

Big Kansas Winds Brought High Prices at Ratliff Sale

Anyone dairy producer that has met Christy or Ron Ratliff know that the couple is passionate about what they do, whether with their sale barn or with their Registered Jersey herd. However, very few across the country have probably experienced the passion that Christy has for the Kansas Jayhawks and their basketball team—a very close second to the passion she has for her Jerseys.

On March 24, 2016, she combined those two passions and she and her husband, Ron, hosted the Ratliff's March Madness Sale at their farm in Garnett, Kansas.



K&M Tequila Galalee-ET was the high-seller at the Ratliff's March Madness Sale. The added lot from sale hosts, Ron and Christy Ratliff, left, sold for \$19,000 to Kilgus Dairy. Also pictured are sale manager Andrew VanderMeulen and Olivia Brandenburg on the halter.



Paul and Trent Kilgus, far right, of Kilgus Dairy consigned the second high seller. Kilgus Tequilla Camron sold for \$10,000 to Frank and Diane Borba and Frank and Carol Borba, represented by Louie Cozzitorto, center. Also pictured are sale hosts Ron and Christy Ratliff, sale manager Andrew VanderMeulen and Olivia Brandenburg on the halter.

Sale Analysis

Number	Avg. Price	Total Value
28 Cows, two years and over	\$4,948.21	\$138,550
14 Bred heifers	4,739.29	66,350
9 Open yearlings	4,183.33	37,650
37 Heifer calves	3,598.65	133,150
3 Choice of calves	5,700.00	17,100
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91 Lots	\$4,316.48	\$392,800
Median price	\$3,500.00	

Sale Management:
Avonlea Genetics Inc.
Auctioneer: Chris Hill

Though the day was cold with high winds, the prices for Registered Jerseys were above average for the year. The 91 lots that crossed the auction block sold for an average price of \$4,316.48 with gross receipts of \$392,800. The 28 milk cows averaged just shy of \$5,000 at \$4,948.21. Buyers from 21 states and Canada and Mexico purchased from the sale.

The top two high selling individuals

were both milk cows with extreme type as well as strong production.

A lot that was added the week before the sale from the Ratliffs, was the high-seller of the day.

K&M Tequila Galalee-ET, a fancy senior two-year-old, captured the attention of everyone that walked through the cow lineup at the sale. In the end it was Kilgus Dairy/Carla Kilgus, Fairbury, Ill., placing the final bid of \$19,000 on the show prospect for 2016.

Sired by Tower Vue Prime Tequila-ET, GJPI -171, "Galalee" was fresh just three weeks before the sale. Her dam, K&M Centurion Gabby-ET, is appraised Excellent-92%. She has a five lactation m.e. average of 16,283-888-628. The next dam is Very Good-88% and sired by Giprat Belles Jade-ET, JPI-24. The next six dams are all appraised Excellent.

Kilgus Dairy and Carla Kilgus were the consignors of the second high seller,

another beautiful "Tequila" daughter. Kilgus Tequilla Camron sold for \$10,000 to Frank and Diana Borba and Frank and Carol Borba of Escalon, Calif.

The four-year-old was fresh in February and had 74 lbs. milk on her first test. She is appraised Excellent-93% and produced 17,790 lbs. milk, 746 lbs. fat and 613 lbs. protein at 3-3. She was the second place senior two-year-old at the Illinois State Fair in 2014 and was fourth in the competitive junior three-year-old class in 2015.

Her dam is appraised Excellent-91% and has a four lactation m.e. average of 18,746-682-638. The next dam is a daughter of O.F. Barber Rocket, GJPI -8.

Selling for the third-high price was a fancy September 2015 calf consigned by the partnership of Bailee, Calla, and Mason Mazzaro and Duane Cole, Williamsfield, Ohio.

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MARCH MADNESS

Kansas style!





