

Surviving the Storm

Heterosis is the reliable way to lower breakevens while delivering what the market wants.

"Heterosis is the trump card to actually lower costs," says Barry Dunn, Executive Director of the King Ranch Institute for Ranch Management. "That's the primary strategy I recommend for coping with these times of increasing input costs and narrowing margins."

You can cut costs outright, of course, but Dunn points out, "The challenge with just lowering costs is that often times you're also lowering production along with it. If you're going to lower production, you've got to figure out how to market fewer pounds for more money. I'd rather work on the other side of it with heterosis."

Slice it how you want, heterosis, especially maternal heterosis means being able to increase production with the same inputs or maintain current production with fewer inputs.

"Managed to the same body condition, you get a higher percent calf crop. So, heterosis is a way to actually lower input costs and maintain the same percentage calf crop," explains Mike Meek, Cattle Development Manager at Deseret Cattle and Citrus based at St. Cloud, FL. "There's value in the crossbred market calf, but the real big ticket returns come in the crossbred cow and the advantages she has."

The U.S. Meat Animal Research Center (USMARC) has documented heterosis advantages for decades. Among them, 25% more lifetime cow productivity and 38% more cow longevity. All told, crossbred females are estimated to be 30% more productive over their lifetimes, due to increased fertility, calf survivability, increased weaning weights and cow longevity.

Putting just one of those advantages into real-world terms, Bob Weaber, extension beef cattle specialist at the University of Missouri explains, "The US MARC data suggests an F1 female will have 1.4 years more productive life and wean an additional 600 lbs. of calf during her productive life, compared to a straight-bred female."

"So, the crossbred cow will, on average, wean a little more than one additional calf in her life, and each calf she produces benefits from her maternal heterosis to improve calf weaning weight. That's 100 lb. more weaning weight per calf. And that doesn't begin to address the fact that added longevity means fewer replacement females over time. So, there is clearly an economic advantage for crossbred cows."

Crossbreeding in the Real World

"Our motivation to maintain our crossbreeding system is to maintain heterosis, mainly maternal heterosis and what it's responsible for: increased calf crop, increased calf survivability and better breed up," emphasizes Meek. "All of those are key to increasing the number of pounds weaned per cow exposed."

The Deseret operation has employed a 3-breed rotation of Braford, Brangus and Simbrah since the 1980's, which maintains over 80% of the heterosis. Brahman is held at about three-eighths, a necessity given Florida's heat, humidity and associated parasite loads.

Likewise, John Welch, president and

CEO of Spade Ranch based at Lubbock, TX says, "The number one benefit of heterosis is the higher fertility it offers, and cows stay in production longer." He adds, "Reproduction is three to four times more important than production."

When Welch arrived here, the previous manager, Dub Waldrip, had developed an aggressive 4-breed Continental X English rotational system that maximized maternal heterosis. Though effective, Welch explains, tongue only slightly in cheek, its complexity made it a lot easier to do than to try to explain. Plus, at any one time you had two herds that were 67% English and 33% Continental, and two herds that were just the opposite.

"So, although the herds were stable genetically, you had two distinct types of cattle requiring different management," says Welch.

Consequently, Welch switched to a simpler system by which Balancer bulls are mated to Simmental X Angus cows, and Simmental X Angus bulls are mated to Balancer females.

"You end up with a cow and a calf that are half English and half Continental. Since Simmental and Gelbvieh are similar phenotypically, the calves look very uniform, and you retain 67 percent heterosis," explains Welch. "Wherever you begin with this program, within a couple of generations you're already very close to where you want to go."

As input costs increase, Welch says the value of heterosis grows. "You can maintain a higher level of fertility with the same inputs, or the same level of fertility with fewer inputs...At our ranches we're also moving to become less and less labor-intensive, so we're trying to get cows to do more with less attention."

Likewise, Mike Meek points out the value of heterosis increases with the value of calf crops.

Challenge versus Opportunity

There are still a number of commercial producers who forego the economic advantages of crossbreeding, though, for a number of reasons.

Obviously, effective crossbreeding is more complicated than breeding a bull of one breed with cows of another. If you're going to do it, Meek says, "You have to understand the level of complexity that crossbreeding introduces. Having a defined crossbreeding system is of utmost importance. Certainly, you don't want to become part of the bull of the month program."

That, and Dunn points out, "One reason some producers still don't utilize crossbreeding is that they've made the thoughtful decision to exploit the market premiums available for black cattle with the ability to grade Choice. Though a logical decision in the short term, the problem with that is that by not crossbreeding you're lowering production overall."

It's also easy to overlook what you can't see. Meek explains that it's easier to define the returns of direct heterosis in the calves, such as added weaning weight and market advantage resulting from breed complementarity, rather than the increased efficiencies on the cow

side of the equation.

Perhaps one of the biggest obstacles to more industry adoption of crossbreeding, though, is long memories.

When Continental breeds were introduced to the United States, primarily in the 1950's and 1960's, and the application of crossbreeding was new in the business, selection and mating decisions were often haphazard. There were some classic wrecks, remembered and still retold as if they occurred yesterday. Realities then have become the myths of today.

For instance, some commercial producers shy away from crossbreeding because they're afraid of what heterosis will do to the mature size of their cows.

"We're thinking back to 35 years ago when we had 935 lbs. cows bred to a Continental bull, kept heifers back and had cows weighing 1,100 lbs. We don't have nearly that much diversity between breeds today," says Welch. As far as Welch is concerned, one of the key challenges to effective crossbreeding is the same one that exists in straight-breeding today.

"The industry has gotten the performance so high in Angus, for example, that the average Angus cow is bigger than the average Gelbvieh; the average Angus cow milks more than the average Simmental cow," says Welch. "So, the challenge of not getting your cows too big through crossbreeding is the same challenge you face if you're straight-breeding today. You can find moderate-framed composite bulls as easily as you can moderate-framed purebred bulls."

Besides practical experience, US MARC data also underscores the fact that breeds are becoming more alike rather than maintaining or growing the performance diversity that existed between them previously.

With all due respect to the different challenges of crossbreeding compared to those of straight-breeding, Dave Daley, a fifth generation California cattle producer who is also a professor of animal science at California State University-Chico emphasized to participants at the 2006 Beef Improvement Federation meeting, "I don't know how I can ignore it in a competitive business." He's referring to some of the gains possible with heterosis like 17% more calves, 25.3% more weaning weight and a productive lifetime 38% longer. He also emphasizes that heterosis provides the most return when environmental challenges are the toughest, besides yielding some of its largest benefits in lowly-heritable, hard-to-measure traits.

That's before you consider the added weaning weight that comes in market calves via direct heterosis, as well as the breed complementarity that can meld carcass yield and quality into an animal that is also more feed efficient than straightbred counterparts.

