—Blue River Gang Sale, Seward, NE

Feb. 4—Frey Angus Ranch, Glenville, ND
 Feb. 4—Makovicka Angus, Rising City, NE
 Feb. 5—Martin Angus, Ogallala, NE
 Feb. 5—Mike Sitz Angus Ranch Bull Sale, Burwell, NE
 Feb. 5—Red Rock Cattle Co., Faith, SD
 Feb. 5—Ressler Ranch, McHenry, ND
 Feb. 6—Dixie Nat'l Jr. Angus Show, Jackson, MS
 Feb. 6—Hoover Angus Farm, Ellston, IA

Feb. 6—Watertown Winter Farm Show Angus Show & Sale, Watertown, SD
 Feb. 7—Seevers Angus, Burwell, NE
 Feb. 8—Booth's Cherry Creek Ranch Bull Sale, Torrington, WY
 Feb. 8—Green Valley Cattle Co., Atkinson, NE
 Feb. 8—Mohnen Angus Bull Sale, White Lake, SD

(Continued on page 136)






Please join us for our
Spring 2018 Sales

<p>Thursday January 25, 2018 Noon · Yoder, Wyoming 150 BULLS</p>	<p>Saturday February 17, 2018 Burley, Idaho 100 BULLS</p>
<p>Tuesday March 6, 2018 11 a.m. · Baker City, Oregon 200 BULLS & 75 FEMALES</p>	<p>Thursday March 15, 2018 Gering, Nebraska 100 BULLS</p>

Thomas ANGUS RANCH

42734 Old Trail Rd. · Baker City, OR 97814
 Rob & Lori Thomas - Home: (541) 523-7958 · Office: (541) 524-9322
 Rob's Cell: (541) 403-0562 · Lori's Cell: (541) 403-0561
 Bryce Schumann, Manager of Cooperative Solutions · Cell (785) 424-0360
 www.thomasangusranch.com · thomasangus@thomasangusranch.com

Sale Managers:
 www.cotton-associates.com
 517-548-6374

COTTON ASSOCIATES

LiveAuctions TV

SUPERIOR

 PORK CUTS

Also Note: March 5, 2018 · Baker City, Oregon
 Harrell Hereford Ranch Bull Sale at the Western Genetic Event

Angus Sales Link (continued from page 135)

Feb. 8—Topp Angus, Grace City, ND
 Feb. 8—Un. of Georgia Focus on EPDs Sale, Athens, GA
 Feb. 8—Wittkopp Angus Bull Sale, Glasgow, MT
 Feb. 9—Burgess Angus Ranch Bull Sale, Homedale, ID
 Feb. 9—Powder River Angus Bull Sale, Buffalo, WY

Feb. 9—Vandeberghe's Flying V Angus, Cleveland, ND
 Feb. 9—Weber Farms, Plainview, NE
 Feb. 10—Amdahl Angus & Hereford, Rapid City, SD
 Feb. 10—Black Crest Farms, Sumter, SC
 Feb. 10—Bradley 3 Ranch, Memphis, TX
 Feb. 10—Busmus Angus Bull Sale, Mitchell, SD

Feb. 10—Conley Cattle Co./Penner Ranch Spring Bull & Commercial Female Sale, at Southern Oklahoma Livestock, Ada, OK
 Feb. 10—Crooked Creek Angus, Burlington Junction, MO (Clarinda, IA)
 Feb. 10—Gem State Classic, Twin Falls, ID
 Feb. 10—Jensen Angus, Big Piney, WY
 Feb. 10—Performance Angus Breeders of

Central Oregon (PABCO) Bull Test Sale, Madras, OR
 Feb. 10—Rudow Cattle Co., Pana, IL
 Feb. 10—Schaff Angus Valley, Saint Anthony, ND
 Feb. 11—Brown's Angus Ranch, Center, ND
 Feb. 11—Dixie Nat'l ROV Angus Show, Jackson, MS
 Feb. 11—Quail Valley Ranch Bull Sale, Prineville, OR
 Feb. 12—BB Cattle Co. Bull Sale, Connell, WA
 Feb. 12—Carter Family Angus, Arthur, NE
 Feb. 12—Felton Angus Ranch Bull Sale, Springdale, MT
 Feb. 12—Sletten Angus Ranch, Faith, SD
 Feb. 12—Wilkinson Ranch Angus Sale, DeSmet, SD
 Feb. 13—G-H Angus Bull Sale, Torrington, WY
 Feb. 13—Kuck Ranch, Lexington, NE
 Feb. 13—Raven Angus, Colome, SD
 Feb. 13—South Mtn. Ranch Bull Sale, Marsing, ID
 Feb. 14-15—Iowa Beef Expo, Des Moines, IA
 Feb. 14—Meadow Acres Angus Ranch Bull Sale, Echo, OR
 Feb. 14—San Antonio Livestock Expo All Breeds Bull & Heifer Sale, San Antonio, TX
 Feb. 14—SandPoint Cattle Co., Lodgepole, NE
 Feb. 14—Spear U Angus Ranch, Wall, SD
 Feb. 15—Krebs Ranch, Gordon, NE
 Feb. 15—Louisiana State Univ. Jr. Angus Show, Gonzales, LA
 Feb. 16—Bullerman Angus/K&J Angus Bull Sale, Rushmore, MN
 Feb. 16—Drysdale Angus, Wabasha, MN (Lanesboro, MN)
 Feb. 16—Hoffman Ranch, Thedford, NE
 Feb. 16—Inaugural Angus Alliance Bull Sale, at Bonina Sale Facility, Eltopia, WA
 Feb. 16—Lewis Bros. Angus, Saint Onge, SD
 Feb. 16—Linz Heritage Angus/Gaffney Family Cattle Bull Sale, Pardeeville, WI
 Feb. 16—Lundgren Angus Ranch, Gove, KS
 Feb. 16—Miske Angus, Glendive, MT
 Feb. 16—San Antonio Livestock Expo Jr. Angus Heifer Show, San Antonio, TX
 Feb. 17—Badger Creek Cattle Co., Emporia, KS
 Feb. 17—Byergo Family Angus, Savannah, MO
 Feb. 17—Fallon All Breeds Bull Sale, Fallon, NV
 Feb. 17—Janssen Voss Angus, Earlham, IA
 Feb. 17—JR Ranch/Sackmann Cattle Co. Herd Builder Bull Sale, Othello, WA
 Feb. 17—Leader Angus Farms, Crofton, NE
 Feb. 17—Minert/Simonson Angus, Dunning, NE
 Feb. 17—Pine View Angus, Colesburg, IA

Conley Cattle & Penner Ranch

ANNUAL ANGUS BULL SALE

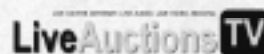
& **11th Annual Pick of the Day Farms**

Commercial Bred Heifer Sale

Saturday, February 10, 2018

12 noon • Southern Oklahoma Livestock Auction, Ada, Oklahoma

60 YEARLING ANGUS BULLS



plus

350 ELITE COMMERCIAL ANGUS SPRING BRED HEIFERS

...bred to begin calving mid-February to proven calving-ease Angus bulls

— Includes 125 heifers from Penner Ranch —



Conley Confederate 7284
2/26/17 • 18941963 [top]

E&B Confederate 507 x Sitz Upward 307R
 GE-EPDs: CED 14, BW -0.5, WW 53, YW 92, MILK 30,
 CW 29, MARB .63, RE .58, BW 66.89, SB 101.76



Conley Power Chip 7394
1/30/17 • 18941939

ST Power Chip 4790 x Silveras Style 9303
 GE-EPDs: CED -7, BW 6.5, WW 66, YW 108, MILK 12,
 CW 41, MARB .58, RE .69, BW 32.10, SB 143.33



Conley Payweight 7727
1/21/17 • 18944342

Basin Payweight 1682 x Rito 9F83
 GE-EPDs: CED 2, BW 3.3, WW 54, YW 91, MILK 32,
 CW 47, MARB .22, RE .49, BW 62.91, SB 134.58



Conley Sure Fire 76
3/05/17 • 18941528

GAR Sure Fire x Connealy Stimulus 6419
 GE-EPDs: CED 15, BW -0.3, WW 58, YW 99, MILK 32,
 CW 39, MARB .87, RE .89, BW 69.99, SB 149.60



Conley Watchout 7211
3/27/17 • 18941522

SMA Watchout 482 x Silveras Style 9303
 CED 0, BW 3.5, WW 56, YW 93, MILK 16,
 CW 28, MARB .53, RE .17, BW 39.82, SB 121.03

Bulls sell first, followed by heifers.

