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## It's A Classic: 15 Years of DTBA

It's hard to believe it's been 15 years since the first Dakota Territory Buffalo Association Winter Conference and Black Hills Buffalo Classic Show and Sale.

We hope to celebrate this milestone DTBA event in the usual fun and educational fashion this coming February. We are working on a great lineup for our conference and the finishing touches are being put into place as this newsletter goes to print.

One of the highlights of this year's conference is going to be the presentation on the History of Sale Prices. Through the dedication of numerous people, DTBA has access to a fairly extensive collection of sale price data from many years back right through the most recent sales. Our intent is to take this data and see what conclusions we can draw from it. We are planning to chart the highs and lows in the industry and from that picture, take a more in-depth look at how that might correlate with weather conditions, significant happenings in the industry, the availability/cost of crops with respect to feed prices, etc. What can we learn from the past that will help us avoid future mistakes or perhaps even influence your decisions with respect to how and when you raise the animals? We are very excited to present this information and hopefully it will spur even more dialogue and insight from the larger group so that we can all glean even more from this history of our industry.

We are also working to put together a presentation on ultra-sounding your animals to gather data for meat production and genetic information. Again, this is a topic that is not widely explored in this industry, but the possible uses for it are widespread and could become more commonplace if we all understood what data can be collected and what it all means. We hope to answer those questions for you and show you what it's all about should you happen to want to utilize this tool in your own herd.

That's just a few of the highlights that will be on tap for our February 4 and 5 conference. Many more fun and exciting things are planned. We'll keep you up to date through emails and in the January newsletter.

In the meantime, make your hotel reservations today, get those show and sale entry forms filled out and turned in and get ready to have plenty of fun and walk away filled with knowledge as we celebrate our teens!

## Make Hotel Reservations NOW!

Our host hotel for our Winter Conference will be the Ramkota Hotel in Rapid City. Show animals can be brought in starting on Thursday, February 3 and on Friday afternoon, February 4, we will have a Bison Advantage presentation, consignor meeting and our welcoming reception at Prairie Edge. Saturday, February 5 is conference day and awards banquet that evening and our auctions will be held on Sunday, February 6. Please make your hotel reservations accordingly. We have a room block set aside, just ask for the DTBA block when you make reservations. The hotel number is (605) 343-8550. The room block is good through January 3, 2011, so don't wait! The hotel sells out this weekend every year. Call today!





## Notes From The President - Bruce Anderson



Greetings from the front line, where the buffalo battles are fought moment to moment. By now you all know where prices have gone, so we won't dwell on that. When you sell the product every day, it isn't quite the surprise that it may be to a producer that only sells once a year. I am hearing good things about conception rates in the cow herd so that bodes well for calves next fall. There are also new producers entering the industry which

should help invigorate the buffalo business.

We held a Bison Advantage workshop the Friday before the Custer State Park sale. What a turnout! People from all over the country came to learn about buffalo. A special thanks to Wendy Hutchinson, John Cammack, Karen Conley, Dr. John Bowron, Chad Kremer, Boyd Meyer and Jiggs O'Connell for the outstanding presentations and getting the program put together. Mimi Hillenbrand, Dave Schroth and Moritz Espy handled the 777 Ranch visit in the usual top notch fashion and despite the cold, a great deal of time was spent going over handling facilities. As usual, everyone stepped up to help make this event a success. I would also like to thank the NBA, NDBA and the RMBA for their help in producing this seminar. There are rumblings about another Bison Advantage next year in North Dakota. We'll keep you posted if that comes together.

Last letter I outlined a handful of things that cow/calf producers could do to maximize their situation. There are also a couple of things that feeders can do. Feed your buffalo to the maximum profitable size level. You will make additional money on quality

## Calendar Of Buffalo Events

**January 3 - 7, 2011:** Custer State Park Internet calf auction. Call Custer State Park at (605) 255-4515 or [chad.kremer@state.sd.us](mailto:chad.kremer@state.sd.us).

**January 19 - 21:** The National Bison Assn. Winter Conference and Gold Trophy Show and Sale, Renaissance Hotel and NWSA Auction Arena, Denver, CO. For more information, (303) 292-2833 or [www.bisoncentral.com](http://www.bisoncentral.com).

**February 1 - 4:** Discover the Keys to Successful Bison and Land Management Seminar. Durham Ranch, Wright, WY. Contact Roland Kroos at (406) 522-3862.

**February 4 - 5:** Dakota Territory Buffalo Assn. Winter Conference, Ramkota Hotel, Rapid City, SD. (605) 923-6383 or [www.dakotabuffalo.com](http://www.dakotabuffalo.com).

**February 6:** DTBA Black Hills Buffalo Classic Show and Sale and Premium Calf and Yearling Sale. Jim Kjerstad Events Center, Rapid City, SD. (605) 923-6383 or [www.dakotabuffalo.com](http://www.dakotabuffalo.com).

