



The GAR REPORT

Spring 2005

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

Editor's Note: This issue of The GAR Report features an in-depth look at our 26th Annual Production Sale offering. Considerable information is presented, both in the newsletter and the catalog documenting the performance and genetic predictability of every lot in the sale. If you haven't received your catalog along with the March issue of the Angus Journal, you can visit www.gardinerangus.com and review.

Beef Magazine has given us reprint permission to run the story on the Profit Proven Group written by Wes Ishmael. In addition, you can read the sale report from the fall sale. We commend this group of forward thinking commercial beef producers for their focus and commitment.

Mark has revised the "Across Breed EPD" calculations previously printed and that information can be found in this issue. This information can be helpful in making your cross-breeding decisions.

We encourage you to study the seven year comparison that documents the progress GAR has made toward carcass quality. This information is being used to make even more progress in GAR genetics.

Since 1999, GAR customers using our USPB delivery rights have received over \$1,559,600 in premiums and dividends. If you retain ownership, that's valuable marketing information!

Since 1885



The Brand of Quality in Quantity

If you have industry related questions or specific issues that may be addressed in *The GAR Report*, please submit to:

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April 2, 26th Annual Sale Showcases Industry-Leading Performance For The Serious Beef Producer

9 AM, At The Ranch Near Ashland, KS—Join Us!



LOT 1 • GAR PREEMINENT

| | | | | Ultrasound | | \$Values | |
|----|------|------|------|------------|--------|----------|--------|
| BW | I+2 | WW | I+46 | %IMF | +53 | Fat | +007 |
| YW | I+95 | Milk | I+23 | RE | +1.13 | %RP | +1.16 |
| | | | | SW | +25.52 | SG | +29.74 |
| | | | | SF | +35.51 | SB | +55.37 |

Planned matings do work as this bull is a product of the #1 RE bull of the breed, Whitestone Precision H141, bred to the #1 %IMF cow of the breed, GAR Prime Time 2409. This bull ranks in the bottom 4% for yearling hip height yet he ranks in the top 2% of the breed for YW. Preeminent ranks in the top 5% for CED and CEM, while ranking in the top 10% for light BW. However, the most impressive genetic predictions Preeminent offers are his end product traits as he ranks in the top 1% of the breed for %IMF, and his +1.13 RE EPD places him well beyond the .73 RE needed to achieve top 1% status. Furthermore, his +1.16 %RP (top 1%) confirms his elite muscle to fat relationship. **Preeminent is leased to Select Sires. Selling half interest and no possession. The buyer will be our partner with Select Sires.**

Since our very first production sale 26 years ago, the goal has been to offer our customers the very best genetic solutions possible. Early on, that wasn't always an easy task due to the fact we had limited data and few dependable selection tools. Today, our job is still challenging, but the opportunity to produce exceptional genetics because of the selection tools is unlimited. It's challenging because we continue to challenge ourselves to apply selection pressures to particular traits and meet our goals of "supplying the right genetics in the right package".

Our 2005 offering represents the perpetual progress made at Gardiner Angus Ranch. We have made every attempt to provide as much genetic information as possible on each and every animal. The following information serves as a summary of the overall performance of the sale offering. You can view the complete sale book listing by logging on to www.gardinerangus.com.



LOT 2 • GAR PROMINENT

| | | | | Ultrasound | | \$Values | |
|----|------|------|------|------------|--------|----------|--------|
| BW | I+2 | WW | I+46 | %IMF | +68 | Fat | +022 |
| YW | I+95 | Milk | I+23 | RE | +1.04 | %RP | +89 |
| | | | | SW | +25.52 | SG | +30.54 |
| | | | | SF | +35.51 | SB | +56.17 |

Prominent is very similar to his brother, Lot 1. He actually ratioed higher for %IMF than Preeminent, and thus has a higher \$B index. We expect that both bulls will be "players" when it comes to adding value to beef cattle. Selling half interest and full possession. Retaining one-half revenue sharing and semen interest.

