



The GAR REPORT

Summer 2006

PROUD TO BE A FOUNDING MEMBER OF U.S. PREMIUM BEEF

Editor's Note: The summer issue of the *GAR Report* features a complete report of our 27th Annual Production Sale. One of the largest crowds ever attended this year's event and 85 new buyers purchased GAR cattle for the first time.

We hope you will pay particular attention to the 3 dates listed for the GAR-Influence Commercial Replacement Female Sales. The original sale held in Pratt, KS, almost 5 years ago featured commercial females from 5 of our long-time commercial customers from Southwest Kansas. The sales have been extremely successful for our customers. The same sale model will be duplicated in other parts of the country, giving other GAR commercial customers the same opportunities to take advantage of their investment in GAR genetics.

Don't miss the article of page 5 regarding \$Values. If you are serious about producing beef cattle for end product merit, \$Values are an invaluable tool. Thanks to Steve Suther, CAB® for allowing us to reprint this article.

GAR 27th Annual Sale Presents Buyer's Opportunity for Genetic Improvements



Staerkal Farms, YoLo Ranch and Persimmon Creek purchased Lot 1, Right Direction. Pictured are Tom and Paula Watkins, YoLo Ranch.



Gerald Hudgins, McDonough, GA made several purchases of donors and cow-calf pairs.



Long time customer Dale Beasley, Creal Springs, IL, took home 21 lots.



Jim Coleman, Vintage Angus, Modesto, CA, purchased one of the top selling donors.



Sam Harrell, Harrell Cattle Co., Claude, TX, made several bull purchases.



Tony Ault, County Line Angus, Seymour, IN, was one of the volume buyers in this year's sale.

Since 1999, GAR customers using our USPB delivery rights have received over \$1,726,520 in premiums and dividends. If you retain ownership, that's valuable marketing information!

Since 1885



The Brand of Quality in Quantity

If you have industry related questions or specific issues that may be addressed in *The GAR Report*, please submit to:

GARDINER ANGUS RANCH

HC 1, Box 290 • Ashland, KS 67831
Office: (620) 635-2156
Fax: (620) 635-2871

Henry (620) 635-2932
Greg (620) 635-2752
Mark (620) 635-2760
Garth (620) 635-2361

email: gar@ucom.net
www.gardinerangus.com

The wind blows most days in Western Kansas. Some days the wind stirs up quite a bit of dirt. On a few days a year it rains, but most days the sun shines brightly. However, none of this matters much come sale day at Gardiner Angus Ranch. Some of the country's finest beef producers start arriving days in advance of the sale to take notes and mark their catalogs intent on making genetic improvements in their own operations.

April 1, at the ranch near Ashland, Kansas, over 1,000 beef producers were in attendance. At the end of the day 317 buyers representing 32 states and one Canadian province made purchases. Eighty-five buyers purchased Gardiner genetics for the first time. Nine-hundred fifty-seven lots (1042 total head) grossed \$6,090,900 for a sale average of \$6,365.

Three Oklahoma operations teamed up to purchase Lot 1, GAR Right Direction, the much talked about Future Direction son out of GAR New Design 1440. Staerkal Farms, Garber, Yolo Ranch, Tulsa and Persimmon Creek, Sharon, OK had the winning bid at \$90,000. The South Dakota team of Shearer, Trask and Peterson, purchased Lot 500—the

last bull in the sale—GAR Future Direction L5144, a full brother to Lot 1 for \$47,000. Leachman Cattle of Colorado, Wellington, CO, paid \$30,000 to add Lot 12, GAR-EGL Rito E24 to his herd sire battery with this impressive Rito 112 son. Lot 7, GAR Retail Product 6964, sold to Classic Oaks Ranch, LLC, Mansfield, TX, for \$25,000. This meat wagon posted the largest adjusted REA (18.5) in the history of GAR. Tony Ault's County Line Angus, Seymour, IN, purchased Lot 3, GAR Future Direction 6184 for \$20,000. 6184 was the highest \$Beef bull in the sale. Three bulls, Lots 75, 77 and 100 sold for \$15,000 to Shepherd Hills Cattle Company, Lebanon, MO, Charlie Hoffman, Eureka, SD and Bob Keifer, Guide Rock, NE, respectively. Leroy Born, Darrouzett, TX took home Lot 5, GAR Retail Product 9694 for \$13,000. Two bulls sold in the \$12,000 range. Lot 8, GAR Grid Maker 9684 sold to John Miller, Valdosta, GA for \$12,500 and Lot 17, an impressive Yield Grade son, sold to Jimmy Levens, Wiggins, MS, for \$12,000. Lot 18, GAR Yield Grade 6134 and Lot 266, GAR MC Future Direction J364, each sold for \$11,000 to Glen Gisclair,

