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**YOUR QUESTIONS
ANSWERED**

Horses For Sale

Gary Wiggins
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GEARMAKER**

WRCA
**RANCH RODEO
RESULTS & NEWS**

Trailing Horses
**THE ART OF MOVING
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FALL 2008

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ON THE COVER



Josh Prom on a buckskin and white paint bronc at the McDermitt Ranch Rodeo in Oregon.

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The next issue of RanchWorldAds Magazine will come out in December, 2008. All ads must be in at least one month prior to the publishing date. Please contact us before sending your ad, so we can give you the ad requirements.

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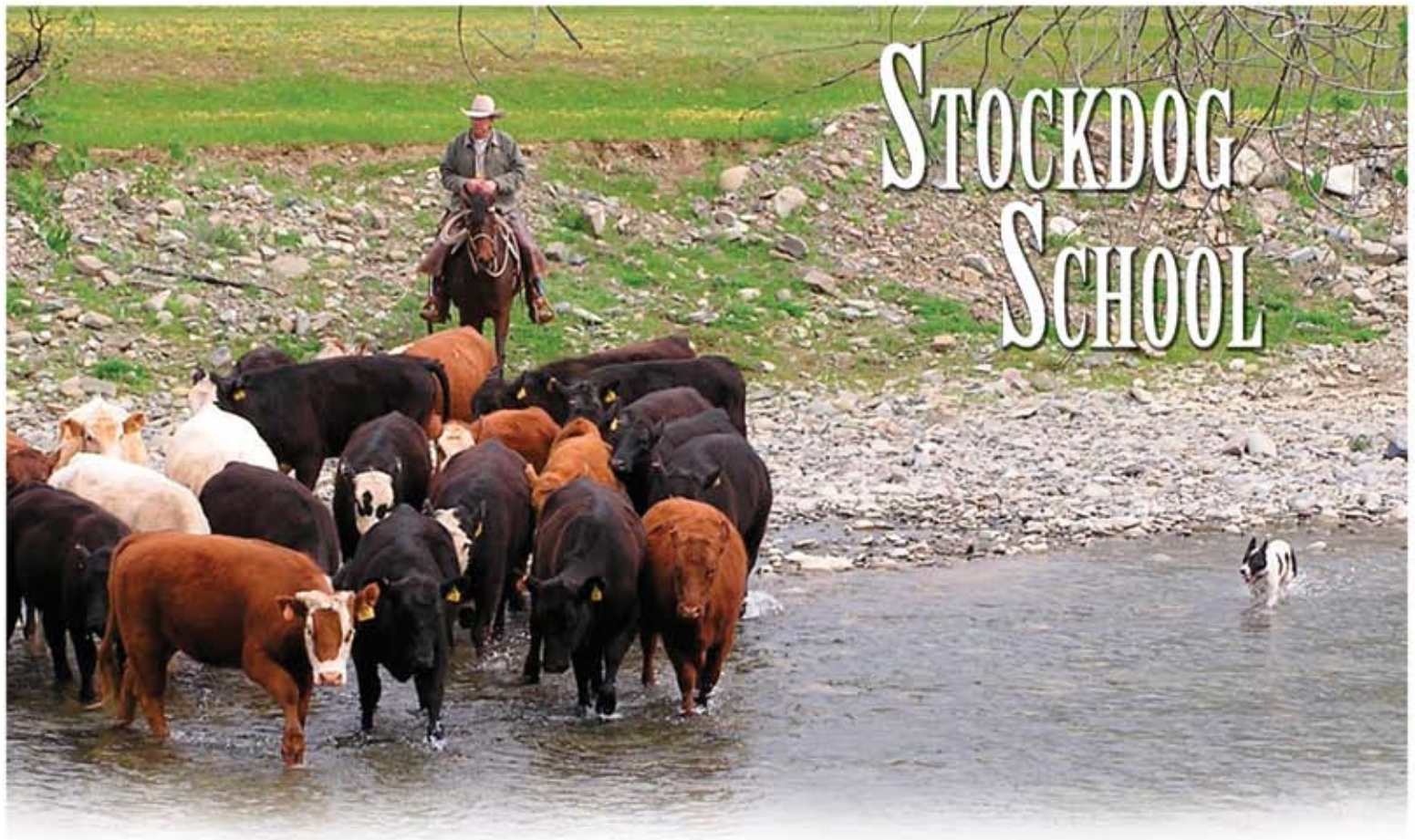
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RanchWorldAds Magazine is a quarterly publication. Please allow 4-6 weeks for delivery of your first issue. We currently do not charge additional fees to Canadian or foreign subscribers.



Merle and Sandi Newton train stockdogs professionally, are experienced in the management of large cattle ranches, and are devoted to the development of good, solid cow dogs through breeding, training, handler education, practical ranch work and competition. The Newton's are consistent trial winners, having produced and trained multiple champions including the 2005 Red Bluff High Selling Dog (\$10,500.00) They own and operate the Crystal Rose Cowdog College located in rural northern California approximately 18 miles west of the city of Red Bluff, in the very heart of cattle country.

Merle says, "The Crystal Rose Cow Dog College has always been a ranch devoted to the making of fine cow dogs, and still is. Recently however, we have taken on a new outlook. More than just good dogs, we are into making good dog handlers. There is nothing more frustrating to a trainer than to train a real good dog, or horse and turn it over to an inexperienced handler. A dog, like a horse, will always go to the level of their handler."

Merle admits, "most of our customers will not show their dogs in an open competition. Their dogs are either a working partner on the ranch, or weekend recreation at a competition. They don't need a lot of whistles and commands on their dogs, they will never use. Instead they need a dog with a lot of natural ability and that is willing to work with them. In addition to our usual students we have seen a new wave of people coming from the horse world. These are cutters, reiners and ropers that have a dog they use around the ranch or arena to help them with their cattle. These folks already know how to work cattle and most have some control of their dogs. All they need is a little help

with dog handling and positioning and they're ready to compete in a novice trial.

At Cow Dog College, we have found it is just as important to teach people how to work cattle with a dog and a horse, as it is to train their dogs. We have set up a series of monthly novice competitions at our ranch designed to promote good cattle handling. We start each competition off with a demo run by Sandi or myself and explain how to best work the cattle through the course. The obstacles require cooperation between dog, horse and handler. They also require keeping your eye on the cattle and keeping them quiet. These little trials along with a few clinics have produced some amazing results. We have seen some of our once novice weekend handlers progress to a much higher level. Some are now competing at an open level and winning. More importantly, they are enjoying their dogs.

In November, we are planning a week of clinics and trials here at the ranch in Red Bluff. Troy Rogers from New Mexico, will be doing a cow horse and cattle handling clinic and David Hutchings from New Zealand, will do the dog clinic. Afterwards, we will have a few days of cow dog trialing. We are doing it all in one week instead of splitting it up because of the fuel prices. People can make one trip and do it all. This will kick off our new series of winter trials. There will be a trial once a month through April."

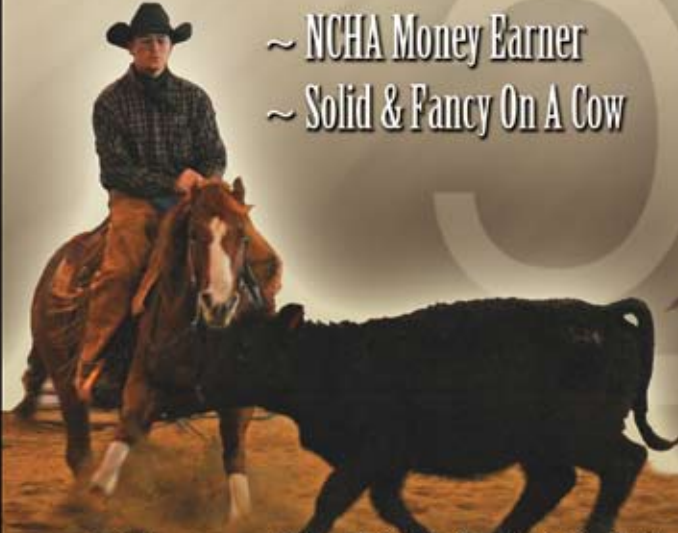
To learn more about Merle & Sandi Newton & the Crystal Rose Cow Dog College please visit their website at www.cowdogcollege.com or Call (530) 529-3700

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TRAILING HORSES

By Jack Blerry



Painting By Bruce Greene

With the widespread use of the truck and stock trailer, trailing livestock, especially horses, has become a thing of the past in most parts of the country. Many hands do nothing more than jingle up horses out of a horse trap come a morning. In big country, whether out on the desert or way back up in the mountains, one still needs to know how to trail horses from one place to another. The following is a way that I've found works best. You can take what you want from it and leave the rest.

When gathering horses to trail them to a distant location the first thing is to get the jump on them. By this I mean locate the horses you're after and get them held up as quickly as possible. After you have the bunch stopped you need to let them settle. This may take less than five minutes or over thirty minutes. The amount of time it takes to settle the herd will depend on several different factors, like how far you ran them, how wild they are and how much they've been handled.

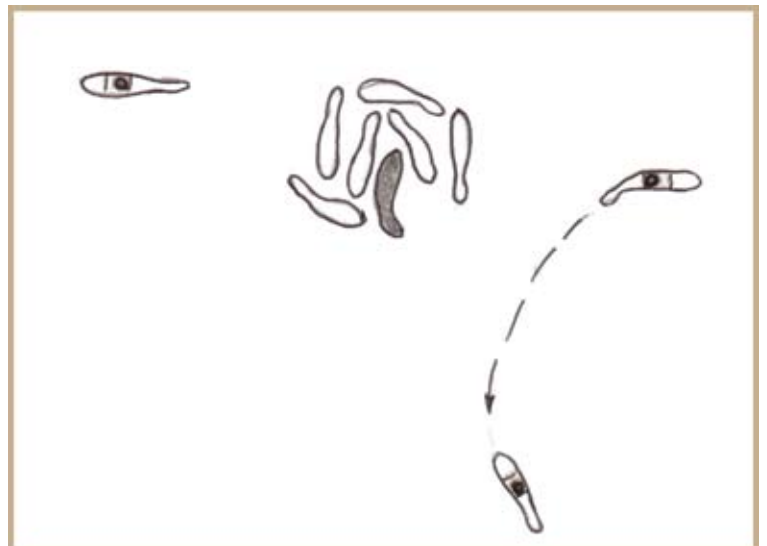
able to read horses helps. A group of settled horses, unlike cows, may not allow one man, or a two man crew, to ride amongst them when settled. But when settled they will display signs of being relaxed and not on edge by licking their lips, cocking legs, relaxed ear movement and calm eyes.

