

## Denver Bus Trip Canceled

The Dakota Territory Buffalo Association and the North Dakota Buffalo Association have been working together to plan a bus trip to the National Bison Association Winter Conference and Gold Trophy Show and Sale in January of 2001. The purpose of the bus trip was to make it more convenient and cost effective for our members to attend this important event. The dates for this year's conference in Denver, CO are Tuesday, January 16 through Saturday, January 20.

The two associations have been offering this opportunity for the past couple of months and to date, there have been few takers. Due to the lack of response, the plans for the bus trip to Denver this January have been canceled. There is not enough time at this point to make the necessary arrangements and to get all the details put together. If you previously had signed up for the bus trip, you will have to make your own arrangements to get to Denver this year.

To help facilitate getting our members to Denver, if you would like to find someone from your area that is heading to Denver on a particular day or if you are heading to Denver and have a day and time picked to leave and would be willing to share the ride, please contact Karen at the DTBA office and I can forward your information on to other interested members. We would like to have a strong representation in Denver this year and every year, so your effort is greatly appreciated and needed.

If you are interested in sharing a ride, contact Karen at (605) 923-7755 or email to: tgkc@gwtc.net and we'll see if we can get some rides arranged to Denver.

## DTBA Members On NBA Board

Congratulations are in order for several members of the Dakota Territory Buffalo Association. Monte Allen, Mandan, ND, was recently elected as the National Bison Association Region 5 Representative. Monte will represent the interests of North and South Dakota on the NBA Board. Chad Kremer, formerly of Vivian, SD and now residing in Hartsel, CO, was elected as the Region 2 NBA Representative. He will represent the states of Colorado, Wyoming and New Mexico. John Arndt of Willmar, MN was elected to serve as the Region 7 Director, representing the states of Minnesota, Iowa and Wisconsin.

There will be some other elected positions taking place during the NBA Winter Conference in Denver later in January. Two of our members, Jud Seaman of Rapid City, SD and Dennis Tuel, Sr. of Fergus Fall, MN have both thrown their hat in the ring and will be vying for the Director at Large position on the NBA Board. Please show your support for our DTBA members and get down to the NBA Conference in Denver and make your vote count. If you are unable to attend the conference, please enlist a fellow NBA member to carry a proxy vote for you. This is easy to do, takes just a few minutes and will ensure that your voice will be heard. We are on our way to having a strong representation from our regions at the NBA and we still need your support to ensure that the interests of our producers will be on the NBA table. If you have any questions about proxy votes or how to obtain them, contact Karen at the DTBA office, (605) 923-6383, and she can help you take care of that.

## 2001 Membership Fees Are Due

This fall, the DTBA Board of Directors voted in favor of increasing the annual membership dues to \$50 per member per year. The annual dues are valid from January 1 through December 31 of each year. If you haven't paid your DTBA dues for 2001, please include the \$50 membership fee with your conference registration fees. Please check your mailing label to see when your dues are paid through. If the date is other than 2001 you need to pay your dues. We would like to get everyone current on their dues as soon as possible and it makes it easier during registration if it can be taken care of ahead of time.



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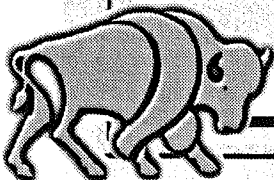
BELLE FOURCHE, SD  
(605) 892-4466

DTBA NUMBER

**(605) 923-6383**

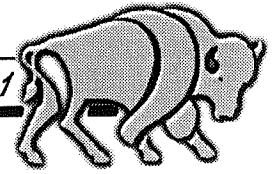
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Dakota Territory Buffalo Association Newsletter

January, 2001



## From The President: Greg Smeenk



Winter has arrived. I can always tell when we get the gentle chinook winds from the Arctic gusting to 50 miles per hour, there's snow in the air - so much of it I can't see my hand in front of my face, and I think it's a warm day when the thermometer says -5 degrees! One thing about it, the Buffalo don't seem to mind.

Marketing has been on everyone's mind lately and with good reason. With the sale results where they are it makes it perfectly clear this is a meat based business. It also makes it clear that the time for action is now. We must all contribute and do our part to promote the Buffalo industry. We will survive, just as the Buffalo have for hundreds of years. Remember, the pendulum swings both ways. The industry will not fail, because we have a superior product, both in the live animals and the meat.

