

# WE LEARNED TO READ, *then we learned to read* **THE NUMBERS!**



**Free Delivery  
In the lower 48 states.**



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A newsletter by cowboys,  
for cowboys... (AND COWGIRLS)

3 YRS., 12,000 HEAD SOLD USING GAR  
DELIVERY RIGHTS = \$720,880 TOTAL  
PREMIUMS PAID AVG. \$60.07 PER HD. ON THESE GAR  
INFLUENCED CATTLE SOLD THROUGH  
U.S. PREMIUM BEEF®  
JOIN OUR CUSTOMERS  
AND TAKE ADVANTAGE OF A VALUE BASED  
MARKETING SYSTEM THAT WORKS.



## *Gardiner Angus Ranch's 23rd Annual* **PRODUCTION SALE**

**APRIL 6, 2002 • AT THE RANCH • 9:00 AM • Ashland, KS**  
**400 BULLS** **600 FEMALES**

- 95 GAR Precision 1680 sons
- 75 B/R New Design 036 sons
- 76 SAF Focus sons
- 44 GAR Expectation 4915 sons
- 25 Rito 616 sons
- 15 Plowman sons
- 6 Pinnacle sons

### **5 YEARLING QUARTER HORSES**

- 20 Reg. donor cows
- 85 Reg. 3 yr. old cows with beifer calves (3N1's)
- 25 Reg. spring calving pairs with beifer calves
- 50 Reg. bred cows
- 150 Reg. bred heifers
- 65 Spring ET beifers
- 100 Commercial bred beifers



# HELPFUL INFORMATION ABOUT THE SALE OFFERING



**GAR Yield Grade** • GAR Precision 1680 X GAR Ext 4526  
Selling 1/2 interest and no possession. Yield Grade is leased to Select Sires. One of the highest scanning (REA), heaviest muscled bulls ever produced at Gardiner Angus Ranch. He ranks in the top 10% for IMF, top 1% for REA and %RP.



**GAR New Design 5110** • B/R New Design 036 X GAR Precision 2536  
Maternal brother to Select Sires GAR Gridmaker and the \$160,000 Wehrmann's Rito Plus. 5110 ranks in the top 10% for WW, 2% for Milk, 3% for YW, 4% IMF, 1% REA and 1% RP.



**GAR Pinnacle 7780** • GAR Pinnacle X GAR 6807 Traveler 2176  
7780 is double bred to GAR Scotchcap 867, now a donor at A Plus in TX. He ranks in the top 1% for IMF and REA and top 10% for WW and YW.



**GAR LUCYS BOY 2118** • VDAR Lucys Boy X GAR Precision 706  
Sells bred to Bon View New Design 1407. Daughter of Precision 706 (Pinnacle's sister) out of GAR's all time high selling cow, now a donor for Kahn Cattle Co., GA. 2118 ranks in the top 10% for WW, 5% for milk, 2% for YW, 1% for IMF and 10% for RES.



**GAR PRECISION 939** • GAR Precision 1680 X GAR Ext 614  
939 and her 2 full sisters sell open and ready to flush. 939 ranks in the top 10% of non-parent cows for YW, and top 1% for IMF, REA and %RP. Their dam, 614, might be the best identified cow in the history of Gardiner Angus Ranch. 714 ranks in the top 1% among current dams for WW, YW, IMF, REA and %RP and top 2% for Milk.



**GAR 6148 EMULATION 2779** • Finks 5522-6148 X GAR Precision 303  
2779 and her full sister sell open and ready to flush. 2779 ranks in the top 20% of the breed's non-parent cows for IMF, 3% for REA and 5% for %RP. Their dam, 303's data indicates she is the best of all the sisters from the Precision X Scotchcap X Sleep Easy's dam matings. 303 is now a donor for Southern Cattle Co., FL, and ranks in the top 2% for IMF, top 3% for REA, top 4% for %RP.

The bulls that sell in our 2002 sale represent a program that has had total A.I. with no clean-up bulls since 1964. We have only used progeny proven bulls in our 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 in order to produce bulls that will provide our customers with the most predictable cattle possible. Using high accuracy bulls through A.I. is the only way to produce this type of bull. Using clean-up bulls or low accuracy A.I. sires only propagates genetics of unknown quantities. Today, known quantities are essential to receive more MONEY for cattle.