Next, after you settle the bunch and can ride around it within a couple horse lengths without getting them all jacked up, you need to pick the horse you believe will most likely take the lead. I'd start with the horse the herd was following when you jumped um. So one man can ride off four or five horse lengths from the herd by taking a route that allows a clear line of sight with the horse you picked for the lead horse. The other man can ride to the opposite side of the herd from him and in towards the herd getting within their discomfort zone. The second man is not trying to push or drive the horses. His job is only to keep the herd grouped and block the back door.

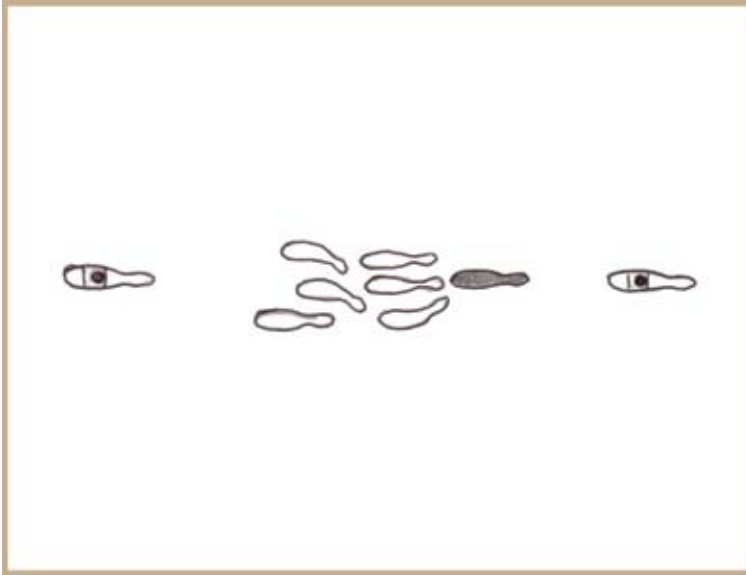


In the long run it takes less time to settle a bunch of horses and line them out properly than it does to not settle them, and it doesn't matter how long it takes to settle them, it is always quicker to settle the herd.

The important part isn't how long it takes to settle the herd but how well settled they are when you start to trail them. Being



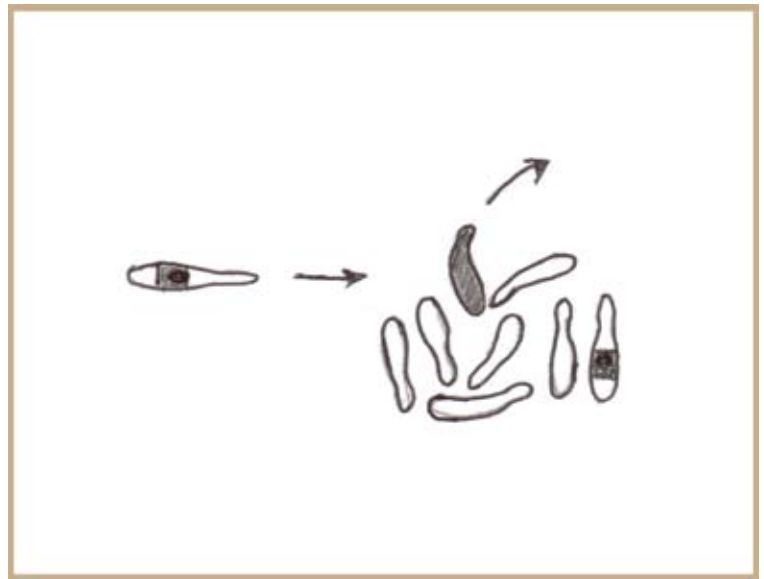
If it works right, your lead horse should move off in the direction of the lead man and the herd should move with him. If the horses we're working are wild and have not been handled I like to move them 10 or 20 yards and then resettle them, repeating this process five or six times while doubling the move each time just to teach them to settle, move, settle. When you finally lead off to trail out across country they should be just right. Plus, since you went through the trouble of settling them several times, if they get spooked or jacked up, you should be able to just hold um up, settle them real quick and line um out again.



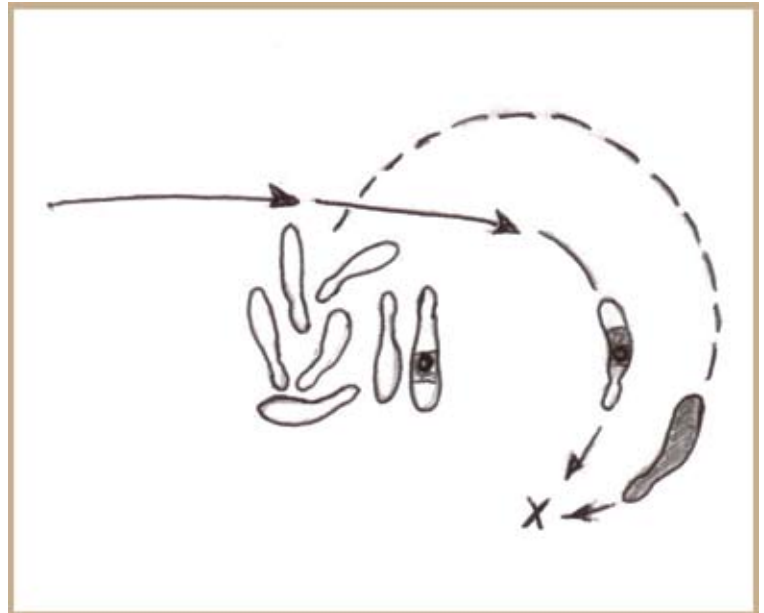
When trailing horses a long distance you may end up in a position where the horse you're on is played out or comes up lame. If the horses you are trailing are broke to ride or you had the foresight to turn some spare mounts in with the bunch you are trailing then you will need to change mounts. The slickest way I know to do this is to hold up your horses in a nice open spot and let them settle. Now, I'm assuming there are only two of you on this chore. The job of roping will fall to the man who was not leading. First, after the horses are settled, the second man will put enough pressure on the bunch to move them towards the hand that was leading. The lead mans job is to stay put and let the bunch settle near or around him. If the bunch tries to leave, the second man will herd them back to the stationary man. If the ponies have been trailed a ways and they are used to being settled, they should settle around the stationary man pretty quick.

Next, after you have the ponies settled around your stationary man, ride slowly into the herd and peel out a horse by positioning yourself between the bunch and the selected horse and push him away from the herd. In doing this, you will be able to circle the herd at half the speed of the horse you've pushed out. The reason why is the horse you pushed out has to cover more ground to get around you and the herd because he is farther out. Try not to get him or the bunch all jacked up when you do this.

Try to push the selected horse counter clockwise if you plan to rope him with a standard over head swing. If you plan to rope him by standing a loop up in front of him and roping across the nose of your horse, push him clockways around the herd. If you



keep it slow, this is what will happen. The selected horse will not run off. He will try to get back to the group. In his attempt, he will take the shortest route, which will be right in front of you and your horse (At that point stick it on him). When pushing him away from the herd, if you create a distance of a couple horse lengths between you and the herd, you can rope him before he gets back in the herd. You always want to be between the pushed out horse and the herd. You are not trying to chase the selected horse.



Also, never ever do anything that will jack up the settled herd. This whole deal works because the settled horses will not quit the bunch, because you are not bothering them. Since they are calm, the one horse you are bothering wants to get back over to the bunch, because he thinks if he does you will leave him alone too.

This is old school and works well when needing to rope a mount. The slower you keep the action when doing this, the better it works. If done correctly, it will only get easier as the horses and you figure it out.



WORKING RANCH COWBOYS ASSOCIATION



Photo Courtesy Of Bert Einwistle.

The Working Ranch Cowboys Association(WRCA) started in 1995 and was established to preserve and promote the heritage of the working ranch cowboy. RanchWorldAds Magazine will now be bringing you the WRCA results in every issue.

13th WRCA World Championship Ranch Rodeo ~ November 13-16, 2008 Amarillo Civic Center - Amarillo, TX

Thursday Performance: \$16, \$21, & \$24
Friday, Saturday, & Sunday Performance: \$20, \$26, & \$28

Ticket Information:
Panhandle Tickets - (806) 378-3096





RANCH RODEO RESULTS

Colorado Championship Ranch Rodeo Results Hugo, Colorado ~ June 27 & 28, 2008

CHAMPION TEAM - Sandhill Cattle Co., Earth, TX (61 pts.)
Tripp Townsend, Jesse Valdez, Riley Smith, Tyler Rice, JC Bridges
& Summer Townsend

SECOND PLACE TEAM - San Jose & Broken Spear Ranches, La-
Junta, CO (57 pts.) Tim Erickson, Dan Erickson, Gail Allen, Jeb
Brown, Gayla Brown & Gary Hall

THIRD PLACE TEAM - Rush Creek Cattle Co. & JOD Ranch,
Haswell & Wild Horse, CO (51 pts.) Kenny Yoder, Justin Smith,
Cash Chamberlain, Levi Leonard & Brock Chamberlain

FOURTH PLACE TEAM - Buck Creek & Lonesome Pine Ranch-
es, Chase County, KS (50 pts.) Randy Peterson, Bud Higgs, Adrian
Vogel, Grady Gibb, Troy Higgs & Sammy Jo Peterson

TOP HAND - Jeb Brown, San Jose & Broken Spear Ranches
TOP HORSE - "Iron Man", owned & ridden by Hegan Lamb

Ride for the Brand Ranch Rodeo Results Colorado Springs, Colorado ~ July 5, 2008

CHAMPION TEAM - Thompson Ranch, Munday, TX (35.5 pts.)
Larry Thompson, Hegan Lamb, Eric Hager, Trey Propps, Seth Kue-
hler & Keith Cypert

SECOND PLACE TEAM - Sandhill Cattle Co., Earth, TX (32.0
pts.) Tripp Townsend, Jesse Valdez, Riley Smith, Tyler Rice, JC
Bridges & Summer Townsend

THIRD PLACE TEAM - T - Cross Ranch & Norris Cattle Co.,
Colorado Springs & Limon, CO (31.0 pts.) Steve Norris, Vance
Clifton, Clifford Wells, David Senor, Bill Waddoups & Owen Hiatt