BULL SALE MANAGER



WORLD ANGUS HEADQUARTERS
 BOX 666, SMITHVILLE, MISSOURI 64089-0666
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 Fax: (816) 532-0851



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 Case & Jack**
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Harris & Vicky Penner
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 Email: laytond@yahoo.com
 www.laytonauction.com

Angus Sales Link (continued from page 137)

Feb. 17–Reich Angus, Zap, ND
 Feb. 17–Riley Bros. Angus Sale,
 Darlington, WI
 Feb. 17–Rutherford Ranches Bull Sale,
 Buda, TX
 Feb. 17–Schieffelbein Angus Farms,
 Kimball, MN
 Feb. 17–Southern Cattlemen’s Sale,
 Hattiesburg, MS

Feb. 17–Varilek Angus Bull Sale, Geddes,
 SD
 Feb. 17–Walter Angus, Hudson, CO
 Feb. 17–Yon Family Farms, Ridge Spring,
 SC
 Feb. 18–Bruner Angus Ranch, Drake, ND
 Feb. 18–Bruning Farms, Bruning, NE
 Feb. 18–Nathan Palm Angus, Watertown,
 SD

Feb. 19–Albrecht/Penz President’s Day
 Bull & Female Sale, Caddo, OK
 Feb. 19–Koupal Angus Bull Sale, Dante,
 SD
 Feb. 19–Oklahoma Panhandle State Un.
 PT Bull Sale, Goodwell, OK
 Feb. 19–Teixeira Cattle Co. Bull Sale,
 Terrebonne, OR

Feb. 19–Tokach Angus Ranch,
 Mandan, ND
 Feb. 19–Wilks Ranch Inaugural Spring
 Bull Sale, Eastland, TX
 Feb. 20–22–American Angus Ass’n
 Board Meeting, Saint Joseph, MO
 Feb. 20–Cedar Top Ranch Bull Sale,
 Burwell, NE
 Feb. 20–Classic Angus Ranch, at
 Stockmen’s West, Dickinson, ND
 Feb. 20–Coleman Angus Bull Sale,
 Charlo, MT
 Feb. 20–Doug Booth Family Angus,
 Torrington, WY
 Feb. 20–HoosCow Angus Bull Sale,
 Rushville, NE (at Gordon Livestock,
 Gordon, NE)
 Feb. 20–Kessler Angus Bull Sale,
 Milton-Freewater, OR
 Feb. 20–Moke Angus, Corsica, SD
 Feb. 21–Chestnut Angus Farm,
 Pipestone, MN
 Feb. 21–25–Georgia Jr. Nat’l Livestock
 Show, Perry, GA
 Feb. 21–Hilltop Angus Farm, Bowdle,
 SD
 Feb. 21–OK&T Angus Ass’n Bull &
 Female Sale, Buffalo, OK
 Feb. 21–Ostrand Angus/Slagle Angus,
 Sargent, NE
 Feb. 21–Shaw Cattle Co. Bull Sale,
 Caldwell, ID
 Feb. 22–Bear Mtn. Angus, Palisade, NE
 Feb. 22–Brenner Angus, at Kist
 Livestock, Mandan, ND
 Feb. 22–GG&T Cattle Co., Quinter, KS
 Feb. 22–25–Illinois Beef Expo,
 Springfield, IL
 Feb. 22–Illinois PT Bull Sale,
 Springfield, IL
 Feb. 22–Perez Cattle Co., Tucumcari,
 NM
 Feb. 22–Van Dyke Angus Ranch Bull
 Sale, Manhattan, MT
 Feb. 23–Bridgeview Angus Bull Sale,
 Lexington, KY
 Feb. 23–Gant Angus & Polled Hereford
 Bull Sale, Geddes, SD
 Feb. 23–Hyline Angus, Ramsay, MT
 Feb. 23–Illinois Angus Ass’n Annual
 Meeting & Banquet, Springfield, IL
 Feb. 23–Lesikar Ranch Bull Sale,
 Athens, TX (Abilene, TX)
 Feb. 23–Peckenpough Angus,
 Carthage, SD
 Feb. 23–Skinner Ranch Seedstock,
 Hall, MT
 Feb. 23–Southwest Angus Genetics,
 Dodge City, KS
 Feb. 23–Sprunk Angus/Erdmann
 Angus, Lisbon, ND
 Feb. 24–44 Farms Spring Bull Sale,
 Cameron, TX
 Feb. 24–Baker Angus Bull Sale, Vale,
 OR
 Feb. 24–Bitterroot Performance Bull
 Sale, Missoula, MT
 Feb. 24–Black & White Spring Forward
 Bull & Purebred Female Sale, at
 Montgomery Stockyard, Montgomery,
 AL
 Feb. 24–Bush Angus, Britton, SD
 Feb. 24–Carlson Angus Ranch, Mott,
 ND
 Feb. 24–Dally Angus, Montpelier, ND
 Feb. 24–Fabius Creek Angus,
 Bloomfield, IA

SOUTHWEST ANGUS GENETICS

Bull Sale

1 pm – Friday, February 23, 2018

Held at the
 Western State Bank Expo Center, Dodge City, KS

Over 130
 Performance-tested Bulls Sell!

65 Fall Yearlings
 65 Spring Yearlings

Select Registered
 Females Sell!
 10 Fall Bred Heifers
 10 Spring Yearling
 Replacements



Proven genetics backed by
 reputation programs and
 breed-leading AI sires.



Basin Payweight 1682
 BW WW YW Milk Marb RE \$W \$B
 +0.7 +69 +119 +25 +.75 +.38 +73.66 +146.71



RB Tour of Duty 177
 BW WW YW Milk Marb RE \$W \$B
 +2.8 +67 +118 +33 +.37 +.97 +66.34 +142.83



GAR 100X
 BW WW YW Milk Marb RE \$W \$B
 -4.9 +48 +96 +33 +1.02 +.81 +56.03 +149.88



Dennis, Darin, Russ, Bernie

Call to request a sale book!



