

Here's THE Premium!

The Certified Angus Beef Program builds demand that pays dividends to all Angus producers.

Story by
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If you've ever wondered what good the Certified Angus Beef (CAB) Program has done for commercial Angus producers, just look at the premiums paid for Angus-type calves and feeder cattle at auction. Whether special breeder- or state-association-sponsored events or regular weekly sales, statistics show you the money.

In the October *Angus Beef Bulletin*, a dozen locations and 15 dates were listed for a series of Angus-influenced feeder cattle sales from one end of the country to the other. Table 1 lists the results of those sales. About half of the sale reports are from U.S. Department of Agriculture (USDA) data; the others, from auction



Table 1: Results of special Angus-influenced feeder cattle auctions

HEIFERS:	300-399 lb.	400-499 lb.	500-599 lb.	600-699 lb.	700-799 lb.	800-899 lb.
Montana, Oct. 24*	\$76.50-\$83.00	\$74.00-\$80.00	\$68.25-\$79.50	\$66.50-\$73.25	N/A	\$61.50-\$66.00
Regular Montana week summary*	\$73.50-\$81.25	\$67.00-\$79.00	\$63.50-\$74.00	\$64.00-\$67.75	\$64.25-\$66.10	\$62.50-\$66.50
Oregon, Oct. 24	\$58.00-\$69.25	\$56.00-\$76.50	\$55.00-\$67.50	\$53.00-\$63.50	\$49.00-\$56.00	\$40.00-\$55.25
Colorado-1, Oct. 28*	\$71.50-\$79.00	\$66.50-\$74.50	\$64.75-\$70.00	\$66.50-\$69.00	\$63.50-\$67.00	\$61.50-\$62.00
Colorado-2, Oct. 28*	\$72.00-\$84.00	\$68.50-\$79.00	\$67.50-\$74.50	\$66.00-\$70.75	\$67.50	\$63.35-\$65.50
Kansas, Oct. 29	N/A	\$76.80	\$74.00-\$81.70	N/A	N/A	N/A
Idaho, Oct. 30	N/A	\$70.00-\$78.50	\$63.50-\$74.75	N/A	N/A	N/A
Virginia, Aug. 31, Oct. 5, Nov. 1	\$55.00-\$68.75	\$53.00-\$63.75	\$56.25-\$63.75	\$58.50-\$59.50	N/A	N/A
Wisconsin, Oct. 31*	\$73.00-\$80.00	\$70.00-\$78.00	\$70.00-\$77.50	N/A	N/A	\$63.25
Regular Colorado-1, Nov. 4*	\$77.50-\$88.50	\$68.00-\$79.00	\$67.00-\$69.00	\$66.50-\$66.75	\$61.50	\$62.50-\$63.60
Colorado-3, Nov. 5*	\$73.00-\$82.00	\$69.50-\$79.00	\$68.00-\$73.50	\$68.00-\$69.25	\$66.00-\$70.00	\$60.25-\$63.85
Tennessee/Kentucky, Nov. 10*	N/A	\$60.00-\$74.00	\$56.00-\$72.00	\$55.00-\$74.00	\$54.00-\$74.50	N/A
Regular Colorado-3, Nov. 12*	\$78.50-\$84.00	\$71.00-\$78.50	\$67.25-\$73.00	\$66.25-\$70.00	\$63.60	N/A
Illinois, Nov. 13	\$69.00-\$77.00	\$62.50-\$71.50	\$58.00-\$76.00	\$63.00-\$67.50	\$59.00-\$63.00	N/A
Iowa, Dec. 2, '98, and Jan. 6, '99	\$72.50	\$68.00-\$78.00	\$74.75	\$65.50	\$61.50	N/A
Summary, Angus-type heifers	\$55.00-\$84.00	\$53.00-\$80.00	\$55.00-\$81.70	\$53.00-\$73.25	\$49.00-\$70.00	\$40.00-\$66.00
STEERS:	300-399 lb.	400-499 lb.	500-599 lb.	600-699 lb.	700-799 lb.	800-899 lb.
Montana, Oct. 24*	\$88.25-\$96.25	\$80.25-\$86.00	\$72.50-\$81.75	\$70.00-\$72.50	N/A	N/A
Regular Montana week summary*	\$81.00-\$91.00	\$75.50-\$85.00	\$71.50-\$80.00	\$70.00-\$74.75	\$67.50-\$71.50	\$67.50-\$71.75
Oregon, Oct. 24	\$65.00-\$78.50	\$65.00-\$78.00	\$64.00-\$79.00	\$60.00-\$75.00	\$58.00-\$67.00	\$49.00-\$57.00
Colorado-1, Oct. 28*	\$71.50-\$79.00	\$66.50-\$84.50	\$73.00-\$81.50	\$67.50-\$75.50	\$68.50-\$72.25	\$67.25-\$68.50
Colorado-2, Oct. 28*	\$87.00-\$98.00	\$83.00-\$97.50	\$72.50-\$90.50	\$69.50-\$76.75	\$65.25-\$74.00	\$63.75-\$67.75
Kansas, Oct. 29	\$92.75-\$95.50	\$85.25-\$91.25	\$77.50-\$87.00	\$74.30-\$76.00	\$71.20-\$71.80	N/A
Idaho, Oct. 30	\$85.00-\$91.00	\$80.25-\$88.10	\$75.00-\$83.00	\$70.50-\$76.50	\$67.00-\$69.90	N/A
Virginia, Aug. 31, Oct. 5, Nov. 1	\$67.00-\$80.00	\$67.50-\$77.00	\$67.00-\$74.50	\$59.75-\$72.50	\$55.00-\$65.00	\$60.75
Wisconsin, Oct. 31*	\$83.00-\$87.00	\$82.50-\$86.00	\$77.25-\$85.50	\$71.00-\$79.00	\$60.00	\$64.00-\$70.75
Regular Colorado-1, Nov. 4*	\$82.50-\$98.00	\$71.00-\$86.25	\$70.25-\$78.50	\$62.50-\$71.00	\$68.00	\$63.50-\$66.25
Colorado-3, Nov. 5*	\$92.75-\$97.00	\$78.00-\$93.25	\$73.25-\$81.50	\$67.10-\$74.75	\$68.00	\$65.25
Tennessee/Kentucky, Nov. 10*	N/A	\$69.00-\$81.50	\$62.00-\$76.00	\$58.00-\$69.75	\$57.50-\$67.50	N/A
Regular Colorado-3, Nov. 12*	\$91.00-\$94.00	\$81.00-\$91.00	\$73.50-\$80.35	\$69.50-\$75.00	\$68.75-\$71.50	\$69.25
Illinois, Nov. 13	N/A	\$65.00-\$77.00	\$70.00-\$79.00	\$64.50-\$78.00	\$68.50-\$75.00	\$59.00-\$63.00
Iowa, Dec. 2, '98, and Jan. 6, '99	\$86.00	\$84.25-\$92.50	\$79.75	\$79.00	\$66.00-\$77.00	\$64.00
Summary, Angus-type steers	\$65.00-\$95.50	\$65.00-\$97.50	\$62.00-\$90.50	\$58.00-\$79.00	\$55.00-\$77.00	\$49.00-\$70.75

