



The

SPRING 2008 • VOL. 2

ANGUS • GELBIEH • BALANCERS

Eby Advantage

A Family Ranch Devoted to Serving Yours

Eby Ranch Spring Bull Sale

MONDAY, MARCH 17, 2008 • 1:00 PM

At the Ranch • Emporia, KS • (Females sell immediately following the bulls.)

LUNCH WILL BE SERVED AT 11:00 AM

EBY RANCH



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Sale Management By:

MMS

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Welcome to our spring edition of *The Eby Advantage* newsletter. In this issue you will find information on our upcoming bull sale. Our goal, with the newsletter, is to give you a little insight into the program we are striving to achieve here at Eby Ranch.

Our goal in the purebred livestock business is not to get caught up in the "fads" that seem to overtake the beef industry from year to year. We strive to be your complete seedstock source. We feel that is hard to accomplish if we become single trait focused or overlook the attributes that made the Angus breed the staple of the beef industry. We focus on cattle that have moderate carcass numbers as well as maternal capabilities. As a result, we avoid giving up any on the fundamentals of the cow business.

It is this thought process that brings us to offer Balancer® bulls in this sale. A Balancer, simply put, is an Angus/Gelbvieh-cross bull with a marketing-friendly name. These cattle are appropriately named for the balanced genetics British and Continental cattle bring to the table for any commercial program. Many feedlots and packers prefer the British/Continental-cross. Read on page 3 why Tom Brink of Five Rivers Ranch Cattle Feeding prefers growing and finishing a

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Selling:

56 Balancer® Bulls

(21-18 mo. old & 35 yearlings)

34 Angus Bulls

(9-18 mo. old & 25 yearlings)

5 Gelbvieh Bulls

(3-18 mo. old & 4 yearlings)

50 Commercial & Registered Females

(Approx. 25 bred Gelbvieh and Angus cows. Balance are open heifers and heifers bred to calve in the fall.)



BLACK CROSS • BALANCER BD: 2/8/03

1/2 interest and possession sells!

- Homozygous black, heterozygous polled
- Stacks leading curve bender/carcass genetics in both breeds
- 1/2 interest sold for \$21,000 through the Seedstock Plus Program
- First calves exhibit tremendous performance and substance



CE: +104 BW: -0.8 WW: +49 YW: +107 SC: +0.1 Milk: +18 TM: +43
 GEST: -2.1 CED: +103 CW: +24 REA: -0.06 MARB: +0.10 DTF: +5.1 CV: +35.18 FM: +46.91



EBY RETAIL PRODUCT 6202S • Angus • BD: 7/28/06
GAR Retail Product X KC Trend Traveler 3466

Ultrasound				SValues	
CE: 1+6.0	YW: 1+76	%IMF: 1+0.25	UFat: 1+0.004	\$W: +22.10	\$G: +22.31
BW: 1+2.7	Milk: 1+23	UREA: 1+0.36		\$F: +20.47	\$B: +40.59
WW: 1+38					



EBY RITO 112 7052T • Angus • BD: 2/18/07
Rito 1i2 of 2536 Rito 6i6 X GAR Scotch Cap K338

Ultrasound			\$Values		
CED: 1+4.0	YW: 1+87	%IMF: 1+0.34	UFat: 1+0.015	\$W: +17.75	\$G: +15.86
BW: 1+5.2	Milk: 1+17	UREA: 1+0.02		\$F: +28.38	\$B: +38.67
WW: 1+46					



EBY INTEGRITY 7016T • Angus • BD: 2/1/07
GAR Integrity X LHR Lucy 1074

Ultrasound			\$Values		
CED: 1+5	YW: 1+67	%IMF: NA	UFat: NA	\$W: +20.48	\$G: +27.67
BW: 1+3	Milk: 1+19	UREA: NA		\$F: +12.85	\$B: +33.01
WW: 1+35					



EBY NEW DESIGN 7175T • Angus • BD: 3/29/07
GAR 1407 New Design 6743 X Lyons Elba 9032

Ultrasound			\$Values		
CED: NA	YW: NA	%IMF: 1+0.15	UFat: 1+0.009	\$W: NA	\$G: NA
BW: 1+5.3	Milk: 1+26	UREA: 1+0.19		\$F: NA	\$B: NA
WW: 1+46					



EBY INTEGRITY 7011T • Angus • BD: 1/28/07
GAR Integrity X Lyons Traveler 5238R

Ultrasound			\$Values		
CED: 1+7.0	YW: 1+63	%IMF: NA	UFat: NA	\$W: +23.32	\$G: NA
BW: 1+4.0	Milk: 1+22	UREA: NA		\$F: +7.60	\$B: NA
WW: 1+39					



