

Tip 1. Genetics is the ONLY THING a producer is in full control of.
This makes bull buying your most important decision of the year.

Tip 2. Purchasing bulls from a trusted seedstock source is one way to ensure the quality of offspring produced. These reliable sources will yield a product that fits a commercial producer's program and ensures there will be value in the offspring created by their bulls.

Tip 3. Single Selection = Single Markets - Specialization and "Niche" marketing are buzz words today that could potentially hinder future marketing opportunities. Markets and price structures continually change. Selection for one or two traits only fit one or two markets. Select bulls that DO IT ALL. Moderate birth weight, high growth, and well above breed average carcass will pay the bills and set a well-rounded cow foundation. Never close doors by not offering a full package in your cow herd and calf crop.

Tip 4. Beware of the scale buster! If a genetic supplier attempts to wow you with impressive actual weights that you can't seem to replicate, it's time to start asking some questions. It probably means you haven't ventured out to the "back 40" and caught a glimpse of his elegant array of creep feeders. Buy from breeders that run their cows like you run yours, and you'll never be disappointed.

Tip 5. When buying bulls, make sure you are part of a program or system.
Your seedstock provider is your consultant. Make sure they know what you need to hit the profit drivers and will also help you prove and/or market the offspring.

Tip 6. One thing to consider is the size of your genetic supplier. Most bulls these days tend to sell with some kind of breeding warranty. If you have to use that warranty during the breeding season, most large producers have plenty of bulls on hand at all times to supply a new one, or can loan you a replacement until the next sale season.

Tip 7. Identify what your breeding goals are and stick with them. Don't chase fads - stay consistent. Year in and year out, guys that set standards, keep 'em simple, and stick to it have better replacement females, more even calf crops, and see more profit.

Tip 8. A common mindset is the farther away from home you go to buy bulls, the better they are. More often than not, that isn't the case. Bulls grown and developed closer to your cattle operation will be better adapted to your environment. This will help ensure that their pasture performance is up to your standards.

Tip 9. Real data, test data or genomic data is better than no data. Make sure your bull supplier has some. At the feedyard - 43% of the profit comes from feed conversion - 39% from carcass merit and the balance comes from carcass weight. Feed efficiency is not a fad, so it won't be going away. 1 lb. of dry matter conversion difference and \$6.00/bu corn on a 575 lb. steer in the feedyard equals over \$100/head difference.



Tip 10. Some critical factors that will directly affect the “mileage” you get out of your bull are:

A solid foundation - a bull can't breed if he can't walk. The rear feet in particular are the most important. Today, we very rarely see foundered bulls; therefore, most modern day feet trouble can be attributed to genetic problems that will be transferred to the bull's offspring.

An adequate sized factory - bulls with above average scrotal size will tend to be more fertile and thus better equipped to breed more cows in a timely manner.

Tip 11. Pay attention to flesh - bulls that flesh easier will have an advantage staying in better shape during the breeding season. However, don't confuse this with buying over conditioned bulls that carry excess amounts of fat. All too often, feedlot developed bulls melt or fall apart while trying to breed your cows.

Tip 12. Sexually transmitted diseases are for real and need to be taken seriously. When buying bulls, you should always expect thorough and properly completed health documentation with every bull. All virgin bulls should have a breeding soundness exam/semen test certificate, documented negative BVD test (often verified by DNA), and a record of all presale/pre-breeding vaccinations. Any mature bulls must have a documented negative Trich test.

Tip 13. “Well Balanced” Definition - Well balanced does not mean a bull that is equally average in all traits, but rather should be a bull that is equally impressive in all traits.

Tip 14. Don't let calving ease cost you money! Calving ease is extremely important and we can all agree that a first calf heifer needs to have a very moderate sized calf. However, bulls with “slam dunk” heifer calving ease generally sire calves that are too small if used on cows. A mature cow can have a 75 to 85 lb. calf with ease. Those calves will weigh much more at weaning time.

