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**DTBA OFFICE**

(605) 923-6383 • PHONE OR FAX  
info@dakotabuffalo.com

## Ramkota Hotel is Full! Alternates Listed

Our host hotel for the conference, the Best Western Ramkota Hotel, located just off I-90, exit 59 at the northeast edge of Rapid City, is full to the gills. There are currently no rooms available.

There are a number of hotels within walking distance or a very short drive to the Ramkota. Please call early as rooms do sell out during the stock show weekends.

Country Inn & Suites - (605) 394-0017

AmericInn - (605) 343-8424

Super 8 - (605) 348-8070

Holiday Inn Express - (605) 355-9090

Quality Inn - (605) 342-3322

Econo Lodge - (605) 342-6400

Grand Gateway Hotel - (605) 342-1300

If you are having problems finding a room, please contact Karen Conley at (605) 381-3738 and she will do what she can to assist you.

## Finding Our New Sale Location

For those of you who may not know where our new show/sale venue is, here's the scoop!

The Pennington County Events Center is located at the intersection of Cambell Street and E. Centre Street in Rapid City, SD. The Events Center is located on the grounds of the Central States Fairgrounds.

**From I-90:** Take Exit 59 and turn south onto LaCrosse Street. Follow LaCrosse Street south through the intersections of E. North Street and Omaha Streets. Continue south until you reach the four-way stop at E. Centre Street. Turn left (east) on E. Centre Street. You will see a large tan building on your right. The annex is on the west end of the building and buffalo will be penned directly south of the Event Center building.

**From Highway 79:** Follow Cambell Street (Highway 79 as you enter Rapid City from the south) until you reach E. Centre Street. Turn left (west) onto E. Centre Street. The Event Center is the first building on the left. The annex is located on the west end of the building.

## Winter Conference Registration

There is a conference registration insert inside this newsletter. Many of you have already registered - THANK YOU! If you have not yet registered, please fill out and return ASAP. You can fax it to (605) 923-6383, leave a message at the same number or email info@dakotabuffalo.com with the details. We need a good head count for meals and breaks by Wednesday, January 30. You are welcome to pay upon arrival, but please let Karen know if you will be attending.

During the Winter Conference Banquet, there will be babysitting service available at the hotel. You will be responsible for paying the sitter for your own children. Our sitter is a college freshman and she has helped us out before. Please let Karen know if you would like to use this service.





## Overview of Our Panel Discussion

By Bruce Anderson, Panel Moderator

We have gathered some of the most knowledgeable, experienced people in the buffalo industry to attempt to look into the next step that our industry needs to, and will take. In talking to some people that have been in the buffalo business 30-40 years it appears that the buffalo business is has always been cyclical. It also appears that the cycle is prone to extremes. These extreme swings of supply/price hamper the progress of buffalo in the pasture and on the plate.

There are three basic components of all livestock industries here in North America. There is the primary producer-the cow/calf operator. There is the feeder. And there is the packer/marketer. We have tried to gather knowledgeable operators from all three groups. Our goal is to get information from the different, major factors of the industry so that the average producer can make some decisions. We are not trying to set prices, this is all for discussion only.

To set the basis for discussion we have to make some assumptions. We are going to discuss \$2.40 on-the-rail fed buffalo bulls. We are going to assume that corn is at \$4.50 per bushel. We are going to assume that hay is \$70 per ton. We are going to assume that fuel is at \$3.50 per gallon. The biggest assumption will be that rainfall will be "normal". What we are going to try to find out is at what price do calves have to be for herd expansion. How fast will producers expand. At what point will marketers begin to see price resistance and how important is that with a shrinking herd. Will feeders need guarantees from packers with rising calf prices. It should be a lively discussion. One we hope will benefit the industry.

## Mark Kossler To Address Group

Mark Kossler, manager of Ted Turner's Vermejo Ranch in Raton, New Mexico, will be our featured speaker on Saturday afternoon. Mark will be presenting information on managing your animals.

