



The GAR REPORT

Winter 2003

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

Editor's note:

This issue of the GAR Report features results of a commercial cow sale of three long time Gardiner customers. The sale was necessary because of drought, but the results prove progressive cattlemen place greater value on reliable genetic information. Also, in this issue is information regarding the Gardiner Angus Ranch's 24th Annual Production Sale and the Best of the Breed beef carcass value contest. Gardiner genetics again made money in the largest purse ever for a carcass contest.

Also in this issue is an article written by Dr. Randall Spare, GAR's veterinarian, that addresses drought issues, nutrition and disease management.

Once again, we thank our friends and colleagues, Troy Marshall, Seedstock Digest; and Wayne Vanderwert for allowing us to reprint their editorials.

1,000 Head sell April 5, 2003, at the 24th Annual Gardiner Angus Ranch Production Sale, Ashland, KS.

Our 2003 sale offering represents possibly the most consistent group of cattle, both bulls and females, to sell ever at Gardiner Angus Ranch. The 412 bulls selling, once again, represent a program that is 100% A.I. or embryo transplant since 1964. In other words, no clean up bulls are used in our breeding program. Our disciplined breeding program uses only high accuracy bulls through A.I. or ET and ensure GAR customers have predictable genetics backed by sound science and accurate data.

Three hundred twenty five of the 2003 sale bulls or 73% are the result of embryo transfer. 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 85 days at Beefland and Triangle H Feedyard, Garden City, KS. Their start weight was 816 lbs. and out wt. was 1,285 lbs. Their ADG was 5.52 lbs./day with an average dry matter conversion of 4.43 lbs. The average EPDs of the 412 bulls offered in the sale are: BW +1.8, WW +40, Milk +22, YW +81, and average ultrasound EPDs %IMF +.17, REA +.22, %RP +.10. "Producing pounds in the right package" has always been our goal and we believe

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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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Our customers realize the value of genetic information as 1175 GAR influenced cows and heifers post impressive average

On November 18, 2002, three long-time Gardiner customers sold 1175 cows and heifers in a cow herd reduction sale due to drought. The entire offering averaged approximately \$200 per head above cash market. Our customers realized \$240,000 more because of the value paid for genetic information.

SALE AVERAGES:

262 Two year old females\$1,125

215 Three year old females	\$1,078
158 Four year old females	\$1,059
61 Five year old females.....	\$971
51 Six year old females.....	\$964
83 Seven year old females	\$831
30 Bred heifers	\$985
289 Open heifer calves.....	\$621
21 Bulls	\$1,617
Total	\$1,138,130

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GAR PRIME DESIGN

B/R New Design 036 X GAR Precision 1928

Prime Design could be the best bull stud prospect that GAR has ever raised. Prime Design combines the elite growth and end product genetics of New Design 036 and Precision. Prime Design ranks in the top 10% among all non-parent Angus bulls for YW, while also ranking in the top 1% for IMF and RE, while still ranking in the top 10% of the breed for % Retail Product. Prime Design's dam, G A R Precision 1928 is the all time high ultrasound daughter of G A R Ext 614, and also a full sister to the highest selling cow in GAR history, G A R Precision 939. Unfortunately, we lost 1928 as a two year old, but we expect her genetics to live on through Prime Design. Prime Design sells as Lot 1.



G A R EXPECTATION 6901

GAR Expectation 4915 X GAR Precision 2536

"6901" is a son of Expectation out of the dam of Grid Maker, G A R Precision 2536. Expectation is siring fault free cattle that excel for a multitude of traits. 2536 is arguably the most valuable cow in the Angus breed today. 6901 ranks in the top 1% of the breed for YW and IMF. 6901 could be a valuable asset to any breeding program serious about the business of beef. He sells as Lot 2.



G A R GRID MAKER 6651

GAR Grid Maker X GAR Explosion 2108

"6651" is a unique genetic combination of growth, muscle, and end product merit. Ranking in the top 1% among all non-parent Angus bulls for YW and RE. Simultaneously, 6651 ranks in the top 10% of the breed for %RP, and the top 20% of the breed for IMF. Additionally, all of this power is packed in a moderate framed package that ranks in the bottom 25% of the breed for frame. Grid Maker is siring more muscle and power than any bull we have ever used. This son, who is double bred to the Scotch Cap 867 cow, could be one of best genetic packages to sell in 2003. He sells as Lot 5.



