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GARDINER

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To All GAR Customers:

Many of you have likely read the good news regarding a new premium opportunity for those selling cattle through U.S. Premium Beef at National Beef. We want to take a minute and explain.

To qualify, cattle must be enrolled in the American Angus Association's AngusLinkSM program and obtain a Genetic Merit Scorecard (GMS). The Genetic Merit Scorecard objectively describes performance potential for feedlot performance and carcass value. It is calculated using the Association database and genetic information on sires used on the cow herd. The cattle must also be age and source verified which is where IMI enters the picture. Beginning August 5, 2024, age and source-verified cattle with a GMS Beef Score of 100 or greater, marketed through USPB and delivered to National Beef plants in Liberal and Dodge City, Kansas, will receive a \$5 per head premium. Effective December 1, 2024, a second premium of \$10 per head will be paid for cattle with a Beef Score of 150 or greater. Cattle scoring between 100-149 will continue to earn a \$5 premium.

If you currently are genetically testing your cattle through Method Genetics and receiving complete EPDs and indexes, you are armed with excellent genetic selection tools. This program is simply an opportunity based on genetic merit to earn an *additional* \$5 to \$10 per head.

If you are a GAR seedstock customer, enrolling in the AngusLink program is an excellent customer service to assist your commercial cow-calf customers add value to their investment in your genetics.

There is no cost to enroll in AngusLink. However, the cattle must be enrolled through IMI Global's age and source process verified program. The cost is typically \$3-\$3.50 per head, including the cost of EIDs for enrolled cattle. Enrollment is simple. Call IMI Global (303) 895-3002; Jeff Mafi, AAA Regional Manager (816) 344-4266; or Sarah Dreyer (816) 383-5272, AngusLink for assistance.

For GAR commercial customers previously tagging your cattle using Guaranteed Gardiner Genetics (G³), we encourage you to move forward and participate in the AngusLink program. G³ was originally designed as an age and source program during a time when premiums were offered for program compliance and a requirement to qualify for export to international markets. Today, G³ is a simple visual statement of your investment in GAR genetics. AngusLink is a better opportunity to earn premiums based on quality as documented by a genetic scorecard. Julie Tucker (who oversaw our G³ program) can also help—(785) 224-7504.

We are excited with this new program and want to thank the American Angus Association, U.S. Premium Beef, National Beef and IMI Global for industry leadership in continuing to provide more opportunities for our customers to earn premiums based on high quality beef and your investment in Gardiner Angus Ranch genetics.

We are grateful for your business and commitment to Making Beef Better!

Respectfully,

Mark R. Gardiner
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