"It is time for many producers to design long-term, simplistic plans that capture maternal heterosis," said Daley. "I would not want to manage cattle in any environ-

ment without that incredible value. And the tougher the environment the more critical hybrid vigor becomes."

"Simple crossbreeding systems that combine Continental and English cattle, tempered by genetics that deal with environmental needs are still incredibly important today for the commercial cowman to maintain profitability," explains Bob Prosser, who, with his wife, Judy, owns and manages the Bar T Bar Ranch headquartered near Winslow, AZ. "Hybrid vigor is the catalyst that provides a cost effective way to blend the needs of the producer and the consumer, while capitalizing on efficiencies that lead to net profit for producers."

"Most important though, hybrid vigor is the most powerful tool a producer has to use in avoiding wrecks," Prosser says. "In times of climatic, nutritional or immunological stress, crossbred animals have an absolute advantage over their straightbred counterparts when you consider morbidity, mortality and reproductive performance. That's why hybrid vigor is a cornerstone of profit-minded programs."

Starting from Scratch

Implementing crossbreeding can be a straightforward, predictable process if it begins with understanding and a plan as Meek alluded to earlier. For Dunn, the plan revolves around reverse-engineering.

"A crossbred system has to meet the needs of the marketplace," says Dunn. "Choose the outcome you want, the market calf you need, then, figure out how to make it work on the ranch."

"I'd do it as simply as possible," says Welch. "If you have straightbred English cows, as an example, find a moderate-framed, moderate-milking Continental bull of whatever breed you choose. Then, never breed to have more than 50 percent of that breed in your heifers. So, the replacements are never more than 50% Continental, but you can get there quickly."

"Go back on those replacements with a hybrid bull comprised of the same breed and you quickly stabilize and maintain the percentages. It's as easy to manage as straight-breeding, but you retain 50% maternal heterosis."

Welch sees too many swinging the genetic pendulum from one extreme to

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Count Your Blessings

Dear Friends and Customers,

As the Dow roars to 6500 and the banks are less than excited to finance the cattle business, I am reminded that we as cattle producers should be grateful to the Lord for the fact that we come from strong stock that survived many a storm.

We all have parents and/or grandparents who survived the Depression and in many cases, the Dust Bowl, not to mention World Wars that realigned both geography and global economics. I am humbled as I look back at what our parents and grandparents endured and the great country that they built. By comparison, our lives have been easy.

We're blessed to come from this stock, which has spawned in each of us values such as individual responsibility, work ethic, morality, and faith in the Lord. These values and the creative tenacity of our forefathers instill within us the faith and confidence to know good will also come from these current troubling times if we stick to the basic moral principles that our parents taught us.

Like the ones whose achievements give our lives meaning and hope for the future, we help feed the world, by harvesting the sunlight through forage that renews itself every year. As the city dwellers look to their house values and retirement accounts for

security, we can sleep at night knowing the Lord is not making any more land and that our industry is producing more product with half as many cows as it did just 30 years ago. The use of technology, improved efficiencies, including the old standby—CROSSBREEDING—has enabled this industry to do more with less while still meeting consumer needs.

This newsletter is dedicated to managed crossbreeding as the one viable efficiency that you can utilize that doesn't cost you more, yet provides you more net revenue. Especially in tough times, it is undeniable that a crossbred female can produce more with fewer inputs. Calf survivability, weaning weight per cow exposed, cow longevity, and pounds produced per dollar of acre of input are all enhanced through the managed use of heterosis. As costs go up, be it interest rates or the price of fuel, it's essential to remember that effective crossbreeding enables you to do more with less.

Check out our new website at www.bartbar.com for updated information about our operation. There are pictures there of our herd bulls, as well as photos of last Summer's Ranch Reunion. You will also find that we continue to diversify our portfolio of products. In addition to the bulls we offer, bred heifers in the fall, and commercial steer calves, we have added local beef. We are proud to announce that ground beef is being provided to Diablo Burger Restaurant in Flagstaff. Additionally, frozen product is available for retail on a seasonal basis.

While visiting the website, be sure to check our Custom Bull Search page. We've updated it with a new, easy-to-use sorting option. For example, if you're looking for bulls with a DNA score of 9 or greater for a particular trait, you simply put those parameters in the sort range. Immediately, you are viewing a list of 32 bulls by breed and color that meet the criteria. You can enter any number of traits and acceptable ranges that fit your specific needs.

The articles in this newsletter are not

only a testimonial to our genetics. You'll also find interviews with leading commercial producers who manage for the bottom line. Our hope is that you will find them useful and insightful in making your operation easier to run and more profitable. -T-

There is an El Niño coming; may it rain on each and every one of you,

Bob & Judy Prosser

Bob and Judy Prosser



Congratulations to our twin boys Warren and Spencer who are graduating from Colorado State University this spring. Warren is graduating with degrees in Business Finance and Ag Business. Spencer is graduating with a degree in Ag Business. They're pictured above at the fun age of 8. We really wish you would come home and fix the float in that storage tank you were working on that day...it's leaking again.



Welcome to the Family

Our son, Warren is engaged to Kathleen Browning of Fort Collins, CO. She is an Agribusiness major at Colorado State University and will graduate in May with Warren. We think she's terrific and look forward to the wedding July 25.

Searching for Sense

There are reasons for optimism as fundamentals return to the market.

Struggling through the economic chaos this past two years, especially the past 18 of them, has felt a whole lot like sitting on a horse mired in quicksand. Experience tells you that given the rein, markets will eventually find firmer footing and get to the other side. But this experience is unlike any the industry has experienced before.

Consider the historic commodity bubble that burst last fall.

"While fed cattle prices fell about 17 percent from high to low in 2008, crude oil prices declined about 75 percent, corn crashed more than 60 percent, slaughter hog prices dove more than 40 percent and wholesale chicken breast prices declined nearly 34 percent," says Tim Petry, extension livestock marketing economist at North Dakota State University.

For the first time in 10 years, cow-calf returns are estimated to have fallen short of cow/calf costs, according to the Livestock Marketing Information Center

(LMIC). Based on Southern Plains costs, LMIC researchers explain losses are estimated at an average of \$25-\$30 per cow as costs grew to \$150 per head more last year than in 2003.

Figured a different way, Mile Miller, CattleFax Chief Operating Officer told participants at the BEEF Quality Summit last fall, that as recently as two years ago, the total system breakeven was \$65-\$70/cwt. The system here is defined as cow-calf costs, plus the cost of putting 200 lbs. on the calf after weaning, plus the cost of putting the final 550 lbs. on in the feedlot. At that level and time, Miller says there was about \$350 profit in the system for the various sectors to divvy up. As of last fall, the system breakeven was at least \$90/cwt. (at least \$10/cwt. more for natural programs), and there's no profit left to share.