THE BULLS THAT SELL

The bulls that sell in our 2005 sale represent a total AI program with no clean-up bulls since 1964. We have only used progeny proven bulls in GAR sire selection since the very first sire summary was published in the fall of 1980. We use a great deal of discipline in our sire selection to produce bulls that provide GAR customers with the most predictable cattle possible. Using high accuracy bulls through AI is the only way to produce this type of bull. Using clean-up bulls or low accuracy AI sires only propagates genetics of unknown quantities. Premiums are paid now, more than ever before, for documented information!! The best way for our customers to insure predictability is to use sons of progeny proven sires. We invite you to study the 442 bulls in the sale catalog. All are sons of the best bulls in the Angus breed.

Embryo transfer is a technology that allows us to provide better genetics to our customers. Of the 2005 sale bulls, 358 head, or 81%, are the result of ET. ET allows us to breed the best bulls of the Angus breed to daughters of the best bulls of the Angus breed to create very predictable cattle.



LOT 4 • GAR 1407 NEW DESIGN 7273

| Ultrasound | | | \$Values | | |
|------------|----------|-----------|-----------|-----------|-----------|
| BW +2 | WW +38 | %IMF +.76 | Fat +.008 | SW +23.99 | SG +33.58 |
| YW +85 | Milk +30 | RE +.82 | %RP +.70 | SF +28.72 | SB +54.95 |

7273 is Integrity's brother. Note he has a higher \$B index than his brother.



LOT 10 • GAR YIELD GRADE 8203

| Ultrasound | | | \$Values | | |
|------------|----------|-----------|-----------|-----------|-----------|
| BW +4.9 | WW +49 | %IMF +.35 | Fat -.002 | SW +17.47 | SG +23.84 |
| YW +102 | Milk +25 | RE +.68 | %RP +.57 | SF +41.36 | SB +52.98 |

8203 ranks in the top 1% of the Angus breed for YW, \$F and \$B. Yield Grade is proving to be one of the best sons ever of Precision!



LOT 443 • GAR 616 RITO 201

| Ultrasound | | | \$Values | | |
|------------|----------|-----------|-----------|-----------|-----------|
| BW +3.0 | WW +51 | %IMF +.46 | Fat +.008 | SW +27.68 | SG +24.02 |
| YW +96 | Milk +24 | RE +.43 | %RP +.07 | SF +34.58 | SB +50.23 |

GAR 616 Rito 201 is a sister to Rito 112 and Rito 111, and a daughter of GAR Precision 2536. 2536 is acclaimed by many knowledgeable Angus breeders as the most dominant cow of the Angus breed today. 201 is a perfect example of why 2536 has earned this distinction. She ranks in the top 1% among all Angus dams for WW, YW, %IMF, \$F and \$B, while still ranking in the bottom 20% of the breed for stature. 201's progeny record on her first calf sired by Enhancer is: 102 @ WW, 103 @ YW, 134 for %IMF and 100 for RE. 201 and her sister 1901, plus 4 other daughters will make a unique opportunity to acquire some of 2536's best on April 2.



LOT 445 • GAR EXPECTATION 461

| Ultrasound | | | \$Values | | |
|------------|----------|-----------|-----------|-----------|-----------|
| BW +4.2 | WW +57 | %IMF +.30 | Fat +.008 | SW +25.05 | SG +19.86 |
| YW +103 | Milk +27 | RE +.57 | %RP +.34 | SF +39.24 | SB +49.31 |

GAR Expectation 461 is sired by Expectation and out of the premier Wehrmann donor 2536. 461 is visually stunning while at the same time ranking in the top 1% of the entire Angus population for WW, YW, RE, \$F and \$B. 461's first calf by Bon View New Design 208 ratioed 107 @ WW, 108 @ YW, 89 for %IMF and 106 for RE. These ratios are impressive, but they are even more intriguing when you consider they were achieved against the offspring of only the main donors at GAR.

The fall born bulls were fed for 84 days at Beefland Feedyard and Triangle H Feedyard, Garden City, KS. Their start weight was 826 lbs. and out weight was 1325 lbs. Their ADG was **5.94 lbs./day** with an **average dry matter feed conversion of 4.44 lbs. of feed per lb. of gain.** The group's **cost of gain** was **\$39.28/cwt.** Since October 1, all of these bulls have been running in sections or larger pastures. They will be brought in late February to be semen tested and clipped for the sale. These bulls are hard and ready to go to work.

