

## Ring in the New Year...

We are anxious to share some good news and good cheer and glowing optimism for 2017! The year rolled in with a chilling reminder of just how vicious a Montana winter can be, and probably caught all of us wide eyed. The weather has been a fitting scene for the theme we've selected for this newsletter . . .

"Adversity has the effect of drawing out strength and qualities of a man that would have lain dormant in it's absence." -Herodotus



What do we, in the beef business, in North

Central Montana, have in common with a Greek historian living in Persia 2,500 years ago? Well, adversity or challenges may come in different packages, but it all feels the same. Herodotus, as with any great historian, was an astute observer of people and their activities. Not only world leaders, or the wealthy, or the powerful, but plain, regular people. Obviously, he observed that when people choose to rise to a challenge- to respond positively and constructively- then great strength, courage, character and perseverance emerge from deep inside. Does adversity hurt? Yep. Hurts our pride, our profits, our ability to care for our family, maybe our confidence. But we still have control over how we are going to respond and whether or not we will dig down deep for the qualities that will get us through.

So, raise your hands if last year turned out even worse than we feared . . . Did it break some people? No doubt. Will we let it break us? Or can we focus our emotional energy on the learning opportunities? We went through a few really amazing high cycles that may or may not ever be repeated and it felt like no one really got credit for their high quality genetics or excellent management when every idiot who owned a cow was making money . . . But that isn't the story any more, and there are so many ways to learn from the correction in the Beef Industry:

- *What is my breakeven on the 2017 calf crop?*
- *What does it cost me to run a cow?*
- *Which of my females are solidly profitable and which are not?*
- *Where can I find opportunity to capitalize on a down market?*
- *What factors still remain in my control?*
- *What are sensible means to economize and which decisions are short term sunk cost fallacy?*
- *Do I have the records available to answer these questions?*

If we choose to cultivate faith, courage and resilience in the face of adversity, the less it will impact our lives and businesses for the long term. If we choose to become better managers, better stewards of our land and resources, and better cattlemen, the more valuable the lesson becomes. If we choose to pull on our boots, face the wind, and continue to do what needs done, then nothing will ever break us.

Open Gate Ranch is still here, committed to delivering an attractive, highly functional, and seriously profitable set of bulls to meet your genetic needs. We are dialing down harder than ever on the traits and development strategies that keep more money on the front end of a calf crop and deliver more money to the ranch. If your needs or mating strategies have shifted or evolved we would love to talk about it. The family phone numbers are all listed below. More data, photos and video will be coming available on the web sight, and we have so enjoyed keeping up with many of you on Facebook!

Please accept our warmest greetings and best wishes, and may your hay yards stay full.