In order to offset the increased costs to the system, fed cattle would have had to be averaging about \$122/cwt., which was

obviously a long ride from low \$90s levels at the time. Retail prices would have had to increase 20% on top of the significant increases that had already taken place.

Just as the commodity bubble was bursting, international credit markets imploded. The market shock took about \$5/cwt. off fed cattle prices, at a time when the cattle feeding industry was already enduring its worst economic year on record. Some analysts estimate as much as two-thirds of the equity in cattle feeding evaporated last year. Those estimates are on a cash-to-cash basis and don't account for risk management. So even though losses are likely less, no one is questioning the fact that economics will force some feeders out of the business this year, just as packers began culling excess capacity last year.

Likewise, there is no denying that excess cattle feeding capacity chasing too few cattle helped buoy feeder and calf prices at higher levels than they would have been otherwise. -T-

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the next by using a different breed on mostly straightbred cows until the herd is mostly straightbred with the genetics of the new breed. Then, they select a different breed and start all over again.

Furthermore, Welch says, "I believe one of the most important things in doing this is to select on both sides of the bull's pedigree what you're shooting for. Like someone told me once, with crossbreeding, if you breed trash to trash, you still get trash, they just live longer."

Meek points out one frustration of crossbreeding is that genetic information can be tough to come by for some composite breeds as well as some pure breeds.

"Be very selective in buying these bulls, as selective as when you buy purebred bulls, maybe more so," says Welch. "Make sure that the breeds you select for crossbreeding are represented by breeders and associations serious about collecting and providing accurate performance data. You can't throw away all of the performance and genetic evaluation informa-

tion just because it's a crossbred bull."

Heterosis adds to Industry Sustainability, Too

Similarly, the economic efficiency heterosis provides is too large for the industry to ignore.

"We need the economic viability of our suppliers. Heterosis is one of the tools, a powerful one, that cow-calf suppliers can use to remain viable while still producing a product that can be managed for value-added markets," says Ben Brophy director of genomics commercialization for Cargill Beef. "We have a good spectrum of demand for High Select and Low Choice grade beef, guaranteed tender, that we market as our Rancher's Registry brand. We also have good demand for High Choice and premium beef programs like Certified Angus Beef and our Cargill Meat Solutions Sterling Silver."

In fact, Cargill Beef is focusing on cattle and carcasses that fill these two categories, staying away from cattle that won't work within them.

"Within both categories, there is a reasonable fit for cattle coming out of crossbred programs," says Brophy.

A set of steers from Spade Ranch serves as an example. These were 288 steers out of Balancer cows, sired by Simmental X Angus bulls. They gained 3.5 lbs. in the feedlot with a dry matter feed conversion of 6:1. They graded 74% Choice, 64% Yield Grade 1-2. "Those calves returned us \$30 per head premium through Cargill's Sharing Total Added Value Alliance (STAV) program," says Welch.

If you're not familiar with it, Cargill Cattle Feeders buys and owns all of the cattle it feeds. Through STAV the feeding company pays premiums to producers of the calves it has already purchased if the calves are among the top feeding and carcass cattle.

"The Southern half of the United States doesn't need to be very concerned with premium Choice programs because that target is not typically sustainable from a production standpoint," says Brophy.

Understand, that he is also general manager of his family's Babocomari Ranch at Elgin, AZ.

"Our environment is tough enough through weaning that we can't chase 80% Choice grade, never mind the maternal side of it. It's a lot easier and more profitable to make a profit with heterosis than carcass premiums," says Prosser. "Our job is to put as much carcass premium in the cattle as the maternal efficiency demanded by our environment will support."

"You make money in this business with maternal performance, calf performance and the carcass," says Prosser. "Without the added efficiency provided by managing heterosis there isn't enough money left in the business to survive."

"At the heart of all that we do in ranching is figuring out how to compete and survive," says Brophy. "When you think about it, there aren't many sizeable commercial cow-calf operations in the business of making money on a sustainable basis that don't use crossbreeding." -T-

Heterosis in Action

-T- customers use Balancer genetics to reduce costs and add value.

Establishing and maintaining heterosis is no magic bullet, but it provides the most return for the least input of anything we know of in the cattle business. It allows cattlemen to address the toughest challenges, offering the most return in the toughest environments.

Consider Sonora, Mexico where cows traditionally are bred to calve for the first time at 3 years of age because of the scarce feed.

"The number one thing heterosis does for us is that it increases cow stayability," explains Ray Rodriguez, who owns Agro-Tech in Tucson and a ranch in Sonora. He's seen the gains to be had with cow longevity and stayability on his own ranch, as well as the Mexican ranches that have purchased bulls from him and his clients, such as Bar T Bar Ranch.

To fully appreciate the value of increased cow longevity in this part of the world you have to understand that the average calving interval is 18 months (~540 days). Rodriguez explains most of the commercial cows have run through their teeth by the time they're 8 or 9. Given their late start at 3 years old and the lengthy calving interval, their calf production can often be counted on one hand.

When Rodriguez started using Balancer bulls from Bar T Bar Ranch—his herd was predominately a cross of Brahman and English breeds—he was able to start shaving days from the calving interval. Now, with some of his cows representing second-generation Bar T Bar breeding, his average calving interval for more than 75% of his herd is less than 400 days.

"There's a marked difference in those females in phenotype, body condition at breeding, calf quality, calving interval and weaning percent and pounds per cow exposed," explains Rodriguez. "They reach puberty earlier with a smaller frame and more condition. You feel comfortable that they will be able to cycle and breed back."

Last year, for the first time, Rodriguez bred heifers to calve at 2 rather than 3.

Between the heterosis and the fact that it's coming from these particular genetics, Rodriguez explains they're adding productive life on the front end and more years on the back-side. "I've got heifers that were born in 1992 and 1993 still working in the herd," says Rodriguez.

Heterosis Lowers Cost

"The big values of heterosis are increased

weaning weight, cow longevity and decreased cost of production," agrees Duane Coleman, manager of the Hopi 3 Canyon Ranch, based at Winslow, AZ. "We're definitely quite a few ticks up with our crossbred females. A lot of that is due to the earlier maturity in them, which translates into dollars."

For them, it's not just a matter of getting calves earlier in the season, earlier maturity also defines whether they market a bred heifer or one for feeding.

The folks at Hopi 3 Canyon are veterans of rotational crossbreeding. For years they've run Herefords at their Hart Ranch to create replacements for their Clear Creek ranch where these cows have been bred to Angus to create Black Baldies. These Baldy cows have then been bred to Angus or Hereford bulls at their Aja Ranch.