(continued from page 1)

Cut Off, LA and John Grimes, respectively. Four bulls sold for \$10,000 each. Lot 9 was purchased by Larry Weinkauf, Orlando, OK. Lot 23 was purchased by Charles Williams, Jena, LA. Lot 78 was purchased by Randy Bayne, Protection, KS and Lot 319 was purchased by Parker Ranch, Waurika, OK.

The female portion of the offering once again generated considerable interest from our registered colleagues in the industry. High selling female in the 2006 sale was a donor cow, Lot 524, GAR Precision 1483, a Precision daughter out of 1440 also the dam of the top two high selling bulls, Lots 1 and 500. 1483 sold to Wayne Kreklewich, Craigmere Farm, Schomberg, Ontario, Canada, for \$120,000. Jim Coleman, Vintage Angus, Modesto, CA, had the winning bid on donor Lot 527, GAR H141 Precision 53 at \$100,000. This young female is a full sister to GAR Preeminent and ranks in the top 50 non-parent cows of the breed for UREA. The team of Oak Tree-Gaffney, Barneveld, WI, and Sunny Valley Farms, Yorkville, IL purchased donor Lot 520, GAR Retail Product 512 for \$85,000. Oak Tree-Gaffney and Sunny Valley have made several purchases at GAR in the past and added this female that ranks in the top 1% of the breed for WW, YW, RE, \$F and \$B to their donor program. Classic Oaks Ranch, LLC, Mansfield, TX, outlasted all other bidders to take home donor Lot 501 for \$50,000. The Foundation Group, Luling, TX, were among the new buyers and made several purchases, including donor Lot 504, GAR 1407 New Design 62 for \$45,000. Three Trees Ranch, Sharpsburg, GA, had the winning bid on donor Lot 509, a 1407 daughter out of GAR Precision 810, at \$42,000. Willow Creek and Evans Farms, Stephenville, TX partnered on donor Lot 505, a Retail Product daughter that was the highest \$Beef index donor in the offering with a winning bid of \$40,000. Courtney Hinkle and her father, Kenny Hinkle, Hinkle's Prime Cut Angus, Nevada, MO, added donor lots 502 and 534 to an already impressive donor herd taking home 1407 and 616 daughters for \$30,000 and \$35,000. W.R. "Billy" McLeod, Black Crest Farms purchased donor Lot 512, an impressive 1407 daughter for \$30,000. Jud Baldrige and Southern Cattle Company, purchased donor Lot 518, GAR Precision 1142 for \$30,000.

The cow-calf portion of the offering equaled the fierce bidding that had been seen all day long. The Foundation Group had the winning bid on the top selling cow-calf pair, Lot 549, at \$30,000, a 1407 female with her Rito 112 heifer at side. Parker Ranch, Waurika, OK, and Terry Horton, Westlake, TX, took home Lot 566, an 036 daughter with her Retail Product heifer at side, for \$28,000. Callaway Farms, Rayle, GA and Shiloh Cattle, Reddick, FL, outlasted the contending bidders to take

home Lot 547 for \$19,000. Another new buyer, Carol Smith, Claremore, OK purchased Lot 574 for \$16,000. Evans Cattle, Stephenville, TX and Luddington Cattle, Freedom, OK, purchased Lot 571, an Expectation daughter for \$13,000. Lots 560, 585 and 586 each sold for \$11,000 to Morris & Kenny, Lohrville, IA, Double B Farms, Bamberg, SC and Black Crest Farms, respectively.

The strong market continued with the bred cow portion of the sale. Lot 643, purchased by Robert Carnahan, Marshfield, MO, took home the top selling bred cow at \$13,500. Jeff Taylor, Pounding Mill, VA, bought the second high selling bred cow with his purchase of Lot 640, a Rito 616 daughter out of a 036 dam at \$11,000. Ky Luddington, Freedom, OK, purchased another top selling bred cow, Lot 639, for \$10,000.

