



The GAR REPORT

Winter 2008

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

Editor's Note: The focus of this issue of *The GAR Report* is our 29th Annual Sale offering. You will see historical, statistical comparisons of the 2008 offering to past sale offerings. The importance of applying selection pressure for economically important traits is even more relevant and revealing if viewed from a historical perspective. The Gardiner Angus Ranch bull summary illustrates the progress GAR bulls have made since 1999 in ultrasound, EPDs and \$Beef values. Every bull in our 2008 sale is above \$50 for \$B!

We have collaborated with Larry Corah, Steve Suther, CAB, and Bill Beal, Virginia Tech, to pass on some information regarding the use of growth promotants and the negative effects this classification of products can have on high quality beef.

As always, our goal is to continue to pass along helpful industry information as well as information regarding Gardiner Angus Ranch.

If you haven't received your catalog with the March issue of the *Angus Journal*, you can visit www.gardinerangus.com and find a searchable catalog online.

Since 1999, GAR customers using our USPB delivery rights have received over \$2,491,743 in premiums and dividends. If you retain ownership, that's valuable marketing information!

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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1,100 Head Sell April 5 at the 29th Annual GAR Production Sale 9 AM, at the Ranch Near Ashland, KS



LOT 1 • GAR REMEDY

GAR Solution X GAR 1407 New Design 1942

		Ultrasound		\$Values	
BW	+1.7	%IMF	+0.71	Fat	-0.009
SW	+29.99	SG	+35.80	SF	+31.91
YW	+1.92	Milk	+1.30	RE	+0.78
				SB	+60.37

Remedy is one of the best bull stud prospects ever raised at GAR. Solution is the best bull in our history for CED, early growth, and end product. Remedy's dam, G A R 1407 New Design 1942, is one of the elite cows in our heritage. She ranks 11th in the breed for SB, but more importantly her progeny record is truly one of the best we have had for ANY cow. All things considered, Remedy could be the best ever from GAR for CE, growth, marbling, muscle and maternal function. Remedy is leased to Select Sires. Selling half interest and no possession. The buyer will be our partner with Select Sires. This was the last bull selected by Roy Wallace at GAR. We miss Roy, but every time improved beef cattle genetics happen we know he had a part in making it happen. Thanks Roy.

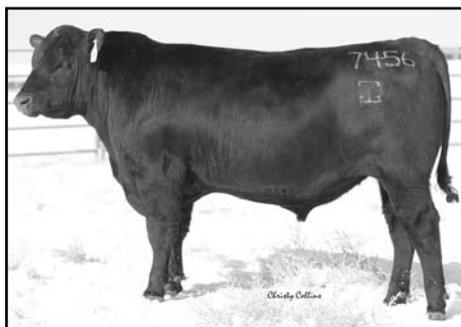


LOT 2 • GAR OBJECTIVE 5496

SS Objective T510 OT26 X GAR Precision 404

		Ultrasound		\$Values	
BW	+2.6	%IMF	+0.61	Fat	+0.011
SW	+33.73	SG	+32.11	SF	+58.40
YW	+1.24	Milk	+2.8	RE	+1.06
				SB	+66.83

5496 is the #3 SBeef non-parent bull of the Angus breed. Note the incredible muscle he displays. He recorded on 18.6" ADJ REA. His dam G A R Precision 404 is a maternal sister to Solution, and she sells with the donors as Lot 443. 5496 is the type of bull that helped make the Angus breed what it is today.



LOT 3 • GAR OBJECTIVE 7456

SS Objective T510 OT26 X GAR 1407 New Design 443

		Ultrasound		\$Values	
BW	+2.5	%IMF	+0.50	Fat	+0.007
SW	+30.42	SG	+29.23	SF	+59.01
YW	+1.23	Milk	+2.8	RE	+0.93
				SB	+63.57

7456 is a tank. Top 1% WW, YW, RE, SF, and SB. He will add pounds of value.



LOT 4 • GAR OBJECTIVE 7486

SS Objective T510 OT26 X GAR 1407 New Design L1094

		Ultrasound		\$Values	
BW	+6	%IMF	+0.69	Fat	+0.010
SW	+33.39	SG	+31.52	SF	+49.66
YW	+1.13	Milk	+2.9	RE	+0.68
				SB	+63.04

Gosh, calving ease, growth, marbling, muscle, maternal ability... this bull can do so many things well. With the information we have in the Angus breed we can "have it all!"

