

# THE LINK

## Documenting Angus-sired genetics pays on sale day

by Ginette Gottswiller, American Angus Association



A bigger combine and larger head can sure make a difference when it comes time to fill the fuel barrel and

get the crop out of the fields. Keeping equipment maintained and running smoothly is an everyday challenge on any operation. Finding the balance or right time to change equipment is like playing the lottery. Larger combines cost more money,

but going from a six-row to a 12-row head saves time and fuel.

Should I upgrade the combine? Will I get a return on my investment?

Cattle producers may find themselves asking similar questions when buying their next herd bull. Should I upgrade my genetics? Should I enroll my calves in a process-verified program (PVP) to add value? Will there be a return on my investment?



### Finding the balance

During the past few months, calves enrolled in AngusLink<sup>SM</sup> have shown there is value compared to the investment of time and money spent. Producers who use all registered and transferred Angus bulls and document that fact with

**Table 1: The Angus advantage: AngusLink's Angus-sired Genetic (AL-ASG) claim**

SERVICE	ENROLLMENT	PREMIUM
AL-ASG	+ NHTC	\$8.28/cwt.
AL-ASG	+ NHTC-NE3	\$13.21/cwt.
AL-ASG	+ NHTC-NE3-GAP	\$22.36/cwt.

**Table 2: Producers enrolled without AL-ASG**

SERVICE	ENROLLMENT	PREMIUM
AngusLink	+ NHTC	\$4.49/cwt.
AngusLink	+ NHTC-NE3	\$5.54/cwt.
AngusLink	+ NHTC-NE3-GAP	\$13.88/cwt.

the AngusLink Angus-sired Genetic (AL-ASG) claim have a great story to tell.

Many times producers think it's too much work to figure out which Angus bulls they turned out. However, this summer the video sales continually showed calves enrolled in AngusLink that had the AL-ASG component were sought-after at each sale.

By sought-after, I mean they brought more money.

AngusLink calves enrolled as Non-hormone-treated Cattle (NHTC) averaged \$4.49 more per hundredweight (cwt.), while AngusLink calves enrolled in the Angus-sired Genetics claim along with the NHTC averaged \$8.28 per cwt. That equates to an average premium for the Angus-sired Genetic claim of \$3.79 per cwt.

Plus, the Angus-sired Genetic claim is free to producers who use all registered and transferred Angus bulls.

The Angus Advantage is clear no matter if you choose NHTC, NHTC/ Never-Ever-3 (NE3) or use NHTC-NE3-Global Animal Partnership (GAP). Buyers paid more on average every time calves were

100% sired by registered Angus bulls!

Producers who enrolled in AngusLink without the Angus-sired Genetic claim saw a lower overall return on their investment.

Take a moment to study the

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average returns from the summer video data. You will see investing in quality registered and transferred Angus bulls pays dividends comparable to claims such as NHTC and NHTC-NE3. That is truly noteworthy as we prepare for the upcoming spring sale season.

### Ask for the paper

Ask your seedstock provider for the Angus registration paper. It is truly your passport to added value on sale day. |

Editor's note: The American Angus Association offers a host of programs to assist commercial cattlemen in profiting from their Angus genetics. Authored by members of the Commercial Programs Department, "The Link" provides insight into those programs and services. Ginette Gottswiller is the Association's director of verification services.