"We're trying to get all of the heterosis we can," emphasizes Coleman. But they've got to manage it economically. That's why Hopi 3 Canyon is in the process of moving away from maintaining the straightbred Hereford herd, which Coleman equates to trading tradition for added value.

"I was having to hold back too many Hereford heifers because of their late maturity to end up with the number of heifers we needed," explains Coleman.

More specifically, among the advantages of their crossbred calves, compared to the straight Hereford calves, Coleman says: the steers bring \$6-\$8/cwt. more; there are 1-2% fewer cancer-eyes, there's 50-75 lbs. more weaning weight, earlier maturity and they're easier to market.

"I added all of that up and decided we had to make the change." Eventually, it will be Angus X Balancers in place of the Baldy female.

Breeding Components Matter

Whether as complex as Hopi 3 Canyon's rotational system, or as simple as Rodriguez's perennial use of hybrid bulls, managing heterosis is obviously not as simple as breeding cows to a bull of a different breed.

Ray Guymon at the Guymon Ranch in Huntington, UT experimented with different Continental breeds on his British-based cowherd. A decade ago he discovered Balancers and has been using them ever since, keeping his replacements

along the way.

"I've had really good luck with the fertility, mothering ability and the weaning weight of the calves," says Guymon.

He sees that fertility in the fact that there are virtually no open cows. Though he runs on some top high mountain range, down low he says conditions can be marginal at best.

"I like 65-75 percent of the calves to come in the first six weeks, and then the remainder within the next month," says Guymon. He points out the marginal feed resources cap a higher goal. Besides the impact on subsequent cow condition and breed-up, he explains, "If you're going to market cattle on the video, you need the calf weights to be in a reasonably tight window."

Marketing through Superior Video last fall, Guymon sold steers that averaged 710 lbs. when he weaned them; the heifers he sold averaged 680 lbs.

"I've had the best luck with Balancers of anything I've tried," says Guymon.

Genetic Source Matters

As important to these producers is where the genetics they use for crossbreeding come from.

Like Rodriguez, Guymon also says he's found advantage in buying his Balancer bulls from Bar T Bar Ranch.

"They've got all of the EPDs and performance data to work with," says Guymon. "You can choose to add a little more milk or a little less milk, as an example. They're giving you real numbers, too. They weigh every calf; they're not guess-

ing. What you see is what you get."

"The bulls come to us in what I think is perfect condition. They've grown the bulls well, but they're not fat," says Guymon. "Plus, they turn the bulls out onto some rocky country so their feet are in good shape. They're ready to do the job when they get here. The cattle have really good growth, but they're not too big-framed."

Buyers like Caprock Cattle Feeders can also attest to the growth in calves sired by Bar T Bar Balancer bulls. "The Bar T Bar cattle that have gone through our Sharing Total Added Value Alliance program have explosive growth, far superior growth, and still work on the carcass side," says Ben Brophy.

This is true on both sides of the border. Besides the production advantages, Rodriguez explains the Balancer-sired calves have more market value. Along with the added weight, they have the type more buyers prefer, as well as a growing reputation in the country for feed efficiency.

"Bar T Bar has done a tremendous job of developing genetics that work with limited feed resources," says Rodriguez. "The Balancers from Bar T Bar Ranch are filling a need in Sonora, where cows have gotten too big with too little fertility. These cattle fit for many reasons."

At Hopi 3 Canyon, Coleman explains, "We need cattle that will sustain themselves on minimum resources and a minimum amount of supplement. We knew bulls from the Bar T Bar Ranch could provide that... We've had good acclimation with the Bar T Bar bulls. They're very fertile and easy calving. They're exactly what they're advertised to be." -T-



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Almost 90 people, whose family members had worked or are currently working with us, gathered for the 1st Bar T Bar Ranch Reunion August 16, 2008. We all had a wonderful time of story telling, reminiscing, and eating. This enjoyable weekend gave a new meaning to, "Ya remember when..."

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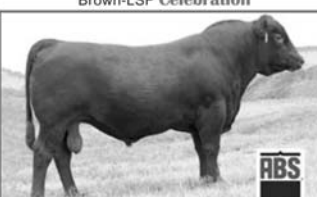
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CE	BW	WW	YW	SC	Milk	TM	GEST	CEB
+103	-1.0	+51	+106	+0.3	+15	+41	-2.8	+102
Acc:	.17	.82	.72	.59	.23	.45	.57	.44

Brown-LSF Celebration



CE	BW	WW	YW	Milk	TM	ME	HPO	CEM	STY
+16	-5.0	+21	+49	+15	+25	+1	+11	+102	+19
Acc:	.44	.71	.61	.55	.33	.16	.26	.34	.25

Sinclair Net Present Value



CE	BW	WW	YW	MI	SC	CEM	Milk	MKO	MH	SEN
13	-1.5	47	87	-2.1	0.02	9	27	30	-20	-0.4 (\$3.06)
Acc:	0.74	0.88	0.83	0.79	0.69	0.79	0.36	0.41	7	0.05