## 2017 BULL SALE OFFERING

TATTOO	SIRE	DAM	%SM	HPS	COLOR	BW	Adj. WW	API	TI	CED EPD
DU165	CONNENEALY CONSENSUS 7229	U165	5/16	P	B	78	707	140.2	77.7	12.7
DY602	CONNENEALY CONSENSUS 7229	Y602	1/2	P	B	85	718	157.8	73.7	13.9
DR595	CONNENEALY CONSENSUS 7229	R595	1/2	P	B	90	683	151.9	78.3	11.9
DY303	CONNENEALY CONSENSUS 7229	Y303	1/4	P	B	82	754	141.1	84.1	12
DB630	GW LUCKY MAN 644N	B630	15/16	P	B	84	854	156.2	83	13.2
DB788	GW LUCKY MAN 644N	B788	7/8	P	B	98	744	141.6	79.8	10.3
DB745	GW LUCKY MAN 644N	B745	7/8	P	B	93	886	139.6	80.8	9.9
DB655	GW LUCKY MAN 644N	B655	1/2	P	B	80	764	138.7	77.3	11.9
DB620	GW LUCKY MAN 644N	B620	15/16	P	B	98	782	137.9	75	12
DZ370	GW ROBUST 605Z	Z370	1/2	P	B	74	831	163.6	93.2	14.3
DB689	GW ROBUST 605Z	B689	5/8	P	B	75	723	149	88.1	11.7
DY306	GW ROBUST 605Z	Y306	5/8	P	B	82	675	143.7	76.1	15.8
DB653	GW ROBUST 605Z	B653	5/8	P	B	81	739	138.8	83	12.8
DW204	GW ROBUST 605Z	W204	5/8	P	B	87	843	128.5	79.7	10.9
DY354	GW ROBUST 605Z	Y354F	5/8	P	B	76	806	122.6	75.8	11.9
DA391	GW ROBUST 605Z	A391	1/2	P	B	98	833	121.2	82.2	10.6
DA581	HL GAME PLAN R42X	A581	3/4	P	B	91	800	125.7	73.6	9.3
DZ965	HL GAME PLAN R42X	Z965	7/8	P	B	84	681	121.7	64	10.3
DZ952	HL GAME PLAN R42X	Z952	7/8	P	B	83	842	121.3	70.4	11.1
DZ462	HL GAME PLAN R42X	Z4620	7/8	P	B	84	758	120.7	66.2	9.4
DW592	HL GAME PLAN R42X	W592	PB	P	B	86	829	119.5	66.4	9.9
DY108	HL GAME PLAN R42X	Y108	PB	P	B	84	797	117.8	68.6	8.4
DT600	HL GAME PLAN R42X	600T	PB	P	B	86	734	117.6	62.2	9.1
DW586	HL GAME PLAN R42X	W586	PB	P	B	90	728	117.2	61	9.2
DX597	HL GAME PLAN R42X	X597	PB	P	B	96	874	116.4	67	8.3
DZ985	HL GAME PLAN R42X	Z985	7/8	P	B	81	711	116.2	64.2	10.9
DZ014	HL GAME PLAN R42X	Z014	PB	P	B	78	701	115.2	62.5	11.6
DY626	HL GAME PLAN R42X	Y626	PB	P	B	85	841	113.2	68.3	9.8
DX751	HL GAME PLAN R42X	X751	PB	P	B	83	724	108.6	59.5	10.2
DW851	HL GAME PLAN R42X	W851	7/8	P	B	92	687	104.1	57.3	8.4
DW200	HL GAME PLAN R42X	W200	3/4	P	B	86	681	101.2	57.6	9.5
DY896	HL GAME PLAN R42X	Y896	3/4	P	B	92	785	91.8	60	7.1
DB615	HOOK'S YELLOWSTONE 97Y	B615	3/4	P	B	82	738	170.2	81.1	16.6
DB605	HOOK'S YELLOWSTONE 97Y	B605	3/4	P	B	85	838	164.9	83.7	15.7
DB672	HOOK'S YELLOWSTONE 97Y	B672	3/4	P	B	73	721	151.2	80.7	14.5
DB695	HOOK'S YELLOWSTONE 97Y	B695	7/8	P	B	93	732	150.3	82.7	11.3
DB629	HOOK'S YELLOWSTONE 97Y	B629	3/4	P	B	76	731	150.3	74.8	15.1
DA367	HOOK'S YELLOWSTONE 97Y	A367	7/8	P	B	86	703	140.4	71.9	12.1
DA344	HOOKS ADMIRAL 33A	A344	9/16	P	B	84	756	150.9	89.7	11.4
DU171	HOOKS ADMIRAL 33A	U171	7/16	P	B	86	745	148.3	84.4	10.3
DY301	HOOKS ADMIRAL 33A	Y301	1/2	P	B	90	885	136.9	89	8.8
DU168	HOOKS ADMIRAL 33A	U168	5/8	P	B	90	740	124.9	72.5	10.5
DB718	KS BRAVADO H864	B718	7/8	P	B	81	685	106	64.8	4.7
DB760	KS BRAVADO H864	B760	7/8	P	B	94	699	98.5	64.2	2.8
DB616	KS BRAVADO H864	B616	PB	P	B	90	811	92.7	57.2	2.7
DX737	LRS UNLIMITED 752A	X737	PB	P	B	84	810	135.7	74.2	11.1
DS698	LRS UNLIMITED 752A	S698	PB	P	B	92	794	132.6	71.2	8.7
DX726	LRS UNLIMITED 752A	X726	3/4	P	B	81	674	127.9	65.6	10.2
DU119	LRS UNLIMITED 752A	U119	5/8	P	B	84	731	126.4	69.6	7.5
DY891	LRS UNLIMITED 752A	Y891	3/4	P	B	93	783	117.2	70.7	7.1
DW829	LRS UNLIMITED 752A	W829	7/8	P	B	86	797	117.2	65.1	8.4
DS641	LRS UNLIMITED 752A	S641	3/4	P	B	95	734	106.8	63.6	6.8
DZ379	OLF OTIS Y43	Z379	3/4	P	R	83	767	149.7	79.3	14.6
DB683	OLF OTIS Y43	B683	3/4	P	B	87	872	148.9	87.5	12.6
DB607	OLF OTIS Y43	B607	3/4	P	B	85	849	148.7	82.6	15.3
DY306T	OLF OTIS Y43	Y306T	11/16	P	B	82	692	145.4	75.5	15.9
DB448	OLF OTIS Y43	B448T	PB	P	B	89	670	140.4	80.6	13.4