G A R PRECISION 6551

GAR Precision 1680 X GAR Ext 1157

6551 is a full brother in blood to Select Sire's Yield Grade. Yield Grade is one of the highest scanning (REA), heaviest muscled bulls ever produced at Gardiner Angus Ranch. 6551 is definitely following his lineage. 6551 ranks in the top 2% of the breed for %IMF, top 1% for RE and top 2% of the breed for %Retail Product. His balanced performance and exceptional ultrasound data make 6551 a unique genetic opportunity. He sells as Lot 14.



G A R Focus 6321

SAF Focus of ER X GAR Precision 706

Maternal brother to 2620, 2609 and 1390 out of GAR Precision 706, the high selling cow in the Grand Plan 2000 to Kahn Cattle Co., and is the "highlight" female in their upcoming dispersal. The 706 cattle have been some of the highest performing cattle ever at GAR. 6321's performance ranks him in the top 5% for weaning, top 10% for Milk, top 5% for yearling supported by equally impressive ultrasound stats of top 4% for %IMF, top 3% for RE and top 15% for %RP. He sells as Lot 3.



G A R Focus 7681

SAF Focus of ER X GAR 6807 Traveler 504

7681 is another powerful bull that traces back to the Scotch Cap/SH11 genetic heritage that will always command great respect at Gardiner Angus Ranch. 7681 combines outstanding performance EPDs that rank him in the top 2% for weaning and top 15% for milk and top 2% of the breed for yearling weight with ultrasound numbers in the top 3% for %IMF and top 15% for RE. 7681 sells as Lot 10.

the EPD average of this offering proves our selection process is working.

The table below compares the average EPDs of the 25 bulls that registered the most calves in the entire Angus breed with average EPDs of the GAR bulls in the sale for 7 different traits. In this top 25 of the most widely used bulls in the breed producing last year's registered calves are 7 bulls that we have used extensively in our breeding program. In comparing the 7 different traits, there is little difference in most of the traits between the two bull groups.

Each year we sell at least 25% of our cow herd. One of the primary reasons we decided to expand our embryo transplant operation 17 years

ago was to provide our customers the opportunity to select from ALL our genetics.

This year the offering includes 30 of the strongest donor females to be offered as a group at Gardiner Angus Ranch. Ten of the donors are 2 year-olds that are open and ready to collect. Twenty of the donors are 3 year-olds that represent our 2002 donor herd. These females are full and half sisters to many of the females sold the past few years that have gone on to produce literally hundreds of thousands of dollars in progeny for their new owners. We are selling 92 bred cows with heifer calves. These females represent most all of our three year olds and are some of the very best we have to offer. The offering also

includes 30 registered bred cows and 158 registered bred heifers. This represents a true opportunity to purchase GAR genetics as young females with years of productivity ahead. Once again, we will include 76 spring ET heifers. This category of young females is some of the most valuable genetics in the sale. These ET heifers represent a true picture of Gardiner Angus Ranch's breeding discipline—breeding high accuracy sires to daughters of high accuracy sires. We think the results speak for themselves. The offering of 130 bred commercial females represent descendants of Ralph Gardiner's Angus herd begun in the early 1930's. Since 1964, these commercial females have been bred total A.I., just as the reg-

Average EPDs of GAR Sale Bulls vs. AAA Top 25 Angus Bulls

Avg. EPDs	Performance EPDs				Ultrasound EPDs		
	Birth Wt.	Wng. Wt.	Milk	Yrlg. Wt.	%IMF	REA	%RP
412 GAR Bulls	+1.8 (Top 30%)	+40 (Top 25%)	+22 (Top 20%)	+81 (Top 15%)	+17 (Top 10%)	+22 (Top 20%)	+10 (Top 35%)
Avg. EPDs Top 25 Angus Bulls	+2.7 (Top 50%)	+42 (Top 20%)	+23 (Top 15%)	+83 (Top 10%)	+15 (Top 15%)	+30 (Top 15%)	+16 (Top 25%)

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Fashionable Females

—Wayne Vanderwert, *BEEF Magazine*, November, 2002 (Reprinted with permission)

Years ago, fresh out of college as a 4-H Extension agent on a club tour, I asked a 4-H'er what she would do to get her market barrow ready for the county fair. She said she intended to clip his ears, the long hairs off his belly and flank and most of the hair off his tail to leave a trimmed switch.