EPDs
CE 106/.19
BW 1.5/.36
WW 44/.30
YW 84/.23
MK 22/.14
TM 44
GL -1.1/.16
CED 103.09
SC .6/.14
ST 9/1
CW 11/.21
RE 0.14/.19
MB 0.17/.17
DtF .9/.16
CV \$28.27
FM \$18.41



FLYING H LEGACY 61X

Ideal Legacy X Carolina CPR
GV#1168719 • BD: 10/07/10 • PB Gelbvieh

EPDs
CE 103/.16
BW 2.6/.34
WW 63/.26
YW 108/.11
MK 16/.09
TM 48
GL -1.0/.27
CED 99.05
SC .7/.05
ST NA
CW 22/1
RE 0.38/1
MB 0.04/1
DtF .7/1
CV \$30.82
FM \$30.63



FLYING H MR POWER 92Y

Red Power X BFCK Cherokee Cnyn 4912
GV# 1183263 • BD:1/28/2011 • Balancer

EPDs
CE 98/.16
BW 4.9/.33
WW 63/.24
YW 111/.11
MK 18/.07
TM 50
GL -0.3/.07
CED 99.04
SC .9/.09
ST NA
CW NA
RE NA
MB NA
DtF NA
CV \$0.00
FM \$35.17



FLYING H MR STAR 155Y

Post Rock Star 116W2 X Flying H 5N 83R
GV# 1183038 • BD: 2/16/2011 • Balancer

EPDs
BW 0.3/.32
WW 34/.28
YW 71/.27
MK 2.0/.23
MWW 19/.24
CW 5.8/.23
YG -0.06/.15
MB 0.26/.15
BF 0.02/.16
REA 0.42/.15
Shr NA
API 102.1
TI 64.7



FLYING H RESISTOL 100X

MR NLC Superior S6018 X B C Matrix 4132
ASA# 2594877 • BD: 11/30/2010 • SimAngus

EPDs
BW -3.4/.32
WW 32/.28
YW 66/.27
MK 1.6/.23
MWW 17/.24
CW -2.8/.23
YG 0.11/.17
MB 0.59/.18
BF 0.05/.18
REA 0.02/.18
Shr NA
API 141.6
TI 75.9



FLYING H MR BEEF 103Y

WS Beef Maker R13 X Badlands Mr Beef 805
ASA# 2594880 • BD: 1/11/2011 • SimAngus

EPDs
BW -0.2/.33
WW 33/.28
YW 65/.27
MK -2.9/.22
MWW 14/.23
CW 1.1/.23
YG 0.18/.14
MB 0.46/.14
BF 0.06/.14
REA -0.09/.14
Shr NA
API 112.9
TI 68.2



FLYING H

TNT Dual Focus T2
ASA# 2594882 •

SPRING SALE

request sale
book/dvd by
phone, text, email,
or Facebook

GROWN

Bulls Located Just South of Clinton,

Pasture Ready Bulls for Any

PREVIEW

Majority of
Bulls Selling
are Homo.
Black!



FLYING H Y117

CAJS Jillians Trademark X K A F Dateline Erica
ASA# 2601470 • BD: 1/16/2011 • SimAngus

EPDs
BW -0.3/.35
WW 33/.30
YW 59/.19
MK 1.5/.16
MWW 18/.17
CW -2.6/.19
YG 0.04/.11
MB 0.25/.09
BF 0.03/.11
REA 0.06/.09
Shr NA
API 111.0
TI 68.0



FLYING H Y109

CAJS Jillians Trademark X H S A F Bando 1961
ASA# 2601461 • BD: 1/09/2011 • SimAngus

EPDs
BW -0.3/.36
WW 42/.32
YW 72/.21
MK 4.1/.17
MWW 25/.18
CW 4.6/.20
YG 0.09/.12
MB 0.31/.11
BF 0.04/.13
REA 0.06/.10
Shr NA
API 117.0
TI 76.0



FLYING H Y156

CAJS Jillians Trademark X H S A F Bando 1961
ASA # 2601499 • BD: 2/15/2011 • SimAngus

EPDs
BW 0.5/.35
WW 39/.32
YW 69/.21
MK 3.4/.17
MWW 23/.18
CW 4.6/.20
YG 0.11/.12
MB 0.33/.10
BF 0.04/.12
REA 0.02/.10
Shr NA
API 110.0
TI 72.0

ON GRASS

MO – Stop By Anytime For a Visit!

Herd Size and Every Budget!



