

OPTIMISM IN THE AIR



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As I write this article in early December, I feel optimistic for the cattle industry. With the horrific drought of 2021 in our rearview mirror. Demand for beef has never been higher.

We have already seen optimism with the commercial bred heifer market. Montana was hit by the 2021

drought as hard as anyone, yet the Vermillion Ranch averaged over \$2,000/hd on 1,700 head of commercial bred heifers last fall. Other sales throughout North Dakota have averaged \$1,600-\$1,800 as well. The Montana Angus Female Bonanza sale sold 1,162 head of A.I. bred commercial heifers for an average of \$1,877 and bull breds for an average of \$1,651. I watched a group of commercial heifers A.I. bred to 7AN466 RAINFALL last fall command \$2,400 at auction. I haven't seen that number on a group of bred heifers in a while!

If you are considering buying heifers to breed and resell, our team is prepared to help. The Minnesota/Select Sires BSR force is the boots on the ground breeding cattle during the spring and summer. We can help you find the right genetics, get heifers bred and help you find a market to sell your heifers. As always, uniformity, weight and disposition will greatly affect the price that buyers are willing to pay for bred heifers. Working with heifer developers is a big part of our business and these cattle markets are making that opportunity even larger.

The fall bull sales in California and Montana have been steady to strong. I expect this strength will continue through the spring of 2022. When drought hits, calves get weaned early and ranchers don't feed

more cattle than they have to. A lot of herd sires went to town late last summer and fall. Demand for athletic, sound and fertile bulls will continue.

Considering A.I.?

With inflation soaring and an uptick in cattle margins on the horizon, now is the time to consider the combined value of estrus synchronization and elite genetics. Think about this, your next couple of calf crops might be the highest valued calves raised on your farms and ranches. Estrus synchronization will move your average calving date further ahead in the breeding season. This age advantage will put weight on your calves and the increased days postpartum for your cows will positively affect your cow herd's fertility. Combining that with a wide selection of cutting edge and proven genetics your Minnesota/Select Sires team is confident that we can help you and your operation take advantage of these exciting cattle markets. Please do not be afraid to reach out to any of us. Happy Calving!

Some exciting factors affecting cattle markets in the coming years:

- U.S. cow slaughter increased by 6% in 2021.
- The boxed beef cutout is at the lowest value since last August.
- RaboBank expects beef production in 2022 to be down by 2.5%.
- Fed cattle have started to hit \$140/cwt. These are the highest fed cattle prices paid since May of 2017.
- 500-pound steer calves are bringing \$200/cwt (December 2021) for the first time in a long time.



FOCUSING ON GENETICS THAT WORK FOR YOU



7AN528 GROWTH FUND



14AN502 TAHOE



7AN466 RAINFALL



7AN463 PLAYBOOK

Leading our sire highlights this year is the Angus breed's No. 2 sire for registrations, **7AN528 GROWTH FUND**. This sire's EPDs are impeccable and his

progeny are setting themselves apart! Cattlemen around the country have used GROWTH FUND for consecutive years due to his consistent quality of phenotype and genetic merit. The cattle are easy-fleshing, big-middled, heavy-muscled while excelling in growth. His first daughters are standouts with level udders and small teats with excellent placement. Expect continued high-selling progeny and heavy use throughout 2022 and beyond.

A proven sire that continues to make new friends in the seedstock and commercial world is **14AN502 TAHOE**. He excels in calving ease, growth, maternal and carcass traits. TAHOE progeny are functional with shape and substance. The wet daughters that I have seen are tremendous - thick made, great uddered and super docile. TAHOE will sire cattle that pass the test of the best cattlemen.

A must-have sire on your short list for calving ease and maternal sires is **7AN466 RAINFALL**. Recently deceased due to an injury, RAINFALL is one of the most sought-after sires in our lineup. He is an excellent calving ease and high marbling option for use in both registered and commercial programs. A 14AN426 CHARLO son, out of the No. 1 producing cow at SAV, RAINFALL combines dominating phenotype, superior conformation and outlier thickness, muscle shape, capacity and pounds in a calving ease package. RAINFALL progeny are moderate, easy fleshing and all around awesome cattle to admire.

Taking the 2021 breeding world by storm is the \$15,000 high-seller from the 2020 Talkington Angus Sale, **7AN600 WOLVERINE**. This TAHOE x Prosecutor sire is gaining momentum. WOLVERINE is moderate and full of muscle shape and rib capacity. He is sound and comes from an excellent cow in the SAT program. He is in the top 1% for \$M and is also a calving ease sire. WOLVERINE's dam is easy-fleshing and excellent footed. Her production record shows a birth ratio of 3 at 96, a weaning ratio of 3 at 105 and a yearling ratio of 2 at 110. She has also conceived through A.I. each of the four years she was bred. Commercial cattlemen who care about raising profitable cows need to add WOLVERINE to their breeding program.

7AN463 PLAYBOOK is a 1682 son with a shot more frame. He is stout, big-middled with a lot of base width and muscle expression yet still smooth and pleasing to the eye. PLAYBOOK is a highly proven calving ease sire who makes phenomenal replacement females that excel in performance and phenotype.