Sales Managed By
RANCH LONG, INC.
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Bernie Stegman 620-385-0044
Darin Huck 620-338-4021
Dennis Huck 620-285-5498
Russ Smith 620-338-0069
SouthWestAngusGenetics.com

ERDs as of 12/14/17

- Feb. 24—HERB Angus Bull Sale, Pierce, NE
- Feb. 24—High Point Genetics, Osceola, IA
- Feb. 24—Illinois Angus Futurity Sale, Springfield, IL
- Feb. 24-25—Missouri Angus Futurity, Columbia, MO
- Feb. 24—Peterson Angus, Alcester, SD
- Feb. 24—Pleasant Hills Farms March Madness Sale, Bowling Green, KY
- Feb. 24—Profit Maker Bull Sale, Ogallala, NE
- Feb. 24—Rancher's Choice Bull Sale, Eltopia, WA
- Feb. 24—Red Bud Farms Inaugural Spring Sale, Ben Lomond, AR
- Feb. 24—RV Bar PT Angus Bull & Female Sale, Jensen, UT
- Feb. 24—Saluda County Cattlemen's Commercial Replacement Heifer Sale, Saluda, SC
- Feb. 24—Stratford Angus, Pratt, KS
- Feb. 24—Strommen Ranch Angus Bull Sale, Fort Rice, ND
- Feb. 24—West Tennessee Angus Ass'n Sale, Martin, TN
- Feb. 25—Buchanan Angus Ranch Bull Sale, Klamath Falls, OR
- Feb. 25—Carlson Cattle Co., Fullerton, NE
- Feb. 25—Raml Cattle Angus & SimAngus Bull Sale, Goodwin, SD
- Feb. 26—Arrow One Angus, North Platte, NE
- Feb. 26—Birdwell Ranch, Perkins, OK
- Feb. 26—Circle L Angus, Dillon, MT
- Feb. 26—Colyer Cattle Co. Bull Sale, Bruneau, ID
- Feb. 26—Foxhoven Angus, Crofton, NE
- Feb. 26—Hart Angus Farms, Frederick, SD
- Feb. 26—Robert Elliott & Sons, Adams, TN
- Feb. 26—Woodruff Angus, Memphis, MO
- Feb. 27—Connelly Angus Ranch Bull Sale, Valier, MT
- Feb. 27—Deep Creek Angus Ranch, Philip, SD
- Feb. 27—Frese Angus, Columbus, NE
- Feb. 27—Haynes Cattle Co., Ogallala, NE
- Feb. 27—J.C. Heiken & Sons Angus, Miles City, MT
- Feb. 27—Landmark Angus, Brunswick, NE
- Feb. 27—Mill Creek Ranch, Manhattan, KS
- Feb. 27—Reyes/Russell Angus Bull Sale, Wheatland, WY
- Feb. 27—Rock Creek Livestock Bull Sale, Mitchell, SD
- Feb. 27—Woodall Angus Farm, Quality, KY
- Feb. 28—Cedarflo Angus Ranch, Lemmon, SD
- Feb. 28—Crouthamel Cattle Co. Bull Sale, Stanfield, OR
- Feb. 28—Gibbs Angus/Stortz Angus Bull Sale, Glendive, MT
- Feb. 28—Houston Livestock Show & Rodeo Open Angus Show, Houston, TX
- Feb. 28—Larson Family Ranch, Presho, SD
- Feb. 28—Quartermaster Creek, Leedey, OK
- Feb. 28—TC Ranch, Franklin, NE

MARCH

- March 1—Dix Angus Ranch, Stockton, KS
- March 1—Fuoss Angus Ranch, Draper, SD
- March 1—Generic Genetics, Ida Grove, IA
- March 1—Infinity Angus, Glasgow, MT
- March 1—JMB Angus, Sharon Springs, KS
- March 1—Mississippi BCIA/Hinds Community College Bull Sale, Raymond, MS

- March 1—Pasture View Angus, Valentine, NE
- March 1—Split Diamond Angus Ranch, Dillon, MT
- March 2—Camas Prairie Angus Bull Sale, Lewiston, ID
- March 2—Carl Dethlefs & Sons, Rockville, NE

- March 2—Express Ranches Spring Bull Sale, Yukon, OK
- March 2—Kansas State Un. Legacy Sale, Manhattan, KS
- March 2—Lund Ranch Angus Bull Sale, Gunnison, UT
- March 2—New Mexico Angus Ass'n Annual Meeting, Roswell, NM

(Continued on page 140)

Koupal Angus

Selling
170 Yearling and 30 Fall Bulls

41st
Annual Sale

Monday, February 19, 2018
12:30 p.m. (CST) • At the Ranch
3 miles south 1/2 east of Dante, SD



CEU	+3
BW	+30
WW	+73
YW	+126
MR	+22

KOUFALS B & B FT KNOX 2077

Sire: S Chisum 6175
MGS: S A V Pioneer 7301
Owned with Moore Angus and Alta Genetics
12 sons sell



CEU	+5
BW	+7
WW	+57
YW	+187
MR	+23

KOUFALS B & B ATLAS 4061

Sire: R B Active Duty 010
MGS: Connealy Thunder
Owned with Sitz Angus and Semex Beef
15 sons sell



CEU	+3
BW	+2.0
WW	+70
YW	+125
MR	+22

KOUFALS B & B CANNON 5030

Sire: S A V Resource 1441
MGS: Koupals B & B Balanoar 4017
Owned with CRV & Barent Thompson
16 sons sell



CEU	+4
BW	+1.3
WW	+75
YW	+120
MR	+25

KOUFAL KOZI 418

Sire: Koupal Kozi 22
MGS: Koupal Brulee 698
Owned with Semex Beef
4 sons sell

Herd Sires

- Koupals B & B Full Metal [10 sons sell] • Koupals B & B Oncourse 0868 [11 sons sell]
- Koupals B & B Nikon 5035 [9 sons sell] • Koupals B & B Titan 3013 [5 sons sell]
- Koupals B & B PayWeight 4167 [5 sons sell] • OCC Junco 807J
- Koupal Kozi 22 • McCumber Trademark 4203 • Koupal MVP 0280
- Pine Coolee Black Knight B333 • Connealy Fall Metal • E&B Final Answer

AI Sires

- Baldridge Blocktop B228 [5 sons sell] • JMB Traction 282 [9 sons sell]
- Koupal Junco 787 • McConnell Altitude
- Schiefelbein Effective 81 [5 sons sell] • Koupal Advance 28
- SAV Priority • SAV Resource • Vision Unanimous [7 sons sell]
- Cole Creek Black Cedar 48P • Connealy Thunder [9 sons sell]



Koupal Angus

LaVern & Alice Koupal
Derek & Kristi Koupal & Sons
Dante, SD 57329
Phone/Fax: 605-384-5315
LaVern's Cell: 605-491-1768
Derek's Cell: 605-491-0244
Derek's Home: 605-384-4429
lakoupal@cme.coop
derek_koupal@hotmail.com

Heifers for sale private treaty

Call or email to join our
mailing list or request a sale book

This sale will be broadcast live on the internet.



Real time bidding & proxy bidding available.

Video of bulls will be available in January
www.koupal Angus.com



Koupal's B & B Angus

Bud & Bernie Koupal & Kim
Phone/Fax: 605-384-3481
Bud's Cell: 605-491-2102
Joe & Sara Cell: 605-491-3202
Dan & Arlyn: 605-491-1331
bbkoupal@cme.coop

Angus Sales Link (continued from page 139)

March 2—Reminisce Angus, Dillon, MT
 March 2—Southern Illinois Un. PT Bull Sale, Carbondale, IL
 March 3—Arizona Invitational Bull Sale, Marana, AZ
 March 3—Blackjack Angus & Guests Bull Sale, Seminole, OK
 March 3—BoPat Farms, Bradford, TN

March 3—Bulls of the Bitterroot, Stevensville, MT
 March 3—Crawford Angus, Adair, IA
 March 3—D-N-D Ent., Bluford, IL
 March 3—Davis Angus, Clinton, OK
 March 3—Double R Bar Bull Sale, Plymouth, IN
 March 3—Foundation Angus Alliance, Luling, TX

March 3—Georgia Angus Ass'n Annual Meeting & Banquet, Athens, GA
 March 3—Hobbs Angus/Eathington Angus, Fairview, IL
 March 3—Kentucky Angus Sweepstakes Show & Sale, Louisville, KY
 March 3—Knop Angus Farm/Collison Angus Performance Plus Bull Sale, Ida Grove, IA

