

# Greetings fellow Charolais enthusiasts and welcome to our 2021 sale offering!

2020 is in the rear view now and it certainly had its' ups, downs, highs and lows. Everyone here at our outfit has dealt with the covid at some point and I seemed to get the worst of it. From early November till after Christmas I just couldn't shake it off well. I guess what they say is true... the "vid" is a bit tough on middle aged portly guys.

We lost 2 dear family members over the past year. My Aunt Pam Tinant of Arizona passed as well as my Uncle and "bull business" mentor Melvin Anderson. While these folks will be dearly missed,



we also added 3 new family members. Grandbabies Kalon McGriff and Charlie Scott and new son-in-law Bryan Schofield who married my daughter Autumn in September.

Unlike 2019, we had an exceptionally dry 2020... about 7 inches total. Our alfalfa crop failed but unlike 2017 we've been able to purchase a good bit of the shortfall locally. Seems like we're either under water down here or can't catch a drop with no happy medium.

We're proud to bring you a great selection of bulls once again this year. The calves have been coming along well but are still plenty "green" after kind of a tough summer for grass. We "browned up" about June 15<sup>th</sup>, which is still better than no green at all but the new grass sure turned brittle fast.

The bull calves are once again being developed on CHS bull challenger products and long stem hay, with the pelleted product being offered out of creep feeders for the 1<sup>st</sup> 2 months post-weaning and now hand fed in bunks. It's amazing how fast some bulls "come around" from a little bit of an attitude once they find love for the bucket guy. We'll keep them on a fair ration after the sale to gain about 2.5 and you'll likely see about 2 to 300 pounds more bull at delivery.

The long aged bulls have been running out and have been fed hay and a little ear corn since mid-November. There's nothing too scientific about their feed program and their condition reflects that some. A supplement sheet will be posted sale day with their final weights, ADG and scrotal circumference. We will also take the big guys home till May if you need us to.

You'll find a ton of overall quality and eye appeal in this year's offering. For those of you who have bought bulls from this program for years, you know I select for a "type." That type is an eye-appealing, clean-jointed smoothly made herd bull, which is why I've focused a lot of my herd bull purchases on animals who have had a successful show career. A smoother made animal calves easier also in my opinion. We calve in big country sometimes and we simply don't pull calves out of mature cows unless something isn't coming right.

A big thanks to all our customers as this is truly a program built on your continued faith in our product. I sure hope we can help you find what you're looking for again. If you're new to our program, well - you won't need 10,000 dollars in your pocket to buy a good bull. Every bull that is of the age to fit this marketing window is in town with nothing held back for our own herd bull use. Whether it's your 28<sup>th</sup> year at our sale or your 1<sup>st</sup>, you'll find great value for your bull buying dollar.

Our producer of the year for 2021 is Bill Mraz who runs an outstanding cow-calf operation near Dupree, SD. He'll receive a \$2000 credit at this or any future sale and thanks again to the many past recipients of this award.

Thanks again to all who make this sale possible every year. We'll be happy to answer any questions you have and our numbers are listed. (we no longer have a "home" number.) If I'm not available Kandi or our new top hand John may be able to help or at least be able to find me.

Sincerely, Joel Deering and Family.

Here's hoping for a great 2021!