

SYMBOL OF EXCELLENCE

Iowa
CATTLEMEN'S
ASSOCIATION



PERFORMANCE BULL SALE

APRIL 17, 2020 • 6:00 PM • CEDAR RAPIDS, IOWA

WELCOME

Symbol of Excellence

For more than thirty years, the Iowa Cattlemen's Association has provided third party verified performance bulls and females through our Symbol of Excellence Performance Bull and Heifer Sales. Annually, we invite seedstock producers from across Iowa and beyond to test their best genetics against one another. In the end, bulls and heifers that make the consignment sales at Bloomfield, Kirkwood, and Knoxville must express their potential to sire calves that will tip the scales at weaning, or be a female that will stand the test of time and raise calves that do so.

This group of 25 Kirkwood sale bulls started as a group nearly double in size. At ICA, we take pride in offering the best cattle to producers in our great state and others across the country. We hope that you can take comfort in knowing that we have started the selection process for you, as we offer Excellence in this year's consignment sale. In addition to being registered with a breed association, ICA Symbol of Excellence bulls must surpass the muster of the following qualifications during and after the commercial grow yard testing period.

- Rank in upper 90% of contemporary group for ADG.
- Minimum 1,100-pound adjusted yearling weight.
- Minimum 11.5-square inch ultrasound ribeye area measurement.
- Must pass a breeding soundness exam with a minimum 32-centimeter scrotal circumference measurement.
- Must rank in the upper 90% for average daily gain amongst their breed contemporary group.

Focusing on the future...

Yes, comparative analysis is tangible and easy to point out in development facilities. However, we strive to balance performance data during the testing windows with even more important economic factors of bull potency and longevity. After all, purchasing bulls is an investment, and at the end of the day if that investment is not expressed through a higher performing calf-crop, then how good of an investment have you made? The group of yearling bulls that are being offered today had a combined average daily gain of 3.70 pounds per day on test. More importantly, these bulls are ready for the roughest of terrains for the spring/summer breeding seasons—both structurally and reproductively.

Pedigree Performance Matters...

Looking for proof that these bulls are the real deal? Take a look at their pedigrees - the writing is on the wall. In this group alone, over half rank in the upper 30% or better in their breed for WW & YW EPDs with a number of these bulls ranking similarly within their breed for CED and BW EPDs. Also, we are pleased to offer you trait leaders in each respective breed within both the fall and yearling bull offerings.

Need More Data? We've Got It!

Each individual has been put through one of the most meticulous performance testing programs in the country. These bulls have been selected to participate in this sale on structure and reproductive soundness, and have had to excel in all performance categories. Your purchase is backed by as much proof that is available to ensure that your next calf crop will tip the scales at weaning and/or perform in the feedyard for more profitability.

Sincerely,

Lane Eads, Eastern Iowa Membership Coordinator
Iowa Cattlemen's Association - (641) 777-1589



On behalf of Iowa Cattlemen's Association and Ruble Cattle Services we would like to welcome you to the inaugural Kirkwood Symbol of Excellence Bull Sale. We have a great offering of Angus, Simmental & SimAngus bulls. The ICA is one of the leading state cattlemen's groups in the country. The ICA Sale's and organization are of the highest reputation. We are excited to again be working with the ICA as sale managers on our second sale in the trilogy of ICA Sales. As Lane mentioned these bulls have jumped through many hoops and they come from several programs and a large cow base. The bulls have been developed properly and you will be impressed when you come to the sale. What an opportunity to pick bulls from two breeds with full EPDs, Indexes and weight measurements. This year I took a more active role in recruiting new consigners and helping current consigners pick bulls to put on test. As a result, we have increased quality and have a more uniform group of bulls from top to bottom. The bull development center involved in this sale did an impeccable job feeding and developing the bulls. The bulls look great and have been fed to express their genotype but with longevity in mind. If you can't make the sale this year, please contact the sale management or any of sale marketing team for assistance. If you would like to see the bulls ahead of the sale, please follow our online link to an individual video for each bull. Please make sure to register prior to the sale. We look forward to helping you find your next herd bull. The bulls will be available to view with an appointment at Kirkwood. Please feel free to contact Terry Chapman at (319) 329-5904.

Sincerely,

Jeremie Ruble

Ruble Cattle Services
(406) 581-7940 | (515) 850-8741
rubicattleservices@gmail.com



SALE INFORMATION

SALE LOCATION:

Kirkwood Community College
Tippie Beef Center
1101 76th Ave Dr. SW
Cedar Rapids, IA 52404

SALE ORDER:

A Supplement Sheet & Sale Order will be available Sale Day.

SALE MANAGER:



Ruble Cattle Services - Jeremie Ruble
1525 140th St., Corydon, IA 50060
406-581-7940 - 515-850-8741
rublecattleservices@gmail.com

SALE REPRESENTATIVES:

Livestock Plus, Inc.....Mike Sorensen.....641-745-7949
Midwest Marketer.....Tom Rooney.....515-491-6025
Midwest Marketer.....Austin Brandt.....712-621-1829

AUCTIONEER:

Jon Schaben.....712-263-0755 or 712-643-5580

TRUCKING GUARANTEE:

Consigners will offer free trucking on their individual bulls within 150 miles of the Kirkwood Tippie Beef Center.

SELLING 25 BULLS:

16 Angus Spring Yearlings Bulls
4 Simmental Spring Yearling Bulls
5 SimAngus Spring Yearling Bulls

VIDEOS:

Visit this link to view lot videos on YouTube: <https://www.iacattlemen.org/ica-programs/bull-heifer-evaluation-program/kirkwood-symbol-of-excellence-sale>

EPD PROFILES:

EPD profiles pulled on March 10, 2020.

LIVESTOCK INSURANCE:

American Livestock.....Jeanne Conover.....515-491-1335

UPCOMING ICA SALE:

Knoxville - May 1, 2020 - 6:30 PM

SALE INFORMATION:

Bids may be accepted by sale representatives or sale managers.