**February 19:** Cold Creek Buffalo Company and Diamond Tail Ranch Performance Tested Bull Sale. Terry Bison Ranch, Cheyenne, WY. Contact Boyd Meyer at (970) 369-2249.

**March 12:** Rocky Mountain Buffalo Assn. Spring Conference and Peak to Peak Bison Show and Sale. National Western Complex, Denver, CO. (303) 243-0900.

**March 10 - 12:** Eastern Bison Association 15th Annual Winter Conference and Show and Sale. Harrisburg, PA. (302) 349-5334.

**April 8 - 10:** Minnesota Buffalo Assn. annual Educational Conference. (507) 454-2828 or [www.mnbison.org](http://www.mnbison.org).

animals and you will produce more meat for the marketplace. Any processor would much rather see 50 to 1200 pound animals than 50 to 1000 pound animals, even if that means waiting for two months. Work with your marketers to keep them in steady supply. A 30 day shortage of meat can have a devastating effect on certain markets, while in other markets it is no big deal. Quality is going to become more critical. Customers are more demanding of \$8 product than they are of \$5 product. Producers need to be involved. We have a superior product. Together we can make this a better industry.

On another note, it appears that our outgoing South Dakota Governor Mike Rounds is proposing to do away with our state meat inspection program as a budget cut. When that happens, the USDA steps in and takes over all meat inspection in this state. When the USDA inspects buffalo the inspector costs get paid by the plant. Currently, under state inspection, there is no inspection cost. So if you sell a buffalo to your neighbor and it gets processed at a SD plant it could cost you an extra \$75 under USDA inspection. In other states where the USDA took over the program some of the plants chose to close entirely instead of dealing with federal meat inspection. There are probably many out there whose buffalo get sold into a USDA plant that feel that state inspected plants have an unfair advantage because they don't have the added cost. This inspection program has come under the budgetary axe before. In the past battle, lines were drawn with different groups either opposing the cuts or in favor of them. I feel the DTBA should come up with a policy, either for the cuts or against, and join in the battle. If you have any questions give me a call.

We have a dynamic program lined up for the Winter Conference. Your board of directors has worked hard to put timely, informative sessions together. Come to the conference, you won't be disappointed.

## Time To Pay 2011 Membership Dues

Check on the front mailing label of this newsletter. The year your dues have been paid through is highlighted on the mailing label. If it says "2010", you need to renew your dues at this time. If the date on your newsletter is 2009 or prior, your dues need to be paid now in order to continue receiving materials from the association or to show animals at the Black Hills Buffalo Classic.

One of the inserts in this newsletter is the conference registration/membership renewal. Even if you can't attend the winter conference (and you really should! It's going to be great!) please fill out the registration form and return with your dues payment.

We will be printing a new membership directory right after the first of the year and many of you have had address changes, email changes and even websites added, so this is the easiest way to get your information up to date and ensure that you continue to receive materials and information from the association.

Thank you to everyone who has already sent in your 2011 dues. It's very much appreciated!

## Member News And Notes

Congratulations to **Brodie and Samantha Limpert** on the birth of their daughter, Zoey Elizabeth, on November 26. As you can imagine, Grandma Jacki and Grandpa Sandy are ecstatic with the new arrival. Welcome Zoey!

**Scott and Susan Peterson** were bestowed with several honors this past year for their dealership, Scott Peterson Motors. They were named the Employer of the Year in the Belle Fourche community and also selected as the Ag Business of the Year by the Belle Frouche Chamber of Commerce Ag Committee. Way to go, Scott and Susan!



### Welcome New DTBA Members!

Tom Aman and Ron Brownotter  
Brownotter-Jet Co Buffalo Ranch, LLC  
Aberdeen and Bullhead, South Dakota

### Sponsorships Needed For 2011

With our 2011 events right around the corner, we are still in need of sponsorships. There are trophy sponsorships available at this time. We are also looking for cash sponsors for our Winter Conference and Coffee Breaks. Anyone interested in sponsoring other specific items, such as conference folders, signage for our sponsors, etc. is more than welcome to do so. Thank you to those of you who have so graciously stepped forward to sponsor and/or donate up to this point. Your generosity is much appreciated!

For more information on sponsorships, contact Karen at (605) 923-6383 or email to: info@dakotabuffalo.com.

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### Volunteers Needed For Animals

The Black Hills Buffalo Classic Show and Sale (BHBC) is a huge event for the DTBA. It takes many hours and many volunteers to put all the events together and we can't begin to thank enough, those who step forward and help out.