In 1995, dad stated 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. We are .06 away from our goal on an ADG basis, and .44 away from our goal on a dry matter basis. We will reach and surpass these goals in the near future, albeit our dry matter goal will be more difficult to achieve as we are dealing with heavier in-weights on our bulls. Our confidence we will reach these goals is due to the fact we continually have better genetics and information with which to work. Disciplined selection pressures using the American Angus Association Sire Summary works.

We believe it is interesting and important to note the AVERAGE EPDs of the 442 bulls offered in the 2005 sale are: **CEd +7, BW +2.0,**



LOT 447 • GAR PRECISION 81

| Ultrasound | | | \$Values | | |
|------------|----------|-----------|-----------|-----------|-----------|
| BW +.3 | WW +33 | %IMF +.78 | Fat +.017 | SW +25.05 | SG +31.17 |
| YW +81 | Milk +20 | RE +.61 | %RP +.43 | SF +26.72 | SB +51.83 |

GAR Precision 81, the #3 IMF cow in the breed, is a daughter of the #1 %IMF cow of the breed, GAR Prime Time 2409, sired by Precision. She is also a maternal sister to our 2005, Lot 1 bull, GAR Preeminent. 2409 has achieved one of the greatest ultrasound records in the history of GAR as she has 44 progeny at 111 for %IMF, 104 for RE, 103 for rib fat and 101 for rump fat. 81 has exhibited the same dominant %IMF performance, as her first calf, the 4th high scanning %IMF bull among the 703 bulls scanned by GAR this past fall. He ratioed 162 amongst his contemporaries. 81 offers a moderate stature (bottom 5%) yet ranks in the top 6% of the breed for YW while ranking in the top 1% of the breed for %IMF, RE, \$G and \$B. 81 is the type of cow that we are often asked about, (i.e. the sleeper cow of the sale). In fact her dam was a sleeper, too, in that she was the most reasonably priced donor in her class that sold in 2003.

WW +45, YW +89, YH +.4, SC +.05, Milk +26, CEM +8, \$EN -1.08, %IMF +.32, RE +.53, Fat +.01, %RP +.30, \$W +24.22, \$F 30.28, \$G +21.17 and \$B +44.49. These EPDs are a good example of how GAR's "pounds in the correct package" selection process is working. It is interesting to note the **AVERAGE BULL IN THIS SALE** ranks in the **top 20%** of the Angus breed for **direct calving ease**, the bottom 40% (lighter BW) for birth weight while these same bulls simultaneously rank in the **top 15%** of the breed for **weaning weight**, and their **yearling weight** ranks them in the **top 7%** of the Angus breed. Furthermore, this top percentile growth has been achieved in a package that is in the **BOTTOM 45%** of the Angus breed for yearling hip height. These bulls have exhibited an acceptable birth weight followed by explosive growth to the endpoint which was their off test weight, while **ONLY** having an average adjusted off test frame score of 6.0. We expect these bulls to sire similar efficient traits in their offspring. The great news of the Angus breed is we are able to select for explosive cattle, while



LOT 450 • GAR 1407 NEW DESIGN 102

| Ultrasound | | | \$Values | | |
|------------|-----------|-----------|-----------|-----------|-----------|
| BW 1+1.0 | WW 1+41 | %IMF +.38 | Fat +.005 | SW +25.90 | SG +26.03 |
| YW 1+84 | Milk 1+30 | RE +.70 | %RP +.52 | SF +26.63 | SB +46.84 |

GAR 1407 New Design 102 is Integrity's sister. I am tempted to quit writing here as Gardiner Angus Ranch has never had a bull that has been met with such wide acceptance from all segments of the purebred industry. Maybe the reason is because of the combination of phenotype with genetic projections to offer immense directional changes for the important traits of what Angus cattle are supposed to do. 102 ranks in the top 1% of the Angus breed for %IMF, RE and \$B. 102 and her sister, 842, who also sells, will offer the opportunity for serious Angus breeders to sow the seeds of beef cattle genetics that will vault to the forefront of the entire industry!

simultaneously selecting for superior carcass traits. This year's bulls have a **%IMF EPD of +.32, RE EPD of +.53,** and a **%RP of +.30.** This places the sale bulls in the **TOP 7%** of the breed for %IMF and **TOP 6%** of the breed for RE. Also, these bulls rank in the **TOP 22%** of the Angus breed for retail product. Finally, when you study where the bulls rank for the \$ indices it is interesting to note they rank in the **top 26%** for \$W, the **top 6%** of the breed for \$F, the **top 12%** for \$G and **top 3%** for \$B. We believe these indexes help to illustrate how we have successfully bred cattle with acceptable stature, growth and end product in mind.