This is the second year the American Angus Association has generated Ultrasound Body Composition EPDs. Since 1998 the American Angus Association members have scanned 168,498 animals. Since 1970 the members of the Association have measured about 64,029 carcasses through kill data. GAR in the past 32 years has measured over 6,000 of these carcasses. While GAR has been a big part of the kill database, and will continue to be, we recommend our customers concentrate on the ultrasound EPDs since they are the most accurate predictor of end product merit.

Embryo Transfer is a technology that allows us to provide better genetics to our customers. 318 of the 2001 sale bulls or 79.5% 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 87 days at Beefland Feedyard, and Triangle H Feedyard, Garden City, Kan. Their start weight was 827 pounds and their out weight was 1,285 pounds. Their ADG was 5.26 lbs./day with an average dry matter feed conversion of 4.49 lbs. of feed per lb. of gain. Their cost of gain was 36.05/cwt. Dad stated in 1995 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 the year 2005 our goal is for the bulls all to be gaining over 6.0 pounds per day and for all the pens to convert a pound of gain from less than 4 pounds of feed on a dry matter basis. Disciplined selection pressures using the American Angus Association Sire Summary works. We invite you to use this information to enhance your program's profitability.

We believe it is interesting and important to note the AVERAGE EPDs of the 400 bulls offered in the 2002 sale are: BW +2.0, WW +40, Milk +23, YW +79, Yr.Ht. +.3, Sc +0, %IMF +.16, REA +23, Fat +0, %RP +.19. These EPDs are a good example of how "our pounds in the correct package" selection process is working. The BW of these bulls is in the top (lighter) 35% of the breed while their WW is in

the top 15% of the breed, and their YW is in the top 10% 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 actual off test frame score of 5.9. We would expect that these bulls should sire similar efficient traits to their offspring. The great news of the Angus breed is that we are able to select for these explosive cattle, while simultaneously selecting for superior carcass traits. This year's bulls have a %IMF EPD of +.16, an REA EPD of +.23, and a %RP of +.19. This places the bulls in the TOP 10% of the breed for %IMF, TOP 20% of the breed for REA. Yet these bulls have less fat than average (Top 45%) for Rib Fat, and in the TOP 25% of the Angus breed for Retail Product. Friends and customers, the AMERICAN ANGUS ASSOCIATION SIRE SUMMARY allows us ALL to breed superior beef cattle that will not only thrive in our respective environments, but ALSO create superior beef products for our customers. This is our job! As we like to say at U.S. Premium Beef and Gardiner Angus Ranch, we are selling meat and meals, not just cattle!

Each year since our first production sale in 1980, we have sold 25% of our cowherd. Some  
*(continued on page 3)*





(continued from page 2)

herds call this a mature cowherd dispersal; we have preferred to call it a production sale. Our total A.I. program without the use of clean-up bulls assures you that you will be able to select daughters of the very best bulls of the Angus breed. We are proud of these females and believe that 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 our females at a more youthful, useful age to our customers. We believe that these females represent the newest and best female genetics in the history of

GAR! We will be selling 10 of our 2001-2002 2-year-old donors open and ready to collect. Also featured will be 10 bred donors who represent our main donors from 2000-2001. These donors represent 20 of our very finest females that we have selected to build our future with. We are selling ALL of our 3-year-old cows with heifer calves. These 81 pairs are the largest in number, and best in terms of genetic merit cows that we have sold to date. We will also be selling 24 cows with heifer calves that were born in February. These cows are all very young and their calves are sired by the best Angus bulls in the breed. Next we will sell 52 bred cows followed by 145 bred registered heifers. These females represent a true opportunity to purchase GAR's very finest females. Every year there are females in these categories that go on to be

donors and high-value females in their new homes. The last registered heifers to sell are 65 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 90 bred and 10 open commercial heifers. These heifers are the descendants of Ralph Gardiner's commercial Angus herd that he started in the early 1930s. Since 1964, they have been bred with a total A.I. (no clean-up bulls) program, 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. They 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 that you can succeed in the beef business with.

## THE GREAT "MELTING POT" THEORY

(reprinted with permission from Angus Beef Bulletin, John Stika, CAB® 2002)

This country has been called the "great melting pot." A multitude of races, creeds and cultures make up our diverse population, and many say that is the key to our success. You can see the same degree of diversity in our current beef production system, but few would say it adds to the chance of success in terms of profitable cattle feeding.