Once again, with our 2011 event looming around the corner, Show/Sale Chairman, Zane Holcomb, would like to have some volunteers step forward and assist with the buffalo. Since the dates are in place, they are looking for people willing to be on hand Thursday, February 3 from 12:00 noon until 4:30 p.m. and Friday, February 4 from 8:00 a.m. to 12:00 noon to help unload, weigh and pen animals. They also some extra hands to water and feed the animals as they are penned throughout the course of those days. This will take a number of people with more entries expected. Throughout the weekend, we will need a core crew that can help with daily feeding, watering and also moving animals while the judges are doing their thing. On Sunday, February 6, sale day, volunteers are needed to help sort and pen the animals throughout the day and until loadout is completed for the day. Zane is also asking for a couple of people who could be available on Monday, February 7 for approximately half a day to help finish with loading out the sale animals.

It makes for a long weekend and it seems like the weather is too hot or too cold, but we all appreciate the volunteers who step forward to help care for the buffalo.

If you are interested in volunteering your time to help with this, please contact the DTBA office, 605-923-6383 or e-mail info@dakotabuffalo.com. You can also contact Zane Holcomb at (605) 375-3478 or ndabuff@sdplains.com. THANK YOU!!

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# Minutes From October 18, 2010 Board of Director's Conference Call

President Bruce Anderson called the meeting to order. Present were board members John Cammack, Larry Carr, Chad Kremer, Wendy Hutchinson, Mimi Hillenbrand and executive director, Karen Conley.

The minutes of the March 5 meeting were reviewed. Hutchinson made a motion to accept the minutes as presented. Hillenbrand seconded the motion. Motion carried.

The financial report was presented and discussed. Hutchinson noted that she did not have the financials and asked to abstain from the vote to approve. Conley suggested waiting until everyone had a chance to review the financials and then vote to approve via email. (via email, Kremer made a motion to approve the financials as presented. Carr seconded the motion. Motion carried).

Conley informed the group that she and Anderson had not yet had a chance to visit local banks to see about moving the association's account. Following the Bison Advantage workshop, they will make a plan to visit both Pioneer Bank and Trust and First Western Bank and report the findings back to the board.

The group then discussed the upcoming Bison Advantage workshop. Conley has everything in place with Custer State Park resorts for the meeting rooms, food and accommodations. She is in the process of putting the speaker roster together and getting that finalized. Conley noted that she is finding it difficult to secure a speaker for the financial portion of the program. The group discussed some options and Conley will follow up on these.

Video taping of the workshop was discussed. Conley noted that she has a video camera that would work, nothing fancy or professional but there would be no cost involved. The board directed Conley to go ahead and tape the workshop speakers.

Kremer asked about starting up new producer seminars again. The board discussed the idea and decided it would be beneficial to wait until after the Bison Advantage workshop and the Custer State Park sale to get a better idea of what is needed in the industry and to get some feedback and input. There was discussion about possibly doing something in conjunction with another state/regional association or perhaps just

prior to the DTBA Winter Conference.

President Anderson then asked the board about ideas for the Winter Conference. We need to be thinking of speakers/topics and once the Bison Advantage workshop is done, plans will need to start being made for the conference. Conley noted that it will be the association's 15th anniversary. President Anderson asked if anything special was being planned and Conley said she is working on several ideas to help celebrate the occasion.

The discussion then turned to the Black Hills Buffalo Classic Show and Sale. A second judge is needed this year. Kelly Hardy will be the returning judge. Several names were discussed and Conley will be contacting potential judges and get the second one lined up.

It is time to work on trophy sponsorships. Conley will update the list and send out to the board members for their assistance in getting trophy sponsors. She commended the board on their ability to get outside sponsors involved and in getting all the trophies sponsored.

Conley noted she is working on the show entry forms. With all the different classes, the entry system has become cumbersome and she is working to streamline the entry forms and rules to make it more efficient and consignor friendly. She will send out sample forms to the board for their input and approval before the show packets are sent out.

The cookbook project is still on tap. Conley noted that she was hoping to get more recipes, but the project is at a point where it needs to be finished. There are quite a few recipes and she will get the cover and divider pages done and will include an expanded section on preparation/how to cook buffalo meat. Hutchinson suggested picking up a few recipes from the first book and include as "favorites". This is a good idea and Conley will do that when putting the final pages together.

President Anderson then suggested tentatively planning an informal board meeting on Friday, November 19 following the Bison Advantage workshop. All board members should be at the workshop.

There being no further business, President Anderson asked for a motion to adjourn the meeting. Kremer made a motion to adjourn the meeting. Carr seconded the motion. Meeting was adjourned.

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## 2011 Bison Advantage Workshop: Learning Something New

More than 120 people from 19 states took the opportunity to spend an extra day or two in the Black Hills this past November and partake of the second Bison Advantage Workshop. The workshop was held in conjunction with the Custer State Park Fall Classic Bison Auction, thus offering attendees a double reason to spend the weekend in Custer State Park.

The classroom portion of the workshop took place on Friday morning at the State Game Lodge in the park. The atmosphere was perfect for anyone who is enthusiastic about buffalo! Custer State Park does an excellent job of promoting their buffalo herd and most of the buildings, gift shop items and just about any literature from the park features buffalo. The perfect setting to learn more about this magnificent animal.

