



SINCLAIR CATTLE COMPANY, INC.

Original N-Bar Genetics Working For You

Staying true to the Legacy



Jeff Ward

Innovators



Jeff Ward

Father time is and will always be our greatest test, for he ensures change will be inevitable. Visionaries are much maligned, often made fun of and more often, misunderstood. People like to use the term "they think out of the box," but as my friend Bruce Gore, a true visionary, says; "Some people's box is just larger than others." I feel privileged to have known the following men, and parts of each of them are reflected in the Sinclair breeding program today. I would like to share a few memorable quotes that each of these men shared with me along the way.

Conrad Grove was quite an innovator. I met "Connie" in 1971. At that time, Connie was managing Soliel Farms of Pennsylvania. Soliel was owned by one of the principal owners of Sunoco Oil Company. It was Connie's belief that agriculture needed investors who had the ability to allow cattlemen to build and maintain large groups of genetically superior seedstock. When I met Connie, I was a young teenager compiling a nucleus to start my Angus seedstock base. This base consisted of daughters of Ankonian President and daughters/granddaughters of Ballot of Belladrum. These foundation females can still be found in many of the pedigrees of females at Sinclair Cattle Company today.

That year, the Angus breed was going through the second phenotypic change in its history. Breeders began sourcing seedstock from Canada, parts of the western U.S., and Maryland to add size

to the belt buckle cattle that had been produced in herds in the Northeast and Midwest during the '50s and '60s. I remember the words that Connie told me at the start of my venture; "Stay away from the dwarfs and stay away from the giants."

Connie was the first to request that the American Angus Association (AAA) record carcass data from feedlot steers he was retailing through Soliel's farm store in 1973. In 1980, he installed the pin pointer system. This system allowed him to track the feed conversion of all of his feedlot cattle as well as his bulls on test. While he was a member of the board of directors of the AAA in the mid '80s, his vote, along with the votes of a few other insightful men, saved our industry's greatest branded program, Certified Angus Beef. The Certified Angus

Beef program was being voted on to be abolished by the AAA board at the time. The program survived by one vote. Today these men are considered to have had a great vision of the future.

Connie started with me at Sinclair Cattle Company in 1996 and was with me the day that we selected "4465" as a bred heifer. In the subsequent four years, we traveled thousands of miles together evaluating beef genetics. Possibly our most significant trip took place in 1998, when we visited Tom Elliott at the N Bar Ranch, where we evaluated over 400 bulls in one day. While not

Original N-Bar Genetics Working For You

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Spring 2011

Page 2

A Few Comments
Lewis Hagen



Page 3 • Sinclair Breeding Program

Pages 4-6

Is the Angus Breed on the Right Course? A MARC Update
Dr. Bob Hough



Page 7 • Sinclair Bull Sale

March 26, 2011

Pages 8-10

Culver Cattle's high-altitude, all-natural Angus cattle rely on Sinclair genetics



Page 11

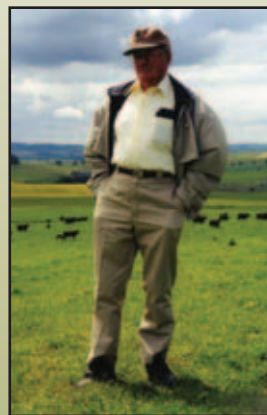
In Memory
Larry D. Nissen

Thomas E. Lane

comparing notes until the end of our evaluation, we both had selected N Bar Prime Time D806 as our number one bull. We returned to the N Bar in November of that year and subsequently purchased "D806." N Bar Prime Time D806 went on to be the top marbling bull of the Angus breed and is still living today at 15 years of age in a paddock outside my home.

Unfortunately, Connie was not able to go with me to the N Bar in 1999 when I began Sinclair Cattle Company's most strategic acquisition, that of Tom Elliott's genetic base, for his health

continued next page>>



Conrad "Connie" Grove

would not allow him to attend. Tom Elliott is also quite the innovator—not only for his horticultural work with noxious weeds but also for his ability to breed seedstock cattle. Tom's commitment to production agriculture will be recognized and revered for all time. I remember Tom telling me during one of our many conversations about breeding cattle; "While I don't recommend ignoring industry trends, you have to think for yourself. Trends can get people in trouble—sometimes you have to look beyond the trend."

After the N Bar cow herd acquisition, Connie's health complications increased rapidly. I quite often reflect on Connie's insight into a great breed of cattle. Upon leaving during my last visit with Connie, he stated; "Don't allow your cattle to pass the big side of the middle of the road."

Connie introduced me to Ray Woodward in 1973. Ray was another great innovator. When I met him, Ray was assessing and acquiring bulls for ABS from many of the prominent performance breeders of the day. I still use the 1973 ABS sire directory that Ray gave me to illustrate anatomic correlations from the Continental cattle that were brought to America at that

time. Ray and I were reflecting on that sire directory many years later when I took Cody Jorgensen to meet him in 1997. Ray stated they had started the sire directory with 64 Simmental bulls. Upon reflection, he felt this only served



Dale Davis, Conrad "Connie" Grove and Jeff Ward

one purpose—to confuse the public on which bull to use. This again is just another sign of the times. Ray told me this in 1973; "Ultimately your cattle will only be as good as you are critical of them."

Ray introduced me to Garold Parks in 1976. Garold, also an innovator, was the geneticist at Pioneer Beef, a division of Pioneer International, at the time. Garold, along with Ray, had purchased RR Rito 707 at the Stanford Bull Test in 1968 from Dale Davis. Garold was very instrumental in the reintroduction of RR Rito 707 at Sinclair Cattle Company and devised the identification system we currently use today. Garold would later have great influence on my insight and cattle breeding philosophy. Garold introduced me to Dale Davis in 1978, and eight years later, Garold and I traveled to Montana to evaluate DHD Traveler 6807 and Papa Rito T Intense DHD 6844 as calves. We later tried to purchase "6807" at the Midland Test Sale but were unsuccessful and ended

up being the contending bidder that day. This was due to the fact that the company we were representing at the time had us on a limited budget. I still recall Garold's words in response to my disappointment in not getting the bull; "Do not stray from the courage of your convictions." "6807" was different than a vast majority of the bulls being selected at that time.

