



# The Bullhorn

Fall 2013



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**Your Success... Our Passion.** It's not just a company theme, it's our core belief. We're proud to work Side by Side with producers from Saskatoon to San Diego — *thanks for your business!*



## Around All West...

Jim Wells, CEO All West/Select Sires

Welcome to this edition of the new Bullhorn. After a few years absence, we are re-introducing this customer newsletter in an effort to reach our member/owners in as many channels of communication as we possibly can.

Leading these new communication efforts is the newest member of our AWSS staff, Karen Knutsen. Karen joins us from the HolsteinWorld, where she was Publisher and Editor for a 10 year period. She brings a wealth of knowledge, experience and an excitement for our industry that you just don't find very often. Welcome to All West, Karen!

Just a few years ago, the printed and mailed pieces were the only way to communicate with our members. In today's high tech, mobile world, communications are evolving at rapid speeds where people are always connected and on the move.

We believe communication is not just one directional, but is an ongoing conversation between our cooperative and its member/owners. Our objective is to have the conversation with our members in whichever channel or method they choose to communicate with us. Channels such as Facebook, Twitter, YouTube, email newsletters, text messaging, direct mail and publications, such as this one, are the channels AWSS seeks to have a dialogue with you.

All West/Select Sires exists to serve and deliver outstanding results for its mem-

ber/owners. We have no other accountability than to you, our members.

All West has an outstanding staff of men and women dedicated to serving and delivering results to you. You have no doubt seen the brand promise of Select Sires: Your Success, Our Passion. Your staff of committed representatives lives and believes that brand promise. It's what motivates them to work everyday and go beyond what's expected; all while making your experience with All West truly amazing.

The Select Sires National Sales Conference was recently held in Columbus, Ohio and 26 of your representatives attended. The three days were focused on improving our product knowledge, technical expertise and service skills in order to deliver the outstanding results we so desire to do. This was the largest contingency of All West attendees to this conference in its history.

All West/Select Sires is a true cooperative. September 15, 2013 marked the day that patronage checks were mailed to AWSS members of the 2012 patronage pool. Your Board of Directors authorized the payment of \$758,520.00 at this time, which is 50% of the 2012 patronage pool. The retained balance is scheduled for retirement in March 2017. Earlier this year in March, the Board authorized the payment of the retains from 2007 totaling \$832,668.00.

These two patronage payments totaled \$1,591,188.00 of patronage cash paid to the member/owners of AWSS. We are the only AI cooperative in the western US that pays patronage in cash to its members.

Our dairy economy here in the west has had its share of challenges in recent years. Your cooperative has worked hard to maintain the level of services and programs that you have come to depend on. We are committed to that level of service, even though many of our competitors have chosen not to.

You can count on AWSS to deliver not just the products and services you know us for, but to do so in a way that lives out the Select Sires brand promise.

Your Success, Our Passion is not just a slogan. For those of us at AWSS - it's a way of life that comes standard.

## The Bullhorn

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## It's like Christmas in September!

By now you should have received your patronage checks/semens purchase dividend (for our Canadian customers) in the mail. If you have any questions regarding your mailing, please give us a call at the office right away.  
1-800-426-2697

We appreciate the chance to not only do business with you, but share with you in the success of All West!

*Jim Wells was recently designated the new Chief Executive Officer (CEO) of All-West Select Sires by its owner/member board of directors. Jim has been the General Manager since January 1, 2009, but according to board president Randy Kortus, the CEO designation is a better representation of Jim's abilities. "Jim has been a tremendous general manager for All-West and has provided lots of guidance in this capacity. As a Board, we felt the CEO designation was more suited for his visionary and business abilities that will lead All-West into the future." Prior to his promotion of general manager, Jim worked as a District Sales Manager in California for nine years.*



## Meet Your President

Randy Kortus, All West/Select Sires President  
Mainstream Holsteins and Jerseys, Lynden, Wa

One of the biggest strengths of a member-owned cooperative is the internal “steering” of its board of directors. Not only do board members have a strong sense of successful business skills, but in this case they work day-in and day-out to succeed in the dairy business by working with profitable cattle. Working closely with the staff of All-West, the board helps chart a course for future growth.