FOURTH PLACE TEAM - Four-Three Land Cattle Co. & FX Bar
Ranch, Red Bird, WY, & Sioux County, NE (26.5 pts.) J.D. Wil-
liams, Owen Williams, Chris Williams, Boe Kottwitz & Chris Lau-
comer

TOP HAND - Craig Haythorn, Haythorn Land & Cattle Co.
TOP HORSE - Ridden by Craig Haythorn

Santa Fe Trail Ranch Rodeo Council Grove, Kansas ~ July 4 & 5, 2008

CHAMPION TEAM - Arndt & Bailey Ranches, Emporia & Maple
Hill, KS (74.0 pts.) Ryan Arndt, Josh Lilley, Glen Collinge & Buck
Bailey

SECOND PLACE TEAM - Beachner Bros. & Still Cattle Co., St.
Paul & Longton, KS (59.0 pts.) Calvin Kendall, Cody Kendall, Cliff
Hall, Sage Hall, Bruce Beeman & Orban Stephens

THIRD PLACE TEAM - D & M Cattle Co. & Milliron M Ranch,
Greeley & Blue Mound, KS (58.0 pts.) Les McGhee, Lee Hart, Tra-
vis Kopf, Keith Morrell, Travis Duncan & Dan Morrell. (There was
a tie for 3rd place with D & M/Milliron M winning the tie breaker)

FOURTH PLACE TEAM - Buck Creek & Lonesome Pine Ranches,
Chase County, KS (58.0 pts.) Randy Peterson, Bud Higgs, Adrian
Vogel, Grady Gibb, Troy Higgs & Sammy Jo Peterson

Waurika Chamber of Commerce Ranch Rodeo Waurika, Oklahoma ~ July 11 & 12, 2008

CHAMPION TEAM - Tongue River Ranch, Dumont, TX (138.0
pts.) Bubba Smith, Stoney Jones, Ryan Rankin, Rick Kieschnick &
Hunter Meinzer

SECOND PLACE TEAM - Drummond Land & Cattle Co., Pawhus-
ka, OK (132.5 pts.) Tim Drummond, Ladd Drummond, Tim Kill,
Josh Sellers & Lynn Thompson

THIRD PLACE TEAM - Crutch & Milliron L, Borger & Haskell,
TX (115.5 pts.) Billy Lamb, Jake Mitchell, Casey Maxwell, Tina
Lamb & Shawna Lamb

FOURTH PLACE TEAM - Buck Creek & Lonesome Pine
Ranches, Cottonwood Falls, KS (112.0 pts.) Randy Peterson, Bud
Higgs, Adrian Vogel, Grady Gribb, Troy Higgs & Sammy Jo Pe-
tersen

TOP HAND - Shawna Lamb, Crutch & Milliron L
TOP HORSE - Ridden by Bubba Smith, Tongue River Ranch





RANCH RODEO RESULTS

Northern Arizona Working Ranch Rodeo Results Williams, Arizona ~ August 3, 2008

CHAMPION TEAM - M-Diamond & Flower Pot Ranches, Rimrock & Campe Verde, AZ (37.5 pts.) Jim Dolan, Colleen Dolan, Miles DeWitt, Gary Halford, Roberta Halford & Logan Anderson

SECOND PLACE TEAM - Rainbow Ranch, Deming, NM (37.0 pts.) Kenny Treadwell, Russ Treadwell, Phil Treadwell, Seth Hyatt & Casey Hatley

THIRD PLACE TEAM - Canyon Springs & Campbell Ranches, Kingman, AZ (34.0 pts.) Jack Fuller, Joe Campbell, Hugh Campbell, Tad Sproul & Sam Hambrick

FOURTH PLACE TEAM - Spear X Ranch, Flagstaff, AZ (31.0 pts.) Jim Shiew, Duree Shiew, Matt Shiew, Ben Shiew & Matt Simpson

TOP HAND - Matt Shiew, Spear X Ranch

Big Bend Ranch Rodeo Results Alpine, Texas ~ August 8 & 9, 2008

CHAMPION TEAM - Milliron L Cattle Co. & Crutch Ranch, Haskell & Borger, TX (41 pts.) Billy Lamb, Jake Mitchell, Cody Helk, Casey Maxwell, Tina Lamb & Shawna Lamb

SECOND PLACE TEAM - Bradley J 3 Ranch & Ekstrom Ranches, Electra & Fort Worth, TX (32 pts.) Johnny Miller, J.B. Miller, Chris Miller, Colby Turner & Buster Frierson

THIRD PLACE TEAM - Hunter Ranch & NT Ranch, Anson & Knox City, TX (29 pts.) Tony Hunter, Waylon Davis, Andy Paul Jones, Reese Clark & Cody Aaron

FOURTH PLACE TEAM (tie) - Myers Cattle Co. & Mimms Cattle Co., Claude & Hereford, TX (19 pts.) Pete Moberly, Brad Shadle, Mike Mimms, Scott Myers & Randy Crump - Turkey Track Ranch & Bullock Cattle Co., Artesia & Hope, NM (19 pts.) Jimmy Herring, John Jones, Wayland Newberry, John Smith & Mikel Bullock

TOP HAND - J.B. Miller, Bradley J3 Ranch-Ekstrom Ranch

TOP HORSE - "Gordy", ridden by Matt Stockton, Slash B Ranch



Photo Courtesy Of Bert Enwistle.

**For Membership
Information Contact:**

**WRCA
P.O. Box 7765
Amarillo, TX 79114-7765
(806) 374-9722**





Working Ranch Cowboys Foundation NEWS

WRCF: Working to Make a Difference

When the Working Ranch Cowboys Foundation is able to help people through its Crisis or Scholarship funds, it's just like family helping family.

WRCF's Crisis Fund aids working ranch cowboys who are injured or become ill – or who have family members in those situations.

The Scholarship Fund provides help to working cowboys or their family members who want to further their educations. These are our veterinarians, ag professionals and ranch managers of tomorrow.

The foundation was formed in 2001, but its parent organization, the Working Ranch Cowboys Association, had been

giving out crisis assistance and scholarships since 1998. Those first few years were lean, with just \$3,000 awarded in crisis assistance in 2000 and 2001. By 2002, however, the crisis fund gave out \$36,000. This year, as of July 1, \$212,000 has been given out. Scholarships awarded in 2008 totaled \$31,000.

It's not necessary to be a member of WRCA to qualify for either crisis or scholarship assistance. But recipients – or their immediate family members – must be a working ranch cowboy.

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or call (806) 374-9722.*



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School Type : Ranch & Feedlot Operations
School Tuition : Fall Semester
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 Out-of-District \$4,259.00
 Out-of-State \$4,620.00
 Spring Semester
 In-District \$3,552.00
 Out-of-District \$3,932.00
 Out-of-State \$4,312.00
School Dates : Fall Semester - Aug. 8 - Dec. 18
 Spring Semester - Jan. 13 - May 14



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The face of ranching and feedlot operations is changing with advances in technology. Today's livestock producers can still be found working horseback, but are also realizing the need for up-to-date production and marketing technology.

Ranch & Feedlot Operations (RFO) at Clarendon College will allow students who are interested in a Ranch or Feedlot career to gain new knowledge and technical skills needed in coping with today's complex agricultural problems. The courses in this program are designed to present to the student technical and management skills used by efficient producers and successful managers.

Requirements

Due to the coursework and pace of the program, it is imperative that prospective students possess an agricultural background.

The Ranch and Feedlot Operations Program accepts only a limited number of students for its one-year program. Students must apply and request an interview with the program faculty between January 18th and May 1st to be accepted into the following year's program.

The RFO Certificate program is a TSI-waived program, and students are not required to take the TSI unless they want to seek an Associate of Applied Science Degree in Ranch and Feedlot Operations.

Complete an application for admission to Clarendon College.

Ranch & Feedlot Operations Curriculum

The RFO curriculum is a combination of the latest technology, research and information. Each semester co-operators share their knowledge with RFO students. The class may be visiting the co-operators place of business or the co-operator may be visiting the classroom as a guest speaker. The Ranch and Feedlot Industry is very complex. These courses address the issues.

First Semester

Beef Cattle Production
Ranch & Feedlot Jobs
Animal Health
Soil & Water Conservation
Range Management
Agri. Records Management

Second Semester

Animal Reproduction
Equine Science II
Principles of Feed & Feeding
Livestock & Meat Marketing
Sheep & Goat Production
Livestock Business Mgt.



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DUCK CREEK RANCH

Niobrara County, Wyoming
7,605+ total acres: 5,170 deeded, and 2,435 state lease acres. 16 miles east of Lusk, WY. Two feed-lots and excellent set of improvements. 1,355 irrigated acres.

Price: \$ 5,500,000

Contact Cory Clark at (307) 334-2025



POWDER RIVER RANCH

Johnson County, Wyoming
13,068+ total acres: 8,553 deeded, 1,280 State lease, and 3,235 acres BLM lease all located 19 miles east of Kaycee. 425 AUMs year-round.

Price: \$ 5,340,000

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or Scott Leach at (307) 331-9095



HOKE ANGUS RANCH

Laramie County, Wyoming
1,280+ deeded acres located 25 minutes SE of Cheyenne that includes 240 pivot-irrigated acres and 135 CRP acres. Excellent improvements.

Price: \$ 1,200,000

Contact Mark McNamee at (307) 760-9510



HUNTERS CHOICE GAME RANCH

Sioux County, Nebraska
1,140+ acre game ranch: 640 deed and 500 acres private lease. Exceptional wildlife habitat. Includes State of Nebraska game license.

Price: \$ 790,000

Contact Mark McNamee at (307) 760-9510



MARTS RANCH

Dewey County, South Dakota
Located 8 miles NE of Timber Lake, SD. 3,360+ deeded acres. Excellent crop base. Ample water. Excellent improvements. Abundance of wildlife.

Price: \$ 2,400,000

Contact Scott Johnson at (605) 280-7990



FINDLAY RANCH

Goshen County, Wyoming
2,217+ contiguous deeded acres 23 miles N of Torrington, WY. Ample water. 5 miles underground pipeline. Excellent improvements.

Price: \$ 1,150,000

Contact Cory Clark at (307) 334-2025



RAWHIDE RANCH

Niobrara and Goshen Counties, Wyoming
Superb ranch with over 9 miles of live water. 13,918 total contiguous acres: 12,065 deeded acres, 1,120 acres State lease, and 733 acres BLM lease.