SALE DAY PHONE.....406-581-7940

INTERNET BIDDING: WWW.DVAUCTION.COM

In the event the live sale is cancelled we will be doing a bid off on DV Auction at the same time. Please see the ICA Website for sale updates, videos and supplement sheets: <https://www.iacattlemen.org/ica-programs/bull-heifer-evaluation-program/kirkwood-symbol-of-excellence-sale>

ANGUS BREED AVERAGE EPD'S

(FOR NON-PARENT BULLS)

CED	BW	WW	YW	RADG	DMI	YH	SC	DOC	HP	CEM	MILK
6	1.3	54	96	0.24	0.81	0.5	0.76	16	11.1	9	25

MW	MH	\$EN	CW	MARB	RE	FAT	\$W	\$F	\$G	\$B
51	0.3	-11	40	0.54	0.55	0.011	56	54	83	129

SIMMENTAL BREED AVERAGE EPD'S

CED	BW	WW	PGW	YW	MCE	MILK	MWW	STAY
10	1.8	67.8	0.2	100.6	5.2	21.6	55.6	17.4
DOC	CWT	YG	MARB	BF	REA	\$F	API	TI
10.5	28.3	-0.46	0.01	-0.11	0.82	-0.33	123.77	68.93

SIMMENTAL COMPOSITE AVERAGE EPD'S

CED	BW	WW	PGW	YW	MCE	MILK	MWW	STAY
11.7	0.6	64.5	0.21	98.5	6.3	21.7	54.4	15.4
DOC	CWT	YG	MARB	BF	REA	\$F	API	TI
11.2	29.5	-0.23	0.28	-0.04	0.62	-0.32	123.83	69.24

SALE ORDER

<u>LOT</u>	<u>BREED</u>	<u>PRICE</u>	<u>DESCRIPTION</u>
139	ANGUS	_____	High Indexing Angus Bull
155	SIMMENTAL	_____	High Indexing Simmental Bull
162	SIM ANGUS	_____	High Indexing Sim Angus Bull
133	ANGUS	_____	
140	ANGUS	_____	
128	ANGUS	_____	
159	SIM ANGUS	_____	
158	SIM ANGUS	_____	
142	ANGUS	_____	
151	SIMMENTAL	_____	
130	ANGUS	_____	
135	ANGUS	_____	
127	ANGUS	_____	
156	SIMMENTAL	_____	
157	SIM ANGUS	_____	
129	ANGUS	_____	
126	ANGUS	_____	
145	ANGUS	_____	
143	ANGUS	_____	
136	ANGUS	_____	
132	ANGUS	_____	
146	ANGUS	_____	
152	SIMMENTAL	_____	
161	SIM ANGUS	_____	
125	ANGUS	_____	

CONSIGNORS

Golden Chute Ranch

Butch Neumeyer
P.O. Box 38
Walker, IA 52352
C: (563) 920-4320
H: (319) 448-4118

Smith Family Farms

Elizabeth Smith
2417 348th St.
Decorah, IA 52101
C: (563) 379-6486

Deppe Angus

Julia Deppe
2004 Casper Ave.
Waverly, IA 50677
C: (319) 239-1824

Deppe Angus

Jaden Deppe
2004 Casper Ave.
Waverly, IA 50677
C: (319) 239-1824

Deppe Angus/Joos Angus

Andy Joos
20746 Old Hwy 2
Bloomfield, IA 52537
C: (641) 777-4949
H: (641) 664-3232

Deppe Angus

Dennis & Jennifer Deppe
2004 Casper Ave.
Waverly, IA 50677
C: (319) 239-1824

R & C Angus

Ruhl & Cheryl Barker
P.O. Box 110
Monticello, IA 52310
C: (319) 465-5058

Wolfe Simmentals

Bill & Jane Wolfe
13908 50th Ave
Prole, IA 50229
C: (515) 681-5699

Heartland Simmentals

Kirk & Mary Lynch
1849 190th Street
New Hampton, IA 50659
C: (563) 379-1190
H: (641) 394-5710

Ford Cattle Company

Dustin Ford
1930 Ginko Ave.
West Chester, IA 52539
C: (317) 225-9976

Smith Family Farms

Eric Smith
2417 348th St.
Decorah, IA 52101
C: (563) 379-6486

Spencer's Grove Farms

Larry D. Bridgewater
4717 Spencer's Grove Road
Walker, IA 52352
C: (319) 560-9378
H: (319) 448-4783

Kaisand Cattle

Craig Kaisand
2006 288th Place
Bussey, IA 50044
C: (641) 891-9666

SPRING YEARLING BULLS

Angus

Lot 125 DEPPE JA PRIMO 1905

ANGUSGS
Powered by Neogen GeneSeek

BD:1/5/19 • REG #19610972 • TATTOO:1905
Deppe Angus/Joos Angus - Andy Joos - Bloomfield, IA 52537

DAMERON FIRST CLASS
COLBURN PRIMO 5153
SILVEIRAS SARAS DREAM 1339

PVF INSIGHT 0129
ARKCC FOREVER LADY 301
SH BIS FOREVER LADY 28A

Dam's Ratios: 1 BW @ 104, 1 WW @ 100. Primo son backed by a picture perfect Forever Lady cow. Look for him to sire those fancy calves that earn the top dollar in the fall. He is sure to add balance and growth to a calf crop. Visit www.deppeangus.com to learn more about our breeding program, first year breeding guarantee and boarding till turn-out option.

CED	3	\$M	39	ACT BW	ACT WT
BW	4	\$W	42	82	1200
WW	58	\$F	87	205 ADJ	205 RATIO
YW	100	\$G	25	679	100
CEM	5	\$B	112	ADG	ADG RATIO
MM	19	\$EN	-22	3.43	91
MWW	74	RIB ADJ	0.37	WDA	WDA RATIO
				3.01	93
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
26	0.13	0.019	0.39	12	0.35
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14	12	160		2.87	1125
				FRAME	SCRM
				4.6	37

Lot 126 DEPPE TEN SPEED 980

ANGUSGS
Powered by Neogen GeneSeek

BD:2/25/19 • REG #*19587319 • TATTOO:980
Deppe Angus/Joos Angus - Andy Joos - Bloomfield, IA 52537

AAR TEN X 7008 SA
SAV TEN SPEED 3022
SAV MADAME PRIDE 1134

DAMERON FIRST IMPRESSION
DEPPE FI BARBARA 520
RX BARBARA 95H

Pathfinder
Dam's Ratios:
3 BW @ 94, 3
WW @ 109.
Here is a really
well-balanced
Ten Speed son. The Barbara cow family has
done a tremendous job for us. His dam has
reached Pathfinder status. Excellent calving
ease option for heifers.



CED	9	\$M	59	ACT BW	ACT WT
BW	0.5	\$W	71	68	1108
WW	58	\$F	80	205 ADJ	205 RATIO
YW	103	\$G	32	639	102
CEM	11	\$B	112	ADG	ADG RATIO
MM	32	\$EN	-17	3.94	105
MWW	49	RIB ADJ	0.42	WDA	WDA RATIO
				3.09	95
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
33	0.18	0.014	0.73	15.2	0.36
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14	12	170		3.95	1148
				FRAME	SCRM
				4.1	36

Lot 127 DEPPE SOUTHERN CHARM 973

ANGUSGS
Powered by Neogen GeneSeek

BD:2/23/19 • REG #*19587265 • TATTOO:973
Deppe Angus/Joos Angus - Andy Joos - Bloomfield, IA 52537

SILVEIRAS CONVERSION 8064
BUBS SOUTHERN CHARM AA31
HICKORY HILL ERICA 009

CONNEALY CAPITALIST 028
DEPPE 028 PRIDE 545
GRANGER PRIDE 275

Dam's Ratios:
2 BW @ 98, 2
WW @ 110.
973 is a tremendous
example of what
we hope for when using Southern Charm.
Tremendous body and width with added
marbling, ribeye area and carcass merit.
We admire the look of our Southern Charm
daughters and are excited about what the
future holds for them.