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TATTOO	SIRE	DAM	%SM	HPS	COLOR	BW	Adj. WW	API	TI	CED EPD
DZ394	OLF OTIS Y43	Z394	7/8	P	B	91	638	139.9	71.9	14.4
DZ387	OLF OTIS Y43	Z387	15/16	P	B	92	803	132.3	80	12.5
DZ991	TSN PROTEGE Z896	Z991	1/2	P	B	83	676	150.7	81.8	13.6
DA430	TSN PROTEGE Z896	A430	11/16	P	B	87	686	129.4	78.1	8.7
DA571	TSN PROTEGE Z896	A571	3/4	P	B	91	769	112.9	80.5	9.1
DX293	W/C UNITED 956Y	X293	1/2	P	B	80	722	151.4	80.4	11.3
DA332	W/C UNITED 956Y	A332	5/8	P	B	86	721	144.6	83	12.2
DZ433	W/C UNITED 956Y	Z433	3/4	P	B	84	721	140.1	75.2	13.1
DZ447	W/C UNITED 956Y	Z447	5/8	P	B	80	728	139	81.2	12.1
DA299	W/C UNITED 956Y	A299	5/8	P	B	83	706	138.8	86.9	9.8
D287	W/C UNITED 956Y	A525	1/2	P	B	83	806	136.8	88.5	11.1
DA543	W/C UNITED 956Y	A543	1/2	P	B	72	731	133	77.3	11.2
DA587	W/C UNITED 956Y	A587	1/2	P	B	82	705	132.8	84.2	11.8
DY922	W/C UNITED 956Y	Y922	5/8	P	B	91	756	128.8	76.7	10.2
DT711	W/C UNITED 956Y	T711	1/2	P	B	87	816	128.7	81.5	9.1
DW208	W/C UNITED 956Y	W208	5/8	P	B	83	761	127.9	74.3	11
DT694	W/C UNITED 956Y	T694	3/4	P	B	90	805	127.5	77.1	10
DW679	W/C UNITED 956Y	W679	3/4	P	B	90	817	127.5	76.3	10
DX203	W/C UNITED 956Y	X203	5/8	P	B	93	789	127.3	74.6	10.3
DM027	W/C UNITED 956Y	M027	7/16	P	B	82	667	126.3	71.9	12.8
DX735	W/C UNITED 956Y	X735	3/4	P	B	98	839	124.9	79.1	7.2
DW859	W/C UNITED 956Y	W8590	1/2	P	B	87	728	124.7	77.5	8.6
DY900	W/C UNITED 956Y	Y900	3/4	P	B	84	670	123.9	77.7	10.4
DZ531	W/C UNITED 956Y	Z531	3/4	P	B	96	619	120.2	72.4	10
DX210	W/C UNITED 956Y	X210	7/16	P	B	91	769	119.2	77.3	9.3
DR156	WS BEEF MAKER R13	R156	7/8	P	R	93	716	130.6	73.3	11.3
DB444	W H S LIMELIGHT 64V	B444T	1/2	P	B	87	692	147	87.6	9.5
DZ363	3C CHUNK C440 BLK	Z363	3/4	P	B	79	733	119.4	65.6	9.5
DA535	3C CHUNK C440 BLK	A535	7/8	P	B	94	787	106.5	64.4	7.1
DZ440	BP533	Z440	5/8	P	B	82	732	140.8	74.3	12
DB748	BS MR CORRECTOR 9111J	B748	3/4	P	B	87	678	131.4	63.3	13.6
DU770	BW195	U770	3/4	P	B	94	679	125.1	66.3	9.8
DX231	BW195	X231	3/4	P	B	86	699	114.8	62.8	10.8
DX247	BW195	X247	3/4	P	B	120	721	90.4	66.3	6.5
DX339	BW679	X339	3/4	P	R	89	672	122.7	68.3	9.6
DX273	OGRBX399	X2730	7/8	P	B	83	817	142.3	83.4	8.2
DX385	OGRBX399	X385	PB	P	B	83	780	120.6	70.7	8.9
DX665	OGRZL651	X665	3/4	P	B	86	707	114.8	59.4	10.4