Price: \$ 11,500,000

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LAZY L7 RANCH

Pennington County, South Dakota
8,183+ total acres: 7,118 deeded, 640 State lease, and 425 BLM lease acres located NW or Wall. 4 miles Cheyenne River. Excellent improvements.

Price: \$ 3,440,000

Contact Denver Gilbert at (406) 697-3961
or Cory Clark at (307) 334-2025



SILVER CREEK RANCH

Crook County, Wyoming
1,591+ deeded acres located 6 miles S of Sundance, WY. 500 tillable acres. 3 wells, reservoir and seasonal creek. 2-1/4 miles highway frontage.

Price: \$ 2,625,000

Contact Cory Clark at (307) 334-2025
or Denver Gilbert at (406) 697-3961



SEVEN MILE CREEK RANCH

Goshen County, Wyoming
10,696+ total acres: 10,176 deeded, 400 State, and 120 BLM lease acres. 7 miles of year-round live water. Located 27 miles south of Lusk, WY.

Price: \$ 5,300,000

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O'BRIEN RANCH

Goshen County, Wyoming
5,842 deeded and 640 state lease acres for 6,482+ total acres. 300 pairs year-round. Ample water. 3 miles year-round live water. House, arena & several outbuildings.

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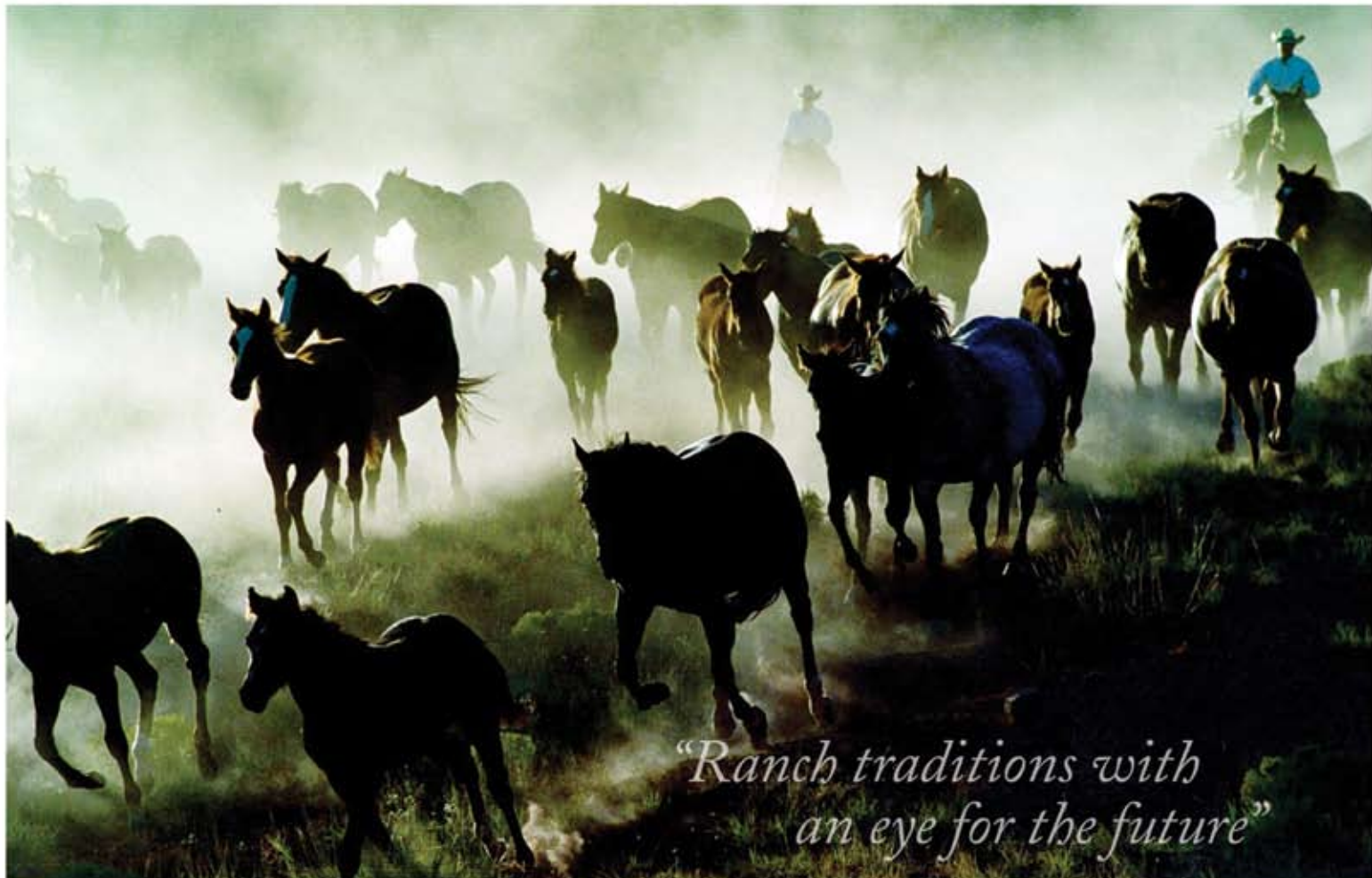
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CALENDAR Of EVENTS



Photo courtesy of Paula Krugerud

September

4 - 6 - URCHA Horse Show and Futurity. Tremonton, UT. Utah Reined Cow Horse Association. Pauline C. Kalm (435) 458-2201.

5 & 6 - Saddle & Sirloin, Kansas City, MO. Bill Hull (913) 208-6381.

6 - Blue Creek Ranch Roping. Doss Arena, South Of Billings, MT. Shawn Doss (406) 259-9667 or Charlie Mackay (406) 591-4420.

19 & 20 - Van Norman & Friends Production Sale & Stock Horse Challenge. Elko, NV. Linda Bunch (775) 756-6508.

20 - 3rd Annual Larry Lewis Memorial Ranch Roping Brannaman Arena. Sheridan, WY. Ed Disney (307) 673-4899.

21 - Sheridan Ranch Roping. Brannaman Arena. Sheridan, WY. Ed Disney (307) 673-4899.

21 - Oct. 5 - NRCHA 2008 Snaffle Bit Futurity. Reno, NV. (580) 759-4949.

26 - 27 - 6666 Ranch Return to the Remuda Sale. Guthrie, TX. (806) 596-4424.

26 - 27 - Southwest Showdown Ranch Rodeo. Deming, NM. Ace (575) 436-2611.

26 - 27 - Kansas Championship Ranch Rodeo. Medicine Lodge, KS. Kaye Kuhn (620) 886-9815 or (620) 886-5293

26 - 27 - Cowdog Trials. Jordan Valley Rodeo Grounds. Jordan Valley, OR. (208) 337-4094.

26 - 28 - Owyhee Rope & Ride. Ranch Bronc Rinding & Horse & Muley Roping. Jordan Valley, OR. (541) 586-2551.

26 - 28 - Brazos Valley Fall Gathering. Graham, TX Jim Burkett (940) 549-0436 ext.402.

26 - 28 - Cow Country Classic Catalog Sale and our Fall Rope Horse Sale! Billings, MT. BLS 1-800-635-7364 or (406) 245-4151.

28 - North Country Quarter Horses Production Sale. Big Sandy, MT. (406) 378-3199.

October

2 - Jamison Quarter Horses Ranch Gelding Sale. Quinter, KS. (785) 754-3639.

4 - Krebs Quarter Horses Production Sale. Scott City, KS. (620) 872-5864.

10 - 11 - River Valley Stampede. Clarksville, AR. Nila (479) 530-6532.

11 - Foundation of Legends Horse sale. Durant, OK. (580) 775-2468.

11 - Farmers and Ranchers Livestock Colt & Yearling Sale. Salina, KS. (785) 825-0211.

11 - 12 - Old California Reata Roping & Stock Horse Contest. San Louis Obispo, CA. (805) 782-9055.

11 - 12 - Northern Ranch Roping Finals. Wyoming. Ed Disney (307) 673-4899.

11 - 18 - NILE Stock Show & Rodeo. Billings, MT. (406) 256-2495.

18 - Colors Of The Fall Horse Sale. Prescott, AZ. HorseBreakers Unlimited (928) 623-5728.

18 - 19 - Sandhills Fall Futurity and Horse Show. Lincoln, NE. Sandhills Reined Cow Horse Association. Connie Henrichs (402) 395-9942.

24 - 26 - Fall Special Catalog Sale, featuring Performance Horses & Production offerings! Billings, MT. BLS 1-800-635-7364 or (406) 245-4151.

27 - Freeman Ranch Fall Invitational Braunvieh Influencer Bull Test Sale. Kansas City, MO. (719) 338-5071.

29 - 30 - Cattle Handling Workshop. Kingsville, TX. (361) 593-5401.

30 - 31 - 5th Annual Holt Cat Symposium on Excellence in Ranch Management. Kingsville, TX. (361) 593-5401.

November

1 - Rick Machado Livestock The Main Event Horse Sale. Paso Robles, CA. (805) 474-9422.

8 - 17th Annual Moser Bull Sale. Wheaton, KS. Harry (785) 396-4328.

8 - 9 - Clovis Horse Sale. Clovis, NM. (575) 762-4422.

13 - 15 - Camp Cooley Ranch Angus, Charolais & Brangus Bull Dispersion. Franklin TX. (800) 251-0305.

13 - 16 - 13th WRCA World Championship Ranch Rodeo. Amarillo, TX. (806) 378-3096.

December

4 - 13 - NFR Rodeo, Las Vegas, NV.

6 - 9 - The Double Dollar 10th Annual Roping Versatility & Barrel Horse Sale. Las Vegas, NV. (435) 795-2626.

January

20 - Feb 7 - Great Basin Cowboy Gear Show and Sale. Elko, NV. (800) 248-3556.



