



SANTA GERTRUDIS

USA

OCTOBER 2021 | VOLUME 24, NUMBER 10

MEMBERSHIP DIRECTORY

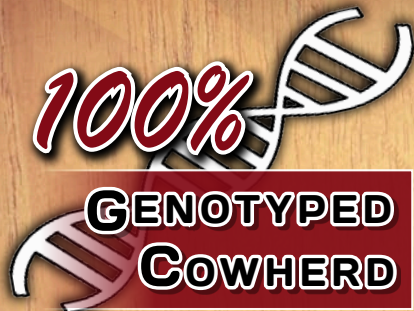


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Santa Gertrudis and *Santa Gertrudis*-influenced cattle enjoy some shade at Strait Ranches, Carrizo Springs, Texas.
 Photo by Cate Doubet.

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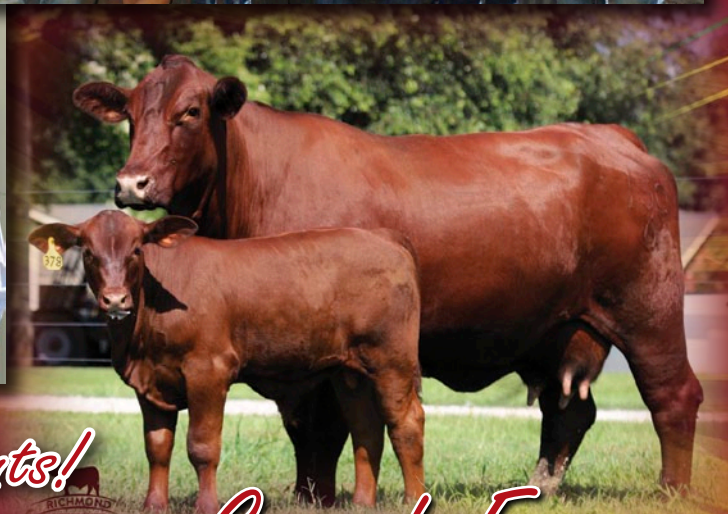
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Trail Talk

EXECUTIVE DIRECTOR'S REPORT

By Webb D. Fields

(361) 592-9357 | wfields@santagertrudis.com

It is always a good feeling when a large project that you have been working on for months finally comes to fruition. Our new pedigree platform unveiling is finally here and we are extremely excited to share it with our membership. This is a project that started more than a year ago and one that staff has diligently worked on throughout the summer. While we originally had a projected start date of the end of 2021, we plan to fully transition to the new platform this month.

As we have said all summer, we believe the move will enable numerous advancements online for our members. We anticipate a more user-friendly experience with more bells and whistles in the new system. While we are excited about the change, including a different login appearance, we anticipate it will be easy to access and understand. We plan to have tutorials and information to ensure a seamless transition.

As we are back in the swing of things for fall shows and sales, the board of directors will also convene this month for a fall meeting. While we have a full slate scheduled for the agenda, please reach out to your directors with any questions, concerns or ideas you have. The board has a great mix of experience, new ideas, and an understanding and willingness to bring membership concerns to board meetings and address opportunities for progress.

The fall is also a great and busy time within our business. Data collection, new purchases and potential business plan adjustments are all in place. While it's a busy time and it can be hard to slow down from the daily grind of getting the job done, I do think it's a good time to step back and think about your overall objective and ways to achieve it. A quick review of the tools for a seedstock breeder on making genetic progress might be helpful.

With any good business, a solid business plan is needed. Breeding objectives must be set before you set your overall plan into motion. Where do you want to be? How do you want to get

there? With advanced technologies that allow us to make genetic change faster than ever come the possibility of making a mistake at a faster pace, as well. Ensuring you are headed in the right direction with your herd is an imperative first move.

One advancement our new pedigree platform will allow is whole-herd reporting. This inventory-based reporting system will allow for more accurate phenotypes for reproductive traits and will ultimately add more accuracy to these traits.

As we have discussed many times, accurately defined contemporary groups are key. Contemporary groups are the lifeblood of the genetic evaluation, allowing for head-to-head genetic comparisons. The phenotypes that are submitted in contemporary groups serve as the backbone for the whole evaluation, so making sure you take pride in reporting accurate records and turning in the complete contemporary group will only better serve you in the long run.

With a growing list of expected progeny differences, selection at times can seem like a daunting task. Index-based decisions allow for a more simplistic look at an animal's overall genetic merit. Utilizing an index such as the Balanced Index can help guide decisions and drive commercial customers toward an index that best suits their overall goals.

Utilizing genomics has also become a vital part of cattle breeding across associations. Genomic selection offers the ability to increase the rate of genetic change while adding early accuracy to young, unproven animals. Submitting DNA on young and unproven animals can help provide accuracy and drive decision making within your herd.

As we continue down the trail this fall, please let us know if you have any questions about these new and exciting advancements or if we can better help you understand and collect data to be turned into the platform that helps you advance your business goals. 🐾



SGBI

Need to Know

With guidance and research from the Performance Committee, the Santa Gertrudis Breeders International (SGBI) Board of Directors has approved a parentage confirmation emblem within our new pedigree platform. This will be used to confirm when DNA is on file for an animal and if parentage has been confirmed by a DNA test.

With this, members will receive a parentage test at no additional cost when running a full genomic panel. This ensures all available information is provided to members, a commitment long held by SGBI. This emblem will allow membership not only to see if DNA is on file for an animal, meaning genomics have been added into their expected progeny differences calculation, but it will provide information regarding if sire, dam or both parents have been confirmed or not by DNA.

"With information and data being king, we feel this is just another way to provide as much information as possible to our breeders and members," says SGBI Executive Director Webb Fields. "While we know there will always be a small amount of error, we also are aware that accurately identifying parentage allows us to properly attribute performance within the genetic evaluation. This is just another tool in members' toolboxes when making breeding decisions and another great attribute of moving to our new pedigree system." 🐾

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PRESIDENT'S LETTER

By Nancy Wunderlich

(979) 277-2838 | n.wunderlich@hotmail.com

As we greet October, I hope all are experiencing cooler temperatures, abundant hay for the winter months ahead and good health. Many of us have been challenged in recent months with obstacles far beyond our control, but the determination and resilience of our members from coast to coast continue to amaze me.