"Whoa," I thought to myself, "an educable moment." Gingerly, I explained that we didn't trim the hair in that manner any more, and that (at the time) we liked to leave those coarse hairs to give a stouter appearance to the show pig.

I watched as horror spread over the faces of many of the parents on the tour. This was totally contrary to what the 4-H Swine Manual instructed.

One 4-H mother—one of those city-type people who lived on acreage so the kids could take advantage of the 4-H experience—spoke up. "What does this really have to do with the quality of pork this pig will produce?" she asked.

"Leave it to those city people," I thought, "all they care about is the quality of the food in the grocery store." I should have dwelled on that thought a lot longer.

STILL HUNG UP ON VISUAL

It strikes me that compared to all the other livestock species, we in the beef business still hang on to visual appraisal as something that's very important. I think it's holding us back from making real progress on some important consumer issues.

■ The commercial dairyman buys semen based on proofs and watches his rolling herd average like a hawk.

■ It's difficult for me to imagine Joe Luter III, CEO of Smithfield Foods, knocking off early some afternoon this past summer to catch the Yorkshire boar show at the county fair, much less letting what he saw impact the work of Smithfields' genetics team.

■ If I were a broiler geneticist with a new line and an audience with Tyson Foods, they'd be interested in my research results for gain, efficiency and white meat yield. They probably wouldn't even ask to see the bird much less ask about the feather color.

In this day of value-based market grids, we have the incentive to make the end-product better. With emerging efforts in traceback, the seedstock provider, cow-calf producer and feedlot manager all have a stake in combining genetics and management decisions that influence product quality.

In a recent conversation with representatives of a packing and branded-product concern, it became apparent to me that the cattle price spreads are going to widen even further in the future. In other words, more sophisticat-

ed marketing grids will emerge with greater premiums and deeper discounts.

My genetics teachers all agreed that the more traits we select for, the lower the selection pressure in any one trait. With real money riding on the end-product attributes, and still a need for a high level of fertility, milk, growth and a handful of convenience traits like sound udders, can we really afford to put a lot of emphasis on the old cow winning a beauty contest as well?

I've bounced across many producers' pastures to look at their cows and received a dissertation on the amount of purple in the pedigree of this cow and that cow. I sometimes would spot a cow we'd weaved around to avoid seeing but nursing a big strapping calf. Curious, I'd inquire about her story.

"That old cow weans the biggest calf every year," would be the response, "calves like clockwork, but she's not much to look at." After pressing for more details, I'd learn that she was the daughter of some long-forgotten A.I. bull, which came out of some performance program.

"After we saw her we decided we didn't need to use that bull anymore," my host would explain. "Yup," I sarcastically thought, "we sure wouldn't want many cows like that in seedstock herds."

I'd be the first to admit we can't just ignore visual type, structure and a lot of traits connected with convenience and longevity. Our eye and a few cranial cavity cells can still do a better job of compiling that information than a Best Linear Unbiased Prediction (BLUP) analysis.

The bone that I have to pick is that the show ring has jerked this industry from one extreme to the next, and we never really get the signal to stay in the middle and concentrate on the traits of importance. Maybe I'm just now getting old enough to recognize these so-called pendulum swings.

The big, flat-muscled, shallow cattle of the past didn't make any sense to me at the time. Now, I look at breed magazines and see every one starting to chase a club calf sire look.

For years, I've heard seedstock producers comment that the target is always shifting. From the show ring's perspective, they're right. But efficiently producing a 7- to 8-weight, Choice, Yield Grade 2 carcass would have been in vogue in the 1970s, the '80s, the '90s and today. And I'll bet it will be a long time into the future.

Wayne Vanderwert, PhD, is a partner in H-Squared Genetics near Madison, MO. He consults in the beef industry, helping seedstock and commercial producers identify future trends and prepare for the inevitable. E-mail him at vanderwert@aol.com.