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ID	Breed	Color	HPS	Birth Date	Sire	Dams Site	BW	Adj WW	EPD's				DNA				EPD's				DNA				EPD's				DNA			
									CE	BW	WW	YW	MK	CED	Mat. Calv. Ease	SC	Stay	Hfr Preg.	\$EN	YH	CW	Tenderness	Marb	% Ch.	MB	RE	REA	Yld. Grd	Fat Thick	GM \$	\$B	DNA
8066	AN	HBK	P	2/22/08	G T Shear Force 329	LS/Plus Cimarron P207	85	657	5	2.30	52	97	16	6	5	7	7	10.75	7	8	8	0.09	0.17	4	4	4	4	7	7	16.84	7	
8068U	Bal	HBK	P	2/22/08	JKAN Mr T 68ND	N Bar Explosion Z1452	70	566	104	-1.60	28	64	23	104	5	5	11.75	7	6	6	0.09	0.17	5	6	5	5	6	7	20.57	6		
8070U	Bal	HBK	P	2/22/08	JKAN Mr T 68ND	BTWR Black Cross 3011N ET	70	532	105	-2.00	31	77	16	104	6	6	11.75	4	6	6	0.09	0.17	4	4	4	4	6	6	20.57	6		
8071U	75%AN	Red	P	2/22/08	Romeo L081	BNW Plainsman 2114M	64	596	106	-3.30	27	68	23	102	7	3	5.00	10	7	7	-0.03	0.07	3	3	3	3	6	6	4.63	5		
8072U	75%AN	Bik	P	2/23/08	Archetype G251R	BTBR 521 of Holland201 4135	64	502	106	-5.30	32	84	20	102	5	6	5.00	9	6	6	0.07	0.07	5	5	5	5	6	6	4.63	7		
8073U	Bal	HBK	P	2/23/08	Sinclair Net Present Value	JBOB Carolina Fortune 2564JET	90	647	109	-0.65	42	94	21	104	3	4	1.50	NR	6	6	6	0.15	0.04	4	4	4	4	7	17.00	5		
8074U	Bal	Red	P	2/24/08	Black Jack 2016	ANMS	80	620	104	-4.30	26	54	13	104	7	7	16.00	4	7	7	0.05	0.05	4	5	6	5	6	6	23.97	5		
8075U	Bal	HBK	P	2/24/08	Bennett K503	BTBR Black Cross 3011N ET	95	495	109	-3.45	34	80	16	105	4	4	3.25	6	4	4	0.06	0.03	4	4	4	4	7	7	11.23	8		
8076U	AN +	Red	P	2/24/08	Basin Hobo 79E	BTBR Mr Black Cross 4136P	60	547	109	-4.15	20	60	22	105	6	6	-1.00	6	7	7	0.02	0.00	4	4	4	4	7	7	10.48	7		
8078U	75%AN	Bik	P	2/26/08	Gardens Wave A272	S S Traveller 6807 T510	86	585	104	-1.35	37	84	14	103	3	3	3.11	0.40	6	6	8	0.15	-0.01	4	4	4	4	7	4.76	5		
8085U	Bal	Bik	P	2/27/08	Mr Black Cross 3002 ET	GKT Bud 11G	81	576	105	-1.50	35	76	14	105	7	7	16.00	4	7	7	0.05	0.05	4	4	4	4	6	6	23.97	5		
8088U	Bal	HBK	P	2/27/08	Bennett K503	LS/Plus Cimarron P207	70	527	110	-3.75	27	68	18	106	6	6	0.00	4	7	7	0.10	0.01	7	7	7	7	6	6	7.96	NR		
8089U	AN +	Red	P	2/27/08	Basin Hobo 79E	Perfecta 046P	82	541	105	-2.60	29	78	25	104	6	6	11.50	4	4	4	0.16	0.14	4	4	4	4	6	6	31.28	7		
8090U	Bal	HBK	P	2/27/08	Elk Ace Ventura 234F	BTBR Mr Black Cross 3002 ET	77	501	107	-2.95	30	67	11	106	7	7	11.75	3	7	7	0.07	-0.05	4	5	5	5	6	6	6.05	6		
8091U	Bal	Bik	P	2/27/08	Mr Black Cross 3002 ET	BTBR Mr Ebony Cross 6021 ET	83	511	104	-2.95	35	77	15	104	7	7	11.75	3	7	7	0.07	-0.05	4	5	5	5	6	6	14.31	5		
8094	AN	HBK	H	2/28/08	G T Shear Force 329	Hunts Calculator 2720	80	669	5	2.20	46	83	20	4	4	0.36	5	11.00	7	8	8	0.47	-0.04	4	4	4	4	8	8	8.30	5	
8099U	75%AN	Bik	P	2/29/08	Sinclair Net Present Value	LS/Plus Cimarron P207	76	549	100	-2.70	32	83	16	103	6	6	-3.50	9	7	7	0.15	-0.01	4	4	4	4	7	7	8.30	6		
8102U	Bal	Bik	P	2/29/08	Desert Storm 5173	Buckshot J160	75	571	100	0.55	42	82	14	103	6	6	15.00	5	5	5	0.02	0.06	5	5	5	5	6	6	13.59	5		
8103U	Bal	HBBc	P	3/1/08	B3R Tender Ten R065	Elk Ck Bronco 411G	69	477	108	-2.35	33	77	10	104	4	4	15.00	NR	7	7	6	0.02	0.06	5	5	6	6	13.59	5			
8104U	HyB	HBK	S	3/1/08	Mr Black Cross 5070	ANMS	80	596	108	-1.09	36	76	11	104	7	7	15.00	NR	7	7	6	0.02	0.06	5	5	6	6	13.59	5			
8107U	Bal	HBK	P	3/1/08	Fing H Exclusive 194H	ANMS	70	433	109	-1.35	32	76	16	107	5	5	14.75	7	7	7	0.04	0.17	3	3	3	3	7	7	13.43	5		