The entire winter conference this year in Rapid City will focus on marketing. We have some excellent speakers lined up, all with varying degrees of marketing experience. It will be very educational, one you won't want to miss.

A quick note on some things happening in the meat marketing - recently Ruth's Chris Steak House introduced Bison strip loin steaks into approximately 60 restaurants. They are currently selling 60% of the volume of beef strip loin steaks and one

location have averaged 91 steaks per day in the first month. Ruth's Chris is a high end steak house and will influence others like them to include Bison on their menu. The European Union announced on November 20th that it will no longer import beef or pork from Canada, stating import requirements for hormone free meat are not being met. This creates demand for alternate red meats that are hormone free, namely Bison. Beef sales in France are down over 40% since an announcement that some of the beef herd may be infected with mad cow disease. In talking with local meat purveyors and those around the country, the consensus is that demand is increasing.

They all see increased sales ahead and remain optimistic in regard to marketing initiatives being undertaken now.

Recently the DTBA mailed out the Bison Curriculum and Study Guide to 84 schools across the state of South Dakota. It was very well received and will help a great deal in educating hundreds of high school students about the Buffalo industry. This whole idea was the brainchild of Wayne Buchholz, President of the North Dakota Buffalo Association. The Curriculum and Study Guide were developed by Ag instructors in North Dakota. I would personally like to thank Wayne for taking the initiative for getting this accomplished. With people like this on our team, we can't help but succeed! I also would like to encourage other states to introduce this curriculum into their school systems statewide.

I would like to wish everyone a Happy New Year. We all really do have a lot to be thankful for.

## Portable Chute System For Rent By DTBA Members

The DTBA now has a portable chute system that will be available for rent to DTBA members to help them work animals. The association is doing this as a service to our members as well as to help with our consignment auctions.

The chute system is manufactured by Berlinic Manufacturing of Quill Lake, Saskatchewan, Canada. The chute is equipped with wheels, the scale and a power pac. Members renting the chute will need to ensure that they have an alley or ready chute that will lead to the working chute.

The DTBA Board of Directors has authorized the renting of

the chute system by current DTBA members at the rate of \$125 per 24 hour period that the chute is checked out to a producer. Additionally, there will be a \$500 deposit required and a rental agreement form needs to be signed before checking out the chute.

If you need more information on the chute system or the terms of the rental agreement, please contact Scott Peterson at (605) 892-4466 or the DTBA office at (605) 923-6383. To book dates for the chute system, call the DTBA office at 605-923-6383. All the scheduling will be handled through there. It is planned to have the chute system located in or near Rapid City, SD.

## DTBA Clothing Available Through Office And At Events

The Dakota Territory Buffalo Association has a selection of DTBA apparel for sale at very reasonable prices. The clothing items are available at DTBA events. While we hope that everyone can make it to an event, that is not always possible. As a service to our members, the DTBA will also be offering the clothing items for sale through the office.

If you are interested in ordering clothing items and would like us to ship them to or for you, you will be responsible for the cost of the shipping as well as the apparel you order. Shipping can be done through the post office or UPS. There will also be a \$5 per order handling fee to cover the cost of shipping materials.

The following items are currently in stock and available (not all sizes available in every color. Call for availability):

These items have the DTBA logo embroidered on them in the upper right hand corner of the item.

\$30 each - Half Zippered Sweatshirts in red, blue and black. Medium and large sizes only.

\$45 each - Windshirts in maroon and beige in large only.

\$30 each - Hooded Sweatshirts in black, dark blue and royal blue. Large and X-large and XX-large sizes only.

\$35 each - Knit-Style Sweatshirts in dark green, dark blue and a beige/green color. Small, medium and large sizes.

\$30 each - Brushed Henleys in maroon, heather gray, black and beige. Medium and large sizes only.

\$20 each - Short Sleeve Polo Shirts in dark green, medium green, mint green, tan, maroon and black. Small, medium, large and XX-large sizes available.

\$35 each - Lee long sleeve dress shirts in bone, dark blue denim, white, black and light blue denim. Small, medium, large, X-large and XX-large available.

\$35 each - TR Denim long sleeve dress shirts in dark green. Small and medium sizes only.