U.S. Premium Beef continues to be one of the industry's greatest success stories

(reprinted with permission from Troy Marshall, Seedstock Digest, January 27, 2003)

USPB announced this week that the company paid its members \$18.5 million in total grid premiums and \$11.7 million in patronage dividends. Additionally, shareholders saw their stock appreciate another \$13.1 million in the last fiscal year. In a year that saw the cattle industry rocked by outside forces and in a year where the stock market and economy performed poorly, USPB provided a 114% return for producers who delivered cattle and invested in the company initially. Founding USPB shareholders who delivered cattle have realized a total return on investment of 426% on a cumulative basis (figure includes stock appreciation, grid premiums and patronage dividends). For those producers who purchased shares and then gave away their delivery rights the ROI on their initial investment is 285%, even taking out the unrealized gains of stock appreciation still provides investors with a 159% ROI. The investment has also been good for those who didn't take advantage of the initial opportunity. Those who purchased shares in 2002 experienced a ROI of 33%, according to USPB as grid premiums averaged \$22.39 and patronage dividends \$14.20/head delivered for 2002 (this figure excludes any appreciation in share price which has seen shares trade as high as \$140 recently).

It is important to recognize that with record production levels the last three years packer profitability has been very strong, and that the economics of the packing industry are expected to falter as we enter into the expansion phase of the cattle cycle. Nevertheless, the nation's largest integrated beef processor has proven that a company can increase profits for producer/owners by enabling them to provide a high percentage of their offering into value-added branded product lines. Their most recent press release listed six different branded product lines that their 1,800 producers can sell into. Producers' cattle are also being marketed directly to consumers through the Kansas City Steak Company via mail order. In the last year, Farmland National Beef grew its case-ready business, increased processing capacity, grew market share in the lucrative Japanese market, and invested heavily in food safety initiatives.

USPB is one of the great success stories of our industry in the last five years, as it has not only survived but thrived. USPB's success bodes well for the cooperative in Iowa that will open their refurbished plant in the very

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Harvest Time: Learning from the past, making decisions for the future

by Dr. Randall Spare, Ashland Veterinary Clinic, (620) 635-2641

Harvest time is the part of the ranch year that is usually most exciting. Producers find out how much their calves weigh and what percentage of the cows are bred. Managers observe whether they made the right decisions in terms of bull selection, supplementation of winter feed, vaccination programs, and disease control. As we are beginning to preg-check, we find, in spite of the drought, many herds have greater than 95% pregnancy rate with the majority of the pregnancies early in the breeding season. I suggest that these optimum pregnancy rates do not occur by chance, but by careful attention to detail.

As with any manufacturing or production oriented business, inventory management is the driving force of profitability. If we purchase or raise a bred female, she will cost \$800-\$1100; therefore, it is important to keep her in the herd as long as possible. Realize, also, that the value of land assets may range from \$3000-\$4000 per cow/calf pair. Because of such a large investment, female retention and reproductive efficiency becomes a major step in having a positive return on investment. Biological efficiency has economic limitations, however, it is important to place each cow in a position to win (i.e. early conception).

Conception rates are optimum when the nutritional requirements are met for each cow, when infectious diseases are controlled with vaccination and diligent surveillance, bull fertility is maximized, and cows calve unassisted.

NUTRITIONAL REQUIREMENTS: Meeting the cow's nutritional needs is the first area of consideration. As we move towards known quantity genetics and have less genetic diversity within a cow herd, it becomes easier to feed cows according to the nutritional needs of each cow. Having a short calving season also allows the use of supplemental feed for a minimal time period. The use of BCS (Body Condition Score) to assess the nutritional status of the herd is helpful. If we desire the mature cow to be in a BCS of 5.0-5.5 at calving, the winter supplementation can be planned according to the BCS at preg-check time. As we have been in a drought this year, several clients have weaned calves in July and August, allowing cows to gain weight, improving BCS without the demand of the calf at side. This is a practice to consider even if a drought is not present. Combining a short calving season with a watchful eye on BCS will insure that a majority of the cows are cycling at the beginning of the breeding season.

DISEASE MANAGEMENT: Disease control is threefold in nature. First, practicing biosecurity measures and quaran-

ting any new animals is necessary. Secondly, vaccinate for disease that can cause decreased fertility. And third, monitor diseases that decrease the pregnancy rate. All animals introduced in the herd should be quarantined for



Farm managers learn from last year's decisions and plan for the future.

30 days and be tested individually or from a herd that has practiced diligent BVD surveillance. Persistently infected (PI) animals can introduce and propagate BVD in a cow herd. Not only will BVD decrease fertility; it can also increase the incidence of congenital defects, scours, respiratory disease, footrot, and pinkeye. As an animal is quarantined, before entry into a herd, it can be observed for any other diseases.