The workshop featured seven speakers talking about everything from financing options to management to creative ways to get started in the business. Judging from the amount of questions following each presentation, the topics were timely and informative and of interest to most participants. A number of the attendees indicated they are new to the business, either having a small herd and looking to expand or having no animals at all and looking for information and guidance about getting into the industry.

Jiggs O'Connell started the presentations off with information about financing and creating a business plan that you can take to your banker. O'Connell is the Farm Loan Manager and Executive Director of the Pennington County office located in Rapid City, South Dakota. He has a wealth of experience in the agriculture sector, although he has not had much experience in the buffalo industry. O'Connell looked at this as an opportunity to educate himself about the industry while sharing information about how to navigate the agricultural lending process. While there are a few things that might be specific to obtaining financing in the buffalo industry, much of the information, available programs and processes are straightforward, regardless of what agricultural sector you are involved with.

Dr. John Bowron, DVM, from Luverne, Minnesota, did an excellent presentation on herd health. Not only is Dr. Bowron a veterinarian, he and his wife, Jeanne, own and operate Prairie Heights Bison. Dr. Bowron's hands-on experience with buffalo is a plus all the way around. His presentation focused on the health aspects, nutritional needs and disease issues that are encountered when raising buffalo. Dr. Bowron touched on topics such as worming, feed rations, common diseases one might encounter and even the types of feed that are best suited to buffalo and the



most effective wormers and the optimum time to administer them.

Wendy Hutchinson from Weston, Wyoming was the next presenter. Hutchinson is a partner in Longreach Buffalo Company, LLC, and her presentation went into detail on how that partnership was formed and what the partners were able

to do with their resources. At the time the partnership was formed, there were three partners, Wendy, Kelly Hardy and Roy Liedtke. Each brought something to the table and each had their own strengths and the partnership capitalized on that. Hutchinson noted that things have changed over the years with the three partners. She and Hardy are now married and Liedtke recently married and moved to Texas, although he is still in the partnership and continues to return periodically to Wyoming to help with the ranch. Hutchinson's presentation really highlighted the need to

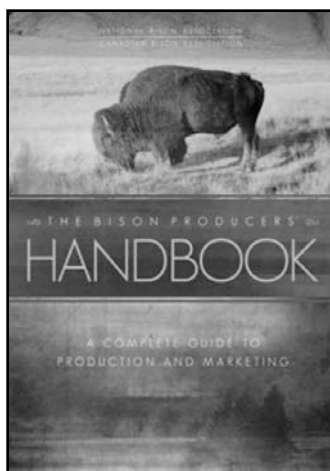
think outside the box and not let yourself get mired down when trying to get started. All three partners worked full time jobs when they got started in the buffalo business, so her message really boiled down to setting goals and doing whatever is necessary to obtain those goals. It can

be done and sometimes it just takes some creativity and a little different route than the ordinary.

John Cammack ranches near Stoneville, South Dakota with his wife, Melanie, and their four children. They run a medium-sized operation and it's a full time job for the family. They started with a very small herd of mother cows, but have grown over the years and now have about 200 head of mother cows. They still run some beef cows, but Cammack says he would really like to take the operation to all buffalo some day. Cammack's presentation was the overall picture of running a cow/calf operation. He touched on topics like fencing, moving animals from pasture to pasture, handling facilities and even some comparisons between



*Speaker John Cammack, right, goes over the comparisons between buffalo and beef on his ranch.*



## New Bison Producers' Handbook Available

The all new Bison Producers' Handbook is now available! Over 250 pages of new information from the industry's leading veterans and professionals. More than 30 industry experts have collaborated to develop the useful, readable information on all aspects of bison marketing and production. It is available through the National Bison Association.

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beef and buffalo. He has kept data on feeding beef and buffalo calves and had some interesting comparisons to share on feed efficiency. Cammack even threw in a few "don't try this at home"



A large and diverse crowd was on hand for the Bison Advantage workshop.

Boyd Meyer was the driving force behind the Bison Advantage workshops. He hosted the first one in September of 2009 at the Terry Ranch he leases near Cheyenne, Wyoming for his Cold Creek Buffalo Company. Meyer felt the time was right to bring the Bison Advantage message to new ears and his timing could not have been better. This is a growth time in the industry and Meyer has played an integral part in capitalizing on that.

Meyer shared with the attendees plenty of facts and figures. His operation encompasses many aspects of the industry, including cow/calf, feeding/finishing and growing replacement animals. Meyer had some fantastic data on how he selects replacement heifers and gets them off to a good start. Meyer is a number cruncher and he had the numbers to back up his presentation, noting the costs of raising a heifer calf into a mother cow and the cost of raising her calf. Valuable data with solid facts and that's one of the things the Meyer has brought to the industry time and time again.