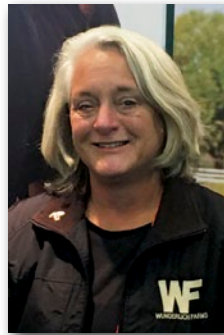
I recently heard the scripture from Titus 2:7-8, "Show yourself in all respects to be a model of good works, and in your teaching show integrity, dignity and sound speech that cannot be condemned." This verse has really touched my soul in relation to so many aspects of life.

The Santa Gertrudis Breeders International (SGBI) preamble charges our membership to, "continue the improvement of the Santa Gertrudis breed of beef cattle" Now, we as a membership have to work together to meet this goal for the breed's survival in an ever-changing, fluid cattle market. In my opinion, working together means that we bring to the decision-making table our own experiences of "good works" to move forward, putting aside our own personal agendas.

Deliberations need to be greeted with respect and consideration from all to make decisions based on the most recent information we have at hand that is best for the Santa Gertrudis breed's integrity and dignity in the cattle industry. Once these decisions are made, after all the heated discussions and deliberations, we must emerge as a united membership with sound speech to keep moving in a positive direction that is best for the breed.

SGBI's fall calendar of events includes several exciting events for members. Stay tuned for information and workshops on our new registry platform. Executive Director Webb Fields and the office staff have been working diligently for a seamless transition to the new platform. Thank you, Diana, Emma and Melissa. Don't forget to mark your calendars for upcoming fall sales.

As a diverse membership working together, we must continue to combine our sundry of talents along with our varied experiences to accomplish our purpose in the cattle industry. A longtime SGBI member explained that the "best way for members to understand how things work is to get involved." So, I again challenge you as a progressive SGBI member to join the decision-making process and show yourself to be a model of good works. 🍀



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In Memoriam

Y.N. STRAIT, SR.

Yancey Newman "Y.N." Strait, Sr., 71, Streetman, Texas, passed away Aug. 20, 2021. Y.N. was born March 2, 1950, to a ranching family that has spanned five generations. Y.N.'s passion always resided in his cattle operation, Strait Ranches, which he carried on after the passing of his grandfather, Y.C. Strait, in 1972. Beyond being a



revered cattleman, Y.N. was, above all, a family man. He married his wife, Cynthia Ann Wooley, April 16, 1976. Together the couple had two children, Yancey and Callie.

Y.N. served on the Dimmit County Appraisal District's Agricultural Advisory Committee, the Dimmitt County Livestock Association, and he spent more than 30 years as a district director of the local Soil and Water Conservation District. He was also a longtime member of First United Methodist Church in Carrizo Springs, Texas.

He is survived by his wife, Cynthia; son, Yancey Strait, Jr. (Heather); daughter, Callie (Jake) Loden; grandchildren Avery Strait, Arden Strait, Piper Loden and Penelope Loden; brothers, Mike (Leah) Coyne, and Greg (Mindy) Coyne; sister, Cindy (Sully) Woodland; and numerous relatives and friends.

Memorial contributions may be made to the National Santa Gertrudis Youth Foundation – Y.N. Strait Scholarship Fund, Santa Gertrudis Breeders International, P.O. Box 1257, Kingsville, Texas 78364. 🍀

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Friday, October 29th

4:30 pm: 'Next Generation' Replacement Reg. Female Sale

Saturday, October 30th

8:30 am: QVF Brunch

10:30 am: 75 Santa Gertrudis Bull Sale

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359

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The Salt of the Earth

Running R Cattle Shares Stories of Family, Cattle and Service

By Grace Vehige, Contributing Writer

About 20 miles north, as the crow flies, off the Gulf Coast, Beau and Amber Robertson and their children operate Running R Cattle in Sweet Lake, La. As fate would have it, Beau and Amber have fostered a relationship with a healthy balance of love for each other and Santa Gertrudis cattle.

Growing up, Amber was surrounded by the agricultural community, beginning with her grandfather's rice and rough stock operations. Amber's parents participated in 4-H, ultimately supporting her to do the same. Her involvement with 4-H and her steadfast love for cattle led her family to raise two to three cow-calf pairs every year.

Across the southern United States in Texas, a young Beau rode along with his father as he served as a game warden. A portion of Beau's father's territory included part of the King Ranch; it was then, while on patrol with his father, Beau developed his fondness for cherry red cattle.

"I had always told myself that if I ever got settled and started running cattle at my home, that is what I wanted," Beau says in reference to the herd of Santa Gertrudis cattle he saw as a young boy. Years later when Beau and Amber met and married, their shared dreams came true.

Amber echoed Beau's statement saying, "We decided we wanted to get cows and have something for the kids to show and get involved in when they got older."

In 2014, the Robertsons purchased their first few head of Santa Gertrudis cattle to raise alongside their three kids – Cheyenne, Wyatt and Raylan.

Finding the Right Fit

As with anything in the cattle business, research is key, especially when it comes to purchasing decisions.

"We did our homework and tried to look for some animals that would be good in our environment down here in southwest



At first just a dream, Running R Cattle got its start in 2014 with the purchase of a few Santa Gertrudis females. Running R Cattle operates out of Sweet Lake, La., and is the Robertsons' purebred seedstock business, which runs in conjunction with their Osage Bayou Cattle Company in Pawhuska, Okla.

Louisiana. We were definitely looking for heat-tolerant cattle," Beau says.

The search for the right genetics to begin their Santa Gertrudis herd led the Robertsons to a few different producers. Amber notes their first bull purchase came from Sam Jones with Rafter J Ranch in De Ridder, La. The couple then purchased heifers from both Darrell Pitchford with Pitchford Cattle in Athens, Texas, and Troy Luquette of Luquette Cattle Company, LLC, in Abbeville, La.

"Initially, we started with purebred Santa Gertrudis. We wanted to be able to start with something our kids could show and be involved with in 4-H," Amber says.

Today, about one-quarter of the Robertsons' cattle belongs to their seedstock operation. The remainder of the herd serves a different purpose. Since Running R Cattle's start in 2014, the operation has branched into the commercial industry, formulating a partnership with David and Kathryn Chambers of Chamber C Cross Ranch in Pawhuska, Okla. Together, the partners developed Osage Bayou Cattle Company – bridging the Osage Hills and Louisiana together.

