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Grand Plan 2020 Represents Beef Industry Solidarity & Resilience

Beef industry stakeholders are a resilient bunch and history proves it over and over again. Three years, three months and four days after the Starbuck Wildfire, the largest wildfire in Kansas history nearly decimated Gardiner Angus Ranch, the Gardiner family presented one of the largest offerings of elite Angus seedstock ever sold at GAR. The Grand Plan 2020 was the execution of a long-range plan that began more than two decades ago. The Grand Plan 2020, just like the Grand Plan 2000, offered every female in the Gardiner Angus Ranch cow herd. An aggressive embryo transplant program has enabled GAR to increase the rate of genetic improvement and share some of the most elite seedstock in the Angus breed.

The Lot 1 bull, GAR Home Town, is the perfect example of the fruits of a lifetime of disciplined seedstock production. The interest in Home Town from across all sectors of beef production was exhilarating and gratifying. Groups representing registered and commercial beef producers aligned to form coalitions of investors hoping to become new partners in the bull. At the same time, a new partnership of the next generation of decision makers at Gardiner Angus Ranch was being formed, also hoping to compete to purchase Home Town. At the end of fierce competition, with bidders on the seats, on telephones and internet, GRCQ, LLC and Bob Stumpff had the winning bid of \$475,000. The GRCQ partnership represents Grant, Ransom, Cole and Quanah Gardiner. Bob Stumpff, Eva Gardiner's 91-year-old father, had always wanted to make an investment in GAR genetics. "Grandpa" Bob decided now was the time to invest with his grandsons. Mark Gardiner remarked, *"Watching my boys meet, discuss, plan, analyze and strategize how they could make this work is a memory that I will cherish forever. Watching them connect the dots of investing in your own effort, your own business, but most of all the trust and investment in each other, is the one of the proudest moments of my life!"* Contending bidder represented a group of some of the beef industry's most progressive commercial stakeholders.

Second high selling bull was the lead-off for the 16-18-month-old category. GAR Ashland T298 has a 9.13 %IMF, +166 YW EPD, top 1% CW, Marb, \$W, \$F, \$G, \$B and \$C and top 1% Method Genetics index for QPI and ROI. T298 sold for \$104,000 to ST Genetics, Navasota, Texas. Lot 16, GAR Sure Fire A8005, sold to DMB Co., LLC, North Platte, Neb., for \$80,000. ST Genetics, repeat buyer of GAR genetics, outlasted the competition for three more of the high selling bulls. Lot 2, Lot 22 and Lot 202, all Ashland sons, sold for \$32,000, \$27,000 and \$25,000 respectively.

Jason Faria, FB Genetics, Dumas, Texas, paid \$22,000 to own Lot 12, GAR Method 0018G. ABS Global, Inc., Deforest, Wisc., making multiple purchases throughout the sale, paid \$20,000 for Lot 17, GAR Cache 6638. Genex CRI, Shawano, Wisc., joined the list of global semen distribution companies making purchases of high selling bulls. Genex CRI paid \$18,000 for Lot 206, GAR Xceptional 9002. ST Genetics also paid \$18,000 to add Lot 313, GAR Ashland P118, to their impressive bull battery.

Margie Rice, Mayer Legacy LLC, Guymon, Okla., longtime GAR customer and consummate progressive commercial cow-calf producer, outbid all others at \$17,000 to own Lot 6, GAR Ashland 5448. 5448 is a powerhouse of muscle and marbling with a Method Genetics triple 1% trifecta. Two bulls sold in the \$16,000-\$16,500 range. Lot 321, GAR Method 0058G, was purchased by Melanie Schow, Stepside Farm, LLC, Sanger, Calif. for \$16,500. Lot 8, GAR Ashland 5218, sold to repeat buyer, DMB Co., LLC for \$16,000.

The second day of the Grand Plan 2020 was the presentation of the entire Gardiner Angus Ranch cow herd. Frank VanderSloot, Riverbend Ranch, Idaho Falls, Idaho, purchased the high selling donor female, Lot 453, Chair Rock Sure Fire 7003, for \$40,000. 7003 ranks in the top 1% of the Angus breed in eight traits and earned the elite Method Genetics top 1% for MPI, QPI and ROI. A partnership of Myron Schotanus, Old Stage Angus, Tipton, Calif., and Eddie Veenendaal, Kingsburg, Calif. teamed up to make Lot 765, Chair Rock 100X 6047, the high selling bred cow on their winning bid of \$40,000. Repeat buyer, FB Genetics, outlasted many bidders to own Lot 520, GAR Ashland R148, with a winning bid of

\$39,000. Like many of the Ashlands, R148's %IMF Ratio of 124, top 1% CW, Marb, \$B and \$C position the progeny to make great industry contributions. Sexing Technologies picked Lot 535, GAR Ashland 988, and paid \$37,000 to own her.