Three Trees Ranch, once again purchased a sale topper with his winning \$29,000 bid for Lot 677, an 18 mo-old 1407 daughter bred to GAR Solution. New buyer, Dr. Robert Barrett, Aledo, TX, added to his purchases with Lot 668, another top heifer bred to Rito 616, for \$22,000. Another new customer, Double B Farms teamed with Ogeechee Angus, Wadley, GA, purchasing Lot 678 for \$17,000. Classic Oaks Ranch added to their load with Lot 820X at \$16,000. Rock Ridge Farm, Lawrenceburg, KY, and Rob Floyd, Hallsville, TX, purchased Lots 686 and 817, respectively for \$15,000. Jimmy Goode, Pampa, TX, purchased the top selling open heifer at \$23,000.

Once again the Spring ET heifers generated considerable interest and heated bidding among those in attendance. Classic Oaks Ranch outlasted all other bidders to take home Lot 824, a Retail Product daughter out of a Precision dam, for \$50,000. Callaway Farms and Shiloh Cattle who made purchases earlier in the day also took home Lot 825, another Retail Product daughter, for \$35,000. Another new buyer, Beutel Angus Farm, Tremont, IL, purchased Lot 867 for \$22,000. Lot 871, a

1407 daughter sold to Jimmy Goode, Pampa, TX for \$20,000. Long-time customer Winslow Goins, Rocky Mount, NC, paid \$19,000 to add Lot 868 to his herd. Dr. John Zieglschmid, Franklin, TX, had the winning bid on Lot 854 at \$18,000. The Foundation Group continued their purchases with Lot 821 for \$16,000. Wayne Bonner, Huntsville, AL, paid \$13,000 to own Lot 826, an impressive Future Direction daughter out of a Rito 616 dam. Long time customer and friend, Don Meador, Dream Catcher Genetics, San Marcos, TX, added Lot 872 to his purchases with a winning bid of \$11,000. Seven heifers sold for \$10,000. Lot 822 to Mary K. McGee, Palm Beach, TX, Lot 828 to William Evans, Stephenville, TX, Lot 831 to Dale Jackson, Oakdale, CA, Lot 833 to Southern Cattle Company, Marianna, FL, Lot 876 to Kurt and Aimee Borgelt, Ashland, KS, Lot 879 to Gardiner Smith, Shelbyville, TN, Lot 834 to Beutel Angus Farm, Tremont, IL.

The top selling pen of bred commercial heifers sold to Edwin Tritt, Bells, TN, for \$3,500. Carnes Farm, Baldwin, GA, purchased the next two top selling pens of bred commercial heifers at \$3,200 and \$3,100.

Tony Ault purchased the two high selling horses with his winning bids of \$10,000 for Lot H-3 and \$9,000 for Lot H-1.

Volume Buyers:

Females: Tony Ault, County Line Angus, Seymour, IN—registered females; Daryl Sales, Valley Falls, KS—commercial females; Carnes Farm, Baldwin, GA—commercial females. Bulls: Alico, Inc., LaBelle, FL; Buena Vista Ranch, Buena Vista, NM; Barnard Partners, Fort Worth, TX; Beasley Bros., Creal Spring, IL; W.T. Waggoner Estate, Vernon, TX; Joe & Lewis Mayer, Guymon, OK; Triangle H Grain & Cattle, Sam Hands, Garden City, KS.

Additional notes of interest:

- 16 bulls sold for \$10,000 or more
- 305 bulls sold for \$5,000 or less
- 85 buyers purchased Gardiner Angus Ranch cattle for the first time.

2006 Gardiner Angus Ranch 27th Annual Production Sale Total/Averages			
REGISTERED BULLS			
Total Lots	Category	Gross	Average
453	18 mo. old bulls	\$2,260,250	\$4,989
REGISTERED FEMALES			
Total Lots	Category	Gross	Average
46	Donor females	\$1,226,000	\$26,652
79	Cow-calf pairs (3 N 1)	659,500	8,348
31	Bred cows	138,750	4,475
133	Bred 18 mo. old registered heifers	827,000	6,218
13	Open 18 mo. old registered heifers	85,250	6,557
84	Spring ET heifers	587,000	6,988
386	Registered Females	\$3,523,500	9,128
112	Bred commercial heifers	\$279,650	2,496
6	Registered quarter horses	27,500	4,583
957 Total Lots		\$6,090,900	\$6,364

Hinkle's Prime Cut 4th Female Sale sells to active crowd in record time

May 1, 2006, was the all-important date to test the buying audience with GAR influenced females in Missouri at Hinkle's Prime Cut Mature Cow Sale. In less than 2 hours, 133 females had new homes in progressive seed-stock operations across the country. A great crowd enjoyed lunch, a snappy, active auction and the opportunity to load up their purchases to head home early in the afternoon.