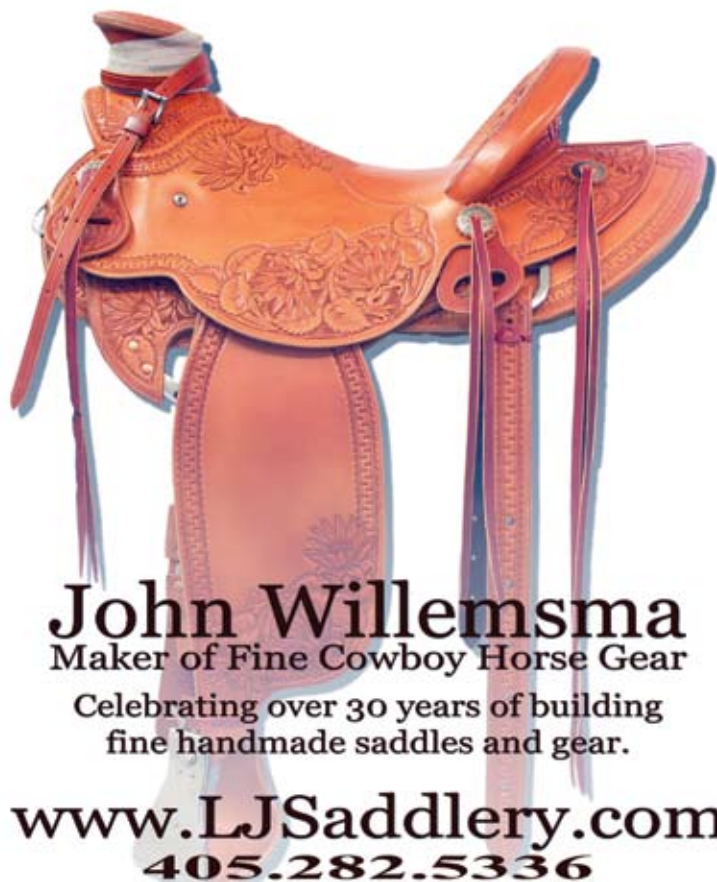
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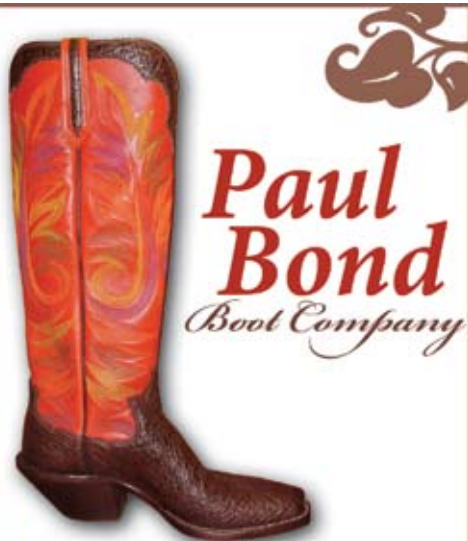


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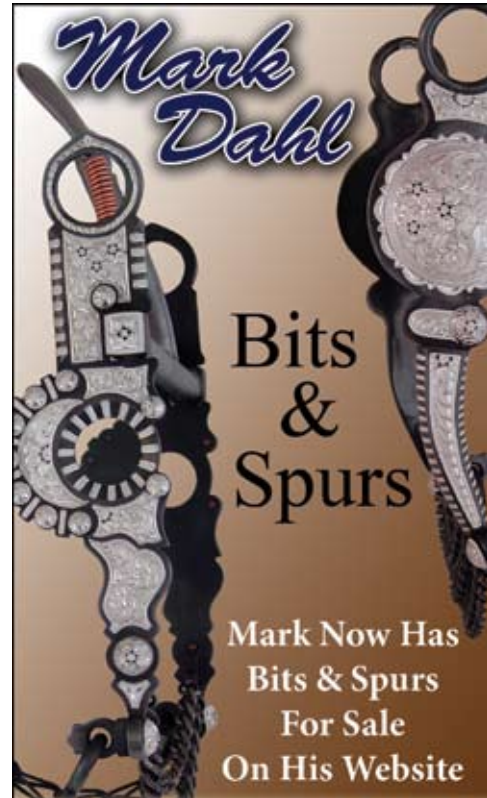
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10:00 a.m Breeders Sale
Followed by Regular Catalog Session



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\$10,000 2000 Gray Gelding
Martin & Nancy Zehner & Justin Morris - Buffalo, OK
\$10,000 1999 Red Dun Gelding
Ben Lolley - Dubach, LA
\$8,900 2003 Buckskin Gelding
Jesse Valdez - Dimmitt, TX
\$8,800 2004 Sorrel Gelding
Trevor Brown - Payson, AZ
\$8,500 2004 Sorrel Gelding
Kent Thiessen - Elk City, OK
\$8,300 2001 Bay Mare
Randy Knight - Farwell, TX
\$7,500 2000 Gray Gelding
Jesse Valdez - Dimmitt, Tx

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Jessie Tivio

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\$4,000.00 Call (605) 985-5426



Cremello Stud

Gentle 3 yr. old AQHA stud. 15.1 h. Guaranteed to throw colored foals. He is big hipped, has a baby doll head and has good bone and feet. See ad # 2820 on the web.

\$10,000.00 Call (602) 284-1414



Whizard Jac Daughter

04 pro trained reiner. Half sister to Hollywood Yankee Kid, winner of \$50,000+ in NRHA events. Good for non-pro. Broodmare prospect. Is gentle. See ad #2807 on the web.

\$15,000.00 Call (602) 999-3184



Pretty Girl Playboy

Gorgeous 3 year old AQHA sorrel filly. Spent 90 days on the cow herd as a 2 yr. old. She's used everyday sorting & doctoring. Gentle & easy to catch. See ad # 2711 on the web.

\$2,000.00 Call (801) 829-4000



Athletic Ranch Mare

5 yr. old AQHA mare that has been well started. Used all Summer and Spring at brandings and has been used for gathering cattle. Has a lot of heart. See ad # 2804 on the web.

\$10,000.00 Call (509) 859-4949



Docs Lantana

06 sorrel AQHA filly with a flaxen mane and tail. This is definitely a NCHA futurity prospect for next year. Very athletic and full of cow! See ad # 2843 on the web.

\$7,500.00 Call (719) 371-1757



Two Eyed Jack Mare

Flashy 14.2 h 04 golden sorrel QH mare w/flaxen mane & tail. Will go through water and over logs. Has had 5 months pro-training. She's gentle! See ad # 2788 on the web.

\$2,500.00 Call (509) 773-5358



Mr San Peppy Daughter

86 AQHA sorrel mare with Mr San Peppy on the top side, El Nino, Hired Hand, Old Sorrel on bottom. Passes her good looks and mind to her colts. See ad #2748 on the web.

\$9,500.00 Call (512) 466-2543



Brooks Paycheck Leo

Outstanding 1998 sorrel AQHA stallion. Gentle, quiet, a dream to ride & is a trained cutter. If you see him, you'll have to have him. See ad # 2842 on the web.

\$9,500.00 Call (719) 371-1757



High Brow Hickory Son

Own son of "High Brow Hickory". Stallion Prospect! This 2005 AQHA dun stud is very well started w/45 days on cattle. Has pretty head & a big hip. See ad # 2837 on the web.

\$6,000.00 Call (806) 256-3453



Lil Miss Sweet Jac

05 AQHA bay roan mare. Started this spring & is riding nice outside & in the arena. She is willing and wants to please. She loads, shoes & clips. See ad #2776 on the web.

\$4,000.00 Call (406) 425-2023



Freckles Lena Lynx

2007 sorrel AQHA stud prospect with a giant hip, good bone, low hocks, and a pretty little head. We started saddling him and he has a good mind. See ad #2841 on the web.

\$6,500.00 Call (719) 371-1757



Quick Silver Touch

2007 gray AQHA stallion or rope horse prospect. Has color, great disposition & conformation all in one package. He's ready for a new home! See ad #2903 on the web.

\$3,000.00 Call (307) 366-2386



Head N Heal Horse

99 bay AQHA gelding. He's a nice finished head and heal horse with very good looks. Has a very light rein on him. He has no bad habits. See ad #2817 on the web.

\$9,500.00 Call (520) 260-4587



Haidas Little Pep Mare

01 sorrel daughter of Haidas Little Pep X proven Smart Chic Olena daughter. She's a finished cutter & has had some reining training. See ad #2888 on the web.

\$6,500.00 Call (608) 463-7229



Hangten Again

Fancy 98 brown AQHA gelding. He is a finished & accomplished rope horse on both ends. For all levels of ropers & riders. 15.2 h. 1,300 lbs. See ad #2619 on the web.

\$15,000.00 Call (928) 632-5728

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Paddys Wild Whiskey

2001 Sorrel AQHA performance stallion by Paddy's Irish Whiskey. Broke to the collection dummy and throws foals w/alot of chrome.

See ad # 2662 on the web.
\$30,000.00 (605) 642-9789



Ranch Horse Deluxe

9 yr. old grade blue roan gelding. Stands 15.1 h. & is stout, gentle, athletic & well broke. Used in all phases of ranching & is ready for the arena. Ad # 2329 on the web.

\$8,000.00 Call 406-962-9069



Gentle Broke Gelding

Very pretty 12 yr. old gelding that has been a pickup horse the past 5 years. Has been used in parades and on the ranch. Anyone can ride him! See ad # 2406 on the web.

\$10,000.00 Call (307) 254-1454



Outstanding Gelding

Super 2002 bay AQHA all-around gelding. We have used him in all aspects of ranch work; pasture rope, doctor calves & branding.

See ad # 2638 on the web.
\$10,000.00 Call (605) 962-6344



Steps Little Dunit

Fancy 01 dun AQHA gelding. Has had reining training and is started on cattle. We also started roping on him & have trail ridden him on the ranch. See ad # 2871 on the web.

\$20,000.00 Call (928) 632-5728



Great 5 Yr. Old Gelding

Nice sorrel APHA ranch horse. He knows how to travel and is really good to rope on outside. He'll be in the Gold Buckle Sale at the NILE in Oct. See ad #2899 on the web.

\$6,500.00 Call (406) 670-3400



Enough Dynamite

Classy broodmare that earned her \$7200 NCHA money the hard way; a few hundred dollars at a time, packing a beginner. She's one great little mare. See ad #2366 on the web.

\$12,500.00 Call (406) 578-2269



Doc O'Lena Gelding

04 Sorrel AQHA 16 h. gelding bred to run & work a cow. He has been used to gather cows, lopes nice circles & has been started on the barrels. See ad # 2656 on the web.

\$6,500.00 Call (406) 360-3681



Docs Peppernic

92 sorrel stallion out of Docs Hellnic by the great producing sire Reminic. Has been hand & pasture bred. He's an excellent producer. See ad # 2331 on the web.