Your Board President, Randy Kortus of Mainstream Holsteins & Jerseys in Lynden, WA, is well-equipped to be governing this group. Randy and his wife Jana are the main work force at the dairy, along with son Mike, who’s also attending Western Washington University. The couple has three other children who help with a variety of things including construction work, relief milking and more. Mainstream is home to a milking herd of 47 Holsteins, 32 Jerseys and 5 Ayrshires, with numerous accolades awarded to the Holsteins and Jerseys. The herd, which boasts a BAA of 110%, has been awarded Holstein Association’s “Herd of Excellence” award four times and is the only herd west of the Mississippi to receive that. The Kortus’ have also earned the “Top Producing Herd in the Nation” from the Jersey Association and currently own the world-record holder for production. Their Jerseys average classification score is an impressive 88.3 points. All told, they have 14 cows over 300,000 lbs. of lifetime milk and 3 over 275,000 lbs. They are also the proud breeders of a top ranking TPI Holstein bull and top ten ranking Jersey sire.

So what’s Randy think about the state of All-West Select Sires and the state of the industry as well? We had a chance to ask him those questions and more.

*All-West: There are many issues facing the dairy industry today. How is All-West positioned to help producers succeed?*

**Randy Kortus:** Because of extensive product research at Select Sires, we know we can provide the highest quality, most fertile semen in the industry. We are one of the largest owners of Select Sires Inc., which allows All-West great availability and variety of semen, even short-supply bulls. Since we were the first to research and market sexed semen, we are confident in which bulls can produce sexed semen again, all while maintaining the best quality product in the industry. The board and staff have both worked hard to keep our patronage on a 5-year rotation, even during large pay-out years, which ultimately helps our members. And finally, the board has, and continues, to aggressively look at all opportunities that can enhance our members’ operations, with a goal of better purchasing power and products that benefit our customers.

*All-West: We have a very large and diverse member area. What have you learned from board members that has helped you not only direct the board, but possibly helped with decisions at your dairy as well?*

**Randy Kortus:** This past July, we had a board retreat at the Washington office to better understand each other, as we had the largest board change in many years. We wanted to answer questions like, “What can we do better?” or “How can we continue to recruit new enthusiastic directors and delegates?” We revised our annual meeting to get greater participation and input from members. We also started putting together a new strategic plan, hopefully to be shared at the 2014 Annual Meeting. Recently, we have learned quite a bit from our organic members too.

Being a small herd owner, being on the board has definitely affected the way I think about decisions on my own dairy. I have always appreciated and learned from large herd owners about their insight into purchasing, discounts and overall financial savvy. And because of my location to Canada, and having a board meeting in Alberta, I’ve learned that Canadian farmers are willing to invest more for genetics because of their quota system, than our other areas. And I’m pleasantly surprised to have learned through our farm visits and a local customer appreciation dinner, that we have greater enthusiasm from young farmers, people with robotic milking systems and purebred enthusiasts. They were all willing to drive or carpool up to four

hours each way to attend our local meeting.

As far as genomics go, I have been surprised to learn that some board members have tested their heifers and asked me how to use this information for matings, as well as the greater benefit for their herds. This genetic tool is certainly a valuable system that we can all benefit from.

I have learned not to underestimate any board member, as each has brought input and valuable perspective to the board from their diverse farm and district backgrounds. Each has helped us make decisions that we feel confident are best for All-West members.

There is a tremendous amount of sharing between the board members, and in fact, one gave me pointers on how to increase my milking efficiency. By utilizing this simple suggestion over the years, I’ve enjoyed more time with my family. Other board members will talk about bulls and genetics, like many cattle breeders do.

This position has helped me learn a lot, not only about the mechanics of All-West, but about things on my own dairy as well!

*All-West: What programs, products and bulls from Select Sires are you using at home?*

**Randy Kortus:** Products that we are currently using include Select DTX, BioFresh Boluses, Uddermint and at times, the teat dip.

As for bulls, we work closely with Select’s sire team trying to make future sons for Select. We like to use higher TPI and JPI bulls, and never want to lose sight of production. We also like to find genetics that are not always the norm...they’re different...they’re “outliers”...they can sometimes produce the extreme. Since the evolution of genomics, we do use many higher or different genomic bulls. We’re currently milking daughters of Observer (7H10606), Bookem (7H10721), Robust (7H10524) and Valentino (7J1038). We have heifers sired by Shan (7H11547), Lithium (7H11331) and Shamrock (7H10849) in the Holstein pens and Dimension (7J1149), Dignitary (7J1150), Topeka (7J1169) and Pharoah (7J1221) in the Jersey pens.

Learning from others, working hard at home, and sharing his business knowledge with the All-West staff and members are just a few reasons the cooperative has enjoyed such success under Randy Kortus’ presidency. Together we can all look to the future with confidence.