Mark VanMeter, Bowling Green, KY, purchased the top selling lot, Lot 1A, a Retail Product pregnancy out of Rita 2V6 2536 1407, an impressive 2536 daughter, for \$31,500. Gast Livestock, Nevada, MO, purchased the top donor, Lot 4, GAR 1407 New Design 1002 for \$13,000. 1002 ranks in the top 1% of the breed for IMF, \$G and \$B, while ranking in the top 2% for CED, RE and \$W. She sold bred to GAR Preeminent. The top selling bred cow was Lot 10, GAR 1407 New Design 462, sold bred to GAR Preeminent to Plantation Farms, Elrod, AL, for \$9,000. Top selling open heifer was Lot 3, HPCA 1407 New Design 194, purchased by Sunberg Farms, Mendota, IL, for \$17,000. 194's dam, GAR Precision 2239, is one of the top 25 females in the breed for both IMF and \$B. 194 is one of the highest non-parent females in the breed at \$54.06 \$B. Justin Cox, Lamar, MO, outlasted the contending bidders to purchase Lot 7, GAR Grid Maker 301, the top selling open donor. Daryl Sales, Valley Falls, KS, and Jones Homestead Farms, Clinton, MO, were volume buyers.

Although Kenny Hinkle and his family work closely with Gardiner Angus Ranch, ultimately, the invaluable and many times intangible attributes such as trust, integrity and customer satisfaction still lie with the Hinkle family.

We congratulate Hinkle's Prime Cut for their commitment to improving the beef industry through focus, discipline, sound science and proper ranch management.

Hinkle's Prime Cut Mature Female Sale Averages

Total Lots	Category	Gross	Average
97	Bred Cows	\$261,500	\$2,696
3	Bred Heifers	16,750	5,583
6	Donors	55,500	9,250
10	Open Cows	20,000	2,000
9	Open Heifers	38,000	4,222
9	Spring Pairs	24,500	2,722
2	Pregnancies	41,500	20,750
135	Head	\$457,750	\$3,391

Strong demand in tough country for GAR genetics at Lee's Red Mountain Genetics

Finding genetics capable of making improvements in country where measurable rainfall is cause for a national holiday tends to weed out the weak. Gardiner Angus Ranch genetics not only pass the test, the significance of the recent Red Mountain Genetics 8th Production Sale is even more notable. After months and months of drought with no end in sight, April 14, was proof of the demand for breed changing genetics.

A good crowd gathered to appraise the 94 PAP tested bulls and 18 females. The top selling bull sold to Select Sires, Plains City, OH, with Lot 1, GAR Retail Product 8424 for \$8,500. 8424 was the highest \$B bull in the sale at +54 and was the 8th highest nonparent bull in the breed for %IMF. Hubert Jones, New Market, AL, purchased the second high selling bull with his winning bid of \$8,000 for Lot 9, GAR 1407 New Design L5124, a 1407 son out of GAR 616 Rito 1901. Another top selling bull was Lot 91, GAR 208 New Design 474. 474 is sired by New Design 208 out of GAR T510 214 and was purchased by Skip Crowe, Trinchera, CO for \$7,750. Crowe also added another 208 son with Lot 38 on a bid of \$6,250. Dean and Ray Moltre, Trinidad, CO, purchased Lot 2, GAR Future Direction 8364, for \$6,750. Another Trinchera rancher, Kathleen Roberts purchased Lot 11, GAR 208 New Design 470 for \$5,750. Lots 14 and 26, a 1407 son and a Retail Product son were purchased for \$5,500 each by Jerry Farmer, Boise City, OK and Kerald Searcey, Gould, OK.

Roger McConnell, Ft. Collins, CO took advantage of the limited numbers and purchased four of the top selling bred females. McConnell purchased Lots 107, 106, 105 and 117 for \$2,900, \$2,700, \$2,300 and \$1,200 respectively. Hubert Jones paid \$3,000 to take home the top selling female with his purchase of Lot 121. Lot 101, GAR New Design 914 sold to Jeff and Gloriann Johnson, Miami, NM, for \$2,800.

