



# The GAR REPORT

Spring 2003

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

Editor's note:

The report and sale summary for our recent 24th. annual production sale appears in this issue. This sale was the best ever for GAR. Certainly the sale was exciting and we appreciate our customer's trust. However, as the gavel fell selling the last head in the ring, we began making plans for the 25th. annual sale. As always, the goal is to produce a better product, continue to improve customer service and marketing opportunities for our buyers.

A timely article written by Troy Marshall for BEEF Magazine's Cow-Calf Weekly e-mail newsletter also appears in this issue. Troy, once again, provides tremendous insight regarding marketing and the benefits of a truly competitive environment that rewards quality.

Also thanks to Dr. Bob Long for permission to reprint Beef Logic from the Angus Journal, March 2003.

## 24th. Annual Production Sale The Best Ever At Gardiner Angus Ranch



A portion of the "full house" that filled the barn throughout the day at the 24th. Annual Gardiner Angus Ranch Production Sale. The sale was completed in 8 hours and sold into 31 states.

**Since 1999, GAR influenced cattle sold through U.S. Premium Beef® have returned premiums and dividends to our customers over \$1,032,240.00!**

Since 1885



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

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Weldon Hawley, Waggoner Ranch, and Dane Mount, Eagle Flat Land & Cattle Co., Vernon, TX • Bull customers



Stan Thomas, Three Trees Ranch, Sharpsburg, GA • Female customer

If you believe in an "overnight success", the beef business in America is most likely not a wise occupational choice. However, if you believe that discipline, commitment and the willingness to work a lifetime to breed a better beef animal is a just reward—then you can appreciate the historical value of the April 5, 2003, sale held near Ashland, Kansas.

On April 5, 320 buyers from 31 states helped make the sale the best ever at Gardiner Angus Ranch. The sale grossed \$4,391,900 on 902 lots.

The high selling bull was Lot 1, GAR Prime Design, a B/R New Design 036 out of GAR Precision 1928. The 1928 cow is a full sister to the \$100,000 GAR Precision 939, that sold in last year's sale. Half interest in Prime Design

was purchased by Charlie Hoffman, Eureka, SD for \$40,000. This bull is leased to Select Sires. Second high selling bull was Lot 2, GAR Expectation 6901, out of the 2536 cow who is also the dam of GAR Grid Maker. Half interest was purchased by Greg and Lori Shearer, Wall, SD for \$30,000. Lot 313, GAR US Premium Beef, sold to Rich Blair, Sturgis, SD for \$27,500. This Precision son with a 14.5 sq. in. REA and an adj. IMF of 10.5 is also leased to Select Sires. Lot 5, by GAR Grid Maker, sold to John A. Jones, Jr., Clayton, NC, for \$11,000.00. American Breeders Service (ABS), Matt Dahl, and RA Brown Ranch, Throckmorton, TX, bought Lot 71, a low birth weight, high yearling and high marbling son of T510, for \$11,000.

(GAR 24th Sale continued from page 1)



John & Raymond Adams, Adams Ranch, Plains, KS  
• Bull customer



Roger Giles and daughter, Jenny, Giles Ranch Co.,  
Ashland, KS • Bull customer



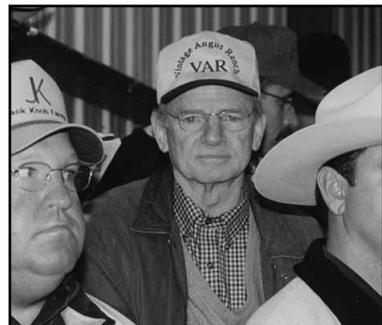
Chris Earl, manager, Sunny Valley Farm, Yorkville, IL •  
Female customer



Roy Wallace, Select Sires, Inc. • Bull customer; Don  
Meador, San Marcos, TX • Female customer