THE FEMALES THAT SELL

Each year since our first production sale in 1980, we have sold 25% of our cowherd. Some producers call this a mature cowherd dispersal. We prefer to call it a production sale. Our total AI program, without the use of clean-up bulls, is our assurance you will be able to select daug-

(continued on page 3)

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ters of the very best bulls in the Angus breed. We are proud of these females and believe they are some of the best cows in the entire Angus breed. If you are looking to build a superior herd of Angus females or enhance your current herd of Angus females, we invite you to consider these.

Embryo transfer has allowed us to accelerate our genetics, increase the quality and quantity of our herd, while simultaneously allowing us to sell females at a more youthful, useful age to our customers. This year we will sell 45 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 2005 female offering will include 83 cows with heifer calves. These cows and calves, as always, will sell as a three-in-one unit. The 83 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 2 cows with spring calves, and then 25 bred cows followed by 160

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 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 100-bred commercial heifers. The commercial females will sell in groups of 7-10 head per group. All the heifers are descendants of Ralph Gardiner's commercial Angus herd he started in the early 1930s. Since 1964, they, too, have been bred total AI (no clean-up bulls), using the exact same sires as their 3/4 to 7/8 sisters in our registered herd. The only difference is their ancestors were never registered. These heifers offer an opportunity to purchase some of the best purebred commercial Angus females in the business. We invite you to join us and take home cattle you can succeed with in the beef business.

Free Delivery For The 26th Year

We offer free delivery, sometimes 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. In some cases, where multiple owners' cattle are loaded on the same truck, it is necessary for the buyer to meet the truck at a central location relatively close to them. Rarely do we ask our buyers to drive far to meet a truck, but in some cases we may ask the buyer to drive an hour to pick up their cattle off the truck. If this is not possible, we will make every attempt to deliver your cattle to your location. 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 \$50 from the purchase price if he provides for transportation from GAR within 2 weeks after the sale.

Seven Year Comparison Documents Significant Carcass Improvements

Our 26th Annual Production Sale offering provides an opportunity to analyze GAR historical data and study the chart of our carcass values for the past seven years on all the fall born bulls we have produced. It shows we have had continued carcass improvement the last four years in bulls we have produced. From 1997 to 1999 we were not putting as much emphasis on carcass improvement as we were from 2000 to 2003. When you look at the chart carcass values stayed about the same or decreased.

GAR's average adjusted scan weight went up 87 pounds in the last four years even though the average age in days was 13 days younger. From April 24 to June 16, 2004, we had no rain along with a lot of wind and several 100 degree days. As a result, our spring pastures did not green up and we did not get the usual high gain on our calves that we usually do prior to weaning.

Our goal is to continue to increase our marbling, increase the size of our ribeye, and decrease our outside fat cover which will give

us a higher percent retail product. When we achieve the last two items the improvement on these carcass values will make it less likely to have Yield Grade 4s and 5s which can result in large discounts on grid pricing.

Quite a few of our bull buyers are getting an average of \$50 to \$90 per head premium when they sell on the grid. Our goal is to see these good premiums increase for them. We look forward to seeing you on April 2.

