

Come Home to Kansas

2012

National Angus
Conference & Tour

Wichita, Kansas

October 3-5

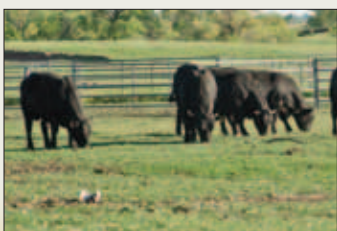


ANGUS
THE BUSINESS BREED

 **PURINA**[®]



www.NationalAngusConference.com



An Invitation From CEO Bryce Schumann

When George Grant brought those four Angus bulls to the Kansas prairie in 1873, he had no way to predict the impact they would make on the beef industry nearly 140 years later. Angus genetics and the technologies available to all cattle producers will be highlighted at this year's National Angus Conference & Tour Oct. 3-5, when we invite and encourage all of you to "Come Home to Kansas," where our great breed got its start.

Our staff has planned a thought-provoking conference that will enlighten producers on some of the industry's leading technologies in the areas of feed and reproduction efficiencies. We are excited to share some of our latest programs for both purebred and commercial producers, while also hearing from some leading experts in the areas of feed efficiency, reproduction and genomics.

Following the conference, we will have the opportunity to see genetics from herds all across Kansas. We will tour the tall grasses of the Flint Hills; and go west into diverse areas of Kansas, including a stop at a prominent CAB-licensed feedlot.

We are always excited to have our major partner, Purina Mills, with us for this event, and this year is no exception. I hope you and your family will mark your calendars for Oct. 3-5 and "Come Home to Kansas" to visit with old friends, meet some new ones and see Angus genetics where they got their start in this country.

Bryce Schumann

Chief Executive Officer – American Angus Association



A Welcome From Our Sponsor

On behalf of nearly 4,600 Purina® dealers and Land O'Lakes Cooperatives across the United States, I would like to welcome you to the 2012 National Angus Conference & Tour.

Purina, along with our strong corporate partner, Pfizer Animal Health, are pleased to be the major sponsors for this conference. We appreciate the great working relationship that Land O'Lakes Purina Feed continues to have with the American Angus Association and your excellent staff. We believe that the American Angus Association is a leader in developing programs and support mechanisms to help improve the competitive advantage of its breeders.

It's great to be coming back to my home state of Kansas for this year's conference and tour. As usual, the staff has put together a top-notch program that will allow you a great return on your time investment.

These are exciting times in the cattle business. To ensure a prosperous future for our cattle farms and ranches, research in more efficient and effective ways to provide optimal cattle nutrition has never been more important. With unsurpassed research and technical support, Purina leads the industry in providing America's cattlemen with innovative products and programs to help you make more efficient use of your resources of land, labor, capital and management.

This is accomplished through Purina's exclusive Intake Modifying Technology® found in our Accuration® feeds and our new Wind and Rain® STORM™ cattle minerals redesigned for more consistent intake and greater weather resistance. We are confident that selecting these programs, along with sound advice from your Land O'Lakes Purina Feed representative, can help you achieve the performance and financial goals for your operation.

Purina is happy to share our sponsorship for this progressive event with one of our key corporate partners, Pfizer Animal Health, makers of such great products as Aureomycin®, Aureo S 700®, Bovatec® and Deccox®. As part of a sound nutritional program from Purina, these products help you to protect your investment.

If you have questions about Purina cattle feed products or want to find the location of your nearest dealer, you can call 1-800-227-8941 or visit our website at www.cattlenutrition.com.

Again, welcome, and have a great conference and tour.

Rod Nulik

Cattle Business Leader – Land O'Lakes Purina Feed



General Information

Registration

The early registration deadline for the National Angus Conference & Tour is Aug. 20. Cost of registration is \$150 before Aug. 20 or \$175 afterward. Registration includes the conference program, meals and transportation for the tour.