Tony Santini, Shady Brook Angus Farm, Leoma, TN •  
Female customer



Jim Coleman, Vintage Angus Ranch, Modesto, CA • Female cus-  
tomer

The 389 bulls averaged a strong \$4,025 per head, then the females came along and stole the show! The 33 donors averaged \$35,075 per head. Forty-one females sold for \$10,000 or more. Stan Thomas, Three Trees Ranch, Sharpsburg, GA, paid \$250,000 to add Lot 414, GAR Precision 819, to the Three Trees Ranch donor program. 819 ranks in the top of the breed for growth, IMF, RE and %RP. She was the high performing heifer in her ET group. Three Trees also purchased Lot 427, GAR Precision 4519, a full sister to 2536, dam of Grid Maker, for \$100,000. The second high selling female, Lot 425, GAR New Design 1779, an 036 daughter out of 2536, sold to Jim Coleman, Vintage Angus Ranch, Modesto, CA, for \$170,000. This cow ranks in the top 1% of the breed for YW, IMF, top 2% for WW and top 4% for RP. Vintage Angus Ranch also bought Lot 415 sired by 036 and out of 2536 for \$60,000. Autry DeBusk, DeBusk Angus, Ewing, VA, paid \$80,000 for Lot 439, an 036 daughter out of Pinnacle's full sister, 706, with high carcass ultrasound values. DeBusk Angus also purchased Lot 433, an 036 daughter that ranks in the top 1% for IMF, RE and %RP at \$20,000. Steve Jorstad, Oak Tree Angus, Morris, IL, and Sunny Valley Farm, Yorkville, IL, purchased 428, GAR Precision 1559 for \$60,000. She ranks in the top 1% for all 3 ultrasound carcass values. Sunny Valley also purchased Lot 416, an 036 daughter out of Grid Maker's dam, 2536, for \$25,000. Southern Cattle Co., Marianna, FL, and Baldrige Brothers, North Platte, NE, purchased four Precision daughters. They paid \$52,000 for Lot 444, a full sister to 819 (the

high selling lot), \$42,000 for Lot 437, a full sister to 2536 (Grid Maker's dam), \$33,000 for Lot 426 out of GAR Expectation's full sister and \$10,000 for Lot 443, who is a full sister in blood to Select Sires bull, GAR Yield Grad with a +.51 ultrasound %IMF.

Richard Jeppesen, Howey In The Hills, FL paid \$32,000 for Lot 418, GAR Precision 810, a full sister to last year's \$100,000 cow. Tony Santini, Shady Brook Angus Farm, Leoma, TN, and Charlie Boyd, Mays Lick, KY, purchased Lot 417, GAR New Design 1300, out of the great 614 cow, for \$30,000. Darol Rodrock, Bucyrus, KS paid \$25,000 for Lot 436, a full sister to GAR Pinnacle. He also bought Lot 447 for \$20,000. This was one of the higher selling "3N1" with a Grid Maker heifer calf at side and bred back to Grid Maker. The high selling "3N1" was Lot 468, GAR Precision 949, with a 616 heifer calf and bred back to Grid Maker at \$22,000 to Stanley Dunn, Charles Town, WV. GAR Precision 701, a full sister to GAR Pinnacle, was also the top selling bred heifer, selling to Paul Quinn, Carlisle, KY, at \$22,000. Lot 575, GAR Precision 1571, a bred heifer sold to Chris McCutchen, Stillwater, OK, for \$20,000.

In the open spring yearling heifer sale, Roger Kahn, Rydal, GA, purchased a good Precision daughter, Lot 723 for \$17,000. This female had an IMF ratio of 162 to give her a %IMF EPD of +.69. Wayne Koonce, Berryville, VA, took home a Precision daughter, Lot 720 for \$14,000. This was followed by 2 heifers leaving the sale ring for \$10,000 each. Lot 731, an Expectation daughter went to Stanley and Glenda Haag, Coffeyville, KS. The

Lot 770, a Precision daughter sold to Eagle Farm and Ranch, Hays, KS.

Lynn Cowden, Skellytown, TX had the winning bid for the top selling pen of bred commercial heifers at \$1,650 per head. John Paul Kimzey, Fort Worth, TX, paid \$1,500 each for the second high selling group of 9 bred heifers.

Leon Heron, Thompson Station, TN, for the second year in a row, purchased the top selling Quarter Horse, Jolly Fox, a fancy, ranch raised, bred mare for \$7,500.00

#### VOLUME BUYERS:

Females: Winslow Goins, Rocky Mount, NC-19 registered females; Todd York, West Lake Village, CA-19 registered females; Charlie Goad, Reedsburg, WI-10 registered females; Ernie Giddens, Republic, MO-36 bred commercial females; John Paul Kimzey, Fort Worth, TX-27 bred commercial females.

Bulls: Waggoner Ranch, Vernon, TX-12 bulls; Mark Luckie, Ashland, KS-11 bulls; Eric Storey, Henagar, AL-10 bulls.