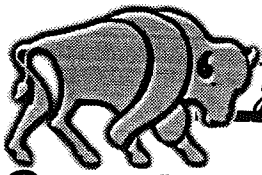
\$30 each - Generation long sleeve dress shirts in maroon, royal blue and purple. Small, medium, large, X-large and XX-large available.

The following items have the DTBA logo screen printed on the front of the item.

\$35 each - Sweatshirts in dark green and heather gray. The green sweatshirts have the logo in a bone color and the gray sweatshirts have the logo in black. Available in large and X-large sizes.

\$10 each - DTBA baseball caps in black and navy blue with the logo on the front of the cap.

We are always looking to order new items, new styles and various sizes. If you are interested in any of the above items, contact Karer at the DTBA office at (605) 923-6383 or email her at: [tgc@gwtc.net](mailto:tgc@gwtc.net) for sizes and color selection. As the old merchandise is purchased, we will be ordering new items. Show your support for the association and wear your DTBA clothes!



## Overview Of 2001 DTBA Winter Conference Agenda

Welcome to the 2001 Dakota Territory Buffalo Association Winter Conference and Black Hills Buffalo Classic Show and Sale. The events will take place beginning on Thursday, January 25 and ending with the sale on Saturday, January 27. The conference will take place in the Rushmore Plaza Holiday Inn and the show and sale will be held in the adjacent Rushmore Plaza Civic Center in Rapid City, SD.

The weekend's activities begin on Thursday afternoon with a Wine Tasting event for Ladies in downtown Rapid City. That same evening, everyone is invited to attend the social at Prairie Edge Trading Co. and Galleries, again in downtown Rapid City, just minutes from the host hotel. The Thursday evening social offers attendees not only the opportunity to sample great food and visit with other producers, but to do some shopping as well. 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.

On Friday, the conference officially gets underway with a general membership meeting in the morning and an update on bison health from South Dakota State Veterinarian Sam Holland. In the afternoon, marketing takes center stage when keynote speaker, Stacy Baker of Marketing Dynamics in Spokane, WA takes center stage. Stacy's presentation, "Creating a Dynamic Marketing Plan" will lead attendees through the process of creating and following through on a marketing plan designed to reach a target audience. Stacy is already well into planning her presentation and her research into the bison industry is extensive.

Following the keynote address, the association will elect new officers for the 2001 year. After a short break in the activities, the evening's banquet and awards ceremony will get underway with a

fun auction to follow.

While conference attendees are being educated and entertained, some serious competition will be taking place just a few hundred yards away. The 2001 Black Hills Buffalo Classic Show and Sale is promising to be one of the best industry events of the year. The consignments for the show and sale filled up on the first day entries were accepted and this year's event will feature over 200 head of bison from more than 50 consignors across the nation. The judges will have their work cut out for them as many of the consignors are top names in the industry. When the judging is finished, the award winners will be announced during the Friday evening banquet.

On Saturday, the morning gets underway with judge's comments and the Black Hills Buffalo Classic Sale officially gets underway at 12 noon in the arena of the Rushmore Plaza Civic Center. The sale is open to the public with no admission fee charged.

Another event that will occur prior to the late January events is the Black Hills Buffalo Classic Carcass Class. The class is new this year and it too, filled to capacity in just two days. Consignors from South Dakota, North Dakota and Colorado will bring their carcass entries to Rapid City in early January and the competition will take place in subsequent days. The winners, who are vying for a \$10,000 first place cash prize, will be announced during the Friday evening banquet. Photos and carcass judging data will be displayed throughout the weekend as part of a teaching display to help educate producers on feeding, carcass grading and yield. Organizers are very excited about this event and hope to spotlight the meat industry while showcasing area producers.

## Featured Speaker To Focus On Creating A Marketing Plan

Stacy Baker, Partner - Marketing Dynamics, Spokane, Wash.

Eleven years ago, Stacy and her husband Gene established Marketing Dynamics, a strategic marketing and operations consulting group in Spokane, Washington. In 1999, Marketing Dynamics was named Spokane Regional Small Business of the Year and was also a finalist for the Washington Family Business of the Year.

As a facilitator, Stacy has worked with a wide variety of businesses and community organizations to improve their marketing efforts. Approximately 50 percent of her time is spent in the agricultural industry. Marketing Dynamics' ag clients include Northwest Farm Credit Services, Woodburn Nursery and Azaleas Inc., Spokane Ag Expo and the Spokane Regional Agricultural Bureau. In the spring of 1999, Stacy was a keynote speaker at the Northwest Bison Association Conference in Pasco, Washington.