## A Jersey Revolution!

By Tim Baumgartner Jersey Genetics & Marketing Specialist, Select Sires, Inc.

It's been coming for years and expanding at a pace that has not been seen in this country since cattle first came to the USA over 100 years ago. What am I talking about? The Jersey Revolution of course, and Select Sires is not only in the thick of things, but perhaps even a cause of this rapid growth and demand.

Why would Select Sires be part of the reason? Looking back in history, Select Sires has always been the leader in providing the best genetics to Jersey breeders both domestically and globally. Through great bulls like Action, Paramount, Rocket, Beretta, Barber, Centurion, Duncan, Sooner and more, Select Sires has helped lay the foundation of solid breeding. These bulls also created a path for current bulls such as Eclipses-P, Riley, Valentino and Zipper that are now carving their own place in the market.

Yet, new bulls continue to be added to the Select Sires line-up. Just like the Jersey Revolution growth, we are growing our

program to meet these demands. In August we added four new bulls:

**7J1048 JR** - This Avery Action son brings just what you'd expect from Forest Glen – solid performance with pleasing type. A maternal brother to Plus, he debuts at 1100 milk and 1.3 on type. He offers positive numbers for PL, DPR, and a solid JUI at 1.68.

**7J1071 Shine** - The talk of the Texas National Jersey Convention this past June. Attendees were treated to a preview of just what to expect from this Blackstone son. Simply put – amazing udders from cows with balance and designed with longevity in mind. From 8 generations of EX and VG dams, this bull can fit many herds with his extreme component offering and fancy type. His 3.9 JUI says they most likely will walk into show rings as well.

**7J1027 Davenport** - Just like JR, Davenport graduates at over 90% reliable for production. An Implus x Jacinto cross, his dam is a third generation EX and VG cow. He brings positive components to the matings, with high PL and DPR. He is 1.0 on type and 1.53 JUI. His linear traits confirm his solid udder index with high wide rear udders and teats well-positioned under the quarters.

**523J927 Magnum** - The breed's #1 JPI bull since April 2013! Magnum arrived in the Select family this summer and is offered in Gender Selected semen only. A FeedPro specialist, Magnum leads the breed for PTA fat, CM#, NM\$ while being plus for components. His high PL and DPR spells profitability and performance. Magnum daughters love to work and make money for their owners.

But that's not all! Select Sires is also expanding the PGA program once again to match the growth of the Jersey breed. Unlike others, Select has recognized a need to

have more variety and more selection while maintaining our commitment to the breed in providing the best genetics to use in your herds. In 2014, we will expand our young sire program to sample 55 bulls and plans are to grow the program each year after that.

While we understand that genomic testing is a powerful tool in selecting breed leading genetic opportunities, we recognize the ultimate importance of actual daughter information as well as the value of the reliability of the information. Being involved with Select Sires PGA program gives producers an opportunity to help discover tomorrow's breed leaders. Expanding our PGA program is one step, getting accurate information is another step, and creating a partnership with dairy herd owners who help start this process is the most important step. We are inviting more herds to become a part of the PGA program at this time. Be sure to ask your sales rep about how you can be involved in discovering tomorrow's great sires by using them today!

Another program that Select Sires has started is the Jersey Revolution E-Blast. Since July, we have started to send periodic emails out to Jersey enthusiasts worldwide to keep them informed of current updates and exciting events happening. These timely news emails have informed readers about such events as genetic evaluations, daughter displays and bull availabilities in a sexed product. Future emails will unveil more timely announcements about opportunities involving Select Jersey programs, PGA announcements and more. To be included on these regular Jersey Revolution e-blasts, please email me at [tbaumgartner@selectsires.com](mailto:tbaumgartner@selectsires.com).

We are committed to being your partner in your successes with Jersey cattle. After all, your Success is Our Passion!



523JE927 Wilsonview Jevon Magnum-ET Daughters

# Million Unit Men

A few distinguished California sales representatives have surpassed unbelievable records for All West Select Sires! Congratulations to these four gentlemen for achieving outstanding milestones during 2012/2013. Just think of the value they bring to your door every time they stop!