We are particularly pleased to present our 29th Annual Production Sale offering. Three years ago, we began having a fall bull sale. The implementation of another sale afforded us an opportunity to critically analyze the data on all of our cattle at least twice annually. When you study the data and compare to the fall or spring

'07 sale offering, the statistical progress is remarkable.

While statistics and genetic information are predictors of performance, GAR cattle must perform at a higher level commensurate with their data for us to continue to be trusted seedstock

(continued on page 2)



LOT 5 • GAR OBJECTIVE 6226

SS Objective T510 OT26 X GAR Load Up 1314

Ultrasound			\$Values		
BW +1.1	WW +70	%IMF +.56	Fat +.010	SW +35.79	SG +29.05
YW +122	Milk +25	RE +.82		SF +55.73	SB +62.83

6226 offers a sire and dam combination without Precision and New Design. As with most of our better cattle, they are both right there with ND 80 as the dam of 1314 on back to 2536, but the point is this could be a super star bull that gives us a "skip step" as an outcross on all the good 036 and Precision cattle. Big time potential to do this with 6226.



LOT 6 • GAR RETAIL PRODUCT 6276

GAR Retail Product X GAR 1407 New Design 42

Ultrasound			\$Values		
BW +2.8	WW +47	%IMF +.65	Fat -.005	SW +23.30	SG +33.64
YW +102	Milk +27	RE +.79		SF +43.63	SB +62.64

Best Retail Product yet? Roy Wallace sorted the bulls on paper in the fall of 2000, he called and said, "go find 5659—he has the best "power score" of any bull I have ever seen." I said "oh he looks fine, but there are others with more power", Roy said get him in and let's prove him. From 1000 miles away Roy Selected 1 bull from 500 who would become one of the great bulls in Angus history. Roy, you always were, and always will be the best. Thank you!



LOT 7 • GAR 111 RITO 5856

Rito 111 of 2536 Rito 616 X GAR 1407 New Design 2232

Ultrasound			\$Values		
BW 1+4.5	WW 1+56	%IMF +.48	Fat -.007	SW +23.76	SG +31.34
YW 1+107	Milk 1+25	RE +1.00		SF +45.25	SB +62.35

This strapping 111 son combines the power of his sire with one of the good donors from GAR. Note the elite ranking for WW, YW, %IMF, RE, SF, SG, and SB.



LOT 8 • GAR PREDESTINED 6206

GAR Predestined 6206 X GAR Precision 1953

Ultrasound			\$Values		
BW 1+3.4	WW 1+47	%IMF +.78	Fat +.008	SW +27.61	SG +35.16
YW 1+90	Milk 1+27	RE +.65		SF +31.05	SB +60.70

This Predestined son has a regal pedigree steeped with GAR and Select Sires lore. Predestined is one of our favorite bulls of all time. Roy was incredibly proud of Predestined for his ability to add value to the business of beef. Three of my mentors in life, Henry Gardner, Roy Wallace, and John Crouch taught me how to make better cattle. Their efforts have made this business better for all of us. 6206 is one of the best Predestined sons to date.



LOT 440 • GAR OBJECTIVE 2345

SS Objective T510 OT26 X GAR 1407 New Design 2413

Ultrasound			\$Values		
BW +.4	WW +59	%IMF +.75	Fat +0.00	SW +34.10	SG +34.40
YW +110	Milk +29	RE +.75		SF +47.24	SB +65.33

We frequently are asked when the next outlier like 2536 would emerge at GAR. We honestly don't know the next cow that will exhibit the decade long dominance of 2536 (common sense and genetic trends suggest it will never happen again). HOWEVER, we get quizzed for this prediction. That being said—this is the best candidate we have produced to date. Here she is...2345 will impact the Angus breed.



LOT 441 • GAR 1407 NEW DESIGN L1094

Bon View New Design 1407 X GAR Precision 810

Ultrasound			\$Values		
BW +1.3	WW +48	%IMF +.61	Fat +.012	SW +23.15	SG +31.99
YW +92	Milk +34	RE +.81		SF +32.71	SB +56.78

L1094 demonstrated an even more impressive production record on her first calf sired by Objective, (the Lot 4 bull 7486) than her sister 2413. This cow is truly destined to be one of the elite cows in our history.



