

Dear Friends,

Thank you for your interest in Black Herefords and our cattle. We feel that Black Herefords offer the commercial cowman another option to utilize in a crossbreeding program.

We have a real world working man's environment. If it's time to plant or combine, the cows are on their own. We don't have a lot of room or extra time to spare to pamper the cattle. We do not creep feed, as this masks the cow's milking ability. Weaning usually takes place after harvest (this year the middle of November), so the yearling bulls won't be as big or pushed as hard as other bulls out there. We are pushing the calving season back later in the spring to try and match the green grass to the cow's milking needs. Being developed slowly, these bulls should be able to go out and last a long time for their new owners.

As the demand for Black Hereford females remains high, we decided for the first time ever to offer some females for sale. With a variety of fall pairs, bred and open heifers, there should be something for everyone.

While being relatively new to Black Herefords (started in 2006) and selling bulls, we are not new to the area or to farming. We've been here a long time, and Lord willing, plan to be here a long time yet. So buy with confidence. We want our cattle to go out and work. If you have a problem – call. If we can be of any further assistance please call.

Thank you and God Bless,

Danny & Erin Smithson



Congratulations  
Kiley Utsler,  
on your successful  
show season with a  
**6314** heifer!

JN Balder 6314 semen is  
available.

### **3 Delivery Options**

1. Free delivery up to 200 miles on purchases totaling \$2000 or more to central points. (Delivery will be arranged around our farm work schedule.)
2. Haul your own purchase and receive a \$50 discount per lot purchased.
3. Bulls Only: Leave your bull and pick him up on or before May 1, 2011.

### **Yearling Bulls and Heifers**

The yearling bulls and heifers were weaned in the middle of November. They were wormed and were given two rounds of shots in the fall. They are getting a ration of shelled corn and commodity pellet along with free choice hay. The two year old bulls have been on grass and hay through the summer and now they are also getting the corn and commodity pellet. We encourage you to take advantage of the 'Free 200 mile delivery' or 'Leave your bull' options so the bulls can be semen checked and given breeding shots.

### **Bred Heifers**

On December 9, 2010 the bred heifers were weighed and vet preg checked. They received breeding shots and were wormed. In the catalog pregnancy status, E3 means Early 3<sup>rd</sup> period, L2 means Late 2<sup>nd</sup> period, and P2 means 2<sup>nd</sup> period. The bulls were turned in so as to start calving on March 1<sup>st</sup>. All but two of the heifers in the sale were called P2 or better, with the 2 exceptions being 'days bred' and the estimated calving date noted on those lots. The bred heifers have been developed on grass and hay only without any corn.

### **Fall Pairs**

The cows have had breeding shots and were wormed. Calves have had a round of shots.

### **WR and YR INDEXES**

With pastures 15-20 miles apart and different groups of cows in each pasture, we feel that conditions can vary greatly and influence weaning weights, so we picked the top bulls from each contemporary group to put in the sale. We have data on the yearling bulls in contemporary groups and also whole farm indexes. Due to limited space, we only listed the whole farm weaning ratios (WR) and yearling ratios (YR) and encourage you to use this to compare the bulls against each other. As management styles and weather vary from farm to farm, WR and YR indexes give a better idea of the genetic performance of the individual animal.

### **Floor Price**

A floor price is set on each lot and interested parties will bid from there. If only one person is interested in a particular lot, they can bid at the floor price. If two or more people are interested in a particular lot, then the auction is on for that lot. If no one wants a lot, then the animal will remain for sale by private treaty at the minimum floor price.