Mark has been involved in a number of feed trials through the Turner Ranches and the data and information he will present is something that will be useful for anyone in the industry, whether you feed out your animals or just sell your calves. The data compares costs in various settings as well as insight into how social structure can affect the various aspects of herd management.

We are very fortunate to have someone with Mark's knowledge and experience here to share his information and insight with our group. You won't want to miss his presentation!

## 2008 Winter Conference Lineup

The 2008 Dakota Territory Buffalo Association Winter Conference and Black Hills Buffalo Classic Show and Sale will begin on Friday, February 1 and end with the live animal auction on Sunday, February 3. The conference will take place at the Best Western Ramkota Hotel and Convention Center located just off I-90 in Rapid City, South Dakota.

The weekend's activities begin on Friday afternoon with the Ladies Spa Day, as well as various meetings. Friday evening, everyone is invited to attend the social at Prairie Edge Trading Co. and Galleries in downtown Rapid City. The Prairie Edge store is open for shopping during the social and the atmosphere of the entire evening has made this a very popular event. The welcoming reception begins at 5:00 p.m. and ends at 7:00 p.m.

On Saturday, the conference gets underway with a general membership meeting. The balance of the morning will be devoted to a panel discussion about the future of the industry. The panel will feature leaders in processing, cow/calf production and feeding operations discussion their viewpoints on the future of the industry as it relates to their specific area of interest.

Over the lunch hour, South Dakota State Veterinarian, Dr. Sam Holland, will lead the group through updates on health and disease issues facing the buffalo industry.

The afternoon session will feature speaker Mark Kossler, general manager of Ted Turner's Vermejo Ranch in Raton, New Mexico. Kossler will speak to the group about management practices for buffalo and also give some insight into various feed trials he has conducted on the Turner ranches.

The 12th annual Black Hills Buffalo Classic (BHBC) Show and Sale will feature 12 consignors who have entered more than 90 head of buffalo and consignments are still being accepted at this time. The animals will be judged and sold at auction at the Pennington County Events Center, located at the Central States Fairgrounds in Rapid City. There have been changes to the class lineup for the show and it will now feature two new classes, the Top Ten Heifer Calf class and the Top Five Bull Calf class. Buyers will have the opportunity to select larger groups of animals from the same ranch to use as replacement animals in their breeding herds. Single animals will be offered in the heifer calves, bull calves, yearling heifers, yearling bulls and two year old bred heifers.

When the judging is finished, the award winners will be announced during the Saturday evening banquet. Winners of the Reality Based Carcass Class will also be announced during the banquet. Following the awards, the evening will round out with Bison Bingo and the Fun Auction.

On Sunday, the morning gets underway with judge's comments and animal viewing at the pens, located immediately south of the Pennington County Events Center. The Black Hills Buffalo Classic Sale begins at 10:00 a.m.

*A Taste Of*  
**The Dakotas**  
*A Collection Of Recipes From Members Of  
 The Dakota Territory Buffalo Association  
 & The North Dakota Buffalo Association*

**Great Christmas  
 Gift Idea!**

**A great gift idea for anyone. The Taste of the Dakotas cookbook features more than 350 recipes in all categories. Buffalo meat entrees, soups, desserts...you name it, it's in here! Easy to create recipes from the folks who know buffalo the best...the producers! Common ingredients and lots of tips and hints for preparing buffalo meat.**

**\$5 each** plus shipping

**Order Yours Today!**

**Dakota Territory Buffalo Association  
 P.O. Box 4104 • Rapid City, SD 57709  
 (605) 923-6383 phone/fax**



## 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 2008 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, January 31 from 12:00 noon until 4:30 p.m. and Friday, February 1 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 in our new location and 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 3, 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 4 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](mailto:info@dakotabuffalo.com). You can also contact Zane Holcomb at (605) 375-3478 or [ndabuff@sdplains.com](mailto:ndabuff@sdplains.com). THANK YOU!!

