



Wednesday, January 22, 2025

BUSH ANGUS

51st Annual Focus on Performance Sale **SELLING**
SATURDAY, FEBRUARY 22, 2025 **58** TOP PERFORMANCE BULLS &
1:00 PM | At the Farm, 5 miles west & 1 mile north of Britton, SD **24** SUPER FANCY OPEN HEIFERS

Celebrating Our 51st Annual Sale
With an Abundance of High Quality, Stout Made,
Top Performance Bulls and Females. After All,
It's What You Come To Expect From Bush Angus!

Sires Represented:

KR PREMIER 2072 | BUSHS CUSTOM BUILT 860
BUSHS CRUISE CONTROL 650 | STYLES AGENT C007
MOHNEN HOLLYWOOD | EVENSON EVEREST 964
SITZ FEAT 729H | LAR MAN IN BLACK | PF BLOODLINE 250



LOT 5 BUSHS PRECISION 309

AAA 21088748 | BD 1/26/24 | BW 84# | WW wt. 871# | Ratio ET
BEPD -2 | WEPD +83 | YEPD +152 | MEPD +29
SIRE: BUSHS CUSTOM BUILT 860 | MGS: PANTHER CR INCREDIBLE 6704



LOT 2 BUSHS ROOSTER 306

AAA 21088747 | BD 1/18/24 | BW 100# | WW wt. 897# | Ratio ET
BEPD +3.5 | WEPD +92 | YEPD +153 | MEPD +25
SIRE: SITZ FEAT | MGS: PANTHER CR INCREDIBLE 6704



LOT 44 BUSHS GRIZZLY 452

AAA 21088750 | BD 2/9/24 | BW 76# | WW wt. 830# | Ratio 109
BD +3.4 | WEPD +91 | YEPD +165 | MEPD +26
SIRE: BUSHS CUSTOM BUILT 860 | MGS: MAY-WAY OFFROAD 719



LOT 8 BUSHS PRIME 102

AAA 21089745 | BD 1/28/24 | BW 85# | WW Wt. 880# | Ratio 115
BEPD +1.9 | WEPD +87 | YEPD +146 | MEPD +21
SIRE: KR PREMIER 2072 | MGS: JACS RARE FIND 6503



LOT 21 BUSHS PROMINENT 405

AAA 21095540 | BD 2/5/24 | BW 95# | WW Wt. 806# | Ratio 106
BEPD +4.3 | WEPD +61 | YEPD +122 | MEPD +32
SIRE: MOHNEN HOLLYWOOD | DAM: BUSHS BEATS WORKIN



LOT 24 BUSHS AUTOMATIC 451

AAA 21088747 | BD 1/31/24 | BW 80# | WW Wt. 870# | Ratio 114
BEPD +2.9 | WEPD +82 | YEPD +140 | MEPD +38
SIRE: BUSHS CRUISE CONTROL 650 | DAM: JACS RARE FIND 6503



LOT 62 BUSHS LADY RECKONING 4312

AAA 21112459 | BD 2/4/24
BEPD +2.3 | WEPD +65 | YEPD +96 | MEPD +18
SIRE: HILL VALLEY RECKONING 931 | DAM: BUSHS UNBELIEVABLE 423



LOT 74 BUSHS QUEEN 4809

AAA 21112472 | BD 2/10/24
BEPD +1.1 | WEPD +69 | YEPD +122 | MEPD +24
SIRE: PF BLOODLINE 250 | DAM: BUSHS WING MAN 201



LOT 81 BUSHS LADY BLACKCAP 4906

AAA 21112478 | BD 2/26/24
BEPD -1.6 | WEPD +75 | YEPD +128 | MEPD +21
SIRE: FOXHOVENS ENDEAVOR 203 | DAM: BUSHS CHANGING TIMES 604

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806.570.6185 | CASEY WORRELL
512.413.1610 |



South Dakota annual crop production summary for 2024

Corn for grain production in South Dakota based on year-end surveys is estimated at a record high 884 million bushels, up 3% from 2023, according to the USDA's National Agricultural Statistics Service. A record high yield of 164 bushels per acre is up 12 bushels from last year. Farmers harvested 5.39 million acres of corn for grain down 4% from 2023. Corn for silage production is 6.15 million tons, down 30% from 2023. Yield of 15.0 tons per acre is down 2.0 tons from last year. Farmers harvested 410,000 acres, down 21% from 2023. Total acreage planted to corn for all purposes is 5.90 million acres, down 6% from last year.

Soybean production for 2024 totaled 231 million bushels, up 4% from 2023. Yield, at 43.0 bushels per acre, is down 1.0 bushel from a year earlier. Area for harvest, at 5.38 million acres, is up 6% from 2023. Total acreage planted is 5.45 million acres, up 7% from last year.

Alfalfa hay production, at 3.48 million tons, is down 12% from a year earlier. The average yield, at 2.40 tons per acre, is up 0.05 ton per acre from 2023. Area harvested, at 1.45 million acres, is down 14% from 2023. Alfalfa haylage and greenchop at 240,000 tons, is down 43% from a year earlier. Average yield, at 4.00 tons per acre, is down 1.30 tons per acre from 2023. Area harvested, at 60,000 acres, is down 25% from 2023. Seedings of alfalfa during 2024 totaled 110,000 acres, up 15,000 acres from the year earlier.

All other hay production, at 2.36 million tons, is up 10% from a year earlier. The average yield, at 1.65 tons per acre, is down 0.05 ton per acre from last year. Area harvested, at 1.43 million acres, is up 13% from 2023. All other haylage and greenchop production, at a record low 53,000 tons, is down 41% from a year earlier. Yield, at 6.60 tons per acre, is up 0.60 ton per acre from last year. Area harvested, at a record low 8,000 acres, is down 47% from 2023.