Hotel information

Attendees should make their own hotel reservations. The Wichita DoubleTree at the Airport is the headquarters, and can

be reached at 1-800-247-4458. Ask for the Angus Association block to get the negotiated rate.

For more information

Contact Shelia Stannard at [sstannard@angus.org](mailto:ssannard@angus.org) or 816-383-5152, or Misty Taylor at mtaylor@angus.org or 816-383-5149, for more information or to register.

2012 National Angus Conference & Tour Schedule

Tuesday, October 2

- 3 p.m.** Registration and exhibits open
- 6-8 p.m.** Welcome reception
- 7 p.m.** Registration closes

Wednesday, October 3

- 6 a.m.** Breakfast buffet
- 7 a.m.** Registration opens
 - National Angus Conference: Beef Improvement, Angus-style
- 8 a.m.** National Angus Conference Welcome, **Jarold Callahan**, president and chairman of the Board, American Angus Association
 - Setting the Stage, **Matt Caldwell**, regional manager, American Angus Association
 - Feed Efficiency and Understanding its Impact on Production Systems, **Bob Weaber**, Kansas State University, and **Daryl Strohbehn**, Iowa State University

Break

- Reproductive Performance: When You Need to Know More, **Sally Northcutt**, director of genetic research, and **Brian Brigham**, director of genetic systems, Angus Genetics Inc.

Lunch

- Genomics: Old, Now and New, **Tonya Amen**, director of genetic services, Angus Genetics Inc.;

Megan Rolf, Oklahoma State University, and **Mark McCully**, Certified Angus Beef LLC

- Global Footprint of Food Production and the Impact of Genetic Improvement, **Jude Capper**, Washington State University
- Wrap up, **Bryce Schumann**, CEO, American Angus Association

- 3:45 p.m.** Buses depart hotel & begin National Angus Tour
- Evening** National Angus Tour Kick-off, **McCurry Bros. Angus**, Sedgwick, Kan.

Thursday, October 4 — Flint Hills tour

- 6 a.m.** Breakfast buffet
- 7 a.m.** Depart hotel
 - **Sankeys 6 N Ranch**, Council Grove
 - **Fink Beef Genetics**, Randolph — Lunch
 - **Lyons Ranch**, Alta Vista
 - **Historic Cottonwood Falls** — Dinner

Friday, October 5 — Western tour

- 6 a.m.** Breakfast buffet
- 7 a.m.** Depart hotel
 - **Pratt Feeders**, Pratt
 - **Gardiner Angus Ranch**, Ashland — Lunch
 - **Giles Ranch**, Bucklin
 - **Stucky Ranch**, Kingman — Dinner

2012 National Angus Conference & Tour Registration

sponsored by Land O'Lakes Purina Feed LLC

Conference and tour registration is \$150 before the Aug. 20 early registration deadline. After Aug. 20, the cost is \$175.

No. of people × Cost before Aug. 20 = Total enclosed
 _____ × \$150 = \$ _____

Check enclosed Make checks payable to the American Angus Association.

Visa **MasterCard** **Discover**

Card # _____ Exp. _____

Signature _____

Name badge information (please print)

1. Name _____

2. Name _____

3. Name _____

4. Name _____

Send registration confirmation to:

Name _____

Address _____

City _____ State _____ ZIP _____

Phone _____

E-mail _____

Send this completed form and payment to:

American Angus Association

Attn: Shelia Stannard

3201 Frederick Ave., Saint Joseph, MO 64506-2997

Fax: 816-233-9703

Meet Your Speakers

Jarold Callahan

Jarold Callahan is the president and chairman of the American Angus Association Board of Directors, and most recently served as vice president and vice chairman of the Board. He received an undergraduate degree from Oklahoma State University and a master's degree in agriculture from the University of Arkansas at Fayetteville. He taught purebred beef production and livestock selection at OSU and served as executive vice president of the Oklahoma Cattlemen's Association before joining Express Ranches in 1996.