Stacy is past marketing director for the Spokane Area Chamber of Commerce and the Spokane Ag Bureau. Originally from Denver, Colorado, she has a marketing and communications degree from Whitworth College, in Spokane.

## 2001 Conference Costs

The cost for the 2001 DTBA Winter Conference will again be \$95 per person. This fee includes all conference activities, breakfasts, lunch and the Friday evening banquet. There will be NO separate banquet tickets available. You must include full payment with your conference registration in order for it to be processed. All DTBA Winter Conference Registrations must be postmarked by Saturday, January 20, 2001. Registrations postmarked after that date will be charged a \$30 late fee. There will be no exceptions!

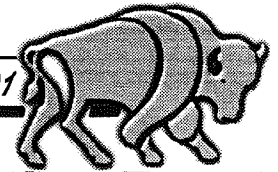
Stacy's conference presentation is entitled "Creating a Dynamic Marketing Plan." This program is designed to help attendees create a dynamic marketing plan to reach their target audiences. Using an interactive approach, attendees will have the opportunity to create an individualized marketing plan by using a written "template."

According to Stacy, "We've all been to great seminars but the real challenge is implementing what we've learned when we return home. It's like my grandfather used to say, 'It's not how much you know, it's how often you do what you know that's important.' Through our seminars we try to provide valuable information, but we also want to help people develop their marketing plan and have something to take home with them to finalize."

Elements of the marketing plan presentation include: researching industry and competitive trends; analyzing individual strengths, weaknesses, opportunities and threats; identifying customer segments to create targeted, specific strategies to reach them; and developing evaluation systems to ensure the marketing plan is meeting pre-established goals and objectives.

## Conference Display Booths

This fall, the DTBA Board of Directors discussed the issue of display booths set up in the atrium and surrounding areas of the Rushmore Plaza Holiday Inn during the DTBA Winter Conference. In the past, many of these booths were set up without permission and were unsolicited by the association. A decision was made by the board to allow display booths to be set up by other bison associations only. No commercial booths will be allowed. The DTBA is sending out invitations to all state, regional and Canadian associations, asking them if they are interested in setting up a display booth during our conference. Only those displays authorized by the DTBA will be allowed to set up during our conference. NO EXCEPTIONS!



## **Prairie Edge Welcomes DTBA Ladies Wine Tasting Event**

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 Dakota Mill and Grain, will be hosting the welcoming reception and social. The activities will be located in the Prairie Edge store located on the corner of Sixth and Main Streets in downtown Rapid City.

The reception will begin at 7 p.m. on Thursday, January 25 and last until 9 p.m. During this time, attendees will have the opportunity to register for the Winter Conference and pick up their registration materials. 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.

Colleen Miller, general manager of the Prairie Edge store, welcomes anyone that would like to exhibit at the reception. If you have any buffalo-made products, please contact her and they will make arrangements to display them at the store during the reception. You may contact Colleen or Dan Tribby at (605) 341-4525 or fax them at (605) 341-6415.

Please make plans to join us for a fun and entertaining evening sponsored by these gracious hosts.

### **DTBA Board Members Sought**

The call is going out to anyone interested in running for a position on the DTBA Board of Directors. There will be three positions opening up and the board is looking for replacements. Elections will be held at the Winter Conference on January 26 in Rapid City, SD.

Please keep in mind that these positions are voluntary and will require travel to attend board meetings throughout the year. To be effective, the board needs to meet on a regular basis and due to the widespread locations of our membership, it is difficult to find central locations that fit everyone's needs. Make sure you can follow through on the commitment to help our association grow and be effective.

If you would be interested in filling one of the board positions or would like more information before deciding to run for the election, contact the Nominating Committee chair, Roy Liedtke, at (307) 682-6599.

### **Bring Your Fun Auction Items**

Don't forget to bring your Fun Auction items with you to the DTBA Winter Conference. The Fun Auction is slated to begin immediately following the Black Hills Buffalo Classic Awards presentation on Friday, January 26. Be creative and dare to be different! Your Fun Auction items are donated to be auctioned off and the subsequent proceeds go back to the DTBA. This is a fun and creative way to do your Christmas shopping, redecorate or just help out the DTBA. Remember, it's YOUR association and you get out of it what you put into it. Let's see who can bring the most creative or unique item to this year's Fun Auction!