Dale Davis was another innovator. His steadfast vision in the '60s led to new ways of evaluating beef genetics. His purchase of Rito N Bar led to the creation of RR Rito 707. You only have to reflect on the Angus breed's first sire evaluations to recognize his positive impact on the Angus breed. Dale and I became good friends and he was very influential in the current format in which Sinclair Cattle Company operates today. Dale and I were partners on several bulls including PAPA Rito T Intense DHD 6844. At one point, we considered bringing in a third party as a partner on the bull, although the deal ultimately fell apart. At that point in time, Dale, who had an uncanny ability to express things in a humorous way, grinned and said; "They allowed greed to overwhelm good sense."

The knowledge and experience that each of these men shared with me has had a profound influence on my life and my philosophy of breeding Angus seedstock. I will always cherish the moments in time that we shared together.

A Few Comments from Lewis Hagen



Lewis Hagen

On behalf of all of us at Sinclair Cattle Company, I would like to express our thanks to Donald and Rosalie Culver, and their ranch manager, Jon Gabel, for sharing about their ranch and breeding program in this newsletter, and to Dr. Bob Hough for his informative article based on USDA Meat Animal Research Center (MARC) research data. This is the fourth article written by Dr. Hough that we have published in one of our newsletters. Dr. Hough's previous articles can be accessed in the archived newsletters section of our website at www.sinclaireattle.com.

The Culver Cattle Company interview brought to mind a problem I had delivering their bull, Sinclair Mountain Pass, following our 2005 bull sale. Things were coming along pretty well until the turbo on my pickup truck gave out between Buffalo and Casper. That resulted in the truck and trailer being towed back to Buffalo behind a tow truck with the bull in the trailer and me in the cab of the tow truck. Luckily, Jeff arrived at about the same time the tow truck pulled my outfit through the alley to unload the bull at the Buffalo Livestock Auction. We reloaded Mountain Pass onto Jeff's trailer and got the bull delivered in good shape.

The catalogs for our spring bull sale will be mailed the first week of March, timed to arrive at least two weeks prior to sale time. This is also the first year that we will feature an early video preview of our sale offering over two weeks prior to our sale, scheduled to be aired at 1 p.m., March 8, on RFD TV. We encourage you to take advantage of this opportunity to view our sale bulls. You can also order a video of the sale bulls by contacting Superior Productions at 1-800-431-4452 or Sinclair Cattle Company at 1-800-761-2077, or visit us online at www.sinclaireattle.com. Our sale bulls can also be viewed at the Veltkamp Livestock (old Wytana Ranch headquarters) located just a couple of miles southwest of Manhattan, Mont.

We welcome your interest in our breeding program and look forward to seeing you at our March 26 bull sale in Buffalo, Wyo. Please don't hesitate to give us a call if we can provide you with any additional information or assistance.

A Breeding Program – *Designed to optimize, not necessarily maximize*

Our objective here at Sinclair Cattle Company is to create predictability and stay-ability in our cattle through line breeding to ensure long-lasting genetic value and profitability for our customers. Line breeding – and the subsequent selection of individual animals that exhibit the traits you are targeting – is the only process that sets genes. Individuals produced through line breeding, after sorting away the undesirables, create a greater percentage of predictability displayed in their progeny and offer increased heterosis for the industry. This leads to genetic advances and profits. Line breeding is not an approach for the faint of heart. We must ensure that the cattle selected through the process possess the valued traits to ensure success for our customers. Amassing higher degrees of consistency for a particular genetic characteristic is the purpose of line breeding over generations.

Uniformity and efficiency are areas in which we make decisions with especially great resolve. Reproduction is the essence of animal production. Thus, reproductive efficiency will always stay at the forefront as we continue to evaluate and improve beef genetics. Soundness has a direct correlation to reproduction. The ability of cattle to anatomically move freely in their environment is conducive to achieving higher pregnancy rates, thus leading to greater reproductive efficiency and longevity. Longevity allows us to extend our investment cost over a longer period of time, giving us greater flexibility in managing and marketing our cattle.

We have always searched out cattle to fit this philosophy. Thirty years' worth of the relentless efforts of Tom Elliott have left us with a gene pool of immense economic importance. Combined with the efforts of Dale Davis and our select Jorgensen-bred cattle, our linebred base allows us tremendous flexibility within our herd. Sinclair's N-Bar Legacy bulls, from Tom Elliott's genetic base, ensure fertility, calving ease, carcass quality, survivability, brilliant udder structure, and unprecedented longevity. Muscle and explosive growth, as well as fertility, carcass quality, and time-tested do-ability are included in our Dale Davis lines. The Jorgensen genetics add appetite, gain-ability and efficiency to this linebred base. All of these attributes help insure economic success.

Our obligation as a seedstock producer is to keep the commercial cattle producer's needs in mind and fulfill them. That's our goal here at Sinclair. We do what we do to ensure predictability in your offspring – and to raise those time-tested cattle that will help us all survive the hardest of times.

A Foundation Gene Pool



2004 Sinclair Extra 4X13



1986 Sinclair Emulation EXT



1982 Emulation N Bar 5522



1968 Emulation 31



1960 Rito N Bar



1967 RR Rito 707



2000 Rito Revolve OR5



2003 Sinclair Rito Legacy 3R9

Original N-Bar Genetics Working For You

**Staying true
to the Legacy**

*Profit from generations of
deeply embedded
reproductive efficiency
and carcass value*



**SINCLAIR CATTLE
COMPANY, INC.**

Is the Angus Breed on the Right Course?