Western Buffalo Company owner, Bruce Anderson, acted as emcee for the event, but also did a brief presentation on marketing buffalo meat. With nearly 30 years of experience in the buffalo meat industry, Anderson has plenty of insight into what makes the industry tick and the ebbs and flows of marketing the end product.

things, noting through trial and error they have found out what does and does not work when working buffalo. As with everyone, you have to be able to look back and laugh at some of the rookie mistakes!

The plant is an all-in-one facility in Rapid City, South Dakota. It serves as a regional hub for producers looking to move animals into the food supply. Anderson spent just a few minutes sharing with attendees his thoughts about the current state of the market and a glimpse of what the future has in store. In this industry, change seems to happen daily and being able to switch gears and accommodate the ever shifting needs of both producers and consumers is what has led to the success of Western Buffalo Company. Unlike the beef industry, buffalo producers don't always have a lot of options when it comes to processing their animals. They must be savvy and make the best choices when it comes to marketing their animals.

The National Bison Association's (NBA) Executive Director, Dave Carter, rounded out the slate of speakers. Carter did an excellent job of presenting the current state of the industry and looking at it from the viewpoint of both producer and consumer. Carter also went through some of the benefits of being a member of the NBA as well as one of the many state and regional buffalo associations.

Following a lunch break, the group boarded buses and headed out to the nearby 777 Ranch for a demonstration on running animals through a handling facility. Owner Mimi Hillenbrand, along with ranch manager Dave Schroth and Mortiz Espy, sent a hand-



Bulls run through the alleys at the 777 Ranch. Below: Owner Mimi Hillenbrand answers questions about the ranch's handling facilities.

ful of young bulls through their handling facilities and highlighted how they use the facilities with a minimum of people. Every ranch you visit, there is always something to learn and the 777 was no exception. Hillenbrand noted that there have been many improvements over the years to the handling facilities and most of the time, they can run animals through with just three or four people and get along just fine. Despite the cold and brown prairie, one could not help but enjoy the stark beauty of the ranch, nestled at the foot of the Black Hills to the west and the Badlands to the east. Many commented that they would like to return for a spring or summer visit and tour the entire ranch.

Participants then returned to the State Game Lodge in the park and enjoyed an evening meal, followed by a presentation from the Custer State Park employees about the next day's auction. With many new faces in the crowd, there was much networking and plenty of questions and answers for the new and experienced alike.

The Bison Advantage workshop was a joint effort between the Dakota Territory Buffalo Association, the National Bison Association, the North Dakota Buffalo Association and the Rocky Mountain Buffalo Association.



  
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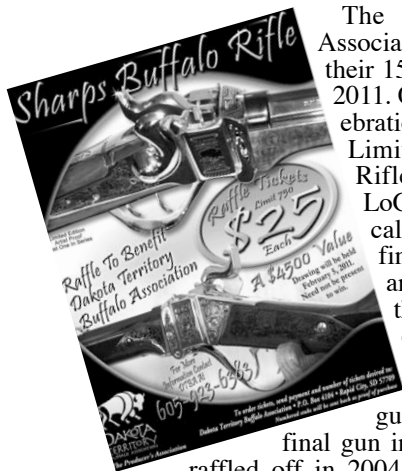
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## Buffalo Rifle Fundraiser Raffle Now Through February 5, 2011



The Dakota Territory Buffalo Association is gearing up to celebrate their 15th anniversary in February of 2011. One of the key parts of the celebration will be the drawing for the Limited Edition Sharps Buffalo Rifle. The rifle is a Sharps LoGrade Buffalo Rifle in a 45-70 caliber. This is absolutely the final gun in the series, as it is the artist proof rifle! Back in 1998, the association had the rifles commissioned by A & A Engraving in Rapid City.

There were 20 numbered guns, plus the proof gun. The final gun in the regular series, #20, was raffled off in 2004. The board of directors had

opted to keep the artist proof rifle, saving it for a special occasion and it was decided that this anniversary celebration was it!

The rifle features ornate artwork and the original DTBA logo, so it is truly a collector's piece. This rifle is finished with 24k gold on the artwork panels and is valued at \$4,500.

The raffle will consist of only 750 tickets. Cost for a ticket is \$25. There are no discounts for multiple ticket purchases since the number of tickets is capped.

To see a poster with photos of the rifle, go to [www.dakotabuffalo.com](http://www.dakotabuffalo.com) and click on the Sharps Buffalo Rifle Raffle button on the left side of the page. There will be a pdf file you can download with photos and more information. The rifle will also be on display and tickets will be sold at various buffalo sales, meetings and events between now and the drawing date of February 5, 2011.

To order tickets or for more information, contact the DTBA at 605-923-6383 or mail payment and number of tickets desired to: DTBA, PO Box 4104, Rapid City, SD 57709.

