



# The GAR REPORT

Spring 2004

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



## 25<sup>th</sup> Annual GAR Sale Offering Represents The Future “Unplugged”!

Saturday, April 3, 2004 • 9 AM  
At the ranch near Ashland, KS

### 1000 Head Sell

425 Bulls • 575 Females, Including:

- 35 Registered Donor Cows
- 157 Registered Bred Heifers
- 81 Cows with Heifer Calves at Side (3N1s)
- 47 Registered Bred Cows
- 62 Spring ET Heifers
- 100 Commercial Bred Heifers
- 6 Quarter Horse Colts



Quannah, Cole and Ransom, three of the Gardiner's eight grandchildren and the future of Gardiner Angus Ranch, illustrate that through the use of all available technology and sound breeding discipline, the future at GAR is truly “unplugged”!

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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#### THE BULLS THAT SELL

The bulls that sell in our 2004 sale represent a total AI program with no clean-up bulls since 1964. We have only used progeny proven bulls in GAR sire selection since the very first sire summary was published in the fall of 1980. We use a great deal of discipline in our sire selection to produce bulls that provide GAR customers with the most predictable cattle possible. Using high accuracy bulls through AI is the only way to produce this type of bull. Using clean-up bulls or low accuracy AI sires only propagates genetics of unknown quantities. Premiums are paid now, more than ever before, for documented information!! The best way for our customers to ensure predictability is to use sons of progeny proven sires. We invite you to study the 425 bulls in this year's offering. All are sons of the best bulls of the Angus breed.

Embryo transfer is a technology that allows us to provide better genetics to our customers. Of the 2004 sale bulls, 333 head, or 78%, are the result of embryo transfer (ET). ET allows us to breed the best bulls of the Angus breed to daughters of the best bulls of the Angus breed to create very predictable cattle.

The fall born bulls were fed for 84 days at Beeffland Feedyard, and Triangle H Feedyard, Garden City, Ks. Their start weight was 911 lbs. and out weight was 1382 lbs. Their ADG was 5.61 lbs/day with an average dry matter feed conversion of 4.47 lbs. of feed per lb. of gain. The group's cost of gain was \$38.50/cwt. In 1995, Dad stated that we would have a pen of bulls achieve a conversion on a dry matter basis of a pound of gain from less than 4 pounds of feed. By 2005, our goal is for all the bulls to be gaining over 6.0 pounds per day and for all of the pens to convert a pound of

## About The 2004 Bulls & Females



**GAR Integrity • Sells as Lot 1**

Sire: Bon View New Design 1407 • Dam: GAR Precision 1019

BW	WW	Milk	YW	%IMF	RE	Fat	%RP	\$B
I+1.5	I+40	I+29	I+84	+67	+97	+028	+64	+52.00

Quite simply, Integrity is the most intriguing bull prospect in our history. Never in our history have the first 8 lots in our sale been full brothers from the same embryo collection. Integrity and his full sibs simply dominated the toughest contemporary group in our history. Integrity is the first actual 18 sq. in. RE in our history (adjusted to 17.3 sq. in.) while simultaneously ratioing 124 for IMF and 107 for ADG. Interestingly enough, his sisters were just as dominant as Integrity, with one heifer exhibiting a 14.3 sq. in. RE (adjusted to 13.8 sq. in.), also the largest in our history. Integrity's dam, Precision 1019, is destined to have a similar impact as her paternal sister Precision 2536. We have never seen a litter of siblings perform so well across the board for all traits. In addition, for the visualists of the world, Integrity exhibits the type and kind we all admire. He has the volume, rib and thickness to his top and lower quarter that we prefer. Finally, Integrity completes this with an adjusted yearling hip height of 51 in. Integrity will have an impact on the beef cattle business. Integrity is leased to Select Sires. Selling half interest and no possession. The buyer will be our partner with Select Sires.