As Association president, Callahan serves as chairman of the Executive Committee and works closely with all directors to lead the Board.



Matt Caldwell

As regional manager in Region 6 for the American Angus Association and its subsidiaries, Matt Caldwell coordinates educational and marketing efforts with members and commercial producers in Kansas and Oklahoma.

Caldwell received his bachelor's degree from the University of Missouri. He and his wife, Marcie, have three children and reside near Parker, Kan.



Bob Weaber

Bob Weaber joined the faculty of the Department of Animal Sciences and Industry at Kansas State University in August of 2011 as a cow-calf extension specialist. Previously, Weaber served in the Division of Animal Sciences at the University of Missouri as extension specialist—beef genetics.

Weaber also serves as central region secretary of the Beef Improvement Federation, is a co-coordinator of education programs for the National Beef Cattle Evaluation Consortium and has served as a member of the National Cattlemen's Beef Association Policy Division Board of Directors.

The focus of his extension and research programs has been to broaden the availability, use and understanding of genetic selection tools (expected progeny differences, DNA markers and selection indexes), as well as performance data collection schemes implemented by cattle producers.

Weaber grew up on a cow-calf operation in southern Colorado. He earned a bachelor's degree in animal science followed by a master's degree in the Beef Industry Leadership Program at Colorado State University. He completed his doctoral studies in the animal breeding and genetics group at Cornell University. While there, he served as the interim director of performance programs for the American Simmental Association. Previously, Weaber was director of education and research at the American Gelbvieh Association.

Weaber and his wife, Tami, and their young children, Maddie, Cooper and Wyatt, reside near Wamego, Kan.



Daryl Strohbahn

Daryl R. Strohbahn, retired extension beef specialist and staff member of the Iowa Beef Center, coordinated education and outreach in cow-calf production for Iowa State University Extension from 1974 to 2010. A native of Iowa, Strohbahn grew up on an Angus seedstock cattle and grain farm. He received his bachelor's degree at Iowa State University and then his master's and doctorate at Michigan State University.

Strohbahn is recognized in the Cornbelt for his work in cow-calf production systems that utilize on-farm resources and correct genetic programs to yield profit. He pioneered Beef Cow Business Records, and more recently worked in team efforts to develop computer software packages geared toward problem-solving for producers. These included the very popular estrous synchronization planner and the BRANDS nutritional package from the Iowa Beef Center.

In recent years Strohbahn worked on feed efficiency evaluation with producers and did research work with a set of nursing Angus females. Additionally, he has worked with the TriCounty Steer Carcass Futurity Cooperative to produce the Sire Profitability Summary and its benchmarking program.

Strohbahn was a founding member of the Production Angus Associates in Central Iowa and still remains as a managing partner in that business.



Sally Northcutt

Sally Northcutt is the genetic research director for the American Angus Association and Angus Genetics Inc. Her primary responsibilities include selection tool development, beef cattle data analysis, and the modeling and application of the National Cattle Evaluation. She also works with universities and ARS scientists across the nation to coordinate the expansive research activities of the Association.

Before coming to the Association, Northcutt was an extension beef cattle breeding specialist for nine years at Oklahoma State University, and she directed the Oklahoma Beef Inc. (OBI) central bull test at Stillwater. She is actively involved in industry organizations, such as the Beef Improvement Federation, in which she has served in various leadership roles during the past 14 years.

A Kentucky native, Northcutt received her bachelor's and master's degrees from the University of Kentucky and her doctorate in beef cattle breeding and genetics from Iowa State University.



Brian Brigham

Brian Brigham is the genetic systems director at Angus Genetics Inc. His primary focus includes new trait development and improvements such as genomic enhancements to national cattle evaluations.

Prior to joining the Association staff, the Colorado native was a research associate at Colorado State University, where he ran a variety of expected



progeny differences for several different U.S. breed associations while concurrently working on both a master's degree and a doctorate in beef cattle breeding and genetics.