**Ken Rowley**, Tulare, CA 1,000,000 units



**Denis Curtin**, Fresno, CA (pictured in the middle with AWSS board member Pete DeGroot at right) 2,500,000 units



**Don Davis**, Hilmar, CA 2,000,000 units



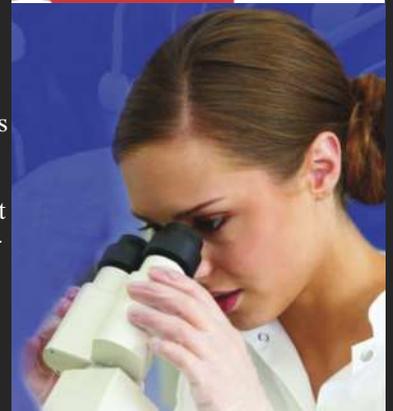
**Allan Cossentine**, Hanford, CA 3,000,000 units

## You asked... Select Sires answered!

**Higher conception with gender SELECTed semen**  
Select Sires' Program for Fertility Advancement™ (PFA™) was involved in a recent research project that revealed a new enhancement to the gender SELECTed™ semen process that has made a significant improvement in conception rates observed in the field. A 4.5 percent improvement in fact!

The sex sorting procedure subjects sperm to considerable stress, which does not occur during conventional semen processing, contributing significantly to sexed semen having lower conception rates than the rate achieved with conventional semen. This was confirmed in a Select Sires research trial in 2005. Over the years, collaborative research efforts between Sexing Technologies and Select Sires have focused on improving sperm survival throughout the process of sex sorting including a new process developed by Sexing Technologies and researched through PFA.

The results of nearly 7,000 inseminations on Holstein heifers across 41 PFA herds were analyzed to find a 4.5 percent rise in actual conception rate compared to the previous procedure. This conception rate increase ranged from 1.4 to 7.9 percent among all sires in the study. This represents one more incremental step on the road toward sexed semen conception rates that are equal to that of conventional semen. Select Sires began using this process early in the spring for all commercially marketed gender SELECTed semen.





## Mycotoxin Management

Don Lamb, All West/Select Sires Feed Division Manager

Often, dairymen, nutritionists and veterinarians encounter feed ingredients that contain molds and their secondary metabolites, mycotoxins. To some degree, mycotoxins contaminate nearly every grain and forage. Low levels of common mycotoxins can cause diarrhea, poor feed consumption and depressed milk production. When present in higher levels or combined with stress, mycotoxins may cause weak heats, breeding failure, abortions and death. Thus, dairymen and technicians understand that mycotoxins pose a constant challenge.

### Prevention and Programs

**Crop rotation and deep plowing:** Grandfather had the right idea; rotating crops and deep plowing can reduce the load of soil born-molds (ultimately mycotoxins). Usually, the top 3 to 6 centimeters of soil contains enough oxygen to facilitate mold growth. When soil has been turned under, mold spores lack oxygen necessary for growing and producing mycotoxins. Minimum tillage programs aerate soil, encouraging mold growth.

**Apply preservatives carefully:** Quality silage preservatives reduce mold growth when they are applied properly, but have little effect when they are not. Application procedures may be more important than the brand selected.

**Proper storage:** Some years ago, All West Select Sires reviewed mycotoxin contamination and found the type of storage system has little effect on mycotoxin contamination. To a great extent, proper cutting, packing, covering and face management determine the quality of ensiled forages. Often, feeders give mold an opportunity to grow by loosening and re-aerating the face of a silage pit when they dig into it with a front-end loader.

**Equipment and bunk management:** Studies demonstrate that much of mold and mycotoxin growth occurs in mixing wagons and feed bunks. A small amount of TMR, left in a feed wagon, can grow into a very toxic inoculant in a short time. For

the same reason, feed should not be left in the mixer wagons between feedings. Feed cattle frequently. Reducing the time feed spends in the bunk decreases the opportunity for mold growth and mycotoxin contamination.

### Selecting the Proper Feed Additive

When TMR throughout the western part of the United States was tested for mycotoxins; aflatoxin, T-2, zearalenone and vomitoxin were commonly detected. While the most popular, aflatoxin, was problematic in some rations, levels were generally acceptable. Interestingly, the most common feed additive selected to combat the problem is moderately effective against aflatoxin but not against vomitoxin, T-2 or zearalenone. The feed additive you select should be effective against all toxins present. The only effective feed additive known to combat these toxic compounds is the l-form bacteria of Select DTX and Select Bio Cycle Plus.

Select DTX and Select Bio Cycle Plus are available in packages suited for mixing into TMR's on dairies. Additionally, more concentrated forms of these products are available for blending into feed and mineral packs at local mills.



