



NEWS FROM THE TEXAS ANGUS SALE BLOCK

The Texas Angus sale committee met on Tuesday, March 8th, to discuss plans for the 2017 Stars of Texas and Best of the West sales. As most of you are aware, both the 2015 and 2016 Stars of Texas sales set new records for both gross sales and sale average. The Best of the West bull sale, however, set a new record for both gross sale and sale average in 2015 and then regressed in the 2016 event. As always, the committee tries to react to both positive and negative changes in an effort to make the following year's events as successful as possible. Dick Beck, who has served as a consultant to both of these sales for a number of years, submitted some recommendations regarding next year's Best of the West sale which were considered and discussed by the sale committee in the above mentioned meeting.

In summary, Dick recommended that we restrict the Fort Worth offering to 15 to 25 "herd sire" prospects and then hold a late March or early April bull sale in a West Texas location and a late November bull sale in East Texas. His rationale is that many bull buyers are reluctant to face the challenges presented by getting into the Fort Worth Stock Show and the fact that most commercial producers are not ready to turn bulls out in late January. He also presented EPD and weight criteria required to qualify for the various sales. Based solely on the EPD requirements, only 30 of the bulls sold in Fort Worth in 2016 would have qualified, 31 of those bulls sold would have qualified for the spring or fall sale and 54 would not have made the cut for any of the three sales. When you add in the average daily weight gain requirements, the numbers would shrink even further. The sale committee feels that these requirements are too rigid for a consignment sale sponsored by a member organization and opted NOT to adopt these recommendations for the 2017 Best of the West bull sale.

The sale committee did, however, agree that quality of the offering needs to be improved in an effort to attract the type of buyers that our consignors desire. An evaluation of how our 2016 bulls performed, by age group, revealed that those bulls under 15 months of age were the least desirable to our buyers. Raising the minimum age requirement for eligibility to the sale was discussed. In the end, however, the committee opted to leave the minimum age limit at 12 months, but to dramatically increase the screening criteria for bulls in this age group. We do not wish to eliminate that extra special bull prospect simply because he is very young, but we want to emphasize to potential consignors this young bull will have to excel in pedigree, phenotype and data to be included in the 2017 offering.

The other item that was discussed by the sale committee was the requirement for DNA data. We live in a technological world. The addition of DNA data to our toolbox is something that has been widely accepted by our buyers. **It was decided by your sale committee, that beginning with the 2016 Breeder's Select Sale, DNA data will be required in order to NOMINATE an animal for any TAA sale.** Obviously, this requirement will not be in place for this year's Spring Spectacular since the selection process is already in progress. This is going to require substantially more planning on the part of the consignor. As an example, when we begin to accept nominations on September 1st for next year's January sales, the DNA results will be required in order to nominate your animal. With the realization that DNA profiles are taking 3-4 weeks, you will need to be selecting your Stars and BOW entries by August 1st.

Finally, mark your calendars for Saturday, May 7th for the Spring Spectacular Female Sale in beautiful Salado, Texas. We have a great offering that should satisfy the needs of any potential buyer.

See you on The Sale Block!

Robbie Bean, Sale Manager