



Bred Red

A Publication of McCann Red Angus
Of Lewiston, Idaho

Volume 1, Issue 1

February 10, 2023

Seasons & Special Events

- **March 6, 2023**
Third Annual Bull Sale, Billings Livestock Commission, Billings, Montana
- Bull Delivery
- Herd Breeding Season

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www.mccannredangus.com

Third Annual McCann Red Angus Auction! March 6, 2023

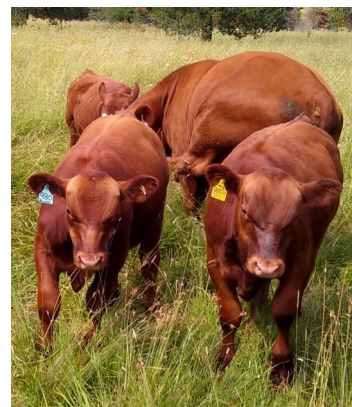
Let's be honest; there's just something magic about an auction. For some of us, it's a nostalgic throwback to simpler times: a county fair, good music, and the rhythmic cry of the auctioneer. For some, it's an adrenaline rush, the thrill of the hunt and the dream of the deal. But for just about everyone, it's a happening, and it's *really going to happen* on March 6th in Montana at the Billings Livestock Commission!

Our sale headquarters will once again be at the Big Horn resort in Billings. And once again, we'd like you to join us before the sale Sunday night (March 5th) at 6 pm for great conversation and a great prime rib dinner (a drink, too, if you're so inclined). It's a wonderful opportunity for us to get to know you better and, just as important, to say thank you for trusting us with your bull needs.

Now if you're getting this newsletter by mail, we've enclosed an RSVP post card so you can let us know if you can join us for dinner. If you're reading this by email, please email us back and let us know if you can attend.

We moved our sale day to Monday to accommodate ranchers who have family obligations on the weekend. We're a family-run operation, too, so we know and understand the importance of spending quality time with our kids and grandkids.

That said, let us know if there's something we can do to make your trip and stay more enjoyable, informative, and productive!



A Sidebar with Bill

I couldn't let this introductory newsletter go out without a sidebar. Now that could be just the lawyer in me coming out. But I wouldn't be a rancher if I didn't admit to being partial to a friendly chat over the fence rail. And that's what this newsletter's all about.

So please take a few minutes out of your busy day, find a fence post to lean on, and give us a read.

We're always up for a good two-way conversation. We'd like your opinion on this newsletter. If you think it's worthwhile, we'd like to know. On the other hand, like dad told me, "If you haven't got anything to say, don't say it." Just drop us an email at wvmjr@wvmccann.com and let me know what's on your mind.

-Bill, Jr.

Update from McCann Red Angus

A big Happy New Year greeting from McCann Red Angus in Lewiston Idaho! To those readers who've purchased a McCann Red Angus Bull, this is a great time to say, *THANK YOU!*

Many of you know we've been in the commercial cow/calf business for over 100 years. Our journey to Billings and into registered red angus cattle came through Crump Red Angus in Arvada, Wyoming. It was there we became believers in the Red Angus breed. We'd purchased many bulls out of Crump sales, and then partnered with them to utilize many of our commercial cows as recip/surrogate mothers of some high-end genetic embryos. Our son, Jason, raised many of the Crump Bulls you may have purchased in the past.



We were so pleased with the results, when the opportunity presented itself, we purchased a good portion of the Crump herd, jumped headfirst into the "Seedstock" registered bull industry, and never looked back.

The last 2 years have been an exciting experience, and one of the best parts has been getting to know red angus cattlemen and women across the country. We've sold bulls from Washington State to Georgia and all places in between. Delivering them to our customers and getting to see their operations in person has been a great learning opportunity and relationship builder.

The year 2022 was a good one for us. Last summer's better weather conditions in the Pacific Northwest brought better hay and pastures and created some outstanding yields, quality, and very happy cattle. As we all know, ranching is much better when hay is plentiful and easy to get to. The herd spent quality time in the mountains of Idaho and came back looking fat and sassy.

We are pretty proud that all the bulls being offered at our 3rd Annual Sale have been bred by McCann Red Angus. We purchased a high-quality ultrasound on which Jason has already been trained.

He's done a remarkable job, selecting just the right bulls to continue growing our great genetics along with purchasing some outstanding sires that we added to our herd.