M-Signature Governors Vendetta was the high-selling heifer of the Ratliff's March Madness Sale. The September calf sold for \$9,300 to Anneke and Gerret Boer. Gerret is on the far right. Also pictured are sale hosts Ron and Christy Ratliff, sale manager Andrew VanderMeulen and Olivia Brandenburg on the halter of "Vendetta."



The 28 cows selling at the Ratliff's March Madness Sale averaged \$4,948.21. The group was a selection of the best of the Ratliff herd as well as high-type cows from across the country.

Ratliff March Madness Sale

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M-Signature Governors Vendetta was purchased by Anneke and Gerret Boer of Dalhart, Texas, for \$9,300. The stylish calf placed first and was named Junior Champion of the Southern National Jersey Show, just two weeks after the sale for her new owners.

Sired by Griffens Governor-ET, GJPI -84, she hails from one of the breed's most well-known family's, the "Veronica's."

Her dam is Excellent-91% and is sired by BW Surefire, GJPI -22. She was named Reserve Grand Champion of the Ohio Spring Expo Junior Show in 2016. The next dam is Arethusa Veronicas Vixen-ET, Excellent-92%. She has a 6-10 record of 24,160 lbs. milk, 1,499 lbs. fat and 935 lbs. protein.

The next dam is the winner of the 2015 *Jersey Journal* Great Cow Contest, Huronia Centurion Veronica 20J. Appraised Excellent-97%, "Veronica" is the dam of 37 Excellent and 14 Very Good daughters to date. Five of her daughters are now appraised Excellent-95%. She was named Supreme Champion in 2006 of World

Dairy Expo. As well, she was named National Grand Champion in 2004. Five of the next six dams are scored Excellent in Canada.

Another "Veronica" family member was the fourth high seller. Arethusa Premier Vanity was purchased by Shaelyn Faith Schendel, Altair, Texas, for \$9,100.

"Vanity" was appraised at the maximum score for a two-year-old, Very Good-89%. She was fresh in December and had 64 lbs. milk on her March test day. She is sired by Hawarden Impuls Premier, GJPI +63, and out of a Very Good daughter of "Veronica."

"Vanity" was consigned by Ron and Christy Ratliff.

Townside Successor Doris May was the fifth high seller of the day. Brent D. Moyer, Caro, Mich., purchased the Excellent-91% three-year-old for \$9,000.

"Doris May" sold fresh in November and served back due in October to "Tequila." She is sired by Billings Governors Successor, GJPI -71, and out of a daughter of Vallestyream Julian, GJPI -32.

Her dam is appraised Excellent-95% and has a string of impressive milk records to her credit. She has an eight lactation m.e. average of 16,945-774-590.

Her best lactation was at 8 years and 8 months when she produced 18,780 lbs. milk, 961 lbs. fat and 664 lbs. protein.

"Doris May" was consigned by Townside Jerseys of Wilson, Wis.

The Ratliff's offered incentives for purchasing in the sale with a donation from TransOva for one free aspiration and from *Jersey Journal* for one page of advertising. All buyers were eligible and receiving the donations were Eli Graybill, Freeport, Ill., for the free aspiration and Tony Kohls, Arlington, Minn., the free page of advertising in the magazine.

Sales \$5,800 and Over

(Consignors in Parentheses)