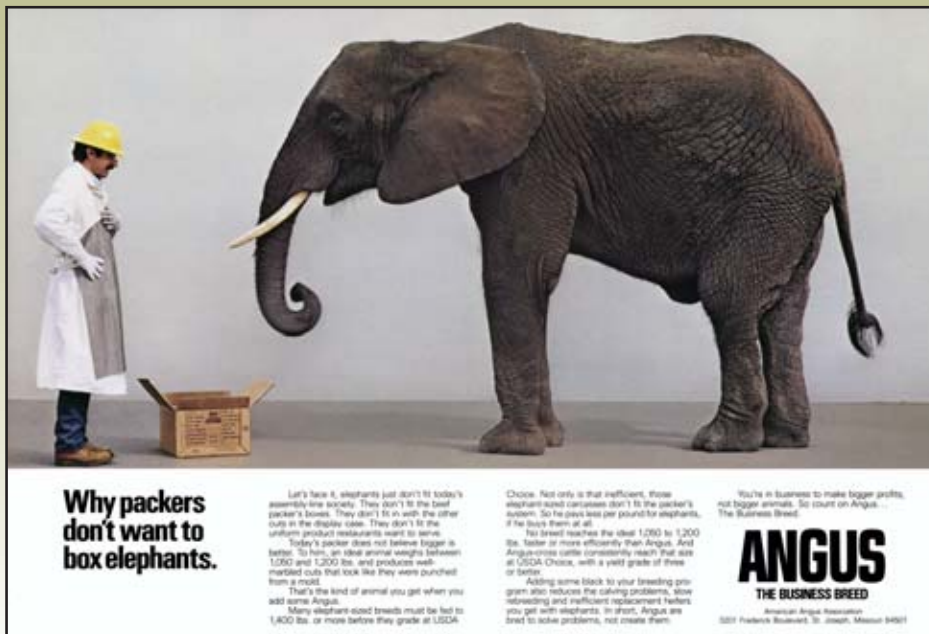
A MARC Update

By Dr. Bob Hough

The American Angus Association (AAA) must be admired for always supplying their breeders with industry-leading selection tools. Let's look at what they have accomplished over the years. In 1956, they started a performance program which led to collection of weaning weights in 1959—first among any major breed and second only to Red Angus, who started an association with a handful of breeders in 1954, based on performance. AAA started a carcass program in 1962, which led to 1972's National Sire Evaluation Program and eventual carcass EPDs. No breed association would ever come close to AAA in quantity and quality of carcass data from that point forward. They started releasing a genetic evaluation (EBVs) on sires that had gone through structured tests in 1974, and in the fall of 1980, with the guidance of Dr. Richard Willham of Iowa State, AAA led the industry by releasing EPDs on bulls whose data was derived from the field instead of structured tests. They then made the jump to EPDs on the entire herdbook in 1987.

AAA blazed a path for the industry when they, in conjunction with Iowa State, developed ultrasound to test live animal body composition traits, culminating in the publication of the first ultrasound EPDs in 1998. At the turn of the century, I was pleased to work with Iowa State, AAA, and eventually the Charolais Association to design and implement the Ultrasound Guidelines Council when it became apparent we needed an organization to test field and lab technicians as well as software for certification for use in the industry. AAA always had more EPDs than any other breed, so in the 21st century they added dollar indexes in an effort to simplify the selection process. More recently, they have again led the industry by developing genomically enhanced

EPDs. Instead of making the mistake of printing another EPD, all data for a certain trait is put into the model—carcass, ultrasound, DNA—to come out with a single EPD. Lastly, they are doing what no other breed association is capable of, and that is running a weekly EPD run for all traits. All in all, quite a track record of success.



Why packers don't want to box elephants.

Let's face it, elephants just don't fit today's assembly-line industry. They don't fit the packer's boxes. They don't fit in with the other cuts in the display case. They don't fit the uniform product restaurants want to serve. Today's packer does not believe bigger is better. To him, an ideal animal weighs between 1,050 and 1,200 lbs. and produces well-marbled cuts that look like they were purchased from a crowd.

That's the kind of animal you get when you add some Angus.

Many elephant-sized breeds must be fed to 1,400 lbs. or more before they grade at USDA Choice. Not only is that inefficient, those elephant-sized carcasses don't fit the packer's system. So he pays less per pound for elephants, if he buys them at all.

His breed reaches the ideal 1,050 to 1,200 lbs. faster or more efficiently than Angus. And Anguscattle consistently reach that size at USDA Choice, with a yield grade of three or better.

Adding some black to your breeding program also reduces the calving problems, slow maturing and inefficient replacement heifers you get with elephants. In short, Angus are bred to solve problems, not create them.

You're in business to make bigger profits, not bigger animals. So count on Angus.

ANGUS
THE BUSINESS BREED

American Angus Association
10311 Frederick Boulevard St. Joseph, Missouri 64501

What have Angus breeders done with all these tools? History would show that far too many breeding programs have been driven by “fads” that typically take traits to the extreme. I recall that when AAA came out with the famous “Elephant” ad campaign (above), which arguably was the start of Angus’ dominance, Angus cattle were probably the biggest framed cattle in show barns. Unfortunately, it appears the extremes that used to occur in the showing are now being transferred to performance traits and indexes. In the mid-90s it was little calves at birth, then big testicles, high marbling, big ribeye, high Dollar Beef (\$B), and the list goes on.

Dr. Bob Hough recently served as executive vice president of the North American Limousin Foundation from 2009 to early 2011, and is now a consultant, freelance writer and semi-retired. Prior to '09, he was the executive director of the Red Angus Association of America headquartered in Denton, Texas for ten years. Bob was raised in Pennsylvania where his family had a general livestock farm and received his undergraduate degree from Penn State in 1982. He went on to receive his M.S. from University of Connecticut and Ph.D. from Virginia Tech, all in animal science. His previous experience includes serving as an Extension specialist in both Arizona and Maine, and marketing coordinator for the Red Angus Association of America.

While Bob worked with the Red Angus Association of America, the breed grew from 12th to fourth largest breed. Bob developed the industry's first USDA Process Verified Program—Red Angus' Feeder Calf Certification Program. Bob also implemented Red Angus' carcass EPD program and negotiated value-based marketing grids with two major packers, the first of its kind in the industry. He was also involved in the design of the industry's first “Total Herd Reporting” program, which was implemented at Red Angus. Under his leadership, in 2002, Red Angus released the industry's first Reproduction Sire Summary. In 2004, at the Association's 50th anniversary, he was named one of the “50 Most Influential People of Red Angus.”

Bob served on the board of directors of the Beef Improvement Federation (BIF). With BIF, he has also served on the Program Committee, served as chair of the Whole Herd Reporting Committee, been a *Guidelines: For Uniform Beef Improvement Programs* author, served as editor for the “Breeding Herd Evaluation” section of *Guidelines*, and in 2004, received the BIF Continuous Service Award. He was also one of the founding members and the first chair of the Ultrasound Guidelines Committee, which oversees certification of all ultrasound field and laboratory technicians.

