

In the Spotlight

Certified Angus Beef LLC names February, March and April monthly winners and acknowledges those who hit the 30.06 target.

Story by

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As part of its Spotlight Awards series, Certified Angus Beef LLC (CAB) honors a feedlot and a quality assurance (QA) officer for excellence each month.

February honorees. Silver Creek Feeders Inc. was named the February partner of the month. Licensed since 1999, the Council Bluffs, Iowa, feedlot was selected from a network of 83 feedlots nationwide. CAB feedlot specialist Gary Fike credits owner-managers Roger and Jill Chambers for a steadfast focus on customers.

“Roger sorts cattle to ensure their success, and Jill has great attention to detail regarding carcass data,” he says.

Terry Beller was recognized as the February QA officer of the month. He manages Beller Feedlots, Lindsay, Neb., with his brother, Mike. CAB feedlot specialist Paul Dykstra notes Terry is always near the top as a licensed partner, passing along performance and carcass information to help customers.

“It is important that our customers know where they are headed as far as carcass traits are concerned,” Terry says. “The information also tells me whether I want to buy cattle from a certain operation again.”

March honorees. Decatur County Feed Yard Inc., Oberlin, Kan., was named feedlot partner of the month for March. Through owner/general manager Warren Weibert and manager Dan Dorn, the feedlot exemplifies customer service and information flow in the beef industry.

“This company has built a reputation on managing its clients’ cattle as individuals to optimize feedlot efficiency and carcass performance,” Dykstra says.

The Decatur County yard is known for its use of technology to manage cattle and gather multiple points of data for each animal. That helps customers identify the genetics that are most profitable while improving feedlot and carcass traits in their herds. In 2004, Decatur County Feed Yard ranked second in volume of cattle enrolled in the Feedlot-Licensing Program (FLP).

Kendall Stubby, McPherson County Feeders Inc., Marquette, Kan., was chosen as QA officer of the month for March. “Kendall is steady as a rock in his role as QA officer,” Fike says. Stubby has honed his skills in sorting cattle for harvest, as seen in an ability to avoid Yield Grade (YG) 4 and 5 cattle. These make up only 5% of the total harvest from McPherson County Feeders — half the average rate for the entire FLP. The feedlot recently attained the Bronze Level in the 30.06 program.

April honorees. Gregory Feedlots Inc.,

Tabor, Iowa, was named April’s feedlot partner of the month. Owned by Jim Gregory since 1962 and managed by David Trowbridge since 1977, the lot was one of the first CAB-licensed partners in 1998. The feedlots’ steady commitment to excellence shows through “comprehensive feeding and management practices that target the CAB brand,” Fike says.



Consistently among the top licensed feedlots in CAB acceptance, Gregory sorts cattle to avoid discounts for customers. Working with retained ownership customers, the feedlot is a

leader in number of entries in the National Angus Carcass Challenge (NACC).

Gary Wickwar, manager of T-Bone Feeders, Goodland, Kan., was named April’s QA officer of the month. “Gary has an open mind when it comes to making changes to better the performance of the feedyard as a whole, and he just likes to feed good Angus cattle,” Fike says. That preference has helped T-Bone reach a 21% CAB-acceptance rate for the past year on more than 2,300 enrolled cattle. Wickwar says the ability of such Angus cattle to garner premiums on a grid can mean the difference between profit and loss in the narrow-margin feedlot sector.

Hitting the target

The FLP honors partners that harvest “30.06” groups of cattle. Qualifications require at least a 30% Prime or CAB-acceptance rate with an allowance for 3% YG 4s and 3% carcasses weighing more than 975 pounds (lb.). Table 1 provides a summary of accomplishments from February-April.

Sticking to the target

Chappell Feedlot feeds for the end product in each animal. Employees realize when everyone along the supply chain helps an animal reach its highest potential, the entire industry wins.

Within two months of signing on as a CAB-licensed partner, the Chappell, Neb., feedlot fed four lots that hit the 30.06 target (see Table 1). The 112 cattle had a CAB-acceptance rate of 35.7% with 41.1% YG 1s and 2s.

Owner-manager Tom Williams says the results come from the feedlot’s focus on quality. “We are committed to forming long-term relationships with producers to raise a high-quality product. We work with them to help with genetic selection,” he says, “and we do the best job we can to market cattle in a way that gets the full value out of the animal on our end.”

Ultrasound, aggressive sorting and working with producers to make genetic improvements help the feedlot reach

high numbers on a quality grid.