March 3—Lafin Ranch, Olsburg, KS
 March 3—Lucky 7 Angus Bull Sale, Riverton, WY
 March 3—Mason Angus & SimAngus Bull Sale, Broken Bow, NE
 March 3—Mead Angus Farms, Barnett, MO
 March 3—New Mexico Angus Ass'n Sale, Roswell, NM
 March 3—Quality & Performance Breeders' Bull Sale, Mount Hermon, LA
 March 3—S Diamond Angus, Henderson, NE
 March 3—Trinity Farms Bull Sale, Ellensburg, WA
 March 3—Weeks Angus, Winterset, IA
 March 3—Wilde Angus Ranch, Shevlin, MN
 March 4—Bredemeier Angus Farms Inaugural Sale, with the Falls City Livestock Auction Commercial Female Sale, Falls City, NE
 March 4—Crouch Angus Valley, Clarinda, IA
 March 4—Gateway Genetics, Pierce, NE
 March 4—Lazy H Ranch, Hays, KS
 March 4—Payne Angus Ranch Inaugural Sale, Kaw City, OK
 March 4—Spring Valley Angus, LaMoure, ND
 March 5—Clear Creek Angus, Chinook, MT
 March 5—Don Johnson Angus Sale, at Farmers & Ranchers, Salina, KS [evening]
 March 5—Edgar Bros. Angus Bull Sale, Rockham, SD
 March 5—Lyons Ranch, Manhattan, KS
 March 5—Percy Angus Cattle Bull Sale, Eakly, OK
 March 5—Stone Gate Farms, Flemingsburg, KY
 March 5—Vision Angus, North Platte, NE
 March 6—Apex Angus, Valier, MT
 March 6—Cornwell Farms, LaCrosse, OK
 March 6—Hancock Livestock, Riverton, WY
 March 6—Jindra Angus, Creighton, NE
 March 6—Lott/McMurphy Bull Sale, Alva, OK
 March 6—Ridl Angus, Dickinson, ND
 March 6—Thomas Angus Ranch, Baker City, OR
 March 6—ZumBrunnen Angus, Torrington, WY
 March 7—Adams Connection Bull Sale, Blackfoot, ID
 March 7—Bruns Angus Bull Sale, Madison, SD
 March 7—Carcass Plus Bull Sale, Isabel, KS
 March 7—Ferguson Angus, Phillipsburg, KS
 March 7—Hall Ranch, Bassett, NE
 March 7—Heart River Ranch/Open A Angus, Medora, ND
 March 7—Lonesome River Ranch, Anselmo, NE
 March 7—Ox Bow Ranch Bull Sale, Wolf Creek, MT
 March 7—Tifton Bull Test Sale, Irwinville, GA
 March 8—BJ Angus Genetics, Manhattan, KS
 March 8—Cattlemen's Cut Bull Sale, Davenport, NE (Belleville, KS)



MAKOVICKA

ANGUS

GENETICALLY POWERFUL FEMALES

BLUE RIVER GANG SALE

FEBRUARY 4, 2018 | RISING CITY, NE

Selling bulls, breds, and opens!



JJR DELIA 005

SAV Resource 1441 x JJR Delia Y500
 Dam is a daughter of Jim O'Neill's, Delia 715. She brings to the table efficiency with natural thickness, muscle, and masculinity.



JJR DELIA 7500

RB Active Duty 010 x JJR Delia Y500
 Dam is our donor daughter of Delia 715. She has the power, stature, eye appeal, thickness and capacity demanded by many cowmen!

Due to our commitment to embryo work, we are selling our cow herd except for the following donors - SAV Blackcap May 4549 [sister to Resource], SAV Blackcap May 4558 [sister to Sensation], SAV Blackcap May 4566, SAV Blackcap May 4555, WMS Blackcap May 5136 [full sister to SAV Blackcap May 4136], VAR Blackcap 9322, & JJR Delia Y500.



JJR ACTIVE DUTY 788

RB Active Duty 010 x SAV Blackcap May 4549
 Dam is a full sister to SAV Resource 1441. She is a dominate sire in the Angus breed that is powerful with lots of eye appeal.



JMAK CHANGER 7513

Gaffney Game Changer 371 x SAV Blackcap May 4566
 Dam is a daughter of the great SAV Blackcap May 4136 (progeny include Resource and Sensation). She is a calving ease leader ranking in the top 1% of the breed for CED and REA.



JJR TOUR OF DUTY 7529

RB Tour of Duty 177 x SAV Rosetta 0983
 Dam is a daughter of the prolific SAV Rosetta 0523. She is a massive, thick made bull that has lots of length and volume.

JOHN MAKOVICKA // 2260 Road M // Ulysses, NE 68669 // H: 402-549-2323 // C: 402-367-7728

MakovickaAngus.com

By Hannah Shroyer 402-841-4216

March 8—Curtin Land & Cattle, Blue Mound, IL
 March 8—Diamond Seven Angus Bull Sale, Tucumcari, NM
 March 8—McCurry Angus Ranch, Burrton, KS
 March 8—Mogck Angus Farms, Tripp, SD
 March 8—Sunny Okanogan Bull Sale, Okanogan, WA
 March 8—Wheeler Mtn. Angus, Whitehall, MT
 March 9—Bar S Ranch, Paradise, KS
 March 9—Brookhouser's T-Bone Angus, O'Neill, NE
 March 9—Christensen Angus Ranch, Okarche, OK
 March 9—Flesch Angus, Shelby, MT
 March 9—Kenny Angus, Schaller, IA
 March 9—Miller-Sanchez Rancher's Pride Bull Sale, Clayton, NM
 March 9—Oklahoma Angus Ass'n Annual Meeting & Banquet, Oklahoma City, OK
 March 9—Olson Land & Cattle Bull Sale, Hereford, TX
 March 9—Quest of the West Cattle Sale, Spanish Fork, UT
 March 9—Reid Angus Ranch, Akron, CO
 March 9—Rollin' Rock Genetic Partners Bull Sale, Pendleton, OR
 March 9—Schlager Angus, Palmyra, MO
 March 9—SW Nebraska Angus Ass'n Bull Sale, McCook, NE
 March 9—Western Illinois Un. PT Bull Sale, Macomb, IL
 March 10—Bar J Ranch Angus Bull & Heifer Sale, Brooten, MN
 March 10—Barnett Angus Ranch Spring Bull Sale, Holton, KS
 March 10—Big Rok Angus, Detroit Lakes, MN
 March 10—Boyd Beef Cattle/Myers Angus Farm Bull Sale, May's Lick, KY
 March 10—Brad Z Ranch, Guthrie Center, IA
 March 10—Evans Farms, Proctor, TX
 March 10—Express Ranches Honor Roll Sale, Yukon, OK
 March 10—Fast Angus Ranch/Dohrmann Angus, at Kist Livestock, Mandan, ND
 March 10—Focus On Efficiency Bull Sale, Salina, KS
 March 10—Galaxy Beef, Graham, MO (Maryville, MO)
 March 10—Heart of the Ozarks Angus Ass'n Sale, West Plains, MO
 March 10—Houston Livestock Show & Rodeo Jr. Angus Heifer Show, Houston, TX
 March 10—J.M. Hayes Cattle, Hugo, OK
 March 10—JAC's Ranch Spring Sale, Bentonville, AR
 March 10—Koberstein Farms, Ogallala, NE
 March 10—Lawson Angus, Calhan, CO
 March 10—Lienetics Optimum Performance Bull Sale, Beatrice, NE
 March 10—Mill Brae Ranch, Maple Hill, KS
 March 10—Nelson Angus Ranch, Egeland, ND
 March 10—Rancher's Choice Bull Sale, Anselmo, NE
 March 10—Red Hill Cattle Classic, Bridgeport, IL

March 10—Riverbend Ranch Bull Sale, Idaho Falls, ID
 March 10—SF Farms PT Bull Sale, Garnett, KS
 March 10—Smith Farms Angus Bull Sale, Hay Springs, NE
 March 10—Sunnyhill Angus Farm, Fairview, IL

March 10—Superior Beef Genetics Open House Bull Sale, Lamar, MO
 March 10—Tanner Farms Bull Sale, Wiggins, MS
 March 10—Tennessee Agribition Angus Sale, Lebanon, TN
 March 10—Tucumcari Bull Test Sale, Tucumcari, NM