A Reminder from Lori

All of our sale animals are now in Billings and are available for you to see any time. Just give Jason (208-790-0646) or Bill, Jr. (208-791-6767) a call and we will make arrangements for you to stop by Ryan's feedlot. We actually encourage you to visit, tell us about your operations and successes, and see the bulls. They're a very gentle bunch and we're excited to show them off. They continue to make great gains and will be in prime shape for the sale and delivery to put them to work for your ranch. We know this pen of bulls will help your bottom line!



Once you see them, you'll understand why we're so excited about the diversity in our breeding program. We have sires that are proven, and we believe the quality of our bulls has never been better.

Don't forget we have many sire groups in this sale, and we'd love to tell you about them. Mark it on your calendar and come see us in Billings!



The Original Crump Operation

“...we began making our cows work for us instead of us working for them...”

-Crump

The Crump Legend Lives On!

1. Name a breed of cattle that is in demand from Canada to Mexico because it works in any environment.

2. Name a breed of cattle that can produce sale topping steers due to their gainability and carcass traits while at the same time producing heifer mates that outsell those steers.

3. Name a breed of cattle that produces balanced traits in all areas without the need for cross breeding.

4. If a beef producer does choose to crossbreed, name one breed that compliments any other breed.

The answer? Red Angus.

Take it one step further and ask those who know, “What brand has come to mean quality with results on the bottom line?”

The answer for over a decade was the Crump line of bulls. McCann Red Angus has taken the best from the Crump line and merged that with their new sires to bring you the best bulls offered this year.

The Red Angus breed has been focused on maternal traits since it's inception, and a result of this solid foundation, where ever Red Angus breeders across our nation are found, you can be sure to find a quality set of animals.

Now at the risk of saying something that goes without saying, structural correctness and good feet are imperative.

The Crump family understood that common sense principle, running their cattle in large pastures in the rough Powder River breaks, where they found Mother Nature did much of the culling.

For you, the decision in choosing a seed stock producer should therefore include finding a breeder with similar goals as yours, a rancher who raises cattle in country similar to where your cattle will run, under feed conditions similar to what your management provides. Only then can you be confident that the performance observed in bulls that you are interested in will most likely be replicated in your herd.

One of the Crump cornerstones was to “make our cows work for us instead of us working for them, thereby are ensuring that cattle with traits relative to our customers profitability will rise to the top while higher maintenance, lesser producing cattle fall out and their genetics are not passed on.”

McCann Red Angus added to the legend by fostering an appreciation that the profitability of anyone who uses their genetics is first and foremost in their minds.



Meet the McCanns



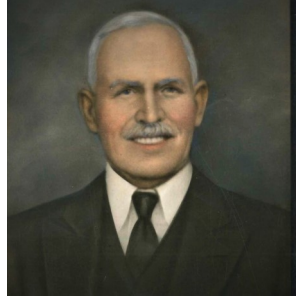
"What made Crump special, we're making better"

Bill McCann, Jr.



Jason, Sadie, Gracie, Halle and Kylee Beck

If the McCann Corporation had a boardroom (we don't), and if there were an "Our Founder" portrait on the wall (there isn't one of those either), claim to that title would likely go to Bill's grandfather, Joseph P. McCann, who owned and operated a saw mill in Wisconsin in the late 1800s. With his supply of Wisconsin lumber running low, he began looking for a new business location, visiting the Lewiston, Idaho area several times in the process between 1900-1904. Something about the region struck him, and he moved his wife and four children to Lewiston, Idaho in 1907. There, he and his wife added four more children to their family. Bill's father, William V. McCann, the youngest boy was born in 1911.



Joseph P. McCann
Bill Jr.'s grandfather

Upon arrival, Joseph decided against starting a new sawmill and instead, started a farming and ranching operation. He purchased substantial amounts of property in both Nez Perce County (the Lewiston area) and Lewis County (the Craig Mountain area) where he farmed, ranched, and raised his family.

After he passed away, the property and assets were distributed among their 8 children. Bill's father, William V. McCann received property both in Lewiston and on the Craig Mountain. He later purchased a ranch outside of Bovill, Idaho. In 1941, William married Gertrude Hoss, a farm girl from Craigmont. Together, they farmed and ranched and raised two sons, incorporating their operation in 1974 under the name of McCann Ranch & Livestock, Co. Even then, it was a family concern, operating a small 150 cow/calf commercial op-

eration with a polled Herford, Red Angus base crossed with a Shorthorn or two. William and a hired man took care of the day to day needs of the cattle, while his son, William "Bill Jr." McCann took care of the business side of things. Later, Bill Jr. and his wife Lori along with their children, Mindy, Bill III, Jason and Aaron helped with branding, hauling and stacking hay, and whatever else was needed around the ranch.