Today, on a quiet drive through feedlot country, you can see several of the more than 80 breeds of cattle in the United States, occasionally all being fed together in the same pen. A closer look usually reveals additional within-pen variation, based on type, weight, frame and age. As much as the variation in our country's human population is an asset, variation in our cattle population is a liability, especially within pens.

The feedlot is the best place to witness the effects of the melting pot theory, but the degree of variation in the pot was probably determined long before they jumped off the truck at the feedlot.

"Put-together" cattle—those groups resulting from the commingling of cattle from several different herds representing several different breeds, ages, types and weights—are notorious for their variety. But let's not exclude the variation present within a group representing an entire calf crop from one ranch and primarily influenced by one or only a few breeds of cattle.

Regardless of source, the greater the variation in cattle, the more difficult they are to manage to maximize their value to the industry.

### VARIATION IS A GIVEN

In cooperation with Certified Angus Beef LLC (CAB) licensed feedlot Triangle H Grain and Cattle Co., Garden City, Kan., we analyzed a set of data representing more than 12,000 predominantly Angus and Angus-cross cattle fed there between 1997 and 2000 (see Table 1). These were cattle that most of the industry would consider uniform in breed, weight, type and kind. One of the major contributing factors to variation was the need to place entire calf crops from some cow-calf customers.

The analysis considered the variation in weight, performance and carcass value. Groups had an aver-

**Table 1: Individual animal variation within lots of cattle, 1997-2000**

Variable	Average		Range in variation	
	Lot avg.	Variation	Lot	High
In-wt., lb.	738	324	114	664
Hot carcass wt., lb.	790	285	106	528
Avg. daily gain (ADG), lb.3.53	2.82	1.06	6.18	
Total carcass value, \$	861.66	366.28	161.60	668.95
Carcass prices, \$/cwt.	108.98	24.68	5.00	46.66

*\* Analysis includes 151 individual lots of cattle representing 12,132 head of cattle.*

## YOU DON'T HAVE TO CHOOSE

The same analysis on more than 12,000 head indicates the profit lies in selecting for cattle that will both gain and grade. There are hundreds of sires in the American Angus Association database that are above breed average for both growth and carcass traits.

**Table 2: Mean values for lots distributed by percentile based on average daily gain (ADG)**

Variable	Percentile					
	Top 10%	Top 25%	Top 50%	Bottom 50%	Bottom 25%	Bottom 10%
<b>ADG, lb.</b>	<b>4.32</b>	<b>4.00</b>	<b>3.68</b>	<b>3.39</b>	<b>3.03</b>	<b>2.76</b>
Lot head count	61	101	82	82	68	78
In-wt., lb.	792	794	718	725	703	737
Out-wt., lb.	1,312	1,277	1,244	1,220	1,157	1,156
Hot carcass wt., lb.	834	815	801	787	748	755
Dressing %	63.6	63.8	64.4	64.5	64.7	65.4
Yield grade (YG)	2.6	2.6	2.6	2.6	2.4	2.6
%Choice or higher	77.0	63.5	64.9	62.7	62.4	58.9
%Certified Angus Beef®	23.6	15.1	15.4	12.5	12.9	14.7
Total carcass value, \$	904.41	870.73	868.54	860.70	824.55	846.82

*\* Analysis includes 151 individual lots of cattle representing 12,132 head of cattle.*

age in-weight variation of 324 lb. The most uniform pen ranged in weight by 114 lb. when placed on feed, while the least uniform group had an in-weight variation greater than 650 lb. Picture that latter pen: if the average in-weight was 650 lb., the lightest calf would have weighed 318 lb. and the heaviest 982 lb.

A common myth is that variation will diminish as the cattle are finished. The reverse is true—cattle will

grow further apart in weight as they continue on feed. Combine a wide variation in starting weight with a similar degree of variation in average daily gain (ADG) and it is clear that the spread will only get wider. The mean ADG for the set of data was 3.53 lb. with an average range among individuals of 2.82 lb. The most uniform group had a range in ADG of 1.06 lb., while the least uniform ranged more than 6 lb./day.



## A Note From Henry Gardiner

Dear Friends;

Welcome to the 23<sup>rd</sup> annual Gardiner Angus Ranch Production Sale. Please note that the sale will start at 9:00 a.m. We will finish the sale by about 4:30 p.m.