#### ADDITIONAL NOTES OF INTEREST:

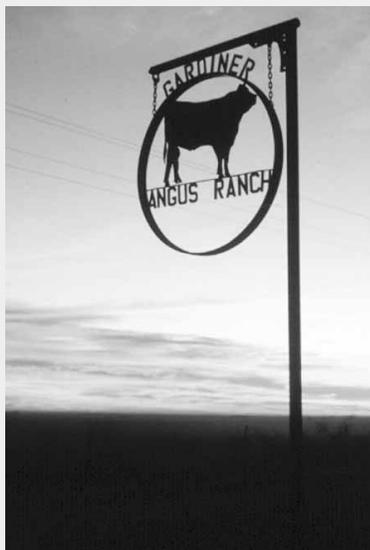
GAR Precision 1680 was either the sire of or the sire of the dam on 274 head of the 902 head in the sale. Those Precision cattle grossed \$2,341,600 for an average of \$8,545 per head (28% of the cattle grossed 53% of the sale).

There were 992 head in the sale counting the calves at side of 90 head.

The sale was completed in 8 hours.

Number of buyers by state: TX (61); KS (51); OK (38); MO (21); KY (20); CO (13); VA (10); IL (8)

# A Note From Gardiner Angus Ranch



Since the sale we have received many calls of congratulations for having such a successful event. We thank you for your compliments. However, we can not and will not “rest on our laurels.” We are more focused than ever before on our commitment to build a beef animal that provides maximum market potential for our customers, regardless of end-point.

As is the case with any life-long endeavor, we started down a strategic, sometimes unpopular, path almost 40 years ago to make documented genetic progress in our cattle. In 1964, our breeding program became one of the first in the nation to become totally A.I. Gardiner Angus Ranch has gathered feedlot and carcass data on all A.I. sires since 1970. In 1987, we began an extensive embryo transfer program. Gardiner Angus Ranch has used the Sire Evaluation Report as the tool for sire selection since it was first published in 1980. Three hundred thirty-one bulls, or 80% of the GAR 2003 sale offering, was the result of E.T.

Each year, the GAR sale bulls are fed at Beefland and Triangle H Feedyard, Garden City, KS. In 1990, the bulls were fed for 95 days and gained 4.76 lbs./day, converted 4.75 pounds of feed per pound of gain and had a finish weight of 1204 lbs. The 2003 GAR sale bulls were fed for 85 days. Their ADG was 5.52

lbs./day with average dry matter conversion of 4.43 lbs. with a finish weight of 1,285 lbs. GAR cattle have made documented genetic progress every year since 1981, the first year the American Angus Association’s Sire Evaluation Report was available for sire selection.

In our first production sale 24 years ago, we sold 52 bulls that averaged \$1,450. That same year, all bulls sold in the Angus breed averaged \$1,636. We held six production sales before our bulls met or exceeded the average selling price for the Angus breed. Although our breeding discipline never changed, it took six years until it was apparent our customers were placing more value on GAR cattle because of the genetic information and improved performance.

We are convinced the added value of cattle from conception to consumer lies in the reliability of the information. Marketing change is happening and value will continue to increase as we expand significant marketing opportunities for our customers through feedlot relationships, U.S. Premium Beef, special video auctions and select commercial cow sales—all possible because of documented genetic reliability.

We sincerely thank you for your business. Whether you purchased one animal or are our largest customer, we appreciate your trust in Gardiner Angus Ranch.

## 2003 SALE SUMMARY

### REGISTERED BULLS

Total Lots	Category	Gross	Average
277	18 mo. old bulls	\$1,192,250	\$4,304
112	Sp. ET yr/rg. bulls	373,750	3,337
<b>389 Bulls</b>		<b>\$1,566,000</b>	<b>\$4,025</b>

### REGISTERED FEMALES

Total Lots	Category	Gross	Average
33	Donor females	\$1,154,500	\$35,075
90	Br. cows w/fall hfr. calves	584,250	6,492
28	Bred reg. cows	119,500	4,268
134	Br. 18 mo. reg. hfr.	517,250	3,860
19	Op. 18 mo. reg. hfr.	51,250	2,697
76	Sp. ET heifers	226,000	2,974
<b>378</b>	<b>Reg. Females</b>	<b>\$2,655,750</b>	<b>6,988</b>
<b>128</b>	<b>Bred &amp; open comm. heifers</b>	<b>\$155,000</b>	<b>1,211</b>
<b>5</b>	<b>Reg. quarter horses</b>	<b>15,200</b>	<b>3,020</b>
<b>902 Total Lots</b>		<b>\$4,391,900</b>	<b>\$4,870</b>

# Your synchronization toolbox

By Tim Olson, Reprinted with permission from *Select Sires Sirloin Tips*, 2003 • Tim Olson is Beef Coordinator for Cache Valley/Select Sires and works with several large synchronization programs for both heifers and cows each year.

