



## NEWS RELEASE

DATE: September 29, 2021

### FOR IMMEDIATE RELEASE:

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### **The 17<sup>th</sup> Gardiner Angus Ranch Fall Sale Confirms Value Starts at the Ranch**

The demand for predictable genetics that offer opportunities for profitability throughout the beef supply system has never been greater. Regardless of market volatility, value-added genetics provide risk management for producers and cattle feeders, and more consistent, high-quality beef to the consumer. During the early days of value-based marketing, documenting the value throughout the supply chain was arduous. Today, the value and importance of high-quality beef to the supply chain is undeniable.

The Gardiner Angus Ranch 17<sup>th</sup> Annual Fall Bull Sale, and three more GAR sales throughout the year, continually offer genetics that have been selected and improved for calving ease, early growth, reproduction, muscle, and marbling since the first Angus Sire Summary was published 41 years ago. The 17<sup>th</sup> Annual Fall Sale presented one of the largest offerings of bulls to sell this fall and the largest offering of genomically tested, bred commercial females ever to sell at GAR.

Some argue cattle producers are slow to change. Three hundred thirty-seven bidders recognized the difference in value and 186 progressive buyers from 29 states purchased and took home genetics to improve their own herds, enable greater market access for their calves, and seek to manage risk using inherently more predictably profitable genetics.

There's always plenty of excitement before the gavel falls on the Lot 1 bull. This sale offered the first GAR Home Town calves to sell at GAR and his progeny did not disappoint. The high selling bull, Lot 1, GAR Home Town A021, as expected, checked all the boxes! FB Genetics, Dumas, Texas, recognizing A021's potential, paid \$21,000 to own this promising Home Town son ready for service. The high selling bull in the 20-month group was Lot 147, GAR Sunbeam 400J, a powerful grandson of GAR Sunrise. 400J's top 1% marbling and top 2% REA and Method ROI are accurate indicators of his ability to create value. Joe Waggoner, Waggoner Cattle Co., LLC, Carthage, Miss., and Berry Bortz, CB Farms, Preston, Kan., teamed up for the winning bid of \$20,000 on Lot 147.

Steve Hillhouse, Hillhouse Angus, LaGrange, Texas, chose Lot 33, GAR Combustion 880S, and paid \$19,000 to add this impressive son of Combustion out of one of the premier donors at GAR. Based on the success of previous Ashland sons in use in his herd, FB Genetics had the winning \$17,000 bid on Lot 15, GAR Ashland TA030. FB Genetics added to their purchases by outlasting the competition for Lot 4, GAR K263 Prophet W930. W930 earned triple 1% percentiles for all three Method Genetics indexes and was the highest \$Beef bull in the sale.

Four bulls sold for \$15,000 each. Lots 2, 43, 54 and 56 sold to Alan Orr, Tulsa, Okla.; Randall Grimmus, Grimmus Cattle Co., Hanford, Calif.; Dawson Swift, Cunningham, Tenn.; and Jeff Balentine, J-Buckle Ranch, Elmore City, Okla., respectively. All excel for the traits of economic importance. Longtime customer and recent Certified Angus Beef Commitment to Excellence award winner, Ross Humphreys, San Rafael Cattle Co., Tucson, Ariz., purchased Lot 206, GAR Phoenix D660 for \$14,000. Humphreys has been an amazing "student" of adding value with his unwavering discipline and focus on raising the quality bar with every calf crop. As a result, his selection was the highest ROI bull in the sale.

Four bulls sold for \$12,000 each. Lots 9, 41, 57 and 216, sold to Johnnie Grizzle, Pocola, Okla.; FB Genetics; J-Buckle Ranch; and Brian Walt, Collyer, Kan., respectively.