With that challenge issued, member Ed Pitrolo of Carlinville, IL, has already let us in on what he'll be bringing. A Lancaster flintlock rifle is his donation of choice. The rifle is a traditional hand crafted model that features incised and raised carving, wire inlay and engraving. The patchbox sports the DTBA logo. The rifle is based on the work of Jacob Dickert from the late 1700s and is a .54 caliber model and is 53 inches in length. Another DTBA member, Roy Liedtke of Gillette, WY, is donating a leather gun case to accompany the rifle. Ed's generous donation and hundreds of hours of work is due to his commitment to the association and his desire to do that little bit extra to support the DTBA. Thanks Ed! We'll be looking for this beautiful rifle at the Fun Auction!

Something just for the ladies this year! The Dakota Territory Buffalo Association is pleased to offer the opportunity for a ladies afternoon out! Please join us for an afternoon of fun, including complimentary hors d'oeuvres, as we present the first ever Wine Tasting Party! The festivities will begin at 2:30 in the afternoon at Once Upon A Vine in downtown Rapid City. The store is located at 507 6th Street and we are trying to arrange shuttle service from the hotel to the store for the event.

There is no charge for the Wine Tasting Party. All we ask is that you RSVP on the Winter Conference registration sheet so that we may obtain an accurate count of those attending. Make plans to join in the fun and meet old friends and make new ones. It sure beats sitting in the hotel room while the guys are at their hangout in the lounge!

### **DTBA Booth Volunteers**

The Dakota Territory Buffalo Association will again have a booth set up in the Rushmore Plaza Civic Center during the 2001 Black Hills Stock Show in Rapid City, SD. The booth has a display and literature about the association and we also take the opportunity to sign up people for a free meat package that is drawn for after the Black Hills Stock Show is over. The dates for the Black Hills Stock Show are January 26 through February 4, 2001.

We are looking for people interested in volunteering to staff the booth during this time. The trade show opens at 10 a.m. and closes at 8 p.m. each night. The exception is Sunday, Feb. 4 when the entire show closes at 3 p.m.

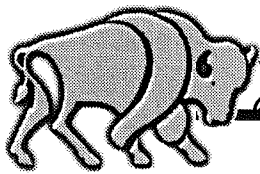
If you would be interested in manning the booth, either for an entire day or part of the day, please call Karen at the DTBA office at (605) 923-6383 to sign up for times and for more information. We already have volunteers in place for the booth from Friday, January 26 through Sunday, January 28, on Wednesday, January 31 and again on Saturday, February 3. This is an excellent opportunity for the association to get the message out about bison and bison meat and it's also lots of fun to visit with people passing through. Your help is needed to make this a successful venture and we appreciate any assistance with this.

There is also a need for people interested in selling DTBA items such as sweatshirts, caps, t-shirts and other items during the upcoming consignment auctions at the Seven Down Arena in Spearfish, SD. The auction dates are March 16 and April 20. The auctions will begin at 10 a.m. so we will need to have someone in place earlier than that and have people available throughout the day to help in this venture. Again, if you're interested in volunteering for this, call Karen at (605) 923-6383 to sign up. Thanks in advance to all our wonderful volunteers!

### **Wine Sponsorship Needed**

Many thanks to the many sponsors for the 2001 Black Hills Buffalo Classic Show and Sale and Dakota Territory Buffalo Association Winter Conference. The generosity of our sponsors has allowed us to keep the cost of the winter conference in line with last year and they are vital to the success of our association and the events hosted by the association.

At this time, all of our 2001 sponsorships have been paid for and for that, a huge THANK YOU goes out to everyone. We are, however, in need of one more sponsorship to help out with our winter conference. We are looking for a sponsor or sponsors to help with the cost of the wine for the Friday evening banquet. The cost would be approximately \$1,000 for this. If any individual or a group is interested in sponsoring all or part of this cost, please contact Karen at the DTBA office at (605) 923-6383 or (605) 923-7755 as soon as possible. We would like to get this taken care of quickly so that we may appropriately thank the sponsor and include them in future advertising.