## Prairie Edge Will Host Reception

Once again, Prairie Edge Trading Company and Galleries will open their doors to members attending the Dakota Territory Buffalo Association Winter Conference. The store, along with Triple Seven Ranch and Western Buffalo Company, will be hosting the welcoming reception and social. The activities will be held at the Prairie Edge store located on the corner of Sixth and Main Streets in downtown Rapid City.

The reception will begin at 5 p.m. on Friday, January 31 and last until 7:00 p.m. Hors d'oeuvres and drinks will be served and the chance to visit with fellow buffalo enthusiasts while doing a little shopping will be the highlight of the evening. Please make plans to join us for a fun and entertaining evening sponsored by these gracious hosts.

## Not A Member? No Problem!

If you are reading this newsletter but are not a current member of the Dakota Territory Buffalo Association, not to worry. If you would like to attend our conference and show/sale, you do not need to be a member to attend these events and your conference costs will be the same.

Our hope is that once you join in on our activities, you'll find our members to be helpful and friendly and the information you'll learn to be important.

We hope that you will join us for the conference and better yet, like what you see and become a member of the Dakota Territory Buffalo Association, The Producer's Association.

If you are interested in entering animals in our show and sale, you will need to join the association to do so. However, that's a simple fix and for only \$50 for the year, you will enjoy all the benefits of membership.

Please contact the DTBA office for more information on becoming a member or about our events.

## Spa Day for the Ladies: Reserve Now

It's back by popular demand! For you gals that need a little pampering during your "vacation" in Rapid City, rest easy. Susan Peterson has once again put together a Spa Day for the ladies attending our conference. Everyone who went last year had an awesome time with a lot of laughs and plenty of "me" time.

On Friday, February 1 from 1:00 to 4:00 p.m., The Mystique Edge at 509 7th Street in Rapid City will be catering to our buffalo gals. This will be a first-come, first-serve type of event. There will be a variety of treatments available, but you don't even have to have one. You are welcome to just join the group for some socializing, beverages, cheeses and sweets.

There are a variety of services and price ranges available. Check out their web site for details: [www.mystiqueedge.com](http://www.mystiqueedge.com).

If you think you might be interested in participating, please contact Susan at (605) 892-4466 or (605) 641-4466. For information on the services offered, call Susan or visit the web site shown above.

## Fun Auction To Benefit DTBA

Don't forget to bring your Fun Auction items with you to the DTBA Winter Conference. The Fun Auction is slated to begin after the awards banquet on Saturday evening, February 2. Be creative and dare to be different!

The Fun Auction has traditionally been one of the largest fund-raising events for this association and we are encouraging members to keep that in mind, not only when you bring items, but also as you participate in the auction. Through the generosity of our members, we are able to keep membership costs to a minimum and still accomplish many goals.

Remember those Fun Auction items!

## Sponsorships Needed For 2008

With our 2008 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 Carcass Class 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](mailto:info@dakotabuffalo.com).

## New Board Members Needed

There will be two positions available for the Board of Directors and they will be for three year terms. The election will be held during the DTBA Winter Conference.

If you are interested in volunteering for this important role, please contact a current board member or the DTBA office.

## Time To Pay 2008 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 "2007", you may renew your dues at this time. There is a conference/membership registration insert in this newsletter. Please fill out and return with dues payment, even if you are not planning to attend the conference. If the date on your newsletter is 2006 or beyond, this will be the last informational piece you will receive from DTBA until your dues are current.

For those of you who have already taken care of this, THANK YOU!

Dakota Territory Buffalo Association  
P.O. Box 4104  
Rapid City, SD 57709

## **TENTATIVE AGENDA FOR 2008 DTBA WINTER CONFERENCE**

### **THURSDAY, JANUARY 31, 2008**

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

### **FRIDAY, FEBRUARY 1, 2008**

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

**1:30 p.m. to 3:00 p.m.** - Board of Directors Meeting. Open to the membership. Ramkota Hotel in the Executive Lounge.

**1:00 p.m. to 4:00 p.m.** - Ladies Spa Day at Mystique Edge, 509 7th St. in Rapid City. Have a treatment or just join the group for refreshments and fun.