# New in the Bull Pen

It might sound like the “same old” success story, but the graduating class of August 2013 was one of the most elite groups to ever enter the proven line-up for Select Sires. Average numbers from the 14 new graduating sires include an impressive 503NMS, 2034GTPI and 2.24Type. Their dams average 36,432M and 87 points in classification score. There’s not room to highlight every bull, but we thought three stood out as great additions for the All-West audience. Meet the stars of our “starting line-up” that can definitely go nine innings for you!

**7H10550 MACGUINESS** Are you looking for a herd fitness trait improver? How about a great option to use on Alexander daughters? Maybe you’re searching for a grazing AND a robotic specialist? Ri-Val-Re MACGUINESS fits all those programs and more. This VG-87 Mac son comes from Ri-Val-Re Holsteins in Webberville, Michigan. His dam is Shtle Wendi, scored VG-88, EX-MS, DOM 3\*, and the dam of 10 sons in AI so far. Wendi is from Ri-Val-Re Jesther Nina, a VG-88 GMD-DOM cow with a 6-03 record of 41,990M 3.6 1506 3.2 1328. The next dam is well-known Peckenstein Terry Nike-ET (VG-85 GMD-DOM).

Arlinda MGUINES Gertie 8873  
Arlinda Holsteins, Turlock, CA



Frank Robinson

This calving ease sire has superior udder traits including udder depth (1.80), fore teat placement (1.34) and rear teat placement (1.35), along with a somatic cell score of 2.78. He’s also an interesting blend of high type (2.19) with moderate stature (0.99) and extremely good feet & legs (2.30). Throw in high milk (1029M) and outstanding components (.07F and .04P), and you have an extremely intriguing young bull.

Plantinga MACGUINESS 5826-Grade  
Pleasant Hill Dairy, Mount Vernon, TX



John Erbsen

For those using additional rankings, MACGUINESS is a 423156 aAa and 246,126 DMS.

**7H10653 CARSON-RED** Graduating as the #1 GTPI red & white sire at +2016, MD-Valleyvue CARSON-Red (EX-93) is also the first red & white daughter-proven sire to exceed +2000 GTPI. Popular with breeders across the board, this Lawn Boy P-Red sire is from the world-renowned Roxy family. His dam is a VG-87 Goldwyn with just under 25,000M, followed by the EX-90 DOM MD-Valleyvue Chris-Red-ET with over 35,000M. The next dams write a familiar pedigree to many and include: OConors Monet Clara-Red (EX-92 2E) x Scientific Cherry Rae (VG-86) x Scientific Jubilant Rae RC (EX-90 DOM) x Hanoverhill Tony Rae (EX-96 3E GMD DOM) x Hanoverhill TT Roxette (EX-94 2E GMD DOM) x Mil-R-Mor Roxette (EX GMD DOM) x the Queen of the Breed C Glenridge Citation Roxy (EX-97 4E GMD).



Stoney-Path CRSN Regina-Red  
Jeffrey & Jesslyn Balmer, Lititz, PA

Billy Heath

But a bull cannot be sold on pedigree alone which is why CARSON-Red has so much going for him. At +1655 M and +2.76T, daughters are performing well in all environments. They are open, dairy cows with outstanding feet 7 legs (+2.19FLC) and udders (+2.27UDC). These ratings make him a DIAMOND SELECTION sire (sires that excel in a balance of type, production & health traits) and a HealthMark sire (sires with increased profitability based on health traits). He’s also high on the “Robotic List” with great fore and rear teat placement rankings. CARSON-Red will be a smart choice for 7H7872 ADVENT bloodlines. And for those using additional rankings, he’s a 243165 aAa and 126,123 DMS.

Schrack CARSON 6243-Grade  
Schrack Farms, Loganton, PA



Billy Heath

The #1 GTPI RED sire is making cows that not only are well equipped for robotic and commercial setups, but he's infusing the pedigree power of the Roxys into each and every calf.

**7H10624 TEMPO** From the heart of Minnesota comes one of the most popular cow families in the world, Ralma Juror Faith (EX-91 GMD DOM). Faith has produced 23 VG 2-year-olds in her lifetime, and nearly every member of the extended family carries a strong track record of performance. Ralma Planet Tempo is a Planet son from Ralma Shottle Chant-ET (VG-86). Chant already has three records over 1100F and 27,000M, and is a full blood relative to a former Planet Holstein Sale Topper that sold for \$101,000. The next dam is Ralma Finley C-F Cherish, scored EX-91 3E DOM) who has three records over 1200F and 30,000M and then the VG-88 GMD-DOM Ralma Christmas Fudge-ET by Durham.



