

You have a FRIEND in the BEEF Business



Black & Red Angus
2009 Production Sale

Friday, November 6, 2009 @ 12:30 pm CST
At the Downey Ranch Headquarters, 12 mi. SE of Manhattan, KS on K-18



DOWNEY RANCH, Inc.

www.DowneyRanch.com

55 Performance Tested 20 month old Bulls

Ready for heavy service

- 26 Registered DRI Black Angus bulls
- 29 Registered KCC Red Angus bulls



58 coming 2 year old Commercial Bred Heifers

To calve spring 2010; synchronized & AI'd

- Angus, Red Angus and Baldy Heifers
 - Selected from the top of the herd
 - 100% HOME RAISED!

KNIBEL CATTLE Co.

www.KCattle.com



DOWNEY RANCH, Inc.



Friday, November 6, 2009 @ 12:30 pm CST
At the Downey Ranch Headquarters & online @ DVAuction

Our famous beef lunch & dessert served at 11:00 am

Offering:

- 55 Black and Red Angus Bulls, *20 months old*
- 58 Commercial Bred Heifers, *to calve spring 2010*

Sale Location:

Driving Directions:

- **From Manhattan**—Take K-18 east to mile marker 204, Wabaunsee Rd. Go south 1/4 mile to headquarters on east side of road.
- **I-70 coming from KC**—I-70 west to K-99 exit. Go north to K-18. Go west to mile marker 204, Wabaunsee Rd. Go south 1/4 mile to headquarters on east side of road.
- **I-70 coming from West**—I-70 to Wabaunsee Rd. exit #324. Go north approx. 6 miles to ranch headquarters on east side of road.

For More Information:

Knobel Cattle Co. (785)349-2821
Downey Ranch (785)456-8160

Auctioneer: Doak Lambert
Office 972-471-1233, Mobile 972-839-6485

Publications represented:

Red Angus Assoc., Clint Berry (940)387-3502
Angus Journal, Matt Caldwell (816)390-6602
High Plains Journal, Guy Peverley (785)456-9911
Kansas Stockman, Andrew Sylvester (785)456-4352

Sale Day Phones:

Land: (785)456-8160 and (785)456-8186
Cells: (785)556-8161 Joe, (785) 556-8160 Barb,
(620)767-2181 Kevin, (620)767-2180 Mary Ann

Terms & Conditions:

1/2 semen interest may be retained on any bull. All purchases are to be settled for sale day unless prior arrangements have been made. The cattle sell under the standard terms and conditions for production sales as adopted by the AAA.

Trucking:

A \$50 discount will be given per bull or group of heifers picked up on sale day. We will deliver all bull lots over \$3000 or volume bull purchases (3 or more) for free within a 300 mile radius. Other deliveries will be at cost. Heifers retained for calving delivered at cost.

Motel Accommodations:

Simmer Motel—US Hwy 24, Wamego (785)456-2304
Wamego Inn—US Hwy 24, Wamego (785)458-8888
Super 8—200 Tuttle Creek Blvd, Manhattan (785)537-8468
Fairfield Inn—300 Colorado St. Manhattan (785)539-2400

Welcome to our 7th Annual Sale!

We've worked hard to bring you another top offering. All the bulls are tested **FREE** of all known genetic defects.



Our thanks to our family & friends who pitch in every year. If things go well, it's because of all of them.

We look forward to serving all our returning customers and earning the business of our new customers too. If there is anything we can do to make your experience better, please do not hesitate to call us.

-Kevin & Mary Ann Kniebel,



Chuck & Kim Kniebel



We're grateful for this chance to earn your business.

*-Joe Carpenter & Barb Downey
Anna and Laura Cate*



Not comfortable with the internet or afraid you'll be busy in the field? We have purchased many bulls for customers sight-unseen and got them for less than the prearranged limit with **100% satisfaction**. We'll discuss your needs, figure out the best purchasing system and match up the bulls that will suit you best. Just visit with us before the sale and we'll work together to find the best option for you. At the end of the day, we're not happy until you're happy.

DVAuction Broadcasting Real-time Auctions

We are pleased to offer the Kniebel and Downey Production Sale broadcast "live" over the Internet through DVAuction Services.

First Time Users:

1. Visit the DVAuction web site at www.dvauction.com
2. Click on the Register Tab.
3. Complete Registration and Apply to bid at the Kniebel and Downey Production Sale.

We will be contacting your bank to verify information.

DVAuction will then contact you to let you know that you have been approved to bid and buy at the sale "live" from your computer at home.

After the sale:

1. Contact Kniebel and Downey to make arrangements for payment.
2. Contact Kniebel and Downey for delivery or pickup of your purchases.

Note: You must have high speed internet access (DSL, T-1, or Broadband) to be able to bid during the sale.

Any questions:

Contact Dan with DVAuction at (402)-649-3172
dbroz@dvauction.com

Or contact Tami with DVAuction at (308) 870-3661
tmcintosh@dvauction.com

We recommend that you register by Nov. 4, 2009 for on-line bidding. Every attempt will be made to complete your application even if it is on sale day. Questions? Call us or DV Auction for more information.

Customer Service Options

Live Calf Guarantee

Calving heifers:

- * Don't like to?! * Don't want to?! * Don't have time to?!
- * Hate snowstorms?!