March 10—Valley Oaks Angus/Black Gold Genetics Bull & Commercial Female Sale, Kingsville, MO
 March 11—4M Angus Bull Sale, Blue Hill, NE
 March 11—Gleonda/Garton Angus Sale, Springfield, MO
 March 11—Lazy JB Angus, Montrose, CO

(Continued on page 142)

Birdwell Ranch

Selling Monday, February 26th in the

6th Annual Hereford Heritage


HEREFORD • ANGUS

BULL & FEMALE SALE

12 noon at the H2 Ranch Sale Facility • Perkins, Oklahoma

100+ HEREFORD & ANGUS BULLS
Fall Long Yearlings & Spring Yearlings

10 REGISTERED HEREFORD SPRING PAIRS • 20 COMMERCIAL BLACK BALDY FEMALES




BAR PROPRIET K263
AAA 17728422

BAR Propriet K263 has surfaced in the top among current sales. He ranks in the top 1% of the Angus breed for WW, YW, CW, Marb, RE, \$W, \$F, \$G, \$OG and \$B. A search of the Angus data base among current sales for his combination of EPDs and \$Values that rank in the top 1% shows BAR Propriet K263 as the only bull that exists in the entire data base.

Owned with Ecuador Angus Ranch & Chair Rock Cattle Co., LLC.

EPDs current 12/14/2017.


CEU	BW	WW	YW	Doc	Milk	CW	Marb	RE	Fat	\$W	\$F	\$G	\$OG	\$YG	\$B
+9	+2.4	+88	+162	+27	+34	+76	+1.45	+1.14	-.017	+90.79	+122.22	+61.64	+53.89	+7.76	+190.84
		Top 1%	Top 1%	Top 1%	Top 1%	Top 1%	Top 1%	Top 1%	Top 1%	Top 1%	Top 1%	Top 1%	Top 1%	Top 1%	Top 1%



His sons sell
February 26th!


Other prominent Angus AI sires represented:
Basil Payweight 1822 • Connorsy Conrado 1388 • GAR Marsburn • KCF Bennett Absolute

To receive a sale book or for more information, contact:



Jim Birdwell
Fletcher, OK
Home (580) 549-6636
Cell (580) 695-2352

Neal Birdwell
Kingfisher, OK
Home (405) 375-6630
Cell (405) 368-1058



Sale Manager
Dustin N. Layton
(405) 464-2455
laytond@yahoo.com
www.laytonauction.com

Angus Sales Link (continued from page 141)

March 11—RBM Livestock, Florence, SD
 March 11—Sampson Cattle Co. Bull Sale, Kirksville, MO
 March 11—Snyder Livestock Bulls for the 21st Century Sale, Yerington, NV
 March 11—Woody Ranch, Barnard, KS
 March 12—Barstow Angus Ranch, Springview, NE
 March 12—LBS Angus, Williston, ND

March 12-14—Midwest Branch American Society of Animal Science & American Dairy Science Ass'n Annual Meeting, Omaha, NE
 March 12—Nichols & Sons, Chambers, NE
 March 12—Parry Angus, Sterling, CO
 March 12—Pine Coulee Bull Sale, Hardin, MT

March 12—Spring Cove Bull Sale, Bliss, ID
 March 12—Wieseler Angus, Aberdeen, SD
 March 13—Marshall Cattle Co., Burlington, CO
 March 13—McKenzie Land & Livestock Bull Sale, Fort Stockton, TX
 March 13—Pumpkin Creek Ranch Bull Sale, Miles City, MT

March 13—Styles Angus, Brentford, SD
 March 13—Trask Angus/Peterson Angus, Philip, SD
 March 13—Veltkamp Angus Bull Sale, Manhattan, MT
 March 13—Vin-Mar Cattle Co., Gordon, NE
 March 13—Wheatland Farms Angus Sale, Hope, KS
 March 14—May-Way Farms, Overbrook, KS
 March 14—Minnesota Angus Breeders' Sale, at Olmsted County Fairgrounds, Rochester, MN
 March 14—R.A. Brown Ranch Bull Sale, Throckmorton, TX (Putnam, OK)
 March 14—Sitz Angus Spring Bull Sale, Dillon, MT
 March 14—Stucky Ranch, Kingman, KS
 March 15—Benoit Angus Ranch, Esbon, KS
 March 15—DBL Angus Bull Sale, Fullerton, NE
 March 15—Evenson Angus, Hettinger, ND
 March 15—Henke Farms, Salisbury, MO
 March 15—Malek Angus, Highwood, MT
 March 15—McKellar Angus, Mount Pleasant, TX
 March 15—Ponca Creek Cattle Co. PT Bull Sale, Bonesteel, SD
 March 16—Keller Cattle Corp. Bull Sale, Tremonton, UT
 March 16—Leadore Angus Ranch Bull Sale, Leadore, ID
 March 16—Marshall & Finney/Murphey Sale, Marshall Junction, MO
 March 16—Montana Performance Co-op, with Basin Angus Ranch Bull Sale, Columbus, MT
 March 16—Scherbenske Angus, Lehr, ND
 March 16—South Carolina Angus Ass'n Annual Meeting & Banquet, Clemson, SC
 March 16—THM Land & Cattle, Vienna, MO
 March 16—Walters Angus, Talmage, NE
 March 16—Wann Ranch, Poteau, OK
 March 17—44 Farms Spring Abilene Bull Sale, Abilene, TX
 March 17—Brinkley Angus Ranch, Green City, MO
 March 17—Carolina Futurity, Clemson, SC
 March 17—Circle A Spring Bull & Heifer Sale, Iberia, MO
 March 17—East Tennessee Angus Ass'n Sale, Knoxville, TN
 March 17—Forgey Angus, Dallas, SD
 March 17—Gabriel Ranch Inaugural Sale, Grand Saline, TX
 March 17—Gardel's Angus, Kearney, NE
 March 17—Gary Ward Ranch Bull Sale, Gardnerville, NV
 March 17—Gray's Angus Ranch, Harrison, NE
 March 17—Hales Angus Farm, Canyon, TX
 March 17—Hays Bros. Angus Ranch, Arcadia, LA
 March 17—Michigan PT Bull Sale, Crystal, MI
 March 17—Molitor Angus Ranch, Zenda, KS
 March 17—Musgrave Angus, Griggsville, IL

McKellar Angus

14th Annual Production Sale
March 15, 2018
12:30 p.m. • Thursday
at the ranch, Mt. Pleasant, Texas

90 Bulls
 14-18 months old
 Performance tested • Ultrasound carcass data
 ~ Breeding Season Guarantee ~

50 Bred Heifers
 Service Sires:
 SAV Raindance, MGR Treasure,
 VAR Legend, SAV Sensation



CEB +6
 BW +1.2
 WW + 73
 YW + 122
 SC +.44
 Milk + 28
 CW + 48
 MB + .30
 RE + .69
 \$B 128.40
 \$W 82.53

EPDs as of 11/30/17

McKellar Renown 6253

D.O.B. 12/6/16 Reg: +18805881 ET
 Sire: SAV Renown 3439 MGS: Connealy Consensus (15513367)
 Act. BW 72 Adj. WW 883/ET Adj. YW 1510/ET Adj. SC 36.9

Sires Include:

- SAV Renown
- KCF Bennett Consent Y75
- SAV Ten Speed
- Connealy Conquest
- Connealy In Focus 4925
- McKellar Now Look
- Bartels In Demand
- SAV Sensation 5615
- VAR Generation
- SAV Seedstock 4838