Palla TEMPO 7787-Grade  
Palla Dairy, Clovis, NM

Again, with the strong pedigree backing that TEMPO has, it's no wonder he's the highest ranking of our three "starters" for SCS (2.68) and PL (5.7). He's also high on the "Robotic List" but what's even more enticing is that he's a FeedPro bull. The FeedPro program designates bulls that sire daughters that will maximize income over feed costs. The program's generated "index" includes production and body size traits along with additional information to assure that resulting cows are metabolically healthy. We all know feed efficiency is more and more crucial, so the fact that TEMPO ranks high on this list is extremely positive.



Ardounies TEMPO 106-Grade  
Donald Duncan, Robesonia, PA

TEMPO comes from the same family as former 7H stars, Ralma Gold CROWN and Ralma Baxter CHAPTER. Ranked at +2035 GTPI, he represents a long-standing tradition of proven perform-

ance. Enrico Dadati, sire programme manager for CIZ in Italy, told Holstein International magazine about his trips to see breeders Alfred & Mark Schmitt in Minnesota. "Having visited Ralma on several occasions, I have never left disappointed. The Juror Faith family consistently transmits great type, making large capacious cows with deep open rib and epitomizes dairy strength."



### Updated Holstein Impact Sires of the Breed Artwork

Select Sires added four recent legends to their "Impact Sires of the Breed" artwork, 7HO6417 O-Bee MANfred Justice-ET (EX-94-GM), 7HO8081 Ensenada Taboo PLANET-ET (EX-90-GM), 7HO7872 KHW Kite ADVENT-RED-ET (EX-94) and 7HO7004 Erbaces DAMION (EX-96). These sires have made a far-reaching impact on not only Select Sires, but the Holstein breed around the world.

First introduced in 2007, the "Impact Sires of the Breed" artwork originally featured 7HO5157 Regancrest Elton DURHAM-ET (EX-90-GM), 7HO3948 MJR Blackstar EMORY-ET (EX-97-GM), 7HO2236 Emprise Bell ELTON (EX-95), 7HO5375 Marathon BW MARSHALL-ET (VG-86-GM), 7HO5708 Fustead Emory BLITZ-ET (EX-95-GM), 7HO1897 To-Mar BLACKSTAR-ET (EX-93-GM), 7HO980 Walkway Chief MARK (VG-87-GM), 7HO477 GLENDELL Arlinda Chief (EX-93-GM), 7HO543 Carlin-M Ivanhoe BELL (EX-93-GM) and 7HO58 Round Oak Rag Apple ELEVATION (EX-96-GM). Last week, at Select Sires' National Sales Conference, the updated print was revealed to employees and guests.

The Select Sires "Impact Sires of the Breed" artwork is available as a giclée (digital print used as fine art) or a paper print in two different sizes. To download an order form, go to [www.selectsires.com](http://www.selectsires.com) or contact Select Sires Inc. at (614)-873-4683. For any questions about ordering a print, contact Leslie Maurice at (614)-733-3456 or [lm Maurice@selectsires.com](mailto:lm Maurice@selectsires.com).

### Easy Reference Links

[www.allwestselectsires.com](http://www.allwestselectsires.com)  
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[www.selectsires.com](http://www.selectsires.com)  
<https://www.facebook.com/AllWestSelectSires>  
 NEW – [www.selectsires.com/programs/StrataGEN.html](http://www.selectsires.com/programs/StrataGEN.html)

### Who can I call?

Looking to find answers to your breeding questions, order supplies or simply get in touch with your local sales representative?  
**CALL 1.800.426.2697**

# News in Brief

## Select Sires daughters highlight Morsan 300 Sale

All-West customer Morris Thalen and his family opened their doors to an international audience on September 19 & 20 as they hosted the Morsan 300 at their home in Ponoka, Alberta. The sale featured a wide array of cattle that appealed to different markets from high genomic individuals to high-level show cows to polled genetics and even a large group of breeding bulls. After the last animal passed through the ring on day two, the sale averaged an impressive \$6,023 on 259 female lots. It was a first-class event with tremendous cattle AND hospitality! Highlights include:

\$140,000 – top seller - Sully MAN-O-SHAN Martha-ET, a 2/13 Man-O-Shan at +2544 GTPI and +828NMS +3487 GPA LPI +3661 DGV. She also had outstanding type numbers at +3.82T and FC +17. Out of Sully Planet Manitoba (GP-83 DOM), then Sully Shottle May (EX-90). Mark Butz of Iowa was the successful buyer.