William passed away in 1997, leaving Bill Jr., Lori, and their son, Jason to take over full operations. By that time, their other children were off to college, marriage, and raising their own children outside of Idaho. But the inevitable change in leadership right away established a goal to increase the vigor of the herd, to increase the pounds on the animals, and to build a stronger base.



William V. and Gertrude
McCann, Bill's Parents

Today, much of the original McCann land remains intact as a farming and ranching business with some commercial rental properties. The ranching operation sits along the banks of the Clearwater River outside of Lewiston, along with some property on the main North and South corridor of Lewiston. The town property was designated as the bull pasture, while land located above and running to the banks of the Salmon River outside the quaint town of Keuterville along with the original Bovill ranch on Craig Mountain became Summer pasture ground.

We grew from that small 150 head to over 360 head of commercial cows.

(Continued on Page 5)

Meet the McCann's (Continued from Page 4)



Picking the right bull is a lot like picking the right tool. Sometimes a crescent wrench will do. Other times, you really need a 5/8" box end."

Bill, Jr.



About the same time, the McCann's started breeding Wagyu bulls to the first calf heifers for their calving ease and premium price. It was natural, then, to begin purchasing higher quality bulls and culling out animals for bad dispositions, bad teeth, and bad bags.

Then, about 9 years ago, as Jason was researching quality Red Angus bulls to continue developing the herd, he found the Crump program. In a deliberate move, Crump bulls were acquired, and the family watched their herd improve immediately. Mothers had better milk production and raised bigger and stronger calves, which turned into better profits upon weaning and selling.

It was a blessing in disguise, building a great working relationship with the Crump family, because they asked the McCanns to partner with *them* in their embryo program. Of course, the answer was, "YES!" Approximately 75 of McCann's commercial cows acted as surrogate mothers to bulls and heifers., and they were able to purchase some excellent replacement heifers and sell the bulls raised at the Crump sale for a percentage of the profit.

Unplanned, the McCann's grew to deeply care for the Crump family. So, when they were approached by the Crumps in October of 2020 to see if they would be interested in purchasing the herd, McCanns immediately went to work to secure financing to make it happen.

Finally, the week of November 15, 2020, two McCann semis along with seven others met at the Crump Ranch in Arvada, Wyoming. It was a bittersweet day for everyone as the convoy began bringing the herd to their new home in Lewiston, Idaho. But as the trucks pulled away from the Crump Ranch on their way to a new home, every one of the McCann family knew the Crump family would remain near and dear. Bill, Jr., Lori, Jason, and the rest of the family cannot possibly express their

appreciation all the help and support they received from the Crump crew.

As the McCann operation began to evolve, so too did the circle of help. Almost immediately, new relationships were developed with great help and advice from many of you as the McCann's began to learn the ropes of putting on a registered bull sale.

With all the expansion and change from the days of Joseph ("Our Founder"), the business is still, truly a family operation. Folks along Lewiston's main roads wave as Bill, Jr. and Lori each drive their two big Peterbilt Trucks (named "Phil" and "Ruby"), hauling the cattle back and forth from summer to winter pasture. They're a real team, with the same tractors hauling over 1000 tons of hay each late summer and early fall. Lori, who was a professor at Lewis-Clark State College for 15 years, now splits much of her time between her duties as an elected Representative in the Idaho Legislature with her spare time in the office taking care of all the bookwork and spending as much time as possible with their eleven grandchildren.

Bill Jr. and Lori are quick to thank their family and staff (Amanda Coleman, Pete Wittman, Toby Uhlenkott) and dear friends (Luke and Debbie Lowe along with their son, Willson; Brian Jones and Rob Warner; Howard Warner) and many others for all of their help. There's no small amount of pride either, when Bill and Lori mention their appreciation to son Jason for his commitment and dedication to their program.

"Without him," they agree, "we would never have been able to take on this wonderful opportunity."



A Final Word from Bill, Jr.

In case you didn't guess from this newsletter's narrative, we've had some big shoes to fill. We hope you'll agree we've kept that promise and left plenty of room to grow to offer you the quality bulls and dams that you've been accustomed to. Although we might do things a little different, we will always be looking out for you, the producer, to help you build your herds to the highest standards so that you may sell your calves for top dollar every year, or to build your own breeding program. We set our sights already on the next great crop of calves; we know you will appreciate them, too.

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Attorneys describe McCann Red Angus as a subsidiary of McCann Ranch & Livestock. We describe it as a business, built on a legacy of love of family, friends, and country. We still take stock in the value a handshake, and we take pride in what we do.



Bucky McCann



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