



NEWS RELEASE

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FOR IMMEDIATE RELEASE:

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Demand Driven Market Sends Clear Signals for Quality and Value Genetics

Clear and transparent communication with our customers has been the guidepost for daily interactions at Gardiner Angus Ranch since the beginning. Regardless of market volatility or where the industry is positioned in any given cycle, we continually remind our customers that “the market is the market.” That statement isn’t trite or clichéd. It is the reality of an industry, driven by demand throughout the entire production spectrum, all the way to the end point: global consumers that represent every nationality, ethnicity, social and economic strata, and personal preferences on planet Earth.

Every day, we work with registered and commercial producers asking how they can make beef better and how to improve their current cow herds and increase profitability. The answer is the same regardless of size of operation. Consistent genetic selection, generation after generation, for all the traits of economic magnitude is a process that results in changing cow herd populations and producing more Prime beef.

New customer, Josh De Jong, Kern Cattle Co., Visalia, California, and repeat customer, Randall Grimmus, Grimmus Genetics Co., Tulare, California, purchased the two high selling bulls, both GAR Home Runs sons at \$50,000 each. De Jong had the winning bid on Lot 10, GAR Home Run 475G. Grimmus Genetics selected Lot 12, GAR Home Run W1515. These bulls exemplify multi-trait selection for all the traits of economic importance.

Longtime commercial producers, Eddie and Karen Parker, Parker Ranch, Waurika, Oklahoma, selected Lot 14, GAR Home Run M5511 and paid \$45,000. Another longtime customer, Bill Boyer, Boyer Brothers Angus Farm, Perryville, Missouri, studied the offering closely and selected Lot 2, GAR Preeminent EWA 542, one of the most impressive B&B Preeminent sons to sell on a winning bid of \$35,000. Lot 11, GAR Home Run W2125 and Lot 22, GAR Preeminent 455G sold for \$35,000 each to Steve Stumpe, Cedar Lane Cattle Co., Leslie, Missouri, and Bill Weinacht, Paradise Mountain Land & Cattle LLC, Pecos, Texas. Home Run and Preeminent dominated demand throughout the day and these two selections will make a difference. Josh De Jong added to his purchases with a winning \$32,000 bid to own Lot 30, GAR Home Run T4935.

Randall Grimmus added two bulls to his purchases, paying \$30,000 each for Lot 90, B&B Preeminent R575 and Lot 216, GAR Captain EWA 519. Cory Brown, Orifino, Idaho, outlasted the competition to own Lot 255, GAR Preeminent W2215, paying \$29,000.

Kevin & Marta Milliken, Lebanon, Missouri; Trey Clapp, Cedar Vale, Kansas; and Andy & Kodel Cunningham, C Bar O Ranch, Rosston, Oklahoma, had winning bids of \$27,000 to own three high-valued B&B Preeminent sons, Lots 8, 29 and 76, respectively. Three B&B Preeminent sons and one PEAK Stapleton son, Lots 7, 9, 25 and 203 sold for \$25,000 each to Josh McKinney, McKinney Land & Cattle, May, Oklahoma; Randall Pemberton, R&J Cattle Co. LLC, Richland, Missouri; and Leon Stauffer, Yates Center, Kansas, respectively. Thirty-three bulls sold from \$20,000 to \$24,000 to 26 different buyers.

The bred registered females featured tremendous multi-trait donors, bred cows and heifers carrying the service of GAR Diligent, GAR Grand Slam and GAR Market Maker. Rusty Gravitt, Two Rivers Cattle Co., Gainesville, Georgia, purchased the high selling female, Lot 416, GAR Fireproof 1524, carrying a GAR Market Maker bull calf, on a winning bid of \$45,000. GAR cooperators, Chris Lorson, Lorson Angus Farms, Jersey Shore, Pennsylvania; and the Southern Synergy partnership of CAM Ranches, Crawford, Georgia; Ogeechee Farms, Wadley, Georgia; and Travis Bunch, Surrency, Georgia had winning \$37,000 bids to own Lot 420, GAR Fireproof 2004 and Lot 425,

GAR Stapleton 1514, respectively. Robin Wilson, Rocking W Angus, Jefferson, Georgia, also a GAR cooperator, selected Lot 423, GAR Stapleton 1594, on a winning bid of \$32,000, adding to his elite cow herd.