CED	2	\$M	72	ACT BW	ACT WT
BW	3.2	\$W	68	76	1103
WW	63	\$F	76	205 ADJ	205 RATIO
YW	100	\$G	62	642	103
CEM	3	\$B	138	ADG	ADG RATIO
MM	27	\$EN	-8	3.87	103
MWW	36	RIB ADJ	0.36	WDA	WDA RATIO
				3.06	94
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
37	0.71	0.001	0.94	16.2	0.4
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14	11	155		5.28	1137
				FRAME	SCRM
				4.1	36.5

Lot 128 DEPPE R&C PRIMO 923

ANGUSGS
Powered by Neogen GeneSeek

BD:1/31/19 • REG #*19587315 • TATTOO:923

Deppe Angus - Dennis & Jennifer Deppe - Waverly, IA 50677

DAMERON FIRST CLASS
COLBURN PRIMO 5153
SILVEIRAS SARAS DREAM 1339

GAMBLES HOT ROD
DEPPE R&C ENVIOUS BLACKBIRD
EXAR ENVIOUS BLACKBIRD 8382

Dam's Ratios:

2 BW @ 101,
2 WW @ 110.

This smooth shouldered, big topped, thick rumped bull is sure to stamp his progeny with balance and structural integrity. Definitely a herd bull that can add extra pounds while scanning a 15.5" REA to keep yield grade in check on the rail.



CED	-5	\$M	22	ACT BW	ACT WT
BW	6.8	\$W	48	82	1263
WW	78	\$F	100	205 ADJ	205 RATIO
YW	125	\$G	57	795	120
CEM	2	\$B	157	ADG	ADG RATIO
MM	15	\$EN	-35	3.82	102
MWW	107	RIB ADJ	0.26	WDA	WDA RATIO
				3.30	101
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
54	0.66	-0.011	0.64	15.5	0.23
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14.5	11	1'55		3.35	1227
				FRAME	SCRM
				5.3	33.5

Lot 129 DEPPE GAF CASH 990

ANGUSGS
Powered by Neogen GeneSeek

BD:2/26/19 • REG #+*19587326 • TATTOO:990

Deppe Angus - Dennis & Jennifer Deppe - Waverly, IA 50677

SITZ DASH 10277
BARSTOW CASH
BARSTOW QUEEN W16

SAV BRILLIANCE 8077
DEPPE BRIL PRIDE 585
GRANGER PRIDE 275

Granddam's Ratios: 7 BW @ 102, 7 WW @ 107. Great patterned, maternal oriented carcass bull with excellent test growth.

This Cash son from our Pride cow family. This pedigree reads with growth, structural correct and tremendous maternal qualities. Excellent calving ease option for heifers.



CED	7	\$M	62	ACT BW	ACT WT
BW	-0.1	\$W	73	76	1133
WW	63	\$F	64	205 ADJ	205 RATIO
YW	106	\$G	29	659	100
CEM	10	\$B	93	ADG	ADG RATIO
MM	29	\$EN	-24	3.92	104
MWW	68	RIB ADJ	0.43	WDA	WDA RATIO
				3.17	98
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
34	0.24	0.05	0.54	13.3	0.32
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14	10	142		3.07	1156
				FRAME	SCRM
				5.1	37

Lot 130 DEPPE GFF CAPITALIST 935

ANGUSGS
Powered by Neogen GeneSeek

BD:2/7/19 • REG #*19587316 • TATTOO:935

Deppe Angus - Dennis & Jennifer Deppe - Waverly, IA 50677

SAV FINAL ANSWER 0035
CONNEALY CAPITALIST 028
PRIDES PITA OF CONANGA 8821

AAR TEN X 7008 SA
DEPPE GFF PRIDE 7206
GRANGER PRIDE 275

Dam's Ratios: 1 BW @ 102, 1 WW @ 110. Our Pride cow family also backs this high growth son of Capitalist 028. Pride 275 has 17 sons that have been Midland Bull Test graduates. You will be especially happy with calves at weaning and finishing as well as the quality of the replacement females.



CED	0	\$M	46	ACT BW	ACT WT
BW	2.7	\$W	78	76	1125
WW	76	\$F	93	205 ADJ	205 RATIO
YW	128	\$G	40	701	110
CEM	9	\$B	133	ADG	ADG RATIO
MM	28	\$EN	-36	3.92	104
MWW	94	RIB ADJ	0.47	WDA	WDA RATIO
				2.99	92
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
53	0.43	0.02	0.46	13	0.26
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
13	11.5	147		4.07	1154
				FRAME	SCRM
				4.0	34

SPRING YEARLING BULLS

Angus

Lot 132 DEPPE DISCOVERY 939

BD:2/9/19 • REG #*19587270 • TATTOO:939
Deppe Angus - Julia Deppe - Waverly, IA 50677

AAR TEN X 7008 SA
V A R DISCOVERY 2240
DEER VALLEY RITA 0308

VAR RESERVE 1111
DEPPE RSVE LADY BLACKCAP 491
DEPPE E161 LADY BLACKCAP 723

Dam's Ratios:
2 BW @ 96, 2
WW @ 103.
This sure-fire,
calving-ease
bull is long,
deep and athletic. He is a very docile bull
with great scrotal and maternal EPDs. Excel-
lent calving ease option for heifers.



CED	11	\$M	76	ACT BW	ACT WT
BW	-0.2	\$W	86	74	1145
WW	69	\$F	87	205 ADJ	205 RATIO
YW	120	\$G	64	680	109
CEM	11	\$B	151	ADG	ADG RATIO
MM	31	\$EN	-14	3.33	89
MWW	43	RIB ADJ	0.44	WDA	WDA RATIO
				3.06	94
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
52	0.79	-0.013	0.67	13.5	0.29
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14.5	12.5	179		5	1119
				FRAME	SCRM
				4.1	38

ANGUSGS
Powered by Neogen GeneSeek

Lot 133 DEPPE BANK NOTE 9104

BD:3/1/19 • REG #*19587321 • TATTOO:9104
Deppe Angus - Julia Deppe - Waverly, IA 50677

CONNEALY EARNAN 076E
BROOKING BANK NOTE 4040
EA ROSE 918

PVF ALL PAYDAY 729
RX BARBARA 95H
DDA BARBARA 0520

Dam's Ratios:
2 BW @ 95, 2
WW @ 108.
This Bank Note
son will surely
add power to a
calf crop. He is a moderate made bull with
loads of muscle. Excellent carcass combina-
tion of marbling and ribeye. This high gain-
er is sure to make a great set of cattle to feed.