DY618	OGRZT016	Y618	7/8	P	B	83	673	129.6	68.7	9.9
CX270	OGRZT016	X270	3/4	P	B	83	683	124	67.3	10.8
CT111	OGRZT016	111T	3/8	P	B	82	709	115	71.3	8.2
DY914	OGRZT016	Y914	3/4	P	B	96	742	114.1	74.2	7.6
CY621	OGRZT016	Y621	3/4	P	B	93	698	113	66.4	8
CU780	OGRZT016	U780	7/8	P	B	87	739	109.7	71	9.2
DY901	OGRZT016	Y901	3/4	P	B	91	748	104.3	68.7	8.1
CR608	OGRZT016	R608	7/8	P	B	94	658	103	64.8	8.5
CN357	OGRZT016	N357	7/8	P	B	89	732	95.7	56.7	8.5
DZ992	RED SPARROW AW696	Z992	15/16	P	B	95	789	130.5	74.3	9.3
DY107	RED SPARROW AW696	Y107	PB SM	P	R	82	818	120.7	64	10.8
DB621	SVRW909	B621	5/8	P	B	105	761	151.6	79.4	11.8
DS119	SVRW909	S119	3/4	P	B	79	693	135	67.7	13.6
DB611	SVRW909	B611	3/4	P	B	97	824	120.2	78.3	7.6
DP691	TNT TANKER U263	P691	PB	P	B	86	801	118.3	67.4	5
DZ497	TRIPLE C BRAVEHART S165	Z497	PB	P	R	92	706	128.4	70.7	7
DZ975	DDR-RAB DESTINED X8516	Z975	5/8	P	B	86	698	128.7	82.2	7.6
DA545	EXAR SLAP SHOT 2504B	A545	1/4	P	B	88	717	126.4	76.3	9.2
DT691	GAR-EGL PROTEGE	691T	1/2	P	B	96	834	142.1	77.8	10.5

## OPEN GATE RANCH

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### NEWS & EVENTS

#### SCHOLARSHIP HEIFER CONTEST

In a gesture of appreciation to the communities of cattlemen we do business with and to promote a future in the Beef Industry among young producers, Open Gate Ranch is pleased to be donating a yearling open heifer to be awarded in an essay contest. The contest rules and details of the competition will be posted on our website, [www.opengateranch.com](http://www.opengateranch.com). We hope you will help spread the word of this opportunity to any young people you know who might like a chance to get started in the Beef Business! Entry deadline is April 1 and the heifer will be awarded at the Golden Triangle Preview Show in Great Falls on April 22.

#### MAGIE TRADESHOW

January 19-21, 2017 • Great Falls, MT

Stop by the booth and visit - seeing you all is the best part of the weekend!

#### OPEN GATE RANCH 37<sup>th</sup> ANNUAL BULL SALE

March 21, 2017 • Simms, MT

WATCH FOR VIDEOS OF THE BULLS ON OUR WEBSITE [WWW.OPENGATERANCH.COM](http://WWW.OPENGATERANCH.COM)

Ranching can't be about what we've already done.

It's *gotta* be about what we do *tomorrow*.