**GAR 1407 New Design 7092 • Sells as Lot 2**

Sire: Bon View New Design 1407 • Dam: GAR Precision 1019

BW	WW	Milk	YW	%IMF	RE	Fat	%RP	\$B
I+1.5	I+40	I+29	I+84	+78	+75	+020	+40	+53.03

Integrity's flush brother sells as Lot 2. 7092 is a larger framed bull than his brother. He also ratioed 150 for IMF, 106 for RE and 110 for ADG. 7092 ranks in the top 1% of the Angus breed for IMF, RE, \$ (G) and \$ (B).



**GAR Grid Maker 6382 • Sells as Lot 22**

Sire: GAR Grid Maker 6382 • Dam: GAR 6148 Emulation 1568

BW	WW	Milk	YW	%IMF	RE	Fat	%RP	\$B
+4.3	+53	+25	+100	+22	+59	-.003	+50	+47.74

6382 is a complete bull that ranks in the top 1% of the breed for WW, YW, \$ (F) and \$ (B). 6382 ratioed 136 for IMF to compliment his 104 RE ratio and 110 gain ratio. Grid Maker and his sons have the ability to improve Angus cattle where they are often deficient by adding muscle. Beef cattle are sold by the pound. Our experience tells us that +100 YW cattle sire pounds. 6382 will do this in a great package.



**GAR Precision 6352 • Sells as Lot 20**

Sire: GAR Precision 1680 • Dam: GAR Ext 2008

BW	WW	Milk	YW	%IMF	RE	Fat	%RP	\$B
I+2.1	I+40	I+22	I+82	+45	+58	+010	+35	+46.16

6352 is a perfect example of why Precision sons work so well in the beef world. 6352 has the typical explosive early growth and moderate stature with industry leading end product traits that Precision offspring exude. Top 11% YW, bottom 10% YHH, top 2% RE, and top 1% IMF, and \$ (B). This is a good bull.

## Repeat Buyer Discount

It is important to recognize and reward the many repeat buyers of GAR cattle. Once again, buyers who purchased cattle in 2003 will receive 5% off their total purchases. This policy is ongoing, and will be in effect every year. If you purchased GAR cattle previous to last year, but not in 2003, you are not eligible for the discount. However, if you purchased cattle in 2003 and purchase in the 2004 sale, you will receive a 5% discount. This 5% discount is determined after all credits have been subtracted from the gross purchase price.

## Free Delivery for the 25<sup>th</sup> Year

Since our first production sale, we have offered free delivery. The delivery is at NO additional costs to the buyer.

It is virtually impossible to get EVERY animal to EVERY individual producer's farm or ranch. Then, and only then, we ask to deliver your sale purchases to a central location. In the event we must deliver your cattle to a central location, we simply request that the buyer meet the cattle and assume the hauling responsibilities from that point. Most of the time the central location is a sale barn or vet clinic in an area that cattle can be safely and easily loaded and unloaded.

On occasion, there has been some misunderstanding in that people expected their cattle to be delivered to their doorstep. With a sale offering of this size, we attempt to group the cattle and arrange delivery with professional livestock trucking services. Obviously, a semi-trailer livestock hauler is somewhat limited and may not be able to deliver to your doorstep.

(About the bulls and females, continued from page 1)

gain from less than 4 pounds of feed on a dry matter basis. This will happen for us as we continually have better genetics and information with which to work. Disciplined selection pressures using the American Angus Association Sire Summary works.