I have always enjoyed working with, or "playing" with figures. It may be a testosterone thing! It seems Angus breeders use more figures in their breeding programs. Do you suppose they have more testosterone??

For whatever reason, the Angus database is the largest genetic information source that is available to beef cattle breeders. Using that information we have been able to make rapid genetic improvement in our breed. The next few years will see even faster genetic improvement than ever before because we are getting more accurate genetic data for more traits than we have ever had before.

As one of those tools for improvement, how would you like to use the top 25 Angus sires to breed your cows to this year? These 25 bulls had more registered calves than any other sires in the breed. They were the sires of a total of 51,576 registered Angus calves. This is 19% of the 271,206 calves registered in fiscal 2001. Within those 25 bulls are 10 bulls that GAR has used. Are we going to sell these bulls in our sale this year? No. But we ARE to going to sell about 400 bulls that, on the average, will have about the same genetic ability for birth weight, weaning weight, milk, and yearling weight as the top 25 Angus bulls in the breed. And when it comes to carcass traits, the 400 GAR bulls have better genetics for marbling, rib eye and percent retail product than the top 25 have, using the average value of those 25 bulls.

In the last four or five years, the pricing of fed cattle has changed dramatically. It used to be that one price was paid for the good, or the bad, or the ugly. Now 50% of fed cattle are bought on a grid. This system rewards or penalizes each carcass in a pen of cattle. On the U.S. Premium Beef grid an 800-pound prime carcass earns \$14.00/cwt. premium or \$112 (8X\$14). If that load had an 800-pound carcass that was a yield grade 5, there would be a \$20 per hundred weight discount or \$160 penalty. Thus on these two animals that had the same weight there would be a \$272 difference in value. That system sends a very clear economic message, which rewards the use of better genetics and better management. As the beef industry produces a better product for our consumer, demand will increase. Increased demand will give us higher prices. If we get a regulatory straight jacket from the government the beef industry could be in big trouble.

The table below compares the average EPD's of the top 25 bulls in the breed with the average EPD's of the 400 GAR sale bulls. There are seven categories. The GAR bulls are higher in 5 of those 7 categories. There are bulls in our breed that can give you genetic improvement in many traits, not just one or two.

Avg. EPDs	Ultrasound EPD's						
	Birth Wt.	Wean. Wt.	Milk	Yrlg. Wt.	%IMF	REA	%RP
<b>400 GAR Sale Bulls</b>	+2.0 (Top 25%)	+40 (Top 25%)	+23 (Top 15%)	+79 (Top 15%)	+16 (Top 10%)	+23 (Top 15%)	+19 (Top 20%)
<b>Top 25 Angus Sires</b>	+2.9 (Top 55%)	+42 (Top 20%)	+22 (Top 20%)	+84 (Top 10%)	+07 (Top 25%)	+19 (Top 20%)	+08 (Top 35%)

We look forward to saying hello to you on April 6.

Sincerely,  
Henry Gardiner

## GARDINER 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.

## 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 our 2001 sale 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 2001 sale, you are not eligible for the discount. However, if you purchased cattle in our 2001 sale, you will receive a 5% discount, should you decide to purchase cattle in our 2002 Sale. This 5% discount is determined after all credits have been subtracted from the gross purchase price.

## Free Delivery For The 23rd Year

Since our first production sale twenty-three 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.

# "HOW MUCH PERFORMANCE WILL BE GIVEN UP IF I USE AN ANGUS BULL?"

Frequently, I am asked the question, "How much performance will I give up if I use an Angus bull versus a Continental bull". Normally, I smile and answer the question with "Oh, about 10 pounds less birth weight". However, this answer isn't 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 fourteen different beef breeds. This table is based on "head to head" comparison of the breeds at the USMARC, 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 bulls Angus BW EPD of 10.5. This can be done with any breed for any trait on this chart.