**3:00 p.m. to 4:00 p.m.** - Consignor's Meeting. For 2008 show/sale/carcass class consignors only. 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. Sponsored by Prairie Edge Trading Co. & Galleries, Triple Seven Ranch and Western Buffalo Company.

**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 2, 2008**

**7:00 a.m.** - Registration - Foyer area of Convention Center II.

**7:00 a.m.** - Trade show booths open. Foyer area of the Convention Center II.

**7:30 a.m.** - Continental Breakfast available in the Sylvan I & II rooms. Assorted donuts, rolls and beverages.

**8:00 a.m.** - DTBA Business Meeting begins in Sylvan I & II. Call to order, introductions, secretary's report, treasurer's report, old business, nominations of directors and new business. Call for election of new officers.

**9:15 a.m.** - Coffee Break, sponsored by Custer State Park

**9:30 a.m.** - "Where Do We Go From Here?" panel discussion with processors, cow/calf operators and feeders, moderated by Bruce Anderson, Western Buffalo Company. Panel includes Dieter Pape, North American Bison Cooperative; Bob Dineen, Rocky Mountain Natural Meats; Doug Woodall, Big Sky Ranch; Lance Kuck, Laughing Water Ranch; Chris Kremer, Summit Lake Bison and Dan Huber, Elk Pass Ranch. Sylvan I & II.

**12:00 p.m.** - South of the Border Buffet Lunch - Sheridan Room. Speaker: Dr. Sam Holland, South Dakota State Veterinarian - Update on animal health issues affecting the buffalo industry.

**1:15 p.m.** - Mark Kossler - "Best Management Practices for Bison".

**2:15 p.m.** - Coffee Break, sponsored by Prorate 48.

**3:30 p.m.** - Election of new DTBA board members and conclusion of business meeting. Sylvan I & II.

**5:00 p.m.** - Social with cash bar, held in the foyer of Convention Center II.

**6:00 p.m.** - Buffalo Ribeye Steak banquet. Sheridan & Pactola rooms. Babysitting service will be available at the hotel. Call the DTBA office for details.

**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 3, 2008**

**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. Judges will be available to discuss any comments or questions you may have regarding the animals.

**10:00 a.m.** - Black Hills Buffalo Classic Sale gets underway, 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. You can leave your vehicles parked at the hotel and ride the shuttle back and forth and avoid the parking hassles. We will also be offering shuttle service to and from the Ladies Spa Day event and our reception at Prairie Edge.



# WINTER CONFERENCE & MEMBERSHIP REGISTRATION

*Registrations must be post-marked by January 30.*  
Mail to: DTBA  
P.O. Box 4104  
Rapid City, SD 57709

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Ranch Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone (\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_

Web Site Address \_\_\_\_\_

Number of People Attending DTBA 2008 Winter Conference @ \$90 Per Person \_\_\_\_\_  
(Price shown includes all breaks, Saturday lunch and evening banquet meal)

Names of Those Attending \_\_\_\_\_

Limit (1) Banquet Only Ticket @ \$45 - Name \_\_\_\_\_

**You must purchase a full conference to be eligible to purchase one Banquet Only ticket.**

2008 DTBA Membership Dues Enclosed @ \$50 Each \_\_\_\_\_

Total Amount Enclosed \_\_\_\_\_

**PLEASE MAKE CHECKS PAYABLE TO THE DAKOTA TERRITORY BUFFALO ASSOCIATION or DTBA REGISTRATIONS MUST BE POSTMARKED BY SATURDAY, JANUARY 30, 2008.**

There will be a \$30 late fee for registration at the door.