EPDs
BW -0.6/.33
WW 36/.28
YW 70/.26
MK 6.4/.20
MWW 24/.21
CW 3.7/.23
YG 0.17/.11
MB 0.37/.09
BF 0.06/.09
REA -0.01/.09
Shr NA
API 97.0
TI 68.0

DUAL FOCUS 105Y

249 X O C C Mitchell 831M
BD: 1/23/2011 • SimAngus



FLYING H ASSET 1002Y

CJ SH Liquid Asset 8660 X Meyers Bonus
ASA# 2592753 • BD: 1/05/2011 • SimAngus



FLYING H MR 117Y

MR NLC Upgrade U8676 X PVF-BF BF26 Black Joker
ASA# 2615866 • BD: 1/19/2011 • PB Simmental

EPDs
BW 1.3/.24
WW 46/.22
YW 83/.22
MK -0.3/.14
MWW 22/.14
CW 14.2/.19
YG -0.14/.13
MB 0.14/.13
BF 0.00/.16
REA 0.65/.13
Shr NA
API 115.0
TI 70.0

Flying H Bulls, Real World Tested . . .



18 month old composite bull in the pasture breeding cows.

. . . Cattlemen Approved!

My experiences with Flying H Genetics have been very satisfactory. It is a respectable place with a crew who do what they say they're going to do. Last spring, I had a small issue with one of the bulls I had purchased. The problem was well taken care of with prompt attention and care.

Roger & Sharon Pierce, Southeast MO cattleman

I have been extremely impressed and pleased with the Flying H crews' quality of customer service, fairness, and attention to detail. They walked me through their bull selection & buying processes, explaining to me what I may need and not need at my convenience. I am very pleased with the 8 FHG bulls I was a part of purchasing in 2011. They have held up better than any bulls we have bought before, and I really look forward to our first set of calves.

MacShane Bartley, Kentucky cattleman

We are very pleased and happy with our bull we purchased from Flying H Genetics. It is a very gentle, good natured bull. He has serviced lots of cows and has always generated a 100% calf crop with no calving issues. The calves wean off very well each time and are taken to market and sold in an even group. Those calves have always been in the top 5% of calves sold on sale day.

John & Linda Stewart; Stewart Farms, West Central MO cattleman

This past fall, Flying H went out of their way to help with a bull that wasn't working for me. They promptly delivered a quality bull to my farm. My new bull has been absolutely excellent! It is an even tempered, outstanding bull that is a very aggressive breeder. I am totally pleased!

Donald Beeson, Southwest MO cattleman

Tip 15. **Your bulls should reflect your market.** If the sale barn is your main market, then pounds pay - plain and simple. Focus on producing an even set of heavy calves that are one solid color. Don't ignore carcass traits. Instead, use a reputable bull source that actively measures them and stay focused on the things that pay your bills.

Tip 16. **A common mistake that cattlemen make is underestimating the need of their bull battery.** Each year, I get calls in the days just prior to turn out time, stating that a bull(s) have failed their Breeding Soundness Exam (BSE). To complicate this problem, the majority of bulls have already been sold, leaving a rancher with few options. Solution: get your BSEs completed ahead of bull sale season, so you know the total number of bulls you really need while you still have the chance at quality bulls.

Tip 17. **Understand that an animal is worth what two bidders are willing to pay for him on that given day.** Be prepared that your first choice(s) may end up being beyond your budget, regardless of the sale results of the previous year. Identify bulls deep into the offering that still match your criterion, just in case you can't afford the ones leading off the sale. The same applies to the entire sale. Your number one priority when buying bulls is getting your cows bred. Your second option may have to include utilizing another seedstock supplier. But, do your homework well in advance. Be sure they are dedicated to their customers, raise the quality of bulls you've come to expect, and match up with your breeding philosophies. Remember, the relationship you've built with your current seedstock supplier may justify an increase in your own budget.

Tip 18. **All of us in the cattle business are NO LONGER on an island by ourselves.** Commercial producers need to keep the needs of their customers in mind – every stop on the supply chain after calves leave the farm or ranch is a customer. Feeders want cattle with growth and feed efficiency. The packer wants cattle that grade choice with carcass weights big enough to make their operation more efficient in processing. The consumer wants a quality product to eat. Modern day genetic evaluation tools are in place that when making bull selections, we can be sure to meet the customers' needs all the way through the production chain.