## 2001 WINTER CONFERENCE TENTATIVE AGENDA

### THURSDAY, JANUARY 25, 2001

**12:00 noon** - Judging begins for the Black Hills Buffalo Classic

**2:30 p.m. to 4:30 p.m.** - Ladies Wine Tasting at Once Upon A Vine, 507 6th St., Rapid City, SD. Sponsored by Ramona Bradeen, Bradeen Real Estate and Auctions.

**7:00 p.m. to 9:00 p.m.** - Registration and 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 Dakota Mill and Grain.

### FRIDAY, JANUARY 26, 2001

**7:30 a.m.** - Registration - Foyer of Rushmore Plaza Holiday Inn meeting rooms.

**8:00 a.m.** - Breakfast, Rushmore Plaza Holiday Inn Salon A.

**9:00 a.m.** - DTBA Business Meeting begins with call to order, introductions, secretary's report, treasurer's report, old business, nominations of directors and new business.

**10:30 a.m.** - Coffee Break, sponsored by Gehl's Buffalo Hill Ranch, Mark and Kathy Gehl.

**10:45 a.m.** - Health Update from Dr. Sam Holland, South Dakota State Veterinarian.

**11:15 a.m.** - Newly elected President of the NBA.

**11:30 a.m.** - Stan Swanson on proposed bison cooperative.

**11:45 a.m.** - Bruce Anderson and Sandy Limpert on the new DTBA Carcass Class.

**12:00 noon** - Bison Buffet lunch. Bison hot dogs and bison chili sponsored by Black Hills Buffalo Products.

**1:15 p.m.** - Featured Speaker, Stacy Baker of Marketing Dynamics, "Creating A Dynamic Marketing Plan".

**3:00 p.m.** - Coffee Break, sponsored by Farm Credit Services.

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

**5:30 p.m.** - Social with cash bar, held in the atrium.

**6:30 p.m.** - Prime Rib banquet, Salon A, sponsored by 2001 Carcass Class participants.

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

**8:00 p.m.** - Fun Auction.

### SATURDAY, JANUARY 27, 2001

**7:30 a.m.** - Breakfast Buffet, Salon A.

**8:00 a.m.** - Judge's Comments begin, Salon A. Breakfast will be available through the Judge's Comments.

**9:30 a.m. to 11:30 a.m.** - Animal viewing in the pens on the north side of the Rushmore Plaza Civic Center Arena.

**12 noon** - Black Hills Buffalo Classic Sale gets underway, Rushmore Plaza Civic Center Arena.

*There is a block of rooms reserved at the host hotel, the Rushmore Plaza Holiday Inn. You are encouraged to make your room reservations NOW, as there are a limited number of rooms available. The demand for rooms at the hotel is high due to the Black Hills Stock Show being held at the same time as the DTBA events.*

*To make your reservations, call (605) 348-4000 and tell them you are with the DTBA and you will receive a discount on your room.*

## Conference Meal Sponsors

The Dakota Territory Buffalo Association would like to take the opportunity to thank the participants in our first Carcass Class contest, held in conjunction with the Black Hills Buffalo Classic Show and Sale. These generous producers are sponsoring the meat for the 2001 Black Hills Buffalo Classic Awards Banquet. Our prime rib meal will come from the carcass class entries and we appreciate the support these producers have shown for the association.

Our thanks to the following: Blue Valley Ranch, Perry Handyside, manager, Kremmling, CO; Thunder Canyon Buffalo, Greg and Sherry Smeenk, Newell, SD; Skull Creek Bison, Wayne and LeAnn Buchholz, Rhame, ND; American Bison Company of Colorado, Richard Grumet, Hartsel, CO; Nolz Poor Farm Bison, Ed and Deanna Nolz, Sioux Falls, SD; North Prairie Bison Ranch, Dennis and Sue Sexhus, Keith and Susan Kakela, and Larry Baer, Leeds, ND; Jumpoff Buffalo Ranch, Scott and Susan Peterson, Belle Fourche, SD; Rossow Buffalo Ranch, Lloyd and Clifford Rossow, Flasher, ND; RL Bison Ranch, Rob and LeeAnn Trynoski, Aurora, CO; Rocking R Bison, Ltd., Larry and Linda Rolfstad, Rapid City, SD; Expedition Buffalo Company, Perry and Susan Handyside, Kremmling, CO; Sheyenne River Bison, David and Diana Lautt, Harvey, ND; Flying H Buffalo, Inc., Curt and Marcie Hepper, Raleigh, ND; Lone Mountain Bison, Russell and Kathy Fox, Buffalo, SD; and Buffalo Dance Bison, Casey Byrd, Presho, SD.