Joe and Tina Wyngaert, Ferndale, Washington, outlasted the competition to own the lead off bred heifer, Lot 477, GAR Fireball F815, paying \$22,000. She will calve in the spring to GAR Diligent. Karl M. Kiracofe, Kiracofe Angus, Churchville, Virginia, selected Lot 427, another tremendous Fireball daughter, GAR Fireball 894, carrying a GAR Market Maker bull calf, paying \$19,000 to own her. Lot 418 sold to John Todd, Norman, Oklahoma, and Lot 422 sold to Todd Fecht, Fecht Ranch, Parker, Texas, for \$18,000 each, respectively. Four females, Lots 426, 428, 434 and 449, each sold for \$17,000 to four different buyers. Five females, Lots 431, 433, 481, 483 and 492, sold for \$16,000 each to five buyers. Thirty-two females sold from \$10,000 to \$15,000.

Twenty-three registered females sold in two groups (13 head and 10 head). Regin Fletcher, Mountain Enterprises, Walden, Colorado, purchased Group 1, 13 head for \$6,500 per head. Kyle Spivey, Patriot Enterprises of Georgia, Douglas, Georgia, purchased Group 2, 10 head for \$7,000 per head.

A total of 170 buyers from 36 states purchased 1,045 head in five and a half hours.

The four highest averaging sire groups were GAR Home Run (51 head: \$19,765), GAR Gridmaker L1071 (4 head: \$18,750), B&B Preeminent (68 head: \$18,206) and PEAK Stapleton (13 head: \$16,923).

Volume Buyers—Bulls: Lazy Spade Ranch, Nathan Bunting, Red Bluff, California; Mertz 09 Ranch, San Angelo, Texas; Jim & Cheryl O'Brien, Mullen, Nebraska; Bert Williamson, S&J Ranch, Iowa Park, Texas; Joe Howard & Bobbie Williamson, Switch House Ranch, Wichita Falls, Texas; William O'Malley, UV Ranch/O'Malley Farms, Nocona, Texas; JLB Ranch, Jim Bosler, Douglass, Kansas; Mason & Beth Briscoe, Needville, Texas; Richard Kiekow, Kiekow Angus, Miles City, Montana; Jim Poett, Rancho San Julian Cattle LLC, Lompoc, California; Tim Thatcher, Thatcher Land & Cattle, Greeley, Colorado; Josh McKinney, McKinney Land & Cattle, May, Oklahoma; Ryan Redgate, Waynoka, Oklahoma; Karen Van De Graaf, Sunnyside, Washington; Jimmie Wayland, Arnett, Oklahoma; Patsy Woods Martin, JPM Ranch, Montague, Texas; Snake Creek Ranch, Jesse Luckie, Ashland, Kansas.

Volume Buyers—Registered Females: Ray Asencio, Diamond A Ranch, White Deer, Texas; Andy & Kodel Cunningham, C Bar O Ranch, Rosston, Oklahoma; Brock Mathews, G&W Farms, Enterprise, Alabama; Randall & Michelle Spare, RMS Cattle LLC, Ashland, Kansas; Kyle Spivey, Patriot Enterprises of Georgia LLC, Douglas, Georgia.

Volume Buyer—Commercial Females: Ryan Vogt, Vogt Grain Farms, Newton, Kansas; Cooper Zenger, Spring Creek Farms, Mullinville, Kansas; Joe Hall, 4GH Ranch, Elk City, Oklahoma; Phil Jelinek, Top Line Farm, Davison, Michigan; Jim Ratcliff, Ratcliff Ranch, Vinita, Oklahoma

SALE TOTAL & AVERAGES

Total Lots	Category	Gross	Average
124	18-month-old registered bulls	\$2,160,000	\$17,419
182	14-month-old registered bulls	\$3,043,000	\$16,720
306	REGISTERED BULLS	\$5,203,000	\$17,003
71	Bred Registered Cows	\$826,000	\$11,634
58	Bred Registered Heifers	\$545,500	\$9,405
129	REGISTERED FEMALES	\$1,371,500	\$10,632
435	REGISTERED HEAD	\$6,574,500	\$15,114
16	Bred Commercial Cows	\$79,900	\$4,994
594	Bred Commercial Heifers	\$2,892,100	\$4,869
610	BRED COMMERCIAL FEMALES	\$2,972,000	\$4,872
1,045 Head	TOTAL	\$9,546,500	\$9,135