We believe it is interesting and important to note that the AVERAGE EPDs of the 425 bulls offered in the 2004 sale are: BW +1.6, WW +42, Milk +23, YW +86, Yr. Ht +.3, Sc -.08, %IMF +.30, RE +.40, Fat +.01, %RP +.22, \$F +27.26, \$G +20.47 and \$B +41.53. These EPDs are a good example of how GAR's "pounds in the correct package" selection process is working. It is interesting to note that the AVERAGE BULL IN THIS SALE ranks in the bottom 26% (lighter BW) for birth weight while these same bulls simultaneously rank in the top 20% of the breed for weaning weight, and their yearling weight ranks them in the top 7% of the Angus breed. Furthermore, this top percentile growth has been achieved in a package that is in the BOTTOM 25% of the Angus breed for yearling hip height. These bulls have exhibited an acceptable birth weight followed by explosive growth to the endpoint which was their off test weight, while ONLY having an average adjusted off test frame score of 6.0. We expect these bulls to sire similar efficient traits in their offspring. The great news of the Angus breed is that we are able to select for explosive cattle, while simultaneously selecting for superior carcass traits. This year's bulls have a %IMF EPD of +.30, a RE EPD of +.40, and a % RP of +.22. This places the sale bulls in the TOP 5% of the breed for %IMF and TOP 9% of the breed for RE. Also, these bulls rank in the TOP 25% of the Angus breed for retail product. Finally, when you study where the bulls rank for the new \$ indices it is interesting to note they rank in the top 7% of the breed for \$F, the top 10% for \$G and top 3% for \$B. We believe these indexes help to illustrate how we have successfully bred cattle with growth and end product in mind.

## THE FEMALES THAT SELL

Each year since our first production sale in 1980, we have sold 25% of our cowherd. Some producers call this a mature cowherd dispersal. We prefer to call it a production sale. Our total AI program, without the use of clean-up bulls, is our assurance that you will be able to select daughters of the very best bulls in the Angus breed. We are proud of these females and believe they are some of the best cows in the entire Angus breed. If you are looking to build a superior herd of Angus females or enhance your current herd of Angus females, we invite you to consider these.

Embryo Transfer has allowed us to accelerate our genetics, increase the quality and quantity of our herd, while simultaneously allowing us to sell females at a more youthful,

## About The 2004 Bulls & Females



**GAR New Design 80 • Sells as Lot 427**

Sire: B/R New Design 036 • Dam: GAR Precision 2536

BW	WW	Milk	YW	%IMF	RE	Fat	%RP	\$B
+3.7	+51	+32	+92	+42	+68	+010	+24	+50.31

New Design 80 is a daughter of one of the most valuable proven cows in the beef business, G A R Precision 2536. 80 will go down as one of the most valuable cows in our history, as she ranks in the top 1% for WW, Milk, YW, IMF, RE, \$ (F), \$ (G), and \$ (B). If you want to own a cow that will propel you to new genetic goals and help you be profitable, G A R New Design 80 could be our best female to date to help you achieve those goals. Four 2536 daughters sell.



**GAR New Design 600 • Sells as Lot 446**

Sire: B/R New Design 036 • Dam: GAR 044 Traveler 2328

BW	WW	Milk	YW	%IMF	RE	Fat	%RP	\$B
+2.9	+45	+29	+89	+22	+53	+010	+20	+42.92

600 is a daughter of Grid Maker's Sister, 2328. 600 and her mother sell in this sale. Grid Maker is one of the best bulls ever for siring muscle and power. 600 and 2328 will continue this family tradition with top 1% breed rankings for YW, RE and \$ (B). Mother and daughter are both stunning cows that will allow you to build or enhance a seedstock herd.

(About the bulls and females, continued from page 2)

useful age to our customers. This year we will sell 35 cows that have worked as GAR donors. We believe there is unique value within this group. Every year the GAR donors have gone on to make money for their new owners. Seeing these cows succeed across the U.S. is one of our greatest satisfactions. Our 2004 female offering will include 81 cows with heifer calves. These cows and calves, as always, will sell as a three-in-one unit. The 81 pairs represent some of the best "values" in this sale. These cows are all very young and their calves are sired by the best Angus bulls in the breed. Next we will sell 47 bred cows followed by 150 bred registered heifers. These heifers are selected by when they bred. We breed 10 days for GAR and any female that breeds after this time period is placed in the sale. These females represent a true opportunity to purchase some of GAR's very finest