Sorghum for grain production in 2024 is estimated at 23.2 million bushels, down 8% from 2023. Yield, at 76.0

bushels per acre, is down 14.0 bushels from a year earlier. Area harvested for grain, at 305,000 acres, is up 9% from 2023. Sorghum for silage production is 748,000 tons, up 92% from 2023. Yield of 12.0 tons per acre is down 1.5 tons from last year. Farmers harvested 65,000 acres, up 117% from 2023. Total acreage planted to sorghum for all purposes is 420,000 acres, up 25% from last year.

Oil sunflower production in 2024 is 401 million pounds, down 45% from last year. Yield, at 1,700 pounds per acre, is up 50 pounds from a year earlier. Area harvested, at 236,000 acres, is down 46% from 2023. Total acreage planted is 245,000 acres, down 46% from last year. Non-oil sunflower production of 65.1 million pounds is down 29% from last year. Yield, at 2,100 pounds per acre, is down 300 pounds from a year earlier. Area harvested, at 31,000 acres, is down 18% from 2023. Total acreage planted is 34,000 acres, down 15% from last year.

Proso millet production in 2024 is estimated at 966,000 bushels, down 69% from last year's production. Yield, at 46.0 bushels per acre, is up 1.0 bushel from a year earlier. Area harvested for grain, at 21,000 acres, is down 70% from 2023. Total acreage planted is 26,000 acres, down 65% from last year.

Safflower production is estimated at a record low 6.38 million pounds, down 65% from 2023.

Yield per harvested acre is estimated at 850 pounds, down 250 pounds from last year. Acres harvested are estimated at 7,500, down 55% from a year ago. Total acreage planted is 8,100 acres, down 52% from last year.

Principal crop area planted totaled 16.8 million acres, down 2% from 2023. Area harvested, at 16.2 million acres, is down 1% from last year. South Dakota principal crop acres include corn, sorghum, oats, barley, rye, winter wheat, other spring wheat, soybeans, sunflower, proso millet, and all hay. Double cropped acres and unharvested small grains planted as cover crops are also included.



Breed Beat

Reporting Abnormal Calves

By American Angus Association Staff

Environment vs. genetic

Congenital defects can be defined as structural or functional anomalies that occur during gestation. Also called birth defects, these conditions develop prenatally and may be caused by the surrounding environment, genetics or a combination of both. Often, the cause of a defect is never identified or completely understood.

Environmental insults identified as the cause typically result in multiple calves exhibiting the defective phe-

notype, born within a short time frame, managed alike with unrelated ancestry. Single cases can also occur, complicating the diagnosis. Environmental causes can include malnutrition, toxic factors, infectious disease and even weather.

Once it is determined a specific environmental insult is the cause, changes in management can address the issue and reduce the risk of future incidence.

Hereditary defects occur in all breeds of cattle, as no breed is immune. More than 200 different genetic defects have been identified affecting breeds of cat-

tle, and some inherited defects are specifically linked with certain breeds. When multiple affected calves occur that share common ancestors, genetics are suspected.

Due to the complexity of these anomalies, and to determine the most probable cause, the American Angus Association uses the services of a bovine genetic consultant to diagnose abnormalities as being genetic or nongenetic.

Action steps

Seedstock producers have an obligation to be honest and forthcoming by notifying the Association when an abnor-

mal calf occurs. If you have an abnormal calf, document the event immediately by taking clear photographs and/or a short video clip and collect a DNA sample from the affected calf and its parents. Images of affected calves can be captured on your cellular device and sent in real time to the Association, to your veterinarian or directly to a diagnostic facility prior to disposing of the animal.

Preferred sample types for newborn calves include blood (blood card or whole blood in an EDTA purple-top tube) or tissue [tissue sampling unit (TSU) or frozen body parts]. In the case of an aborted fetus, keep the expelled placenta in addition to the fetal carcass and place in the freezer. Placenta is a valuable sample if additional diagnostics are pursued and can

increase the likelihood of a diagnosis in abortions caused by infectious agents.

Freezing tissue from dead animals or collecting blood from live animals is critical to properly documenting the phenotype.

The next step is to promptly contact the director of Member Services at the Association and report the incident with the Abnormal Calf Report form found at www.angus.org > Member Services > Genetic Conditions/Policies > Abnormal Calf Report Form. By providing sire and dam information, a pedigree search can take place to research for common ancestors.

All information submitted is kept confidential, and used only for the purpose of research and will help develop a more complete understanding of these conditions.

Summary

Thankfully, the vast majority of investigations result in determining an environmental cause. However, it remains prudent that we investigate each reported case submitted to the Association. Success in identifying novel genetic mutations before they become widespread in seedstock populations is a shared responsibility between the breeders and the Association. Remember, it's better to know than not to know, and the Association cannot assist with the situation if we don't know about it. The full disclosure of observed abnormalities is vital information, as it can minimize the impact and eventually purge the defect from the population. Working together we can better understand the genetics of our breed.

World Angus Forum

The 2025 World Angus Forum will be held in Brisbane, Australia on May 7-8, 2025.



The 2025 World Angus Forum will be held in Brisbane, Australia on May 7-8, 2025. Angus Australia is hosting a global celebration of Angus and insight into the latest technology, genetics, and innovation. World Angus Forum is a unique opportunity for Angus breeders and industry professionals to come together to learn from one another and share their passion for the Angus breed.

For more information, visit the World Angus Forum 2025 website, <https://www.worldangusforum2025.com>.

Accommodations for the forum can be added at time of registration or can be booked separately. There is an optional Pre Tour (aka AngusTREK) and an optional Post Tour that can also be added to your registration.



Angus Australia is hosting a global celebration of Angus in Brisbane this May.

Put a spotlight on your livestock and advertise with us!

Call 605-859-2022 today!

50TH ANNUAL

MONDAY, FEBRUARY 24, 2025

AT 1:00 PM

110 ANGUS BULLS AND 15 ELITE ANGUS HEIFERS
60 REPLACEMENT HEIFERS

SALE LOCATION: 38735 108TH ST, FREDERICK, SD 57441

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BW +1.4
WW +80
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SB +203
SC +332

Showcase / Sure Fire

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Reg: +*21082619

BW +0.2
WW +81
YW +137
SM +87
SB +188
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brad@hartangusfarms.com

Alex Hart 605-216-1019
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This sale will be broadcast live on the internet.