Volume buyers for the sale were Jim O'Brien, Mullen, NE, and Matt Jones, Ocate Ranch, Holcolm, KS.

Lee's Red Mountain Genetics 8th Production Sale

Total Lots	Category	Gross	Average
94	Bulls	\$328,550	\$3,495
18	Females	37,500	2,083
112	Head	\$366,050	\$3,268

National Beef Packing Company, LLC Concludes Acquisition of Brawley Beef, LLC

National Beef Packing Company, LLC (National Beef), and its majority owner, U.S. Premium Beef, LLC (USPB), announced their acquisition of Brawley, California, based Brawley Beef, LLC (Brawley Beef). The acquisition results in Brawley contributing its assets in exchange for an ownership interest in U.S. Premium Beef, LLC.

For National Beef, the acquisition of Brawley Beef creates a new relationship with its owner/producers in Arizona and California. Moreover, Brawley Beef's location one hundred miles east of San Diego, California, and its extensive retail, food service and further processing customers along the West Coast will enable National Beef to grow its presence to serve the western United States with high quality beef products.

As part of the acquisition, National Beef will own and operate the Brawley Beef processing facility located in Brawley, California. This state of the art beef processing plant, constructed in 2001, has capacity to process over 400,000 cattle annually.

"The opportunity to integrate the Brawley plant into National Beef's operations is significant for National Beef, giving us greater access to customers on the west coast", John Miller, National Beef Packing Co., LLC, CEO, said in making the announcement.

"We are committed to developing a long and prosperous relationship with our new Brawley Beef customers," explained Miller, "and that means we will continue to supply them with beef that meets, or exceeds, their expectations."

Kansas City based National Beef Packing Company LLC is the nation's fourth largest beef processor. Its majority owner, U.S. Premium Beef, makes National Beef the only major beef processing company in the United States with a majority of its ownership held by beef producers. With sales exceeding \$4 billion annually and 12% market share, National Beef's U.S. operations include Liberal and Dodge City, Kansas; Brawley, California; Hummel's Warf, Pennsylvania; Moultrie, Georgia and Kansas City, Missouri, National Beef processes and markets fresh beef, case-ready beef and beef by-products for domestic and international markets. Value-added beef is marketed under the brands of Black Angus Beef™, Certified Premium Beef™, Black

(continued on page 6)

“Thanks for the ride, Colonel. May you rest in peace.”

—by Garth Gardiner, Gardiner Angus Ranch



Colonel Stanley E. Stout

Thursday May 4, 2006, was a long day. It was the day we laid to rest one of our true legends. It was a day that stoic ranchers and cattlemen from across the U.S. said goodbye with tears running down their cheeks to a legend in the beef industry. It was a day when the auction chant and voice of Stanley E. Stout blasted through the loud speakers one last time at the Flint Hills Rodeo Grounds in Strong City, Kansas. As the memorial service to an icon in livestock auctioneers closed with the sounds of Stanley selling at the 2006 National Western Stock Show, those who had held back their tears to that point, let the flood gates of emotion pour down their face as not a dry eye was seen when the voice of “The Colonel” ended the service.

I began setting up the P.A. system for his memorial service at about 7:00 a.m. on the day of Stanley’s funeral. As the rain poured down on my unprepared body I looked upward and smiled and said, “Stout, you sorry SOB...you’re getting me again aren’t you?” It was almost like I could see that familiar twinkle in his eye in one of the rain clouds above and hear his booming voice say, “You BETCHA!” All of us that knew Stanley would agree, being the consummate practical joker, to have over 1,000 people sitting on cold aluminum bleachers in the drizzling rain, mourning his passing would be the ultimate Stout prank. Each of us would have given anything if when passing his lifeless body he would have popped up and said, “HA! Just kidding!” I’m betting I’m not the only one who thought that MIGHT be a possibility when hearing of his untimely death. “Hmm, just another Stout prank”, I thought as did many others. Sadly,

we were all wrong, and the man whose voice became so familiar with hundreds of successful purebred sales across this country was gone forever on April 30, 2006.