LOT 442 • GAR 1407 NEW DESIGN L1084

Bon View New Design 1407 X GAR 616 Rito 1901

Ultrasound			\$Values		
BW +.4	WW +48	%IMF +.65	Fat +.025	SW +24.76	SG +30.05
YW +93	Milk +29	RE +.60		SF +33.74	SB +54.88

We are often called and requested to name the future donors from GAR that will be donors of magnitude in the breed. We predict that L1084 will achieve that status.



LOT 443 • GAR PRECISION 404

GAR Precision 1680 X GAR New Design 50

Ultrasound			\$Values		
BW +2.1	WW +46	%IMF +.75	Fat +.003	SW +26.56	SG +34.10
YW +91	Milk +31	RE +.54		SF +32.48	SB +59.78

404 could be the absolute best cow in this sale. This maternal sister to Solution did it all... except she would not stimulate well when we tried to collect her. We think she would be worthy of collecting again post calving. 404 is the #22 SBeef index cow of the breed.



LOT 444 • GAR FUTURE DIRECTION L1064

CA Future Direction 5321 X GAR New Design 1440

Ultrasound			\$Values		
BW +2.4	WW +47	%IMF +.61	Fat -.002	SW +26.64	SG +33.86
YW +85	Milk +32	RE +.72		SF +25.97	SB +56.67

Big time value... top percentile ranking for %IMF, RE, SG, SB.

(2008 Sale Offering continued from page 1)

suppliers.

The bulls, as always, represent a total AI program with no clean-up bulls since 1964. This year 263 head, or 60% of the bull offering, is the result of embryo transfer. The fall-born bulls were fed for 84 days at Beefland Feedyard and Triangle H Feedyard, Garden City, KS. Their start weight was 838 lbs. and out weight was 1263 lbs. The ADG was 5.06 lbs./day with an average dry matter feed conversion of 4.65 lbs.

of feed per lb. of gain. The group's cost of gain was \$51.68/cwt. The bulls ran in section or larger pastures from September 25 until January 30, when they were brought in to be semen tested and clipped for the sale.

We encourage you to note the average EPDs of the 439 bulls offered in the sale: CED +9; BW +1.7; WW +49; YW +94; YH +.23; SC +.01; Milk +27; CEM +9; \$EN -4.66; %IMF +.56; RE +.59; Fat +.01; \$W +28.11; \$F +34.52; \$G +29.37 and \$B +55.16. The average bull in the

sale ranks in the top 15% of the Angus breed for direct calving ease, the bottom 38% (lighter BW) for birth weight while these same bulls rank in the top 20% of the breed for weaning weight. Their yearling weight ranks them in the top 10% of the Angus breed. This top percentile growth has been achieved in a package that is in the bottom 45% of the Angus breed for yearling hip height. The bulls have acceptable birth weights followed by explosive growth to the

(2008 Sale Offering continued on page 3)



LOT 445 • GAR FUTURE DIRECTION L1274

CA Future Direction 5321 X GAR New Design 1440

		Ultrasound		\$Values	
BW +2.3	WW +48	%IMF +.56	Fat +.006	SW +18.72	SG +32.89
YW +85	Milk +32	RE +.85		SF +25.58	SB +55.70

Fantastic record, breed leader for the traits of importance. We expect that L1274 is one of the significant cows we have ever sold.

(2008 Sale Offering continued from page 2)

endpoint, which was their first off test weight, while only having an average adjusted off test frame score of 5.9. We expect these bulls to sire similar efficient traits in their offspring. The bulls rank in the top 3% for %IMF and top 9% for RE EPD. When you study the \$ index rankings, it is interesting to note the bull offering ranks in the top 17% for \$W, the top 10% for \$F, top 3% for \$G, and top 1% for \$B. These indexes illustrate how we have successfully bred cattle with acceptable stature, growth and end product in mind.

Each year since our first production sale in 1980, we have sold 25% of our cow herd. Some producers call this a mature cow herd 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



LOT 446 • GAR FUTURE DIRECTION 3194

CA Future Direction X GAR 1407 New Design 62

		Ultrasound		\$Values	
BW +1.8	WW +45	%IMF +.78	Fat +.050	SW +28.73	SG +33.80
YW +83	Milk +35	RE +1.01		SF +24.74	SB +55.20

3194 ranks among the top 100 cows of the Angus breed with her +1.01 for RE in combination with her breed leading rankings across all economically important traits. Her dam, the highly valued Foundation Group of TX donor G A R 1407 New Design 62, is the 7th ranked IMF cow of the breed.