| Birth Year | Age in Days | Adj. Scan Wt. | PERCENT IMF | | | RIBEYE | | | RIB FAT | | RUMP FAT | | FAT | % RETAIL PRODUCT |
|--|-------------|---------------|--------------|-------------|--------------|----------------|------------|---------------|-------------|------------|-------------|------------|---------------|------------------|
| | | | Actual Adj. | BW EPD | EPD Acc | Actual Adj. | Milk EPD | EPD Acc | Actual Adj. | WW EPD | Actual Adj. | YW EPD | EPD Acc | EPD Acc |
| 2004 Summary of Group Average of 357 Fall Sale bulls: | 393 | 1214 | 5.33 5.22 | +2.0 | +0.32 .31 | 14.35 13.67 | +26 | +0.53 0.31 | .35 .31 | +45 | .40 .37 | +89 | +0.01 .31 | +0.28 .31 |
| 2003 Summary of Group Average of 567 Fall Born bulls: | 390 | 1145 | 5.27 5.17 | | +0.29 .30 | 13.69 13.14 | | +0.43 0.30 | .32 .29 | | .38 .35 | | +0.01 .31 | +0.29 .31 |
| 2002 Summary of Group Average of 417 bulls: | 398 | 1178 | 5.51 5.39 | | +0.26 .37 | 14.2 13.6 | | +0.33 .37 | .36 .32 | | .40 .36 | | +0.007 .37 | +0.19 .37 |
| 2001 Summary of Group Average of 503 bulls: | 393 | 1115 | 4.24 4.12 | | +0.19 .36 | 13.4 12.9 | | +0.24 .36 | .34 .32 | | .36 .33 | | +0.005 .36 | +0.13 0.36 |
| 2000 Summary of Group Average of 307 bulls: | 407 | 1076 | 4.09 3.93 | | +0.20 .37 | 13.3 12.6 | | +0.22 .37 | .35 .32 | | .36 .32 | | +0.007 .37 | +0.08 .37 |
| 1999 Summary of Group Average of 402 bulls: | 419 | 1059 | 3.29 3.09 | | +0.13 .36 | 12.8 11.9 | | +0.19 .36 | .33 .29 | | .32 .27 | | +0.001 .36 | +0.14 .36 |
| 1998 Summary of Group Average of 316 bulls: | 405 | | 3.86 3.62 | | +0.11 .37 | 13.1 12.5 | | +0.08 .37 | .31 .26 | | .37 .31 | | +0.004 .37 | +0.01 .37 |
| 1997 Summary of Group Average of 171 bulls: | 406 | | 3.98 3.73 | | +0.09 .37 | 13.6 12.9 | | +0.05 .37 | .35 .29 | | .40 .34 | | +0.009 .37 | -0.09 .37 |

Profit Proven Group Featured in March 2005, BEEF Magazine

—Beef Magazine, March 2005, Wes Ishmael, reprinted with permission



Mark Gardiner, Kim Leeper, Mule Creek Ranch, Wilmore, KS and Henry Gardiner.

Add More-Make More

Genetic commitment and common sense are helping these commercial producers find as much demand for their cows as for the premium-busting calves produced by them.

“What we’re doing is not rocket science,” says Kim Leeper of the Mule Creek Ranch at Wilmore, KS. “Anyone can do the things we do.”

Perhaps, but few enough do so that this is an awesome sight: pastures filled with pea-pod uniformity, better than 95% calves weaned/cow exposed in 60 days or less, all without pampering; gain and cost-of-gain in the stocker pasture and feedlot that sets the standard; carcass performance that commands a reliable premium; discussions that revolve around helping the next guy in line to succeed with the same cattle; and sincere enthusiasm and excitement about being in the cattle business as a business.

The same principles apply at eight other commercial ranches parlaying their breeding females into one of the hottest commodities in the industry.

Try this on for size. In three years, their annual Profit-Proven commercial sale at Pratt, KS, has traded 3,234 breeding females for an average of \$1,088. This year’s sale averaged \$1,331. Understand, bred cow prices across the nation this year are expected to average historic highs near \$1,050 per head. So, buyers are paying at least 27% more than average for these Profit-Proven females.

In return, they get documented genetics, documented pasture, feedlot and carcass performance, source verification, added conveniences that include freeze-branded ID numbers, and a ready market for the calves produced by these females. Arguably, as much as anything, buyers are paying the premium because they realize they are getting the very breeding stock these progressive peers would have kept longer in the past.



John Adams, XIT Ranch, Plains, KS



Roger Giles, Giles Ranch Co., Ashland, KS

This kind of excitement, not to mention the rewards for such efforts, has traditionally been tougher to find than Granny Moses’ baby teeth. That’s the story.

Market Futility Drives Risk Taking

“It was always frustrating to raise quality cattle, then when it came time to market them, you got the same price as a roping steer,” says John Adams of the XIT Ranch at Plains, KS. That’s why he and his family became founding members of U.S. Premium Beef (USPB), now the largest vertically—and arguably most producer-lucrative—beef system in the nation.

That’s why other Profit-Proven members, like Giles Ranch Company at Ashland, KS, also became involved in USPB.