Stanley Stout made me better at what I do. I, not unlike many others, served as a clerk for our family’s annual production sale for the past 18 or so years. This wasn’t a job that I took lightly, or one that came without pressure. At the speed in which we like to run our sale, Stanley was at his best when he was going faster than slower. Any of those that ever sat beside him on the block knew the pressure (and pranks) that came with that seating assignment. The blind fore-arm shiver that would come from out of nowhere knocking the wind out of you, the constant verbal harassment that would follow a request to hear the buyer’s number again and the sly disappearing of your one and only ink pen was a favorite prank of his. Or the rapidity in which he would speed up when he knew you were behind. It was his goal to mess you up, and then make you the subject of laughter when he let the audience know that the reason the sale was being stopped was because of your ineptitude (or computer that locked up, which he usually failed to inform the audience of). When the sale ended, I knew I had done well when Colonel would extend his hand and say, “Great job!” Compliments didn’t come easy and they didn’t come often. When they came however, they were sincere.

Stanley Stout made the auction more exciting. He made it more interesting. There was never a dull moment when he was behind the microphone. Whether it was announcing the ring crew for the sale or thanking the women behind the complimentary lunch, Stanley was ALWAYS colorful. There wasn’t a sale that Stanley called that he didn’t earn every bit of his salary. He deserved every cent any of us ever paid him. He made us all money.

It was only fitting that the man who loved to joke would die the day before one of the most controversial days in western-attire history—May 1. Some say Stout would say it was “code” to put away your felt cowboy hat on May 1st, and break out your straw lid. My belief was he ACTUALLY loved to harass so much, that from May 1st to Memorial Day if he saw you with a straw hat on (his rule was that the felt hat was to remain on until

Memorial Day), or if he saw you with a felt hat on between that time period, he would change his rule and say the May 1st-straw rule existed. Oh how I wish I could just call him up on his cell phone and ask him which way was correct.

If there is a lesson to be learned in any of this it is we are all on “borrowed” time. None of us knows when our time will come, and we should all “live like we were dying” (to borrow a phrase from a famous country song). Today could be the day. Are you ready? I know there are a lot of things I hope to accomplish before the day my name is called. However, I also know this is not necessarily my decision to make. We can only cherish the time we have and the ones we love and not hold anything back, for we really don’t know what the future holds.

I do know the future will hold more sad days for us. There will be many “firsts” in the coming year. There will be that first fall sale in which Col. Stanley E. Stout won’t be behind the microphone introducing the livestock press representatives. There will be that void of the familiar Christmas card that always hit our mailbox in late December. The purple neckerchief all of us loved won’t be there the next time the Kansas State Wildcats go bowling. That familiar Cadillac adorning the “Eat Beef” license plate on the front won’t be barreling down the road for a visit again anytime soon. It’s going to be a long year of firsts.

Stanley Stout spent his lifetime making people laugh. It seems so unfair that on a rainy day in the Flint Hills of Kansas, he made us all cry. There will never be another Stout and for that we can all be somewhat thankful, but it doesn’t make it easier. The emptiness and the pain that we all are feeling now can only be eased by the memories and laughter that this crazy little guy left us with. That’s all we have and for those memories we should all be thankful; thankful that we were all touched in one way or another by the man that many of us just knew as “Stout”.

Stout we will miss you like you will never know. Thank you for being “you” and for never changing who you were or what you were. Next spring will bring a whole new pain to endure when the sale season starts up again. You were one of a kind. You BETCHA!

Gardiner Angus Ranch

2nd Annual Fall Bull Sale

Tuesday, October 3, 2006 • 11 AM
at the ranch near Ashland, KS

Gardiner Angus Ranch

28th Annual Production Sale

Saturday, March 31, 2007 • 9 AM
at the ranch near Ashland, KS

Dates Set for GAR-Influence Commercial Cow Sales

More opportunities to purchase GAR-influenced commercial females will be available in the near future. The Annual Profit Proven Commercial Female Sale has become the benchmark for high quality GAR-influenced commercial females. Started by a core group of long-time Gardiner Angus Ranch commercial customers from Southwest Kansas, this annual event features females raised on large, diverse beef cattle operations. The cattle are uniquely uniform in quality and sell with complete health and vaccination information. Over 1,000 head will sell at the Profit Proven 6th Annual Sale, Monday, November 27, 2006, at the Pratt Livestock Auction, Pratt, KS.

As more commercial seedstock operations across the U.S. become aware of the premium opportunities available with GAR-influenced genetics, demand for the same quality and genetic integrity has increased. Two commercial sale dates have been added that will feature GAR-influenced commercial females.