8108U	Bal	HBK	P	3/2/08	Dr J Analyst M250	WAC Elk Night Ryder 522E ET	76	586	109	-0.25	43	81	22	107	6	6	14.75	1	7	7	0.04	0.17	3	3	3	3	7	7	13.43	5		
8110U	Bal	HBK	P	3/2/08	Celebration P7050	Buckshot J160	74	537	106	-2.30	29	67	16	106	6	6	13.50	1	7	7	0.11	0.05	5	5	5	5	8	8	25.47	4		
8117U	Bal	HBK	P	3/3/08	Mr Black Cross 3002 ET	C A Future Direction	78	415	105	-1.30	34	76	17	106	6	6	13.50	1	7	7	0.11	0.05	5	5	5	5	8	8	25.47	4		
8119U	Bal	HBK	P	3/3/08	Desert Storm 5173	Slash 856 of 398 Fame	75	562	101	0.90	43	87	14	102	4	4	17.00	5	7	7	0.03	0.07	3	3	3	3	8	8	19.79	6		
8120U	Bal	HBK	P	3/3/08	Bennett K503	Slash 856 of 398 Fame	77	467	113	-3.35	32	74	17	108	5	5	-1.00	4	4	4	0.06	-0.03	4	4	4	4	7	7	6.19	4		
8121U	BN Bal	HBK	P	3/3/08	Jack Of Brinks 209P10	G A R Precision 1680	80	537	108	-1.20	27	62	10	108	5	5	17.50	NR	6	6	5	0.05	0.27	5	5	5	5	7	7	27.21	6	
8122U	HyB	Bik	P	3/3/08	DNA Pending	BEA Polled Midnight	77	526	106	-1.10	24	57	17	104	6	6	1.00	7	7	7	0.01	-0.04	5	5	5	5	NR	NR	-2.50	NR		
8124U	Bal	Bik	P	3/3/08	Time Out 463	BNW Plainsman 2114M	75	515	103	-2.05	29	75	22	102	7	7	9.25	7	7	7	0.01	-0.16	3	3	3	3	6	6	11.38	6		
8125U	75%AN	Bik	P	3/3/08	Romeo L081	Perfecta 046P	78	550	103	-1.85	30	77	15	102	5	5	-3.00	5	7	7	0.13	-0.04	4	4	4	4	6	6	7.69	6		
8128U	75%AN	Bik	P	3/3/08	Sinclair Net Present Value	Time Out 463	73	548	105	-1.45	23	54	12	103	6	6	7.00	3	6	6	0.56	0.03	4	4	4	4	7	7	17.81	NR		
8129U	Bal	Bik	P	3/3/08	Hollands 1407 of 420 6338	Elk Ace Ventura 234F	81	569	109	-3.40	39	77	18	106	8	8	7.00	4	6	6	0.04	0.14	3	3	3	3	8	8	17.81	NR		
8130	AN	HBK	P	3/4/08	Mr Black Cross 6324	S S Traveller 6807 T510	65	569	12	-3.40	35	77	18	16	8	8	7.00	4	6	6	0.56	0.03	4	4	4	4	7	7	17.81	NR		
8136U	Bal +	Bik	P	3/5/08	Mr Black Cross 6127	BTBR Gridmaker 2008M	80	605	107	-0.20	44	86	19	106	5	5	14.00	6	6	6	0.02	0.13	6	6	6	6	7	7	17.81	5		
8139U	Bal	Red	P	3/5/08	Black Jack 2016	PHS Pro Hart Gold 2X	85	568	106	-3.20	30	69	13	103	7	7	10.25	NR	6	6	7	0.02	0.13	6	6	6	6	7	7	21.36	4	
8141U	Bal	HBK	P	3/6/08	Fing H Exclusive 194H	ANMS	81	606	109	-3.20	30	69	21	107	7	7	10.25	NR	6	6	6	0.04	-0.02	3	3	3	3	8	8	17.83	5	
8142U	75%AN	Bik	P	3/6/08	Celebration P7050	Elk Ck Bronco 411G	68	504	105	-4.25	25	66	9	107	6	6	7.00	6	7	7	0.39	0.01	4	4	4	4	7	7	15.71	6		
8143	AN	HBK	P	3/6/08	Sinclair Net Present Value	Hollands Ideal Bando 904	69	561	8	-1.40	37	70	25	10	4	4	7.00	4	4	4	0.61	0.09	4	4	4	4	8	8	48.62	3		
8144U	Bal	HBK	P	3/6/08	Time Out 463	Mr Con Dateline Bal 17EN	75	486	109	-1.55	24	63	12	105	7	7	3.50	3	3	3	0.06	-0.01	5	5	5	5	6	6	9.03	NR		
8145U	HyB	HBK	S	3/6/08	Time Out 463	ANMS	73	548	105	-1.45	23	54	12	103	6	6	3.50	1	7	7	0.06	-0.01	5	5	5	5	6	6	9.03	NR		
8147U	Bal	Red	P	3/6/08	Mr Black Cross 6260	BTBR Black Cross 3011N ET	83	559	99	1.40	43	91	13	102	5	5	8.75	9	6	6	0.02	0.14	4	4	4	4	7	7	17.08	7		
8150U	Bal +	HBK	P	3/6/08	Desert Storm 5173	GKT Bud 11G	90	584	104	-0.55	44	92	13	105	4	4	22.00	5	6	6	0.02	0.19	5	5	5	5	7	7	18.91	7		
8156U	Bal	HBK	P	3/7/08	Mr Black Cross 5092	S S Objective T510 0T26	85	592	101	-1.20	36	75	18	0	5	5	4.75	5	5	5	0.04	0.08	4	4	4	4	6	6	8.45	6		
8157U	Bal	HBK	P	3/7/08	Mr Black Cross 5233	KCF Bennett N473	80	520	108	-3.45	38	81	15	106																		