Kilgus Dairy/Carla Kilgus, Fairbury, Ill.	
K&M Tequila Galalee-ET, cow 2 yrs.	\$19,000
(Ron and Christy Ratliff, Trustee, Garnett, Kan.)	
Frank and Carol Borba and Frank and Diane Borba, Escalon, Calif.	
Kilgus Tequila Camron, cow 4 yrs.	10,000
(Kilgus Dairy/Carla Kilgus, Fairbury, Ill.)	
Anneke and Gerret Boer, Dalhart, Texas	
M-Signature Governors Vendetta, heifer calf 6 mos.	9,300
(Bailee, Calla and Mason Mazzaro and Duane Cole, Williamsfield, Ohio)	
Shaelyn Faith Schendel, Altair, Texas	
Arethusa Premier Vanity, cow 2 yrs.	9,100
(Ron and Christy Ratliff, Trustee)	
Ratliff Excitation Avery, bred heifer 18 mos.	6,900
(Ron and Christy Ratliff, Trustee)	
J-Kay Verbatim Fantasia, cow 3 yrs.	6,900
(Ron and Christy Ratliff, Trustee)	
Brent D. Moyer, Caro, Mich.	
Townside Successor Doris May, cow 3 yrs.	9,000
(Townside Jerseys, Wilson, Wis.)	
Elise Carpenter, Russell Springs, Ky.	
Ratliff Excitation Precious-ET, bred heifer 18 mos.	8,000
(Ron and Christy Ratliff, Trustee)	
Addison A. Goldenberg, McGregor, Texas	
Ratliff Excitation Alanis-ET, open yearling 13 mos.	7,900
(Ron and Christy Ratliff, Trustee)	
Kara Hale, Cloverdale, Ore.	
Ratliff Excitation Almira-ET, open yearling 13 mos.	7,400
(Ron and Christy Ratliff, Trustee)	
Tony Kohls, Arlington, Minn.	
First choice of three heifers sired by Hawarden Impuls Premier and out of Elliotts Blackstone Charlotte.	7,400
(Anneke and Gerret Boer, Dalhart, Texas)	
Lisa A. Schucker, Troy, Pa.	
Lost-Elm Tequila Autumn, heifer calf 6 mos.	7,400
(Jason Luttrupp, Berlin, Wis.)	
Herby, Amanda, and Hobbs Lutz, Chester, S.C.	
Choice of three calves sired by River Valley Spice Showdown heifers or three calves sired by Hawarden Impuls Premier and out of Arethusa Primetime Deja Vu-ET.	7,300
(Ron and Christy Ratliff, Trustee)	
Sam, Angela and George Colpetzer, Greenville, Pa.	
Riverbend Iatola Diane, cow 3 yrs.	6,900
(Kilgus Dairy/Carla Kilgus)	
Evan T. Cooper, Lexington, Ind.	
Ratliff All Star Aliza, bred heifer 15 mos.	6,700
(Ron and Christy Ratliff, Trustee)	
Avonlea Comerica Kiwi, heifer calf 6 mos.	5,800
(Arcadia and Avonlea Genetics Inc., Brighton, Ont.)	
Ron and Christy Ratliff, Trustee, Garnett, Kan.	
TK-ENT in Vegas-ET, heifer calf 6 mos.	6,400
(Greta Koebel and Will Lager, Three Oaks, Mich.)	
Anthony Enneking, Centralia, Kan.	
Ahlem Lexicon Emmeline 46223 [5], open yearling 15 mos.	6,700
(Ahlem Farms Partnership, Hilmar, Calif.)	
IGL Santana Talulah-ET, bred heifer 20 mos.	6,200
(Heartland Jerseys, Seneca, Kan.)	
Nathan Jensen, Beaver, Ore.	
First choice of female sired by Select-Scott Minister-ET and out of Budjon-Vail Sambo Glenna-ET.	6,200
(Jon Prokop, Greg Mortson, and Dusty Schirm, Middleburgh, N.Y.)	
Eli Graybill, Freeport, Ill.	
Tequila Dime, heifer calf 6 mos.	6,000
(Williams Jerseys and Erin and Jody Williams, McConnelville, Ohio)	
Thaine, Bradin and Caylee Bjelland, Gillett, Wis.	
Ratliff Impression Vanna-ET, heifer calf 11 mos.	6,000
(Ron and Christy Ratliff, Trustee)	
Avonlea Genetics Inc., Brighton, Ont.	
Meadowridge Bart Sunset-ET, bred heifer 2 yrs.	5,900
(Michael Riebe, Cumberland, Wis.)	
Schirhar and Nathan Jensen, Tillamook, Ore.	
Ratliff Sambo Dandy-ET, cow 3 yrs.	5,900
(Tony Kohls, Arlington, Minn.)	

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