In order to be of greater service to our membership, the DTBA Board of Directors has authorized a VOLUNTARY questionnaire designed to help our membership. Frequently, the DTBA receives requests on where to purchase buffalo or buffalo-related items. We are working on compiling a comprehensive list of our members who would like their goods and services made available, both in the industry and to those outside the industry. Your participation in this survey will help to publicize your buffalo-related businesses. We will use the information provided by you to compile a list that will be made available at trade shows, auctions, DTBA events and also in upcoming membership directories. The list will be used in the DTBA office to answer questions and direct inquires to the appropriate parties. Please check all that apply to your operation and if you have other bison-related items, please write them in.

**Please mark each of the following that apply to your current operation:**

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Breeding Stock                  | <input type="checkbox"/> Meat              | <input type="checkbox"/> Hides              |
| <input type="checkbox"/> Bull Calves                     | <input type="checkbox"/> Specialty Meats   | <input type="checkbox"/> Skulls             |
| <input type="checkbox"/> Absentee Owner Program          | <input type="checkbox"/> Mobile Concession | <input type="checkbox"/> Leather            |
| <input type="checkbox"/> Hunts                           | <input type="checkbox"/> Gift Boxes        | <input type="checkbox"/> Handling Equipment |
| <input type="checkbox"/> Tours                           | <input type="checkbox"/> Other By Products | <input type="checkbox"/> Other _____        |
| <input type="checkbox"/> Production Auction - Date _____ | <input type="checkbox"/> Location _____    |   |

I agree to allow the DTBA to publish this information in their Membership Directory and on their Web Site.

Signature \_\_\_\_\_ Date \_\_\_\_\_



*There's Only One!*

# Black Hills Buffalo Classic

## Show & Sale



**Feb. 1 - 3, 2008 • Rapid City, SD • Pennington County Events Center**

Held in conjunction with the Dakota Territory Buffalo Assn. Winter Conference

**SALE DATE: Sunday, February 3, 2008 • 10:00 a.m. MDT**

**Pennington County Events Center at the Central States Fairgrounds**

**Intersection of Cambell Street and E. Centre Street in Rapid City, SD**

**Auction held in the annex on the west end of the Events Center**

**Offering Approximately 90 Head Of Buffalo In All Classes!**

(9) - Heifer Calves

(6) - Bull Calves

(3) - Top 10 Heifer Calves (pens)

(3) - Top 5 Bull Calves (pens)

(9) - Yearling Heifers

(7) - Yearling Bulls

(13) - Two Year Old Bred Heifers

**Antelope Creek Bison Ranch** - Doug & Keith Candee, Dickinson, ND

**Blue Valley Ranch** - Galloway, Inc., Kremmling, CO

**Buffalo Dance Bison** - Casey Byrd, Presho, SD

**Cammack Buffalo Ranch** - John & Lane Cammack, Stoneville, SD

**Colorado Bison Co., Hay Draw Ranch** - Susan & Merle Maass, Union Center, SD

**Elk Pass Ranch** - Daniel Huber, Steamboat Springs, CO

**Horse Creek Bison Company** - Steve & Roxann McFarland, Hettinger, ND

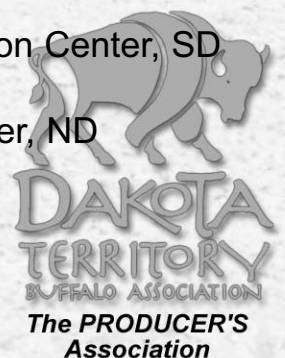
**Laughing Water Ranch, LLC** - Lance & Tahma Kuck, Bassett, NE

**Nolz Poor Farm Bison** - Ed & Deanna Nolz, Sioux Falls, SD

**Red Canyon Ranch** - Michael & Kathleen Gear, Thermopolis, WY

**Trails End River Bison** - Larry & Dixie Byrd, Presho, SD

**777 Ranch** - Margaret Hillenbrand, Rapid City, SD



**P.O. Box 4104 • Rapid City, SD 57709 • (605) 923-6383**

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