In mid-summer 2002, the CIDR was approved for the use of synchronization in beef cattle and dairy heifers. This is something that the AI industry had been anxiously waiting for. Since, and prior to their approval, the CIDR is the hottest topic in every reproductively-oriented conversation circle.

I have spent a majority of my time in these particular circles trying to “re-align” people’s expectations of the efficacy of the product. I’ve been trying to convince them that the CIDR is another great tool to put in our “synchronization toolbox”, but remind them of what my high-school Ag teacher used to tell me. “There’s a proper tool for every job.” Like when I see that latest “miracle tool” on those infomercials that makes me want to “buy now and save \$5.99 on shipping.” When I get the tool home, I’m slightly disappointed with its lightweight construction and not-so comfortable plastic grip. But I empty out my old toolbox carrying 40 lbs. of well-used tools, and drop in the new 12 ounce, fantastic, replace-all tool guaranteed to work or my money back.

I am bound and determined to use that single tool on every nut, bolt, nail, screw and hubcap that requires my assistance. Sure, all those old tools worked just fine, but it was confusing trying to keep track of all of them, along with their proper use. I’ll break three “miracle” tools and one knuckle before I resort to using that old hammer again—even if that old hammer has gotten me by for so long and seems to be in fine working order.

Many people are expecting the CIDR to be that “miracle tool” and are claiming out-of-this world results by using it. The CIDR is a great source of progesterone, and if used properly, will benefit any producer who includes it into their already-successful synchronization programs.

The best thing about CIDR is its’ ability to administer progesterone to the female in a consistent manner. This is very beneficial where the feeding of MGA is not logistically feasible.

The CIDR will help “jump start” the anestrus cows and heifers, and will cut down on your time needed for heat detection. Conception rates will not be any better than if the cow consumed the proper amount of MGA for the required feeding time. You will, however, see a tighter synchrony of estrus expression and if heat detection time is extremely limited, the CIDR would be a good option. You could

*(Toolbox continued from page 2)*

very easily have 75% to 85% of your cows in heat in a 24-hour period.

If you are already running a successful synchronization program using the “old” protocols, do not expect the CIDR to improve your results dramatically. Also, if you are working with a group of cattle that have historically been non-responsive to the “old” protocols, do not expect the CIDR to improve your results at all. Remember, if the cow is in good reproduc-

tive health, she will respond to any well run, properly designed and administered synchronization program you throw at her.

I will use the CIDR this spring in many situations; most commonly in the younger, higher-risk type cows, heifers out on grass, and places where heat detection is very limited. I will not replace any well-run MGA protocol with the CIDR as our source of progesterone. There are enough programs and expertise available to

match a proper synchronization program (the tool), to the cattle you are working with (the job). So don't throw all your “old” tools away yet, just add the CIDR to your “synchronization toolbox.”

One last thought...if that cow or group of cows can be compared to that rusted-solid, hard to identify bolt on the gate hinge you're trying to replace, no tool will help you—not even the “miracle tool.”

## Why is profitability so rare in the cattle business

— Troy Marshall (*Reprinted from BEEF Cow-Calf Weekly electronic newsletter. To get your free subscription, sign up at [www.beef-mag.com](http://www.beef-mag.com).*)

The data tells the story: there isn't much profit in ranching. Even with good prices the last several years, ranching still remains a lifestyle choice for most operators. If they looked at it strictly as a business, they would invest their money elsewhere.

A large percentage of producers subsidize their ranching habit or are eroding the equity positions that were built by previous generations. As a result, smaller producers who work off the ranch, as well as large operations, are growing in numbers while the number of mid-size producers shrinks.

As frustration builds, everyone's searching for the reasons behind this lack of profitability. Often, they point to such things as competition from other meats and foreign countries, concentration, vertical integration, captive supplies, price transparency, value/price discovery, government regulations, etc.