Bob served as president of U.S. Beef Breeds Council, on the board of directors of the National Beef Cattle Evaluation Consortium and on the board of directors of the National Pedigree Livestock Council. He was inducted into the Maine Beef Industry's Hall of Fame and received the Red Angus Association of America's Distinguished Service Award. He has also written more than 200 scientific, technical, and popular press articles; wrote the book *The History of Red Angus; coauthored Breeds of Cattle* (www.breedsofcattle.net); been quoted in many national articles; and has been invited to speak on programs in 27 states, four Canadian provinces, Ireland, Paraguay, Bolivia, and Brazil. Bob has served on the steering committee for the National 4-H Livestock Judging Contest for over 20 years, and has judged livestock shows in 15 states, four Canadian provinces, Brazil, and Paraguay. He has traveled on beef cattle business to 49 states and nine Canadian provinces.

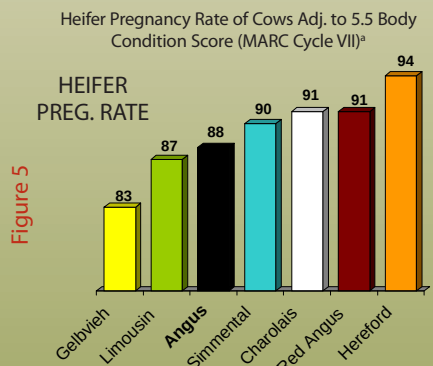
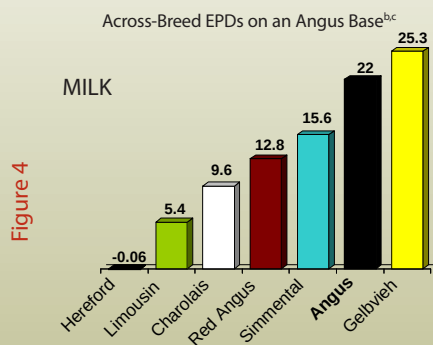
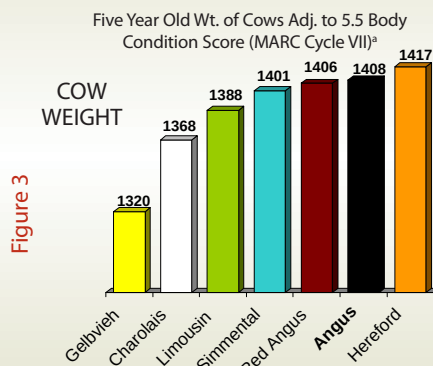
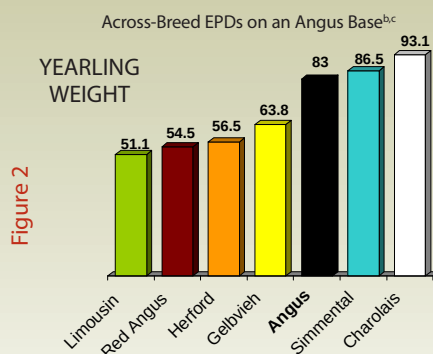
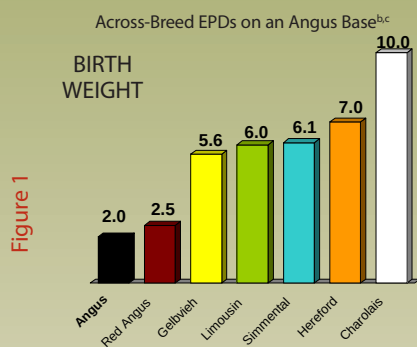


R.L. “Bob” Hough

Let's step back and remember what an Angus is supposed to do. Angus are moderate sized cattle which should be able to be backgrounded. Above all, they must be excellent cows with outstanding reproduction, longevity, low maintenance, and be trouble free and capable of weaning a calf that is a high percentage of their body weight. Angus should hang average size carcasses that will grade a very high percent USDA Choice with as few USDA Yield Grade 4s and 1s as possible. If they are high percentage Angus, I worry almost as much about the 1s as the 4s because the last thing a producer wants to do is put the heifer mates of Yield Grade 1 steers back in the herd, because they won't make good cows. Luckily, a core group of breeders has stayed true to these basic Angus traits. However, on the whole, the breed has definitely drifted away from its strengths.

Now let's see where the Angus breed is today based on the latest research. The breeders have definitely used the tools provided to them by the Association. The USDA Meat Animal Research Center (MARC)^a shows that Angus has annually increased weaning weight, yearling weight and milk faster than any other breed, but has also increased birth weight more than any other breed except Hereford, while in general, the Continentals have decreased birth weight. Angus is still the calving ease leader, but not by the margin once enjoyed. (Figure 1) Despite this, from practical experience, Angus calves are widely known to have more vigor at birth than many breeds, which is extremely important to having a high percentage of live, healthy calves.

When the across-breed tables^b are converted^c, it reveals that Angus now has more growth than all breeds but Charolais and Simmental, which it closely follows. (Figure 2) Growth is highly correlated to mature weight, and in the latest MARC Cycle VII^a data, mature Angus cow weight on a body condition score constant basis were larger than all breeds except Hereford. Bigger than all the Continental breeds including Charolais! (Figure 3) When you apply the across-breed EPD table, it shows that Gelbvieh has the most milk, followed closely by Angus, which were above Simmental and all other breeds by a good margin. (Figure 4)



... and in the latest MARC Cycle VII^a data, mature Angus cow weight on a body condition score constant basis were larger than all breeds except Hereford. Bigger than all the Continental breeds including Charolais!

Dr. Bob Hough

Maintenance requirements are a function of body size (actually surface), and visceral and organ mass. High milk cattle have conclusively been shown to have more visceral and organ mass which gives them higher maintenance requirements, whether they are lactating or not. Thus, with the average Angus cow's size and milk potential, the breed has become one with some of the highest maintenance-cost cows in the industry. The train is definitely off the tracks here, but there are herds that have not followed the fads of growth and milk. Does the Angus breed really need 100+ pound Yearling Weight EPD/high Milk EPD cattle, which seems to have become the norm for most high-use herd sires? Why is no one paying attention to \$E, the maintenance energy index? Again, luckily there is a large group of like-minded breeders who have stayed at home in terms of breeding Angus for what they are meant to be—medium size cows with milk adaptable to a wide range of environments and reasonable growth.