**GAR Precision 1660 • Sells as Lot 441**

Sire: GAR Precision 1680 • Dam: GAR Ext 614

BW	WW	Milk	YW	%IMF	RE	Fat	%RP	\$B
+3.2	+44	+30	+82	+45	+84	+004	+75	+48.86

The mating between G A R Precision 1680 and G A R Ext 614, has proven to be one of the best in our entire history. 1660 is no different. 1660 ranks in the top 1% of all Angus dams for IMF, RE, %RP, \$ (G) and \$ (B). In fact 1660 has the highest EPD for RE among all of her sisters at .84. She is a full sister to 810, 939, 1639, 1709, 1928, 2709, 2168 and 2208. This family has created so much value and excitement because the cattle consistently rank in the upper percentiles of the Angus breed for all growth and end product merit traits. 614 could be the best daughter ever of the legendary EXT, she is certainly the best EXT daughter in GAR's history. 1660 could well be the most valuable daughter ever of 614. Three 614 daughters sell.



**GAR 044 Traveler 2328 • Sells as Lot 447**

Sire: GDAR Traveler 044 • Dam: GAR Precision 2536

BW	WW	Milk	YW	%IMF	RE	Fat	%RP	\$B
+3.8	+52	+24	+97	+18	+58	-003	+33	+43.50

2328 is a full sister to Grid Maker, one of the best bulls ever for siring muscle and power. 2328 ranks in the top 1% for YW, RE and \$ (B). 2328 and her daughter sell as Lots 446 and 447.

females. Every year females in these categories go on to be donors and high value females in new herds. The last registered heifers to sell are 62 elite, open, spring born, embryo transfer heifers. These heifers truly offer some of the most genetic merit in the entire sale. We will finish the day with 100 bred commercial heifers. The commercial females will sell in groups of 7-10 head per group. All the heifers are descendants of Ralph Gardiner's commercial Angus herd he started in the early 1930s. Since 1964, they, too, have been bred total AI (no clean-up bulls), using the exact same sires as their 3/4 to 7/8 sisters in our registered herd. The only difference is that their ancestors were never registered. These heifers offer an opportunity to purchase some of the best purebred commercial Angus females in the business. We invite you to join us and take home cattle you can succeed with in the beef business.



**GAR New Design 1440 • Sells as Lot 443**

Sire: B/R New Design 036 • Dam: GAR Ext 614

BW	WW	Milk	YW	%IMF	RE	Fat	%RP	\$B
+3.8	+50	+35	+87	+24	+64	+008	+40	+43.96

1440 is one of the best 036 daughters in the history of GAR. This daughter of Ext 614 is just flat good for all things a beef cow should excel for. Her breed leading credentials rank her in the upper percentiles on all economically important traits. 1440's pedigree allows for the use of Precision and his sons in order to create one of the best breeding decisions that we know of—Precision x New Design 036.

## GAR offers commercial customers rebate for enrollment in AngusSource program

The American Angus Association (AAA) has two programs that can assist GAR customers in identifying, characterizing and marketing their commercial Angus and Angus-influenced cattle. We encourage any of our customers to consider using either of these programs in their operations.

We know that premiums are paid for information about cattle. These two programs can help you document this information, link it to unique identification numbers, and build the framework to increase your operation's profitability in the future.

### AngusSource

AngusSource enables producers to convey the valuable source, genetic and management information about their Angus-influenced commercial feeder calves and replacement heifers to prospective buyers. An official AngusSource visual tag, available from the association for \$1 each, enrolls cattle into the program.

After tags are ordered, producers can list further management and marketing information, which will be compiled into a concise marketing document to be presented to prospective buyers, livestock market managers or brokers. In addition, this information will be listed on the internet and emailed on a weekly basis to potential buyers who have signed up to receive information about Angus-influenced cattle for sale.

As a new program for our customers, Gardiner Angus Ranch is pleased to offer 25 AngusSource tags/enrollments for each bull purchased from us in the past two years. These

# How Much Performance Will Be Given Up If I Use An Angus Bull?

I am commonly asked the question, "How much performance will I give up if I use an Angus bull versus a Continental bull?". I have normally smiled and answered the question with "Oh, about 10 pounds less birth weight", but I did not believe this answer was accurate enough to adequately answer a very good question. I decided to go to the U.S. Meat Animal Research Center (MARC) and see what their current analysis was on the adjustment factors to add to EPDs of the fifteen different beef breeds. This table is based on a "head to head" comparison of the breeds at the U.S. MARC, in Clay Center, NE. Dr. Dale Van Vleck, and Dr. Larry Cundiff conducted the analysis. I would stress that we all agree on the benefits of heterosis, and in fact most of our customers who have requested the answer to this question are looking to use Angus bulls in a crossbreeding scenario.

