



NEWS RELEASE

DATE: January 26, 2022

FOR IMMEDIATE RELEASE:

For further information, contact

Deb Norton, Cogent Ideas Inc. (785) 231-0879

Progressive Commercial Producers Signal a Bullish Market during the 5th Annual Gardiner Angus Ranch “Early Bird” Bull Sale

Some of the most progressive commercial cow-calf producers in America, in attendance at four sales annually at Gardiner Angus Ranch, typically reflect current and longer-term market signals relative to the cow-calf sector. Market analysts have consistently forecast a bullish 2022 and, in the absence of other Black Swan events, tell us leverage is shifting back to the cow-calf producer. More than 228 bidders confirmed those same industry signals during the 5th Annual “Early Bird” Bull Sale. Between buyers on the seats and two online bidding platforms, bidders competed for 280 GAR bulls that, on average, ranked in the top 5% of the Angus breed for marbling, top 4% for \$Beef, top 5% for \$Combined, top 18% for growth and 26% for calving ease. The average of the offering ranked in the top 10% of Method Genetics (MG) Retained Ownership Index.

Further illustration of the positive market signals, commercial producer, Doey Messer, Messer Cattle Co., Soldier, Kan., took a bold step by investing in Lot 1, GAR Incentive, with a winning bid of \$46,000. Incentive offers a unique outcross for most GAR pedigrees without compromising the elite traits demanded by progressive commercial producers today.

Second high selling bull was Lot 3, GAR Home Town 5460, and purchased by Randall Grimmus, Grimmus Cattle Co., Hanford, Calif. for \$25,000. This tremendous Home Town son offers elite from calving ease to growth to end product. David Stevenson, Gilmer, Texas, paid \$17,000 to own Lot 31, GAR Home Town 5400. With a +2 marbling and top 1% MG ROI, one can expect a lot of Prime carcasses from 5400! Repeat commercial customer, Brian Walt, Collyer, Kan., selected Lot 15, GAR Cache 5420, for \$16,000, to add to his herd sire battery.

Five bulls sold for \$15,000 each. Lots 6, 12, 16, 17 and 22, sold respectively to Select Sires Inc., Plain City, Ohio; Jason Faria, FB Genetics, Dumas, Texas; and Margie Rice, Mayer Legacy LLC, Guymon, Okla. Select Sires continued to bid aggressively to add elite calving ease, growth, marbling, and muscle with their purchase of Lot 10, GAR Breakthrough 7400, for \$13,000. Certified Angus Beef’s 2018 Value Discovery Contest winner, Boyer Bros. Angus Farms, Perryville, Mo., selected Lot 8, GAR Quantum 7070, for \$12,000, to continue producing some of the highest valued cattle to sell through U.S. Premium Beef. Ed Wesner, Reydon, Okla., selected Lot 26, GAR Momentum 7660 and paid \$11,500.

Six bulls, Lots 4, 5, 7, 11, 67, and 87 sold for \$11,000 each. The bulls were purchased by Phil Coldiron, CCC Ranch, Wellston, Okla.; John Raftopoulos, Diamond Peak Cattle Co., Craig, Colo.; Select Sires Inc.; Manuel Gonzalez, Cuatro Cienegas, Mexico; Justin & Jodi Busenlehner, Fuzzy Creek Angus, Rowena, Texas; and Ernest Cannon, EHC Companies, Stephenville, Texas, respectively.

Ernest Cannon, EHC Companies, and Darrell Kaiser, Kaiser Angus, Park, Kan., each paid \$10,500 to own Lot 62, GAR Quantum 6320, and Lot 65, GAR Identified 5230, respectively.

Six bulls, Lots 2, 25, 44, 56, 255 and 277, each sold for \$10,000 to the following buyers: Select Sires; Jerry Jones, Fourche River Ranch, Gravelly, Ark.; Ed Wesner, Reydon, Okla.; Boyer Bros. Angus Farms; and Woody Folsom, Folsom Tamelat, Baxley, Ga.

Four bulls, Lots 14, 32, 75 and 85, sired by four different sires sold to four buyers from four states in the \$9,500 range. Mayer Legacy; Eric Moden, Wakeeney, Kan.; Shawn Brett Segrera, Ethel, La.; and David Thompson, YY Ranch, Wilcox, Ariz., all repeat buyers selected bulls based on the needs of their specific beef operations. Eleven bulls sold for \$9,000 each, to 10 beef operations from North Dakota to Mexico.

Notes of Interest:

- A total of 353 head sold to 114 buyers from 23 states and Mexico.
- The sale concluded in three hours and 15 minutes.
- 97 Bulls sold to buyers in Texas; 38 bulls sold to buyers in Kansas; 20 bulls sold to buyers in California; 17 bulls sold to buyers in Colorado

Volume Buyers—Bulls: Brian Darst, Lazy Spade Ranch, Red Bluff, Calif.; John Raftopoulos, Diamond Peak Cattle Co., Craig, Colo.; Dick & Kippi Cogdell, Cogdell Ranch, Tulia, Texas; Frank Reznicek, Kaechele Ranch, Wallis, Texas; Luke Cearley, Indian Creek Livestock, Oakwood, Texas; Select Sires Inc., Plain City, Ohio; Josh Robertson, The Last Buffalo, LLC, Darrouzett, Texas; Woody Folsom, Folsom Tamelat, Baxley, Ga.; Enrique Garcia, Santa Elena Ranch, Saltillo, Coahuila, Mexico; Will Yeager, Crockett, Texas.

Volume Buyers—Commercial Females: Jerry Wrinkle, Wrinkle Cattle Farms, Hartsville, Tenn.; William Cable, Uinta Farms, Flint, Texas; Spencer Hedstrom, Cheney, Kan.; Enyart Mitchell, Coushatta, La.; James Moser, Gruenfelden Farms, Brenham, Texas; Stuart Rosen, Brenham, Texas.

Sale Total & Averages

No. Hd/Lots	Category	Gross	Average
221	17-Month-Old Bulls	\$1,591,750	\$7,202
59	20-Month-Old Bulls	412,500	6,992
280 Lots	Registered Bulls	\$2,004,250	\$7,158
2 Load Lots	73 Head Bred Comm. Heifers	\$168,850	\$2,313
282 Lots		\$2,173,100	