



BEFORE BIDDING ON A BULL

1. Determine Operational Goals

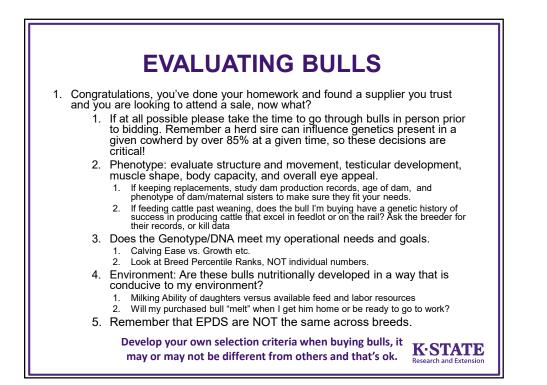
- 1. Marketing Plan and Timing?
- 2. Keeping or Buying Replacements?
- 3. Available Labor Force?
- Will you AI, turn bulls out, or combination of both?
- Available forage and feed resources, and calving
- environment?6. When do I breed cows, and when do I calve? When do I need to have my bull battery ready to go?
- 7. Will I utilize crossbreeding, or maintain a primarily breed based
- operation? Adjust annual bull buying budget
- Adjust annual bull buying budget based on revenue/expenses and current needs.

2. Find the right Seedstock Supplier

- STUDY different operations, tour their place, cowherds etc. to ensure this supplier produces cattle that fit your goals at the time you need them.
- 2. What services does this supplier offer?
 - This could include: Calf-crop marketing assistance or buy back program, free bull delivery, or a first breeding season guarantee on bulls.
- Make sure the bulls selling come with a PASSED Breeding Soundness Exam/Semen check by an accredited vet.
- 4. Do I know and trust this person to do right by me as their customer?
- 5. Buy from those you know and trust, a handshake still matters!

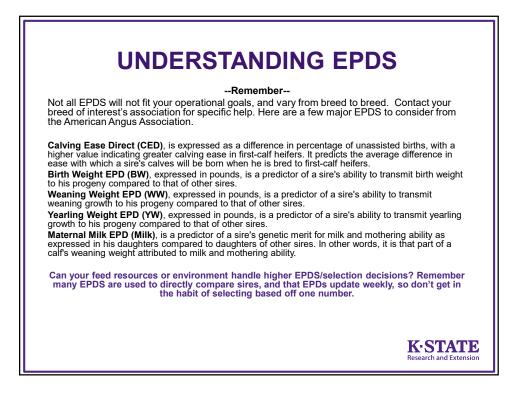
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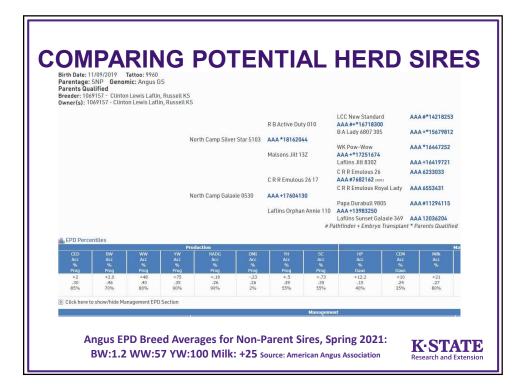
This process takes time, adapt and change as necessary.

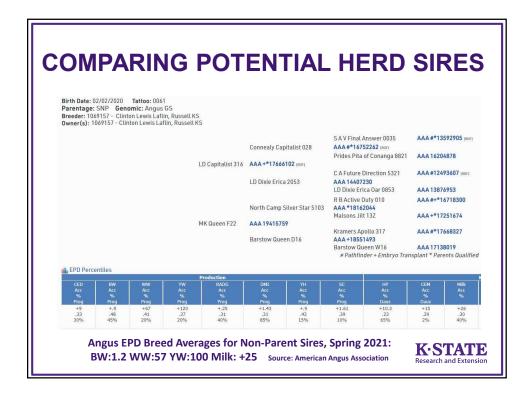


EVALUATION IN A PEN











- One of these bulls is out of a 10 year old 2nd generation donor cow that serves as the base of my breeding program where I have retained 5 maternal sisters in my herd. This bull's grandmother was in production until the age of 14 and had a calf on time every year in addition to being flushed.
- 2. The other bull is out of a valuable first calf heifer whose grandmother brought \$40,000 as an aged cow and is the dam of the notable Angus AI Sire Barstow Cash.
- 3. Both bulls had an actual birth weight of 81 pounds, while one had an adjusted Yearling Weight of 1,125 pounds and the other bull had an adjusted Yearling Weight of 1,294 pounds.
- 4. One bull has a Milk EPD of +26 while the other bull has a Milk EPD of +21. Which bulls daughters will work better for you?

Which bull is which? What bull works best for your operation? Which one do you decide to buy?

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