GREAT WESTERN 7128T • Balancer • BD: 3/16/07
Great Western 254N68 ET X Lyons Lady Allison 8160

CE: 102	BW: 4.7	WW: 45	YW: 82	Milk: 14	TM: 37
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GREAT WESTERN 7088T • Balancer • BD: 3/6/07
Great Western 254N68 ET X Lyons Rachel 8156 AK

CE: 110	BW: 2.2	WW: 40	YW: 74	Milk: 14	TM: 34
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Continental/Angus-cross feeder calf in their enterprise. The complimentarity of Angus and Gelbvieh also really seem to make the ideal bull for the commercial breeder, maximizing heterosis in every calf crop.

In addition to the Angus and Balancer bulls, we are including an outstanding group of 20 commercial bred and open females. These females are reproductively sound, bred right, in good condition and will produce calves with lots of marketing

potential. Backed by the Eby ranch guarantee, this sale offering will add pounds or performance to your next calf crop.

If I can answer any questions about the bulls or the commercial females in this offering, please give me a call. Consider this a personal invitation to join us on March 17 at the ranch for the Eby Ranch Spring Bull Sale.

Best Regards,
Clint Woodrow



INTEGRITY 7040T • Balancer • BD: 2/12/07
GAR Integrity X HCFA New Design 536R

CE: NA	BW: -0.4	WW: 28	YW: 73	Milk: 28	TM: 42
CW: 20	REA: 0.25	MB: 0.18	Df: 4	CV: 40.87	

Hybrid Vigor Advantages¹

Trait	Advantage of Crossbred vs. Straightbred
Cow efficiency (calf ww/cow wt.)	8%
Cow longevity	38%
Cow lifetime productivity	25%
Calf weaning performance	5%
Calf yearling performance	4%
Total Average Annual Dollar Impact	\$116.88

¹ Crossbreeding... The Smart Way to Add to Your Bottom Line brochure, American Gelbvieh Assn.

SALE DETAILS

- Free delivery within 100 miles
- Unconditional first season breeding guarantee
- 100% sight unseen guarantee if selected by Eby Ranch or MMS Marketing
- Free board until April 15
- All bulls will be semen checked
- All bulls will have tested negative for PI BVD

Crossbreeding and Cattle Feeding

CROSSBREEDING WITH GELBIEH GOES HAND-IN-HAND WITH FEEDYARD PREFERENCES

By Wayne Vanderwert, AGA Executive Director

It's easy to get the impression that cattle feeders and packers want Angus. With the proliferation of branded beef programs one gets a sense that Angus cattle, and the higher percentage the better, is the only thing in demand. As is often the case, perception and reality are two different things.

If you study the preferences of the largest cattle feeders you'll find that the majority want Continental influence in the cattle.

Most of the recent talk and renewed interest in crossbreeding has focused on the cow-calf producer. But the benefits are also important in the feedlot sector. Remember there are two reasons cattle producers crossbreed: first for breed complementarity and second heterosis. It is important that Gelbvieh seedstock producers understand this in order to make Gelbvieh the "Continental Breed of Choice".

Breed complementarity comes from crossing two breeds where the strengths of one breed compensate for the weaknesses of the other breed and vice-versa. Heterosis, or hybrid vigor, is when the offspring are superior to the average of the parents. Heterosis normally is greatest in the traits that are low in heritability.

Since growth traits are moderately heritable and the carcass traits highly inherited, it would seem that heterosis would have only a small economic impact in the feedlot. On the other hand, heterosis plays a big role in many of the reproductive traits, so it's little wonder that more talk is generated about crossbreeding's importance to the cow-calf producer. However, recent concerns about observed increases in health costs and death loss might be attributed to a lack of heterosis in higher percentage and straightbred cattle in the feedyard.

BREED COMPLEMENTARITY & FEEDLOT ECONOMICS

From a feeder's perspective, there is no single better reason to crossbreed and simultaneously demonstrate breed complementarity than in the balance of quality grade and yield grade. It is textbook classic and the reason why the majority of cattle feeders prefer Continental x British (Angus) in their pens.

No stranger to the Gelbvieh breed, Tom Brink, Senior Vice President of Five Rivers Ranch Cattle Feeding LLC, outlined his company's preference for breed composition at the 2006 Beef Improvement Federation meeting in Mississippi. Five Rivers is a recent joint venture between

ContiGroup and Smithfield Foods, making them the largest cattle feeder in the world with a one-time capacity of 811,000 head.