CED	1	\$M	75	ACT BW	ACT WT
BW	3	\$W	68	78	1248
WW	60	\$F	42	205 ADJ	205 RATIO
YW	89	\$G	52	727	116
CEM	11	\$B	93	ADG	ADG RATIO
MM	26	\$EN	4	4.57	122
MWW	12	RIB ADJ	0.56	WDA	WDA RATIO
				3.54	109
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
26	0.68	0.034	0.53	16.1	0.43
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
13	10	133		4.99	1291
				FRAME	SCRM
				6.3	34

ANGUSGS
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Lot 135 DEPPE GFF EXCITEMENT 946

BD:2/10/19 • REG #*19587317 • TATTOO:946
Deppe Angus - Jaden Deppe - Waverly, IA 50677

BASIN EXPEDITION R156
BASIN EXCITEMENT
BASIN LADY S532 AK

DEPPE UPFRONT 131
DEPPE BELLE 477
FB BELL 1093

Dam's Ratios:
1 BW @ 87, 1
WW @ 118.
The impact
that this Ex-
citement son can make is exciting. He is
sure-fire calving ease bull with a big top and
hip. Excitement daughters are making their
mark in the pastures as beautiful, good ud-
dered, moderate made cows.



CED	12	\$M	78	ACT BW	ACT WT
BW	-0.7	\$W	84	71	1205
WW	75	\$F	80	205 ADJ	205 RATIO
YW	128	\$G	33	757	118
CEM	9	\$B	113	ADG	ADG RATIO
MM	26	\$EN	-25	3.47	93
MWW	72	RIB ADJ	0.44	WDA	WDA RATIO
				3.23	99
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
57	0.32	0.03	0.42	12	0.33
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14.5	11	158		4.25	1180
				FRAME	SCRM
				5.9	34.5

ANGUSGS
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SPRING YEARLING BULLS

Angus

Lot 136 DEPPE CA SOUTHERN CHARM 9154

ANGUSGS
Powered by Neogen GeneSeek

BD:2/19/19 • REG #*19587320 • TATTOO:9154
Deppe Angus - Jaden Deppe - Waverly, IA 50677

SILVEIRAS CONVERSION 8064
BUBS SOUTHERN CHARM AA31
HICKORY HILL ERICA 009

SAV BRILLIANCE 8077
DEPPE BRIL PRIDE 561
C/C PRIDE 135



Dam's Ratios:
1 BW @ 91, 1
WW @ 125. Take
an extra look at
this Southern
Charm son. He
is very functional in his build and structure with
lots of body and rib shape. Take advantage of his
carcass and calving ease qualities. Visit www.deppeangus.com to learn more about our breed-
ing program, first year breeding guarantee and
boarding till turnout option. Excellent calving
ease option for heifers.

CED	8	\$M	62	ACT BW	ACT WT
BW	0.8	\$W	73	74	1178
WW	63	\$F	103	205 ADJ	205 RATIO
YW	110	\$G	52	798	125
CEM	13	\$B	154	ADG	ADG RATIO
MM	30	\$EN	-19	3.21	86
MWW	55	RIB ADJ	0.33	WDA	WDA RATIO
				3.23	100
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
53	0.57	0.013	0.76	15.4	0.3
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14	12	168		4.07	1201
				FRAME	SCRM
				6.3	36

Lot 139 R&C PAY RAISE 9547

ANGUSGS
Powered by Neogen GeneSeek

BD:3/28/19 • REG #+*19536870 • TATTOO:9547
R & C Angus - Ruhl & Cheryl Barker - Monticello, IA 52310

MILL COULEE PAY RAISE
ICC PAY RAISE 4886
ICC BLACKBIRD 0739

BASIN PAYWEIGHT 1682
ICC LADY PAYWEIGHT 428-6345
RB LADY DENVER 167-428

Dam's Production: BW 2@100, WW 2@100, YW 2@100.
Grandam's Production: BW 4@ 96, WW 4@110, YW 1@109
Flush sisters to dam are the \$200,000 ICC Lady Payweight 428-6300, \$32,000 ICC Lady Payweight 428-6301 & \$23,000 ICC Lady Payweight 428-6322.
Full brothers were the top & 2nd top selling bulls for \$60,000 & \$40,000 at the 2018 Midland Bull Test to Lintz Heritage Angus & ABS Global. De-Su Angus, Albin, IA has 13 maternal sisters in production. This March bull, is the 2nd top gaining bull at 4.09 ADG with 14.1 Ribeye & 4.84 %IMF against January & February bulls. He ranks in the top 4% for WW, 5% for YW. He will sire those big topped, thick ended, fast growing calves that feedlots love to finish. This double bred Payweight son is one to look up sale day.

CED	-3	\$M	52	ACT BW	ACT WT
BW	4	\$W	59	80	1203
WW	75	\$F	87	205 ADJ	205 RATIO
YW	130	\$G	26	730	100
CEM	4	\$B	113	ADG	ADG RATIO
MM	16	\$EN	-21	4.08	109
MWW	76	RIB ADJ	0.59	WDA	WDA RATIO
				3.68	113
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
46	0.24	0.037	0.25	14.1	0.35
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
13	11	153		4.84	1333
				FRAME	SCRM
				5.9	37

Lot 140 R&C SOUTHERN CHARM 9279

ANGUSGS
Powered by Neogen GeneSeek

BD:3/23/19 • REG #19554982 • TATTOO:9279
R & C Angus - Ruhl & Cheryl Barker - Monticello, IA 52310

SILVEIRAS CONVERSION 8064
BUBS SOUTHERN CHARM AA31
HICKORY HILL ERICA 009

CONNEALY ONWARD
R&C LADY BLACKBIRD LB 2792
R&C LADY BLACKBIRD LB 810N

Dam's Production: BW 5@98, WW 5@107, YW 3@106, %IMF 3@ 121, Ribeye 3@103, Fat 3@100, Calving Interval 368 days, a PATHFINDER DAM. What can we say... CALVING EASE with high growth and carcass traits all in one package! His ABS sire, Bubs Southern Charm has been one of the hottest sires for the last two years. His sons are topping sales around the country due to their Elite Beef Value, performance and marbling genetics along with being attractive patterned, sound structured, slick haired with added capacity, fleshing ability and muscle shape. This bull hits all of the marks and is the third highest gaining bull of all breeds in this sale, with an impressive 6.52 marbling score. You will love his calves and the feeders & packers will too. RECOMMENDED For HEIFERS with his +1.6 BW & +7 CED EPDS.