DVAuction

Auctioneer: Wes Tiemann
816-244-4462

Managed by CK6 Consulting
Chris Earl 630-675-8559
Wes Tiemann 816-244-4462

Angus Corral



Apply for Young Cattlemen's Conference

Applications for the 2025 Young Cattlemen's Conference are due Friday, January 31st, 2025.

The tour and conference, which begins in

Denver and proceeds across the country to Washington D.C., helps young leaders understand all areas of the beef business, ranging from industry structure to issues management and from production

research to marketing. The program is limited to a small number of producers each year and all participants must be nominated by one of NCBA's affiliate organizations.

Applications will be reviewed for eligibility and forwarded to the YCC Angus Representative Selection Committee for their evaluation and ranking. The recipient of the award will be notified in late February or early March. Applicants not selected are encouraged to reapply in subsequent years if still eligible.

Applications are available on line at: www.angusfoundation.org and should be emailed no later than Friday, January 31, 2025, to: JBoester@angus.org.

Applications will be reviewed for eligibility and forwarded to the YCC Angus Representative Selection Committee for their evaluation and ranking. The recipient of the award will be notified in late February or early March. Applicants not selected are encouraged to reapply in subsequent years if still eligible.

My First Farm Playset

Bring farm life to playtime with the My First Farm Playset by Certified Angus Beef.

This set features everything your little rancher needs to create their own farm scenes,

including 8 cows, 2 bulls, 4 straw bales, 10 fences, 2 water troughs, a ladder, a working pulley, an adjustable barn roof and a working barn door. The realistic design sparks imagination and hands-on learning for kids ages 3 and up. Thoughtfully designed and safety-tested, this set guarantees hours of fun, exploration, and creativity.

Visit <https://shop.certifiedangusbeef.com>.

Family Farm Ownership Transitions: The Dangers of Sweat Equity

By Kelly Jackson - Hardy

It's an all-too-common scenario — father farms, a son comes home to farm, other siblings leave the farm.

The generation starting to retire now is really the first generation where it was common for them to seek other employment and not return to the farm. But generally one family member returned and relied on the concept of sweat equity to build his life.

How sweat equity works in family farms

For most of this generation, Dad "retired" at a reasonable age and a son put everything he has into improving the

operation, from investing money and time in addition to heart and soul. Formal partnerships are not established, and things are run on trust and short-term concerns.

Son builds the operation up, often under the guise he'll eventually benefit from it all. Sometimes the equity gained through the son's work is used to continue to purchase land and equipment in the father's name. The son doesn't take a formal wage, but kind of an as-needed distribution from a line of credit. And then something happens — the father dies, perhaps the son dies, or a sibling starts to create a problem

and things begin to fall apart.

Strategies for improved family farm ownership transitions

How can all this be prevented? While the risks cannot be entirely avoided, they can be significantly mitigated with:

- Clear and open communication
- Documented arrangements
- Dealing in cash transactions instead of sweat equity

Clear and open communication among farm families

When looking to improve communication,

start with these questions:

- Does the next generation rely on real information or assumptions?
- Are they privy to the business finances?
- What if the debt load is so high Dad will never be able to retire and transition?
- If parents want a particular child to take over the business, are the other children aware?
- Are there preconceived expectations that should be addressed in advance of potential problems?

Lay your cards on the table and do it early. Let your children know about the opportunities and risks. For example, assume at age 40, a child goes to his father — who at the time near age 65 — and asks when he's going to retire. The answer is



he's not and views his child as the "best hired hand he ever had."

There's no plan for the son and he didn't know it. He had plans to expand, to do things differently, and because Dad is in control, he now cannot pursue his dreams. Work with each other to expand the business not as family but as partners with everyone pushing in the same direction but being

open to each other's opinions as equal partners in the business.

Advantages of formal documentation on family farms

Write down the rules! If you are partners, form an actual partnership. Talk about what's required for a vote. How are decisions made when partners have different opinions?

Continued on page 6B

21st Annual Production Sale



February 21, 2025

Selling 80 Head of Angus, SimAngus & Gelbvieh Angus Yearling Bulls

www.gumbohilleranch.com



Sitz Barricade x TC Aberdeen Musgrave Jumbo x LT Converse

Selling sons of Sitz Barricade, Musgrave Jumbo, Tehama Testament, Coleman Arrowhead, TJ Franchise & more

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Annual Production Sale
APRIL 3, 2025
1:00 pm | Glacial Lakes Livestock-South Sale Barn | Watertown, SD



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Tremendous potential for Angus youth

As we ring in the New Year, it's a perfect time to reflect on the incredible growth and achievements of the National Junior Angus Association (NJAA) over the past year and to look ahead at the exciting opportunities that 2025 holds for our members.

In 2024, our junior members demonstrated remarkable leadership, innovation, and passion for the Angus breed.

From the National Junior Angus Show (NJAS) to regional events, we saw a new generation of cattle enthusiasts pushing boundaries and striving for excellence. It was inspiring to witness juniors not only compete in livestock shows but also engage in educational workshops, leadership programs, and sustainability initiatives designed to prepare them

for future success in agriculture.

Looking ahead, 2025 holds tremendous potential for growth and connection within the NJAA. This year, we're focused on expanding opportunities for members

to engage in hands-on learning and professional development. Whether through interactive workshops, industry tours, or mentorship initiatives, we're committed to providing juniors with the skills and experiences they need to thrive in the ever-evolving agriculture industry. Additionally, we plan to strengthen the community of Angus youth by fostering collaboration and encouraging more involvement in local and national events. There's a renewed focus on building relationships, exchanging ideas, and supporting one another as we work toward a

shared goal of advancing the Angus breed and the next generation of cattlemen and women. 2025 is sure to be a year of growth, innovation, and camaraderie!

As a Board of Director, I am incredibly proud of the strides we've made to support youth in agriculture, and I'm excited to see how our members continue to grow, lead, and innovate in the year ahead. Here's to another year of building friendships, advancing skills, and making a lasting impact on the future of the Angus breed!