To convert a breed to "Angus EPDs" take the breed adjustment and add the adjustment figure to the Angus "0". For example lets convert a Charolais bull to an Angus EPD for BW. To do so I have to add 10.5 to 0 to come up with a Charolais bull's Angus BW EPD of 10.5. I can do this with any breed for any trait on this chart.

Breed	Birth Wt.	Weaning Wt.	Milk	Yearling Wt.
Angus	0.0	0.0	0.0	0.0
Hereford	3.3	- 2.4	- 16.2	- 15.1
Red Angus	3.6	- 1.2	-10.7	- .1
Shorthorn	7.8	31.2	12.0	44.5
S. Devon	6.7	21.5	2.1	40.5
Brahman	13.0	34.7	26.1	- 5.5
Limousin	5.8	23.5	0.2	20.5
Simmental	6.4	21.6	9.0	21.1
Charolais	10.5	41.1	2.0	57.8
Gelbvieh	5.3	7.9	3.8	- 20.3
Maine-Anjou	6.6	17.9	8.0	5.9
Salers	5.1	28.4	11.3	40.6
Tarentaise	3.6	29.8	17.8	12.8
Pinzgauer	7.7	28.2	6.0	24.9
Braunvieh	6.6	30.3	23.1	13.5
Brangus	5.7	20.1		11.1

(Van Vleck and Cundiff, 2003 BIF Proceedings, Lexington, KY)

So what does this information mean? I decided to create a new table creating a comparison between the average bull selling at Gardiner Angus Ranch April 3, and the breed average of five major breeds used by the majority of our customers. The table is as follows:

Breed	Birth Wt.	Weaning Wt.	Milk	Yearling Wt.
Gardiner Angus	1.6	42.0	23.0	86.0
Hereford	7.2	34.6	-2.2	46.9
Charolais	11.9	61.1	8.0	91.8
Gelbvieh	7.3	45.9	23.8	47.7
Simmental	9.0	55.5	14.7	77.7
Red Angus	4.2	28.8	5.3	52.9

I accomplished this comparison by taking the average bull selling at Gardiner Angus Ranch and their EPDs for the above traits; BW: 1.6, WW: 42, Milk: 23, YW: 86. To compare to the average bull of the other breeds, I took the breed average from each breed and added the across breed conversion numbers listed above to convert the other breed's average to Angus EPDs. For example: Charolais breed average for BW is 1.4 so I add the conversion figure from MARC of 10.5 and this tells me that the "average Charolais bull" is 11.9 BW EPD in "Angus EPDs". I can do this the same way for yearling weight. Charolais breed average for YW is 34, so I add the Across Breed conversion figure for yearling weight of 57.8 to 34 and I find out that the average Charolais bull is a 91.8 YW EPD in "Angus EPDs". I can do this to convert each and every trait for each breed.

I believe when you study this data that it is obvious that GAR cattle can compete quite nicely with the other breeds of cattle. This data tells us that our cattle are very competitive for growth and accomplish this task in a much more moderate birth weight and frame package. Simultaneously, GAR cattle fit the Angus job description as a maternal breed. The final component that the across breed EPD table does not address is the end product merit ability of Angus cattle and more specifically Gardiner Angus cattle. Quite frankly, the other breeds do not have the information to create cattle that can hit the "target" as frequently and as accurately as Angus breeders who use the data can. Fortunately, for GAR and our customers, DATA has been our way of life for the past 40 years. The entire beef business is about options. Angus cattle have many options that allow producers to hit the most targets. We wish all beef producers much success.

