



DATE: April 10, 2019

**FOR IMMEDIATE RELEASE:**

For further information, contact

Deb Norton, Cogent Ideas Inc. (785) 231-0879

## **Gardiner Angus Ranch's 40<sup>th</sup> Annual Spring Production Sale is an Industry Event**

The more things change, the more they stay the same is an appropriate description of the 40<sup>th</sup> annual event at Gardiner Angus Ranch. When the Gardiner family hosted the first buyers in 1980, the offering consisted of 50 bulls and 29 females. The first crowd was sparse. But, the first offering presented to potential buyers was based on the same nonnegotiable discipline as the 40<sup>th</sup> offering. What's changed? The family has continually, over decades, reinvested in the ranch to improve facilities for both cattle and people, with the goal of making a visit or purchase a total customer experience.

Today, it is infinitely important to provide educational opportunities for GAR customers and others engaged in the beef business to learn how to maximize their investments in value-added genetics. The 37<sup>th</sup> sale in April 2016 marked the first event held in the Henry & Nan Gardiner Marketing Center. Since 2016, more than 20 events have been held in the facility, including four annual GAR sales, GAR customer commercial sales, national industry events as well as Ashland community events. The venue provides a forum to host national and international thought leaders, all in an effort to better serve the beef industry. This year, Dr. Nevil Speer challenged the large crowd to stay focused on the beef industry's ultimate end point—the consumer, Friday evening prior to the sale.

Lot 1, GAR Combustion, signifies the culmination of nearly two decades of a relationship with Select Sires that sought to bring population changing sires to both registered and commercial beef producers. Combustion will join legacy sires such as Scotch Cap, Rito 9J9, Sleep Easy, Precision, Grid Maker, 5050, Predestined, Ambush 28, Big Eye, Momentum and Sure Fire and may well be the very best Sure Fire X Momentum son to date. At the end of a frenzied bidding, 4 Rings Angus, Thackerville, Okla. invested in this great young sire, paying \$120,000. The second high selling bull was GAR Ashland A733. The A733 data earned rare air status with a +15 CED, -.8 BW, top 2% YW and +1 for Marb. and REA. He sold to Grimmus Cattle Co., Visalia, Calif. for \$50,000.

Sister and brother, Margie Rice and Paul Mayer, Mayer Ranch, Guymon, Okla., confirmed another legacy operation by studying the data, just as their father, Joe Mayer, did. Margie and Paul have done an amazing job of staying focused on what makes money in the beef business. Mayer Ranch had the winning bid of \$28,000 on the third high-selling bull, GAR Ashland 7095W. Grimmus and Mayer Ranch competed throughout the day on many top lots. Lot 11, GAR Ashland 6747 sold to Grimmus Cattle Co. for \$25,000. Mayer Ranch purchased Lots 340, 293 and Lot 4 for \$24,000, \$22,000 and \$20,000, respectively.

Another long time GAR customer and great cattleman, Theo Costas, TPC Angus, Richland, Miss., entered the competition and had the winning bid of \$20,000 for Lot 5, GAR Sure Fire 5097. Grimmus Cattle Co. won the race for Lot 6, GAR Sure Fire 0507G, paying \$20,000. Katie Blunk, Lazy KT Ranch, Freedom, Okla. and Randall Spare, Ashland, Kan., both outstanding producers, had the winning bid of \$18,000 on a winning combination of calving ease, growth, marbling and muscle with their selection of Lot 2, GAR Breakthrough.

Mayer Ranch added to their sire list, paying \$17,000 each for Lots 16 and 154. Three bulls sold in the \$16,000 range. Lots 19 and 335 sold to Jim Bosler, JLB Ranch, Douglass, Kan., while Lot 25, a stout Proactive son, sold to Rory Zutavern, Zutavern Ranch Co., Dunning, Neb. Six bulls sold for \$15,000 each to four buyers.

The female portion of the sale was equally as exciting. The high selling female was Lot 375, GAR Momentum 2076, a full sister in blood to the powerful young Select Sires bull, GAR Quantum. Lorson Angus Farms, Jersey Shore, Penn. and Angus Hill Farm, Randolph, New York, had the winning bid of \$77,000 to own this great female. John Wessel, Pine View Angus, Garber, Iowa, selected two of the lead-off bred heifers to add to his outstanding Angus operation, paying \$36,000 and \$32,500 to own Lots 579 and 577 respectively. Two more good cowmen, Joe Waggoner, Waggoner Cattle Co., Carthage, Miss., and Lyman Ramsay, Grand Bay, Ala., selected Lot 344 and 376 and paid \$25,000 each. Kenny Hinkle, Hinkle's Prime Cut Angus, Nevada, Mo. and Robin Wilson, Rocking W Angus, Jefferson, Ga., made top selections from the open donors purchasing Lots 359 and 365 for \$20,000 each. William Evans, Evans Farms, Inc., Stephenville, Texas, chose Lot 356, a Momentum daughter, and paid \$17,000 to own her.