Happy New Year to all NJAA members, fami-



Sawyer Styles

lies, and supporters! Let's make 2025 the best year yet.

- Sawyer Styles, National Junior Angus Board of Director, Education Director

Langford named Herdsman of the Year

Cash Langford of Hunter Angus was recently named Herdsman of the Year by the American Angus Association.

Langford, a Texas native, grew up with a competitive spirit for showing cattle. His interest in cattle was sparked at a young age as he exhibited Angus cattle nationally and steers at the Texas majors.



Cash Langford

Today he calls Fair Grove, Mo., home as the herdsman at Hunter Angus. There he manages show and sale cattle and plays a key role in the daily operations of the farm. He works closely with the Hunter Angus team on breeding decisions, mating strategies and maintaining the farm's donor and recipient cow battery. Under his management, Hunter Angus has achieved considerable success, including the exhibition of the 2023-2024 Roll of Victory (ROV) Show Bull of the Year, BNWZ Executive Decision 2219.

At Hunter Angus, Langford serves as a mentor to junior members, helping them select heifers, offering advice on feeding and providing guidance on fitting and clipping for shows.

Langford builds strong relationships with his customers and said he considers mentoring juniors to be one of the most rewarding aspects of his work.

"The Angus breed has given me so much, and I'm honored to be nominated for this award alongside three other deserving gentlemen as well as dear friends," Langford said. "What keeps me motivated is the people I get to work with, especially the young people in the industry. Helping them grow and succeed is what it's all about."

He adds, he hopes Richard Stotts and Ed Richardson are proudly looking down over him, because they helped mold and guide him to where he is today.

Angus Sales

Derflinger's D Lazy T Ranch
January 10, 2025
Faith, South Dakota
Auctioneer: Matt Lowery
Reported By: Ryan Casteel, CBW

Averages:
 32 Registered Angus Bulls \$8,031

Koupals B&B Signal 36 • Reg #21088520
 CED +10 • BW -.8 • WW +73 • YW +130 • Milk +24

Koupals B&B Glacier 4011 • Reg #21072504
 CED +6 • BW +1.4 • WW +74 • YW +128 • Milk +28

48th Annual Bull Sale
MONDAY, FEB. 10, 2025
1:00 PM • AT THE RANCH
 3 miles south, 1/2 mile east of Dante, SD

Selling
150 YEARLING BULLS
20 AGED BULLS
40 Commercial Heifers and
The Pick of the 2024 Heifer Crop

Other Sires:
 Koupals B&B Signal 1159 - 15 sons sell
 Koupals B&B Real McCoy 2126 - 30 sons sell
 Koupals B&B Everest 2034 - 13 sons sell
 Koupals B&B Warrior 15 - 17 sons sell
 Coleman Glacier 041 - 12 sons sell
 Koupals B&B Holy Water 2021
 Koupals B&B Bridger 2041
 Koupals B&B Knockout 9080
 Koupals B&B Junction • Connealy Gulfstream
 SAV Panther • Coleman Rock 7200
 Boyd Justification • Kraye Big Country

Koupals B&B McCoy 4143 • Reg #21072513
 CED +2 • BW +2.5 • WW +67 • YW +126 • Milk +28

Koupals B&B GroundWork 4284 • Reg #21075621
 CED +10 • BW +1.4 • WW +78 • YW +136 • Milk +28

Koupals B&B Gulfstream 4139 • Reg #21075884
 CED +2 • BW +2.8 • WW +82 • YW +140 • Milk +24

Koupals B&B Glacier 4026 • Reg #21102648
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Live bidding on: **DVAuction**

Angus Roundup

Calendar of events for SD Angus Producers

Jan. 24 Flesch Angus Bull Sale 1:00 pm at the Ranch Shelby, MT
Jan. 24 Double J Farms Simmental Cattle 51st Annual Bull & Female Sale at the farm Garretson, SD
Jan. 24 McConnell Angus Annual Bull and Female Sale, 12:30 pm MST at the Ranch Dix, NE
Jan. 25 Joe & Hope Wagner Family Complete Age Dispersal of 2019 Cows, Hub City Livestock, Aberdeen, SD
Jan. 25 Little Goose Ranch Bull Sale, 1:00 pm at Buffalo Livestock Marketing, Buffalo, WY
Jan. 25 Baldridge Performance Angus Annual Bull Sale, 1:00 pm CST, Lincoln Co. Fairgrounds, North Platte, NE.
Jan. 25 Rounds Angus, 1:00 pm at the Ranch, Union Center, SD

Jan. 25 21 Angus Annual Top Cut Bull Sale 1:00 pm at the Ranch, New England, ND
Jan. 27 Edgar Bros. Annual Bull Sale, 1:00 pm at the Ranch, Rockham, SD
Jan. 27 APEX Cattle Annual 'Heterosis Headquarters' Bull, Bred Heifer and Fall Pair Sale, Dannebrog, NE
Jan. 27 Gardiner Angus Ranch 8th Annual Early Bull Sale, 10:00 am at the Henry & Nan Gardiner Marketing Center Near Ashland, KS
Jan. 27 Goeken Cattle 44th Annual Bull Sale 1:00 pm at the Lesterville Community Center, Lesterville, SD
Jan. 30 Mohnen Angus Bull Sale, 1:00 pm at the Ranch, White Lake, SD

Feb. 1 Ellingson Angus Real-World Genetics Sale 1 pm at the Ranch, St. Anthony, ND
Feb. 2 Frey Angus Ranch 50th Annual Production Sale, 1:00 pm CST at the Ranch Granville, ND
Feb. 3 Gold Rush Elite Multi-Breed Genetics Sale, Rapid City, SD
Feb. 4 Koeplin's Black Simmentals 37th Annual Production Sale 2:00 pm, Kist Livestock, Mandan, ND
Feb. 4 Hoover Angus "Count Down to 100 Years" of Angus Genetics Production Sale 12:00 pm, Ellston, IA
Feb. 6 Rust Mountain View Ranch Ace in the Hole Sale at the Ranch, Mercer, ND

Continued on page 8B

Family Farm

Continued from page 4B

Children whose parents make decisions for them well into their working years can struggle. Involve your children in decisions and the business structure.

