

Where Our Average... is Way Above Average!

The Average Red Angus Bull in our 2023 Sale offering ranks:

- Top 10% for \$Profit
- Top 15% for \$Ranch
- Top 12% for \$Feeder
- Top 15% for GridMaster
- 16 CED to 105 YW Spread
- Top 15% for Marbling
- Feed Efficiency Tested

If the average is that good, you might enjoy stopping by to try to pick the "Top End", and while you're at it check out our new Feed Intake Data Collection equipment.



Why we invested in Feed intake Collection Data:

The measurement of individual animal Dry Matter Intake (DMI) and subsequent calculation of Feed Conversion is easily the most expensive data collection we have undertaken in our 6 decades as a Red Angus genetic provider. However, the results of this data are even more compelling. The variation in dry matter intake within one pen of cattle can be staggering - where the "biggest eaters" are consuming twice as much per day as those with the lowest intake. When differences in DMI are considered with variation in Gain, we can calculate individual animal Feed Efficiency and ultimately a Feed Efficiency EPD, which we publish as F:G. (see explanation at right). Dry Matter Intake is far more heritable than many economically relevant traits which allows us to make progress in our quest to produce more pounds of high quality beef with lower feed bills. Furthermore, Meat Animal Research (MARC) data has shown that those differences in DMI expressed as yearlings are 80% correlated to variation in DMI of 4-yr-old cows, meaning low intake yearlings are going to stay low intake at maturity, and due to it's higher heritability, sustained selection for Feed Efficiency in yearling bulls will push a cow-herd in the desired direction.

What's Feed Efficiency Really Worth?

Example:

Bull A = 0.25 F:G EPD
Bull B = -0.25 F:G EPD

Bull "B" predicts to sire calves that require 1/2 lb. less feed per pound of gain.

Assume these calves are going to be on feed for 170 days gaining 3.5 pounds a day and dry ration cost is \$300 per ton.

If both bulls sire 25 calves that go into the feedlot, Bull B's progeny will consume 3.72 tons less dry ration.

Now, apply that same 1/2 lb improvement in Feed Conversion across 80 head of 6 cwt steers on a potload and you save almost 12 tons of dry ration.

Next Year will be our Family's 60th Year of supplying Red Angus Genetics

We've seen lot's of changes, but probably none more so than the expansion and updates that have happened right here at our Miles, Texas headquarters over the last six months.

Dear Friends,

What an incredible time to be in the beef cattle business, especially for the cow/calf sector. While we'd sure take some more rain, our moisture and feed situation are much better than last year, and while that's not true for everyone, it is the case over a large part of the southern plains. Better yet, we are heading into fall with historically good prices for both feeder calves and fed cattle.

One change we have made is we moved our bull development back to our headquarters. This puts our eyes on the bulls every day and we're building our own high roughage ration to ensure ideal rumen health and sound foot structure.

Next, we invested in equipment to collect individual animal dry matter intake (DMI), which allows us to identify animals that more efficiently convert feed into pay weight. Our bulls will sell with feed efficiency EPDs, which are expressed as F:G (Feed:Gain). In addition to impacting conversion in the feedlot, intake impacts cow herd profitability through its influence on stocking rate and cow herd maintenance costs.

Another change Halfmann sale veterans will notice is the extent to which we've stepped up our game in quality grade. The average Halfmann Red Angus bull we'll offer in our October 4th sale ranks in the top 15% of all Red Angus for marbling and there are many in the top 1-5%. With prime carcass premiums easily topping \$200 per head, we're making sure our genetics come with bred-in earning power. Even if you sell your calves at weaning, they'll be worth more sired by bulls with documented carcass merit.

Finally, to simplify the selection process for our customers, we've joined the **\$Profitshare** team, which gives our customers access to the most meaningful economic selection indexes in the beef industry. We believe this tool will better serve our mission of breeding more optimally balanced cattle.