One of the great up-and-coming sires in our lineup is **7AN623 GUARANTEE**. He is a six-frame power sire with stunning phenotype and a double-digit CED. GUARANTEE offers a fresh pedigree with a true masculine herd sire look. A sire that has added body length, a wide top, true muscle and tremendous base width. GUARANTEE ranks in the top 5% for a plethora of traits. Cattlemen should use this sire to add phenotype and genotype to Angus programs.

The high-selling sire from the 2020 National Western bull sale was **7AN594 REGIMENT**. This WAR Cavalry son has a huge EPD profile. He ranks in the top 1% for WW, YW, RADG, CW, RE, \$W, \$F, \$B and \$C. This breeding season we expect to see REGIMENT in heavy demand due to his phenotype, performance and pedigree.



7AN594 REGIMENT

A rock star in the commercial world, **7AN368 COMRADE** shows excellent fertility and proven calving ease all while siring superior daughters for producers across the midwest. He ranks high for docility and provides added benefits for carcass merit. Proven to deliver quality offspring from a wide spectrum of cattle types, COMRADE is a great option to keep mature size under control.



7AN368 COMRADE

Flawless in structure and phenotype, **7AN451 FLAT TOP** covers all the bases for EPDs and excels for RE and \$W. Black Granite's stoutest and best phenotype son in a double digit calving ease package, FLAT TOP has maternal strength interwoven in his stellar pedigree. His dam transmits exceptional phenotype while backing it up with production records. The FLAT TOP calves have a long bodied look!



7AN580 HOME TOWN

A new sire from the Frey program in North Dakota is **14AN553 COWBOY LOGIC**. He is a Cowboy Up son that was the lead-off sire in Frey's Carload in 2019. COWBOY LOGIC has style, muscle, power and performance in a calving ease package. He is one of the truly exciting, high phenotype spread sires in our lineup. The calves at Frey's and Hoover Angus have been standouts.



7AN618 MARVEL

If you're looking for one of the best Marbling sires, check out the most talked about Ashland son in the country, **7AN580 HOME TOWN**. At 1.84 Marbling EPD this sire ranks in the top 1% of the Angus breed. Combine his Marbling ranking with Calving Ease, excellent RE EPD, and a 357 \$C value and you get HOME TOWN. This sire is big-hipped, wide-based and has a herd sire presence. Producers are using him heavily. Look for sons to sell in your cooperative area.



7AR89 GRINDSTONE

7AN531 ENTICE is a cool made, big-time growth sire from the Mogck program in South Dakota. ENTICE is a mid 6 frame bull that will sire performance and weaning

weight. His 50K scored in the top 1% of the breed for Docility and his calves will crush the scales in the fall. When pounds mean more, ENTICE will add dollars to your bottom line.

From the Myers program in Kentucky, **7AN589 SILVERADO** combines many Select Sires greats in his pedigree: TAHOE x 7AN388 NIAGARA x 7AN320 PROPHET. SILVERADO is a thick made, attractive and moderate-framed bull that will sire some eye-appealing progeny. Combine that with excellent EPDs and dollar values and SILVERADO will make quality cattle for years to come.

If you want to produce elite show genetics, look no further than **7AN618 MARVEL**. PVF Blacklist x C&C McKinley is a combination of the most elite show genetics ever produced at Prairie View Farms. MARVEL is flawless in his design. He has tremendous rib shape, extra depth of body, a long powerful hip and is as sound and free moving as you can make one. The pedigree on this sire provides breeders with the ingredients to make an impact at any level. Available in conventional, *gender* SELECTED™ 2M and *gender* SELECTED™ 4M semen.

Looking to our Red Angus lineup, **7AR86 STOCKMARKET** needs no introduction. This outcross, balanced sire does a lot of things right. His calves are deep bellied, good muscled cattle that are great on their feet and legs. STOCKMARKET was the No. 5 sire in the Red Angus breed for registrations last year and we expect him to continue to be popular among seedstock and commercial breeders.

Phenotype meets performance in **7AR89 GRINDSTONE**. This powerful sire is loaded with muscle, depth of rib and length of body. His actual performance earned him ratios of 115 for WW, YW and ADG. Use this 6.2 frame sire to produce calves with added muscle and extra base width.

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I expect big things from **7SM124 ENHANCEMENT**. He was raised here in North Dakota by Wilkinson Farms. He is a calving ease prospect with eye appeal, skeletal correctness and an excellent overall presence. ENHANCEMENT has an excellent set of EPDs and ranks in the top 1% of the breed for API and TI.

An up and coming, blaze faced, purebred Simmental, **7SM113 HIGHLIFE** will add pounds to your next calf crop. With 11 EPDs in the top 10 for percentile rank, this sire is unique! If you follow the Simmental breed, you will know his grandam on his paternal side is the famous Sugar C4 cow. This sire has maternal lines throughout his pedigree with excellent EPDs and phenotype.

7SM115 PROMOTER is in an elite category for growth and performance. Top 1% for YW and ADG and top 2% for WW. PROMOTER was the anchor for the Kaehler's percentage champion pen of five at the 2020 National Western Stock Show. This high phenotype sire will add growth and performance. PROMOTER is available in *gender*SELECTED™ semen.



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