For a fee, we will keep them and calve them out. After your last heifer calves, we will deliver pairs to you. In the unlikely event that we should lose a calf, we will offer a like replacement. If a suitable replacement is unavailable, we will offer a full refund (purchase price + calve out fee). **Please note: we can not offer live calf guarantees on heifers taken home to calve.**

-Calve out fee with live-calf guarantee: \$225/head, due sale day.

Example: You purchase a pen of 3 heifers and elect to have us calve them out. You pay gavel price plus \$675 on sale day. Pairs will be available after the last heifer has calved. Trucking arrangements will be handled individually at cost.

Bull Wintering Program

Don't need your bull until spring?

If you elect to, we will keep your new bull purchase until April 15. Fees for this service are designed to cover "room & board" along with insurance to protect your valuable investment. Should the bull not be serviceable on April 15, we will replace the bull with one of like kind & quality. If a suitable replacement is not available, we will refund purchase price + "room & board" fee.

-Bull Wintering Program: \$250 + 4% of purchase price, due on sale day.

Example: You purchase 1 bull at \$2300. You pay \$2300 + \$250 + \$92 = \$2642 due sale day.

Feedlot Options—Adding more \$\$\$ to your bottom line

Placing calves on feed

Would you like to feed some of your calves out? CattleFax data shows retaining ownership is more profitable than selling calves 95% of the time. We have several options available that let you get your feet wet.

- Kniebel Farms Feedlot—Personal environment under our direct supervision. Will take as few as 5 head. Small lots will be co-mingled, larger groups will have their own pen. Individual carcass and gain data will be provided.
- Commercial Feedlot recommendations—With our contacts in the industry, we can help you find a feedlot that suits your cattle's needs.

Turning cull heifers into profit centers

Do you want to shorten your breeding (and calving!) season but not stand the usual financial hit on open heifers? Consider feeding them with us. We feed ours out and have averaged over \$1200/head with a small feed investment. Doing this has netted us an extra \$300+/head over the last several years.

You can get carcass data, shorten your breeding & calving seasons, select for fertility and make more money all at the same time. Talk to us for more details.

Our Herd Health Programs

- Calves are vaccinated going to grass (at 2 months down to a few weeks of age) with Virashield 6 and 7-way blackleg. We do not worm going to grass, instead we wait until the end of June and use Safeguard in the mineral to catch the worms they may have picked up.
- The calves are given 2 rounds of respiratory complex vaccine, a pastuerella and another 7-way blackleg around weaning. They are also dewormed with an ivermectin product to clean up any late summer infestation. Steers will be given a Synovex implant at this time, however replacement heifers are never implanted.
- Reproductive tract scoring, PI testing and pre-breeding vaccinations happen in February.
- Cows are pregged when we can, sometimes before they move to stubble fields but usually after. They receive a 7-way booster and a staybred vaccine. They also receive either Cattlemaster or Virashield and are poured with an ivermectin product.
- Neither ranch uses scour vaccines as we luckily do not incur many scour problems. Ask Joe or Barb for more information about the Sandhills Calving System.



Sale heifer on Jan. 20 during a blizzard sometime in the middle of the night. We take our commitment to calve-out your heifers seriously.

Feeding and Handling of the Bulls:

The bulls were weaned mid September of 2008 on their respective ranches. They received 2 rounds of vaccinations for viral respiratory diseases and clostridials. All the bulls have been BVD-PI tested negative, and both herds are a Johnes test negative status. The bulls are pooled at Kniebel Ranch for growing and testing where they receive a high roughage ration geared toward 2.5-3.0 lbs of gain. The bulls have large traps to ensure plenty of exercise. The average back fat on the bulls at ultrasound in April was only .14" for the red bulls and .19" for the blacks. Fat bulls are not good for longevity!! The bulls go to grass in May, some are used in herd. The bulls that have been used have been trich tested for your herd safety. They returned to Kniebel's in late August where they received a ration to prepare them for the sale. The bulls have been given booster vaccinations and dewormed, along with semen evaluations in October. They are ready to go to work!

The bulls have been handled with a variety of 'vehicles'. These include horses, wheelers, a dog and of course on foot!



Joe & the girls bring the bred heifers in for preg checks

Heifer Selection and Development

The commercial replacement heifers are chosen by their individual phenotype and performance. They must be born in the first half of the calving season and have a mother with no problems. The replacements are sorted from the rest of the calves and put on roughage rations and ran in pastures for the winter. In the spring, they are fed an MGA supplement for synchronization. They are inseminated over a 3-6 day period and then turned out with clean up bulls for 40 days. The heifers have had all their vaccinations, including boosters this fall, are also BVD-PI tested and palpated bred by Dr. Tom Taul with an estimation of calving date. Kniebel's heifers are tattooed with their permanent number.

The heifers see us on foot (a lot during AI season) and are worked with horses, wheelers, etc. They'll follow a truck with a bale of alfalfa anywhere!

Cows on the Range

This pretty much dictates how they are handled! Cows are roughage digesters. That's what we have to market. From weaning till calving, cows are on stalks or dormant native range with a protein supplement in their mineral. Some lucky cows will graze on brome and triticale right ahead of calving. While heifers are calved up closer, all cows are calved out on range and are expected to take care of themselves and their calves. This ain't no B&B. Come calving time, we feed about 90% of what they need (brome, prairie hay, etc.) and they must glean the rest from the range.