Angus have also always been known for reproductive prowess, yet the MARC Cycle VII data gave room for pause. Pregnancy rates of Angus yearling heifers trailed Hereford, Red Angus, Charolais and Simmental while being only one percent above Limousin, with Gelbvieh bringing up the rear. (Figure 5) It is interesting that Gelbvieh reaches puberty earlier than the other breeds by a wide margin but has the lowest heifer pregnancy rate by a good margin. It goes to show that producers should use the heifer pregnancy EPD instead of the Scrotal Circumference EPD as a proxy to increase heifer fertility. *continued next page>>*

Another troubling statistic from the MARC data is Angus now produce the largest slaughter weights. (Figure 6) With their growth potential, this means many Angus are no longer candidates to be backgrounded and must be calf fed. A couple examples of backgrounding are grazing calves on wheat pasture in Oklahoma or roughing calves through the winter and grazing them the second summer in the Sand Hills. Cattle with too much growth will end up with too many overweight carcasses if put in one of these systems, thus must be put on feed as calves to avoid overweight discounts. However, with grain prices of recent years, feedyards are looking to background as many cattle as possible to put on cheap gains before putting cattle into the lot; so average Angus possibly losing this ability is a big strike. We must question if Angus should have the extremes in Yearling

Weight EPD and frame creep we are witnessing today. Angus and Red Angus still stand out by a good distance from the other breeds in marbling score and percent Choice. (Figure 7) Far too many of today's Angus seedstock producers are breeding cattle with high maintenance requirements, very high milk, lack of fertility, and an inability to be backgrounded because they are chasing too much growth. Commercial producers should be looking to Angus seedstock operations for bulls that have stayed true to basic Angus traits. These would moderate mature size, milk within reasonable bounds for their environment, and growth low enough that cattle do not have to be calf fed.

What has gone wrong with Angus, which has been shown to be the industry's greatest single breed? Again, it goes back to fads. For example, there are many breeders currently fixated on \$B and ribeye area. \$B is a terminal, feedlot index that completely misses the fact that Angus should first and foremost be mother cows. By the same token, there is the \$E index that is meant for finding cattle with the lowest maintenance requirements that is virtually ignored by mainstream Angus breeders. The two, at minimum, should be given equal importance, or err on the side of \$E!

The ribeye area fad is also troubling. Angus cattle should be average muscled with high marbling, but I have been to large bull sales with both Angus and Limousin where the Angus scanned bigger ribeyes than the Limousins. Angus are not meant to be Continental cattle, nor should they try to compete with them. That is what crossbreeding is for. Muscling has also been shown to have a negative correlation on reproduction in several breeds, so we can assume the same holds true for Angus.

Angus breeders have been famous for using quick generation intervals to make what they hope is genetic progress. This only intensified with embryo transfer when breeders even started flushing virgin heifers, sometimes to unproven bulls. By doing this, over time, you create a herd of

“paper” genetics where you really do not know what you have. This is when fertility and longevity can really start to slide in a herd and even a breed. Cows need to be proven to be candidates for embryo donors and more emphasis needs to be put on longevity as a breed. Of course, you only had to view Sinclair's female sale last year where they sold the original N-Bar cow herd. The youngest of those N-Bar cows was 1999 and the cows were still producing seedstock quality cattle. Examples like this are reassuring that there are still large pockets of highly fertile Angus cattle with phenomenal longevity.

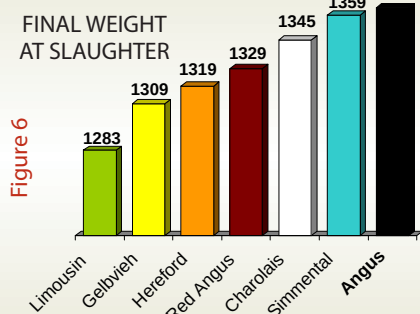
There is a lot of hope as some of the very best minds belong to Angus breeders. I have always said Angus can get into trouble faster than any other breed, and they can get back ahead of all the other breeds faster than anyone could think possible. The average Angus bull still leads other breeds in calving ease while maintaining excellent calf vigor. There is also a tremendous built-in demand for reputation Angus feeder cattle compared to all other breeds. They have excellent brand recognition, perform, stay healthy and do well on the grid. Most importantly, there is a core group of substantial breeders that have not chased the fads and have stayed true to the purpose of Angus cattle in our beef complex. They have maintained moderate size, low maintenance cows with sensible milk, high fertility and longevity, which will produce bulls that sire calves that can be either backgrounded or calf fed, ultimately resulting in high quality carcasses. If Angus breeders use the cutting edge tools AAA provides to breed Angus cattle true to their utility in the industry, instead of chasing fads, the outlook for the breed will be brighter than ever.

^aCundiff, L.V., R.M. Thallman, L.D. Van Vleck, G.L. Bennett and C.A. Morris. 2007. Cattle Breed Evaluation at the U.S. Meat Animal Research Centre and Implications for Commercial Beef Farmers. Proceedings of the New Zealand Society of Animal Production. Vol. 67: Pg. 9-17.

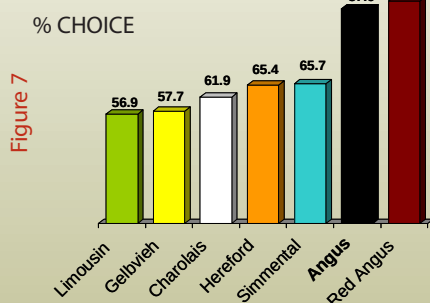
^bKuehn, L. and M. Thallman. 2010. Across Breed EPD Release. Proceedings. www.beefimprovement.org.

^cBreed average EPD: www.angus.org, www.charolaisusa.com, www.gelbvieh.org, www.hereford.org, www.nalf.org, www.redangus.org, www.simmental.org.