Bar T Bar Yearling Bulls

ID	Breed	Color	HPS	Birth Date	Sire	Dams Site	BW	Adj WW	EPD's				DNA			EPD's				DNA				EPD's			DNA						
									CE	BW	WW	YW	MK	CED	Mat. Calv. Ease	SC	Stey	Hir Preg.	SEN	YH	CW	Tenderness	Marb	% Ch.	MB	RE	REA	Yld. Grid	Fat Thick	GM \$	\$B	DNA	ADG
8240U	Bal	HBK	P	3/16/08	Mr Red Cross 5265	BTBR Mr Black Cross 3002N ET	75	516	108	-2.70	36	79	15	105	5	0.05	8	5	16.00	7	6	6	6	6	6	0.05	-0.01	4	4	5	25.21		5
8243	AR	Red	P	3/16/08	Celebration P7050	Leachman Safe Bet 1057C	85	613	6	-3.00	21	44	11	12	6	0.05	8	5	14.50	7	6	6	6	6	6	0.05	0.20	4	4	6	2.84		6
8249U	Bal	HBK	P	3/17/08	Desert Storm 5173	BTBR Mr Ebony Cross 9014J	95	531	103	-1.15	34	73	11	104	6	-0.05	7	6	17.75	9	5	5	5	5	5	0.04	0.06	3	3	6	24.49		5
8250U	Bal	HBK	P	3/18/08	Elk Ace Ventura 234F	Elk Ace Ventura 234F	88	517	101	1.00	45	94	13	102	7	0.00	6	6		6	7	7	7	7	7	0.05	0.10	4	4	6			5
8251U	BN Bal	HBK	S	3/18/08	Hollands 1407 of 420 6338	JBOB Carolina Balancer 2477J	85	605	20	-2.65	32	75	20		7		5	4		6	8	8	8	8	8	0.07	0.13	5	5	8	28.40		5
8252U	Bal	HBK	P	3/18/08	Jack Of Brinks 209P10	Bon View New Design 1407	113	613	101	-0.30	34	74	10		5		7	5	14.50	NR	7	7	7	7	7	0.13	0.13	4	4	6			4
8255U	Bal	BK	P	3/18/08	Fing H Exclusive 194H	JRI Pld Free Agent 125J3	80	587	107	-1.65	35	84	23	106	8	0.30	7	6	1.25	4	5	5	5	5	5	0.18	0.12	5	5	6	16.15		4
8257U	Bal	BK	P	3/18/08	Time Out 463	BTBR Gridmaker 2008M	100	575	105	-0.05	37	76	11	103	7	0.10	6	8	6.50	9	7	7	7	7	7	0.05	-0.04	4	4	8			NR
8257R	AR	Red	P	2/10/08	RED Dynamite 4331	RED Delivery 2436	70	569	10	-1.90	15	30	15		7		8								0.05	0.06	4	4	8				
8265U	Bal	HBK	P	3/19/08	JDKG Kerstiens 314R	Elk Ck Bronco 411G	78	534	103	-0.45	37	76	7	103	4	0.20	7	6	5.50	7	6	6	6	6	6	0.05	0.06	5	5	7	4.03		6
8266U	Bal	HBK	P	3/19/08	Mr Black Cross 5070	S S Traveler 6807 T510	80	546	107	-1.90	40	84	11	104	5	-0.20	7	5	12.50	3	6	6	6	6	6	0.05	0.10	5	5	7	19.94		4
8267U	Bal	HBK	S	3/19/08	Mr Black Cross 5070	BTBR Black Cross 0044K	86	536	106	-1.40	45	84	14	103	4	-0.40	8	3	14.50	6	6	6	6	6	6	0.01	0.13	4	4	7	20.60		5
8270U	Bal	Red	P	3/19/08	Mr Red Cross 5265	Mr Con Dateline Bal 17EN	76	574	108	-1.95	32	76	15	105	7	0.25	6	5	11.00	7	5	5	5	5	5	0.05	0.05	4	4	6	15.87		5
8275U	Bal	HBK	P	3/20/08	Mr Black Cross 6360	BTBR Black Cross 3011N ET	88	519	102	0.85	44	87	14	103	7	0.40	6	8	6.75	4	6	6	6	6	6	0.02	0.01	6	6	6	12.51		NR
8277U	Bal	BK	P	3/20/08	Time Out 463	Barn Burner 251	75	506	107	-1.55	23	61	14	104	7	-0.15	5	6	2.25	5	7	7	7	7	7	0.04	-0.01	4	4	7	2.93		5
8279U	Bal	Red	P	3/20/08	Mr Red Cross 5265	Perfecta 046P	80	541	104	-0.95	31	74	16	105	7	0.10	6	3	12.75	NR	6	6	6	6	6	0.04	0.10	5	5	7	17.92		5
8280U	Bal	HBK	P	3/21/08	Mr Black Cross 5070	JBOB Carolina Balancer 2477J	85	611	107	-1.95	34	70	14	103	7	-0.30	6	5	15.00	4	7	7	7	7	7	0.02	0.12	5	5	8	16.65		5
8283U	Bal	HBK	P	3/21/08	Mr Black Cross 5070	RTC Alias 712G	80	563	112	-3.35	38	74	12	107	5	-0.30	8	4	11.25	7	7	7	7	7	7	0.02	0.08	4	4	8	15.27		3
8286	AN	HBK	P	3/21/08	Bar LR Alliance Chandler 607	Bar LR Alliance Chandler 607	85	526	8	1.80	33	66	16	7	5	0.30	7	6	11.75	10	7	7	7	7	7	0.02	0.08	4	4	6			6
8291U	75%AN	Red	P	3/22/08	Perfecta 046P	BJR Make My Day 981	80	599	104	-1.35	31	77	20	106	6	0.20	6	4	6.50	6	6	6	6	6	6	0.05	0.18	3	3	6	15.18		5
8293U	Bal	Red	P	3/22/08	Perfecta 046P	BTBR Gridmaker 2008M	105	505	105	-2.00	37	79	19	107	7	0.45	6	4	8.00	4	4	4	4	4	4	0.05	0.14	5	5	6	12.41		5
8297	AN	HBK	P	3/22/08	Bar LR Alliance Chandler 607	RAB-EGL Blue Moon 4407M	80		11	-2.00	39	72	20	13	4		8	5	6.44	7	7	7	7	7	0.03	0.05	4	4	7			7	
8299U	Bal	HBK	P	3/23/08	Mr Black Cross 5130	Elk Ck Bronco 411G	85	499		-2.40	35	68	15		4		7	4	6.00	7	7	7	7	7	0.03	0.05	3	3	8	-7.54		6	
8302U	Bal	HBK	P	3/23/08	Perfecta 046P	BTBR Black Cross 1123L	90	560	101	-2.40	36	80	15	104	4	0.35	7	5	5.00	6	6	6	6	6	6	0.05	0.14	3	3	8	8.57		6
8304U	75%AN	HBK	P	3/23/08	Mr Black Cross 5287	Mr Black Cross 5287	80	569		-1.00	45	98	19		7		5	5	4.00	3	3	3	3	3	0.05	-0.02	5	5	6	9.72		NR	
8306U	Bal	HBK	P	3/23/08	Mr Black Cross 5233	Bon View New Design 208	517	517	111	-3.85	26	67	17	107	7	0.30	7	6	4.00	3	3	3	3	3	3	0.05	-0.02	3	3	4	20.67		5
8307U	Bal	HBK	P	3/24/08	Mr Black Cross 5070	Mr Con Dateline Bal 17EN	70	549	108	-1.50	42	82	13	105	5	-0.40	8	6	15.50	4	4	4	4	4	4	0.03	0.17	5	5	4	20.67		3
8309U	Bal	HBK	P	3/24/08	Desert Storm 5173	BNW Black Plainsman 0005K	98	639	103	-0.40	42	89	17	103	5	0.00	6	5	20.50	NR	3	3	3	3	3	0.04	0.18	3	3	7	27.93		5
8311U	Bal	HBK	P	3/24/08	Mr Black Cross 5287	Buckshot J160	88	598		-0.45	37	83	17		5		5	8							0.04	0.03	4	4	6			NR	
8312U	Bal	HBK	P	3/24/08	Mr Black Cross 5233	S S Objective T510 0T26	82	577	107	-2.85	38	82	18	105	9	0.15	5	4	7.75	4	4	4	4	4	4	0.04	0.01	4	4	7	13.06		7
8313U	Bal	BK	P	3/24/08	Mr Black Cross 5092	Time Out 463	450	450	102	-0.65	32	75	15	101	5	-0.10	7	5	2.00	9	9	9	9	9	9	0.03	0.02	3	3	6	7.34		5
8314U	Bal	Red	P	3/24/08	Mr Red Cross 5265	Barn Burner 251	65	555	105	-3.15	28	69	14	102	7	0.05	6	5	9.75	4	4	4	4	4	4	0.04	0.04	6	6	5	12.58		4
8315U	Bal	HBK	P	3/24/08	Mr Black Cross 5130	EVE Mr Beau Jangles 308B	90	582		-0.30	32	62	19		6		4	0.50	1	7	7	7	7	7	0.05	0.01	6	6	5	2.15		5	
8316U	Bal	Red	P	3/25/08	Celebration P7050	JHL Lohm Better Deal 2024D	537	537	102	-2.70	29	68	16		8		5	4	19.00	1	1	1	1	1	1	0.05	0.12	6	6	4	24.78		NR
8317U	75%AN	BK	P	3/25/08	Desert Storm 5173	S S Traveler 6807 T510	85	537	102	-0.80	41	88	15	102	8	0.05	6	8	15.00	1	1	1	1	1	1	0.02	0.12	6	6	4	27.58		NR
8318U	Bal	HBK	P	3/25/08	Mr Black Cross 5070	JBOB Carolina Balancer 2477J	90	692	106	-1.00	41	81	16	104	8	-0.15	4	5	15.00	6	6	6	6	6	6	0.02	0.18	5	5	7	27.58		6
8319U	Bal	Red	P	3/25/08	Perfecta 046P	CTR Kudos 061K	85	552	103	-0.80	31	71	16	106	6	0.30	6	6	7.25	9	9	9	9	9	9	-0.02	0.18	3	3	7	6.74		6
8321U	Bal	BK	P	3/25/08	Mr Red Cross 5265	RUP Ripple Gigolo 991L ET	85	565	104	-1.55	35	78	10	101	6	0.15	7	5	13.25	3	4	4	4	4	4	0.02	0.03	6	6	5	16.71		NR
8326	AN	HBK	P	3/26/08	ISU Imaging Q9111	B/R New Design 323	90	578	4	2.60	41	83	22	3	3		7	5							0.02	0.03	5	5	7			6	
8327U	Bal	HBK	P	3/26/08	Mr Black Cross 5070	Elk Ck Bronco 411G	90	613	109	-1.95	40	83	9	106	9	-0.10	9	5	15.50	6	6	6	6	6	6	0.01	0.13	4	4	7	16.77		4
8328U	Bal	BK	P	3/26/08	Perfecta 046P	Hunts Calculator 2720	85	507	106	-1.05	31	72	18	107	5	0.20	6	7	5.25	9	9	9	9	9	9	0.05	0.16	4	4	6	10.88		