\$27,000.00 Call (406) 855-7891



Driftwood Ike Stallion

Outstanding 03 Driftwood stallion. He's very light & riding great. He is always willing to please. Used at the sale barn penning and sorting cattle. See ad # 2296 on the web.

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Lee Doc Playboy

2001 bay AQHA gelding. He has been used in all forms of ranch work. He is an outstanding heel horse. Anyone can get along with him. See ad # 2657 on the web.

\$9,000.00 Call (605) 962-6344



10 Yr. Old Barrel Horse

Sorrel 15.1 h. AQHA gelding that'll go really far if someone took time to travel with him. Has been roped off of, runs poles & carries flags. See ad # 2692 on the web.

\$10,000.00 Call (406) 628-8189



May Belle Lena

2007 bay AQHA filly that's an own daughter of the legendary Holidoc. She has great bone, balance, a pretty head & neck, & good feet. See ad # 2844 on the web.

\$6,500.00 Call (719) 371-1757



Driftwood/Hancock Filly

2004 brown filly by War Conchos Drifter(dun) & is out of a bay roan Mr Roan Hancock daughter. Is as gentle as they come. 100% sound. See ad # 2069 on the web.

\$2,000.00 Call (605) 456-2559



Betta Silver Chick

Beautiful 05 sorrel AQHA filly that is a powerhouse built for speed. She has not been started under saddle, but has had ground work. See ad # 2676 on the web.

\$1,500.00 Call (307) 548-7118



Spayed Dun Mare

Sound 8 year old Dun mare. She is 14.3h, broke & an excellent outside horse. This mare has good feet and needs a job! Has been team penned on. See ad #2828 on the web.

\$2,600.00 Call (602) 677-6441

Marketing Cattle In The New Age

By Blaine Fisher



With the rising costs of fuel, feed, and nearly everything else, cattlemen of all herd sizes are forced to be a bit more creative about marketing their livestock these days. Conditions today are not unlike those ranchers have seen in decades past, however, there are marketing tools and services that are available in these times that have not always been here. Imagine telling your great-grandfather that buyers did not actually have to be present in order to view his cattle or the sale; that they could sit in the comfort of their living rooms and pay the same price without expensing fuel, mileage, hotel rooms, etc.

Of course, many would argue that this new age marketing loses the “deal with a handshake” that is a core value of the industry. If cattlemen begin to market cattle via internet auctions and through sight-unseen purchases because of DVDs of the cattle accompanying the traditional sale catalog, the face-to-face deal-making process of the “good ‘ol days” risks fading away. As with any market, more efficient ways of reaching the consumer must be found in order for the market to evolve. Though the livestock market is not known for its fast-paced evolution of efficiency, it is quickly becoming the trial ground for new marketing techniques.

Internet auctions have not attempted to take the place of the traditional auction, in fact, they are merely a supplement. An internet auction enables buyers who are located cross-country from your sale to be able to participate in the buying process, which could increase the bottom line of the sale. With increasing cost to travel, buyers may be willing to spend more money on cattle if they are not spending that money on travel and cattle. Most internet auction services include side-by-side views of video of the cattle at the ranch prior to sale day and a live auction ring video simultaneously. Many auctioneers have welcomed the addition of the internet auction supplement and adjust easily to the online bidding process, with a computer screen in front of them where they can see the online bids as they come in without disrupting the normal bidding process. Internet auctions tend to be relatively inexpensive, and some services are actually a one-time flat fee instead of a percentage of bids won on the internet.

More prevalent than the internet auction has been the advent of videoing cattle prior to sale day and enclosing a DVD of the cattle with the traditional sale catalog, sometimes in place of the catalog. This process is highly customizable as the herd manager/ranch owner can decide where and when their cattle will be videoed, and have the ability to capture the natural movement of the cattle in an environment that is virtually stress-free. Typically, a half-circle pen is set up in which to video cattle in and the process

usually takes about one or two minutes per head with two horseback crewmen pushing the cattle from one side of the half-circle to the other. This allows for the cattle to be filmed from all angles and captures their natural, easy movement. Again, the added advantage is that the cattle are being handled by the people most familiar with them (e.g. cowboy crew) and in their home environment. Pre-recording cattle allows customers to see them in a comfortable state instead of the high-energy, high-stress environment of the sale ring.

After the actual filming of the cattle, the videos are then edited down to thirty to forty-five second clips of each lot number, and burned to a DVD. This component is another customizable stage to the videoing process. The DVD itself can be as complex or as basic as you want it to be: DVD covers can be graphically designed with the ranch logo, sale dates, pictures, or any combination of those. They can also be plain text, according to the look and “feel” you want to give your ranch and sale. These DVDs can be easily mailed to your customers singly or attached to the back cover of the sale catalog. As an added convenience to your customers, they will not need to spend the money to come look at your cattle before the sale. Not only is the cost of filming, burning and shipping the DVDs far less than the cost of disrupting your daily schedule to show customers cattle in the weeks before a sale, you can also record a “voice-over” to include the information you would tell the customer in person. Videos of the cattle can also be posted to a website where customers can click through to a specific lot number and access that video via internet as well. The website videos make an easy addition to marketing cattle as it aids people who are looking for one specific cow, bull, calf, etc.

Continued On Page 27...

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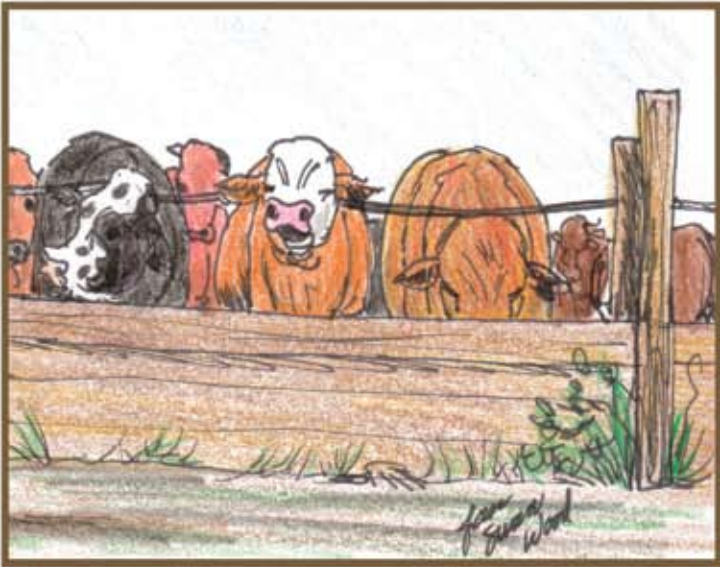
Your Questions Answered 101

By Jack Blerry with the help of Tim Peetz

This year, like no other in recent times, is causing many beef producers to reevaluate their programs and strategies. Higher than ever fuel, hay and cereal grain prices mean many producers will be reaching outside their comfort zones and exploring various ways to capture more profits from their operations.

One of the many ways calf producers can capture larger profits is by retaining ownership and putting cattle on feed. It stands without question that most producers will be feeding calves, but let me state feeding cull cows at times can also put additional dollars in a producers pocket.

Whether feeding calves or cows, the world of feedlots and packers can be unsettling at best and costly at worst for those unfamiliar with the feeding industry. With the help of Tim Peetz, manager of Dinklage Feed Yards in Sidney, NE, I hope to answer some commonly asked questions about putting cattle on feed.



How do I determine cost of gain?

To figure your cost of gain divide the total cost by the total pounds gained. Your overall cost will consist of ration and non-ration charges. An example of non-ration charges would be initial processing when calves arrive, plus any medicine used on individual animals.

If the total cost to feed your cattle from 500 lbs. to 1,200 lbs. (700 lbs. gain) was \$553.00 per head, your cost of gain would be \$.79 per pound (\$553.00 total cost divided by 700 lbs. gain).

Feedyards can estimate the cost of gain on your cattle, but not guarantee the cost of gain. There are many factors that affect the bottom line.

How do I figure what my breakeven will be?

Your breakeven is based on the incoming cost of the cattle plus feed and non-feed cost divided by the cattle sell weight. This figure will tell you the price you need to sell your fed cattle at in order to break even on the transaction.

If you purchase 500 lb. calves at \$1.15 per lb. with a 3% pencil shrink for an average cost per calf of \$557.75. Other costs are estimated to total \$446.87 for total expenses per head of \$1004.62. If the calves weigh 1,200 lbs. when sold to the packer (including a 4% pencil shrink), the breakeven is \$83.71 per hundred weight (\$1004.62 divided by 1,200).

Feedlots can estimate the breakeven on your calves for you fairly accurately by estimating the variables: your feed bill, medicine bill, interest and other expenses. With their help you can also control some of the variables by forward contracting corn and sale price.

Will feedyards finance the feed bill?

Many feedyards can and will finance the feed bill for their customers. Interest rates will vary and are usually tied to the prime rate.

What weight cattle should I feed?

Cattle in the 500 to 700 lbs range are the most common weight placed on feed. Most feedyards can handle cattle of all weights, from 200 to 300 lb. calves to cull cows.

How much money will it take to get a pen of cattle financed?

The amount of equity you'll be required to put up will depend on the lending institution. A common rule of thumb is 25% to 30% of the value of the cattle.

How many cattle do I have to feed?

At many feed yards there is no set minimum number of cattle that can be put in a pen.

Can I feed steers and heifers together?

Steers and heifers can be fed together at most feed yards, but it should be noted that conversion rates on mixed pens of cattle are usually not as high as same sex pens of feeders.

Do feedlots offer insurance?

Most feed yards carry catastrophic insurance on all the cattle in their yard. Feedyards can also help you get peril insurance on your cattle. With insurance, never assume, always discuss insurance cost and coverage with the agent before securing a policy.

Will Feedlots buy my cattle?

Most feedyards are always looking for good feeder cattle to buy. For those of you considering retained ownership feeding, but in need of cash flow, consider selling part of your calves to the feedyard and feeding the rest.

How long does it take to finish a pen of cattle?

The amount of time it takes to finish your pen of cattle depends on how much they weigh coming in, their rate of gain and mature size potential. Packers prefer finished cattle weighing 1,100 to 1,200lbs.

A 550 lb. steer that gains 3 lbs. per day will be on feed 184 days to reach 1,100 lbs., while a 750 lb. yearling will take 133 days to reach 1,150 lbs.

How are cattle sold?