CED	7	\$M	60	ACT BW	ACT WT
BW	1.6	\$W	72	74	1138
WW	60	\$F	67	205 ADJ	205 RATIO
YW	103	\$G	67	680	107
CEM	10	\$B	134	ADG	ADG RATIO
MM	31	\$EN	-12	4.06	108
MWW	40	RIB ADJ	0.58	WDA	WDA RATIO
				3.43	105
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
38	0.99	0.039	0.61	13.8	0.4
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14	11	162		6.52	1243
				FRAME	SCRM
				5.6	34

SPRING YEARLING BULLS

Angus

Lot 142 LB RAMPAGE 810

ANGUSGS
Powered by Neogen GeneSeek

BD:1/16/19 • REG #19561550 • TATTOO:810

Spencer's Grove Farms - Larry D Bridgewater - Walker, IA 52352

MCC DAYBREAK
QUAKER HILL RAMPAGE 0A36
QHF BLACKCAP 6E2 OF4V16 4355

This Rampage son has pounds and performance in his pedigree plus well above average marble and ribeye EPDs. His Power Tool dam has three calves at 110 WW ratio.

PA POWER TOOL 9108
LB KARMEN 429
BTC KARMEN 215

CED	11	\$M	69	ACT BW	ACT WT
BW	-0.6	\$W	76	71	1333
WW	63	\$F	83	205 ADJ	205 RATIO
YW	104	\$G	64	824	123
CEM	8	\$B	147	ADG	ADG RATIO
MM	27	\$EN	-11	3.67	98
MWW	42	RIB ADJ	0.45	WDA	WDA RATIO
				3.35	103
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
39	0.73	-0.031	0.8	12.8	0.3
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
13.5	11.5	147		6.54	1228
				FRAME	SCRM
				5.7	37

Lot 143 LB 38 SPECIAL 816

ANGUSGS
Powered by Neogen GeneSeek

BD:1/17/19 • REG #19554012 • TATTOO:816

Spencer's Grove Farms - Larry D Bridgewater - Walker, IA 52352

EF COMMANDO 1366
BALDRIDGE 38 SPECIAL
BALDRIDGE ISABEL Y69

If you run a pasture with cows but also keep some heifers, this bull will work. Calving ease plus no sacrifice of performance from the cows. Calves come small but really take off. EPDs are good in all areas.

RL&L BISMARCK SB 75W
BUFFALOS SWEET DEBBIE 233
BUFFALOS SWEET DEBBIE 85

CED	5	\$M	62	ACT BW	ACT WT
BW	1	\$W	69	72	1293
WW	61	\$F	81	205 ADJ	205 RATIO
YW	102	\$G	46	751	112
CEM	11	\$B	127	ADG	ADG RATIO
MM	28	\$EN	-20	3.60	96
MWW	60	RIB ADJ	0.39	WDA	WDA RATIO
				3.26	100
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
40	0.52	-0.005	0.36	12.5	0.29
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
15	12	172		4.89	1194
				FRAME	SCRM
				5.7	39

Lot 145 GC BALDRIDGE 805

ANGUSGS
Powered by Neogen GeneSeek

BD:1/22/19 • REG #19528043 • TATTOO:805

Golden Chute Ranch - Butch Neumeyer - Walker, IA 52352

EF COMMANDO 1366
BALDRIDGE 38 SPECIAL
BALDRIDGE ISABEL Y69

One more Baldrige 38 Special that fits the pattern of Lot 143. Dam is Pendleton with eight calves ratio 103.

HARB PENDLETON 765 JH
GC BELLE 906
BROCKMERE BELLE 3054

CED	11	\$M	71	ACT BW	ACT WT
BW	0.3	\$W	80	70	1300
WW	62	\$F	68	205 ADJ	205 RATIO
YW	102	\$G	43	757	105
CEM	12	\$B	111	ADG	ADG RATIO
MM	36	\$EN	-23	3.61	96
MWW	56	RIB ADJ	0.41	WDA	WDA RATIO
				3.32	102
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
37	0.44	0.011	0.58	13.7	0.48
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
15	11.5	166		4.17	1215
				FRAME	SCRM
				5.2	42

Lot 146 GC BALDRIDGE 807

ANGUSGS
Powered by Neogen GeneSeek

BD:1/19/19 • REG #19528044 • TATTOO:807

Golden Chute Ranch - Butch Neumeyer - Walker, IA 52352

EF COMMANDO 1366
BALDRIDGE 38 SPECIAL
BALDRIDGE ISABEL Y69

We really like our 38 Special calves. Come small, really grow and good carcass traits. Dam is by Upward War Alliance.

DEPPE 628 UPWARD 008
QUEEN KATIE 264
GC QUEEN KATIE 505

CED	3	\$M	63	ACT BW	ACT WT
BW	1.8	\$W	58	72	1300
WW	56	\$F	83	205 ADJ	205 RATIO
YW	96	\$G	44	696	96
CEM	10	\$B	127	ADG	ADG RATIO
MM	26	\$EN	-17	3.58	95
MWW	57	RIB ADJ	0.46	WDA	WDA RATIO
				3.29	101
CWT	MARB	BF	REA	REA ADJ	FAT ADJ
37	0.58	0.024	0.24	12.3	0.47
PELVIC HT	PELVIC WD	PELVIC AREA		IMF ADJ	ADJ YW
14	12	161		4.48	1207
				FRAME	SCRM
				5.1	35.5

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COREY ROSENBOOM - 641-891-5862

JOE WRIGHT - 641-414-6133

SPRING YEARLING BULLS

Simmental

Lot 151 WS 5YBG

BD:2/11/19 • REG #3608023 • TATTOO:5YBG • PB SM • B • HPS: P
Wolfe Simmentals - Bill & Jane Wolfe - Prole, IA 50229

MR NLC UPGRADE U8676
SVF ALLEGIANCE Y802
DOUBLE R MISS 29G T18
SVF/NJC BUILT RIGHT N48
WS 5UYB
WS 5RUJ

This bull's mother is a beautiful, Built Right cow with a perfect udder & blaze face. She has an average weaning weight ratio of 101 on three calves. Tested homozygous black with a blaze face.