“Traditionally, only one or two phases of the industry was making money and the others were losing. Now, there’s the opportunity for all phases to make money because the information is there. And, it’s beneficial to everyone that everyone stays in business,” explains Roger Giles.

In fact, frustration with the lack of market distinction between winners and losers didn’t just drive Mark Gardiner and Gardiner Angus Ranch of Ashland to help found USPB. They also purchased a substantial number of USPB marketing shares, before anyone knew if the venture would be successful, solely for use by their genetic customers in marketing their

Record Set at GAR-Influenced Commercial Replacement Female Sale

The threat of a winter storm did not deter the full house that came to buy at the 2004 Profit Proven GAR-Influenced Commercial Angus Replacement Female Sale held at the Pratt Livestock Auction in Pratt, Kansas. A strong cash market coupled with an Angus brand that stands for quality, predictability and reputation launched an offering that sold to 27 buyers from 8 states.

For the second year in a row, each female sold in the Profit Proven sale carried the American Angus Association’s AngusSource identification tag verifying state of origin and herd location. The totally source-verified offering was sired by Gardiner Angus Ranch sires or sons of GAR sires or bred to GAR bulls.

| No. Hd | Avg. | |
|--------|----------------------|-------------|
| 37 | Fall Pairs | \$1,797.00 |
| 122 | 2 Yr. Old Cows | \$1,571.00 |
| 20 | 3 Yr. Old Cows | \$1,440.00 |
| 29 | 4 Yr. Old Cows | \$1,296.00 |
| 42 | 5 Yr. Old Cows | \$1,675.00 |
| 170 | 6 Yr. Old Cows | \$1,235.00 |
| 41 | 7 Yr. Old Cows | \$1,260.00 |
| 311 | Bred Heifers | \$1,435.00 |
| 229 | Open Heifers | \$1,003.00 |
| 1001 | Head totaled | \$1,332,420 |
| | Averaged | \$1,331.00 |

The 2004 Profit Proven Group represents Gardiner customers from 9 large commercial ranching operations. The ranches represent diverse “gate to plate” beef operations that share common goals of producing quality beef that fit today’s value-added marketing systems. One of the nation’s first to incorporate AngusSource tags, the Profit Proven Group continues to explore marketing opportunities that add value to GAR-influenced genetics up the food chain.

The sale offering was comprised from the following ranches: Giles Ranch Co., Ashland, KS; Merrill Ranch, Wilmore, KS; Mule Creek Ranch, Wilmore, KS; Irsik Ranch, Ingalls, KS; XIT Ranch, Plains, KS; McCloy Ranch, Harding County, NM; JO Cattle Co., Springer, NM; McCarty Land & Cattle, Ashland, KS; K-Ranch, Garden City, KS.

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

I commonly am asked the question, "How much performance will I give up if I use an Angus bull versus a Continental bull". I have normally smiled and answered the question with "Oh about 10 pounds less birth weight" but I did not believe that this answer was accurate enough to adequately answer a very good question. I decided to go to the U.S. Meat Animal Research Center (MARC) and see what their current analysis was on the adjustment factors to add to EPDs of the 15 different beef breeds. This table is based on "head to head" comparison of the breeds at the U.S. MARC, in Clay Center, NE. Dr. Dale Van Vleck, and Dr. Larry Cundiff conducted the analysis. I would stress we all agree on the benefits of heterosis. 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, let's convert a Charolais bull to an Angus EPD for BW. To do so, add 10.5 to 0 to come up with a Charolais bull's Angus BW EPD of 10.5. I can do this with any breed for any trait on this chart.

So what does this information mean? I decided to create a new table creating a comparison between the average bull selling at Gardiner Angus Ranch, April 2, 2005, and the breed average of five major breeds used by the majority of our customers. See Table 2.

I accomplished this comparison by taking the average bull selling at Gardiner Angus Ranch and their EPDs for the above traits. BW: 2.0; WW 45; Milk 26; YW 89. To compare to the "average bull of the other breeds I took the breed average from each breed and added the "Across breed conversion numbers listed above to convert the other breed's average to "Angus EPDs. For example: Charolais breed average for BW is 11.3 so I add the conversion figure from MARC of 10.5 and this tells me that the "average Charolais bull" is 11.8 BW EPD in "Angus EPDs". I can do this the same way for yearling weight. Charolais breed average for YW is 36, so I add the AB conversion figure for yearling weight of 53.4 to 36 and I find out that the Average Charolais bull is a 89.4 YW EPD in "Angus EPDs". I can do this to convert each and every trait for each breed.