## ADJUSTMENT FACTORS OF FOURTEEN DIFFERENT BREEDS TO ESTIMATE ACROSS-BREED EPDS

Breed	Birth wt.	Weaning wt.	Yearling wt.	Milk
Angus	0.0	0.0	0.0	0.0
Hereford	3.6	0.4	-8.8	-14.4
Shorthorn	7.4	28.0	39.1	13.1
South Devon	6.8	20.1	36.0	2.2
Brahman	13.1	34.1	-9.1	24.6
Simmental	6.8	20.7	18.1	13.2
Limousin	5.9	22.1	16.2	-1.0
Charolais	10.5	37.7	50.8	6.0
Maine Anjou	6.5	16.0	0.7	10.8
Gelbvieh	5.8	8.1	-19.9	13.1
Pinzgauer	7.6	26.1	21.3	7.2
Tarentaise	3.7	28.5	10.5	17.2
Salers	5.1	26.9	35.1	12.4
Red Angus	3.3	-4.0	-5.7	---

So what does all of this mean? We developed a table comparing the average bull selling April 6 at Gardiner Angus Ranch and the breed average of

five major breeds used by the majority of our customers. The table is as follows:

Breed	Birth Weight	Weaning Wt.	Yearling Wt	Milk
Gardiner Angus	2.0	40	79	23
Hereford	7.6	35.4	51.2	-1.4
Charolais	12.1	52.5	76.1	15
Gelbvieh	7.8	43.1	41.1	31.1
Simmental	10.2	56.6	77	21
Red Angus	4.0	25	44.3	----

This compares the average Gardiner Angus Ranch bulls selling April 6, EPDs for the above traits — BW: 2.0/ WW 40/YW 79/Milk 23. To compare to the "average" bull of the other breeds, we 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: Hereford breed average for BW is 4.0. The conversion figure from MARC is 3.6. This tells us that the "average Hereford bull" is 7.6 BW EPD in "Angus EPDs". This conversion can be used for every trait in each breed.

When you study this data, it's 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 38 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.

(*'Melting Pot' continued from page 3*)

Sorting cattle aids in removing gross problems with uniformity, but it cannot remove everything. In some cases, sorting can barely overcome that tendency of fed cattle to grow further apart in uniformity from start to finish. When the individual sort groups in this set of data were analyzed (lots had to be sorted into at least three sort groups to be included), we found that in-weight variation was still 220 lb. This resulted in a 319-lb. variation in final live weight and a corresponding 206-lb. range in hot carcass weight (HCW).

## IMAGINATION TIME

Imagine how wide the range would have been if the cattle had not been sorted, but had sold on one day. The bottom line is value. The average carcass value in this set of data was a respectable \$861.66, but with a variation in some pens of as much as \$668.95. Imagine how much higher the average value in a pen like that would have been if you had not had the bottom 25% pulling it down.

You may think you are producing a uniform product, but there is probably more inherent variation than you realize. If seeing is believing, you may not believe the magnitude of the problem until you feed a pen of what you believe to be uniform calves.

The practical goal in aiming for uniformity should not be to remove all variation, but to minimize the amount of variation going in. Remember, the less variation in the beginning, the less there will be at the end of the finishing period. Imagine starting off on a hike along a precise compass reading. If you are off an inch in the beginning, you may be off by a mile in the end.

Variation makes it more difficult for a feeder to profitably maximize the genetic potential of your cattle. In spite of all the tools and management he may bring to bear, he must still feed them in a pen as a group. Uniformity is part of the recipe for success in feeding cattle. If you decrease the variation among cattle going in, you're bound to end up with a more consistent end result.

Whether you are trying to decrease the variation within your herd, optimize growth and carcass merit, or both, find out what you have before you begin. Gather the information through a CAB-licensed feedlot. If you know you already have cattle that can gain and grade, put them in a feedlot that will address the remaining issues of inherent variation by managing your cattle appropriately.

## GAR PRODUCTION SALE

APRIL 6, 2002 • 9:00 AM

Ashland, Kansas

**3 YRS., 12,000 HEAD SOLD USING GAR DELIVERY RIGHTS = \$720,880 TOTAL PREMIUMS PAID AVG. \$60.07 PER HD. ON THESE GAR INFLUENCED CATTLE SOLD THROUGH U.S. PREMIUM BEEF® JOIN OUR CUSTOMERS AND TAKE ADVANTAGE OF A VALUE BASED MARKETING SYSTEM THAT WORKS.**





# PRECISION TOPS AUSTRALIAN FEED EFFICIENCY TRIAL

*Editor's Note: The following is a press release recently received from Lawson Angus Ranch in Australia. The Lawson Family and GAR own a partnership cow herd in Australia.*

## PRESS RELEASE:

### Gardiner's 30 years of selection pays dividends.

4 February 2002

GAR Precision 1680 has added a new dimension to his already illustrious achievements by topping Lawsons Angus recent Net Feed Efficiency (NFI) Trial at Rutherglen Research Station. Precision had the highest Net Feed Intake (most negative EBV), the best daily gain and Feed Conversion Ratio. Precision is now the highest ranking Feed Efficiency sire of all recognized Angus bulls tested.