A formal arrangement also requires some capital investment on both parties. Dad should not finance the operation, and the child should have some skin in the game.

The importance of documentation in estate planning

Documentation is extremely important

when a parent passes. The operation itself may be owned somewhat by the son, but what if the land is still owned by his parents? What happens if siblings inherited the land equally and want to sell?

Structure it so the farming heir is protected from losing the business

due to issues with siblings. Do you want the heir to have the ability to crop share into perpetuity? If siblings are to be bought out, how would payments be structured? Must a land sale require a majority vote greater than 50%? If a sibling wants out, can they take a reduced price? Docu-

ment all of these factors in an operating agreement.

Sweat equity versus cash — pros and cons in family farming

You cannot spend sweat equity. Nor can you learn to manage it. Working hard for future rights and contributing to building a business without expecting cash is a wonderful and commendable concept—it's just not practical.

A sweat equity example in family farming

For example, the son comes home and decides to farm "together" with Dad. Dad owns all the equipment and land. The son pays for his half of the inputs but is allowed to use the equipment in exchange for his sweat equity and they work out a crop-share like arrangement.

The son does not take a paycheck. When he needs money, he takes a draw from the farm or a line of credit he and his wife maintain in their own names. The business succeeds and grows and prosper — especially Dad's financial statement. He trades equipment more often and gets bigger pieces, buys more farms in his own name, and his estate grows while his son essentially lives paycheck-to-paycheck (or line-draw-to-line-draw).

The son has no clue what it's like to manage his personal finances, has few assets in his own right, and no retirement savings. His family is 100% reliant upon Dad. Dad's will may say when he passes, his assets are split equally among all his children — and herein lies the problem.

A formal partnership example in family farming

Imagine the alternative where Dad and son form a formal partnership. Dad contributes his equipment and son contributes a nominal amount of cash.

Ownership is unequal at formation. Son does 100% of the work and

gets a guaranteed payment every month in a set amount as his wage and a percentage of the profits equal to his ownership interest.

Dad and son agree over time, son will buy additional partnership units from Dad for cash that comes from the guaranteed payment. The partnership agreement documents how the units' value are determined and gives the son the right of first refusal to purchase additional units and an agreement on the payment terms.

The son and his family must figure out how to live on his monthly paycheck and can also use the excess cash to purchase farmland of their own or save for retirement. At Dad's passing, the equipment and operation problem is handled and there are many ways to deal with the land issue. The son continues to farm and pass the business on to his children.

Formality and open communication are often barriers in production agriculture. Farmers are not fans of paperwork, but they should be, as the lack of it often creates issues at transition and succession. Review how your farm operation is structured and how the next generation is being handled. It may be time to reevaluate and account for the equity being built in a currency other than sweat.

Kelly Jackson – Hardy is a principal with Clifton Allen Larson located in Illinois. Kelly is a frequent speaker in the areas of ag taxation and farm succession planning, as well as contributor to CLA agribusiness blog. Kelly comes from a farm background and understands the nuances of agriculture. She enjoys assisting producer clients with tax planning, financial reporting, production accounting, succession planning and farm transition.

VARILEK ANGUS

73rd Annual Angus Bull Sale

Saturday • February 15, 2025 • 1 pm (CST)

Sale at the Ranch • 7 Miles South of Geddes, SD

Watch and Bid Online at **DVAuction** Genetically Enhanced EPD's

Selling 200 Registered Angus Bulls

100 Yearling Bulls • 100 Older Bulls • 17 Registered Open Heifers

<p>Varilek Dynamic 4001 07 21007677 • 12/10/23</p> <table border="0" style="font-size: 0.8em; width: 100%;"> <tr> <td>BW</td><td>WW</td><td>YW</td><td>Milk</td><td>Marb</td><td>RE</td><td>SC</td> </tr> <tr> <td>-4</td><td>+96</td><td>+164</td><td>+27</td><td>+88</td><td>+86</td><td>296</td> </tr> </table> <p style="font-size: 0.7em;">Dynamic X Emerald</p>	BW	WW	YW	Milk	Marb	RE	SC	-4	+96	+164	+27	+88	+86	296	<p>Varilek Historic 4084 08 21009636 • 12/21/23</p> <table border="0" style="font-size: 0.8em; width: 100%;"> <tr> <td>BW</td><td>WW</td><td>YW</td><td>Milk</td><td>Marb</td><td>RE</td><td>SC</td> </tr> <tr> <td>+2.6</td><td>+94</td><td>+154</td><td>+29</td><td>+57</td><td>+78</td><td>282</td> </tr> </table> <p style="font-size: 0.7em;">Historic X Growth Fund</p>	BW	WW	YW	Milk	Marb	RE	SC	+2.6	+94	+154	+29	+57	+78	282	<p>Varilek Dynamic 4071 01 21007690 • 12/20/23</p> <table border="0" style="font-size: 0.8em; width: 100%;"> <tr> <td>BW</td><td>WW</td><td>YW</td><td>Milk</td><td>Marb</td><td>RE</td><td>SC</td> </tr> <tr> <td>+1.9</td><td>+108</td><td>+182</td><td>+25</td><td>+1.07</td><td>+85</td><td>352</td> </tr> </table> <p style="font-size: 0.7em;">Dynamic X Varilek Loaded</p>	BW	WW	YW	Milk	Marb	RE	SC	+1.9	+108	+182	+25	+1.07	+85	352
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EPD's as of 12/15/2024

VARILEK ANGUS

Ross Cell • 605-680-1580 Mick & Lynn • 605-337-2261

Ross & Kelly • 605-337-9896 Mick Cell: 605-680-2555

29208 374th Avenue • Geddes, SD 57342

www.varilekangus.com

Angus Pen Shows at Cattlemen's Congress



ANGUS ASSOCIATION
The Grand Champion Pen of Three Bulls at the 2025 Cattlemen's Congress, was Pen #7024, exhibited by Boyd Beef Cattle of May's Lick, Kentucky (shown). The Reserve Grand Champion Pen of Three Bulls at the 2025 Cattlemen's Congress, was Pen #7042, exhibited by Express Ranches of Yukon, Oklahoma.