CE	10.3			BW	205 ADJ
BW	2.4			100	624
WW	81.7			FINAL WT	205 RATIO
YW	117.4			1155	104
MCE	5.1	STAY	15.7	WDA	WDA RATIO
MM	16.7	API	123	3.10	92
MWW	57.5	TI	74.9	ADG	ADG RATIO
				3.68	99
CW	MARB	BF	REA	IMF ADJ	RE ADJ
46.3	-0.02	-0.118	0.99	3.00	15.10
PELVIC HT	PELVIC WD	PELVIC AREA		BF ADJ	SCRM
14	11	152		0.21	36
				ADJ YW	FRAME
				1135	5.4

Lot 152 WS 63WBG

BD:2/8/19 • REG #3608024 • TATTOO:63WBG • PB SM • B • HPS: P
Wolfe Simmentals - Bill & Jane Wolfe - Prole, IA 50229

SVF ALLEGIANCE Y802
WS MO-HAWK 44PYD
WS 44MPY
JBS BIG CASINO 336Y
WS 63TWB
63RTW

This bull's mother has an average calving interval of 353 days on four calves and an average weaning weight ratio of 106. He represents fertility and growth. Tested homozygous black with a blaze face.

CE	9			BW	205 ADJ
BW	1			96	628
WW	78.7			FINAL WT	205 RATIO
YW	114.2			1175	104
MCE	2.9	STAY	15.9	WDA	WDA RATIO
MM	20.5	API	121.3	3.13	93
MWW	59.8	TI	74.2	ADG	ADG RATIO
				3.66	98
CW	MARB	BF	REA	IMF ADJ	RE ADJ
49.3	-0.05	-0.135	1.03	3.72	13.36
PELVIC HT	PELVIC WD	PELVIC AREA		BF ADJ	SCRM
14	11.5	159		0.29	38
				ADJ YW	FRAME
				1146	5.4

Lot 155 HL FAST MONEY G04

BD:3/17/19 • REG #3614154 • TATTOO:G04 • PB SM • B • HPS: P
Heartland Simmentals - Kirk & Mary Lynch - New Hampton, IA 50659

HOOK'S YELLOWSTONE 97Y
HOOK'S FAST MONEY 67C
HOOKS ALLIANCE 13A
KAPPES BIG TICKET C521
HL NELLA E4
OLF 5303 LADY X134

G04 is a true beef bull. Not only was he the high gaining Simmental bull on test but he was also the 2nd high gaining bull in the Kirkwood test at 4.43 lbs./ day.



Combine that with the fact that he scanned with almost a 17-in REA and the highest IMF of the Simm bulls and has an adjusted Yearling Weight of just under 1,500 lbs. Then you look at how he reads for EPDs and he continues to impress. He ranks 10% of the breed for WW and YW and still has an API of 150 and a TI in the top 2%. Then you look at the bull visually and you appreciate his overall rugged make up and stoutness to go with his overall soundness and great structure. This bull puts all together; visually, on paper, on test, and through his ultrasound data.

CE	13.6			BW	205 ADJ
BW	1.3			81	763
WW	81.1			FINAL WT	205 RATIO
YW	123.8			1348	100
MCE	8.2	STAY	18.3	WDA	WDA RATIO
MM	16.9	API	150.8	3.99	118
MWW	57.4	TI	83.8	ADG	ADG RATIO
				4.43	119
CW	MARB	BF	REA	IMF ADJ	RE ADJ
34	0.27	-0.104	0.83	4.79	16.95
PELVIC HT	PELVIC WD	PELVIC AREA		BF ADJ	SCRM
14	12	175		0.46	35
				ADJ YW	FRAME
				1510	6.9

SPRING YEARLING BULLS

Simmental

Lot 156 FORD BOUNTY 57G

BD:1/30/19 • REG #3614540 • TATTOO:57G • PB SM • B • HPS: P

Ford Cattle Company - Dustin Ford - West Chester, IA 52539

MCM TOP GRADE 018X
HOOK'S BOUNTY 6B
HOOK'S YUMA 49Y

RC CLUB KING 040R
FORD'S GFC MISS 4Y
GA GINGER 842U

Ford Bounty 57G is a high quality herd sire that combines structural integrity, rugged design and an off the charts EPD profile. Top 3% of the Simmental



Breed for API, Top 4% for Terminal Index. Individual figures of top 1% for Stayability, Top 10% for WW and YW and top 15% for CE. This guy covers the bases for many of our Midwestern cow-calf scenarios. 57G's mother (RC Club King) has never missed, she has conceived AI first straw every year and all of her progeny have either been retained in the herd or been sale features. A maternal sister to Ford Bounty 57G by W/C Wide Track was a \$7,500 sale feature at the 2015 Iowa Beef Expo.

CE	12.9
BW	2.5
WW	81.7
YW	124
MCE	7.7
MM	23.9
MWW	64.7

STAY	23.6
API	154.7
TI	81.6

CW	MARB	BF	REA
24.8	0.19	-0.12	0.82

PELVIC HT	PELVIC WD	PELVIC AREA
15	12	175

BW	205 ADJ
74	691
FINAL WT	205 RATIO
1240	100
WDA	WDA RATIO
3.23	95
ADG	ADG RATIO
3.71	100
IMF ADJ	RE ADJ
3.28	13.81
BF ADJ	SCRM
0.20	36
ADJ YW	FRAME
1242	5.3



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SPRING YEARLING BULLS

SimAngus

Lot 157 KSND GLADIATOR

BD:3/7/19 • REG #3584388 • TATTOO:G944 • 5/8 SM 3/8 AN • B • HPS: P
Kaisand Cattle - Craig Kaisand - Bussey, IA 50044

TJ MAIN EVENT 503B
CDI INNOVATOR 325D
CDI MS SHEAR FORCE 49U

SILVEIRAS STYLE 9303
TK ALPHA CHI 5E
HARKERS ALPHA CHI

A calving ease 5/8 Sim Angus bull that will provide growth and style to his prodigy. Solid black, polled bull out of the CDI Innovator and a Silverias Style Sim Angus 2-year-old dam. Balanced set of EPDs.



CE	11.3				
BW	0.1				
WW	68.8				
YW	100.2				
MCE	6.9	STAY	13.2		
MM	15.9	API	121.4		
MWW	50.2	TI	71.2		
CW	35.5	MARB	0.25	BF	0.71
RE					
PELVIC HT	14	PELVIC WD	12	PELVIC AREA	172.3
BW	70	205 ADJ	703		
FINAL WT	1078	205 RATIO	100		
WDA	3.10	WDA RATIO	92		
ADG	3.53	ADG RATIO	96		
IMF ADJ	4.12	RE ADJ	14.89		
BF ADJ	0.34	SCRM	34		
ADJ YW	1187	FRAME	6.2		

Lot 158 CRAZY EYES

BD:3/4/19 • REG #3544683 • TATTOO:G1 • 1/2 SM 1/2 AN • B • HPS: P
Kaisand Cattle - Craig Kaisand - Bussey, IA 50044

GAMBLES HOT ROD
SILVEIRAS STYLE 9303
SILVEIRAS ELBA 2520

ELLINGSON LEGACY M229
CRB LAYLA
CRB FLUFFY

This calving ease Sim Angus bull is out of the deceased Silverias Style. He is a solid black, polled bull that is extremely docile, well balanced, and sound. Crazy Eyes was exhibited at the 2019 Iowa State Fair.