## Bison Management Seminar Offered

On February 1 - 4, 2011 the Durham Ranch will be hosting a seminar titled Discover the Keys to Successful Bison and Land Management. At this seminar you will learn how to improve profitability, herd health, quality of life and create healthy landscapes. Being held at the Durham Ranch in Wright, Wyoming, you will see firsthand some of the changes they have experienced using this approach. This seminar will be limited to 15 participants. Register early! For more information or to register, contact Roland Kroos at (406) 522-3862 or e-mail [kroosing@msn.com](mailto:kroosing@msn.com).

The Durham Ranch has been practicing Holistic Management for almost 25 years. John Flocchini (ranch manager) and Pat Thomson (bison herd manager) will be available to answer questions and describe their experiences. Instructor Roland Kroos has been involved with holistic management for 25 years.

## NBA Winter Conference and GTSS!

Planning for the 16th annual NBA Winter Conference and 31st Gold Trophy Show and Sale, January 19 - 22nd at the Denver Renaissance Hotel, is under way. The Winter Conference planning committee is finalizing its agenda which promises to be a fantastic learning and networking opportunity.

Additionally, the NBA will offer its "Join and Go" program this year, in which new members can become an Active NBA member and attend the conference for \$325. That's a \$50 savings!

The NBA will return to the Denver Renaissance Hotel (<http://denverrenaissance-px.rtrk.com/>), located just minutes from the National Western Stock Show complex, for the second year in a row. The new hotel features less expensive rooms, a free shuttle to Denver International Airport and the National Western Stock Show complex.

This year's Winter Conference will feature a wide range of speakers and educational topics that will provide hands on hints from the best and brightest in the business. Topics to be covered will appeal to the broad membership of the NBA today, and will have something for everyone to take home, from the beginner rancher to the seasoned vet, from buffalo marketers to processors.

Make plans to join your fellow producers at this historic conference now! Rooms are available at the discounted rate of \$119/night by calling the Denver Renaissance hotel at 303-800-1314, or by reserving online at; <http://denverrenaissance-px.rtrk.com/>. Be sure to mention the NBA to receive the discounted group rate. Conference agenda and registration is available at the NBA's website, [www.bisoncentral.com](http://www.bisoncentral.com), or register by phone by giving the office a call at (303) 292-2833.

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Numbered stubs will be sent back as proof of purchase



## CSP Internet Calf Auction Open For Bids on January 3, 2011

Custer State Park will take internet bids on the following animals: (2) Lots of 5 bull calves - Minimum bid - \$1,053 per animal - 11/5/10 avg. 378 pounds; (2) Lots of 5 heifer calves - Minimum bid - \$1,174 per animal - 11/5/10 avg. 366 pounds.

These calves were weaned the week of October 4, 2010. All are eligible for grass-fed designation. Calves were weaned for approximately seven weeks and fed an alfalfa pellet and hay ration. Calves were then held on pasture with a protein supplement and will be gathered mid-February 2011. Animals will be conditioned for approximately 21 days on alfalfa pellets and hay before they are ready for shipment by mid-March 2011.

Bids will be accepted for five days, beginning January 3 and ending January 7, 2011. See <http://www.dvacountry.com> to locate lots and bid. Bids must equal or exceed the minimums. Bids are on a per head basis and adjustments are in increments of \$5 dollars. Successful bidders at the close of auction will be required to deposit with the park 30% of the total bid value by January 21, 2011.

Bidding will close at 4:00 PM MST (5:00 PM CST) January 7, 2011. Bidding will remain open to the two highest bidders for each lot in 15 minute increments until no additional bidding occurs in an increment. The park will award offered animals to the highest bidder exceeding minimum bid rates until all animals have been awarded.

Buyers will be notified when animals are ready to be shipped. For more details about the auction or any questions, please call Custer State Park at 605-255-4515 and speak with Chad Kremer or Gary Brundige.

## National Bison Association Reports 2010 Record Year For Bison Business

Westminster, CO -With 2010 ticking down to the final days, bison producers and marketers across the United States are celebrating the completion of the strongest year on record for the industry.

Continued strong growth in consumer demand bolstered the prices ranchers received throughout the year for market-ready animals. The \$3.25/pound that ranchers received for slaughter bulls in November was nearly 35 percent higher than they received at the beginning of the year.

Dave Carter, executive director of the National Bison Association, said, "Our producers have connected with customers who value the great taste, as well as the nutritional benefits of bison. That connection has created the basis for a strong- sustainable business, and has given our producers reason to celebrate this holiday season." Carter noted that the business industry continues to be optimistic heading into 2011.

"Our main task today is to work with producers, and prospective producers, to build the herds of buffalo around the country to keep pace with our growing markets," he said. According to Carter, the recent bout of heavy snow and cold weather across much of the American heartland underscores what the National Bison Association calls, "The Bison Advantage."

Winter blizzards and plummeting temperatures can be devastating for most types of domesticated livestock," Carter said. "Bison ranchers know that nature has equipped their animals to do just fine in driving snowstorms, and in sub-zero temperatures."