(Commercial customers rebate, continued from page 3)

tags should be used for calves sired by Gardiner bulls, and tags must be purchased and applied in 2004. The tags cost one dollar \$1.00 each, and Gardiner Angus Ranch will rebate this cost for each qualifying tag.

To participate in the AngusSource program, commercial customers must first complete the "Beef Improvement Records" enrollment form, available in printed form from the American Angus Association (AAA), or online at [www.angussource.com](http://www.angussource.com). Then, tags may be ordered in either of the same fashions...on [www.angussource.com](http://www.angussource.com) or by calling the AAA. **Allow at least two weeks for tag orders to be processed and shipped to you.**

After tags have been ordered, fax or mail a copy of the AAA receipt/invoice (you will receive this from the AAA a few days after your order is processed) to Gardiner Angus Ranch. If you are using bulls not purchased from our family, please indicate the total number of tags ordered for Gardiner-sired calves only, and we will send you check for these tags.

## Beef Record Service

The Beef Record Service (BRS) provides a system for commercial producers to keep performance records on their animals, regardless of breed composition. These records can be used as valuable decision-making tools to enhance ranchers' profitability.

Producers can submit information on their cowherd, including sire information, breeding records, calving and weaning data, and any additional performance or carcass data collected on their calves. For \$2/calf this raw data is then converted into more comparative numbers according to Standardized Performance Analysis (SPA) guidelines. This information can help producers make selection decisions on their cowherd, while it supplies information to help market the calf progeny as high-valued steers and replacement heifers.

If producers are interested in submitting and/or viewing their BRS data via computer, they can access the BRS Online site at [www.angusbrs.com](http://www.angusbrs.com). To give BRS Online a try, visit the online demonstration at [www.angus.org/brsdemo](http://www.angus.org/brsdemo).

For more information on either the **AngusSource** program or **Beef Record Service**, contact the AAA Commercial Programs department at 816-383-5100 or go to [www.angus.org](http://www.angus.org). Thank you for your continued use of Gardiner Angus Ranch genetics!

**The fall bulls offered in our 2004 production sale finished an 84 day test with an ADG of 5.61 lbs./day with an average dry matter conversion of 4.47 lbs. of feed per pound of gain. Their cost of gain was \$38.50/cwt. If you sell cattle by the pound, that's valuable genetic information!**

# Kansas Beef Producer Wins Prestigious Vision Award



— Released by the National Cattleman's Beef Association, February 5, 2004, Denver, Colorado

Henry Gardiner, an Angus cow-calf producer from Ashland, Kan., has been named the recipient of the Beef Industry Vision Award, presented by the National Cattlemen's Foundation (NCF). The award, sponsored by Ford Motor Company, was presented at the 2004 Cattle Industry Convention in Phoenix.

The Vision Award was established to recognize the best beef innovator of the year. The recipient is an individual whose innovation has been incorporated into their operation and has enhanced their business and the cattle industry overall. Nominees were evaluated on the basis of effective use of technology, impact on production costs, ingenuity of implementation, innovative marketing, impact on the industry and optimum resource management.

Gardiner's work with Dr. Richard Willham of Iowa State University in developing an accurate Angus genetic evaluation was a key to the development of the Angus breed in this country. The constant improvement of that database over the past 10 years has allowed the breed to become one of the major beef breeds in the world.

"We are living in a time when the tools for genetic improvement in beef cattle are more numerous and more powerful than ever before," said Gardiner. "The use of many of these tools at Gardiner Angus Ranch has resulted in a rapid genetic improvement that we would have thought impossible just a few years ago."

Other finalists for the Vision Award were Erick Jensen of Wolfe's Neck Natural Beef in Freeport, Maine, and Mehrten Homer of Painted Hills Natural Beef in Fossil, Ore.

*Editor's Note: Following is Henry Gardiner's acceptance speech presented upon receiving the Vision Award.*

As a spokesman for the Gardiner Family, I want to say to NCBA and Ford Motor Company thank you very much for this prestigious award. We also wish to thank the Kansas Livestock Association for nominating us. My wife, Nan, and I are pleased that our three sons, their wives and our eight grandchildren are all here to share this award. It is an honor that we will remember for a long time.