"[Chambers C Cross Ranch] takes in a lot of yearlings and does some backgrounding," Beau explains. "For us, it was a perfect fit. We are able to run a cow-calf operation down here at home, and then we send our animals up to Oklahoma."

According to Beau, the family retains ownership through the backgrounding process. The Robertsons' commercial herd still consists entirely of Santa Gertrudis and Red Angus crosses, many of which were acquired from the King Ranch in 2017.



Beau and Amber Robertson are dedicated SGBI members. Amber currently serves on the board of directors.

CONTINUED ON PAGE 14 ►

SANTA GERTRUDIS DISTRICT VI BREEDERS



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THE SALT OF THE EARTH

CONTINUED FROM PAGE 12

"When we branched off into the commercial side of things, we were, again, looking for the type of female that would be able to survive in our area. The King Ranch females fit that for us," Beau says.

Osage Bayou Cattle Company chooses to run Charolais bulls on their commercial herd, and as Beau tells it, that is because of the endgame and where their sales are made.

"We sell a lot of calves in Coffeyville, Kan. Those buyers want to see a little less ear on cattle. Our females down here are working well for us, and when we get the calves up in the Oklahoma and Kansas areas and out on grass in those Osage hills, they really come on. It has been working well for us," Beau shares.

"The people you meet along the way and the knowledge that you can get from those in this industry is one of the neatest things about it all. The people involved in this industry are really the salt of the Earth."

– Beau Robertson

Helping Hands

Just as the Robertsons grew their herd, they broadened their breed involvement. With the National Junior Santa Gertrudis Show (NJS GS) coming to Louisiana in 2017, Amber was asked to join the Youth Activities Committee. In this role, she helped coordinate what would be the trial run for the first bull show at junior nationals.

"Prior to 2017, it was just the Santa Gertrudis heifer show. That was our task – to make sure the first bull show went smooth," Beau says. "Amber is pretty meek and modest, but she was the ramrod of that deal. She put a lot of time into junior nationals that year."

According to Amber, her work with the NJS GS was a true team effort.

"I honestly could not have done it without the help from a lot of people within the breed who had experience putting on past National Junior Santa Gertrudis Heifer Shows," Amber says. "Along with the help and involvement of our state association, Aimee Guidry was right there with me the whole time, making the 2017 NJS GS as successful as it was."

Alongside their involvement with youth activities, Beau and Amber support and sponsor the Better Beef Contest. Additionally, the couple is active with their local and state Santa Gertrudis affiliates, always certain to help support other cattlemen and cattlemen in the area. Amber has served as the Louisiana Santa Gertrudis Association secretary and treasurer since 2015.

This year, Amber decided to take her dedication to the Santa Gertrudis breed a step further by running for the Santa Gertrudis Breeders International Board of Directors. She was elected to her position as a District 3 director at-large and remains eager to share her opinions and knowledge with others.

Raising Kids and Cattle

The Robertsons consider themselves blessed to work in the cattle business, though they note the industry has its fair share of hardships. The family relies on each other and their faith during those times.



For Beau and Amber Robertson, feeding is a pastime best enjoyed with family.

"As long as you put your faith in the Lord and keep looking forward, you can always pick up and keep things heading in the right direction," Beau says optimistically. "It is a fulfilling endeavor to take on."

With their kids ages 11, 7 and 3, the family looks forward to seeing what the future holds. According to Beau and Amber, the people they have met along their journey raising Santa Gertrudis has made the experience even more worthwhile; it is an especially great industry to raise kids in.

In reference to the biggest takeaways the family has from their time in the cattle business, Beau says, "The people you meet along the way and the knowledge that you can get from those in this industry is one of the neatest things about it all. The people involved in this industry are really the salt of the Earth." 🐄

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Reports

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DROUGHT, FIRES, HURRICANES, COVID AND EXPENSIVE CORN AND FUEL ... WHAT'S NEXT?

By Randy L. Stanko, Ph.D., Texas A&M University-Kingsville



I do not have any of the important answers, but the good news is that the U.S. Department of Agriculture's (USDA) outlook has raised the cattle price forecast by 4 percent for 2022. That is better news for beef cattle producers. The beef industry, overall, is in a "contraction phase in the cattle cycle," according to USDA Chief Economist Seth Meyer. This contraction is partly due to ongoing drought in the West, aggressive

culling of mother cows, high feed prices and a weaker calf price market in early 2021, which was a result of the backlog of fat cattle in feedyards (due to COVID-19). We have seen recently that calf prices are up, and we have progressed through most of the fed cattle backlog. The USDA projects the average fed-steer price for 2021 will end up at \$121.18 per hundredweight (up \$2 per hundredweight vs. 2020) and for 2022, fed steers will average \$126.25 per hundredweight.

Some areas of concern include the National Oceanic and Atmospheric Administration's projection of a return to a La Niña weather pattern in the fall, which translates into less tropical moisture in the Southeast and continued drought in the Intermountain West and Pacific Northwest. Projections for when we will see El Niño's return are uncertain. Roughly, one-third of the U.S. cow herd currently resides in areas of the country experiencing some level of drought.

Next year, the projected total U.S. beef production could fall to about 26.9 billion pounds. Similarly, per capita beef

consumption for next year is also projected to decrease by 2 pounds, down to 56 pounds per person. The June all-retail beef price pushed toward an annual high of \$7.11 per pound. If this price level continues, in addition to increased fuel costs, we could see a greater dip in 2022 U.S. beef consumption. My major concern is what, exactly, will that 56 pounds comprise?

If you do the grocery shopping for your household, you may have noticed the plethora of Prime beef cuts available for purchase. I have found this to be the case in both smaller regional grocery chains as well as the big box grocery stores. This is no doubt due to the availability of over-finished cattle due to COVID-19 slowdowns in processing plants. I believe the unknown is, what will consumers expect to see in the meat case going forward? Will there be a time in the future when consumers refuse to purchase Select beef? Alternatively, will the Choice-Select spread be so large that it is no longer profitable to raise and market Select-grading cattle? The Choice-Select price spread has been above the five-year average since June 2021 and was \$33 per hundredweight in early September.