Just some of our valued contributors:

Ed Creason, American Simmental Association
Wes Tieman, American Angus Association
Clint Berry, Red Angus Association of America
Frank Padilla, American Gelbvieh Association

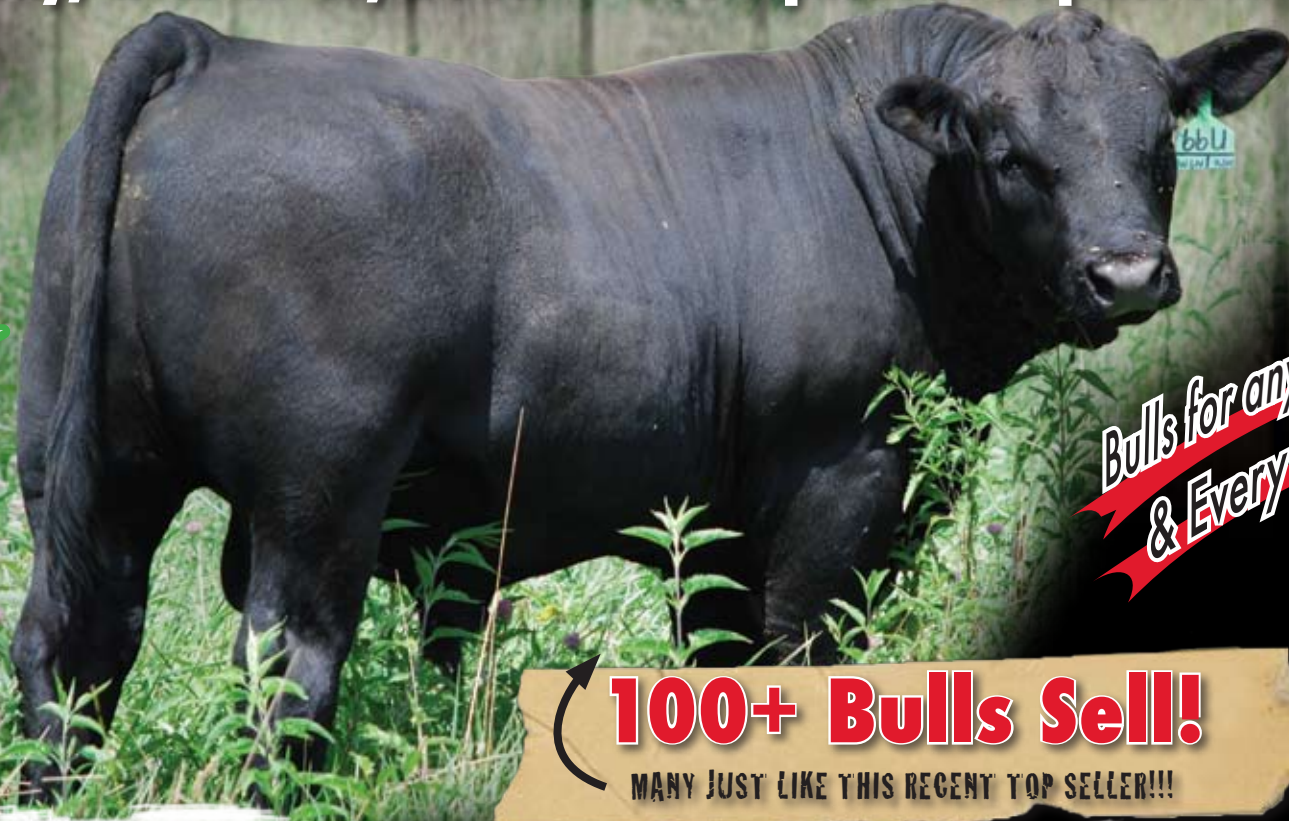
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David Hoagland, DVM
Larry Engeman, DVM
Jackie Moore, Joplin Regional Stockyards



SIMANGUS | SIMMENTAL | ANGUS | GELBVIEH | BALANCER

9th Grown on Grass Bull Sale

Saturday, March 17, 2012 • 1:00 p.m. • Joplin Stockyards



LOOK INSIDE FOR MORE DETAILS!

Bulls for any Herd Size & Every Budget

100+ Bulls Sell!
MANY JUST LIKE THIS RECENT TOP SELLER!!!



SimAngus by Undreamable



SimAngus by Beef Maker



Balancer by Rock Star



SimAngus by Fusion



Better Baldy by Dream Doctor



FLYING H GENETICS

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