Five Rivers' preference is a Continental X Angus that is 50 to 75% Angus and 25 to 50% Continental. While Brink hinted that they preferred no Brahman influence, he was quick to point out the necessity of having "ear" influence in southern-based cowherds for heat tolerance. His maximum percentage for a heat tolerant component is 25%.

From the early Meat Animal Research Center germplasm evaluations it was quickly learned that the Continental breeds like Gelbvieh, Charolais, Limousin and Simmental, were typically higher growth cattle with bigger ribeyes, less fat and higher retail product than the British breeds. Angus cattle fattened more readily and had higher quality grades due to their genetic ability to deposit marbling.

What feeders like Tom Brink desire is to capitalize on the breed complementarity that a well-designed crossbreeding program provides. The Gelbvieh breed's SmartCross® program targets just such an animal. "This combination makes the right-sized, good-feeding, good-grading, good-yielding animal that covers a lot of important bases," according to Brink. No doubt the most important base he refers to is simply economic, and these cattle will feed more cheaply and go to the rail with more value than cattle that bend the percentage curve too far out of bounds.

HETEROSIS AND HEALTH

There is an emerging feeling among feeders that crossbreeding plays an important role in improved health. There isn't much talk about the importance of feeder calf health in seedstock circles. It is not as glamorous as selecting for more yearling weight or milk, it's difficult to measure, and there certainly isn't an EPD for immunity. But this is exactly the kind of trait where heterosis plays an essential and economic role.

Health is as important to the feeder's bottom line as many of the traits seedstock providers normally tackle. Data on more than 75,000 cattle harvested from Five Rivers' feedyards in February 2006 demonstrate the consequences. The groups with no death loss were \$40/head more profitable than the death loss category where groups ranged from 2 to 5% and averaged 2.49% mortality.

To get around the problem, many feeders like

Five Rivers, feed predominantly yearling cattle. Feedyards that focus on calf-feds are particularly sensitive to keeping cattle healthy.

Problems persist and appear to be worsening, even though there has been a big educational push over the last decade or more on the importance of preconditioning, weaning, VAC-45, modified-live vaccine use, etc. Is this related to the fact that more high percentage Angus cattle are in the pipeline? That's the conclusion some in the industry are reaching.

Dr. Pete Anderson, a Technical Service Manager for VetLife, provides hard evidence that health costs and death loss are on the rise in feedlots. VetLife, which services feedlot clients with a number of products, has developed the Benchmark Performance Program, a database that helps their member feedlots identify the positive and negative contributors to profitability.

"The increase in health related costs and death loss has been a steady trend over the last several years," says Anderson.

He agrees that these trends are surprising when you consider the emphasis on pre-shipment health programs, but he states, "What is really concerning is the fact that health costs per head have risen even though the cost of many health products themselves has declined in the same time period."

The feeling that this might be related to the swing away from crossbreeding and the increase in higher percentage Angus cattle parallels what has been witnessed in the dairy industry. There is now interest in crossbreeding dairy cattle after many decades of Holstein dominance. Improved health was one of the big advantages cited in studies where Holsteins were crossed with other dairy breeds and compared to straightbred Holsteins. This should not be surprising since it is expected for heterosis to play a role in low heritable traits like disease resistance, hardiness and fitness.

Credence to this hypothesis also comes from a major western feeding and branded product entity that has focused on straightbred Angus cattle. Increased health costs resulted as the potential for heterosis declined in their feeding operation.

None of this is rocket science. Providing cattle that meet the expectations of feedyard operators, packers and consumers should not be that difficult. Gelbvieh, Balancers and the SmartCross Program are positioned to make it happen with cattle that are genetically designed to increase profitability.



**EBY WESTERN
HAULER 028S
NATIONAL CHAMPION
BALANCER BULL,
2008 NATIONAL
WESTERN
STOCK SHOW**



**EBY MISS
WESTERN 6215S
GRAND CHAMPION BALANCER,
2007 AMERICAN ROYAL
RESERVE GRAND CHAMPION,
2008 NATIONAL BALANCER
SHOW IN DENVER**

**A HALF SISTER
TO THESE TWO
SHOW WINNERS.
SHE TOPPED OUR
FALL 2007 SALE
AND WENT TO
DROMGOOLES
IN TEXAS.**



Join us March 17, 2008 at the ranch.



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Emporia, KS 66801**



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