I believe when you study this data it is obvious GAR cattle can compete quite nicely with the other breeds of cattle. This data tells us our

Table 1. Adjustment Factors to Estimate across-breed EPDs.

| Breed | Birth Wt | Weaning Wt | Milk | Yearling Wt |
|-------------|----------|------------|--------|-------------|
| Angus | 0.0 | 0.0 | 0.0 | 0.0 |
| Hereford | 3.4 | - 2.0 | - 17.8 | - 13.7 |
| Red Angus | 3.6 | - 1.4 | - 7.8 | 0.7 |
| Shorthorn | 7.8 | 31.4 | 12.1 | 44.5 |
| S. Devon | 6.7 | 21.7 | 3.5 | 40.8 |
| Brahman | 13.0 | 34.8 | 24.6 | - 4.4 |
| Limousin | 4.5 | 1.8 | - 15.9 | - 19.9 |
| Simmental | 6.4 | 22.4 | 10.0 | 21.9 |
| Charolais | 10.5 | 38.4 | 2.6 | 53.4 |
| Gelbvieh | 5.4 | 7.1 | 1.7 | - 21.1 |
| Maine Anjou | 6.7 | 17.6 | 7.6 | 5.5 |
| Salers | 4.9 | 30.7 | 9.0 | 46.1 |
| Pinzgauer | 7.7 | 28.3 | 6.1 | 25.5 |
| Tarentaise | 3.6 | 30.1 | 17.8 | 13.4 |
| Braunvieh | 6.5 | 30.0 | 22.2 | 13.9 |
| Brangus | 5.7 | 20.0 | — | 20.4 |
| Beefmaster | 9.7 | 39.0 | — | 37.9 |

Table 2. Comparison of GAR Average Sale Bulls & Breed Average of 5 Major Breeds

| Breed | Birth Wt. | Weaning Wt. | Milk | Yearling Wt. |
|-----------------------|------------|-------------|-------------|--------------|
| Gardiner Angus | 2.0 | 45.0 | 26.0 | 89.0 |
| Hereford | 7.2 | 35.0 | -3.8 | 49.3 |
| Charolais | 11.8 | 58.4 | 8.6 | 89.4 |
| Gelbvieh | 7.3 | 46.1 | 20.7 | 47.9 |
| Simmental | 8.9 | 56.0 | 15.6 | 78.3 |
| Red Angus | 4.2 | 28.6 | 8.2 | 53.7 |

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 41 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.

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 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.

GAR 1407 New Design 6482 Posts Impressive Numbers in 2005 Sire Evaluation

Silveira Bros., Mendota, CA and Nick Uhart, Minden, NV, purchased GAR 1407 New Design 6482 the 3rd high selling bull in our 2004 sale. 6482 is sired by 1407 out of GAR Pinnacle 1830 and is posting impressive numbers in the 2005 Sire Summary. He ranks in the top 2% for YW, 20% SC, 1% Milk, top 4% Ultrasound RE with \$F @ 2%, \$G @ 4% and \$B @ 1%. Contact Silveira Bros. for semen at (559) 655-3312.

Repeat Buyer Discount

Buyers who purchased cattle in our 2004 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 2004 sale, you are not eligible for the discount. However, if you purchased cattle in our 2004 sale, you will receive a 5% discount, should you decide to purchase cattle in our 2005 sale. This 5% discount is determined after all credits have been subtracted from the gross purchase price.

own cattle for a premium.

So far, about 30,000 head of Gardiner customer cattle have utilized the USPB shares to bring back about \$1.8 million more than market price. And, that's just with the shares made available at no cost by Gardiner Angus. Other users of their genetics, like those behind the Profit-Proven sale, have their own USPB shares.

A Self-fulfilling Prophecy

Of course, the gap between want to and can do is wider than the Grand Canyon on a two-legged mule. Whether through the Profit-Proven Sale or USPB, the cattle did well because they're returning more to buyers than the premiums paid for them.