Secondly, vaccination is another tool of disease management. Vaccination attempts to raise the level of immunity beyond the threshold of disease challenge. Immunizing heifers prior to breeding with two doses of MLV IBR, BVD and one dose of Vibrio/Lepto is a minimum vaccination protocol. Vaccination programs will vary from ranch to ranch depending on the level and risk of exposure.

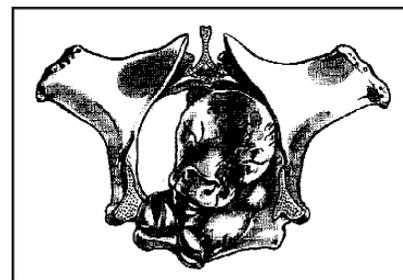
The third prong of disease management is surveillance for diseases if there is decreased fertility or increased incidence of sickness. In the last few years, test procedures have

become available to screen for BVD and Trichomonas. Understand that even with complete vaccination programs and good biosecurity measures, disease can invade a cow herd. Never assume that your cow herd is completely immune.

BULL MANAGEMENT: should be maximized. Breeding Soundness Exam continues to be the benchmark to cull infertile bulls. Proper bull nutrition for several months prior to turnout will insure good athletic ability as well as quality semen production. Bulls should be tested for persistently infected BVD. If virgin bulls are not used, testing for Trichomonas becomes critical.

Finally, calving difficulty or dystocia can be eliminated with low birth weight, high accuracy bulls. With the information available today large fetuses can be eliminated from a cow herd. Research shows that a lengthy labor or dystocia will increase the re-breeding interval. Increasing this time period will cause for late bred or open cows.

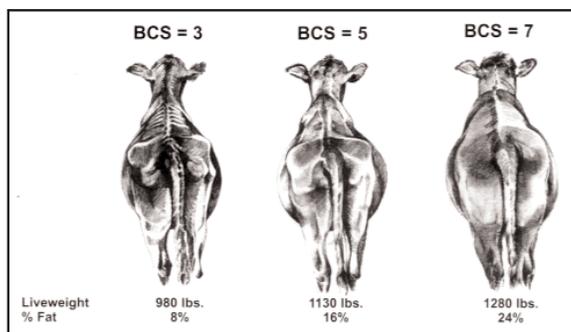
Animal agriculture will always face many challenges such as weather, meat price, world politics, grain prices, food safety issues, or public demand. As livestock producers, persevere through these unknowns, they can place themselves in a position to be profitable by



Calving difficulty can be eliminated with selection of high-accuracy, low birth weight bulls.

maintaining their cow inventory. Magic or smoke and mirrors are not needed, but a commitment to "do the common things uncommonly well".

The benefit of weaning calves on the ranch is greater than the risks of weaning after shipping to a feedyard. In looking at possibilities of weaning at the ranch, one might consider weaning calves across the fence from the cow. This relieves the anxiety of not being able to see and nurse the cow, while the calf becomes accustomed to eating a ration. If there are health problems, you as a rancher are more equipped to handle the situation than a large feedlot. After the calves are weaned and accustomed to a ration, they can go to wheat pasture, grass or a feedyard. As I observe cattle in feedyards, calf crops that are weaned and well vaccinated before coming have very few health problems. These are the cattle whose genetic potential is fully maximized.



Decisions on winter supplementation to have cows at BCS 5.0 to 5.5 should be made at preg. check time.

Gardiner Sires Place At The Top of Best of the Breed

The largest purse ever put up for a beef carcass value contest a total of \$244,500 was awarded Jan. 29 to 26 Angus producers and feeders at the National Cattlemen's Beef Association 2003 Cattle Industry Annual Convention and Trade Show in Nashville, TN.

The "Best of the Breed" (BoB) Angus challenge was announced at the 2001 Summer Conference in Denver, CO, and began taking entries that September.

All of the grand prize winners came from Kansas or Nebraska in Region VII, and all were sorted at least once by technology created by the organization that came out on top. Kansas State University (KSU) Ag Research Center-Hays (ARCH), Hays, KS, licensed its ultrasound technology, partially funded by the Kansas Beef Council, to Cattle Performance Enhancement Co. (CPEC), Oakley, KS.

ARCH won the \$100,000 prize with an entry of 80 steers from registered Angus bulls worth an average of \$132.05/cwt. of carcass. Most of the steers came from the ARCH herd and featured bulls from Green Garden Angus, Ellsworth, KS, and 20 were sired by bulls from Gardiner Angus Ranch. The steers were sorted twice using ultrasound.