\$36,000 – Morsan Miss Universe, a VG-88, 2y daughter of Alexander from Eastside Lewisdale Gold Missy, the EX-95 2\* All-American & All-Canadian 5-Year-Old. Miss Universe has a GLPI of +2590 and a 305-day projection of 11,510kgs (25,380 lbs.). *More coverage of the sale can be found on the All West Select Sires Facebook page!*

## Daughter Gallery



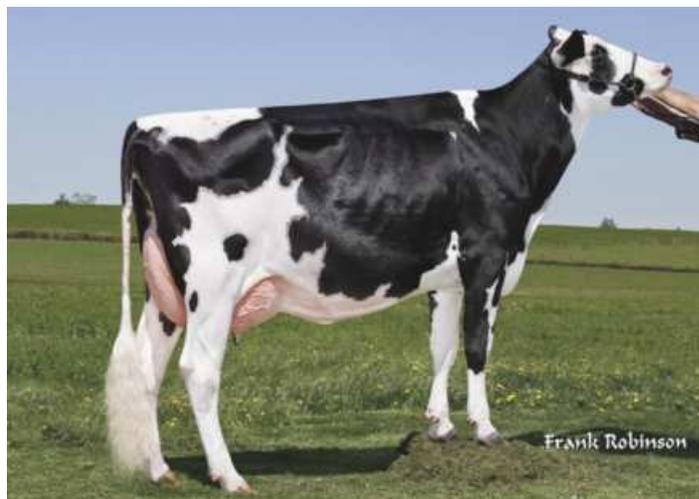
\$50,000 - Kindland SANCHEZ Classy-ET (VG-89), a crowd favorite Sr. 3-year-old who was paraded extensively in the days before the sale. A powerful cow with a tremendous udder, Classy is backed by 12 EX dams back to the Gray-View B D Crissy family. Stanhope/Wedgwood had the last bid to take her back to British Columbia.



*South Africa*- Kluitjieskraal 1130 - sired by 7JE860 Maack Dairy Eclipses-P-ET, Grand Champion & Inter Breed Champion at 2013 Mega Week in Bredasdorp



\$41,000 – Morsan MOGUL Spooky, a 1/13 Mogul with +2491 GTPI, +3335 GLPI and out of the great Morsan Manoman Spooky (VG,2y) from the Brabantdale Triumphant Spooky (EX-2E Can 49\*) family. Mogul Spooky has impressive numbers of +1162M +74F +52P +3.80T and in Canadian terms +17 Conf.



*California*- Hilmar Dashawn 4411 (VG-86), daughter of 7H10406 Dashawn



*New York*- In September, 7JE1038 VALENTINO daughter Dutch Hollow Valentino Cheryl-ET was raised to Excellent (90%)! Cheryl is owned by Paul Chittenden of Schodack Landing, N.Y. and is believed to be the first Excellent VALENTINO daughter.



*Wisconsin*- An EX, 3-year-old daughter of 7H9879 Spearmint, from a VG Goldwyn and then the EX-92 Barbie



*Maryland*- Palmyra-Ragimore EV B Gigi, sired by 7AY84 Burdette, was 1st Jr. 2-year-old, Intermediate and Reserve Grand Champion at the 2013 Mid-Atlantic National Ayrshire Show.

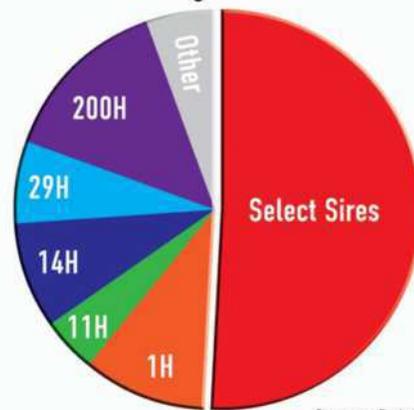


*Alberta*- Morsan Goldchip Driven, 12/11 daughter of 7H10920 Gold Chip from the Gypsy Grand family.



*California*- Ms Exels Guthrie Bree, a daughter of 7H9420 Guthrie, from a VG-85 Fortune and then a VG-87 full sister to Ms Exels Dundee Beauty (EX-95).

### Sires of the top 10,000 GTPI females, August 2013



Source: Dairy Agenda Today

### PRETTY EXCITING NUMBERS

Select Sires has been the source for elite genomic young sires and we know that those elite sires are producing the next generation of outstanding genomic females. In August, 5,086 of the top 10,000 GTPI heifers were sired by a 7H sire. That is more than the next five A.I. studs combined!