While at CSU, his research focuses included development of decision-support software, improvements in stayability predictions, carcass trait evaluations and genetic indicators of bovine respiratory disease. He was also a key investigator in the National Beef Cattle Evaluation Consortium project on cattle health.

In addition, while at CSU he worked part-time on projects with AGI over the last few years. His most recent work has focused on the productive life (longevity) evaluation for Angus cattle.

Tonya Amen

Tonya Amen is the genetic services director for Angus Genetics Inc. Amen assists in coordinating genetic education and outreach programs tailored to Angus breeders and commercial cattle producers. In addition, she interacts with Association entities to enhance strategic development of predictable supply chains using the available technologies and networks.

Amen is a native of Colorado and received a bachelor's degree in animal science from Texas Tech University. She also earned a master's degree and a doctorate in animal breeding from Texas A&M University.

For the past two years, Amen served as a cattle genetics specialist in the southeastern United States with Pfizer Animal Genetics. Prior to Pfizer, Amen served as an assistant professor at the University of Wisconsin in River Falls. She is also active in industry activities and currently serves on the NCBA Young Producers Council.



Megan Rolf

Megan Rolf joined the faculty of the Department of Animal Sciences at Oklahoma State University in June of 2012 as assistant professor of beef cattle management and state beef cattle extension specialist. Her extension goals include increasing awareness and understanding of genetic and genomic selection tools within the beef industry.

Rolf was raised on a small cow-calf operation in east-central Kansas near LeRoy. She earned a bachelor's degree in animal sciences with a science option at Kansas State University in 2005. While there, she worked in the school of veterinary medicine, where she was introduced to immunology and virology wet lab research while completing her animal science honors program research related to cytoplasmic inheritance.

Rolf relocated to Columbia, Mo., to pursue a master's in animal science at the University of Missouri, with a focus on use of SNP data to generate genomic relationship matrices. She also examined the use of model-predicted feed intakes in tandem with genomic data for the improvement of feed efficiency.



After completion of her master's degree she pursued a doctorate in genetics at MU, with a research focus on the exploration of methods to separate training and validation populations for improving across-breed genomic selection models for carcass traits. She was a graduate student association representative, graduate student peer mentor and a participant in the Genetics Area Program while at MU. Rolf currently resides in Stillwater, Okla.

Mark McCully

Mark McCully, assistant vice president for Certified Angus Beef LLC, leads the company's efforts to increase the long-term supply of superior Angus-influenced cattle. The company's multifaceted program includes working with the feedlot industry and cow-calf producers across the United States. McCully also oversees brand production through licensed packing companies.

McCully joined CAB in October 2000 as packing director and has led the company's business development effort, overseeing retail, foodservice and international sales. Prior to CAB, McCully was the beef improvement manager for MLE Marketing, one of the largest farmer-owned livestock marketing cooperatives in the United States.

McCully was raised on a family grain and cattle operation in Illinois. He earned a bachelor's degree in animal science from Western Illinois University and conducted a graduate program at Michigan State University in ruminant nutrition and feedlot management. While on staff at Michigan State, McCully taught meat animal evaluation and coached the intercollegiate livestock judging team.



Jude Capper

Jude Capper is a self-employed sustainability consultant and an adjunct professor in the Department of Animal Sciences at Washington State University.

Capper's current research and outreach work focuses on modeling the environmental impact of livestock production systems, specifically dairy and beef. Her principal professional goal is to communicate the importance of livestock industry sustainability and the factors affecting it to enhance the knowledge and understanding of stakeholders within food production from the rancher and farmer to the retailer, policy-maker and consumer.

To this end, in 2011, Capper presented 35 invited presentations at national and international (New Zealand, Canada, Norway, Ireland, Italy and UK) conferences.

Current research projects include comparisons of historical and modern production practices in dairy and beef industries; and the effect of technology use and management practices upon environmental impact. She has an active social media presence and spends a considerable amount of time de-bunking some of the more commonly heard myths relating to resource use and the environmental impact of livestock production.