Typically when cattle reach their ideal finish weight they are put on a show list for the packer buyers to look at. The packer buyers will come by the feedlot and look at the show list of cattle offered that week. They will either put a bid in or call during the week with a bid on a specific pen. Marketing personnel and managers will then contact owners and let them know what the packers are offering for their cattle. The owners then have the option of accepting the price offered or they can wait until the following week to see if the market goes higher. In this example owners are selling the pen average as a whole on a per lb. live

weight. The owner is not paid for quality grade or yield grade.

Cattle can also be sold on the grid. When sold on the grid or in a grade and yield program, each individual carcass is priced based on its own merit. This gives the seller the potential to gain higher prices if cattle meet the quality specifications of a particular grid.

There are a couple of down sides to selling on the grid. Cattle may not have the quality to secure premiums. Also, a small number of out cattle can eliminate any benefits of grid pricing for the seller. The process of ultrasounding fed cattle has eliminated some of the risk associated with meeting grid quality requirements.

Can I lock in a profit?


Feedyards want you to make money, and most offer some sort of risk management strategy for their customers. Utilization of risk management in the form of futures and options can help by protecting you from downside moves in the market, and when circumstances are right help you lock in a profit.

When do pack buyers pay?

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*Preliminary findings from 2007 California State University study in cooperation with Lacey Livestock, Harris Feeding Co., and Harris Ranch Beef Co., "Impacts of Crossbreeding on Profitability in Vertically Coordinated Beef Industry Marketing Systems." Visit Hereford.org and click on the "Heterosis Report" tab or contact David Mehlfaff, AHA Director of Communications at dmehfaff@hereford.org for more information.
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... Continued From Page 22

As with any marketing tool, the process of videoing and creating DVDs to showcase your cattle can be as complex or as simple as you desire. At its most complex, the package can include the videoing of the cattle; any number of DVDs to be shipped (five to five thousand or more); graphic artwork on the DVD, cover, and logos placed on the screen for the viewer; voice-over of pedigrees, etc. per head; and internet viewing available through your website. At its simplest, the package includes the videoing of the cattle, any number of DVDs, and shipping costs. Each package price depends solely on the amount of customization put into the process, and of course, how long it takes to actually video the cattle. Typically, eighty to ninety head can be videoed in one day, with the right conditions and enough people on horseback to expedite the process.

Though this takes away from the value of the face-to-face time spent with the customer, it actually enables you to increase the value of customer service. Customer service is a major point of differentiation for ranches of all size. By providing your customers with the ability to view your cattle when it is convenient for them, you put the buying power back in their hands, which makes them more likely to come back to you for the sale or for private treaty offerings. Your customers will be that much more likely to spend the money they would have allocated to travel and lodging on cattle because of the service of previewing the cattle that DVD viewing and internet viewing provided.

When choosing to implement a new marketing tool, it is always important to weigh the costs with the benefits. Because the videoing tool is highly customizable, it is often the most popular and easiest way to reach out to a broader customer base with limited increase in cost. There are companies who can consult what they believe is right for your herd size and customer base, and with their help, you can choose which marketing mix fits your operation. The best part about the video marketing tool is that it can grow or scale

down with your herd size, and if designed correctly, it can increase your customer base and possibly grow your business. Many of the large registered operations have already moved to utilizing this tool, and it is only a matter of time before small operations all begin to follow suit. It is better to jump on the bandwagon while it is a trend and before it becomes a "must" for cattlemen to market their cattle.

The advertisement features a background image of two cowboys on horseback herding a white horse. Below this, a large yellow banner with red and white text reads "SUPER FUEL FOR HORSES & CATTLE". To the right, the "SweetPro" logo is displayed above the text "PREMIUM FEED SUPPLEMENTS". Below the logo, it states "1 lb of SweetPro replaces 3 lbs of range cubes" and "Ethanol Production By-product-Distillers Grain". At the bottom, a black cow is shown eating from a blue and brown bucket labeled "SweetPro". Contact information for Scott, Irv, and Daryl is provided, along with the website "www.agribestfeeds.com".

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Little Joe's Tips

Head & Tailing Horses

In the mountains in many areas the Forest Service has made it illegal to trail loose horses down mountain trails, so there are times when one must head and tail horses together to get them in or out. When head and tailing horses in the mountains we always use doubled

bailing twine. This is strong enough to hold a stubborn horse, but if an animal falls off a mountain trail it will break, thus preventing anything else from being pulled over to its death. What we do is take the lead rope of the horse being tailed and tie a bowline in it. We then tie a bowline with the doubled twine through the loop of the first bowline. Next, we use the other end of the doubled twine to tie to the horses tail.

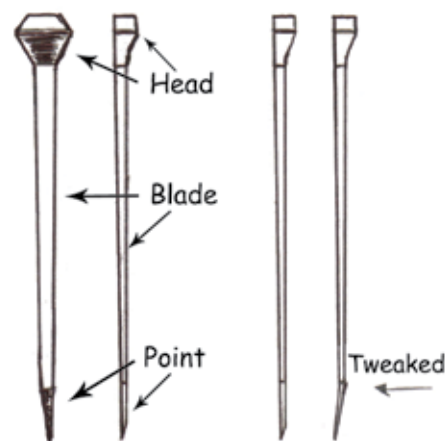
Illustration to right shows how to tie & half hitch a horses tail when heading and tailing horses. Note: Image at right does not illustrate use of twine.



Hard To Set Nail

If you're new to shoeing horses and haven't been to a formal school you will run in to times when you can't quite get your nail to come out soon enough and you are afraid of quicking one. This can happen on a foot that is broke off funny, or is misshapen. In most cases it will be when trying to set your quarter nail. This is because the foot at the quarter tends to run straight up and down. Horse shoe nails are shaped so that when driven they will naturally bend and curve out. They bend

and curve quicker the harder you hit them. This is where the problem with new shoers and quarters starts. Because a new shoer tends to be more cautious when nailing, thus hitting the nail softer and the quarter tends to prevent nails from curving as quick, it's hard to get the nail to come out at the right spot. One trick that works well is to take the tip of the nail and place it in the V of the shoeing hammer and tweak it out. This will cause it to come out quicker when softly tapped.



New Dog

I love to trade for dogs, but often times I get a young dog or pup that some one could not get a handle on. Typically, they lost control and got to screaming at the dog or pup and it is now afraid of people or is not really locked on to me. With that said, I like a dog that is listening to me and that I can give commands to without having to raise my voice. One way I found that works not only great, but

quick is cheese. Just a regular old block of orange cheese (cheddar will do). I simply carry around a chunk of cheese in my pocket, break off little chunks and call the dog or pups name. After the first couple times you can start to call the dog or pup in a whisper and it'll be right there. Since you don't want to walk around the rest of your dogs life with cheese in your pocket, always back up the cheese reward with a physical reward of approval (pet the dog).

After a couple days start to wean him off the cheese by giving him cheese and a pat one time and just a pat the next time. Switch back and forth between the two while adding an extra pat time. Example: Call him C&P, call him P, call him C&P, call him P, call him P, call him C&P, call him P, call him P, call him P, call him C&P, call him P, call him P, call him P, call him P, call him C&P, so on and so on untill there is no more cheese.

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Growing up Gary Wiggins' greatest joy was time spent on his uncles' ranch in southeastern Colorado. It was the time there that instilled in him the love of cattle and horses. Over the years Gary has done a little bit of everything from driving semi's, riding colts, working for local ranchers and helping his Dad off and on in his silversmith shop.

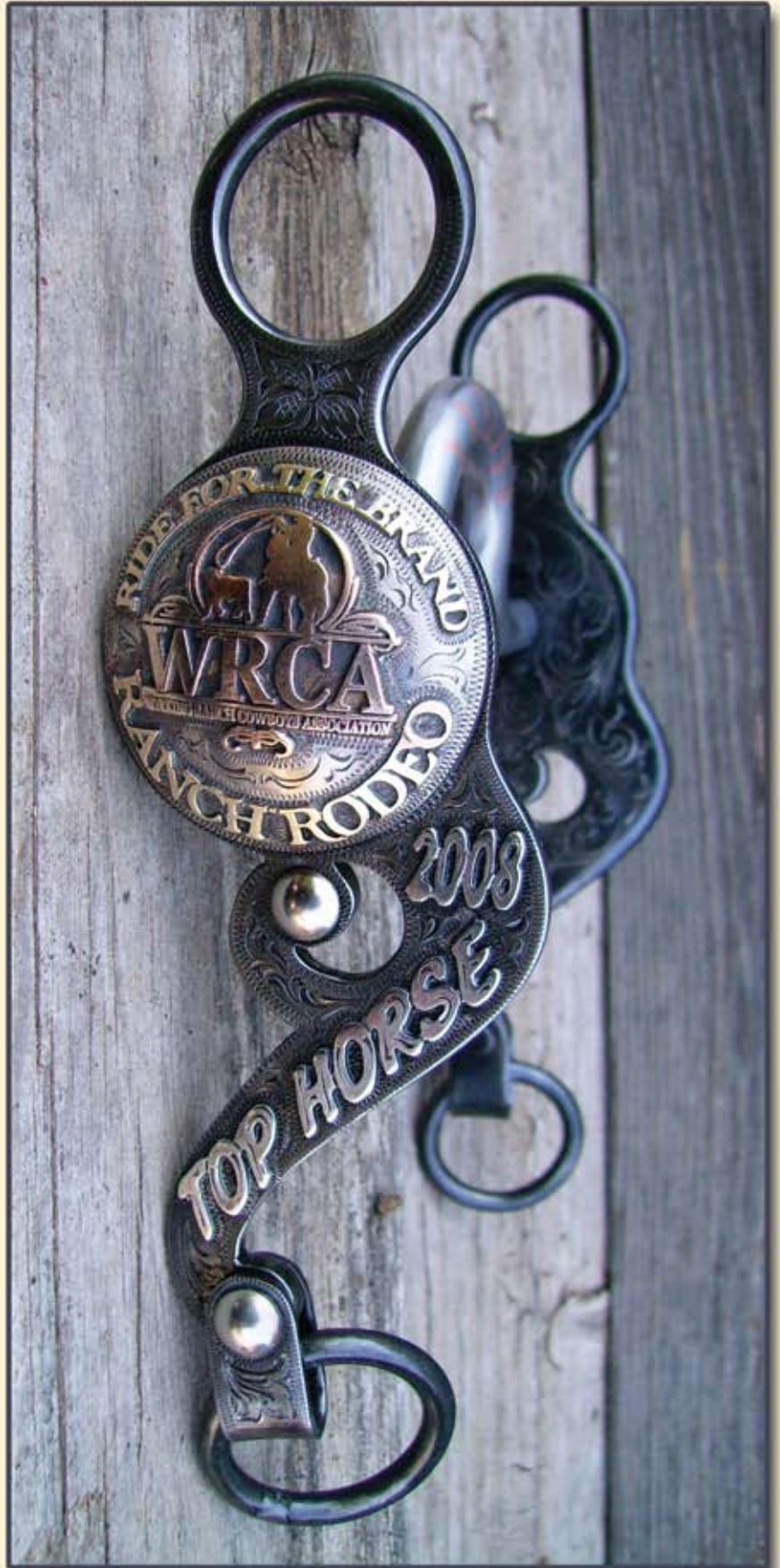
It was in the early 90's, that Gary had an opportunity to dabble in some spur making. He was working for Rich Stevens, a rancher near Castle Rock, Colorado. Rich had a whole lot of hand made gear, which allowed Gary to study the basics of how things were constructed and their different styles.