We are living in a time when the tools for genetic improvement in beef cattle are more numerous and more powerful than ever before. The use of many of these tools at Gardiner Angus Ranch has resulted in a rapid genetic improvement that we would have thought not possible just a few years ago.

I was a member of the American Angus Association board of directors from 1978 to 1983. During that time I was on the Breed Improvement Committee. Dick Spader was the Angus staff member on that committee until 1981, when he became the executive secretary for the association. John Crouch took Dick's place in charge of performance programs. John Crouch became the Angus executive secretary in 2002.

Dr. Richard Willham of Iowa State University was the technical advisor to the Angus Association. I believe that Dr. Willham's accurate genetic evaluations saved the Angus breed from obscurity. This accurate database has allowed the Angus breed to become one of the major beef breeds of the world. Dr. Willham also advised other beef breeds and even made a presentation to the racehorse people. Dr. Willham described in very glowing terms how useful this tool could be used to produce faster horses. The racehorse folks informed Dr. Willham that things were going very well as they

were. They suggested that his genetic predictions just might screw things up. During this same time Dr. John Pollack, Dr. Dick Quas of Cornell and Dr. Larry Beneshek of the University of Georgia all were performing genetic evaluations for several different beef breeds.

I do not believe that we beef breeders have shown the appropriate appreciation to these geneticists, and others who have contributed to the technology that we use today.

On our ranch, our three sons have incorporated a lot of the present day technology in an effort to make GAR cattle better beef animals each year. Artificial insemination or embryo transfer is used to breed all females, either registered or commercial, without the use of clean-up bulls. We incorporate the genetic evaluation tools that are available in order to select the top 10% of our females for donors each year. These elite sets of donors are the dams of 70% of our registered calf crop. The use of real-time ultrasound for end product traits allows us to gather data on all of our registered bulls and females each year. Last year we made 1472 scans on our yearling registered animals. In the old days we could only progeny test three sires per year, and it took us three years to gather the data.

Now, if you will allow me I would like to change the subject from the production of beef, to talk briefly about the beef industry. At the present time there are some in our industry that want to:

**Eliminate the beef check-off**  
**Eliminate the large packers**  
**Eliminate grid marketing**  
**Eliminate the NCBA and its affiliates at the state level**

I read almost every week what **they** want to **destroy**. I have never read how or what **they** want to **build**.

Eliminating the beef check-off is saying "I do not want to invest even \$1 per head in the future of the beef industry". That is unbelievably greedy and shortsighted.

Eliminating the large packers would, among other things, make the cost of processing considerably higher. I have seen data to indicate that the processing expense can be \$120 per head higher on smaller, less efficient processing plants. This added expense would equate to less revenue for the producers, not more.

I can understand the objections to grid marketing as the lower quality cattle may set the base price. However, without grid marketing we are back to one price buys the GOOD, the BAD, and the UGLY! Thus there is no incentive for producers to produce a better product. IF, the beef cattle business wants a more successful future, we will HAVE to produce a better product. We need to have our consumer's give us clear economic signals.

Eliminating NCBA and its affiliates?? Rather than do this, why don't you, and I, and all of us make NCBA and affiliate state organizations even BETTER IN THE FUTURE!!

# USPB records large grid premiums during fourth quarter

— reprinted with permission

During the fourth quarter of 2003, average per head premiums on U.S. Premium Beef's grid were the highest ever paid by the company on a quarterly basis. All cattle marketed through USPB averaged grid premiums of \$36.01 per head. Even more impressive, the top 25% of USPB cattle averaged grid premiums of \$91.05 per head; the top 50% averaged \$63.25 per head better than cash and the top 75% of USPB deliveries averaged grid premiums of \$52.89 per head.

Consumer beef demand, both domestic and international, coupled with tight supplies of high quality cattle drove grid inputs to record levels during the quarter. U.S. Premium Beef's Prime premium averaged \$31.22 in the last three months of 2003. The company's Choice premium averaged \$22.35 while our Certified Angus Beef and Farmland Black Angus premiums average \$8.28 and \$6.78 respectively.