For example, Mule Creek Ranch weaned 670 calves last year, out of 678 females that were preg-checked as bred. Leeper sold 76 half-sisters in the Profit-Proven Sale in November. He'll have another 300 half-sisters on the ground as replacements this year.

At XIT Ranch, Adams has been known to get 97% conception rate on cows that produce well over half their mature weight in calf weaning weight.

At Giles Ranch Company, Giles explains, "We've always felt like we had a \$30 per head advantage in gain at the feedyard, then another \$30-35 per head advantage in other production efficiencies versus the cattle we've purchased to stocker and feed." As an example, their own cattle will gain 2.0-2.5 lb. per day on wheat pasture, a full pound more than what they get with purchased cattle.

Members of the Profit Proven Group share meticulous management, common sense and the willingness to embrace technology, such as artificial insemination. They also share a long-standing commitment to genetics as the source of the potential they have to work with—management being how much of that potential they exploit.

How's this for potential? Through the 1970s, Henry Gardiner says his bulls (6-weight) would gain 2.7 lbs. and convert at

7.48 lbs. of feed to a pound of gain. The last set they fed gained 5.84 lbs. per day and converted at 4.21 of feed to a pound of gain.

"So, we're getting twice as much of gain with 40 percent less feed," he explains.

Now, the deep market these commercial producers have developed for their females by way of their steadfast commitment to genetics, is accelerating the pace of improvement within their programs.

"I feel like we're improving, so we'll be selling more cows and keeping more heifers. If you weren't improving the cattle, you couldn't do that and be efficient," says Adams. "When a cow exits our program now, it's when she can still add value to another ranch, rather than just go to slaughter."

You see, the oldest cows sold in the Profit Proven sale are 7 years old, and the group has considered shaving a year from that maximum. At XIT Ranch, they'd normally run cows until they're 10 years old. Conversely, at Giles', where the soil is less sandy, they would traditionally start mouthing cattle at 9 years, but might run some until they're 15.

In other words, with the demand their cattle's performance has created, these folks are finding they can make more money by turning cows over quicker. Then, with genetics, they take another step forward, faster.

Mule Creek Ranch, for example, uses AI extensively. "You can do in 6 to 8 years what a lot of people spend a lifetime trying to do," explains Leeper.

The same attention is paid to purchased bulls. Adams, for instance, bought the highest scanning bull for ribeye area and intramuscular fat in the Gardiner sale two years ago. The bulls in that sale averaged \$4,025. You have some idea of the commitment.

Adding Value That Matters

"I would suggest these ranches were paid what they were because of the value they added with genetics, herd health, records, source verification and other management," explains Mark Gardiner, who helps the Profit

proven group coordinate the sale.

Buyers are willing to pay for source verification, too. Every head in the past two sales has been part of the American Angus Association's AngusSource program, which identifies genetics and source. They're also paying for records, which are evolving toward more individual data. But even the group information has value.

Mule Creek Ranch sold short-weaned steer calves for \$1.61/cwt. (485 lb.) last year, in part because of the data he could share.

"The USPB information from the performance of past calves helped me get those premiums," he explains. "I share my information with the buyers and they share their information with me, which is what I think we're all going to have to do if we're going to improve."

On the other side of that trade, Gardiner points out, "The buyers of their calves the past two years say they have made more money with them than any plain ones they paid a lot less for."

Giles explains, "Traditionally, feedyards didn't want to own more than 20 percent of the cattle they fed. Now most are up to at least 50 percent, so they're more selective."

Bottom line, Adams explains, "We have more information today and can make great improvement in the cattle, and pass those benefits on to our customers, whether as feeders, fed cattle or breeding stock."

"It's the sum value of these ranches coming together and providing all of these things. If you take any part of it away, you lower the sum value," says Gardiner. "They're all the time thinking, 'What can we do better? How can we add more value?' Their cattle have a reputation now. I'll get calls year-round about when the next sale is."

"I want everybody to make money," says Kim Leeper, echoing a common mantra of the Profit-Proven group. "You don't have to get rid of everything you've got. You can improve on everything you have if you just take the initiative."



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



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



Please send me a catalog for the Gardiner Angus Ranch Production Sale, Saturday, April 2, 2005, at the ranch near Ashland, Kansas

Name: _____

Ranch Name: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Email: _____