



Gustin
Land & Cattle
Gloucester, Virginia

Miller-Gustin

SPRING ANGUS BULL SALE

12:00 Noon, April 18, 2020 at the Miller Farm



5510 Rawley Pike, Harrisonburg, Virginia

www.millergustinangus.com



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Saturday, April 18, 2020 • Light Lunch 11:00 a.m. • Sale 12:00 Noon

Location: 5510 Rawley Pike, Harrisonburg, Virginia

Welcome to the first Miller-Gustin Spring Angus Bull Sale. We have experienced a growing demand for spring bulls from customers who recognized the quality of our fall offering, but just weren't in the market for a bull until late spring or early summer turn-out time. Due to embryo transfer schedules and our keeping a few good cows that got out of the fall calving cycle and delivered a little too late for our fall sale, we find ourselves with a first-rate group of spring yearling bulls that are ready to go to work. All these reasons prompted us to formalize our spring private treaty sales into a more structured sale event. You, the buyer, are the beneficiary of this true price discovery opportunity.

Two things are constant in the cattle business. Price volatility is with us and here to stay. We can't do anything about it. We can, however, influence the other constant, which is the fact that quality cattle always sell at the top of the market. The market might not be what we want it to be, but we can influence where we place in any market based on the quality of cattle we have to offer. University studies, breed associations, and markets are all telling us that carcass traits, specifically %IMF and marbling, are driving the premiums and the value-added cattle train. We've put a lot of breeding pressure on improving carcass traits and it's evident in the bulls we are selling in this sale. And remember, you can select for carcass quality without compromising calving ease, growth, and maternal traits.

Coronavirus, tariffs, and international beef demand are all impacting our prices. Those who purchase a bull this spring may find themselves on the good end of this equation. Now is not the time to skimp on the quality of the bull you buy. It doesn't cost any more to feed a good bull than it does a poor one – and – a good bull influences your herd not only by the prices to the steers you sell, but also, for years down the road by the quality of the daughters he leaves in your herd.

Thanks in advance for taking time to review our offering. Call, text, or email questions. Stop by and look at the bulls. We hope to see you April 18.

Sincerely,

Craig Miller

Jerry Gustin

Selling approximately 17 Yearling Registered Angus Bulls. All bulls will have passed a breeding soundness exam, have carcass ultrasound data, and frame scored prior to sale date.

Bulls will be penned and can be viewed outside the barn prior to the sale. The bulls will not come into the sale ring in the barn but will be auctioned individually at 12 noon by the auctioneer Dave Mullins.

Repeat Buyer Policy: If you purchased an animal in the past year, you will receive 3% off your purchase in this year's Spring Sale. (Past year time period of April 1, 2019 through April 18, 2020.)

Delivery Policy: Free delivery of animals within a 50-mile radius of Miller Farm, LLC. Beyond 50 miles buyer will assume one half the cost of delivery. Any animals purchased for \$5,000 or more, delivery will be free.

After the bulls sell, a small group of commercial bred cows will sell, this will include some with spring calves by their side.

TERMS AND CONDITIONS:

Cattle sell under the standard terms and conditions as recommended by the American Angus Association. Settlement is required immediately following the sale, prior to load out, unless arrangements are made before the sale with Craig Miller or Jerry Gustin.

LIABILITY:

All persons who attend this sale do so at their own risk, legal or otherwise, for their safety or for the behavior of the animals. The owners, sale management firm, and the sale staff assume no liability for property loss or any accident that may occur.

RETAINING ONE HALF SEMEN INTEREST:

This year's bulls will sell with semen interest and revenue sharing. The buyer is 100% in control of possession of bull and will get full salvage value of the bull. Miller-Gustin is reserving the right to share in semen sales in the future if semen sales become a possibility.

Bulls are often discovered as they mature and begin to prove themselves through their calves. For this reason, we will be retaining one half (1/2) interest in semen. Because of the potential of our bulls, we will keep semen interest in all bulls sold.

If you choose to collect semen from a Miller-Gustin bull, that semen is 100% yours at your cost. If Miller-Gustin choose to collect from a bull, they will have the right to do so at Miller-Gustin's own expense for their own use. Collection would be arranged at the convenience of the owner.