Morris McKellar 903-572-0025
 Joseph McKellar 903-285-3032
 Mark McKellar 903-563-2612



info@mckellarangus.com
 www.mckellarangus.com
 Auctioneer: Joe Goggins



Please visit our web site, mckellarangus.com for up to date performance data and sale information.
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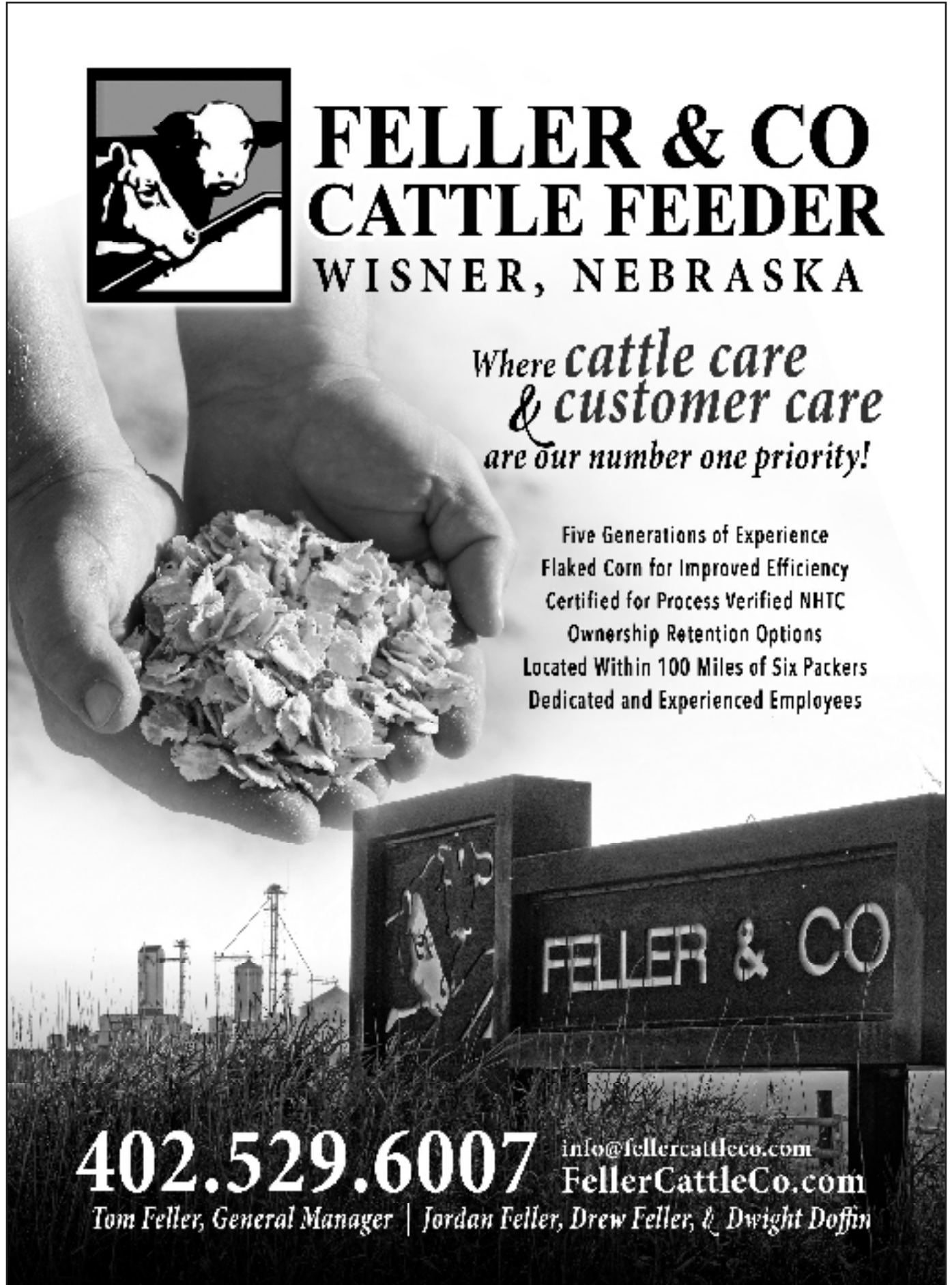
March 17—NE Arkansas Angus Ass'n Spring Sale, Charlotte, AR
 March 17—Nelson Angus Bull Sale, Salmon, ID
 March 17—Ohio Beef Expo Angus Sale, Columbus, OH
 March 17—Pollard Farms Bull Sale, Waukomis, OK
 March 17—Simon's Cattle Co., Farley, IA
 March 17—SJS Cattle Co., Lucas, IA
 March 17—Smith Angus Farm/Predestined Cattle Co., Wadley, GA
 March 17—South Montana Angus Ass'n Bull Sale, Ramsay, MT
 March 17—Utah BIA PT Bull Sale, Salina, UT
 March 17—White's Angus Ranch, Bowman, ND
 March 17—Wiederstein Pure Angus Open House, Audubon, IA
 March 18—2K Cattle Ent. PT Bull & Female Sale, at Bloomington Livestock Exchange, Bloomington, WI
 March 18—April Valley Farms PT Angus Bull & Female Sale, Leavenworth, KS (Saint Joseph, MO)
 March 18—Briarwood Angus, Butler, MO
 March 18—ED Angus Bull & Heifer Sale, Ashby, NE
 March 18—Hanneken Angus Focus on Quality Sale, Pierz, MN
 March 18—Vision Quest Angus Ranch, Yates Center, KS
 March 19—Almond Angus Ranch, Vinita, OK (Coffeyville, KS)
 March 19—Angus In The Basin Bull Sale, Duchesne, UT
 March 19—Baxter Angus Farm, Rockham, SD
 March 19—Becker Angus, Glendive, MT
 March 19—Beran Bros., Claflin, KS
 March 19—Freouf Angus, Burwell, NE
 March 19—Hinkle's Prime Cut Angus, Nevada, MO
 March 19—Ready for Work Bull Sale, Belen, NM
 March 19—TD Angus at Rishel Ranch, North Platte, NE
 March 19—TLC Angus, Hazelton, ND
 March 19—West Wind Genetics, Lewistown, MT
 March 20—Blevins Angus Ranch Bull Sale, Missoula, MT
 March 20—Hinkson Angus Ranch, Cottonwood Falls, KS
 March 20—KW Cattle Co. Bull Sale, Fort Scott, KS
 March 20—Manzano Angus Bull Sale, Estancia, NM
 March 20—Moore Angus, Artesian, SD
 March 20—Quirk Land & Cattle, Hastings, NE
 March 20—Roberts Angus, at Kist Livestock, Mandan, ND
 March 21—2 Bar Angus Bull Sale, Hereford, TX
 March 21—Lufkin Cattle Co. Bull Sale, Leadore, ID
 March 21—Mid-Kansas Angus Breeders' Sale, La Crosse, KS
 March 21—Rossow Angus Ranch, Herreid, SD
 March 21—Stevens Land & Cattle, Carmen, OK
 March 21—Stevenson Angus Spring Sale, Hobson, MT

March 21—Wagonhammer Angus Ranch, O'Neill, NE
 March 21—Washington Cattlemen's Ass'n All-Breed Bull Test Sale, Eltopia, WA
 March 21—Woodbury Farms, Quenemo, KS
 March 22—Gartner-Denowh Angus Ranch, Sidney, MT

March 22—Glasoe Angus Ranch, Williston, ND
 March 22—Hatlewick Cattle Co., Napoleon, ND
 March 22—Hurlbut Cattle Co., at Glacial Lakes Livestock, Watertown, SD
 March 22—Huwa Cattle Co., Roggen, CO
 March 22—Kentucky/Tennessee PT Bull Sale, Glasgow, KY

March 22—Lau Angus, Armour, SD
 March 22—McCabe Genetics, Elk City, KS
 March 22—Vermilion Angus Ranch Commercial Open Heifer Sale, Billings, MT
 March 22—Wardensville Bull Test Sale, Wardensville, WV

(Continued on page 144)



