

BUILDING *better* BULLS



Consistently selling quality bulls in volume doesn't just happen; our program is designed and built from the ground up, including every facet of their production. At Circle A we strive for continual improvement in everything we do. Every year, with feedback from our customers, we grow a little smarter, we evolve to meet our changing markets and adapt to our environment. **BUILDING BULLS** with greater longevity that transmit genetics targeted for profitability in a commercial setting is our goal and here's how we do it.

Experience

We didn't just hang a sign and claim the right to sell bulls. We run 7,000 commercial cows and 750 registered cows. We feed out everything that doesn't make the cut to become breeding stock in our own feedlot and sell all the finished cattle on a quality-based grid. We've been very progressive and innovative in our management techniques; we've experienced huge successes and a few failures. That knowledge is passed on to our customers through our genetics.

We run about 500 cows per man on fescue grass. We're out there in the freezing cold, the sweltering heat, fighting the mud, praying for rain and thankful for our way of life. Our cows are expected to bring in a respectable calf every year with minimal to no assistance. We work hard, and expect the same from our cowherd. We simply don't have the time or manpower for bad eyes, bad feet, bad udders or bad temperaments. We raise real cattle for real cattlemen.

Genetics

The number one trait we select for at Circle A is PROFIT! For nearly 20 years, we have been making multi-trait genetic improvement for factors directly related to profitability, using the most accurate genetic selection indexes ever designed in beef cattle production. Like the majority of the Angus breed, we continually work to improve calving ease, growth and carcass traits, but unlike the other guys, we also focus on improving economic efficiencies and reducing inputs.

We developed the first EPDs for Heifer Pregnancy and Cow Stayability in the Angus breed. Our indexes place added emphasis on females that are fertile and cows that do their job every year without assistance. Since 1998 we have been measuring individual feed intake in structured progeny tests and developed EPDs for reduced feed intake and increased average daily gains.

**OUR CATTLE DO MORE WITH LESS.
THE NUMBERS PROVE IT WORKS.**

The latest data from the Angus Sire Alliance proves that Circle A's genetic selection methods for profitability work. Out of 175 sires tested, including some of the most widely-used, highest-quality, highest-valued bulls ever in the Angus breed, Circle A bred 4 of the top 10 bulls for Terminal Profit, 3 of the top 10 for Maternal Profit, and 4 of the top 10 for improved Feed Intake EPD.



Terminal Profit	
1 S A V Bruiser 9164	\$ 88.03
2 Circle A Objective 6667	\$ 86.56
3 Yon Future Focus T219	\$ 86.53
4 GAR-EGL Protege	\$ 86.14
5 Tehama 944 R525	\$ 85.74
6 Circle A Endeavor 2058	\$ 85.25
7 G T Global Image	\$ 82.70
8 Connealy Counselor	\$ 81.55
9 Circle A Endurance 6679	\$ 81.27
10 Circle A Direction 6150	\$ 79.65

Maternal Profit	
1 Circle A Endurance 6679	\$ 377.45
2 Connealy Counselor	\$ 375.99
3 Yon Future Focus T219	\$ 360.93
4 Circle A Endeavor 2058	\$ 359.98
5 Three Trees Prime Cut 0145	\$ 349.80
6 R/M Ironstone 4047	\$ 347.82
7 Circle A Direction 6150	\$ 340.54
8 B/R Destination 928-630	\$ 339.14
9 Holly Hill 2H05 0050 2215	\$ 338.83
10 S A V Bruiser 9164	\$ 335.64

Feed Intake EPD	
1 Circle A Endurance 6679	-1.17
2 Three Trees Prime Cut 0145	-0.86
3 Garret's Nationwide 800I	-0.86
4 Circle A 216 LTD 6563	-0.76
5 Holly Hill 2H05 0050 2215	-0.72
6 Circle A Endeavor 2058	-0.71
7 Limestone Jupiter U449	-0.69
8 R/M Ironstone 4047	-0.66
9 Circle A Direction 6150	-0.56
10 B C Maverick 2702 ET	-0.54



Development

Having two bull sales annually affords us the opportunity to sell older bulls than most genetic suppliers. The vast majority of Circle A bulls are marketed at 18-22 months of age. These bulls are ready to go to work, can cover more cows than a yearling and are less likely to fail. Unlike many bull suppliers, these are not the leftover bulls that didn't sell as yearlings; this is how we market our bulls because it's better for our customers. Another great advantage of selling older bulls is that we can grow them slower. We can get them to breeding age and weights without trying to make the 1400 pound fat yearling bull that is destined to melt in pasture.

We take the development of our bulls very seriously because it directly impacts the longevity that bull will have for our customers, that is why we employ the expertise of Dr. Ki Fanning with Great Plains Livestock Consulting, Inc. Here is how he describes the nutritional development of Circle A Bulls:

"Bulls represent a significant investment and it is important that investment provide you with the most return possible. Rest assured that libido, soundness, and longevity are the goals of the Circle A Angus bull development program. Circle A bulls are developed on a low-starch, high-fiber diet designed to provide enough growth that the bulls are ready to go to work, without getting the bulls fat. The bulls were slowly stepped up on feed, and the "hottest" diet contained less than 25% corn. Using distillers grains as an energy source allows the bulls to be well-grown with much less risk than high grain diets. A large part of the energy in distillers grains is in the form of digestible fiber and fat, virtually eliminating any possibility of acidosis (bloat) and associated feet problems (founder). Prior to the sale, bulls are gradually transitioned to a diet containing distillers grains and rough hay, with little to no grain."

We are aware of the potential feet issues associated with today's high-growth Angus genetics. We have recently invested heavily in a few outside sires that we feel offer outstanding feet and leg structure. Like our customers, we desire to use and produce bulls that will maintain their structural soundness and foot integrity for many breeding seasons. We have also invested heavily and changed the location of our bull development lots, building our bulls on softer ground less likely to cause bruising and cracks in the hoof.

Herd Health & Breeding Soundness

We offer a 90 days breeding soundness guarantee on all bulls sold!

Every bull we sell is a virgin bull, unless on the rare occasion we offer a herd bull and then it is clearly noted. Every animal on Circle A Ranch is tested negative for being a PI carrier of BVD. Every animal on the ranch is vaccinated with a 5-way respiratory, 7-way clostridial, and injectable wormer at approximately 60 days of age, three weeks prior to weaning and again at weaning. Bulls are vaccinated with the same again as yearlings and pre-sale along with receiving a Lepto-Vibrio vaccine. By the time bulls hit the sale they have been vaccinated five times with respiratory and clostridial vaccines, had two rounds of protection against venereal disease and been wormed five times.

Bulls are then required to pass a breeding soundness exam performed by Genex, who does more breeding soundness exams than any company in the state of Missouri.





Built *Better* **Bulls**

are available twice a year at our bull and heifer sales the third Saturday in **March** and the third Saturday in **October**. Why buy your bulls anywhere else when you can partner with a professional genetic supplier building better bulls from the ground up with you in mind?



Circle A
Angus Ranch

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