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Lot	Tag	DOB	Reg. No.	Name	Sire	CED	BW	WN	YW	SC	Doc	Milk	CW	Marb	RE	\$W	\$B	\$C
1	8SF3	11/19/18	19278206	MA 8SF3 Sure Fire of MA 7X1	G A R Sure Fire	16	-2.4	57	115	2.66	19	32	52	1.25	0.97	68	209	324
2	9U2	03/02/19	19610153	MA Rito 9U2 of 8J04 Peyton	E W A Peyton 642	14	1.5	84	149	0.34	20	30	75	0.91	0.93	91	188	296
3	9050	02/01/19	19581713	GLC Ma 100X 5180 9050	G A R 100X	15	-1.6	64	112	0.48	20	34	52	1.05	0.83	82	172	291
4	9K5	03/02/19	19608741	MA Rito 9K5 of 5M25 Method	G A R Method	10	1.3	78	143	-0.19	29	29	63	1.15	1.19	84	186	290
5	9P2	02/03/19	19578716	MA 9P2 Phoenix of GAR 3545	G A R Phoenix	12	0.9	75	134	0.65	31	26	49	1.24	0.58	80	154	263
6	9P3	02/07/19	19578719	MA 9P3 Phoenix of GAR 3545	G A R Phoenix	0	4.3	88	160	0.60	27	24	80	1.07	0.75	75	190	293
7	9055	02/05/19	19581474	GLC MA Scale House 5180 9055	G A R Scale House	6	2.9	83	136	0.29	28	29	53	0.86	0.86	88	162	267
8	1GE	03/02/19	19401091	GLC MA Method DH 1GE	G A R Method	6	1.5	59	109	-0.32	16	33	54	0.93	1.07	68	176	274
9	9P1	03/06/19	19608742	MA Rito 9P1 of 0243 Playbook	TEX Playbook 5437	4	4	73	124	0.75	20	38	58	0.81	0.81	89	151	288
10	859	09/12/18	19220038	GLC MA Surefire DH 859	G A R Sure Fire	14	-0.3	54	106	0.68	28	35	44	1.33	0.58	71	170	298
11	815	09/23/18	19303476	GLC Method 514 815	G A R Method	6	1.3	66	118	-1.22	29	24	45	0.97	0.79	68	157	267
12	8RP6	10/25/18	19405009	MA 8RP6 Rampage of MA 4Q8	Quaker Hill Rampage 0A36	7	2.1	67	119	1.33	10	26	52	0.76	1.17	69	172	276
13	9G2	03/03/19	19608740	MA Rito 9G2 of 6M51 Drive	G A R Drive	13	1.2	63	122	0.61	27	35	50	1.30	1.14	73	206	309
14	9051	02/04/19	19514131	GLC Ma 100X 5180 9051	G A R 100X	12	-0.4	68	125	1.00	19	30	59	0.85	1.01	81	185	302
15	9W1	02/13/19	19578337	MA 9W1 Whitlock of GAR 3371	S Whitlock 179	5	1.9	64	119	1.75	22	32	61	0.85	0.68	76	161	269
16	G728	03/11/19	19401049	GLC MA Steadfast DH G728	Angus Hill Steadfast 854B	6	0.3	72	128	1.42	34	39	61	0.81	0.66	93	176	291
17	8058	12/06/18	19420842	GLC MA Disc 622 5180 8058	GLC Discovery 211 622	16	-1.7	50	92	1.37	20	31	28	1.29	0.49	64	145	246

As of March 9, 2020

Sale Manager: Jason Arehart
(540)290-4251/jasonarehart@yahoo.com

Miller Farm LLC/Craig & Nancy Miller

cnkcfarm@comcast.net

(540)820-9818

Gustin Land & Cattle/Jerry Gustin
gustinlandandcattle@verizon.net
(804)654-4135

Auctioneer: Dave Mullins
(317)503-2798/dmullins@selectseed.com

Herd Manager: Brennan Miller, 540.383.4211



Miller Farm LLC
5510 Rawley Pike
Harrisonburg, VA 22801



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DIRECTIONS

From Harrisonburg, take Route 33 West for five (5) miles. Miller Farm, LLC is located on the right just past the West Rockingham Ruritan Park.



Online bidding will be available through
Cowbuyer.com

Preapproval is required. To register visit
cowbuyer.com or contact Aaron Ray Tompkins
336.363.4639 or email atompkin@vt.edu