The registered female offering represented every spring calving female on the ranch! The high selling female was Lot 419, GAR Identified F190. Keith Lambright, Maple Lane Farm, Shipshewana, Ind., outlasted several

bidders that represent many of the most progressive seedstock operations in America, to own F190 for \$15,500. FB Genetics selected Lot 412, GAR Ashland F210, to add to their program on a winning bid of \$15,000. Darrell Lake, Lake Valley Angus, LLC, Dallas, Texas, took home the Number 1 ROI female in the sale, GAR Combustion 1070S, with a final bid of \$13,000. Adding to the female interest was Lot 411, GAR Prophet 2685, the dam of GAR Transcendent, the Lot 1 bull that sold in the 2021 spring sale for \$290,000. Transcendent is the highest marbling bull in Angus history. His dam, 2685, sold to Hinkle's Prime Cut Angus, Nevada, Mo., for \$12,000. Repeat customer, Wassim Issa, Valley View Angus, Shinglehouse, Pa., selected Lot 420, GAR Identified F60. F60 was the highest \$C female with over +1 for marbling and ribeye in the sale. Valley View paid \$12,000 to own her. Jeff Gower, Soaring Eagle Angus, Springfield, Mo., selected Lot 421, GAR Identified F220, to add to the tremendous Soaring Eagle herd on a winning bid of \$11,000.

The 548 head of bred commercial females offered represented the largest offering of Method Genetics tested females selling with EPDs and indexes for MPI, QPI and ROI. Five-hundred-forty-one of the females were bred AI to GAR Home Town. Seven head were bred AI to GAR Transcendent and GAR Dual Threat. Progressive producers recognized the amazing opportunity to improve their current genetics AND have a calf on the ground by the absolute best bull ever to sell at Gardiner Angus Ranch. The high selling group consisted of 13 head and sold to Jason Henderson, Henderson Farms, Falkville, Ala., for \$4,000 each. Todd Bean, Landmark Pastoral Farms, Mount Pleasant, Mich., had the \$3,500 per head winning bid for a 10 head group. Group 12 sold to Daniel Dalfino, Tampa, Fla., for \$3,300 each. Progressive producers are embracing the opportunity to purchase commercial replacements with genomic data and the results are dramatic improvements in their cow-calf operations.

#### Notes of Interest:

A total of 955 head sold to 186 buyers from 29 states.

This was the largest offering of bred commercial Angus females to sell at Gardiner Angus Ranch.

**Volume Buyers—Bulls:** Thatcher Land & Cattle, Pueblo, Colo.; Jason Vickrey, Bar V6 Ranch, Claremore, Okla.; Ken & Dixie Welch, Baird, Texas; Ernest Cannon, EHC Companies, Stephenville, Texas; Joe Howard Williamson, Switch House Ranch, Wichita Falls, Texas; Lyman Marion Ramsay, Grand Bay, Ala.; Brent Haas, Willcox, Ariz.; Barrett Clark, Clark Cattle Co., Breckenridge, Texas.

**Volume Buyers—Reg. Females:** Jody Robertson, Erick, Okla.; Scott Jones, Willow Creek Farm, Melvern, Kansas; Shawn Brett Sagrera, Ethel, La.

**Volume Buyers—Commercial Females:** Mike Gibson, Gibson Ranch, Paducah, Texas; Russell Dilday, Wynnewood, Okla.; Brody Herrington, Walking Cane Ranch LTD, Caddo, Texas; Daniel Dalfino, Tampa, Fla.; John Sessions, Evergreen, Ala.

#### Sale Total & Averages

No. Hd/Lots	Category	Gross	Average
151	20-month-old registered bulls	\$1,128,000	\$7,470
192	14-month-old registered bulls	\$1,159,500	\$6,039
1	Open donor	\$12,000	\$12,000
17	Bred registered cows	\$72,000	\$4,235
47	Bred registered heifers	\$285,500	\$6,074
407 Lots	Registered Bulls & Females	\$2,653,500	\$6,520
286	Head bred comm. heifers (30 groups)	\$704,600	\$2,464
115	Head bred comm. cows (11 groups)	\$314,900	\$2,738
147	Head sold as 1 Load Lot	\$314,600	\$2,140
548 Head	Bred commercial females	\$1,334,100	\$2,434