## Profit Proven Commercial Angus Female Sale tops '02 mark

The five commercial Angus ranches participating in this year's Profit Proven Commercial Angus Female Sale presented the offering to a packed house at the Pratt Livestock Auction, December 1. The 2002 value-added benchmark set by the inaugural Profit Proven Sale was surpassed by the 2003 offering. At the end of the day, 1,121 head sold to 28 buyers from 8 states.

Each female sold in the Profit Proven sale carried the American Angus Association's AngusSource ID tag verifying state of origin and herd location. The offering was sired by Gardiner Angus Ranch sires or sons of GAR sires or bred to GAR bulls. The herd health of all five participating ranches is overseen by Ashland Veterinary Clinic. Health and vaccination information was available sale day on the entire offering.

USPB's grid continued to reward quality carcasses during the fourth quarter—but never before to this extent. Quality grade contributed \$37.56 per head to the overall average per head grid premium during the quarter. (See table 1 below for details) For perspective, quality grade premiums set a record on USPB's grid during the company's fiscal year 2003 with an average premium of \$18.59 per head.

**Table 1. Premium Breakdown**

	4th Quarter 2003
Quality Grade	\$37.56
Yield	\$6.04
Yield Grade	-\$5.83
Outweights	-\$1.76
Overall	\$36.01

Not surprisingly, USPB members set individual lot premium records in the last quarter of

2003. One hundred-twenty-two lots averaged over \$100 per head in grid premiums during the last quarter of 2003. Eighteen lots averaged grid premiums of more than \$150 per head during that time. USPB also set an individual lot premium record on December 22, when cattle out of a Kansas feedlot earned a \$285.57 per head premium.

USPB cattle continued to grade and yield well in the fourth quarter making these strong grid results possible.

*Since 1999, GAR-influenced cattle sold through U.S. Premium Beef® have returned over \$1,293,720.00 in premiums and dividends to our customers!*

No. Head .....	Average
12 Bulls .....	\$1,329
107 3-4-year-old cows .....	\$1,173
169 Bred heifers .....	\$1,227
20 Fall pairs.....	\$1,545
83 5-year-old-cows .....	\$1,042
168 6-year-old-cows .....	\$1,060
184 7-year-old-cows .....	\$1,002
378 Open heifer calves .....	\$701

**1121 hd. totaled \$1,094,535 for a \$976 ave.**

The five ranches participating in the 2003 Profit Proven Sale include Giles Ranch Company, Clark County, KS; XIT Ranch, Meade and Seward Counties, KS; Irsik Ranch, Finney County, KS; Mule Creek Ranch, Comanche County, KS; and Merrill Ranch, Comanche County, KS. All participating ranches are long-

time Gardiner Angus Ranch customers and diversified commercial operations.

The Profit Proven Group consists of Gardiner Angus Ranch customers with a common goal of providing the beef industry with a superior product and realizing increased profits from proven genetics in a value-based marketing system.

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



Ashland, KS 67831  
HC 1, Box 290



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# USPB records large grid premiums during fourth quarter

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During the fourth quarter of 2003, average per head premiums on U.S. Premium Beef's grid were the highest ever paid by the company on a quarterly basis. All cattle marketed through USPB averaged grid premiums of \$36.01 per head. Even more impressive, the top 25% of USPB cattle averaged grid premiums of \$91.05 per head; the top 50% averaged \$63.25 per head better than cash and the top 75% of USPB deliveries averaged grid premiums of \$52.89 per head.

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Please clip, place in an envelope and return to: Gardiner Angus Ranch, HC 1, Box 290, Ashland, KS 67831 or email request to: gar@ucom.net



Please send me a catalog for the Gardiner Angus Ranch Production Sale, Saturday, April 3, 2004, at the ranch, Ashland, Kansas



HC 1, Box 290  
Ashland, KS 67831  
or email request to:  
gar@ucom.net

Name: \_\_\_\_\_

Ranch Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_