The National Bison Association has developed a series of materials designed to inform producers about raising and marketing bison. The new Bison Producers Handbook, a 260-page reference guide that was authored by more than 30 long-time industry professionals. The handbook, and other information about producing buffalo, is available on the National Bison Association website at [www.bison-central.com](http://www.bison-central.com).



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Fall 2010 Auction Summary Data collected by National Bison Association and Karen Conley

	DATE	LOCATION	# HEAD SOLD	AVG WEIGHT	AVG PRICE	AVG PRICE PER POUND
<b>HEIFER CALVES</b>	Sept. 24, 2010	Custer State Park, SD Sealed Bid		351	\$658	\$1.87
	Nov. 13, 2010	Antelope Island State Park, UT	52	351	\$1,235	\$3.52
	Nov. 17, 2010	Maxwell Wildlife Refuge, KS	18		\$611	
	Nov. 20, 2010	Custer State Park, SD	51	317	\$1,381	\$4.36
	Nov. 27, 2010	Albany, MN (MnBA Legends Show)	10	417	\$1,025	\$2.46
	Nov. 27, 2010	Albany, MN (MnBA Harvest)	4	344	\$850	\$2.47
	Dec. 4, 2010	Salina, KS (KBA)	81	336	\$1,065	\$3.17
	Dec. 4, 2010	Ogden, UT (WBA Show)	8	374	\$1,406	\$3.76
	Dec. 4, 2010	Ogden, UT (WBA Sale)	5	354	\$1,010	\$2.85
	Dec. 11, 2010	Mandan, ND (NDBA)	110	380	\$1,046	\$2.75
<b>YEARLING HEIFERS</b>	Oct. 13, 2010	Fort Niobrara, NE	31		\$1,100	
	Nov. 13, 2010	Antelope Island State Park, UT	30	642	\$1,690	\$2.63
	Nov. 17, 2010	Maxwell Wildlife Refuge, KS	4		\$975	
	Nov. 20, 2010	Custer State Park, SD	10	587	\$1,640	\$2.79
	Nov. 27, 2010	Albany, MN (MnBA Legends Show)	5	758	\$1,590	\$2.10
	Nov. 27, 2010	Albany, MN (MnBA Harvest)	26	555	\$1,377	\$2.48
	Dec. 4, 2010	Salina, KS (KBA)	76	592	\$1,111	\$1.90
	Dec. 4, 2010	Ogden, UT (WBA Show)	9	988	\$2,937	\$2.87
	Dec. 11, 2010	Mandan, ND (NDBA)	10	562	\$1,185	\$2.11
<b>2 YEAR OLD BRED HEIFERS</b>	Nov. 20, 2010	Custer State Park, SD	8	799	\$2,113	\$2.64
	Nov. 27, 2010	Albany, MN (MnBA Legends Show)	4	924	\$2,475	\$2.68
	Dec. 4, 2010	Salina, KS (KBA)	7	800	\$1,243	\$1.54
	Dec. 4, 2010	Ogden, UT (WBA Show)	8	1025	\$2,937	\$2.87
<b>MATURE COWS</b>	Oct. 13, 2010	Fort Niobrara, NE	2		\$1,575	
	Nov. 13, 2010	Antelope Island State Park, UT	25	931	\$1,402	\$1.51
	Nov. 17, 2010	Maxwell Wildlife Refuge, KS	8		\$1,181	
	Nov. 20, 2010	Custer State Park, SD	13	1055	\$1,800	\$1.71
	Nov. 27, 2010	Albany, MN (MnBA Harvest)	3	637	\$1,567	\$2.46
	Dec. 4, 2010	Salina, KS (KBA)	41	933	\$1,204	\$1.30
	Dec. 11, 2010	Mandan, ND (NDBA)	20	1044	\$1,450	\$1.39
<b>BULL CALVES</b>	Sept. 24, 2010	Custer State Park, SD Sealed Bid		373	\$712	\$1.91
	Nov. 13, 2010	Antelope Island State Park, UT	52	375	\$1,304	\$3.48
	Nov. 17, 2010	Maxwell Wildlife Refuge, KS	15		\$682	
	Nov. 20, 2010	Custer State Park, SD	60	330	\$1,238	\$3.75
	Nov. 27, 2010	Albany, MN (MnBA Legends Show)	6	408	\$1,071	\$2.62
	Nov. 27, 2010	Albany, MN (MnBA Harvest)	8	392	\$1,041	\$2.66
	Dec. 4, 2010	Salina, KS (KBA)	78	368	\$996	\$2.70
	Dec. 4, 2010	Ogden, UT (WBA Show)	15	422	\$1,068	\$2.53
	Dec. 4, 2010	Ogden, UT (WBA Sale)	7	357	\$868	\$2.43
	Dec. 11, 2010	Mandan, ND (NDBA)	87	414	\$1,130	\$2.73
<b>YEARLING BULLS</b>	Oct. 13, 2010	Fort Niobrara, NE	21		\$1,304	
	Nov. 13, 2010	Antelope Island State Park, UT	7	726	\$1,636	\$2.25
	Nov. 17, 2010	Maxwell Wildlife Refuge, KS	6		\$1,183	
	Nov. 20, 2010	Custer State Park, SD	23	602	\$1,465	\$2.43
	Nov. 27, 2010	Albany, MN (MnBA Legends Show)	11	831	\$1,973	\$2.37
	Nov. 27, 2010	Albany, MN (MnBA Harvest)	3	855	\$1,267	\$1.48
	Dec. 4, 2010	Salina, KS (KBA)	30	651	\$1,394	\$2.14
	Dec. 4, 2010	Ogden, UT (WBA Show)	5	937	\$1,800	\$1.92
	Dec. 4, 2010	Ogden, UT (WBA Sale)	10	737	\$1,442	\$1.97
	Dec. 11, 2010	Mandan, ND (NDBA)	16	710	\$1,433	\$2.02
<b>2 YEAR OLD BULLS</b>	Nov. 13, 2010	Antelope Island State Park, UT	30	1085	\$2,002	\$1.85
	Nov. 17, 2010	Maxwell Wildlife Refuge, KS	4		\$1,563	
	Nov. 20, 2010	Custer State Park, SD	7	1037	\$2,021	\$1.95
	Dec. 4, 2010	Salina, KS (KBA)	9	972	\$1,531	\$1.60
	Dec. 4, 2010	Ogden, UT (WBA Show)	5	1554	\$2,707	\$1.74
	Dec. 11, 2010	Mandan, ND (NDBA)	1	1,160	\$1,850	\$1.59