FELLER & CO CATTLE FEEDER WISNER, NEBRASKA

*Where cattle care
& customer care
are our number one priority!*

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FellerCattleCo.com
Tom Feller, General Manager | Jordan Feller, Drew Feller, & Dwight Doffin

Angus Sales Link *(continued from page 143)*

March 23—Cardinal Hill Inaugural Spring Sale, Glasgow, KY
 March 23—Hammell's Freeburg Ridge Angus PT Bull Sale, Caledonia, MN
 March 23—Lazy F Female Sale, Bullard, TX
 March 23—Lisco/M Diamond Angus Bull Sale, Casper, WY

March 23—Lost Lake Ranch, Great Falls, MT
 March 23—Sellman Ranch, Crawford, NE
 March 23—Smith Angus Ranch, Bassett, NE
 March 23-25—Texas Cattle Raisers Convention & Expo, Fort Worth, TX
 March 23—Three Forks Ranch Spring Bull Sale, Muskogee, OK

March 23—Vermilion Angus Ranch Bull Sale, Billings, MT
 March 24—Arkansas Bull Sale, Heber Springs, AR
 March 24—Belle Point Ranch, Lavaca, AR
 March 24—Candy Meadows, Lexington, TN
 March 24—Connealy Angus, Whitman, NE
 March 24—Deer Valley Farm Spring Sale, Fayetteville, TN

March 24—Georgia Angus Ass'n Sale, at MM Cattle Co., Bowdon, GA
 March 24—High Roller Angus, Center, TX
 March 24—Kramer Angus, Farina, IL
 March 24—Littlerobe Angus, Higgins, TX
 March 24—Lone Star Angus, Gainesville, TX
 March 24—Mount Rushmore Angus Ranch, Rapid City, SD
 March 24—New Haven Angus, Leavenworth, KS
 March 24—Profit Through Performance Bull Sale, Lexington, KY
 March 24—Rodeo Austin Jr. Angus Heifer Show, Austin, TX
 March 24—Sauk Valley, Rock Falls, IL
 March 24—Sinclair Cattle Co., Buffalo, WY
 March 24—Southern West Virginia PT Bull Sale, Henderson, WV
 March 24—SW Virginia BCIA Jr. & Sr. PT Bull Sale, at Hillwinds Farm, Dublin, VA
 March 24—Whitestone Farm Pasture PT Bull Sale, Aldie, VA
 March 24—Worthington Angus, Dadeville, MO
 March 25—C/S Cattle Co., Pomona, MO
 March 25—Leary Bros. Angus, Caledonia, MN
 March 25—York Farms, Palestine, IL
 March 26—Cole Creek Angus, Columbus, MT
 March 26—Green Springs Bull Test Sale, Nevada, MO
 March 26—Herbster Angus Farms, Marysville, KS
 March 26—Larsen Angus Ranch Bull Sale, Forsyth, MT
 March 26—Luddington Cattle, Freedom, OK
 March 26—Miller Angus Farms, Estelline, SD (Huron, SD)
 March 26—Solid Rock Angus Bull Sale, Winchester, KY
 March 26—SW Missouri PT Bull Sale, Springfield, MO
 March 27—ADR Cattle Co. Bull Sale, Atkinson, NE
 March 27—Frenzen Angus & Hereford, Fullerton, NE
 March 27—Hall Stock Farm Bull Sale, Berthold, ND
 March 27—Leachman Angus, Toston, MT
 March 27—Littau Angus Bull Sale, Winner, SD
 March 27—Mlnarik Cattle Co., Bassett, NE
 March 27—NW Wyoming Angus Ass'n Bull Sale, Riverton, WY
 March 27—Schmidt Angus, Dickinson, ND
 March 27—St. Clair Farms, Falls of Rough, KY
 March 27—Top Gun Cattle Co., Lexington, NE
 March 28—Kansas Angus Ass'n Bull Test Sale, Beloit, KS
 March 28—Larson Angus Ranch, Sharon Springs, KS
 March 28—Master Angus, Chinook, MT
 March 28—McCumber Angus Ranch, Rolette, ND
 March 28—Nebraska Bull Test Sale, Broken Bow, NE
 March 29—L Bar L Angus, Imperial, NE



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March 30—Pennsylvania's Finest Female Sale, at Livestock Evaluation Center, Pennsylvania Furnace, PA
 March 31—CK Cattle/Maples Stock Farm, Cullman, AL
 March 31—D&W Angus, Hartwell, GA
 March 31—Heritage Farm Inaugural Sale, Shelbyville, KY
 March 31—Lund's B Bar Angus, Baker, MT
 March 31—Manitoba Beef Cattle Performance Ass'n Bull Test Sale, at Douglas Bull Test Station, Carberry, MB
 March 31—Premier Breeders Group Inaugural Sale, Hillsboro, KY
 March 31—Richardson McClung Sale, Eastland, TX

APRIL

April 1—Weers Angus Bull Sale, Beatrice, NE
 April 2—Brockmere Farms PT Angus Bull Sale, New Cambria, MO
 April 2—Gollaher Angus Ranch Bull Sale, Cascade, MT
 April 2—Green Garden Angus, Ellsworth, KS
 April 2—Herbster Angus Farms, Marysville, KS
 April 2—Math Farms Bull Sale, Malta, MT
 April 2—Miller Angus of Draper Bull Sale, Presho, SD
 April 2—Rock River Angus Dispersion, Chappell, NE
 April 2—Stewart Select Angus, Greensburg, IN
 April 2—Windmill Angus Ranch, Haigler, NE
 April 3—Daigger-Orr Angus Ranch, North Platte, NE
 April 3—Gerber Land & Cattle, Richmond, IN
 April 3—Hinman Angus, Malta, MT
 April 3—WEBO Angus, Lusk, WY
 April 4—2J Angus, Dunlap, IA
 April 4—Nissen Angus Ranch Bull Sale, Chinook, MT
 April 4—Schelske Angus, Huron, SD
 April 4—TK Angus Bull & Female Sale, Valentine, NE
 April 5—A&B Cattle Co. Bull Sale, Bassett, NE
 April 5—Arntzen Angus, Hilger, MT
 April 5—Bar 69 Angus Ranch, Belle Fourche, SD
 April 5—Fox Angus Farm, Watertown, SD
 April 5-7—Georgia Cattlemen's Convention & Beef Expo, Perry, GA
 April 5—Hunter Angus, Fair Grove, MO
 April 5—Kaiser Angus, Park, KS
 April 6—Dethlefs Angus Ranch, Loup City, NE
 April 6—Meyer Cattle Co., Curryville, MO
 April 6—Midland Bull Test Angus Sale, Columbus, MT
 April 6—Prairie View Farms, Gridley, IL
 April 6—Schilling Cattle Co., Edson, KS
 April 6—SE Elite Female Sale, Perry, GA
 April 6—South Dakota State Un. Angus Bull Sale, Brookings, SD
 April 6—Springlake Angus, Creighton, NE
 April 6—Wulf Cattle, Morris, MN
 April 7—Angus in the Green Hills, Green City, MO
 April 7—Angus Opportunity Sale, Canmer, KY

April 7—Brooks' Chalky Butte Angus Ranch, Bowman, ND
 April 7—Four States Angus Ass'n Sale, Springfield, MO
 April 7—Gardiner Angus Ranch, Ashland, KS
 April 7—Grassy Valley Farm, Greeneville, TN

April 7—Iowa Angus Ass'n Bull Test Sale, Lamoni, IA
 April 7—Kraye Angus Bull Sale, Mullen, NE
 April 7—Lawson Family Angus, Ewing, VA
 April 7—Meadow Brook Farms Inaugural Sale, Scottsboro, AL
 April 7—Panther Creek Ranch, Bowen, IL
 April 7—Reisig Angus, Hardin, MT
 April 8—Albrecht Angus, North Platte, NE