Winning \$50,000 for reserve champion pen in the contest was Wickstrum Farms, Westmoreland, KS, with 160 steers that came within 13 cents of the top, at \$131.92/cwt. All of the steers came from Fink Angus, Manhattan, KS, and were sorted once by ultrasound.

In addition to the grand prize winning pen, Gardiner bulls were used in other pens finishing "in the money" including Region IV 3rd place, owned by Means Ranch Co., fed by Triangle H Grain & Cattle Co. @ \$124.35/cwt. of carcass and Region VII 3rd place, owned by Blair Bros., Sturgis, SD, fed by Pokey Feeders Inc. @ \$128.94/cwt. The Top CAB-fed pen (\$128.92) enrolled by Ron and Tory Borell, Dighton, KS, and fed by Triangle H also used GAR genetics.

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

Repeat Buyer Discount

We think it is important to recognize and reward the many repeat buyers of GAR cattle. Once again, buyers who purchased cattle in 2002 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 2002, you are not eligible for the discount. However, if you purchased cattle in 2002, you will receive a 5% discount, should you decide to purchase cattle in our 2003 Sale. This 5% discount is determined after all credits have been subtracted from the gross purchase price.

GAR 24th Annual Production Sale

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G A R Precision 819

GAR Precision 1680 X GAR 6807 Traveler 673

Possibly the best ever donor from the standpoint of genotype and phenotype in the history of GAR. 819 from a genetic standpoint ranks in the top 10% of all Angus dams for yearling weight, while also ranking in the top 1% of all Angus dams for %IMF, RE and the top 3% for % Retail Product. 819 is one of the all time high performing heifers in our history from the standpoint of weaning weight and yearling weight ranking first in each of these categories while competing with 181 other ET heifers at GAR. In addition, 819 had an adjusted %IMF of 6.89 to ratio 183, and an adjusted RE of 12.4 to ratio 127 among her 175 contemporaries, this too, ranked 819 first in these end product merit measurements within her management group. Proclaimed by many leading Angus breeders to be the most complete female from a visual appraisal in our history. 819's first calf ratioed 117 at weaning, and 111 at yearling. 819 has as much or more potential to make a contribution to the Angus breed as any cow in the entire history of Gardiner Angus Ranch. She sells as Lot 414.



G A R Precision 810

GAR Precision 1680 X GAR Ext 614

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. 810 is no different. She is a full sister to 939, 1639, 1709, 2709, 2168, and 2208, and the six full brothers that sold in 2002 grossed \$448,000. The reason this family has created so much value and excitement is because these cattle consistently rank in the top 1% of the Angus breed for all of the end product merit traits. In addition they are also in the top 4% of the breed for YW. "614" could be the best daughter ever of the legendary EXT, she is certainly the best EXT daughter in GAR's history. 810 is destined to continue the family tradition of adding genetic excellence to the beef cattle industry. Sells as Lot 418.



G A R FOCUS 2620

SAF Focus of ER X GAR Precision 706

G A R Focus 2620 is a powerful daughter of SAF Focus out of Pinnacle's tremendous sister G A R Precision 706, the high valued donor of Kahn Cattle Co. 2620 offers a unique blend of low birth weight, high growth cattle that excel for carcass traits. 2620 ranks in the top 1% among all current Angus dams for YW and RE, and in the top 2% of the breed for %IMF. With some of the great sire choices our breed offers today like Bon View New Design 1407, 208, 878 and others, 2620 allows the creation of cattle that are true "Power Calving Ease Cattle, with maternal, muscle, and marbling". 2620 will be one of the most valuable donors that GAR has ever sold. She is what we call a Donor! She sells as Lot 419.



G A R NEW DESIGN 1779

B/R New Design 036 X GAR Precision 2536

1779 is a daughter of G A R Precision 2536 who is possibly the most valuable proven donor in the United States. 1779's maternal brothers are Grid Maker, Rito 111, Rito 112, and Rito Plus. All these bulls are making genetic contributions to the Angus breed with their ability to sire pounds, muscle, marbling, and functionality, all within a moderate frame package. 1779 is no different than her relatives. She ranks in the top 1% of all Angus dams for YW, %IMF, and RE. 1779 also ranks in the top 4% among all Angus dams for % retail product. 1779's first calf ratioed 108 at weaning, 105 at yearling, 132 for %IMF and 82 for RE. The YW & %IMF ratio of this calf is even more remarkable when you consider the fact this calf was sick for a couple of weeks just prior to her ultrasound and YW measurements. 1779 offers some of the best genetics that GAR has to offer and sells as Lot 425. Two full sisters, GAR New Design 1200 and GAR New Design 50 also sell as lots 415 and 416.