Come Home to Kansas

Wednesday, October 3

McCurry Bros.

McCurry Bros. Angus is a family-owned and -managed operation located near Sedgwick, Kan. The cow herd originated when Walter McCurry purchased two Angus heifers from his brother-in-law, Johnson Workman, in 1928. Many bloodlines today can be traced back to Workman's herd, which descended from the very first Angus cattle brought by George Grant.

In 1958, Walter's five sons — A.J., Dale, O'Dell, Bob and Cecil — formed McCurry Bros. Angus. Dale, O'Dell and Cecil McCurry still are involved in the business. The day-to-day operations are managed by partners Greg, Brad, Geoff and Barry McCurry, who represent the third generation on the ranch and bring a lifetime of experience to the business.

Today, McCurry Bros. Angus consists of about 550 registered Angus cows, of which two-thirds calve in the spring and one-third in the fall, and an irrigated and dryland farming business. There are 10 full-time employees, nine of whom are McCurrys.

About 150 bulls are sold yearly through private treaty. With 85% of their customers being commercial cattlemen, they strive to produce functional, trouble-free cattle that excel on pasture, in the feedyard and on the rail.

Proven carcass genetics are used in the herd. At the same time, they acknowledge there are traits that expected progeny differences (EPDs) can't measure, and work to keep the herd structurally correct and sound. AI, embryo transfer (ET), EPDs and ultrasound are used to produce consistent cattle with superior genetics.

Thursday, October 4

Sankey's 6N Ranch

Located in the Flint Hills of Kansas, the 6N Ranch is owned and operated by Chris and Sharee Sankey; their son, Cody; and their daughter and son-in-law, Jeana and Dustin Hurlbut. The family has a long history in the Angus breed. As third- (Chris), fourth- (Sharee) and fifth-generation (Cody and Jeana) Angus breeders, they manage 100 registered Angus cows and 25 registered Brangus cows.

Sharee's family started Laffin Angus in 1900. The herd is one of the oldest Angus herds in the country. Many of cows in the 6N herd descend from those original bloodlines.

The Sankeys leased the original 6N Ranch in 1982 from Elliot and Helena Norquist and bought the headquarters in 1990. Because of the history of the ranch, the Norquists allowed the Sankeys to keep the name and brand.

To improve their herd, 6N uses many production and efficiency tools, like artificial insemination, embryo transfer, ultrasound data and DNA testing.

The Sankeys use extensive marketing tools for both bulls and females. They send bulls to the Midland Bull Test; sell bulls in the National Western Angus Bull Sale in Denver, Colo.; and host an annual female sale at the ranch in the fall. These sales,

private treaties and their junior show heifer market have opened many domestic and international opportunities, with customers nationwide and in Mexico and Canada.

The Sankeys have had much success in the showing, especially with Sankey's Lazer 609 of 6N, who was a national champion and the 2008 American Angus Association Show Bull of the Year. A son of Lazer, Sankey's Justified 101 is the 2012 Fort Worth Champion Bull and the 2012 Reserve National Champion Bull at the Western National Angus Futurity in Reno, Nev.

Chris currently serves on the American Angus Association Board of Directors.

Fink Beef Genetics

Started in 1977 as a purebred Angus program, this is a family-owned business under the direction of Galen, Lori and Megan Fink. Starting with one cow, no money, no land and two full-time jobs, the Finks rented land until purchasing their Randolph, Kan., headquarters in the spring of 2006.

Combining good common cow sense, ingenuity and 21st century technology, the Finks aim to deliver predictability, quality, efficiency and added value to increase cattlemen's profit and consumer beef demand.

Out-of-the-box thinking has garnered much program growth. They grow their bulls at a rate of 2 pounds per day to avoid excess fat. They use controlled matings and ownership on about 600 females and implant about 900-1,200 embryos each year. A fall program is used to reduce labor. The program also uses at least 99% AI matings. The Finks market more than 600 bulls each year.