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, useful age to our customers. This year we will sell 55 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 2008 female offering will include 87 cows with heifer calves. These cows and calves, as always, will sell as a three-in-one unit. The 87 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 79 bred cows fol-



LOT 447 • GAR FUTURE DIRECTION 1754

CA Future Direction X GAR 1407 New Design 62

		Ultrasound		\$Values	
BW +.8	WW +40	%IMF +1.04	Fat +.031	SW +26.05	SG +37.71
YW +77	Milk +31	RE +.71		SF +20.69	SB +56.21

1754 is the #1 %IMF cow of the Angus breed. She also makes the Angus dam list of the top 150 cows of the breed for the SBeef Index.

lowed by 172 bred registered heifers. These heifers are selected by when they were 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 females. Every year females in these categories go on to be donors and high value females in their new herds. The last registered heifers to sell are 75 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 125 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 which can help you succeed in the beef business.

GAR Main Donor Summary • 2003-2004 thru 2007-2008

Breeding better beef cattle is the result of combining the best science and technology, the most accurate data and optimum genetics. If the process is applied without fail every year, significant, documented genetic improvements will be achieved. For over 40 years, we have continually applied selection

pressure for birth weight and frame size while dramatically improving weaning and yearling weights, carcass quality and yield. Compare the single year genetic predictions from our 2003-2004 donors to the 2007-2008 main donors.

Donors (45-55 donors per year)	BW	WW	YW	Milk	YHH	IMF	RE	\$F	\$G	\$B
03-04	2.1	43	87	26	.4	.54	.53	\$29.10	\$26.50	\$49.20
05-06	1.9	46	91	28	.3	.57	.64	\$32.00	\$27.76	\$52.59
07-08	1.7	47	89	29	.2	.59	.66	\$29.84	\$30.90	\$54.65
%CHANGE	-8%	+9%	+10%	+9%	-50%	+9%	+8%	+10%	+9%	+9%

Sale Credit Offered to Guaranteed Gardiner Genetics Participants

Gardiner Angus Ranch will offer participants in the Guaranteed Gardiner Genetics program a sales credit of \$2.00 per head. This credit may be used in either the fall or spring Gardiner sales. For example, if a producer qualifies 300 head of cattle in the Guaranteed Gardiner Genetics program, they will receive a \$600 credit.

For more information or to enroll, contact: Julie Tucker at Graphic Arts of Topeka, (785) 354-8596 x115, GGG@gath.com.



Production Sale
MONDAY, MARCH 17, 2008
12 Noon ■ At the ranch ■ Nevada, MO

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Is Your End-Use Target More Pounds, More Quality or Both?

As a registered seedstock supplier, our role at Gardiner Angus Ranch has always been to produce Angus cattle with maximum genetic flexibility. Selection pressures on low birth weight and explosive growth in a moderate frame, along with our focus on “the right pounds in the right package,” enable us to produce such a beef animal. Commercial customers have used GAR genetics in diversified beef production systems for more than 50 years knowing they had the advantage of the most versatile beef cattle available. We are frequently asked for genetic and marketing advice, and are always willing to discuss our customers’ marketing options, providing as much information as possible.

The beef industry today is a complex business model with inherent risks. At the same time, high quality cattle are rewarding the producer on many levels. Profitability in the cow/calf sector has reached and sustained record levels. Value-based marketing provides great opportunity for producers with known genetics. Technology gives us enormous potential to produce a genetically superior beef animal. Today, however, there’s good news and bad news—science also gives us products that could change the effects of those genetics.

Producers are being encouraged to determine an end-use target from the beginning of the production cycle. The question of where the end-product will fit is critical to profitability throughout the food chain.

Extensive research has been conducted to determine the optimum point and time for implants to increase pounds without negatively affecting quality grade. In a *Certified Angus Beef*® (CAB®) summary of South Dakota State University work, *Black Ink Basics* reports, “using a delayed implant strategy leads to the same percentage of cattle grading Choice as non-implanted cattle—but with added weight and efficiency.” The delayed use resulted in a 15% increase in cattle reaching the premium level of average Choice or higher.