The Champion Early Calf Pen of Three Bulls at the 2025 Cattlemen's Congress, was Pen #7024, exhibited by Boyd Beef Cattle of May's Lick, Kentucky (shown). The Reserve Champion Early Calf Pen of Three Bulls at the 2025 Cattlemen's Congress, was Pen #7023, exhibited by Wild Ranch Texas Ltd of Eastland, Texas.



The Champion Yearling Bull Pen of Three Bulls at the 2025 Cattlemen's Congress, was Pen #7042, exhibited by Express Angus Ranches of Yukon, Oklahoma (shown). The Reserve Champion Yearling Bull Pen of Three Bulls at the 2025 Cattlemen's Congress, was Pen #7037, exhibited by Deer Valley Farm of Fayetteville, Tennessee.



The Champion Late Calf Pen of Three Bulls at the 2025 Cattlemen's Congress, was Pen #7040, exhibited by Express Angus Ranches of Yukon, Oklahoma (shown). The Reserve Champion Late Calf Pen of Three Bulls at the 2025 Cattlemen's Congress, was Pen #7032, exhibited by Oklahoma State Purebred Center of Stillwater, Oklahoma.



42nd Annual Bull Sale

PERFORMANCE • PHENOTYPE

• CARCASS
Pairs sired by top A.I. sires!

FEBRUARY 20TH, 2025

**SELLING 120 YEARLING BULLS
& 50 BRED FEMALES & COW/CALF PAIRS**



LOT 9
AAA 21062664

MOGCK FIREBALL 34

CED +8 BW +1.9 WW +85 YW +139 MARB +1.25 RE +1.16

SM +57
SB +218
SC +340

Request a
Sale Book





LOT 7
AAA 21061794

MOGCK STATESMAN 1584

CED -1 BW +1.8 WW +89 YW +154 MARB +.81 RE +.57

SM +58
SB +160
SC +266



LOT 59
AAA 21061756

MOGCK COMMERCE 1284

CED +10 BW +1.5 WW +102 YW +174 MARB +.93 RE +1.13

SM +66
SB +195
SC +319



MOGCK & Sons Angus
OF OLIVET

42193 282ND ST • OLIVET SD
 CHARLES — 605-661-4562
 LOGAN — 605-464-4090
 CHASE — 605-999-7050
 TY — 605-660-3906
 MOGCK1@GWTC.NET OR
 CHRISTINA.MOGCK@JACKS.SDSTATE.EDU

Calendar of events for SD Angus Producers *Continued from page 6B*

Feb. 6 Spruce Hill Ranch 30th Annual Bull Saleat 1:00 pm at Bowman Auction Market, Bowman, ND
Feb. 7 6 Mile Angus 6th Annual Bull Sale, 6:30 pm at the Branded Bar & Grill, Flasher, ND
Feb. 7 Poss Angus Bull Sale 1:00 pm CT at the Ranch near Scotia, NE
Feb. 7 Maher Angus Ranch 48th Annual Production Sale 1:00 pm at the ranch Morrystown, SD
Feb. 8 Schaff Angus Valley 122nd Production Sale 10:00 am at the Ranch, St. Anthony, ND
Feb. 8 Big Rok Angus Performance Tested Bull & Select Female Sale 1:00 pm at the ranch Detroit Lakes, MN
Feb. 9 Brown's Angus Annual Bull Sale, 2:00 p.m. at the Ranch Center, ND
Feb. 10 Koupal B&B Angus, at the Ranch, Dante, SD
Feb. 10 Sletten Angus Annual Bull Sale at Faith Livestock, Faith SD
Feb. 10 Wilkinson Ranch Annual Yearling Black Angus Bull Sale, 1:00 pm, DeSmet Event Center, DeSmet, SD
Feb. 10 Logterman Family Hereford & Angus Production Sale 1:00 pm Valentine Livestock, Valentine, NE
Feb. 11 Petersek's Raven Angus Annual Production Sale 12 Noon at the Ranch, Colome, SD
Feb. 12 Jindra Angus 25th Annual Production Sale at the Bull Center, Clarkson, NE
Feb. 13 Hoffmann Angus Farms Annual Bull Sale, 2:00 pm at the Bonanza Ag Service, Chaffee, ND
Feb. 13 Fleck Angus Ranch 14th Annual Production Sale 2:00 pm CST at the Ranch, St. Anthony, ND

Feb. 13 Booth's Cherry Creek Angus Bull Sale, at the Ranch, Veteran, WY
Feb. 14 Powder River Angus Annual Bull Sale 1:00 pm at Buffalo Livestock Marketing, Buffalo, WY
Feb. 14 Raml Cattle 12th Annual Bull & Bred Female Sale at the farm, Goodwin, SD
Feb. 15 Varilek Angus 73rd Annual Angus Bull Sale 1:00 pm at the Ranch, Geddes, SD
Feb. 15 Schiefelbein Farms, Annual Bull and Female Sale, at the farm, Kimball, MN
Feb. 15 Solsaa Angus and Thyen Simmental Annual Sale, 1:00 pm at Thyen Farm west of Kones Korner, SD
Feb. 16 Miller Angus 18th Annual Bull Sale 2:00 pm at Valentine Livestock, Valentine, NE
Feb. 16 Nathan Palm Angus Annual Production Sale, 1:00 pm Glacial Lakes Livestock, Watertown, SD
Feb. 16 Bruner Angus Ranch Annual Production Sale 2:00 pm at the ranch, Drake, ND
Feb. 17 Radke Land & Cattle Inaugural Bull & Female Sale at the farm, Mitchell, SD
Feb. 18 Miske Angus Bull Sale, 1:00 pm at the Glendive Livestock Exchange, Glendive, MT
Feb. 18 Coleman % Angus Bull Sale, Charlo, MT
Feb. 18 Moke Angus Annual Production Sale 1:00 pm at the farm, Corsica, SD
Feb. 19 Hilltop Angus Farm 47th Annual Production Sale, 1:00 pm at the Ranch, Bowdle, SD
Feb. 19 Millar Angus Annual Bull Sale 2:00 pm at the Ranch, Sturgis, SD