The partnership of Jimmy and Linda Richardson, Richardson Cattle Co., Carlsbad, New Mexico, and Jimmy and Glennette Goode, Goode Angus, Pampa, Texas, teamed up to purchase Lots 345 and 348 for \$15,000 each. Jeff Dailey, Ragged Edge Ranch, Kingston, Okla. also paid \$15,000 and selected Lot 381.

**Notes of Interest:**

A total of 850 head sold to 237 buyers from 31 states, Canada and Mexico in six hours and fifteen minutes.

Bull sale average by sires: 10 by GAR Ashland: \$19,200; 5 by GAR Early Bird: \$11,900; 138 by GAR Sure Fire: \$8,419; 3 by GAR Proactive: \$8,167; 40 by GAR Momentum: \$7,938; 5 by GAR Prodigy: \$7,100; 14 by GAR Method: \$6,571; 58 by GAR Sunrise: \$5,707.

As a customer service, GAR commercial customer JLB Ranch sold 90 solid black pairs averaged \$2,161, followed by 50 baldie pairs that averaged \$2,100. The pairs were all March calves sired by the top GAR AI sires.

**Volume Buyers—Bulls:** Mayer Ranch, Guymon, Okla.; JLB Ranch, Douglass, Kan.; Don Montgomery, Azle, Texas; Eric Storey, E Bar G Ranch, Henagar, Ala.; Jamie Miller, Merrill Ranch, Wilmore, Kan.; Jesse Luckie, Snake Creek Ranch, Ashland, Kan.; Juan Gonzalez-Loya, MD, Elmhurst, Ill.;

**Volume Buyers—Reg. Females:** Jeff and Brenda Wilkerson, Wilkerson Cattle Co., Edmond, Okla.; Bill Schwartz, Amarillo, Texas; Lyman Ramsay, Grand Bay, Ala.; Circle Z Angus, Vandalia, Ill.; Scott Jones, Willow Creek Farm, Melvern, Kan.; Theo Costas, TPC Angus, Richland, Miss.; Andy Sherrerd, Wayne, Okla.; 4 Rings Angus, Thackerville, Okla.; Ronny Eaves, Eaves Angus Genetics, Atoka, Okla.; Paul Schuman, Covington, Texas.; Daryl Sales, Sales Farms, Valley Falls, Kan.

**Volume Buyers—Commercial Females:** Aaron Sachs, Sachs Farms, Springfield, Mo.; Russell Schilling, Farwell, Texas.

**Sale Total & Averages**

Total Lots	Category	Gross	Average
187	<b>20-month-old registered bulls</b>	<b>\$1,653,750</b>	<b>\$8,844</b>
113	<b>16-18-month-old registered bulls</b>	<b>715,500</b>	<b>\$6,332</b>
<b>300</b>	<b>Total Bulls</b>	<b>\$2,369,250</b>	<b>\$7,898</b>
47	<b>Donors</b>	<b>\$491,500</b>	<b>\$10,457</b>
66	<b>3-N-1 Pairs</b>	<b>383,000</b>	<b>5,803</b>
89	<b>Bred Cows</b>	<b>285,800</b>	<b>3,211</b>
131	<b>Bred Heifers</b>	<b>565,800</b>	<b>4,319</b>
333	<b>Total Registered Females</b>	<b>\$1,726,100</b>	<b>\$5,183</b>
633	<b>Total Registered Lots</b>	<b>\$4,095,350</b>	<b>\$6,470</b>
18	<b>Bred Commercial Cows</b>	<b>\$39,800</b>	<b>\$2,211</b>
128	<b>Bred Commercial Heifers</b>	<b>\$331,800</b>	<b>\$2,592</b>
	<b>2 Load Lots Commercial Heifers (71 hd)</b>	<b>\$126,400</b>	<b>\$1,780</b>
217	<b>Total Commercial Females</b>	<b>\$498,000</b>	<b>\$2,295</b>
<b>850 Lots</b>	<b>Overall Sale Total</b>	<b>\$4,593,350</b>	<b>\$5,404</b>

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