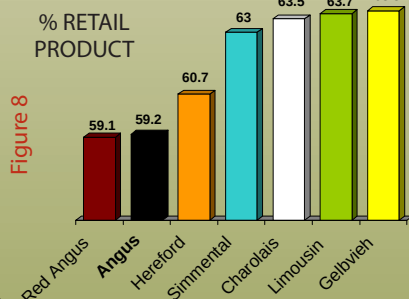
Final weight and carcass traits of steers fed to a constant age (445 days) at slaughter (MARC Cycle VII)^a



Final weight and carcass traits of steers fed to a constant age (445 days) at slaughter (MARC Cycle VII)^a



Final weight and carcass traits of steers fed to a constant age (445 days) at slaughter (MARC Cycle VII)^a



A BULL OFFERING

Profit from generations of deeply embedded reproductive efficiency and carcass value

Original N-Bar Genetics
Sharing the
Legacy
Working for You



**239 ANGUS
BULLS SELL**
209 yearlings
30 fall yearlings &
two-year-olds

SONS OF THESE SIRES SELL

Emulation 31
N Bar Emulation EXT
N Bar Emulation Ext A1747
N Bar Extra B310 A144
N Bar Prime Time D806
O C C Emblazon 854E
PBC 707 1M F0203
QAS Traveler 23-4
R R Rito 707
Rito Revolve OR5
Sinclair Emulate 7XT28
Sinclair Emulation 5522 XP
Sinclair Emulation Line X
Sinclair Extra 4X13
Sinclair Extravagant 6X7
Sinclair Grass Master
Sinclair MT Time 2P77
Sinclair Multi-X
Sinclair Net Present Value
Sinclair Picasso
Sinclair Rito Legacy 3R9
Sinclair Standard Bearer
Sinclair Wajima 6R110
Dunlouse Jipsey Earl E161
Pinebank Waigroup 41/97

BULL SALE
MARCH 26, 2011
11:00 AM MST

Live broadcast via Superior
Productions 1-800-422-2117

**EARLY PREVIEW OF
SALE BULLS**



TUESDAY, MARCH 8, 2011
1:00 PM MST

Our program demands reproductive efficiency, soundness, longevity, and consistency in our cattle. We consider these to be necessity traits.

This bull offering is designed to optimize, not necessarily maximize. We breed for balanced traits to ensure that your calf crop represents the best possible blend of economic traits.

For a real world, 'no hype' investment you can add these profit-making genetics to your herd.

Sinclair FORTUNATE SON

Reg 16648841 • DOB: 2/11/10



CED	BW	WW	YW	MK	CW	Marb	RE	\$EN
+7	+4	+45	+94	+19	+33	+30	+12	+.62
BW	WW/Ratio	YW/Ratio	Sc (yrlg.)	\$W				
84	776 / 114	1339 / 120	39 cm	+23.68				

Sinclair PRAIRIE CHIEF OG6

Reg 16650219 • DOB: 2/17/10



CED	BW	WW	YW	MK	CW	Marb	RE	\$EN
+9	-.2	+52	+95	+22	+23	+.40	-.03	-2.39
BW	WW/Ratio	YW/Ratio	Sc (yrlg.)	\$W				
79	811 / 119	1347 / 121	40 cm	+29.62				

Sinclair MEMENTO 0RL1

Reg 16648794 • DOB: 1/23/10



CED	BW	WW	YW	MK	CW	Marb	RE	\$EN
-1	+3.2	+45	+87	+20	+21	+.25	-.08	+1.89
BW	WW/Ratio	YW/Ratio	Sc (yrlg.)	\$W				
95	768 / 113	1278 / 115	35 cm	+21.45				

Sinclair EMULATE 0IB3

Reg 16649081 • DOB 2/14/10



CED	BW	WW	YW	MK	CW	Marb	RE	\$EN
+7	-.1	+41	+81	+21	+25	+.41	-.06	+2.82
BW	WW/Ratio	YW/Ratio	Sc (yrlg.)	\$W				
79	707 / 104	1205 / 108	41 cm	+25.79				

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By Ariel Overstreet

Owl Creek Ranch • photo courtesy Culver Cattle

Culver Cattle's high-altitude, all-natural Angus cattle rely on Sinclair genetics

When I got a hold of Jon Gabel, general manager of Culver Cattle, it was hard to miss the stress in his voice. He had just gotten in from spending the day out with 300 first-calf heifers as they were starting to calve at the mile-high Boulder Valley Farm in Lafayette, Colo. The temperature had dropped 80 degrees in two days and the heifers were out on pasture. He said they had put out a lot of hay and were just watching to see if everything could hang on until forecasted warmer weather would give them a reprieve.

"What a week!" Jon said. "We have gone from 60 degrees to -20 in 48 hours. We are so grateful to have first calf heifers that can endure the stress of the extreme weather while still being able to become great mothers."

After calving, the heifers will return to Culver Cattle's Owl Creek Ranch located near Walden, Colo. to join the cowherd. The 20,000+ deeded and leased acres of the Owl Creek Ranch are a balance of high-mountain range and irrigated meadows. "Our biggest challenge is our environment," Jon said. "Our mature cow herd lives at 8,200 feet elevation year round in a valley notorious for long cold harsh winters."

Culver Cattle addresses the environmental challenge by selecting breeding bulls with low pulmonary artery pressure (PAP) scores, never making an exception. They also select for moderate frames and the ability to do well on a grass diet during every season.

"Our cattle do not get second chances," Jon said. "They fall out of the program if they are not able to uphold our high culling standards. Our philosophy is based on the realization of what a small profit margin there is in most agricultural businesses. Keeping this in mind, we focus on developing cattle that are feed efficient with low maintenance."

When the calf crop is weaned, steers are marketed in an all-natural program and placed on feed. The best heifer calves are sent to the Boulder Valley Farm unit where they are fed a high-roughage diet, A.I.ed, and calved out.



Jon Gabel • photo courtesy Culver Cattle

The People behind Culver Cattle

Donald and Rosalie Culver, owners of Culver Cattle, have been in the cattle business in Colorado since 1961. "Mr. Culver always kind of dabbled in the cattle business," Jon said. "He owned some Angus he purchased in the '50s from Ankony Angus when they lived in Maryland. He got interested in Charolais when that breed started to get popular in the U.S."

The Culvers were very successful Charolais breeders until 1992 when they dispersed their Boulder Valley Farm Charolais herd to begin breeding Angus cattle. "We were one of the most popular Charolais breeders in North America at the time and our herd had kind of peaked," Jon said. "It was just a good time for a dispersal; the cattle were at the height of their value. Mr. Culver is the type of guy that likes to capitalize on opportunities. We dispersed 1,400 lots and averaged \$3,100 per lot. It was a very successful herd of Charolais cattle."

Jon grew up on a dairy farm in Western New York and was hired by the Culvers to work as a herdsman in 1987. He worked for the Culvers until a year after the dispersal and helped start the Angus venture. Jon then accepted an opportunity to take a management position for another breeder. "In 2002, the Culvers tracked me down and asked me if I'd be interested in coming back and being part of their program again," he said.