I think all cattle breeds need to consider where we have been these last two years and critically evaluate what the future of the beef industry will become. We have all experienced hardships and some challenges recently. How well are we prepared to address what might be headed our way? Uncertainties in the economy, packing plant capacities and global beef demand will affect the profit margins of beef cattle producers, including registered breeders, cow-calf producers, stocker operators and folks who are brave enough to place cattle into feedyards. Going forward, I think beef demand will remain strong and I am personally optimistic. Most agree that raising cattle will continue to be a profitable enterprise if the cattle are able to satisfy what the beef consumer is willing to purchase.

As we look to the future and review precipitation outlooks, evaluate the current forage conditions, count the round bales, make those tough culling decisions and think about our next bull purchase, we should also consider these questions: 1) Will our cattle remain efficient and profitable? 2) Can our cattle produce beef with acceptable value in the future markets?

Remember to remove those old fly tags! 🦟



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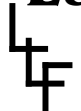
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Schedule of Events
Thursday, November 11th
4:00pm - Cattle viewing

Friday, November 12th
7:00am - Cowboy coffee
11:00am - 18th Annual Bull Sale
1:00pm - 18th Annual Commercial Female Sale
4:00pm - Tri-Star cattle viewing
6:00pm - Gathering & dinner

Saturday, November 13th
8:00am - Breakfast & cowboy coffee, cattle viewing
11:00am - 44th Annual Tri-Star Sale



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Del & Ginny Thomas
Box 69 • Pleasant Hill, IL 62366
618-535-4470 • 217-734-2283
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District 6 • Herd No. 4434

INDIANA

Beckman Farms

Randall & Barbara Beckman
2899 Memory Ln. • Lanesville, IN 47136
812-952-2190 • beckmanfarm@gmail.com
District 6 • Herd No. 6239

Berley, Jerry & Terry Goodin

6058 N Bogardus Rd. • Austin, IN 47102
812-595-1231 • 812-794-2624
goodinterry@netscape.net
District 6 • Herd No. 19416

Hiss Family Farm

Robert Hiss
2950 E Old Trl. Rd. • Columbia City, IN 46725
260-503-5310 • 260-503-5312
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District 6 • Herd No. 37045

Chris & Stephanie Pitcock

6328 N 1200 E • Shirley, IN 47384
317-370-0054 • christianpitcock@gmail.com
District 6 • Herd No. 101801

Pleasant Valley Farm

Harold & Maryann Gardner
1387 E Gilmore Rd. • Markleville, IN 46056
765-621-4141 • 765-602-2309
District 6 • Herd No. 5009

Robert L. Rans

7359 N 900 W • Culver, IN 46511
574-315-7542 • 574-542-2831
District 6 • Herd No. 17967

Red View Farms

Craig D. Lopossa
5480 Jordan Village Rd. • Poland, IN 47868
812-829-8053 • 812-828-0152
craiglopossa@yahoo.com
District 6 • Herd No. 15997

KANSAS

Kilgore Santa Gertrudis

Gene & Harriett Kilgore
3025 CR 1900 • Havana, KS 67347
620-330-8633 • 620-289-4684
hekilgore@yahoo.com
District 1 • Herd No. 6339

McLeon Farm

Richard & Patty McLeon
PO Box 670 • Dighton, KS 67839
903-646-0556 • 903-619-2934
rpmcleon@eastex.net
District 1 • Herd No. 5765

Shook Gertrudis

Jody & Brittany Shook
1370 N River Rd. • Mulvane, KS 67110
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KENTUCKY

Brandywine Creek Farm

Harold R. Snelling & Dorothy S. Dillon
4602 Burlington Pike • Burlington, KY 41005
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District 6 • Herd No. 40355

Gary Dyer Farm

Gary & Linda Dyer
2925 Willie Simmons Rd.
Falls of Rough, KY 40119
270-256-3167 • 270-256-3168
gpdyer99@yahoo.com
District 6 • Herd No. 100803

Heath Farms

Pat & Beverly Heath
387 Goodin Williams Rd.
Hodgenville, KY 42748
270-735-2470 • 270-358-4820
District 6 • Herd No. 6988

M.C. Longacre Jr.

Courtney Longacre
47 Boulder Dr. • Elizabethtown, KY 42701
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District 6 • Herd No. 8859

Mattingly Farms

Cody Mattingly
488 Rock Haven Rd. • Brandenburg, KY 40108
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District 6 • Herd No. 39868

Parker Farms

Charles & Deanna Parker
5552 Jackson Hwy. • Cave City, KY 42127
270-670-6285 • parkerfarms@scrtc.com
District 6 • Herd No. 16466

Phillips Farms

Carl & Carl Jr. Phillips
870 Lake Elmo Rd. • Brooks, KY 40109
502-640-1277 • bballmom0799@yahoo.com
District 6 • Herd No. 103614

Richard Puryear

576 Barney School Rd.
Campbellsville, KY 42718
270-465-8895
District 6 • Herd No. 5134

Rebel Ridge Santa Gertrudis

Rodney & Connie Smith
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District 6 • Herd No. 123

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District 6 • Herd No. 100369

Randall Strickmeyer

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District 3 • Herd No. 8993

Nolan & Emily Taylor

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District 6 • Herd No. 20038

Three Fans Farm

James Beckman
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District 6 • Herd No. 102615

Windcrest Farm

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270-287-8629 • 270-879-9556
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District 6 • Herd No. 10772

LOUISIANA

Bar K Cattle

Kirk & Karen Garber
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Alexandria, LA 71302
318-729-0733 • 318-473-7964
kjgarber@hotmail.com
District 3 • Herd No. 101281

Chris. Dianne or Kenny Bordelon

PO Box 61 • Effie, LA 71331
318-419-3363 • 318-253-8736
District 3 • Herd No. 11783

Brittany Cattle Co. LLC

Larry & Pam Richardson
8044 Hwy. 941 • Gonzales, LA 70737
225-715-3300 • 225-675-5191
lsrich33@yahoo.com
District 3 • Herd No. 101440

C & C Black Jack Ranch

Crystal & Brian Bourgeois
32459 Carolyn Dr. • Paulina, LA 70763
225-806-8118 • 225-806-8122
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District 3 • Herd No. 101500

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District 3 • Herd No. 103957

Le Grand Farms

Sean & Tiffany Joyner
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District 3 • Herd No. 100790

Mouton Farms

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District 3 • Herd No. 38115

Plainview Farms

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District 3 • Herd No. 103617

Hannah & Josh Paul

35 Refuge Rd. • Glenmora, LA 71433
District 3 • Herd No. 102376

Rafter J Ranch

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Rocking F Cattle Ranch

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Seville Cattle Co.