Repeat buyer, FB Genetics, added Lot 518, GAR Sure Fire 2268, to their purchases with a winning bid of \$28,000. Theo Costas, TPC Angus, Richland, Miss., patiently waited and made Lot 847, GAR Sure Fire N1498, the high selling bred heifer with a winning bid of \$21,000. Two females sold in the \$20,000 range. Longtime GAR cooperators and good friends, John and Joanie Grimes, Maplecrest Farms, Hillsboro, Ohio, selected donor Lot 524, GAR Ashland 1198, to add to their seedstock operation and paid \$20,000. Repeat buyer, Sexing Technologies paid \$20,000 for the high selling donor calf, Lot 589, GAR Genuine 1659. ABS Global Inc. struck again and won the race to own donor heifer Lot 529, GAR Proactive 1718, for \$19,000.

FB Genetics selected donor heifer Lot 519, GAR Ashland 3028 to add to their program with a final bid of \$17,000. Four females sold in the \$16,000 range. Lots 523, 536, 879 and 1033 sold to ABS Global, Inc.; Sexing Technologies; Doug Peterson, Peterson Prime Angus Ranch, New Boston, Mo; and Wassim Issa, Valley View Angus, Shinglehouse, Pa. paying \$16,000 each, respectively.

Three females, Lots 457, 849 and 869 sold to TPC Angus; Sexing Technologies and Terraced Acres Ranch, Dover, Ark. For \$15,000 each, respectively.

Notes of Interest:

A total of 1,178 head sold to 288 buyers from 34 states.

633 bidders were registered to bid in person, on LiveAuctions.tv, and Superior.

More than 72% of the sale total was sold online.

Volume Buyers—Bulls: Brant Baca, Baca Ranches, Vega, Texas; Mark Pearson, Arete Ranch, Spearman, Texas; John Adams, Adams Cattle Co., Plains, Kan.; Michael Mertz, Mertz 09 Ranch, El Dorado, Texas; Sam Harrell, Claude, Texas; ST Genetics, Navasota, Texas; Homer Ryan, Frederick, Okla.; Rex McCloy, McCloy Family Farm Partnership, Morse, Texas;

Volume Buyers—Reg. Females: Aaron Sachs, Sachs Farms, Springfield, Mo.; Cable Corral Genetics, Amarillo, Texas; Lyman Ramsay, Grand Bay, Ala.; Scott Jones, Willow Creek Farm, Melvern, Kan.; Sexing Technologies, Navasota, Texas; Daryl Sales, Sales Farms, Valley Falls, Kan.; Jeff Balentine, J-Buckle Ranch, Elmore City, Okla.; John Michael Fierer, Fort Worth, Texas; Frank VanderSloot, Riverbend Ranch, Idaho Falls, Idaho.

Volume Buyers—Commercial Females: Lyman Ramsay, Grand Bay, Ala.; Aaron Sachs, Sachs Farms, Springfield, Mo.

Sale Total & Averages

Total Lots	Category	Gross	Average
301	20-month-old registered bulls	\$2,279,250	\$7,572
102	16-18-month-old registered bulls	676,250	\$6,630
403	Total Bulls	\$2,955,500	\$7,334
65	Donors Cows	\$356,250	\$5,481
47	Donor Heifers	\$396,500	8,436
16	Donor Calves	78,250	4,891
85	3-N-1 Pairs	439,750	5,174
148	Bred Cows	562,300	3,799
298	Bred Heifers	1,146,500	3,847
659	Total Registered Females	\$2,979,550	\$4,521
1,062	Total Registered Lots	\$5,935,050	\$5,589
27	Bred Commercial Cows	\$86,400	\$3,200
91	Bred Commercial Heifers	\$241,500	\$2,654
118	Total Commercial Females	\$327,900	\$2,779
1	Quarter Horse Gelding	14,000	\$14,000
1,074 Lots	Overall Sale Total	\$6,276,950	\$5,315