* Data from USDA Market Reporting Service; other reports direct from those markets. "Regular" sales reported for comparison also included Angus-type cattle. Volume for Angus-influenced sales reported estimated at 18,000 head; volume on "regular" sales reported estimated at 12,000 head. This information compiled by the Certified Angus Beef (CAB) Program.

market managers. Three USDA-reported regular sales in Montana and Colorado are included for comparison. Keep in mind, however, that many consignments of excellent Angus-sired calves also sold at those auctions.

Regional market premiums are evident, with extreme highs in the northern Rocky Mountain foothills markets and lower prices for some classes of Angus-influenced cattle on the edges of ranch country or where smaller herds predominate in the East and in the Corn Belt. The table does not show comparable da-

ta from regular auction sales in those regions, but market managers say the special Angus sales generally saw prices that were \$2-\$4/hundredweight (cwt.) higher.

Congerville, Ill., auction manager Les Reel admits there are still significant differences in quality in all local calves, including those at the Angus-influenced sale held Nov. 13. "There is a spread in values," Reel notes. "I tell the sellers this is an educational experience. Compare what you have to others, then go out and get better bulls."

Reel instructs his customers, "Study

your lesson and you can see what makes your neighbor's calves worth \$50 more per head. It's pretty easy to start improving, but if you just want to raise calves ... you can't expect the premium prices." Reel says all of the 1,000 feeders sold at the auction went to Illinois feedlots, which report good demand from local CAB Program-licensed packers.



Editor's Note: *Steve Suther is the director of industry information for the Certified Angus Beef Program.*