April 8—Elevated Genetics Bull Sale, Cortez, CO
 April 8—Gimbel Family Cattle Angus Sale, Ree Heights, SD
 April 8—Marks Family Purebreds, Waverly, IA
 April 8—Northern Indiana Angus Breeders' Sale, Logansport, IN

(Continued on page 146)

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Angus Sales Link (continued from page 145)

April 8—Oklahoma State Un. Cowboy Classic, Stillwater, OK
 April 9—Baker's LeMar Angus Ranch, Saint Onge, SD
 April 9—Grass Time Partners, Mount Sterling, KY
 April 9—Treasure Bull Test Sale, Great Falls, MT

April 10—Sydenstricker Genetic Influence Sales, New Cambria, MO
 April 10—Thomas Ranch Bull Sale, Harrold, SD
 April 11—Bar JV Angus Bull Sale, Fairview, MT
 April 11—Murray State College Bull Sale, Tishomingo, OK

April 11—Pass Creek Angus Bull Sale, Wyola, MT
 April 12—Connors State College Spring Bull Test Sale, Warner, OK
 April 12—Josephson Angus/Haugen Cattle Co., at Kist Livestock, Mandan, ND
 April 12—Montana's Northern Premier Bull Sale, Chinook, MT

April 13—Hollman Angus, Hallam, NE
 April 13—Regency Acres Bull Sale, Sidney, MT
 April 13—Spur Ranch Female Sale, Vinita, OK
 April 14—Blubaugh Angus Ranch, Tonkawa, OK
 April 14—Branch View Angus, Hustonville, KY
 April 14—Choctaw Land & Cattle, Boswell, OK
 April 14—Crazy K Ranch, Michie, TN
 April 14—Griswold Cattle Co. Grass to Grid Bull Sale, Follett, TX
 April 14—Howard County Angus Ass'n Sale, Fayette, MO
 April 14—Keyes Angus, Wahoo, NE
 April 14—Lindskov-Thiel Ranch, Isabel, SD
 April 14—Montgomery/Hansen Angus Sale, Carrington, ND
 April 14—Ogeechee Farms/CAM Ranches, Wadley, GA
 April 14—Rambler Angus, Sidney, MT
 April 14—SE All Black Classic, Greenwood, FL
 April 14—Shady Brook Angus Farm, Leoma, TN [evening]
 April 14—Washburn Angus Ranch, Charlson, ND
 April 14—Woodhill Farms, Viroqua, WI
 April 16—Jorgensen Land & Cattle, Winner, SD
 April 16—Medicine Rock Ranch Bull Sale, Baker, MT (Bowman, ND)
 April 16—Ohlde Cattle Co., Marysville, OK
 April 17—Cottonwood Angus Farm, Philip, SD
 April 17—Tifton HERD Sale, Irwinville, GA
 April 18—Hilltop Angus Ranch, Lewistown, MT
 April 18—Milk River Angus Ass'n Bull Test Sale, Chinook, MT
 April 18—Schaack Ranch Bull Sale, Philip, SD
 April 19—Arrow Brand Genetics, Devils Lake, ND
 April 19—Big Dry Angus Bull Sale, Glasgow, MT
 April 19—IBEP Winter PT Bull Sale, Springville, IN
 April 20—Cowboy Logic, Talmo, GA
 April 20—DeGrand Angus Bull Sale, Baker, MT
 April 20—Friendship Farms, Canoochee, GA
 April 21—Alabama Angus Ass'n Spring Sale, Cullman, AL
 April 21—Central Kentucky Angus Ass'n Spring Sale, Danville, KY
 April 21—East Central Missouri Angus Ass'n Sale, Cuba, MO
 April 21—Edisto Pines, Leesville, SC
 April 21—Express Ranches Grass Time Sale, Yukon, OK
 April 21—Feiring Angus Ranch at Coulee Angus Ranch, Powers Lake, ND
 April 21—Georgia Genetics, Hartwell, GA
 April 21—St. Croix Valley Bull Test Sale, River Falls, WI
 April 21—Wisconsin Angus Breeders' Futurity Sale, Black River Falls, WI [evening]

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Outside the Box: The Barn

by **TOM FIELD**,
*director of the
 Engler Agribusiness
 Entrepreneurship
 Program, University of
 Nebraska-Lincoln*



Constructed by German prisoners of war (POWs) — remnants of Rommel's elite Afrika Korps, who had been captured as the allies established the momentum that would allow them to first retake control of northern Africa and eventually defeat the axis powers — the

yellowed brick and mortar barn was well-used. Its roof showed the effects of some 70 years of Texas sun and storms, though the expertly crafted concrete foundation and floors were in exceptional condition. However, the entryway to the small office and storage room required a substantial

refit due to the combined effects of termites and the 2017 flood.

In search of a project in the midst of a trip to visit in-laws, my son Trae, a 24-year-old construction manager, and I had agreed to take on the work. Our two-day project was destined to be more than completing a weekend repair job; it would mark a small but significant shift in our relationship. He would be in the lead, and I would play a supporting role.

Over the course of the project, he created the design, handled the communication with the clients, did most of the craftsman work and established the time line. I ran extension cords, swung a hammer, drilled a few holes, and all the other tasks that less than a decade previously my son would have accomplished.

Succession in a family business requires a similar process of teaching, learning and gaining experience, but ultimately its success depends on the willingness of one generation to yield authority and for the other to assume it.


The project had its challenges: The tools were borrowed — and by the aspiring titan builder's standards, more bare-bones than he was used to. There was the extra pressure of wanting to please a client who was family; and, of course, I couldn't help but add a bit of unsolicited advice from time to time.

Each time I see that barn in the future, it will remind me of those two days and the challenges of parents and children who choose to work together. Family business is complicated because it involves roles that ultimately must change. Each stage of maturation

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By Hannah Shroyer 402-841-4216



of the relationship can be wonderful in its own right if we embrace the inevitable transitions that accompany the human journey.

The path to that barn had begun with small boys tagging along as fences were fixed, gates were hung and chores were completed. Those early experiences gave rise to the adventures of childhood when play and profession are merged during the process of exploration and skill development.

When Trae and his brothers were grade school boys, they had gathered up a few old tools, a stack of leftover roofing shingles and a Folgers® can filled with recycled nails to roof an old firewood shed. It had taken them most of the day, and while the results were, shall we say, “somewhat primitive,” they were immensely proud of themselves. That early effort gave way to a sort of informal apprenticeship characterized by supervised projects, the gradual use of power tools, lots of fatherly lessons (some more readily accepted and gracefully delivered than others), and growing pains for all as the excitement of participation gave way to the desire for autonomy and mastery.

Passing the reins

Succession in a family business requires a similar process of teaching, learning and gaining experience, but ultimately its success depends on the willingness of one generation to yield authority and for the other to assume it. In the best of circumstances, the transfer is gradual, intentional and peaceful. In those two days, I was reminded that an environment of partnership born of trust, perspective guided by two parts patience and one part humor, and a clear focus on bringing the plan to fruition is required for success.

For those of the senior generation, it is critical to recognize the talents and capabilities of the next while knowing when to offer advice and when to step back. As we worked beyond the limitations of the equipment at our disposal, I better understood his desire to have access to the right tools and technologies to assure the highest quality of work within the constraints of

a tight timetable. I was also energized by his commitment to creating an outcome that was both functional, but also well-designed and attractive.

The emerging generation finds benefit from recognizing that value is to be gained from the experiences of their predecessors. As we worked within the limitations of the tools and materials at hand, the power of adaptability and

flexibility borne of experience were brought to bear on the problems in front of us. Wisdom reminded us to pause to let frustration subside and to acknowledge good work as the new design emerged.

As we finished sweeping and gathering tools, I thought about those POWs, former enemies from long ago who had been the beginning of that barn.

I wondered where life had taken them after the war. As we walked away from that old barn so tied to our past, I was thankful we had added to its story by taking advantage of the opportunity for a father to let go of the reins and a son to take them up.



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