Lawsons have tested over 300 bulls at Rutherglen Research Station over the past three years. This has been a serious investment for us and we have been fortunate to have the backing of Elders and more recently Meat and Livestock Australia. We believe it will provide our clients with some accurate information on sires performance in the feedlot and provides good indicative data on maintenance efficiency and fertility. "Like any EBV, don't look at NFI in isolation — make sure you look at all the key EBVs that drive profitability and carcass quality," Harry added

Along with Precision's unmatched ability to sire extremely productive, attractive females, outstanding carcass traits, he has become the cornerstone for genetic improvement both in the U.S. and Australia.

Lawsons are the only herd with direct access to Precision through our partnership with Gardiner Angus Ranch, Kansas.

Precision's latest EBVs boast a birth weight of +3.9 through to +88 for 600 Day, +22 for milk, +43

for Mature Cow Weight, +7.5 for EMA, Marbling +1.1, NFI -0.83 and has a Japanese B3 (\$) Index Value is one the highest in the breed at \$100 (top 1% of breed).

The data provides further evidence of the huge genetic advances Gardiners have made through performance testing. "We have seen average pen gains go from 1.2 kg per day to 2.6 kg per day in 2000. We have also observed during that period feed conversion improved from 7.48 to 4.18 kilograms of feed consumed per kilogram of dry matter consumed. That is a 57% decrease in feed consumption per kilogram of gain, while we almost doubled their rate of gain. It's pretty obvious that selection for faster grown cattle also produced animals that were more efficient."

### 2001 RUTHERGLEN FEED EFFICIENCY TRIAL SIRE RESULTS

Sire	# Progeny	ADG	Conv.Ratio	NFI	EBV
GAR Precision 1680	15	1.76	6.5	-0.83	63%
Future Direction 5321	5	1.65	7.2	-0.46	61%
Butchs Maximum 3130	8	1.39	8.4	0.00	74%
B/R New Design 036	23	1.67	7.1	+0.01	87%
GAR Bingo 4192	7	1.52	7.8	+0.06	57%

Harry Lawson was particularly excited about the ramifications for their breeding program. "We have felt Precision and B/R New Design are by far the best balanced bulls in the world for some time. Precision's Net Feed efficiency results along with his ability to produce highly productive daughters which wean thumping calves, re-join easily and possess beautiful udders, moderate frame and unmatched carcass potential make him unique for breeders looking to breed outstanding feeder steers and replacement females. He is also a good out-cross to the main sires lines being used in the (Australian) industry. It is pretty reassuring, given we

have hundreds of progeny by Precision and Precision sons on the ground."

Lawsons Angus are the only herd to offer GAR Precision 1680 progeny through their partnership with Gardiner Angus Ranch. Two hundred and ten (210) Angus Bulls sell in Lawsons 32<sup>nd</sup> Annual Bull Sale on April 9, including 28 Precision sons and 42 bulls with Net Feed Intake EBVs.

Note: Lower (negative) NFI EBVs are more favorable.

Contact: Lawsons Angus Office 0357-972-170  
e-mail: lawson@yca.com.au  
www.lawsonsgangus.com.au

## FEED YARDS EAGER TO PURCHASE GAR INFLUENCED CALVES

Marketing opportunities for Gardiner Angus Ranch customers continue to expand as value-based pricing systems proliferate across the country. Feed yards and packers are implementing tools to aggressively identify carcasses and verify genetics that are consistently more valuable at the retail level.

Gardiner Angus Ranch and the following feed yards have strong working relationships. Each of the yards would like to purchase, partner or feed your GAR calves. For further information, contact the following:

- Sam Hands, Triangle H Grain & Cattle, Garden City, KS (620) 276-4004
- Ron Kramer, Irsik & Doll, (620) 855-3111 Cimarron, KS:
- Terry Ryan, HRC Feeders, Scott City, KS (620) 872-5328

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



**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 6, 2002, at the ranch, Ashland, Kansas**

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

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

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

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

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