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Is the outfit where you buy bulls a Seedstock Producer?

The Spitzer Ranch Purpose Statement reads: To supply genetics and services to enable cow-calf producers to be successful. They proudly carry the title Seedstock Producer and not Purebred Breeder. Of course all seedstock producers are purebred breeders, but not many purebred breeders are seedstock producers.

The distinction between “seedstock producer” and “purebred breeder” has unfortunately been blurred on a broad industry wide basis. Much of this may have occurred because of the historic structure, political nature and funding of registered cattle breed associations. However, many professional commercial cattlemen who have to make a living from their cows have figured out the differences from observations of philosophical and functional operating practices. The differences are obvious if you look and, you probably have a definition for a purebred breeder already in your mind. Let’s try to define a seedstock producer.

Seedstock producers are totally focused and committed to producing inputs that have value to commercial beef production. The main avenue for seedstock producers to provide inputs is through sale of range bulls; lots of them and from a consistent genetic base. In fact, generally their entire operational objective is to produce bulls of economic value to commercial cow-calf operations. Seedstock producers are also ever mindful of producing a better, more consistent genetic product. To do this they generally use few bulls and those are from specific lines of cattle proven to have traits important to profitability in commercial beef production. They recognize that true genetic progress is made through studying and applying population

genetics. They are quick to adopt science-based tools that have proven to be useful to attain their goals and objectives. And, they attend lots of gatherings where commercial cattlemen congregate and they listen --- a lot.

One of the biggest challenges to commercial producers attempting to wring the most profit from their cows seems to be lack of uniformity in their cattle. The primary goal of a seedstock producer is to produce volumes of genetically similar bulls to decrease the variability in the offspring when bred to cows of their commercial customers. And their own genetic selection program carefully targets economically relevant traits critical to increasing the profit of the operations of those customers. Spitzer Ranch does this by maintaining a strict focus on producing cattle out of sires that fit the environment and markets of their customers. Their vision of the beef industry of the future is one that is highly specialized in the specifications placed on product by the consumer, packer, feedlot and back through the production chain to the cow-calf producer. A seedstock producer must always be vigilant in finding ways to increase both the quality and efficiency in how their genetics fit the wants and demands of commercial cow-calf producers as their primary customers.

Beef producers who are serious about being profitable in the cattle business are welcome to receive the popular Spitzer Ranch Newsletters. These Newsletters always provide current Bull Test Performance Reports as well as educational tips, inspiration and insights into a wide variety of timely topics of interest to those cattlemen whose goal is making money. Just call 864/972-9140, write SPITZER RANCH, 1511 HWY 59, Fair Play, SC, 29643 or email spitzeranch@mindspring.com; and be sure to visit their new Website at www.srbulls.com.

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