While growth promotants (implants) are FDA approved and have been used for many years in the feedlot phase of beef production, a newer classification of growth promotants, also FDA approved, is being used in specific feeding scenarios. Repartitioning agents such as Optaflexx® (beta-agonist) and Zilmax® (beta-2-agonist) are, in fact, revolutionary products

in cattle feeding. Commodity-type cattle, with little or no potential to produce Choice beef, can be managed to significantly increase lean red meat yield. Beef cattle with the genetic potential to produce a premium Choice carcass can also be mismanaged to produce a lower quality, less tender carcass by adding a beta-2-agonist to the diet. Beta-agonists have been used extensively in swine production to increase leanness but, until recently, have only been used on a limited basis in cattle feeding.

Beta-agonists dramatically increase weight gain, while improving feed efficiency and carcass leanness. However, the increase comes at a price. Feeding beta-2-agonists can have a significant negative effect on beef carcass quality. Freedom of Information data shows Optaflexx® increased carcass weight by up to 14 pounds with up to a .4-square-inch increase in ribeye, while marbling either increased or decreased slightly. Zilmax® showed a 36-pound increase in steer carcass weight, a 1.3-square-inch increase in ribeye, a reduction in yield grade by -.34 and reduced marbling by a range of 18 to 43 points.

The beta-agonist effect on beef tenderness was also not encouraging. Elanco and Colorado State University data showed Optaflexx® use increased shear-force by 7%, while Freedom of Information data showed a 22% increase in shear-force with Zilmax®.

Increasing costs and economic pressures make our customers’ end-use decisions more important than ever before. Cattle-Fax *Trends*, January 2008, reported, “the ability to add weight at costs lower than corn is much more critical to calf/stocker profitability. Consider all options to add lower-cost weight to calves and stockers in 2008.” Conversely, Randy Blach, Vice President, Cattle-Fax (while speaking to a group of beef producers this summer) stated, “The global standard for beef quality is described in five terms: U.S. Prime, U.S. Choice, *Certified Angus Beef*®, U.S. beef and corn-fed beef. Does anybody see the word Select? It’s not on the list. The demand pool is coming to this higher-grade product, the upper 2/3 Choice and Prime. We’ve got 300 million people spending \$75 more per year for beef than they were in the 1990s. That’s a heck of a story.”

Some beef producers may question the reality of a single beef animal with the genetic

(continued on page 5)

GAR-Influenced Commercial Females in Demand at 6th Profit Proven Sale

The 6th Annual Gardiner Angus Ranch-Influenced Commercial Replacement Female Sale was, once again, a testament to the value-added potential of GAR-sired cattle. The 2007 Profit Proven offering featured consignments from nine diverse commercial ranching operations in southwest Kansas. The majority of the bred females were Aid to GAR Predestined, Rito 616, GAR Solution, GAR Pinnacle and GAR Retail Product. All females were sired by or bred to GAR sires or sons of GAR sires. The majority of the offering was source- and age-verified through AngusSource® or Guaranteed Gardiner Genetics G³ program. Ashland Veterinary Center managed the health protocol for all ranches. Complete records, including all vaccinations and preventive health tests accompanied the cattle.

6th Commercial Replacement Female Sale Sale Average & Totals

	Gross	Average
45 Fall pairs	\$ 83,700	\$1,860
139 Br. 2-3 y/old cows	203,475	1,464
249 Br. 4-6 y/old cows	328,795	1,320
114 Bred heifers	178,525	1,566
236 Open heifers	205,925	873
783 Individual lots	\$1,000,420	\$1,278

The nine ranches consigning to the 2007 sale included Giles Ranch Co., Bucklin, KS; Merrill Ranch, Wilmore, KS; XIT Ranch, Plains, KS; K Ranch, Garden City, KS; McCarty Land & Cattle Co., Ashland, KS; HG Land & Cattle, Offerle, KS; Krause Cattle Co., Garden City, KS; Randy Bayne, Protection, KS; and JO Cattle Co., Springer, NM. Each ranch has used Gardiner Angus Ranch genetics exclusively for many years and value the premium opportunities available at each segment of the food chain. One of the first in the country to incorporate source and age verification tags, the Profit Proven Group continues to explore marketing opportunities that add value to GAR-influenced genetics up the food chain.