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Wiley Ranch

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Kim Wiley

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District 4 • Herd No. 34654

Lovell Farms

Donnie & Glynda Lovell
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District 4 • Herd No. 14367

Martin Farms

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District 4 • Herd No. 6210

S&K Farms

Shannon Smith
PO Box 137 • Tylertown, MS 39667
601-818-4983
District 4 • Herd No. 102827

Stegall Farms

Wade (Trai) Stegall
206 Hwy. 15 S • Pontotoc, MS 38863
662-296-5120
District 4 • Herd No. 9497

Tideland Farms

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District 6 • Herd No. 16302

Kelly & C. Alan "Bud" Clark II

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District 6 • Herd No. 17990

Hamilton Farms

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District 6 • Herd No. 100993

Jim Campbell Farm

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District 1 • Herd No. 7790

Morse View Farm

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417-989-1271 • 417-259-0774
District 1 • Herd No. 36791

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Larry Todd Osborne
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859-991-2438 • 816-664-2006
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District 6 • Herd No. 36689

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District 6 • Herd No. 16875

Rustic Rail Ranch

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9865 Blarney Ln. • Carthage, MO 64836
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District 6 • Herd No. 8833

Britney Shields

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District 5 • Herd No. 36267

Top Shelf Cattle Company

Brittany Shields
26779 Hwy. 87 • California, MO 65018
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District 6 • Herd No. 101850

NEW MEXICO

Burns Ranch

Kenny & Letha Burns
HC 66 Box 69 • Mountainair, NM 87036
505-721-7613 • 505-705-0013
District 1 • Herd No. 35739

Cuevo Ranch

Steven & Sabrina Burns
PO Box 99 • Mountainair, NM 87036
505-209-5282 • 505-450-1631
District 1 • Herd No. 103877

ME/Ranch

Cherry Montano
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District 1 • Herd No. 16626

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21 Rd. 3160 • Aztec, NM 87410
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District 1 • Herd No. 100653

Red Doc Farm

Adolfo & Christina Sanchez
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District 1 • Herd No. 16082

Red Doc Farm

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NORTH CAROLINA

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District 5 • Herd No. 9994

Cox Mill Farms

Alan & Vivian Cox
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District 5 • Herd No. 102050

Double C Farms

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377 Double C Dr. • Raeford, NC 28376
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District 5 • Herd No. 3247

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District 5 • Herd No. 40533

Five J's Beef & Cattle Company

Jody Standley
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District 5 • Herd No. 100746

Flatwillow Farms

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District 5 • Herd No. 17427

William Joseph McPhaul

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District 5 • Herd No. 15395

Old Iron Farms

Richard Price
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District 5 • Herd No. 101992

Charles O'Bryant III

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Perkins Cattle Co.

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Rocking L Farm

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District 5 • Herd No. 1606

Scott & Ellie Sherrill

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Triple C

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OHIO

Andrews Cattle Company

Chelsea Andrews
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District 6 • Herd No. 103974

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District 6 • Herd No. 102646

Grubb Farm

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OKLAHOMA

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CR Ranch

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John Martin Ranches

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Korban Cattle

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OZARK EMPIRE FAIR

Aug. 15, 2021 | Springfield, Mo. | Judge: Blake Nelson

NO PHOTO

GRAND CHAMPION BULL

Rockin 3T Golden Boy, shown by
777 Farms, Magnolia, Ark., and
Rockin 3T Ranch, Ennis, Texas

NO PHOTO

GRAND CHAMPION FEMALE

Miss Grandview G038, shown by
Gracey Pitchford, Athens, Texas



RESERVE GRAND CHAMPION BULL

SCC The Dealer 452G1, shown by
Stroman Cattle Co., Bryan, Texas



GRAND CHAMPION STAR 5 FEMALE

BSR Lethal, shown by
Country Legends Ranch, Waller, Texas

SANTA GERTRUDIS SHOW

Results

NO PHOTO

BEST OF POLLED BULL

CWR KPL's Master, shown by
Crosswinds Ranch, Keller, Texas



RESERVE GRAND CHAMPION STAR 5 FEMALE

CWR Roxy, shown by
Crosswinds Ranch, Keller, Texas



RESERVE GRAND CHAMPION FEMALE AND BEST OF POLLED FEMALE

Fergie 52/19, shown by Karli Buggs,
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MISSOURI STATE FAIR

Aug. 22, 2021 | Sedalia, Mo. | Judge: Jeff Gooden



GRAND CHAMPION BULL

Rockin 3T Golden Boy, shown by
777 Farms, Magnolia, Ark., and
Rockin 3T Ranch, Ennis, Texas



RESERVE GRAND CHAMPION BULL

Top Shelf Jack Daniel, shown by
Top Shelf Cattle Co., La Russell, Mo.



GRAND CHAMPION FEMALE

Miss Grandview G038, shown by
Gracey Pitchford, Athens, Texas



RESERVE GRAND CHAMPION FEMALE AND BEST OF POLLED FEMALE

FC June Bug, shown by
Chad and Stacie Lennon, Alba, Texas



GRAND CHAMPION STAR 5 FEMALE

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SANTA GERTRUDIS *Calendar*

OCTOBER

- 2** Alabama Connection Sale, Hanceville, Ala.
- 3** Tulsa State Fair, Tulsa, Okla.
- 10** State Fair of Texas, Dallas, Texas
- 12-13** R.A. Brown Ranch Annual Sale, Throckmorton, Texas
- 15-16** Strait-Hefte Tried & True Production Sale, Streetman, Texas
- 19** North Carolina State Fair, Raleigh, N.C.
- 19** Pitchford Cattle Opportunity Knocks Volume 3 Sale, smartauctions.co
- 23** Arkansas State Fair, Little Rock, Ark.
- 23** Debter Hereford Farm Production Bull Sale, Horton, Ala.
- 29-30** Quail Valley Farms Bull & Female Sale, Oneota, Ala.

