

**Welcome** to our 42nd Performance Sale to be held February 20, 2017 at Kist's Livestock Auction, Mandan, North Dakota. As I was doing some research for this sale catalog, I ran across a quote from Albert Einstein which reads, "*In the middle of a difficulty lies opportunity.*"

I need not rehash the difficulty the lower commodity markets have caused this past year but, like Einstein stated, I believe we will have greater opportunities in the next several years than we had in the past couple of years. Let me explain!

**Markets:** As individuals there is little that we can do to change the markets. However, we can change the product we are producing. In 2016 the difference between Choice and Select meat averaged \$10.81/cwt up \$3.47/cwt from just a year ago. The CAB/Choice spread averaged \$14.44/cwt up \$5.77/cwt from 2015. The demand and fiscal rewards are out there for those that want to take advantage of the opportunity!

**Certified Angus Beef:** In 2016, CAB sold over 1 BILLION pounds of Certified Angus Beef. That is up 13.3% from last year and marks the 10th consecutive year of record sales. That is over 2.7 million lbs. /day of demand for a branded, high-quality product from customers all over the world. A far cry from the first pound of CAB sold back in 1978 to an urban housewife. All because someone saw the opportunity!

**Genomic Enhanced EPDs:** Never before have we had the tools to make genetic progress faster than we have today. GE-EPDs are the best estimate of an animal's genetic worth as a parent. In many cases an animal's EPD accuracy with GE-EPDs is like having progeny data on 7 to 24 calves. That is like having a whole year's calf crop on the ground before you even purchase the bull or heifer. Sure we still need to put primarily emphasis on traits like soundness, dispositions and even eye appeal, but just think of the opportunity!

**The Cattle:** We are proud to present 264 lots of genetic opportunities in our 2017 sale. Whether you are looking for a low birth weight, calving-ease bull, a high-growth-rate bull, a bull to sire outstanding carcass traits or some combination of all three, we offer a wide selection all sired by the breed's most sought-after and proven sires. The Tokach females have earned their reputation the old-fashion way. They have been bred and developed to run in big country with a minimum of inputs. Their quality is as deep as ever and they are all stamped with that "TOKACH FEMALE" look.

The sale cattle have been handled the same as in the past. The cattle have not been on creep feed and are not on commercial feed. The bulls were weaned in Late-September and the bred heifers taken off grass on December 1st. Birth weight are taken with a scale, weaning weights taken at weaning, and yearling weights taken just in time for this catalog to go to press.

The cattle can be seen at Kist's Livestock Auction in Mandan from February 18th until sale time. Prior to that time, they and the cowherd can be seen at the ranch at your convenience.

Thank you to all our customers and the opportunity!

*The Tokach Family*