Admittedly, all these factors have a role in the industry's lack of profitability. Ironically, however, the primary culprit is often heralded as the solution—the cash/commodity market.

By its very definition, a commodity business isn't profitable for the average producer because, over time, prices tend to hover around breakeven. This definition is what makes the discussion about price spreads and marketing power so ironic and irrelevant.

If a commodity market is functioning properly, the only relevant factor is the breakeven cost, because that's around where prices will end up on average. This basic fact is compounded by the reality that many producers aren't profit motivated.

When functioning effectively, a commodity market tends to concentrate, as high-cost producers are forced out of the system. Another component of commodity markets is that individuals have no pricing power; they're strictly price takers.

The biggest problem with a commodity

market is that it does a poor job of differentiating the product on a quality basis. In addition to its inability to reward quality and send proper incentives relative to consumer demands, a highly segmented commodity business can't transfer the information, if it's available, throughout the production system. Why then, with all of these problems, do so many folks hold the cash/commodity market up as the solution to our current marketing woes?

The branded revolution, the value-added pricing systems, the grids, the forward-contracted cattle, etc, were all created as attempts to address the cash market's shortcomings. Meanwhile, proponents of the cash market argue that it's all about competition, that these alternative marketing methods reduce the amount of competition.

At some level, they're likely right, but pure competition in a market that guarantees that only the low-cost producers are profitable and which increases risk in a cyclical business, isn't a very exciting prospect. Fact is, a cash/commodity market guarantees margins so tight that any significant profits that are generated are mirrored by losses in another segment.

Most importantly, this cash/commodity business has led and will always lead to decreased demand. The reasons are numerous:

Narrow margins and a lack of profitability mean insufficient revenues for new product development, research and marketing.

The competition between segments rewards the segment with the most knowledge. That means that information isn't shared up and down the system. The result is that the focus isn't on meeting consumer demands.

Competition that doesn't differentiate the product actually results in rewarding the bottom end more than the top end. Thus, the incentives are reversed.

The cash/commodity system's support of a segmented mentality also decreases efficiency

because each segment uses its own measures, which may not equate to overall system efficiency.

Competing protein sources steal market share as they make system-wide efficiency gains, and as they respond more readily to consumer demands. It is true that a commodity/cash market may represent the purest form of competition, but the results of that competition are not beneficial.

Certainly, we must maintain healthy competition. We must have price discovery systems that are transparent, and producers must be able to maintain market access. But, the next time you hear someone declare the evils of value-based, value-added marketing, while trumpeting the need to return to the cash/commodity system, keep in mind that competition can and does take place outside of commodity markets. Remember that those who make money off transactional costs, those who make money by selling inferior cattle at average prices, and those who hold a competitive advantage from either a cost standpoint or knowledge standpoint will also advocate a return to the previous system.

Those who claim that a cash/commodity system is the only means for competitive price discovery are simply wrong. Personally, I have very little interest in having my kids enter a commodity/cash-driven business where the winners are simply the low-cost producers with economies-of-scale advantages from both a cost and knowledge standpoint. I am, however, very excited about having them enter a business that rewards quality, creates an expanding demand base, and produces products that are competitive with the other protein sources from a value standpoint, and a system where brand equity can be created by meeting specific customer needs and where margins are both sustainable and sufficient not only to be profitable but to prepare for the future.

# Beef Logic: Muscle

By R.A. "Bob" Long, Reprinted with permission, Angus Journal, March 2003

## MUSCLE

The muscle from cattle is termed beef, and beef is widely recognized as a prestigious, nutritious, healthful, good-tasting and satisfying food. Heavily muscled cattle (high muscle-to-bone ratio) yield a higher percentage of edible portion than do lighter-muscled ones. Therefore, among carcasses of acceptable weight and equal quality, the heavier-muscled ones are more desirable and bring more money in the marketplace.

## NOT DOUBLE MUSCLING

The majority of beef cattle breeders, both seedstock and commercial, associate heavy muscling with increased calving problems, reduced fertility and marbling. This is unfortunate, since there is no research data to support this dread of heavy muscling.

The breeder's tendency to resist selection for muscle may well be due to a combination of two factors—the gene for double muscling (muscular hypertrophy) and the introduction of the Continental breeds to the United States in the late 1960s and 1970s.

Double-muscled cattle are very heavily muscled with practically no fat deposits. There is reduced fertility in both sexes, serious calving problems occur and the meat is devoid of marbling. Obviously, these faults cannot be tolerated.