Feb. 20 Van Dyke Angus Annual Bull Sale, 1:00 pm at Manhattan Ranch, Manhattan, MT
Feb. 20 Krebs Ranch 44th Annual Bull Sale at the Ranch, Gordon, NE
Feb. 20 Mogck & Sons 42nd Annual Bull Sale 1:00 pm at the ranch, Olivet, SD
Feb. 21 Bullerman Angus & KJ Angus at 1:00 pm, Rushmore, MN
Feb. 21 Gumbo Hill 21st Annual Production Sale 1:00 pm at the Ranch, McIntosh, SD
Feb. 22 Bush Angus 51st Annual "Focus on Performance" Production Sale, Britton, SD
Feb. 22 44 Farms Spring Bull Sale, Cameron, TX
Feb. 22 Johnson Angus 53rd Annual Genetic Advantage Bull Sale 1:00 pm CST at Mobridge Livestock, Mobridge, SD
Feb. 22 Kretschman Angus Annual Bull Sale 1:00 pm Buffalo Livestock Marketing, Buffalo, WY
Feb. 22 Dally Angus Annual Sale 1:00 pm at the ranch, Montpelier, ND
Feb. 23 Chestnut Angus Farm Bull Sale, Pipestone, MN
Feb. 23 Peckenpaugh Angus Annual Bull Sale, 2:00 pm at the Ranch, Carthage, SD
Feb. 23 Mount Rushmore Angus Annual Production Sale, 1:00 pm at the Ranch, Rapid City, SD
Feb. 24 Lone Tree Angus Annual Bull Sale 2:00 pm at the Lone Tree Sale Facility, Meadow, SD
Feb. 24 Hart Angus Farms 50th Annual Sale, 1:00 pm at the Ranch, Frederick, SD
Feb. 25 Connelly Angus Bull Sale, 1:00 pm at the Ranch, Valier, MT
Feb. 25 Deep Creek Angus Ranch 26th Annual Bull Sale, 12:00 pm at Philip Livestock Auction, Philip, SD

BRUNER ANGUS

Ranch

Annual Production Sale
2 pm at the Ranch, North of Drake, ND

Sunday, February 16, 2025

This Year's Offering:
71 Yearling Bulls
42 2-Year-Old Bulls
41 Registered Bred Heifers
68 Commercial Bred Heifers
78 Commercial Open Heifers



AAA# 20737742

BW +2.7
WW +89
YW +139
Milk +29
SW +86
SB +169
SM +71
SC +290



BAR Iconic 3463

AAA# 21015702

EPD's:
BW +1.1
WW +91
YW +145
Milk +28
SW +89
SB +155
SM +71
SC +272



BAR Square Deal 4075

Offering sired by:

Deep Creek Square Deal • Connealy Craftsman
 SAV Magnum • BAR Reveal
 DB Iconic G95 • Mohnen Trustfund 6030
 Sitz Relentless 558J • Myers Fair-N-Square M39
 BAR Explosive • Hoffman Thedford • SAV Scale House 0845

Blaine: (701) 721-4754 Travis: (701) 626-2070

www.brunerangusranch.com



 brunerangusranch brunerangusranch@gmail.com

PECKENPAUGH

Angus BULL SALE

Carthage, SD

SUNDAY, FEBRUARY 23TH, 2025

AT THE RANCH, 2 PM

Pecks Example 371 21081649



BW +4.7
WW +86
YW +147
MB +0.58
RE +0.16
SC +245

Pecks Elroy 367 21081610



BW +4.0
WW +63
YW +122
MB +0.73
RE +0.11
SC +227

Pecks Know How 384 21081626



BW +2.1
WW +56
YW +114
MB +0.73
RE +0.84
SC +239

Pecks Example 387 21110070



BW +2.8
WW +87
YW +150
MB +0.94
RE +0.34
SC +285

Pecks Know How 328 21119947



BW +3.1
WW +67
YW +129
MB +0.91
RE +0.68
SC +249

Pecks Elroy 318 21118285



BW +3.6
WW +73
YW +126
MB +0.82
RE +0.47
SC +232

FEATURED SIRES: Pecks Elroy 087, Big/WSC Iron Horse 025F, Hoover Know How, Montana Example 7069, & more



PECKENPAUGH ANGUS



CARTHAGE, SD

TONY PECKENPAUGH
(605) 860-0130 (cell)

BOB PECKENPAUGH
(605) 772-5398 (home) - (605) 860-1503 (cell)
peckenpaughangus@gmail.com
www.peckenpaughangus.com

Auctioneer
Colonel Joe Goggins



DVA Auction
Broadcasting Real-Time Auctions
Real-time bidding & proxy bidding available.

Close, But No Certification

By Miranda Reiman, Director of Digital Content and Strategy

Anyone who has stood reserve to the champion, missed their plane by mere minutes or aimed a tick to the right during deer season, knows what it's like to be "this close."

A cattle production version of "this close" is the 260,000 head of cattle that miss out on qualifying for the Certified Angus Beef® (CAB®) brand by a mere 30 points of marbling.

Data collected on 2.6 million head harvested at packing plants across the United States illustrates the characteristics of carcasses that make CAB and those that don't.

"A critical 10% of those carcasses are just within 30 degrees of the 500-point marbling score line, which is that modest zero marbling, the entry point into the CAB brand," said Paul Dykstra, CAB director of supply management and analysis.

Measured on a 1,000-point scale, modest zero represents the upper two-thirds of the Choice brand, and in the recent data, 82% of the cattle that fail to earn a CAB stamp do so because they fall short of that marbling threshold.