See the complete sale catalog in the March issue of the *Angus Journal* or go to www.gardinerangus.com

GAR 2008 Sale Bulls vs. Angus Breed Average

	CED	BW	WW	YW	Milk	CEM	%IMF	Fat	RE	\$W	\$F	\$G	\$B
GAR	+9	+1.7	+49	+94	+27	+9	+56	+009	+59	+28.12	+34.52	+29.37	+55.16
Angus	+5	+2.3	+42	+77	+20	+6	+14	+005	+26	+24.47	+20.85	+15.30	+34.66

(End-Use Target continued from page 5)

potential to meet the demands of a very diverse and sometimes volatile industry. At Gardiner Angus Ranch, we are more convinced than ever before “the right pounds in the right package” is the starting point for producing predictable, profitable and high quality beef.

Our business is high quality Angus beef production. We will continue to arm you with the best genetics we can produce. As a responsible seedstock provider, it is also incumbent upon us to share information potentially impacting your success. You must continue to make management and marketing decisions in your own best interest. If you would like more information about determining end-point use or managing cattle for high quality beef production, we encourage you to check out the following web sites: <http://www.cabpartners.com/news/research/index.php> or www.uspremiumbeef.com.



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

Trends Change; Importance of Quality Stays

CAB Industry Information, January 28, 2008: Food trends change with the times. Cattle producers learned how that affects them in remarks by Al Kober, of the *Certified Angus Beef®* (CAB®) brand. The CAB retail director spoke at the Jan. 19 Cattlemen’s Workshop in La Grande, Ore.

“Cattle producers must recognize that they are in the food business,” Kober said. “Every animal you produce is going to be eaten, so you should focus on what consumers want.”

Those expectations are more demanding than ever. Kober says today’s consumers want more information about what they are eating. They also expect more and convenient choices, along with food safety and nutrition, of course. However, more than anything, Kober said consumers want a great eating experience.

“Taste is still the number one driver for consumers,” he said. “That’s good news for you as producers, because you can count on demand when you focus on quality. It’s also good for CAB, because our 10 specifications identify the kind of beef consumers want.”

CAB caters to consumers’ other demands, too, Kober said. “They look at labels to learn more, so our retail labels have been redesigned to tell them more,” he says, adding

that CAB leads the industry in finding new beef cuts that offer more choices.

Kober said CAB spurred a growing trend in beef branding, from national to local store labels. Brands are important to consumers because they represent a commitment to providing a consistent product.

“The quality in these branded products has to be intrinsic, not superficial,” he said. To increase profits, brand loyalty must develop. That hinges on the built-in quality and consistency of the product being offered. “That’s where producers come in,” Kober said, “producing real quality.”

Another growing consumer trend is the natural and organic market. Kober said producers must understand that consumers demand these products because “they feel good about themselves for eating them.”

Other trends play into that, such as health-specific and functional foods. Bottled water with caffeine and probiotics in yogurt are two examples. Convenience foods, such as heat-and-serve meals, are part of another expanding market. Emerging ideas include eating “locally grown” and “carbon-conscious” foods, Kober said. “Time will tell which are

(continued on page 6)

Gardiner Angus Ranch Bull Summary • 1997-2008

	No./Head	PERCENT IMF		RIBEYE		RIB FAT	FAT	BW	WW	YW	MILK	\$BEEF
		Adjusted	EPD	Adjusted	EPD	Adjusted	EPD	EPD	EPD	EPD	EPD	
2008 Spring Sale Bulls Average	439	5.02	+56	14.22	+59	.32	+009	+1.7	+49	+94	+27	\$55.16
2007 Fall Sale Bulls Average	271	5.80	+49	13.24	+51	.29	+007	+1.6	+49	+93	+20	\$52.53
2007 Spring Sale Bulls Average	475	4.44	+44	14.32	+51	.31	+010	+1.9	+48	+92	+27	\$50.33
2006 Fall Sale Bulls Average	296	4.27	+43	14.48	+49	.33	+005	+1.7	+45	+87	+27	\$48.78
2006 Spring Sale Bulls Average	500	6.44	+32	14.48	+49	.33	+01	+1.7	+45	+88	+25	\$45.04
2005 Fall Sale Bulls Average	248	5.22	+36	13.67	+44	.31	+01	+1.5	+43	+85	+28	\$45.00
2005 Spring Sale Bulls Average	567	5.17	+29	13.14	+43	.29	+01	+2.0	+45	+89	+26	\$44.49
2004 Spring Sale Bulls Average	417	5.39	+26	13.6	+33	.32	+007	+1.6	+42	+86	+23	\$41.53
2003 Spring Sale Bulls Average	503	4.12	+19	12.9	+24	.32	+005	+1.8	+40	+81	+22	*NA
2002 Spring Sale Bulls Average	307	3.93	+20	12.6	+22	.32	+007	+2.0	+40	+70	+23	*NA
2001 Spring Sale Bulls Average	402	3.09	+13	11.9	+19	.29	+001	+2.3	+38	+76	+22	*NA
2000 Spring Sale Bulls Average	316	3.62	+11	12.5	+08	.26	+004	+2.0	+38	+73	+19	*NA
1999 Spring Sale Bulls Average	171	3.73	+09	12.9	+05	.29	+009					*NA