Approximately 750 head will sell at Winter Livestock, LaJunta, CO, January 6, 2007. The sale offering will feature GAR-Red Mountain Genetics females from commercial ranching operations using GAR genetics in New Mexico, Colorado and Western Nebraska.

The GAR-Hinkle's Prime Cut partnership have set January 29, 2008, as the date for the sale that will feature commercial customers using GAR-influenced genetics in Eastern Kansas, Missouri and Eastern Oklahoma. The sale will be held at the Fort Scott Livestock Auction, Parson, KS. Approximately 750 GAR-influenced females will sell.

All cattle selling in the sales will be sired by or bred to GAR sires and wearing Guaranteed Gardiner Genetics (G³) tags. The offerings will follow the same age, health and quality guidelines established by the Profit Proven Group.

GAR-Influenced Commercial Replacement Female Sale Dates

Monday, November 27, 2006:

Profit Proven Commercial Replacement Female Sale (1,000 Head Sell)

Friday, January 5, 2007:

GAR-Red Mountain Genetics Commercial Replacement Female Sale (750 Head Sell)

Tuesday, January 29, 2008:

GAR-Hinkle's Prime Cut Commercial Replacement Female Sale (750 Head Sell)

Selection For \$B Makes Cents

—Reprinted with permission, Steve Suther, Certified Angus Beef®, *Black Ink Basics*™

Selection of breeding stock based on a single trait is risky, because progress may come at the expense of other production factors or beef quality. However, successful producers improve several traits simultaneously while maintaining balance among the others. American Angus Association dollar-value (\$Value) indexes offer an easy-to-use tool for multiple-trait selection. An evaluation of Angus sires since 1996 proves selecting for efficient, high-marbling calves does not set back other important traits. Producers can use the breed's top 10% of Beef Value (\$B) sires to produce calves with higher USDA Quality Grade premiums, lower Yield Grade discounts and better feedlot performance without sacrificing cow function.

THE FACTS

- Progeny from high \$B sires more than tripled the percent Prime, percent Select grade carcasses were cut in half and percent Standard carcasses decreased by more than half when compared to low \$B progeny.
- Percent Upper 2/3 Choice increased more than 34% when comparing high to low \$B sire progeny.
- Yield Grade 1s increased more than 20%, while 4s and 5s decreased by 5% comparing high to low \$B progeny.
- High \$B progeny had a 42 pound carcass weight advantage over low \$B progeny.
- Selection indexes for feedlot and grid value improved as \$B increased.
- Cow efficiency can be maintained with a focus on terminal traits among Angus sires. \$W, influenced by birth weight, maternal milk, mature cow size and weaning direct growth, was virtually the same in both high and low \$B sires at \$20.45 and \$20.58, respectively.
- High \$B progeny returned \$3.08/cwt more in premiums and had a net carcass value advantage of \$82.65 when using typical industry grid values.

Percent Change in \$B Sires			
	Top 10%	Bottom 10%	% Change
# of steer progeny	5498	3218	
Prime, %	8.9	2.7	227.2
Upper 2/3 Choice, %	46.5	34.5	34.6
Low Choice, %	35.5	44.0	-19.3
Select, %	8.6	17.7	-51.1
Standard, %	0.4	1.1	-58.7
Yield Grade 1, %	2.4	2.0	20.8
Yield Grade 2, %	33.9	31.9	6.2
Yield Grade 3, %	52.3	54.1	-3.3
Yield Grade 4 & 5, %	11.4	12.0	-5.0

ACTION STEPS

- Use the \$Value index as a tool to simplify multiple-trait evaluation.
- Target sires among the top 10% of the Angus breed in \$B values that are equal or better than the breed average in other Expected Progeny Differences (EPDs) important to production goals.
- Value visual appraisal. Examine sires for structural soundness and disposition.

MATERIALS & METHODS

- Data represents a more recent subset of 1,480 high-accuracy sires from the American Angus Association National Cattle Evaluation carcass database with 8,716 steer progeny harvested from 1996-2005.
- Top 10% and bottom 10% sire groups based on \$B each represent 148 sires.
- \$B is the expected average dollar per head difference in progeny postweaning performance and carcass value compared to progeny of other Angus sires, unlike \$G, which only evaluates carcass grid merit.
- A \$Value is based on an index that combines multiple traits into a number based on the expected difference of future progeny performance and typical market conditions. \$Values are expressed in dollars per head.
- \$Values are based on economic assumptions using a three-year industry rolling average for price.
- Sires in the top 10% \$B had a value more than \$40.65, and sires in the bottom 10% \$B had a value of less than \$6.50.
- Progeny grid analysis based on 2005 average grid prices/cwt.: Carcass base (Choice, YG 3) = \$139.14, Choice-Select spread = \$10.52, CAB® premium = \$5, Prime premium = \$20, Standard discount = \$20, YG 1-2 premium = \$2 and YG 4-5 discount = \$15.