"The thought that then comes to mind is: they're

close but no cigar, right? So you've got to figure out what you do differently moving forward," Dykstra said. "Each and every day we have, in modern history, produced a lot of cattle that were almost good enough. So, what can we do differently?"

Bolstering supply, premiums

Those 10% are important for the brand trying to grow supply in a time when cow herd numbers aren't increasing at a rapid pace.

"We are pretty excited for the brand and availability of product to our consumers and to our licensees," he says.

A 30-degree marbling shift in that entire population of cattle would take the percentage of Primes from 10.5% to 13.9%, and the number of CAB qualifiers from 44.5 to 51%.

But it also matters to the owners of those cattle.

A 30-degree bump in marbling score on a group of cattle, compared to average Angus-type pens, would earn an additional \$24.60 per head in carcass premiums. When compared to industrywide (all breeds and types), that moves to \$46.94.

"Historically a \$25 profit itself would've been very acceptable in the cattle feeding sector. But today

when we're thinking about an asset in a fed steer or heifer worth in the range of \$3,000, depending on grade, a \$25 change in the value of that animal is a smaller proportion of the total than what we'd like it to be," he noted.

So, what if the grade moves up more dramatically? A 70-degree marbling shift is all that it takes to move the average population to 20% Prime and 58% CAB.

"Prime premiums are larger than CAB premiums, so it's a good goal to focus on Prime and in doing so, we pull in a lot of Choice CAB carcass, too," he said. "We drag everything higher when we shoot for the top."

With that adjustment, the per-head premiums move to \$65.74.

"That's double the industry average today, but 20% Primes are very doable without a monumental change in the cow herd," Dykstra said.

Driving progress

Since marbling is the top reason cattle fail to make CAB, Dykstra recommends selection pressure for it.

"Not to the detriment of any other trait, of course," he noted. "I must always qualify the statement by saying balanced-trait selection is the way to go, but do so with marbling in mind."



Paul Dykstra of Certified Angus Beef presented this information at the 2024 Feeding Quality Forum in Dodge City, Kan.

	10.5%	→	20%
	44.5%	→	58%
	33.1%	→	21%
	11.8%	→	1%
No Roll	0.1%	→	0%

The CAB Targeting the Brand™ logo is a tool that can guide commercial cattlemen by quickly identifying cattle with a high probability of creating at least 50% CAB qualifiers in their offspring. Seedstock breeders can use the mark on those animals with a +0.65 marbling expected progeny difference (EPD) and a +55 grid value (\$G) dollar value index.

"We know lots of folks are shooting for marbling EPDs well above that, and that's great, too," Dykstra said. "You can make faster and larger leaps toward higher marbling achievements when doing so."

Management is part of the equation, and there are opportunities from nutrition to health protocols at the ranch and in the feedyard that can help push that 10% over the line.

Dykstra said Angus breeders are to thank for much of the progress made industrywide in the last two decades.

"Collectively the seedstock sector, of course, is driving the change," he said. "They have put more concentration on carcass traits and marbling specifically, and done a tremendous job in the last 15 or 20 years."

More commercial producers are conscious of carcass traits today, too.

"It doesn't necessarily mean that there are more people who may be retaining ownership or feeding cattle in the commercial cow-calf sector, but just cognizant that the value of their feeder calves is affected by whether or not those cattle go on to achieve high marbling measurements in the cooler," he says.

Steadily, cattlemen are turning "just missed its" into "made its" one selection decision at a time.

53rd Annual
Genetic Advantage Bull Sale
SATURDAY, FEBRUARY 22, 2025
1 PM CST - MOBRIDGE LIVESTOCK MOBRIDGE, SD

Basin Rainmaker 4404

Koupal's B&B Holy Water

Coleman Rock

STJ Judge 1K

2025 Sires STJ Judge 1K, Rainmaker 4404, Coleman Rock 7200, Koupal's B&B Holy Water, STJ Dictator 909, BJJ Encore, & BJJ Jose

For More Info Contact
Stuart Johnson • 605-845-3221 • 605-848-2818
johnsonroseangus@gmail.com

Bailey Johnson • 605-848-2082
Find us on Facebook: johnsonangusranch

67 years of AI & Production Testing



26th Annual Bull Sale
FEB. 25, 2025
 Philip Livestock Auction • Philip, SD • NOON, MT

85 Registered
 ANGUS Bulls
500 Commercial customer
 replacement heifers

2025 Sires: Deep Creek Legitimate,
 Deep Creek Square Deal
 Deep Creek Playboy
 Deep Creek Gold Strike
 Myers Fair N Square
 Sitz Stellar • S Right Time 7861

**WE ARE
 Maternal
 DRIVEN**



Deep Creek Rain Lass 013 • AAA# 19899127

WW Ratio of 3 @ 116 • Dam to the \$105,000 Deep Creek Legitimate 203



Deep Creek E Blackbird 807 • AAA# 19294700



Deep Creek Step Lass 064 • #19902762

WW Ratio of 3 @ 119 • Dam to the \$50,000 Deep Creek Square Deal



TC Pride 8099 • AAA# 19263024

*This is
 MY
 MATERNAL*



What does it mean to be “Maternal Driven?” It means at Deep Creek Angus, we work every day to produce outstanding females that thrive in all conditions, are structurally sound and easy fleshing, bred on time and raise superior calves. Whenever you see the Maternal Driven icon, be assured that bull is backed by an outstanding female that will always give you a SQUARE DEAL and consistently produce LEGITIMATE herd bulls! Scan the QR Code for an introduction to our maternal driven philosophy.

- TJ & Jeanine



Deep Creek Hunt Lady 845 • AAA# 19294621



Deep Creek V Blackbird 057 • AAA# 19899075



Deep Creek Reno Lass 918 • AAA# 19595788



Deep Creek Jackpot Pride 036 • Reg.# 199901162

A Ranching Tradition for 119 YEARS and 6 GENERATIONS.



TJ & JEANINE GABRIEL FAMILY

23940 200th Street • Midland, SD 57552

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