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Free Delivery For The 24th Year

Since our first production sale twenty-four years ago, we have offered free delivery, sometimes to central locations, in the lower 48 states for cattle purchased in the sale. 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 the 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.

GAR 24th Annual Production Sale

(continued from page 5)

istered herd, using the same sires as their 3/4 to 7/8 sisters in the registered herd. The only difference is their ancestors were never registered. These commercial females offer an opportunity to purchase proven, value-added genetics whether you market your calves by the pound or on the rail.

SELLING 1,000 HEAD

410 Bulls • 600 Females Including:

- 33 Registered donor cows
- 92 Cows with heifer calves at side (3N1s)
- 29 Registered bred cows
- 158 Registered bred heifers
- 76 Spring ET heifers
- 130 Commercial bred heifers
- 5 Quarter Horse Colts

If any of us at Gardiner Angus Ranch can be of assistance in regard to the sale offering or sale accommodations, please give us a call or email.

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We look forward to seeing you April 5, 2003!

U.S. Premium Beef

(continued from page 3)

near future, as their business model is essentially the same as USPB.

The only dark cloud near USPB is one hovering over its partner in FNB, Farmland Industries. Farmland has made it very clear that they have no intention of selling their ownership in FNB which is not part of Farmland's bankruptcy. Farmland's restructuring plan calls for creating a new, leaner company focused on their pork and beef processing business. Farmland's creditors are believed to be widely receptive of this plan and are expected to approve it. However, Smithfield continues to be very interested in acquiring the meat processing business and has continued to express interest despite being rebuffed by Farmland's management team. Smithfield has shown the depth of their interest by hiring a company to purchase Farmland's debt obligations from its creditors. In response Farmland has asked the bankruptcy court to limit such transactions to five million dollars. If Smithfield is successful in acquiring a majority of the debt, they would also hold the majority voting position when it comes to accepting Farmland's restructuring plan, and might be in a position to force the divestiture of the pork business and possibly Farmland's ownership stake in FNB. There are a lot of questions if this scenario develops, but it is important to understand that as a partner USPB holds a preferential position that includes such things as rights of first refusal, and the right to ok potential partners, etc... The question is whether Smithfield will be able to wrestle away ownership in the pork processing business and possibly force the sale of Farmland's position in FNB. In any case USPB's future does not appear to be in jeopardy.

GAR BREEDING GUARANTEE

We guarantee that all breeding cattle sold by Gardiner Angus Ranch, both bulls and females, are fertile to the best of our knowledge. If a bull is injured at any time in the 12 months following the sale as so to make them functionally infertile, we will provide you with a satisfactory replacement (if available), or issue you a credit equal to the bull's purchase price minus the salvage value received for that bull. If a female is determined to be a non-breeder, then we would ask you to sell her and would offer you the difference of her purchase price minus the salvage value as a credit in any future GAR sale. All credit is good until it is used and does not expire. We would simply ask you to contact us before you cull your infertile animal.

This is not a life insurance policy, however. We will not replace a dead animal if it is killed or dies for any reason. We would suggest that normal care still needs to be exercised toward these animals and that particularly the yearling bulls not be allowed to get too thin.

This guarantee is in addition to the Suggested Sale Terms and Conditions of the American Angus Association, which also apply.

SAVE \$50 BUCKS!

Once again, we will CONTINUE to offer free delivery on your sale purchases. In the event your purchases cannot be delivered directly to your farm or ranch, every attempt will be made to deliver the cattle to a location as close to you as possible. Also, if you elect to pick-up your purchases, \$50 will be deducted from the purchase price.



Please clip, place in an envelope and return to: Gardiner Angus Ranch, Amanda Gardiner, HC 1, Box 379, Ashland, KS 67831
or email request to: garthg@ucom.net



Please send me a catalog for the Gardiner Angus Ranch Production Sale,
Saturday, April 5, 2003, at the ranch, Ashland, Kansas



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