Measurement Difference in \$B Sires

	Top 10%	Bottom 10%	Difference
Fat at 12th Rib (in. ²)	0.54	0.56	-0.02
Carcass Wt. (lb.)	800	758	42
Marbling Score	6.31	5.81	0.50
Ribeye Area (in. ²)	12.8	12.3	0.5
Average Yield Grade	3.24	3.29	-0.05

ACKNOWLEDGEMENTS

Pricing data is from USDA, Cattle-Fax, Umer Bary Publications, and Certified Angus Beef LLC. \$Values are a selection index tool developed by the American Angus Association. More information is available at

www.angus.org/sireeval/valueindex.html.



Don't just buy a breed. Buy A Brand.

Make sure
your calves
**stand
out
from the
crowd.**

USVERIFIED
SOURCE & AGE APPROVED
www.usverified.com
123456789012
101010
GUARANTEED GARDINER GENETICS

SELLING 300 BULLS

Producing beef for today's value-added markets starts with buying a bull with the potential to make genetic improvements. Next, demand more from your seedstock supplier. Then manage your cattle to the most efficient end point for your operation. Finally, take advantage of the value-added opportunities that result from buying genetics from a seedstock supplier that offers more than just a breed. From calf to carcass, Gardiner Angus Ranch genetics are backed by more information that creates more value.*

Gardiner Angus Ranch 2ND ANNUAL FALL BULL SALE

Tuesday, October 3, 2006 • 11:00 AM
At the ranch near Ashland, KS

Gardiner Angus Ranch 28TH ANNUAL PRODUCTION SALE

Saturday, March 31, 2007 • 9:00 AM
At the ranch near Ashland, KS



Don't just buy a breed.
BUY A BRAND.



HC 1, Box 290 ■ Ashland, KS 67831
Office (620) 635-2156 ■ Henry (620) 635-2932
Fax (620) 635-2871 ■ Mark (620) 635-2760
Greg (620) 635-2752 ■ Garth (620) 635-2361
email: gar@ucom.net ■ www.gardinerangus.com

**PROUD TO BE A FOUNDING
MEMBER OF U.S. PREMIUM BEEF**

*Calves from all bulls selling will qualify for the
Guaranteed Gardiner Genetics G3 Identification Program

(National Beef continued from page 3)

Canyon Angus Beef®, Certified Angus Beef®, Naturewell™ Natural Beef, NatureSource™ Natural Angus Beef, Certified Hereford Beef® and Prime.

U.S. Premium Beef, LLC is the majority owner of the nation's fourth largest beef processor, National Beef, which processes U.S. fed beef at its plants in Liberal and Dodge City, KS, and Brawley, CA. More than 2,000 producers from 37 states have joined USPB to market cattle on the company's grids. For more information about USPB, visit the company's homepage at www.uspremiumbeef.com.

Take advantage of added value with a G³ tag

The Guaranteed Gardiner Genetics (G3) Tag Program has been established to add value to Gardiner-influenced commercial cattle. Through IMI Global, Inc., the program will also provide source and age verification using IMI's USVerified™ program. In addition, the G³ program will gather health and genetic information on enrolled cattle.

The Program Includes:

- Age verification (individual or group age)
- Source verification
- Cow herd make-up
- Breeding information (replacement females)
- Health/vaccination information
- Genetic information

For further information regarding eligibility, enrollment and fees, please contact Mark Gardiner (620) 635-2760, gar@ucom.net or Julie Tucker at Graphic Arts of Topeka, (785) 354-8596 Ext. 115, GGG@gathh.com.

Plan now to join us Tuesday,
October 3, 2006, for the Gardiner Angus
Ranch Fall Bull Sale.



HC 1, Box 290
Ashland, KS 67831



RETURN SERVICE REQUESTED

PRSR STD
U.S. POSTAGE
PAID
Permit #350
Topeka, KS