Fink Beef Genetics uses many conservation tactics, including brush control and pasture renovation. They also use seven gravity-flow spring tanks developed for clean, fresh water.

They market beef directly through Little Apple Brewing Co., a *Certified Angus Beef*® (CAB®)-licensed restaurant, which they co-own with Russ and Kelly Loub. Restaurant ownership and marketing the end product have emphasized the importance of quality and consistency all the way from cow herd genetics to the feedlot, packer and consumer.

Fink Beef Genetics has won many awards, including the CAB Seedstock Commitment to Excellence, the Beef Improvement Federation Seedstock Producer of the Year, Kansas State Alumni Fellow for Agriculture, Region 7 National Cattlemen's Beef Association Vision Award, the Kansas Master Farmer Award, Charolais Seedstock Producer of the Year, and a member of the K-State President Club. The Finks have also given presentations on their program in more than 25 states and Mexico and Canada.

Lyons Ranch

Lyons Ranch is a cattle and grass ranch in the Flint Hills of Kansas. Frank and Jan Lyons started their Angus herd in the 1970s. They own and operate Lyons Ranch with their daughter and son-in-law, Amy and Karl Langvardt, and their sons, Tanner and Trey.

The Angus tradition began more than 60 years ago on Jan's family's farm in northeastern Ohio when Jan found she loved helping her father, Harold Ferguson, care for his Angus cows.

Jan and Frank Lyons raised their daughters, Amy and Debbie, to love the cattle business, too. Jan and Frank operate the ranch headquarters near Manhattan, Kan., and Amy and Karl manage the south ranch in Wabaunsee County. Debbie and husband Duane Blythe also raise cattle, and Debbie shares their story through her blog, *Life on a Kansas Cattle Ranch*.

The Lyons Ranch cow herd consists of 300 registered fall-calving females. They are calved on brome traps and then turned out as pairs to native pastures. Native-grass pastures are burned annually in the spring to control brush and stimulate desirable plant growth. The family says they know they are fortunate to be caretakers of such a long-lasting renewable resource as the Tallgrass Prairie. Both operations of Lyons Ranch have been recognized independently as grassland conservation award winners.

The family will host its 25th Annual Lyons Ranch Superior Genetics Sale in March. The annual sale's offering generally consists of more than 100 18-month-old bulls. For the last two years, the family has been Igenity®-testing the bulls and utilizing genomically enhanced EPDs.

Karl's family owns and operates two livestock sale barns in Kansas, JC Livestock Sales Co. in Junction City and Clay Center Livestock Sales in Clay Center. The family spends much time at the sale barns and, through the years, Lyons Ranch customers have sold thousands of commercial cattle at the Langvardt's regular and special calf sales.

The family has served the beef industry in many ways. Jan was the president of the Kansas Livestock Association in 1994, its centennial year. She was the first woman president of the Kansas Angus Association, served on the Kansas Beef Council in the 1980s and 1990s and served as KBC chairman. She was a long-time appointee to the Cattlemen's Beef Board and served as chair in 1996. Jan was president of the National Cattlemen's Beef Association in 2004, and she served as industry spokesperson the year when the first U.S. case of bovine spongiform encephalopathy, or BSE, was identified.

Amy, who was Miss American Angus in 1988, is a member of the board of directors for the Kansas Foundation for Agriculture in the Classroom and has helped that group write and publish teachers' guides on livestock, crops and the natural resources in the state.

Cottonwood Falls

Dinner Thursday evening will be on the historic and scenic Cottonwood River Bridge, overlooking the Cottonwood Falls dam. The largest city in Chase County, Cottonwood Falls has five listings on the National Register of Historic Places, including the bridge, the Cartter building, the Chase County National Bank, the Samuel N. Wood House and the Chase County Courthouse.