# What's that you're using?

It's human nature to want to know what "the other guy" is doing and we intended to find out! Below are responses from four different members of the All-West Select Sires area. See what they're using in their own herds!



Keith Bysterveld, Herd Manager, VanPlew Dairy  
Ponoka, Alberta, #milking: 320, #heifers: 350

"On the dairy, we're using Mc Gyver, Table, Mohawk, Dollars & Augustus. We use these bulls because they are good for rump structure. We try not to use many of the mainline bulls, we like to use more of the outcross of the big names. We also like to see the high milk and fat numbers.

"For the heifers we are using Mayfield, Oden, Earnhardt & Ashburn. Our selection criteria for heifers also includes an emphasis on rump structure, but also calving ease and good milk & fat numbers. We breed for a commercial freestall animal... a smaller cow. We are trying to use more Select Sires semen all the time!"



Neal & Nancy Kaste, Owners, High-Tide Holsteins  
Tillamook, Oregon, #milking: 100

High-Tide Holsteins has used Select Sires bulls for many years, and today's picks include Atwood, Dickey, Gold-Chip, McCutchen, Supersire, Predestine, Shamrock, Atlantic & Dempsey. Neal states, "We milk cows every day and we'd like to see nice ones!" Both Neal & Nancy have been very impressed with their milking Atwoods and Atlantics and say that the Gold-Chip and McCutchen calves are really pleasing.

Nancy grew up in Hawaii on a poultry farm, while Neal was raised on a dairy in southwest Washington. The couple met at Cal Poly and the rest is history! They have three children Alan, Mark and Kristen. Alan lives in California and has a career in computer technology. Mark and Kristen still spend time at the farm and are also attending college at Oregon State University. Kristen was also the Oregon State Dairy Princess last year.

Their herd average stands at 78 pounds, with a 3.9% fat and 3.1% protein average. They maintain an SCC of below 60,000 and currently have eight bred & owned EX cows in the herd.



Simon & Gerben Faber, Owners, Faberdale Dairies  
Tees, Alberta, #milking: 400

"We are using Planet, Dempsey, Bookem, Observer, Gulf, Fork, and Guthrie. We are using them because they are +45 on fat, close to or above 0% protein, +2 or higher on type and udder, +1 or higher for feet and legs, good strength and rump angle. We pay very close attention to what holds the most emphasis on American proofs as well and keep that in mind when selecting bulls."



Dino Migliazzo, Co-Owner, Migliazzo & Sons Dairy,  
home of Dinomi Holsteins, Atwater, California #milking: 800

"Currently the Select Sires bulls we're using are Supersire, Harper and Ladd-P, along with numerous other sires."

"We value results and therefore don't have a problem going back and re-using a bull that's worked well for us. We have bred in waves I want to say – we didn't get in on the genomic bandwagon early, but then we hit it hard and now we've backed off a bit. We do use genomic young sires but only if they are from proven sires. Our bigger focus has been to increase the pounds of milk we produce and the component levels in that milk, since we're at our max for cow numbers.

"When it's all said and done, we'll be milking 160 daughters of Planet and they have been spectacular for production. In August, we had 67 Planets on test and they averaged 113.0lbs. and 3.2%"

Also on the October test were 8 Atwoods (105.4lbs. 3.6%) and 69 Planets (101.9lbs. 3.5%).



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Comments and questions are welcome.

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## All The President's Men

Congratulations to the 2013 Select Sires President's Club winners from All-West! This prestigious award is given to sales representatives who have substantially increased their semen sales and new customer business. We truly appreciate their hard work and their dedication to delivering you the best genetics available! The following group was honored by their peers at the Select Sires National Sales Conference, held in Columbus, OH, this past September.



Front row: Marlin Beck, Missoula, MT; Greg Silva, Hanford, CA; Albert Streutker, Chilliwack, BC; Denis Curtin, Fresno, CA; Glen Felske, Onaway, AB; and Marvin Correia, Tulare, CA. Back row: Jerome Reidman, Chino, CA; Jeff Reidman, Norco, CA; Larry Nootenboom, LaConner, WA; Jake Van Vliet, Riverbank, CA; Dean Hibbs, Richland, WA; and Greg Collins, Escalon, CA. Missing from photo – Andy Barr, Baker City, OR; Dan Morris, Baker City, OR; Darryl Olson, Stayton, OR; Arden Van Peurse, Tehachapi, CA; and Alan Yost, Yakima, WA.

# DON'T JUST THINK OF THE POSSIBILITIES... MAKE THEM HAPPEN!

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