*\$Beef Values were launched by AAA in 2004

“Every bull in the sale is above \$50 for \$Beef!”

Gardiner Breeding Guarantee

We guarantee 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 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. We will not replace a dead animal if it is killed or dies for any reason. We suggest that normal care still needs to be exercised 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.

Free Delivery For the 29th Year

We offer free delivery to central locations in the lower 48 states for cattle purchased in the sale. We work with reputable livestock transportation companies. GAR will do everything possible to deliver your cattle to a point that is convenient for both you and the trucking company. If you would like to insure your cattle you can do so from Harding & Harding on sale day. Most of the cattle will be delivered within 45 days of the sale. If for any reason you desire an expedited delivery, please notify Garth Gardiner (620) 635-5632 to make arrangements.

A buyer may deduct \$100 from the purchase price if he provides for transportation from GAR within 2 weeks after the sale.

Plan now to join us Monday
Sept. 29 2008, for the Gardiner Angus
Ranch Fall Bull Sale.

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

GAR Sires Represented in the 29th Annual Production Sale

Lots 1-439 (Bulls)

No./Hd.	Sires
88	G A R Solution
81	G A R Retail Product
66	SS Objective T510 OT26
43	G A R Predestined
29	Bon View New Design 1407
28	Rito 111 of 2536 Rito 616
27	G A R New Design 5050
23	CA Future Direction 5321
11	G A R Yield Grade
10	Rito 112 of 2536 Rito 616
7	G A R Precision 1680
6	TC Total
5	Rito 616 of 4B20 6807
5	G A R Pinnacle
3	Rito 2V1 of 2536 1407
1	Bon View New Design 208
1	G A R Integrity
1	G A R Grid Maker
1	B/R New Design 036
1	G A R Right Direction

Lots 440-906 (Females)

No./Hd.	Sires
93	Bon View New Design 1407
85	G A R Retail Product
68	SS Objective T510 OT26
64	G A R Predestined
45	CA Future Direction 5321
42	G A R Solution
27	Bon View New Design 208
17	G A R Precision 1680
15	G A R Yield Grade
14	G A R Grid Maker
14	G A R Pinnacle
11	Rito 111 of 2536 Rito 616
11	Rito 112 of 2536 Rito 616
10	G A R New Design 5050
10	Rito 616 of 4B20 6807
10	SS 6807 Traveler T510
4	CRA Bextor
4	RAB-GAR Load Up 4049J
3	G A R Expectation
3	G A R Integrity
2	G A R US Premium Beef
1	G A R Enhancer
1	Whitestone Precision H141

Repeat Buyer Discount

Buyers who purchased cattle in our 2007 sales will receive **5% off their total purchases**. This policy is ongoing, and will be in effect every year. If you purchased GAR cattle in a sale previous to last year, but not in our 2007 sales, you are not eligible for the discount. However, if you purchased cattle in our 2007 sale, you will receive a 5% discount, should you decide to purchase cattle in our 2008 sale. This 5% discount is determined after all credits have been subtracted from the gross purchase price.

(Trends Change continued from page 5)

trends and which are fads," he added. "Regardless of all the other trends, consumers always look for a quality product. After all, the ultimate reason people buy beef is because it tastes good." *Certified Angus Beef®* is the world's leading brand of fresh beef. Since 1997, packers have paid producers nearly \$250 million in value-based grid premiums for cattle accepted into the brand. For more information on CAB products and programs, visit www.cabpartners.com.



1182 CR Y
Ashland, KS 67831



RETURN SERVICE REQUESTED