The courthouse is the oldest courthouse in Kansas in continual use and is one of the oldest in use west of the Mississippi River.

The bridge was constructed in 1914 by the Missouri Valley Bridge and Iron Co. of Leavenworth. It is one of three reinforced

masonry, earth-filled arch bridges still standing in Kansas. It was renovated in 2007.

The dam was first constructed in 1860 during a severe drought when the riverbed was dry. It provided enough waterpower for a saw and gristmill, though the mill stopped grinding in 1913 and was operated as an ice plant until 1925. The head brace and several supporting walls can still be seen at the south end of the dam.

After the dinner on the bridge, conference participants will have the opportunity to explore some of the shops along the bricked main street; Kansas's only AAA Four Diamond Historic Country Inn, the Grand Central Hotel; and French Renaissance style courthouse overlooking the street.

Friday, October 5

Pratt Feeders LLC

Pratt Feeders is a Certified Angus Beef LLC (CAB)-licensed feedyard. Located on the eastern edge of the cattle-feeding belt in Kansas, the feedyard offers its customers competitive grain prices, a moderate climate, lower cattle freight cost coming from the East, four weekly packer buyers and an experienced management team.

Pratt Feeders LLC encompasses Pratt Feeders, Ashland Feeders, Buffalo Feeders and Hays Feeders. All four yards are under the supervision of General Manager Jerry Bohn. The managers are in daily communication about market conditions and management ideas.

All four yards offer flaked-corn rations, feed and cattle financing, cattle selling advice, cattle hedging assistance, U.S. Premium Beef slots available for lease, emphasis on clean pens, three daily feedings, nutrition advice from Kent Smith of Nutrition Service Associates, and cattle buying available for investors.

Pratt Feeders, managed by Bohn and by Assistant General Manager Dave Latta, has a 40,000-head capacity, 60-head to 300-head pen sizes, mostly paved feed alleys, large bunk pad areas, close location to Pratt Livestock Auction, substantial involvement in KLA, and 30 years of combined manager experience with the company.

Ashland Feeders, managed by Mick Sharp, has a 15,000-head capacity, 70-head to 250-head pen sizes, a head cowboy who lives on location, and more direct cattle care by Sharp.

Buffalo Feedyards, managed by Tom Fanning and assisted by Fran Haefner, has a 32,000-head capacity, 60-head to 300-head pen sizes, a dryer climate, warmer winters, and easy access to Highway 64.

Hays Feeders, managed by Bill Sleight, has a 28,000-head capacity, with 50-head to 300-head pen sizes, terrain for excellent drainage, close location to interstate 70 and close proximity to the Nebraska corn supply

Gardiner Angus Ranch

In 1885, five families traveled by covered wagon to Ashland, Kan. One of those families included the grandparents of Gardiner Ranch owner Henry Gardiner. They homesteaded in a

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dugout before creating the ranch in the 1920s. It evolved into a commercial Angus herd in 1931 and added a registered Angus herd in 1947.

The ranch has grown significantly and now encompasses 1,000 registered Angus cows and 1,250 commercial Angus cows. The ranch is operated by two generations of Gardiners — Henry and Nan, along with their sons, Greg, Mark and Garth, and their wives.

As a family-owned seedstock operation, the ranch commits itself to producing quality beef from gate to plate. The combination of cattle breeding programs, cutting-edge technology and data management have established the Gardiner Angus Ranch as an influential member of the beef industry.

The genetic improvement practices employed by the ranch have set it apart. The ranch has relied solely on AI, without the use of clean-up bulls, since 1964. The Gardiners mate high-accuracy, progeny-proven sires to daughters of high-accuracy, progeny-proven sires. They have used ET since 1987, making more than 2,000 embryo transfers per year.

Gardiner Angus Ranch has two production sales a year (one in April and one in September), selling a total of about 2,150 bulls, registered females and commercial females in both sales. Additionally, they sell 1,200 bulls private treaty year round and an additional 1,000 commercial females in a customer sale in conjunction with their fall sale.