\$Profit values the positive impact of revenue traits like fertility, marbling, weaning weight, gain, and others against the expense generated by traits like post-weaning feed intake, mature cow size and cow herd feed intake. The three **\$Profit** indices are described below as well as how ranchers can use them.

If you are in the area, reach out to us! We'd love to show-off our new **C-Lock** feed intake bunks and the associated SmartScale that capture weights each time an animal drinks and increases the accuracy of our weights by removing variation in fill. Even better, we'd love to show you our cow herd so you can see what's behind the bulls we'll be selling on Wednesday, October 4th. As we prepare for our sale, we'll pray it keeps raining and enjoy this amazing feeder calf and fed cattle market.



CODY, GLEN & CHAD HALFMANN

If you want Profit, Select for it! • Which Index best fits your operation?

\$Profit

Assumes a bull will produce 100 calves over his natural service life, that the producer raises their own replacements and retains ownership on steers and cull heifers, which are marketed on a Quality Based Grid.

\$Profit Example:

- Bull A has a \$Profit of \$15,000
 - Bull B has a \$Profit of \$10,000
- = We would expect Bull "A" to produce an additional \$5000 of profit to the ranch over his service life (\$50 per calf x 100 calves) when compared to Bull "B"

Revenue Traits included in \$Profit:

- Lower Birth = Easier Calving/More Live Calves
- Weaning & Yearling = More payweight
- Fertility = more calves over a cow's lifetime
- Carcass Weight = worth more up to 1050 lbs.
- Marbling = valued based on grid premiums
- Ribeye area = value as impacts Yield Grade

Expense Traits included in \$Profit:

- Cow Mature Size = in general, bigger eats more
- Cow intake = increased intake = increased costs
- Cost of Gain/Days to Finish
- Carcass Weight = Discounted if over 1050 lbs.

\$Ranch

Developed for cow calf producers who retain their own replacements and market 100% of the steer calves and cull heifers after weaning.

\$Ranch fits the majority of our bull customers at Halfmann Land & Livestock

Traits included in \$Ranch:

Fertility, Milk, Weaning Growth, Cow Herd Feed Intake and Mature Cow Size

\$Ranch Example:

- Bull A has a \$Ranch of \$80
 - Bull B has a \$Ranch of \$40
- = We would expect Bull "A" to produce \$40 per head increased profit when compared to bull "B" in a cow/calf operation that raised their own replacements and sold all other calves at weaning.

Multi-generational use of \$Ranch will ultimately result in: moderation in mature cow size, improved fertility, modest gains in weaning weight, improved stocking rates and ultimately - increased pounds of calf harvested per unit of feed/land resource.

\$Feeder

Developed to compare how bulls will impact profitability in the post-weaning phase.

\$Feeder is useful for herds that buy their replacements and retain ownership and market their entire calf crop on a value-based grid.

Traits included in \$Feeder: *Feed Intake, Post-Weaning Gain, Carcass Weight, Quality Grade (Marbling), Yield Grade*

\$Feeder Example:

- Bull A has a \$Feeder of \$100
 - Bull B has a \$Feeder of \$150
- = We would expect calves sired by Bull "B" to earn \$50 per head increased profit between weaning and harvest when compared to calves sired by bull "A".

Use of \$Feeder in sire selection will maximize Feedlot Closeouts, but with no regard for the cow herd. Thus \$Feeder should be used by herds that purchase their replacement females.



K326 - Sired by 5L **Genuine** 1603-195C and out of a 111MPPA New Era Donor. 16 CED to 127 YW, Top 5% YW, 3% ADG & 7% MARB \$19,170 \$Profit (2%), \$84 \$Ranch (5%) and 1.64 Fertility (5%)



K459 - Sired by Brown **Top Tier** G242 with ratios of: 110 WW, 110 YW, 112 ADG, 106 IMF and 121 REA with 17 CED to 110 YW \$19,514 \$Profit (2%), \$80 \$Ranch (5%) and 1.78 Fertility (5%)



K474 - Sired by Brown **Top Tier** G242 and out of a 111 MPPA New Era Donor. 16 CED to 116 YW, Top 8% ADG and Top 2% REA. \$18,807 \$Profit (2%), \$85 \$Ranch (5%) and 1.75 Fertility (5%)



K332 - Sired by 5L **Genuine** 1603-195C and out of a 110 MPPA Night Calver Donor. 19 CED to 115 YW, 1.03 MARB (1%). \$19,251 \$Profit (2%), \$77 \$Ranch (5%) and 1.64 Fertility (5%)

We've Combined Calving Ease, Payweight, Carcass Value and Cow Herd Traits, Here's a Sample!