Jon considers himself fortunate to have a great group of men working with him at Culver Cattle. At Boulder Valley Farm, Jon works with Brian Gabel and Jeff Anderson. Owl Creek Ranch manager Greg Carter has Mike Butler, Marlan Hanson, Chris Sykes and Jerred Seely working beside him. "The hard work and dedication of these men is what makes our business successful," Jon said.



*Donald and Rosalie Culver •
photo courtesy Culver Cattle*

Culver Cattle Today

Today, Culver Cattle runs 1,400 commercial Angus cows and 100 registered females, replacement females and herd bulls. "Our cattle stand out in that they are moderate framed, easy fleshing, with strong maternal traits with exceptional carcass traits," Jon said. "When selecting herd sires we use bulls with low birth weights, moderate growth, that have superior carcass data."

Since 1992, Culver Cattle has steadily become more aggressive in building its program. "Since the beginning of the Angus herd, the yearling heifers have been artificially inseminated," Jon said. "At first, people would basically give us semen to help prove some young sires. We soon decided we'd go out and buy our own bulls and prove them in our own herd. Since 2006, nearly every sire used in our A.I. program has been owned by Culver Cattle. In 2010, we A.I.ed over 900 yearling heifers and cows."

Sinclair Mountain Pass

One of the first bulls purchased by Culver was Sinclair Mountain Pass in November 2005. The bull's dam stems from an N-Bar cow family with a lengthy track record of producing exceptional cattle. "This bull has proven to be the cornerstone of our breeding program," Jon said. "In the past five years we have used this bull heavily on a variety of females, resulting in consistent crops of calves. We have 150 Mountain Pass daughters currently in production and they are proving to be a valuable asset to our cow herd. They show great depth of body and are structurally correct with perfect udder shape and teat size."

In 2009, 2010, and 2011, Mountain Pass was the sire of the Grand Champion carload of commercial heifer calves at the National Western Stock Show in Denver, Colo.

"In addition to siring females with exceptional eye appeal, he also produces tremendous carcass quality," Jon said. "The first set of steers we tracked out of Mountain Pass through Coleman Natural Meats, we had 59% prime and 41% choice with \$171 premiums paid per head. Since then, with roughly 200 steers, we recorded carcass data that indicated 35% prime, 65% choice with high premiums earned."



*Sinclair Mountain Pass daughter with calf at side • photo courtesy
Culver Cattle*

continued next page>>



Sinclair Mountain Pass • photo courtesy of Culver Cattle

Culver Cattle has collected extensive data on calves sired by Mountain Pass including carcass weight, REA, grade, average daily gain, feed conversion, dressing percentage and yield grade, all of which can be found on their website at www.culvercattle.com. The bull has consistently demonstrated an ability to sire low birth weight calves that are vigorous and grow rapidly. This past year, Culver Cattle A.I.ed 700 cows and heifers to Sinclair Mountain Pass.

Relationship with Sinclair Cattle Company

Jon can't say enough good things about his experience with Sinclair Cattle Company. "They are awesome people to do business with," he said. "They stand behind what they sell, that's for sure. The follow-up they give has just been tremendous and their genuine interest in our success is unique."

Culver Cattle has remained attracted to Sinclair's unique philosophy of balanced traits. Jon said that last year he bought semen from Sinclair Emulation XXP and a dozen calves have hit the ground so far that "look phenomenal." "We admire the program they have built and how it impacts the Angus breed," Jon said. "We continue to recognize Sinclair as a source for our next generation of great herd sires."

Future of Culver Cattle

Culver will hold its 1st Annual Bull Sale offering 70 yearling and two-year-old high-altitude Angus bulls featuring 18 sons and 29 grandsons out of Sinclair Mountain Pass, Tuesday, March 29, 2011 at the Owl Creek Ranch. "It's something that a couple of years ago we never imagined," Jon said. "We were keeping Mountain Pass sons for ourselves and people would come along and see those bulls and want to buy them. We've been selling some private treaty and then we'd get calls from the buyer's neighbor or friend, and one thing led to another. Now we're up to where we think we can have a sale."

Jon sees the sale as an opportunity to sell bulls to other high-altitude producers. "Our plan for the future is to continue the program we believe strongly in and be successful in providing other ranchers with our Triple A bulls and quality seedstock," Jon said. "We feel we have a really strong product to sell."



Son of Sinclair Mountain Pass • Sells in Culver Cattle Spring Bull Sale • photo courtesy Culver Cattle



Congratulations to Culver Cattle

Culver Cattle accepting Award for Grand Champion carload of commercial heifer calves at the 2011 National Western Stock Show in Denver, Colo.

In Memory

Thomas Edward Lane

December 4, 1929 - January 30, 2011

Thomas Edward Lane, 81, of Livingston, died Sunday, Jan. 30, 2011, in a single-vehicle accident, north of Big Timber.



Tom was born into a ranching tradition on Dec. 4, 1929, in Three Forks, to John and Elizabeth (Finnegan) Lane. Tom attended elementary school at the one-room Lane School in Three Forks. He graduated as salutatorian from Holy Rosary Catholic School in Bozeman and attended Montana State University. Tom spent a lively childhood on the

family ranch, surrounded by his siblings Arnold, Laura and Robert, in addition to many cousins and extended family in the Three Forks area. He started his career as a cattle buyer while still in college and became so involved with his cattle business that he made the decision to withdraw from MSU with only one quarter remaining to complete his degree.

Tom and his brother Robert formed Lane Brothers Cattle Company, in which Tom continued to trade cattle and land throughout the state of Montana, while Robert ran the home ranch. Through much determination, hard work and Irish luck, the two brothers were able to build the basis of a ranching enterprise still going strong today. It was a cattle deal that took Tom north to Canada, where he met his wife Mary Ann Leverick. They were married on Nov. 14, 1959, and embarked on a life of memorable times and hard work. While Mary devoted her time to raising their six children, Tom dedicated his time to growing their cattle and ranch business.

In 1972, Tom and Mary purchased the Windsor Ranch in Livingston and moved from the family ranch in Three Forks. He continued to expand his business, partnering and dealing with lifelong friends. His greatest joy came from "making the deal" - right up to the very end. Tom was larger than life and those who had the opportunity to meet him will never forget him. The stories are legendary, both the ones he told and the ones told about him. Tom was the epitome of the great American cattleman. His final day was spent doing what he loved ... looking at cattle.

