

The Angus Link

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Cinch up and hold on

Wow, what a summer!!
This summer has taken me many
places, and it seems most producers'
morale is high. The leaves will soon turn

to rust, and the morning air is getting
crisp.

As the seasons change, so do the
components in our industry. Sometimes

the toughest challenge in this business
is to stay positive with the various
obstacles that arise in production
agriculture.

The beef industry is going to require
a lot of *try* to stay profitable. Producers
are looking for opportunities daily as
feed, fuel and land prices increase.

Find your balance

The last thing you do before
stepping on your horse is pull the cinch
tight. In "Strawberry Roan*," one of my
favorite songs, the great Marty Robbins
describes how he attempts to ride an
outlaw horse: "I gets the blinds on 'im,
and it sure is a fright. Next comes the
saddle, and I screws it down tight."

Breaking horses takes a lot of
patience, try, willingness to accept
unexpected challenges and perception
to know what may come while atop a
horse. We find ourselves in the beef
industry taking this same approach
every day, but if it were easy, everybody
would do it.

Another parallel between breaking
colts and the beef industry is finding
and keeping your balance. Staying in
the middle of a horse is going to be

Commercial Programs 2008 Sale Dates

Editor's Note: The following list of sales and dates are provided by the
Commercial Relations Department as dates for sales through
AngusSource® cattle. Please contact the auction market
Groshans, director of commercial programs, at 816-388-3883.

Apache Auction Market —

Apache, OK

Sale Dates: Oct. 18; Nov. 15

Cattlemen's Livestock Commission

Co. — Dalhart, TX

Sale Dates: Oct. 23; Nov. 7; Nov.
21; Dec. 11

Cattlemen's Livestock Market —

Galt, CA

Sale Dates: Oct. 22, Nov. 5, Nov.
19, Dec. 3, Dec. 17

Central Oregon Livestock Auction —

Madras, OR

Sale Dates: Oct. 27 (special sales);
Nov. 3 (Angus influenced); Nov.
17 (weaned, preconditioned,
age & source verified); Dec. 1
(special)

Faith Livestock Commission Co. —

Faith, SD

Sale Dates: Oct. 20; Oct. 21; Oct.
22; Oct. 27 (Angus Special)

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vital to succeeding in riding it through the bouts of bucking and crow hopping.

The same perspective is true in the beef industry. When utilizing genetic selection tools, consider a balance of traits.

This will be a critical time in the industry. We need to keep a good balance and not chase extremes. Maintaining a balance of traits while selecting bulls will take discipline.

Scott Michael Durski writes, "Spend each moment perfecting the next, not correcting the last." This can be true when striving to make directional change with genetic selection. Adopting

new technology and staying abreast of the changing industry will assist producers with remaining profitable.

Expect the unexpected

Even the best laid plans can have unexpected outcomes. This is similar to the volatility in the market that we see now. As you would imagine (many of you may have experienced) atop a colt, one

may never know what will happen. We must be prepared to accept unexpected challenges. So tighten that cinch, step on, keep your head down, grit your teeth and hold on!



**Gun Fighter Ballads, Marty Robbins, 1959.*

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*provided by the American Angus Association's
it may feature Angus-influence, value-added and/or
t to confirm details. For more information, contact Ty
3-5100 or tgroshans@angus.org.*

**Fort Scott Livestock Market —
Fort Scott, KS**

Sale Dates: Oct. 25; Nov. 29

**Lewiston Livestock Market Inc. —
Lewiston, ID**

Sale Dates: Oct. 29

Lockhart Auction — Lockhart, TX

Sale Date: Dec. 11

**Manhattan Commission Co. —
Manhattan, KS**

Sale Dates: Every Friday

Pratt Livestock Inc. — Pratt, KS

Sale Dates: Oct. 20; Oct. 27; Nov.
3; Nov. 10

**Riverton Livestock Auction —
Riverton, WY**

Sale Dates: Oct. 21; Oct. 28; Nov.
4, Nov. 11; Nov. 18; Nov. 25

**Winter Livestock Auction —
Dodge City, KS**

Sale Dates: Oct. 22; Oct. 29; Nov.
5; Nov. 12