In addition, the meat for our noon luncheon on Friday is being sponsored by Black Hills Buffalo Products, Belle Fourche, SD. They are providing bison chili and bison hot dogs for our meal.

## Welcome To Our New Members

Doug Averill and Dan Day, Two Medicine Ranches, Bigfork, MT  
Larry & Audrey Stoski, Wilson River Bison,  
Gilbert Plains, Manitoba, Canada

Jim & Linda Scott, V Lazy S Buffalo Ranch, Chadron, NE

Rob & LeeAnn Trynoski, RL Bison Ranch, Aurora, CO

Richard Grumet, American Bison Company of Colorado,  
Hartsel, CO

Montoso Bison Company, Cerro San Cristobal Ranch,  
Tres Piedras, NM

Keith Willard, 1st Financial Bank, Dupree, SD

Dale E. Skogen, Rocky Ridge Bison, Hettinger, ND

Brett & Tammy Prang, Frying Pan Ranch, Kadoka, SD

Joe Duling, Duling Ranch, Inc., Dixon, SD

Wayne & Sue Arnold, Teepee Ring Bison, Brady, MT

Todd Ross, Mid-West Buffalo Company, Cheboygan, MI

Don Boonstra, B & H Buffalo, Raymond, MN

Garry or Lee Jeffords, Prairie Sunrise Bison Ranch, Herrick, SD

Larry D. Handley, Handley's Buffalo Sales, Troy, KS

David Grimes, Farmer Dave's Buffalo Ranch, Farmer City, IL

Donald & Cheryl Feist, Pamplin Hills Buffalo, Selfridge, ND

Lyle & Carla Wall, Five Diamonds Bison Ranch, Wolf Point, MT

### DTBA CONSIGNMENT AUCTION RESULTS 11/17/00

**Two Year Old Bred Heifers:** 114 head sold. Prices ranged from \$550 to \$1,800 with an average of \$1,258 per head.

**Yearling Heifers:** 49 head sold. Prices ranged from \$600 to \$700 with an average of \$642 per head.

**Heifer Calves:** 68 head sold. Prices ranged from \$275 to \$575 with an average of \$388 per head.

**Bull Calves:** 64 head sold. Prices ranged from \$350 to \$425 with an average of \$390 per head.

### DTBA CONSIGNMENT AUCTION RESULTS 12/1/00

**Heifer Calves:** 104 head sold. Weights ranged from 303 to 414 pounds. Prices ranged from \$225 to \$410 with an average of \$298 per head.

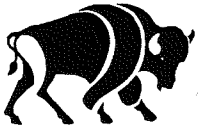
**Bull Calves:** 60 head sold. Weights ranged from 411 to 465 pounds.

Prices ranged from \$300 to \$380 with an average of \$350 per head.



Dakota Territory Buffalo Association  
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Rapid City, SD 57709

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DAKOTA  
TERRITORY  
BUFFALO ASSOCIATION

# MEMBERSHIP APPLICATION

PLEASE SEND IN ONLY IF YOU ARE A NEW MEMBER OR HAVE NOT PAID YOUR 2001 DUES!

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

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

Address \_\_\_\_\_

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

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

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

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

\$50





# WINTER CONFERENCE REGISTRATION

Mail Registrations by January 20 to:  
Dakota Territory Buffalo Association  
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 2001 Winter Conference @ \$95 Per Person \_\_\_\_\_

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

Number of People Attending the Thursday Ladies Wine Tasting \_\_\_\_\_

2001 DTBA Membership Dues Enclosed @ \$50 Each \_\_\_\_\_

**ALL REGISTRATIONS MUST BE  
POSTMARKED BY  
SATURDAY, JANUARY 20, 2001**

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

*There will be a \$30 late fee charge on any  
registrations postmarked after January 20, 2001.  
NO EXCEPTIONS!*

*PLEASE MAKE CHECKS PAYABLE TO THE DAKOTA TERRITORY BUFFALO ASSOCIATION*

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 bison or bison-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 bison-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 inquiries 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 _____ Location _____ |  |   |