However, if the gene for double muscling does not exist in a herd or breed, selection for muscling does not result in its appearance. Muscle-to-bone ratio is a heritable trait. Therefore, selection for muscle, in populations free of the double-muscled gene, increases muscle, but without the faults found in double-muscled cattle.

## MUSCLING GOT A BAD RAP

When the Continental breeds were introduced into this country they were, in general, heavier-muscled and larger at maturity than U.S. cattle. Their use in commercial herds resulted in calving problems, and this caused American cattlemen to regard all heavily muscled cattle as dangerous. Further, the majority of these cattle did not marble as well as the Angus and Shorthorn breeds, so the heavy muscling was blamed for the lack of marbling. The degree of muscling does not determine the amount of marbling. For example, the Braunvieh is at least one Continental breed that is heavily muscled yet marbles very well, while Hereford cattle have a marbling problem and are not heavily muscled.

## COMPLETE SELECTION PROFILE

It seems logical then, that a breed of beef

cattle can be fertile, easy-calving, fast-growing, heavily muscled and well-marbled. How? A balanced selection program based on complete, accurate performance and body composition data is the answer.

Finally, research data supports this possibility. W.A. McKiernan and co-workers at the Elizabeth Macarthur Agricultural Institute in New South Wales, Australia, initiated a beef cattle muscle selection study in 1990. Stage 1 involved the random selection of 300 head of Hereford cows, which were randomly divided into two groups. One group was mated with heavy-muscled Angus bulls, and the other with light-muscled Angus bulls. The degree of muscling of these sires was determined by both a visual muscle score and an ultrasound of the ribeye area.

In 1996 the data on some 500 head of progeny were summarized, revealing no differences in calving difficulty, birth weight or growth rate to weaning, harvest or maturity. The progeny of the high-muscle bulls were significantly ( $P < 0.01$ ) higher in muscle score and ribeye area at every age. Further, the progeny of the high-muscle sires were slightly, but consistently, smaller in height at the hips, carried less fat at the 10th rib, had less total fat, more meat in the hindquarter and a higher carcass value.

Stage 2 was initiated in 1996 by selecting 70 head of the heaviest-muscled heifers sired by heavy-muscled bulls and 70 head of the lightest-muscled heifers sired by light-muscled sires. These F1 (Angus x Hereford) females were then mated to Angus bulls. The high-muscled heifers were bred to heavy-muscled Angus bulls and the light-muscled heifers to light-muscled Angus.

A recent progress report for Stage 2 involves 448 progeny. This report by McKiernan states, "Cow fertility is not affected and weaning weights (an indicator of milk production) are the same between the muscle lines—indicating that selection for muscle so far has not impacted on cow productivity."

In the F2 progeny the high-muscled cattle were significantly lighter at birth [72.1 pounds (lb.) vs. 74.6 lb.]. The carcasses had equal marbling; but, as in Stage 1, the high-muscle line had larger ribeyes and less fat and by a greater margin. This shows the importance of selecting for muscle on both sides of the pedigree and points out the fallacy of selecting females with light muscling in the belief that it indicates fertility and milking ability.

In his paper McKiernan says, "If we wish to

make a substantial change in muscularity, then selection for muscularity in the females must occur. Traditionally, beef producers have emphasized the visual appeal of females for perceived maternal characteristics such as fertility and milking ability. These results suggest that this emphasis has in fact been detrimental to progress in increasing the meat yield potential of cattle. Selection for measured maternal characteristics such as number pregnant and calf weaning weight is not questioned. What is questioned is the overemphasis on visual characteristics, which are used as associated selection criteria."

This is McKiernan's way of suggesting that it is better to use performance records rather than thin necks, angularity and refinement when selecting replacement females.

## ECONOMICS

Finally, these Australian workers speak of the economic impact of selection for muscling. At their prices they calculate that selection for muscling in herd bulls made them \$20 per steer in the F1 generation and \$63 per steer in the F2s, where selection for muscling was on the cow side as well. This increase in value was without loss in cow productivity and required no additional inputs in feed, labor or land costs. The only requirement is the selection of breeding stock with more muscle (higher muscle-to-bone ratio).

CAUTION: Accurate selection for muscularity is a must. Wide, thick-topped cattle are fat cattle, not heavily muscled cattle. Further, an ultrasound of ribeye area is only of value when used as ribeye area per unit of body weight. Finally, avoid development in the lower one-third of the body. It is simply waste.