NOVEMBER

- 5-6** Louisiana State Fair, Shreveport, La.
- 6** Mountain Laurel Classic Sale, Calhoun, Ga.
- 12-13** Briggs Ranches Bull & Commercial Female Sale, Bloomington, Texas
- 12-13** Tri-Star Santa Gertrudis Sale, Bloomington, Texas
- 15** Fort Worth Stock Show & Rodeo Entry Deadline
- 18** North American International Livestock Expo, Louisville, Ky.
- 20** Red Hot Gert Show, Robstown, Texas
- 20** South Texas Heritage Sale, Robstown, Texas

2022

JANUARY

- 15** Premier Cowntown Elite Sale, Fort Worth, Texas
- 17** National Santa Gertrudis Show, Fort Worth, Texas

FEBRUARY

- 1-3** Cattle Industry Convention & NCBA Trade Show, Houston, Texas

APRIL

- 1** Elite Cut Female Sale, Bosque, N.M.
- 2** Red Hot Bull Sale, Bosque, N.M.
- 7-9** Santa Gertrudis Breeders International Annual Meeting, Lexington, Ky.

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Adam Vance, Waller, Texas

SANTA GERTRUDIS *Juniors*

By Madison Moran, Treasurer



I will never forget when I was assigned my very own herd number when I was only 8 years old. This meant I was officially a member of Santa Gertrudis Breeders International (SGBI), the National Junior Santa Gertrudis Association (NJSGBA) and part of what I would learn to call a new family!

Howdy! I'm Madison Moran from Brenham, Texas. I currently serve as a District 1 director and the NJSGBA treasurer. Now, as a 16-year-old, that herd number means more to me than just having a number to write on my entries, registration papers and to vote with. Being a member, not only of SGBI but also the NJSGBA, means I have the ability to raise my own herd of beautiful, cherry red cattle. It means I have the ability to run for an NJSGBA office. This number means I can compete in shows and contests as an official Santa Gertrudis exhibitor. It means I am among a group of young people who hold a number, too, and many of these youth I call dear friends.

CONTINUED ON PAGE 49

REGISTRATIONS, STAR 5 RECORDINGS AND TRANSFERS BY DISTRICT

AUGUST 2021

ACTIVE MEMBERS

District	Purebred Reg.	STAR 5 Reg.	Performance Only	Purebred & STAR 5 Trans.
1	24	1	0	2
2	303	37	0	68
3	34	4	113	3
4	95	13	10	78
5	104	7	0	83
6	7	0	0	2

JUNIOR MEMBERS

District	Purebred Reg.	STAR 5 Reg.	Performance Only	Purebred & STAR 5 Trans.
1	33	1	0	26
2	19	2	0	8
3	18	0	0	5
4	3	0	0	0
5	0	0	0	0

FOR SGBI REGISTRATIONS CONTACT: Diana Ruiz

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Aug. 29, 2021 | Louisville, Ky. | Judge: Brandon Bratcher

SANTA GERTRUDIS SHOW *Results*



GRAND CHAMPION BULL

OLC Kentucky Star 120, shown by
Osborne Livestock Co., Lathrop, Mo.

NO PHOTO

RESERVE GRAND CHAMPION BULL AND BEST OF POLLED BULL

Jernigan 901, shown by
Jernigan Ranch, Buena Vista, Ga.



GRAND CHAMPION FEMALE AND BEST OF POLLED FEMALE

CDE Judith 1/21, shown by
Callie Derossett, Smithfield, Ky.



RESERVE GRAND CHAMPION FEMALE

OLC Sheba 22, shown by
Osborne Livestock Co., Lathrop, Mo.



GRAND CHAMPION STAR 5 FEMALE

Heards Miss Sparkies, shown by
Cash Meyer, Centralia, Ill.

NO PHOTO

RESERVE GRAND CHAMPION STAR 5 FEMALE

Circle H Josie, shown by
Circle H Farm, Wrightsville, Ga.

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Board Diversity Moves the Breed Forward

By Hannah Gill, Contributing Writer

Although Santa Gertrudis Breeders International's (SGBI) Board of Directors members come from differing backgrounds with varying opinions, one thing the group does share is wanting the common good for all Santa Gertrudis breeders, from commercial to seedstock, whether they have 10 head or 1,000.

"Right now, we have a board that is very dynamic and a really good mix of larger and smaller breeders in terms of volume," says Webb Fields, SGBI executive director. "We've got board members whose focus is very heavily on performance and data collection and trying to drive into commercial markets, and we've got board members who want to develop and raise show-quality cattle."

Additionally, the current board varies in age from producers who are nearing retirement to younger producers in their early 20s, bringing a whole new perspective with new ideas and initiatives.

"Some have been on the board for a long time and know some historical things and maybe things that have been tried, but haven't worked in the past," Fields says. "It's also great to have those newer or younger members who maybe have fresh ideas or maybe we want to revisit some of those old ideas that didn't work 20 years ago but may work now. The mix really allows us to come up with the right answer most of the time."

Board members are responsible for getting to know members in their districts to understand their needs, and Fields says board members are consistently relaying member inquiries and feedback to him. While Fields has only been in his position with the association for two years, he has seen the board make some big movements for the breed, one of the biggest being the upcoming digital pedigree platform.

"It's going to allow membership better access to their own inventories

and really bring a new level of ability to manage their own herds," he says. "That was a decision this board made back in the spring and we'll finalize all that by the end of the year, but it was a big move forward for the breed."

The board is also holding discussions on genetic evaluation, specifically where and how they see the association moving forward with that in the future.

So how exactly does the board make their decisions? According to Craig Lopossa, a board member from Indiana, the board's diversity allows everyone from different industry sectors to come together and share their opinions on how ideas or issues might affect them or their district.

"It helps that we all get along and work well together," Lopossa says. "For the most part, we all seem to listen to each other, consider all options, respect everybody else's opinions and come to a good compromise."

SGBI's various committees also have to work together to ensure that new ideas can actually come to fruition. For example, positive moves in the way of data collection was a combined effort between the Performance Committee – collecting data and recording expected progeny differences – and the Marketing and Promotions Committee, then promoting the performance data to members and interested outside producers.

Most recently, the Finance Committee played a big role in the digital pedigree platform migration, coming to the board with all the costs involved and what the breed could afford in order to make the switch.

"The Finance Committee rolls things like that through the budget process and tells us what we can afford," says Nancy Wunderlich, SGBI Board of Directors president. "We can't operate without these committees working together, then we all come together as a group to serve the membership the best way we can."

"We have to put all our agendas in the pot and do what is best for the majority of the breed to move us forward, and our group has worked really well on that. I've seen them work very well on some very contested things many times."