Always interested in issues relevant to his community and the ranching industry, Tom was active in local and state organizations and boards. For example, he was instrumental in building the new middle school as a member of the Livingston School Board. In addition, he was appointed to the Montana Board of Livestock. Perhaps Tom's greatest passion was in his faith and in education. He served on the Great Falls-Billings Diocesan Finance Council and on St. Mary's Parish Council. He was a Knight of Columbus and a Knight of the Holy Sepulchre. He donated his time, talent and resources to many over the years, but St. Mary's Catholic School held a special place in his heart. Through Tom and Mary's generosity, many people received the gift of a Catholic education, which he believed was one of their greatest works.

Tom is survived by his beloved wife of 51 years, Mary Ann Lane; and his children, Catherine Lane-Kellerman (Zac), of Livingston, John (Kendra) Lane of Cascade, Ann (Dave) Mepharm of Portland, Ore., Tom (Joey) Lane of Livingston, Jim (Kristi) Lane of Harlowton and Bill (Katie) Lane of Ismay. He delighted in his 12 grandchildren, Tegan, Lindsay, Kaitlin, Ashley, James, Brigitte, Jack, Karli, Hayden, Tyler, Colton and Trent. He is also survived by two brothers, Arnold (Ginny) Lane of Plainfield, Ill., and Robert (Marietta) Lane of Three Forks; a sister, Laura E. (Lloyd) Myers of Great Falls; and numerous nieces and nephews. He was preceded in death by his parents and a sister-in-law, Carol Ann Lane.

His legacy lives on in the driving determination he instilled in his children, leading them to achieve success in their chosen fields: Catherine as a businesswoman, Ann as a lawyer and the four sons, John, Tom, Jim and Bill, continuing their father's example of stewardship and ranching tradition.

Larry D. Nissen

April 19, 1943 - October 9, 2010

Larry D. Nissen, 67; long time Blaine County farmer and rancher passed away after a courageous battle with end stage melanoma cancer on Saturday, Oct.

9, 2010 at Peace Hospice in Great Falls. A celebration of Larry's life will be held at 1 p.m. on Sunday, Oct. 24, 2010 at the Nissen Angus Ranch south of Chinook. On Larry's request there will be no services held. Instead, Larry requested that the Lord's Prayer be



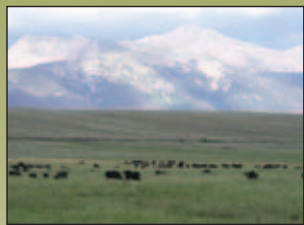
said and for everyone to thank God for their blessings. Arrangements are by Edwards Funeral Home of Chinook.

Larry was born on Apr. 19, 1943 in Havre to Leo and Margaret (Uhlich) Nissen. He was raised in the Harlem area and graduated from Harlem High School in 1961 and attended college at Montana State in Bozeman. Larry married Anne Conroy on Dec. 28, 1968. After her death on Oct. 26, 1985, Larry married Patty Ramberg on Dec. 30, 1987 in Chinook. Larry was affiliated with the Crossen-Nissen Corporation and they purchased several valley farms in the area. Larry was involved in raising small grains, alfalfa, and potatoes in rotation to keep a good yield. Due to their labor intensive nature, Larry discontinued potatoes in the mid 90's and focused more on hay. Larry, his son Mike, and brother Jim are known for the quality hay that they put up, and their hay is always in great demand. Larry loved to irrigate and bale hay. The hay had to be "just right" to bale, and he spent many hours baling hay at night ensuring the product was up to his strict standards. He was also active with the Montana Seed Show in Harlem for numerous years.

He and Patty started the Nissen Angus Ranch 20 plus years ago south of Chinook. They built a seed stock herd that has become a source which has supplied many local ranchers with quality bulls and heifers for the past two decades. One of Larry's greatest pleasures was seeing the new crop of calves born in the spring. He was very proud of the herd that he and Patty had built. In 2003 Larry's son Jeff returned to help on the ranch. Jeff and the family will continue to improve upon the herd that Larry and Patty founded 20 years ago; ensuring Nissen Angus will continue to produce the quality cattle everyone has become accustomed to.

If Larry had a second love, it was collecting tokens and antiques, and his collection reflects this. He was an avid user of E-Bay and would search for hours for Montana tokens to add to his collection. Larry's greatest love of all though was his family. He was always proud of their accomplishments and would inform every one each year at the annual bull sale. Larry is survived by his wife Patty Nissen of Chinook, daughter Cindy (Bob) Berg of Great Falls, sons Mike (Carol) Nissen of Harlem, Dan Nissen of Havre, Jeff (Christie) Nissen of Chinook, Ray Ramberg of Cut Bank, brother Jim (Louise) Nissen of Harlem, sisters Margaret Ann (Terry) Peterson of Coon Rapids, MN, Dorothy (Roger) Bevolden of Missoula, 5 grandchildren, numerous nieces and nephews. He was preceded in death by his first wife, Anne, his parents and several aunts and uncles.

It is with great regret that we at Sinclair Cattle Company hear of the passing of Larry Nissen and Tom Lane. Both of these Montana cattlemen were admired and respected by many and will be missed.



Culver Cattle's high-altitude, all-natural Angus cattle rely on Sinclair genetics

Pages 8-10



**Is the Angus Breed on the Right Course?
A MARC Update**

Dr. Bob Hough
Pages 4-6

A BULL OFFERING

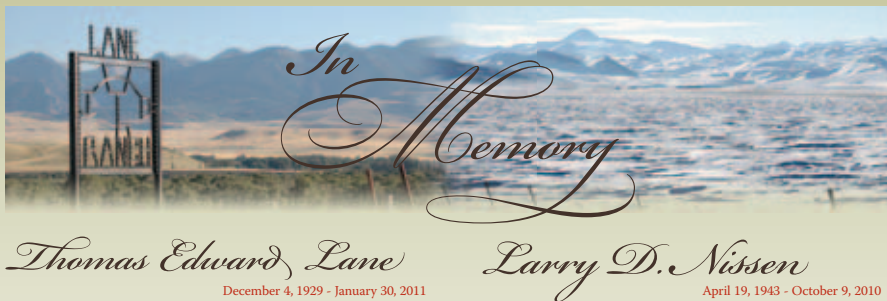


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Page 7



Page 11

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