"We would meet down at the local café in town and I would take my latest project in and have the guys at the round table critique them. I was wondering how I could ever get enough customers to make a living at this, and I remembered what my Dad told me that all I had to do was keep my mouth shut, my eyes and ears open and let my work speak for itself. It didn't take long until I was selling a few pieces."

"In those early days I would run into Pat Vaughn, of Shamrock, Texas, at some horse sales and he really showed me things that I could improve on and pointed me in the right direction, after that I felt like I would learn a little something from every maker I would run into. Over the last 6 years a group of us spur makers get together in Lubbock Texas in June for a benefit auction put on by and benefiting Women's Protective Service. While down there, we would get together at different shops and talk about the trade, and share ideas."

"I got into ranch roping through a friend of mine, Mike Doyle, who was putting on a summer series by Payton Colorado. Through Mike Doyle I got acquainted with Martin Black. I spent a lot of time with Martin and Mike visiting about spade bits and biting."

"Coincidentally, about that same time was when I went to that first TCAA (Traditional Cowboy Artist Association) class on Spade bits and California gear. I think that



Gary Wiggins



if I had to pick the most pivotal point in my career it would be that TCAA bit and spur maker's class in 2003. The opportunity to really see that top end gear up close, and to be able to have the makers there to talk to and ask questions, helped me immensely. I went home with a whole different attitude toward my work, and a desire to work towards the level of artistry they had achieved."

Gary says he will never give up making good old cowboy gear, but that is the beauty of this line of work. It is so multi faceted, one minute he might be engraving on a high end spade bit to show at the Alpine Trappings show, then the next minute have a torch and a big hammer in his hand then turn around and go set a diamond in a wedding ring. He works for kings and peasants and everyone in between and loves it.

"I would like to thank my wife Cynthia. We were married in 97, that's when I went to making gear full time. Cynthia got to helping in the shop any way she could, doing the books, cutting silver, polishing, and soldering. When I would head off to some event in South Dakota or South Texas to sell bits and spurs, Cynthia would stay home most of the time to watch after the cows and horses. I couldn't do it without her."

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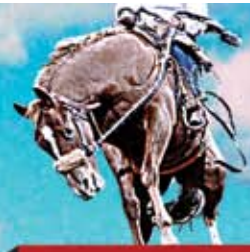
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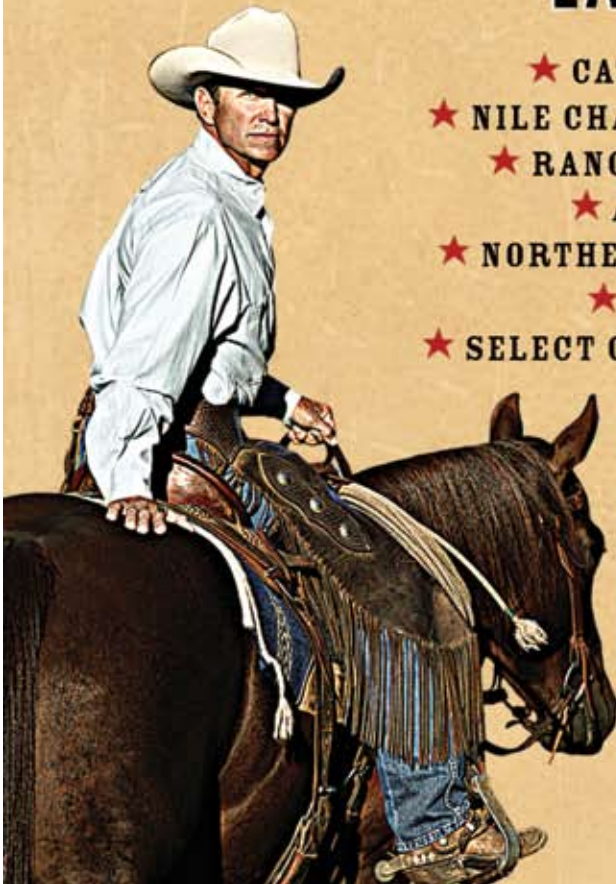
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Colorado "Flying M Brand" For Sale. Hard to find single letter brand. Dues paid through 2012. Electric cow & calf irons. Cold iron for horses. \$18,000.00. (970) 872-4681.

CATTLE

200 Fresh Mexican Roping Steers for sale. Please Call JR at (970) 454-2538.

Angus, Brangus & Charolais Bulls for sale by private treaty. These bulls sell w/the same first breeding season guarantee & the performance data as our annual fall sale bulls. Camp Cooley Beef (800) 251-0305.

HORSES

JR Olson Performance Horses. Quality Rope Horses & Ranch Horses for sale. Go to www.jrolsonperformancehorses.com or call JR at (970) 454-2538.

RANCHES FOR SALE

Missouri River Ranch - Fallon, Montana. 9920+ acres near the beautiful Fort Peck Reservoir. The Missouri River flows near the ranch, & borders the BLM allotment for about 2.5 miles, it is well covered with cottonwood trees and dense areas of willow, a major haven for whitetail, mule deer and game birds with exceptional fishing in the river. Price reduced ...Asking \$2.45 million. May be sold in 2 separate parcels. Tammy (406) 486-5700.

Southern Arizona, High Country, Cattle Ranch "In-holding" Deeded, Home of the Marlboro Man Commercials-BEAUTIFUL 22,000 acres, spring water, working cow ranch, 150 head USDA Forest Service allotment, secluded HQ, 320 acres deeded, In-holding, surrounded by forest allotment. Easy access, but secluded. Located between Safford, AZ and Willcox, AZ. \$4.5 million. (520) 678-5399.

216 Head Cattle Ranch, Wickenburg, AZ. Scenic, lush high desert vegetation. 103 Deeded Acres, 3340 Acre Arizona Grazing Permit, 15,741 Acre BLM Allotment. Well watered with 49 registered waters (some patented) including wells, tanks and springs. Abundant feed, numerous corrals and great shipping pens of steel construction. 216 head does not include adverse or private leases. Additional deeded acres available on ranch for construction of homesite and corrals. Nancy (520) 455-0633.

RANCH JOBS

Cattle Boss Wanted. Historic Cattle Ranch in Northern Nevada needs a mature experienced couple to add to our team. Please call (707) 888-8957.

South Texas Ranch Foreman Wanted. Need full time ranch foreman for a family owned, 5,500 acre ranch in Dimmit County, Texas. Candidates must be experienced w/range & wildlife management, operating and maintaining heavy equipment. Must be able to work w/cattle, weld, & do minor handyman and mechanical work. (713) 522-0304.

Ranch Hand Wanted. Wyoming Ranch seeking full time worker with current CDL and clean driving record. Must have mechanical skills, livestock skills. Housing available, must provide references. Dealing with public-people skills are a must. Please contact us at (307) 856-5708.

RANCH DOGS

KS Ranch Heeler Pups - Blue/Red Australian Cattle Dogs from over 10 Generations of loyal, smart, hardworking, healthy dogs bred and raised on our cattle ranch in WY. Pups come current w/shots & are wormed. Health guarantee. Shipping available for additional cost. \$350.00. Please visit website www.ksranchheelers.com or contact Gwen at (307) 267-6614.

Hangin' Tree Cows - 2 recent litters. Older dogs are also available. Contact for pricing. www.allisonsstockdogs.com or call Scott Allison at (406) 681-3249.

McCallum Bred Border Collie Pups out of working cowdog parents with championship bloodlines. 8 pups males and females. Have had their first set of shots. \$200.00. Otis, KS. (620) 794-8136.

Real Ranch Dog - 65lb. male Kelpie. Moving must sell Rex, the toughest cowdog I've ever owned he will not back down to anything & he's a one of a kind dog. Needs a home with lots of work. Sire: Buchanan Tex. Grandsire: Buchanan Oakie. Dam: Stewarts Sister. Grandsire: Buchanan US Mate. \$1,500.00. (208) 521-2004.

SADDLES

Dan Mayer Wade - 15-1/2" wade saddle 1/2 rough out 1/2 basket weave stamp 7/8 flat plate rigging 4 inch monel stirrups. Elbert, CO. \$3,000.00. (303) 648-3227.

Three Forks Saddle - Partial basket stamp with a 15 and a half inch roughout seat. This is a very attractive & well made using saddle, good for roping, riding colts, team penning or just pleasure and trail riding. This saddle is about a year and a half old & has been taken very good care of. \$2,100.00. (307) 737-2146.

TRAILERS

2000 Kiefer 4-Horse - Length: 21'-6", Height 7', Width 7', Load Type: Standard, Short Wall 4'-6", Axle # 2-7000lb, Brakes: Electric, Steel Wheels, Single Leg Manual Jack, Head Side 4 Drops w/bars, Tail Side 4 Bus windows, Tack Location Collapsible Rear Saddle Racks One four tier removable in rear; one 4-tier in DR. \$12,500.00. (605) 892-0204.

1996 Titan Stock Trailer - This 20' trailer is ready for use. Good floor, good tires, new brakes. Great older trailer. Financing and delivery available. \$5,250.00. (877) 623-9955.

2007 Ranch Stock Combo - All aluminum Travalong gooseneck trailer. Bought brand new in Feb. 08. Excellent condition, I'm selling because I still need more horse and tack space. Has 4 ft square tack & 16 ft of hauling space will fit five to six horses many extras. \$13,500.00. (406) 370-9677.

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