

Straight From the Source

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“When they started the AngusSource® program and when I read up about what it entailed, I just figured we had to do this with Star Creek,” says John Toledo of Tri-T Farms and Toledo Ranches in Visalia, Calif. “It was just a natural thing.”

It was a mutual decision, says Salvador Galindo, Star Creek Ranch, Imlay, Nev., to enroll in the American Angus Association’s USDA Process Verified Program (PVP). AngusSource documents and verifies Angus-sired calves’ source, group age and a minimum of 50% Angus genetics.

The program provides the two cattlemen with a close seedstock-commercial relationship.

“We could sit down and help him with his program really easily, and that’s what we did,” Toledo says. “All the calves are sired by our bulls, so we helped him maintain his database and helped him with tag purchases and getting cattle [enrolled in] that program.”

That process continued for a number of years, but Galindo’s got it on his own now.

“He doesn’t even call me anymore,” Toledo laughs. “Just tells me he’s got calves on the video [auction].”

The obvious draw for Galindo is the ever-present premium for proven Angus-sired calves that can range from \$1.50-\$3.

“We felt the premiums were going to be there in a good market, but we really felt when we got into more of a historical market with some lows, that’s when the program would really shine, and it did,” Toledo says. The market fluctuates, but the AngusSource premium has always been there.

“It got to a point where [buyers] were looking for those calves,” he says. Buyers called to ask, “Hey, when’s your next set coming?” Inquiries came in for replacement heifers, cattle feeders called for information on heifers to feed, and Toledo says they’ve even heard folks remark that Star Creek’s calves were in such high demand, buyers couldn’t get ahold of them.



Salvador Galindo consults with his seedstock supplier, John Toledo, who encouraged him to enroll in AngusSource®.

AngusSource offers benefits to both the seedstock provider and commercial cattleman. In a highly competitive market, the carcass data and traceability the program offers help Toledo when it comes to seeing what his bulls are doing out in the field.

For Galindo, of course, the premiums and carcass data are invaluable.

“We’ve seen a number of cutout sheets on those cattle, and it’s been real beneficial just to see what they’re doing once they’re harvested,” Toledo says.

The two agree the program has been a worthy investment.

“I like seeing the calves that qualify,” Galindo says. “I’m glad I did it.”



Read Salvador Galindo’s ranch hand-to-rancher story in the newly redesigned January *Angus Journal*, which is available at no charge for a limited time at www.angus.org.