ID	REG	SIRE / MGS	CED	BW	WW	YW	Milk	HP	CEM	MARB	REA	FERT	\$Profit	\$Ranch	\$Feeder
K345	4611769	GENUINE / DEFENDER	19	-5.7	60	103	30	6	10	.88	.04	1.88 / 8%	\$22,766 / 0.9%	\$98 / 3%	\$185 / 0.9%
K396	4611639	TOP TIER / ORACLE	16	-3.7	61	104	23	14	11	.80	.43	2.02 / 5%	\$18,986 / 3%	\$87 / 5%	\$144 / 6%
K381	4611795	TOP TIER / NIGHT CALVER	15	-3.2	63	108	27	16	9	.69	.26	2.18 / 2%	\$18,912 / 3%	\$81 / 7%	\$154 / 4%
K334	4611757	GENUINE / NEW ERA Y194	14	-2.2	80	131	34	10	10	.80	.26	1.92 / 7%	\$19,373 / 3%	\$88 / 5%	\$151 / 4%
K459	4611879	TOP TIER / NEBULA P P707	18	-5.1	61	109	28	15	10	.74	.12	1.98 / 4%	\$20,984 / 1.7%	\$87 / 6%	\$176 / 1.5%
K332	4612071	GENUINE / NIGHT CALVER	19	-6.0	67	116	34	11	13	1.03	-.17	1.64 / 19%	\$20,129 / 2%	\$77 / 8%	\$178 / 1.3%
K326	4611749	GENUINE / NEW ERA Y194	16	-2.2	74	127	34	10	11	.70	.11	1.92 / 7%	\$17,239 / 5%	\$80 / 7%	\$132 / 9%
K329	4611753	TOP TIER / ORACLE	17	-4.3	60	102	24	14	10	.78	.33	2.17 / 2%	\$20,690 / 2%	\$89 / 5%	\$168 / 2%
K365	4611785	GENUINE / FINAL ANSWER	15	-2.6	64	107	31	9	9	.71	.17	2.15 / 3%	\$18,502 / 4%	\$91 / 5%	\$135 / 8%
K346	4612083	GENUINE / NIGHT CALVER	19	-6.1	64	106	34	11	13	.78	.19	1.64 / 19%	\$19,757 / 3%	\$78 / 8%	\$170 / 1.9%
K441	4611865	TOP TIER / BOURNE	15	-4.9	61	106	28	17	9	.77	.20	1.78 / 12%	\$19,709 / 3%	\$69 / 11%	\$183 / 1%
K409	4611999	GENUINE / CLIFFTOP	15	-2.6	65	112	31	7	10	.78	.00	2.02 / 5%	\$18,864 / 3%	\$87 / 5%	\$145 / 6%

**Over 40 Sons of Deceased High \$Profit, Elite Marbling Sires,
5L Genuine 1603-195C & Brown Top Tier G242
Plus, 20 Sons of Calving Ease Specialist, Bieber CL Energize F121**

2023 Halftmann-Beckton Sale
Bulls for Better Bottom Lines
Wednesday, October 4, 2023 1 pm

- 150 Age-Advantage, Feed Efficiency Tested Red Angus Bulls
- 180 Spring Calving Commercial Red Angus Females
- 20 Registered Red Angus Females From the Top-End of our replacements

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325.468.2390 (o) • 325.245.8928 (c)
2501 Co Rd 357, Miles, TX 76861
Glen, Cody & Chad Halftmann



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