Crossing with a heavily muscled animal of another breed will also improve cutability or improve meat yield, but this can introduce genetic material inferior in reproductive efficiency, marbling, etc. The selection program must include reproductive efficiency, growth rate and all carcass characteristics.

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*Since 1999, GAR customers using our USPB delivery rights have averaged \$64.50 per head premiums above cash market. For every 100 head sold, that's an addition \$6,450. If you retain ownership, that's valuable marketing information!*

# USPB Members take home \$105,000 in Best Of Breed Angus carcass contest

— Reprinted from *USPB News*, April 2003

U.S. Premium Beef members made up nearly half of the regional and national winners in the “Best of the Breed” (BOB) Angus carcass contest. Even more USPB members were associated with the winning entries having produced the genetics and/or finished the cattle in many of the winning entries. The results of the one-time contest were announced at the recent National Cattlemen’s Beef Association convention in Nashville, TN.

Winning the \$100,000 top prize was Kansas State University Ag Research Center-Hays (ARCH), with an entry of 80 steers worth an average of \$132.05/cwt. of carcass. They graded 100% Choice or better with 91% qualifying for the Certified Angus Beef® brand, including 32% Prime, and 6% qualified as Farmland Angus Beef™. There were no discounts of any kind. These cattle were from several Angus seedstock operations including USPB Qualified Seedstock Supplier (QSSL) member Gardiner Angus Ranch, Ashland, KS.

USPB members Larry and Sharon Wickstrum, Westmoreland, KS, won \$50,000 for reserve champion with an entry of 160 steers that came within 13 cents of the top prize, at \$131.02/cwt. All of these cattle came from Wickstrum’s cows bred to registered bulls from USPB QSSL member Fink Beef Genetics, Manhattan, Kan., and were fed on the Wickstrum’s farm.

Like the ARCH cattle, Wickstrum’s steers were not implanted. They were fed a ration of

mainly corn, wheat midds and sorghum silage for about 105 days and were about 14 months old when harvested in May.

The next three positions for overall value were claimed by USPB member Richard Bossen and family, Arcadia, NE. These were Angus type steers of unknown genetic background from the Sandhills region in Nebraska, also sorted by ultrasound. Bossen’s top pen of 80 head, the third place overall pen, achieved an average value of \$131.17/cwt., with a contest high 37.69% Prime within their 84% CAB acceptance overall. He was awarded \$25,000 for that pen.

Other USPB members who claimed regional prizes ranging from \$1,000 to \$5,000 included: Triple T. Angus, Byron Tuckwiller, Lewisburg, WV, first place Region 1; Dan Foglesong/KC Feeders, Gallipolis Ferry, WV, and Scott City, KS, second place Region 1; Jeff Sternberger, Midwest Feeders, Inc., Ingalls, KS, first place Region 2; Mike Kasten Beef Alliance, Millersville, MO, first place Region 3; Jon Means, Means Ranch Co., Van Horn, TX, third place Region 4; Roger Schmitz, Schmitz Feedlot, LLC, Clayton, NM, first and third places Region 6; Richard Bossen, Arcadia, NE, first place Region 7 and Richard Blair, Blair Brothers, Sturgis, SD, third place Region 7.

The top six entries based on carcass value were selected using ultrasound technology. Their results suggest that it is possible to take

cattle to the Choice and Prime endpoint without producing over finished carcasses with a lot of external fat. At least two sets of BOB cattle graded 100% Choice or better with no yield grade 4’s.

Total prize money awarded was \$244,500. This is the largest purse ever put up for a beef value contest. Contest winners were ranked by average beef value per cwt. of carcass on a specific payment grid established for the contest which was sponsored by Agri Beef Co, Allflex USA, Certified Angus Beef LLC, Farmland National Beef, Merial SureHealth® and *Drover’s Journal*.

***The fall bulls offered in our 2003 production sale finished an 85 day test with an ADG of 5.52 lbs./day with an average dry matter conversion of 4.43 lbs. of feed per pound of gain. Their cost of gain was \$37.16/cwt. If you sell cattle by the pound, that’s valuable genetic information!***

***Plan now to join us Saturday, April 3, 2004, for the Gardiner Angus Ranch 25th Annual Production Sale.***



**GARDINER**  
ANGUS RANCH  
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