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Exploit the Tools we Offer

Dear Cattle Producer,

There's no quick or easy solution to these calamitous economic times, despite what the government may infer or what we may hope. Far as that goes, figuring out how long or deep this global recession will be is akin to predicting the weather.

In the cattle business, though, there are proven tools and techniques that buffer the negative impact of such times.

Consider heterosis, especially maternal heterosis. It's the proverbial bird in hand that has always been worth more than two in the bush, possessing exponential value in the face of the greatest stress, be it nutritional, health-related or economic.

Crossbreed cattle in a complimentary way and the calves have more weaning weight, as well as more market demand. Incorporate heterosis into the cowherd, and you have the ability to produce that same calf for less. It's never been free, exactly, because effective crossbreeding demands more management and brain sweat. But composite bulls have all but eliminated those paltry costs.

That's why Seedstock Plus and its members—independent seedstock producers like the Bar T Bar Ranch—have always focused upon bulls that provide effective crossbreeding solutions.

For producers seeking to move English-based or Continental-based cows toward a phenotypic balance, quickly, we continue to offer purebred Gelbvieh, as well as purebred Angus and Red Angus, respectively.

For those seeking to maintain and stabilize a blend between English and Continental, we offer Balancer (Gelbvieh X Angus) bulls. In fact, Seedstock Plus producers represent the single largest supply of Balancer bulls in the United States.

These aren't just bulls, cow fresheners on four legs. They're the result of strategic mating. Seedstock Plus members sift through a mountain of data, in tandem with experienced visual evaluation, to identify proven genetics that will work most effectively in specific environments. Collectively, members also buy,

test and prove new genetics.

Our bulls are regionally acclimated so that they're ready to work the day you get them. That includes testing for PI-BVD, as well as sorting hard for disposition, feet and legs and overall structure.

We provide members with extensive information on every bull we sell, everything from performance data, to Expected Progeny Differences, to DNA profiles. Only a minority of our buyers include DNA evaluation in their buying decisions. However, we provide DNA profiles because we want to help them be ready when whole genome selection and other new technologies come along.

More important than the bulls themselves is our earnest belief that we exist to serve commercial cattle producers, rather than the other way around. That means we have the knowledge and commitment to tell you if we have the genet-

ics and bulls that fit your goals. That means we'll also tell you if we believe your goals demand genetics and bulls that we don't possess.

If you ever doubt how seriously we take our role, please call us. We'll be happy to put you in touch with producers who have dealt with us, not necessarily bought from us.

Incidentally, we surveyed our buyers last fall. We were heartened by the depth and breadth of their positive response about our bulls and service. We weren't surprised, though. We know what our customers are thinking because our members and regional coordinators are in constant contact with customers throughout the year, rather than just on sale day.

All of these—heterosis with complimentary proven genetics, bulls developed and acclimated for specific regions, selection and sorting based on data rather than emotion, integrity, after-sale follow-through—offer competitive

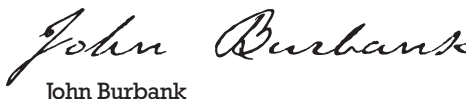
advantage when times are good. They're a part of survival when times turn tough.

If you haven't yet embraced heterosis, please consider it as the primary cost-cutting, product-enhancing tool available to you.

If you haven't experienced Seedstock Plus genetics and services, please consider us in your plans.

When you buy genetics from us, we'll stand behind them completely, resolve any problems quickly, and do our level best to deliver you the top value for your genetic dollar.

Bottom line, we'll treat you like we want to be treated, which means we will never take you or your business for granted. **-T-**

Sincerely,

 John Burbank
 CEO, Seedstock Plus

Morris Land and Cattle Wins Raffle

Congratulations to Morris Land and Cattle of Kearney, Arizona Cattle Growers Association Litigation Fund. See *Fight Back and Win* below for your chance to help this year.

Fight Back and Win!

You only have to look at the passage of Proposition 2 in California last year, the ban on horse slaughter and countless other issues to see the impact environmental and animal rights activists are having on our ranching livelihoods. The challenge continues to grow rather than lessen. That's why it's essential that we make our collective voices heard. Every day, the Arizona Cattle Growers Association (ACGA) is there to fight these legal battles for ranchers, everything from Spotted Owls, to restricted or would-be eliminated grazing, to illegal takings. But, the price tag for legal fees is steep. Fill out and clip out the coupon below, donate a calf or \$300 cash and you're not only helping pay for take fight protecting your interests, but you're also in the running to win a gooseneck trailer donated by Farm Credit Services, SW, or a bull or two heifers from Bar T Bar Ranch.

ACGA Litigation Fundraiser 2009

Calf donation or \$300 cash Contribution

YOUR RECEIPT

Prizes:
 Grand Prize: 6'X20' Steel Gooseneck
 Donated by Farm Credit Services, SW

Reserve grand: 1 bull or 2 heifers
 Donated by Bar T Bar Ranch, Inc.

Drawing: July 2009-ACA Annual Convention

Possession of receipt indicates you have been entered into the drawing. You do not need to be present to win.

Donation:
 _____ Calf _____ Value Ck # _____
 _____ Cash _____ Amount Ck # _____

Drawing Ticket

ACGA Litigation Fund Raiser 2009

Calf donation or \$300 cash Contribution

Name _____
 Address _____
 Phone _____

Donation:
 _____ Calf _____ Value Ck # _____
 _____ Cash _____ Amount Ck # _____

Make Checks Payable to:
 ACGA Litigation Fund
 (contributions are not tax deductible)

Mail to:
 ACGA Litigation Fund
 1401 N. 24th Street, Suite 4
 Phoenix, AZ 85008