They were a founding member of USPB and are involved in many industry organizations.

The Gardiner Angus Ranch (and Henry Gardiner) has won numerous awards, including the NCBA Cattle Business of the Century, the BIF Commercial Producer of the Year, the BIF Seedstock Producer of the Year, Kansas Cowboy Hall of Fame, *Record Stockman* Man of the Year, and the CAB Seedstock Commitment to Excellence award.

Giles Ranch Company LLC

The Giles Ranch roots span back to 1872, when the first generation of the Giles family, George Lee, shipped cattle in the Texas Longhorn trade and worked in two cattle drives. A generation later, they moved to what was named Giles Town (now Claflin, Kan.). In 1947, Norman Albro and Norman Lee purchased the original ranch in Clark County, Kan.

The Giles Ranch is a commercial cow-calf, stocker-feeder operation using mostly native grasses and improved pastures in the Bluff Creek area, where mid-grass and short-grass regions meet. Most of the calves are fed through a USPB-marketed feedlot. In 2011, the Giles Ranch built a grower lot for further diversification. The lot is used for Giles' own calves and others on a custom basis.

The cows are hardy, productive and must prove their worth year after year with a live calf, which will be either retained in the herd or fed for Angus-based, value-added programs. Throughout the years, the Giles Ranch cow herd has been selected for reproductive efficiency, growth and carcass traits.

The herd is a high-percentage Angus herd with a strong Gardiner Angus Ranch influence. The first-calf heifers and young cows are bred to calve in a 75-day window, beginning Feb. 1. They use strict culling and diversified feeding

experiences to keep heifer replacements and retain ownership on their steermates.

Today, Giles Ranch is home to four generations of the Giles family: Dolores Giles; her son Roger and his wife, Cathy; and Roger and Cathy's daughters, Jennifer and husband Shane Betschart with sons Peyton and Ethan; Katie and husband Brett Shaw; and Molly and husband C.J. Beckford.

Having several generations on the farm, their management practices revolve around leaving the land for the next generation in better shape than they received it.

Stucky Ranch

The Stucky Ranch began in 1937, but it was Gordon Stucky's lifelong dream to build a registered Angus herd to compliment his family's existing commercial Angus herd. He started fulfilling that dream in 1976. From 1976 to 1982, approximately 200 females were purchased from sales in Kansas and the Midwest. The current Angus herd is based on several cow families from that original group, with dominance by the "Eisa Erica" family. The ranch icon female, Circle S Eisa Erica 6073, has 198 progeny recorded and forms the nucleus for this performance-oriented herd.

Currently, 250 cows are calved on the Stucky Ranch each year, with more than 200 additional calves born at cooperator herds. Approximately 400 embryos are collected from foundation females annually. The number of bulls produced each year continues to grow with the use of sexed male semen in ET.

Gordon has put a strong emphasis on within-herd performance data for genetic selection, and he is utilizing genomic technology to improve accuracy in selection decisions. Foundation females from the past 10 years have been evaluated with the Pfizer HD50K genomic evaluation. Complete performance measurements, along with carcass ultrasound and disposition scores, are collected through yearling age on every calf born.

Male calves not kept for breeding bulls are banded after yearling data is collected and sold on the USPB grid to collect carcass data at harvest. Cow herd data collected include udder score at calving and dam weight with body condition score at calf weaning.

The marketing focus concentrates on producing 14- to 18-month-old registered Angus bulls for the commercial industry. Bulls and females are merchandised by auction the second Wednesday in March each year and by private treaty. The Stuckys have also recently joined forces with several other Kansas Angus producers for a joint fall female sale hosted the first Saturday in October. The ranch's profitability hinges on the ability to provide customers with animals that provide predictable genetic results, and then follow the sale with superior customer service.

Gordon is a past director and president of Kansas Angus Association. He currently serves as treasurer the Board of Directors for American Angus Association.