CE	13.1				
BW	0.1				
WW	59.4				
YW	89.6				
MCE	7.1	STAY	14.8		
MM	18.6	API	127		
MWW	48.3	TI	67.7		
CW	17.6	MARB	0.31	BF	-0.045
RE					0.47
PELVIC HT	13	PELVIC WD	11.5	PELVIC AREA	153.0
BW	63	205 ADJ	602		
FINAL WT	1118	205 RATIO	100		
WDA	3.18	WDA RATIO	95		
ADG	4.05	ADG RATIO	110		
IMF ADJ	3.43	RE ADJ	13.64		
BF ADJ	0.26	SCRM	33.5		
ADJ YW	1160	FRAME	5.2		

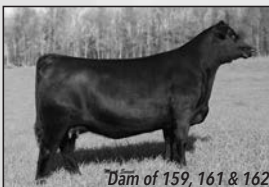
Lot 159 SMITH REVIVAL 9127

BD:3/4/19 • REG #3631686 • TATTOO:9127G • 1/2 SM 1/2 AN • B • HPS: P
Smith Family Farms - Elizabeth Smith - Decorah, IA 52101

LLSF UPRISING Z925
WS REVIVAL
SS NOREEN

PVF ALL PAYDAY 729
SELDOM REST BA BARDOT 427
DAMERON BARDOT 689

Dam's Ratios: 4 BW @ 98, 4 WW @ 101. 3 Flush brothers are backed our Seldom Rest Bardot donor that produced a \$160,000 female in a recent EXAR Big Event Sale. You will admire him for his big top and hip along with his attractive and sound structure.



CE	12.1				
BW	-0.8				
WW	55.2				
YW	80.2				
MCE	8.4	STAY	11.2		
MM	17.3	API	111.4		
MWW	44.8	TI	62.9		
CW	25.9	MARB	0.19	BF	-0.044
RE					0.73
PELVIC HT	14	PELVIC WD	11	PELVIC AREA	157.5
BW	78	205 ADJ	844		
FINAL WT	1255	205 RATIO	100		
WDA	3.58	WDA RATIO	106		
ADG	3.80	ADG RATIO	103		
IMF ADJ	2.89	RE ADJ	15.44		
BF ADJ	0.32	SCRM	34		
ADJ YW	1302	FRAME	5.2		

SPRING YEARLING BULLS

Sim Angus

Lot 161 SMITH REVIVAL 9125

BD:3/4/19 • REG #3631685 • TATTOO:9125G • 1/2 SM 1/2 AN • B • HPS: P
Smith Family Farms - Eric Smith - Decorah, IA 52101

LLSF UPRISING Z925
WS REVIVAL
SS NOREEN

PVF ALL PAYDAY 729
SELDOM REST BA BARDOT 427
DAMERON BARDOT 689

Dam's Ratios: 4 BW @ 98, 4 WW @ 101. Take advantage of the opportunity to run full brothers and make those attractive, high performing feeder

calves. His dam has produced many excellent sons and daughters that work in herds across the country.



CE	14.2
BW	-0.7
WW	55.1
YW	81.3
MCE	10.1
MM	19.8
MWW	47.3

STAY	13.7
API	114.2
TI	61

CW	MARB	BF	REA
18	0.1	-0.036	0.52
PELVIC HT	PELVIC WD	PELVIC AREA	
14	10.5	150.5	

BW	205 ADJ
78	808
FINAL WT	205 RATIO
1168	100
WDA	WDA RATIO
3.33	99
ADG	ADG RATIO
3.47	95
IMF ADJ	RE ADJ
2.38	14.34
BF ADJ	SCRM
0.41	36
ADJ YW	FRAME
1211	5.7

Lot 162 SMITH REVIVAL 9136

BD:3/12/19 • REG #3631688 • TATTOO:9136G • 1/2 SM 1/2 AN • B • HPS: P
Smith Family Farms - Eric Smith - Decorah, IA 52101

LLSF UPRISING Z925
WS REVIVAL
SS NOREEN

PVF ALL PAYDAY 729
SELDOM REST BA BARDOT 427
DAMERON BARDOT 689

Dam's Ratios: 4 BW @ 98, 4 WW @ 101. Here is the big ribeye bull of the mating. He is a power bull that is sure to add muscle to your calf crop. Here is a great opportunity to add proven power genetics.



CE	15
BW	0.2
WW	59.5
YW	88.5
MCE	10.2
MM	21.2
MWW	50.8

STAY	15.2
API	119.4
TI	63.4

CW	MARB	BF	REA
26.9	0.11	-0.052	0.69
PELVIC HT	PELVIC WD	PELVIC AREA	
13	11	148.5	

BW	205 ADJ
76	862
FINAL WT	205 RATIO
1220	100
WDA	WDA RATIO
3.56	106
ADG	ADG RATIO
3.81	104
IMF ADJ	RE ADJ
2.07	16.07
BF ADJ	SCRM
0.28	36
ADJ YW	FRAME
1293	6.7

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THE IOWA CATTLEMEN'S ASSOCIATION'S COVID-19 UPDATE

Working with Leaders

The Iowa Cattlemen's Association has heard many concerns from members (and non-members) regarding impacts of COVID-19 on our beef businesses. As these concerns have come forward, staff and leaders have met via teleconference and/or video conference regularly. These virtual meetings have extended to our county leaders and ICA councils and committees, focusing on surfacing issues and finding solutions.

Your ICA Board of Directors have shown incredible dedication to Iowa's cattle industry, and have worked diligently to make sure that the association is aware and working on the issues you are facing on your operations.

ICA staff and leaders have engaged with many governmental agencies, including USDA Agricultural Marketing Service, Iowa Department of Agriculture and Land Stewardship, Iowa Economic Development Authority, and the Iowa Department of Public Health. Within agriculture, ICA has met virtually with other state cattlemen's associations, national cattlemen's groups, Iowa based commodity groups (corn, soybeans, pork, poultry, etc.) and the Iowa Banker's Association.

Ramping up Communications

As we work to mitigate current and future challenges, we have increased our communications efforts to keep the details in front of Iowans in the cattle industry.

This update was written March 25. For more current information, check out our social media channels and sign up for emails and texts at iacattlemen.org.

Short-term Financial Needs of Producers

As Congress considers economic stimulus packages designed to help Americans through this pandemic, ICA has lobbied for a "disaster" payment for cattle producers to be included.