Dakota Territory Buffalo Association  
P.O. Box 4104  
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**FIRST CLASS MAIL**

## 2011 WINTER CONFERENCE TENTATIVE SCHEDULE OF EVENTS

### THURSDAY, FEBRUARY 3, 2011

*12:00 noon to 4:30 p.m.* - Black Hills Buffalo Classic Show and Sale entries arrive and unload at the Pennington County Events Center.

### FRIDAY, FEBRUARY 4, 2011

*8:00 a.m. to 12:00 noon* - Black Hills Buffalo Classic Show and Sale entries arrive and unload at the Pennington County Events Center.

*1:00 to 4:00 p.m.* - Bison Advantage Workshop. Lincoln Room, Ramkota Hotel.

*4:00 p.m. to 4:50 p.m.* - Consignor's Meeting. Will be held at the Ramkota Hotel in the Executive Lounge.

*5:00 p.m. to 7:00 p.m.* - Welcoming Party at Prairie Edge Trading Co. & Galleries, 606 Main St., Rapid City, SD.

*7:30 p.m.* - ??????? - Black Hills Stock Show PRCA Rodeo, Rushmore Plaza Civic Center Arena. Evening on your own. The hospitality room will be open in the Executive Lounge at the Ramkota Hotel.

### SATURDAY, FEBRUARY 5, 2011

*7:30 a.m.* - Registration - Foyer area of the Convention Center II.

*7:30 a.m.* - Trade show booths open. Foyer area of the Convention Center II.

*7:45 a.m.* - Continental Breakfast available in Sylvan I & II.

*8:30 a.m.* - DTBA Business Meeting begins in Sylvan I & II.

*9:30 a.m.* - Update on the National Bison Association. NBA Executive Director Dave Carter.

*10:00 a.m.* - Coffee Break

*10:15 a.m.* - Speaker TBA

*11:00 a.m.* - Speaker TBA

*12:00 p.m.* - South of the Border lunch buffet. Sheridan and Pactola Rooms. Update from Dr. Dustin Oedekoven, South Dakota State Veterinarian.

*1:15 p.m.* - Pricing History of the Buffalo Industry

*2:15 p.m.* - Coffee Break.

*2:30 p.m.* - Pricing History of the Buffalo Industry continued.

*3:15 p.m.* - Election of new DTBA board members and conclusion of business meeting.

*5:00 p.m.* - Social with cash bar, held in the Sheridan and Pactola Rooms.

*6:00 p.m.* - Buffalo Prime Rib banquet.

*7:00 p.m.* - Black Hills Buffalo Classic Show awards presented.

*7:30 p.m.* - FUN AUCTION!!

*10:00 p.m.* - Hospitality Room open in the Executive Lounge immediately after the Fun Auction.

### SUNDAY, FEBRUARY 6, 2011

*Breakfast on your own.*

*7:30 a.m. - 9:30 a.m.* - Animal viewing in the pens on the south side of the Pennington County Events Center.

*10:00 a.m.* - Black Hills Buffalo Classic Sale, followed by the Premium Auction, Pennington County Events Center.

Throughout the weekend, the Ramkota Hotel offers a free, hourly shuttle service running between the hotel and the Rushmore Plaza Civic Center where the Black Hills Stock Show is held.