"Some of these things the board has done and is doing, you can't just say you're going to do it right now," Wunderlich adds. "You have to plan for it, and it's a big working cycle that works together and needs the members to work."



The 2021-2022 SGBI Board. Back row, left to right, are Erik Wiley, Gene Kubeka, Tony Creech, Suzanne Fulton, Trai Stegall, Amber Robertson and Webb Fields. Front row, left to right, are Cody Mattingly, Arlin Taylor, Alicia Sanchez and Nancy Wunderlich. Not pictured are Tylor Braden, Rafael Miranda, Kathryn Hefte, Ricky Cleveland, Nolan Taylor, Michael Seay, Richard Hood and Craig Lapossa.

"We can't operate without these committees working together, then we all come together as a group to serve the membership the best way we can."

– Nancy Wunderlich

Because of the fluid nature of the cattle market, Wunderlich emphasizes that the board has to keep looking toward the future or the breed will get passed over by new innovations.

"You always have to be at least right in line or stepping with the leaders to see what is coming in the future," she says. "And that is where our young members come into play."

Members are vital for the association to function, and anyone who wants to have a voice in the breed can run for a position on the board. That's why Erik Wiley, a board member from Louisiana, decided to join the board, adding that he felt he could bring something to the table and represent his area well.

For Nolan Taylor, a board member from Kentucky and the board's secretary/treasurer, serving on the board was a way to try to make a difference on the national scale and try to give back to the breed that's given so much to him.

"We're having a lot of really positive discussions," Fields says. "It feels like Santa Gertrudis is at a really pivotal point where the breed has had a lot of success over the last years; but it feels like we have a bigger road to go down, so I think there are some pretty large decisions this board will make that will certainly project the entire trajectory of the breed for years to come."

Without the members though, there would be no Santa Gertrudis Breeders International, and without the association, the breed wouldn't be nearly as successful as it has been.

"The value that the members provide us is really directional," Fields says. "We need to know what is important to the members, how they see Santa Gertrudis cattle fitting in where they're from in their region, their state, and how the association can serve them in growing that mission, whatever it is."

Because the association belongs to the membership, Kathryn Hefte, SGBI vice president of Breed Improvement, says it is important for members to step up and let their goals and wishes be known so, in return, the association can find a way to push those goals forward and be there to provide value to the members in promotional aspects, directional aspects, marketing on behalf of the breed and membership education.

"We try to stay in the forefront as a breed that's very progressive in terms of new technology and science to make sure that the breed is as progressive as possible, and we certainly think that provides a lot of value back to the membership," Fields says. 🐄

JUNIOR LETTER

CONTINUED FROM PAGE 44

Within the cattle industry, there are so many organizations you can become a member of, but I truly believe Santa Gertrudis Breeders International and the National Junior Santa Gertrudis Association are two of the best to get involved with. If you or someone you know is hesitant or has questions about becoming a member and getting your own herd number, contact someone in your area or myself; we would love to help you out.

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LESSONS LEARNED

Longtime Cattle Producers Share Valuable Insights

By Jessie Topp-Becker, Managing Editor

It's been said experience is the best teacher, and, since hindsight is always 20/20, who better to learn from than those who have decades of experience? Cattlemen who attended the 2021 Beef Improvement Federation's Young Producer Symposium had the opportunity to learn from three longtime cattle producers as part of a panel titled "Breeding for Profitability: Keeping Balance for the Long Haul."

Mary Ann Kneibel, Kneibel Cattle Co., White City, Kan.; Bart Jones, Red Hill Farms, Lafayette, Tenn.; and Steve Radakovich, Radakovich Cattle Co., Earlham, Iowa, shared about their operations and the lessons they've learned over their decades-long careers.

"Hopefully you can learn from the mistakes we've made," Kneibel said. "We have not always made the perfect decisions."

Build Smart

As young cattlemen consider ways to jumpstart their cow herd, purchasing elite genetics and embryo transfer are often two of the first options they consider; however, the panelists shared other options that may be more economical and reliable ways to build their herds.

"When you're wanting to access better female genetics, find the ranch that you really appreciate the cow herd from and go talk to them, and I guarantee you can probably figure something out with that person," Kneibel suggested.

Jones encouraged producers to utilize selection within their existing program.

"Breed them all, expose them all, keep the ones that breed early," he said. "Keep all those females and let them prove to you which ones are the best. That way, 15 to 20 years from now, you'll have a set of females that are adaptable to your management in your environment."

RIGHT: Veteran cattle producers, from left to right, Bart Jones, Mary Ann Kneibel and Steve Radakovich share about the lessons they've learned over their decades-long careers as part of a panel discussion at the 2021 Beef Improvement Federation's Young Producer Symposium. Photo courtesy of Angie Stump Denton, Kansas State University



"Let the cream come to the top under your environment," Radakovich agreed. "And if you want good females, use semen out of bulls that produce good females," he added. "The power of genetic change is in the bulls."

Strive for Balance

When building a cow herd, producers need to consider what traits are most important to them and, perhaps more important, their customers. Traits the panelists suggested producers consider included adaptability, structural soundness, disposition and reproductive performance. Ultimately, it is a delicate balancing act.

"We need cattle that have good, functional traits that make life easy for the commercial producers," Jones explained.

For Jones, like many in the beef industry, nothing trumps fertility and maternal traits.

"It all starts with calving ease and reproduction for us, and we put the most emphasis on cow traits," he said. "But for our customers, it's the cow traits, reproduction, stayability, the pregnancy rates ... those are the things that really drive your success in the long term."

"I think it's really important that we keep our traits in moderation," he added.

"You can't solely focus on any single trait," Kneibel agreed. "Reproductive performance, reproductive efficiency is still the No. 1 driver in profitability."

A key to reproductive performance for all three panelists involves culling cows that don't produce a calf. Making those culling decisions can be difficult, which is why it's important to make those decisions based on data, rather than emotions.

"There's no excuses," Kneibel said. "If you're not going to bring a calf, you're gone. If you're open, you're open. I don't care how pretty you are and how much I liked you, you haven't done your job."

Adaptability is also something Radakovich encouraged young producers to keep in mind.

"We look at adaptability as a labor-saving [trait]," he said. "If your cattle are not adapted to your management and to your environment and to your climate, then it's an uphill battle."