On Thursday, March 19, ICA sent a letter to USDA Secretary Sonny Perdue and Iowa's congressional delegation, stating, "As our government works to mitigate the issues caused by the COVID-19 outbreak, the Iowa Cattlemen's Association asks that the current and future needs of beef producers are taken into consideration. Specifically, we are requesting stimulus solutions to protect the long-term viability of our family-run operations, which support our local, state, and national economies. Furthermore, we encourage you to monitor market participation for anti-competitive practices (past and future) and we look for your support of solutions that will improve transparency and price discovery for all in the U.S. cattle markets."

Our goal with this disaster assistance request has been to keep our producers afloat during this period.

Market Stability and Transparency

Longer term, we continue to work on solutions that will improve fed cattle markets.

For several years, ICA has been emphasizing the need for more negotiated cash trade and price discovery in the fed cattle markets. We saw evidence of this need as fed cattle prices and live cattle futures were much more closely aligned with the stock market than they were with market fundamentals during the week of March 16. While boxed beef prices increased dramatically due to an increase in beef demand as consumers filled their freezers in preparation for "social distancing", fed cattle bids and live cattle futures followed Wall Street and fell considerably.

This situation clearly indicates the need for more true price discovery and market transparency. In the midwest, transactions include an appropriate balance of negotiated cash trades and formula buys. In Texas, however, formula transactions dominate, providing little-to-no price discovery. Because the details of those formulas are not shared publicly through Mandatory Price Reporting, cattle producers are in the dark regarding the true value of cattle at any given time.

The Iowa Cattlemen's Association's Board of Directors has engaged on this topic with many other cattlemen's groups and leaders across the country, and will continue to do so. ICA has also requested a thorough investigation of anti-competitive practices in the cattle markets.

Continuity of Business

Keeping the beef business moving, from cow-calf producers to the plate, is a key priority. ICA has been encouraged to see agriculture deemed an "essential service" by our state and federal governments.

Livestock Auction Markets

Iowa's livestock auction markets are a vital part of our beef business, and maintaining their ability to operate has been a key priority. ICA has been working with the Livestock Marketing Association and Iowa Department of Agriculture and Land Stewardship to ensure that auction markets are allowed to continue their business as normally as possible. ICA has also reiterated the importance of the price discovery that occurs at auction markets, and the need to continue reporting sale results.

Processing Sector

One of the most frequent questions from our members is related to a COVID-19 outbreak within a packing plant. To date, there has been one confirmed case among a packing plant employee in a poultry processing plant in Mississippi. That employee and six others who worked nearby are in self-quarantine and the plant is continuing to operate.

A Fluid Situation

As the COVID-19 pandemic continues to affect our beef businesses, ICA will continue efforts to minimize the impact. **Please contact us at 515-296-2266 or iacattlemen@iacattlemen.org with any questions or concerns.**

FLUID SITUATIONS, KEEPING PACE & TRIGGER FINGER READIED

By Matt Deppe, ICA CEO - March 23, 2020

"Take a breath, calm yourself, keep the gun steadied and squeeze the trigger." That's the progression my dad used to teach me how to correctly identify a target and fire on it when I was younger. And his message was about pacing yourself, being patient and knowing what you're shooting at and why. I'll say it - over the course of the last several weeks, especially related to the COVID-19 pandemic, there are times that we all want to pull the trigger on many different targets even if it's a blurry rustling in the brush. But the target is elusive and hard to eliminate. Patience is key as it relates to the current situation.

Keeping yourself healthy will stay a priority - we all need to work as good citizens to be logical, reduce travel and keep distance. But we do not always adapt well to stress. One of the most important things that you can do for the mental health of yourself and others is to reach out to someone to check-in. From an organizational perspective here are our targets:

MAINTAIN BUSINESS CONTINUITY:

We have constantly been engaged in proactive conversations to maintain continuity of business. At the federal and state level we're working with the Governor, Iowa Department of Agriculture and Land Stewardship and USDA to maintain the business exemptions agriculture is allowed currently. On the ground, we've been engaged with market outlets like that of our livestock auction markets as well as the packing companies to maintain markets and market reporting during a very volatile situation. The commodity is perishable (live cattle & beef) and regaining market stability is imperative. On the ground level, we've focused on our work with other organizations connected to the cattle business and connected to agriculture.

AN OPEN EAR:

Phone calls from our family in Iowa's beef business have been absolutely imperative. While the outcomes needed are immense, there are two very solid targets that we're looking for in our scope.

First and absolutely foremost the cattle industry will need stimulus dollars to make us whole again. After immediate discussions with USDA in mid-March, we took to congress to include an increase in the borrowing authority that the agency would have via the Commodity Credit Corporation. This topic is currently (as of March 24) placed in the third stimulus bill of which the Senate is still looking to get to the floor for a vote. We ALL need to reach out to our congressional delegates from Iowa - Senate and House - explain the situation. Bottom line, the market fall-out from COVID19 in the cattle industry cost the U.S. cattle producers \$5 to \$10 billion. As long as the increased borrowing authority for USDA via the CCC remains in the stimulus we will work forward with USDA toward a functional approach toward making our producers more whole during a very difficult time of economic uncertainty. Good or bad response to the pandemic, when the government has to respond in force like this, the economy is placed in uncertainty. The cattle industry and agriculture need disaster relief and we need to get this target centered.

The second priority that we are positioned on together is market transparency north to south within the beef business. The separation of demand reality in mid-March when the cut-out quickly rose based on buying signals from retail while live

cattle were devalued because bids were linked to the (at the time) speculative discourse of the live cattle futures contract has to be addressed. The first and best way to control volatility of any nature is to overshadow the speculation with facts. Increased negotiated trade within the fed cattle buy has to increase and March 2020 provides us with proof and evidence. When producers up and down and beef belt work collectively to negotiate cattle on the spot/cash market, the true value of a fed steer is known. And your Iowa Cattlemen's Association WILL continue to keep our discussion working forward. The honest question in my mind - is this an agreement or is this a regulation? All the cards are on the table but this target will come and go quickly.

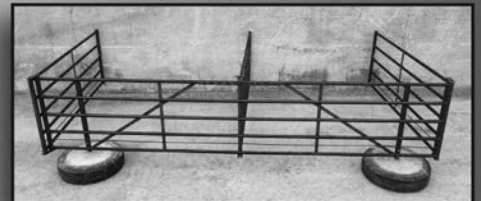
During a time when our Iowa beef business is in jeopardy, I ask you to get involved. "Member" or "non-member" doesn't matter, and picking your team isn't about what organization is doing the best job. The fact of the matter is that in this situation we are ALL members of Iowa's beef business and we ALL need to be involved. If by reading through this magazine or via continual communications from ICA there's something missing from a solution or connection standpoint during this or other items, take a few moments and give us a call.

We will get through this, but for the best outcome, we need to make sure our targets are clearly aligned, we take a breath and pull the trigger at the best moment.

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