“Let the cream come to the top under your environment. And if you want good females, use semen out of bulls that produce good females. The power of genetic change is in the bulls.”

– Steve Radakovich

Prioritize Customer Service

For producers just getting started, one of the most pressing questions is how to develop customers (and how to do so quickly). The panelists agreed that is a challenge that takes patience, persistence and some creativity.

“[It’s] tough,” Radakovich said. “It takes a lot of capital. It takes a lot of trust [and] credibility, which comes with time.”

Selling only high-quality cattle and pricing them appropriately is another thing producers should consider.

“You never sell cheap bulls,” Jones said. “You don’t want to have the reputation of selling cheap, thin bulls. My suggestion is that they grow their bulls responsibly, grow them the way that you can build a long-term business, because you’re going to make happy customers that come back and are repeat customers.”

“Selling a poor-quality bull does absolutely nothing for your reputation in the industry,” Kneibel said. “Be religious and make sure that what you sell is worth selling.”

Prioritizing customer service is well worth the effort and often results in repeat customers.

“Service goes a long way if you want to stay in the business,” Jones told young producers. “Build your relationships with those customers.”

According to Jones, one of the biggest services producers can offer commercial customers is the ability to purchase different breeds and encourage crossbreeding.

“There’s nothing that trumps crossbreeding in this business,” Jones said. “I think it’s extremely difficult to gain a new customer in this business, and once you get that customer, if you have multiple different breeds, it offers you the opportunity to keep that person’s business for the long term.”

Helping customers market their cattle is another way to build strong customer relationships for the long term.

“Anytime that you match one of your customers with a buyer of their cattle, you seal the deal for that person to be a repeat customer for the long term, and it’s easy to do that if you have quality replacement heifers,” Jones said. “When we’ve linked those commercial

customers to those buyers, they’re a customer for the long term.”

Sometimes you have to bend over backwards for customers but, Radakovich said, it’s worth it.

“We don’t sell them a bull; we sell them the right to get their cows bred.

That’s our objective,” he explained. “If you buy a bull from us, we’re going to get your cows bred, and if the bull gets pinkeye or does something, then we replace the bull.

“It’s an effort, but it’s appreciated, and it does pay,” Radakovich added.

Achieving success in the beef industry doesn’t happen overnight. As young producers consider their future in the industry, learning from others, striving for balance and prioritizing customer service are three ways to get started on the right foot. 🐄

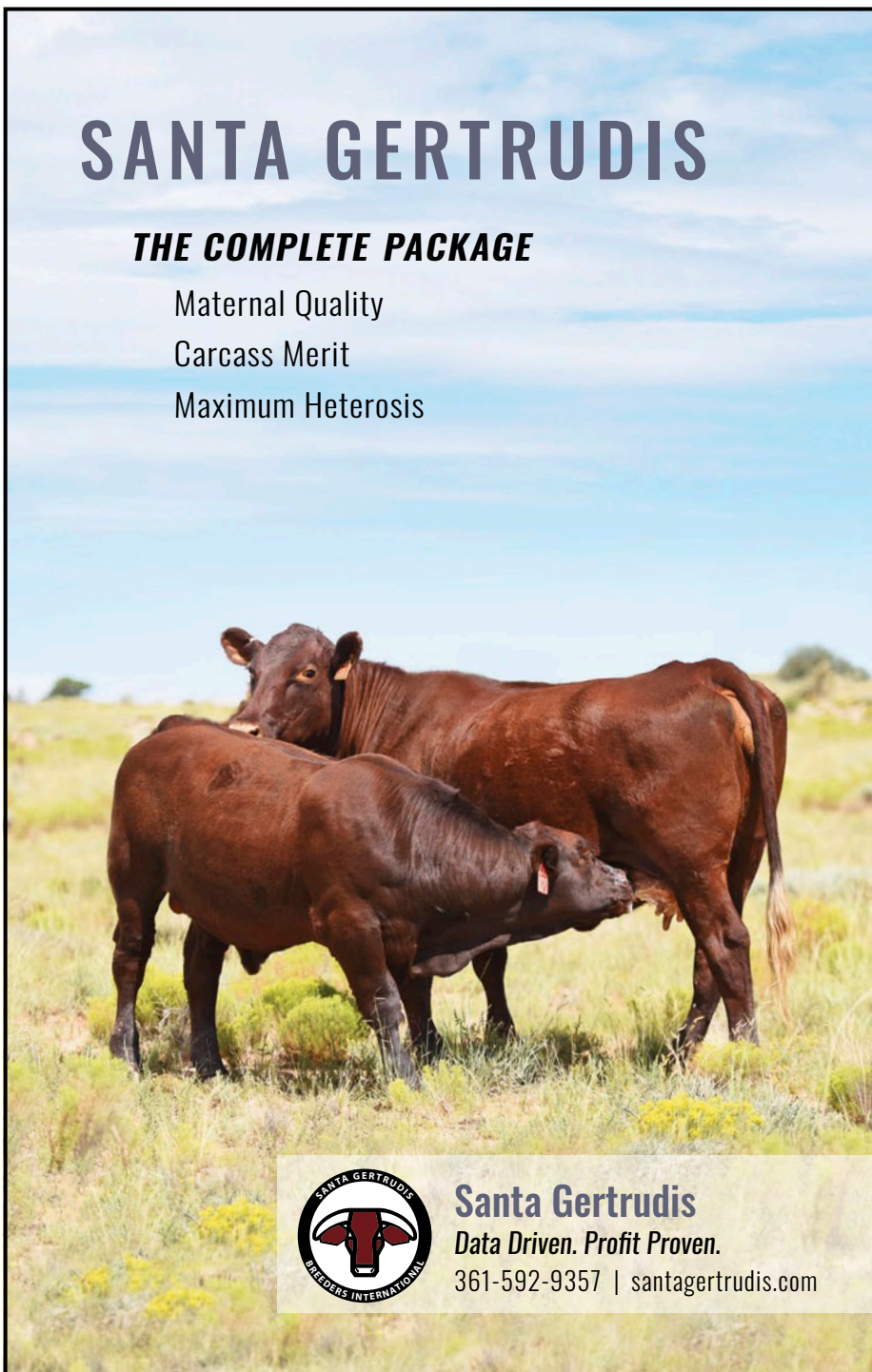
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