“We try to be pretty disciplined in the way we sell everything,” he says. “We market each individual on its maximum end point.”

The feedlot caters to customers who relentlessly pursue genetic improvement — a reason why the CAB program was a good fit for them.

“We are targeting the upper-end, high-quality cattle,” Williams says. “Sometimes we have to buy producer calves for a year or two to show them what they have, but that is our target.”

Ninety percent of the feedlot’s calves are Angus-influenced, with customers monitoring genetic progress.

Knowing the target

An advantage goes to producers who know the feeding potential of their genetics. Larry Guggenmos, owner of

Guggenmos River Ranch Ltd., realized the benefit through higher premiums on three March harvest groups that reached nearly 50% CAB acceptance (see Table 1).

“We shipped the first cut of calves based pretty much on bloodline,” Guggenmos says. “Through years of sire testing, we found a sire group that was as predictable as the sun. If the cattle see corn, they are marbled. It is just a matter of when you want to harvest them.”

Guggenmos increased marketing predictability through artificial insemination (AI). Participating in sire tests throughout the 1990s created a herd base with generations of high-quality Angus bloodlines.

The advantage is evident in the higher premiums achieved. The Brewster, Neb., feedlot has a CAB-acceptance rate of more than 37% on 1,104 cattle harvested during the last two years.

Ultrasound technology is the next tool Guggenmos is experimenting with to improve marketing time. When the data arrives from his first ultrasound sort, he will meet with his technician to improve upon the initial results.

The goal is to receive uniform carcass data that reflects the true marketing potential of the herd’s genetics.



Table 1: Summary of 30.06 qualifiers from February-April 2005 harvest reports



Licensed CAB® Feedyard	Head	Sex*	%YG 1&2	%CAB	%Prime
<i>February 2005:</i>					
McGinley-Schilz Feedyard Ltd.	80	S	61.3	78.3	12.5
Brookover Feed Yard	44	H	47.7	66.7	9.1
Corcoran Farms	35	M	14.3	51.6	2.9
Irsik & Doll Feedyard	20*	S	15.0	40.0	15.0
Chappell Feedlot	30*	M	40.0	40.0	0.0
Irsik & Doll Feedyard	20	S	35.0	40.0	0.0
Chappell Feedlot	30*	S	16.7	36.7	0.0
Chappell Feedlot	24*	M	41.7	33.3	4.2
Irsik & Doll Feedyard	10	M	20.0	33.3	0.0
Chappell Feedlot	28*	M	67.8	32.1	0.0
McPherson County Feeders Inc.	10*	H	30.0	30.0	10.0
McPherson County Feeders Inc.	40*	H	67.5	25.0	7.5
McGinley-Schilz Feedyard Ltd.	40*	S	67.5	10.0	35.0
<i>March 2005:</i>					
Irsik & Doll Feedyard	20	M	60.0	64.3	0.0
Guggenmos River Ranch Ltd.	13*	S	15.4	53.9	0.0
Guggenmos River Ranch Ltd.	32*	M	43.8	43.8	3.1
Gregory Feedlots Inc.	36	M	55.6	39.1	2.8
Chappell Feedlot	29	M	62.1	35.7	0.0
Hergert Feeding Co.	14*	H	14.3	35.7	0.0
Beller Corp.	20*	S	35.0	30.0	0.0
<i>April 2005:</i>					
McGinley-Schilz Feedyard Ltd.	16*	H	81.3	37.5	56.3
McGinley-Schilz Feedyard Ltd.	13	H	84.6	22.5	69.2
McGinley-Schilz Feedyard Ltd.	24*	H	75.0	50.0	25.0
North Platte Feeders Inc.	20	H	70.0	62.5	15.0
Decatur County Feed Yard Inc.	15	H	60.0	50.0	6.7
Chappell Feedlot	21*	M	19.0	47.6	0.0
Chappell Feedlot	35*	S	37.1	45.7	2.9
Gregory Feedlots Inc.	40*	S	57.5	45.0	0.0
Decatur County Feed Yard Inc.	10	H	20.0	44.4	10.0
Chappell Feedlot	21*	S	33.3	42.9	0.0
Gregory Feedlots Inc.	34	M	55.8	40.6	0.0
Hergert Feeding Co.	27	M	55.6	40.0	3.7
Pratt Feeders LLC	10*	S	20.0	40.0	10.0
Chappell Feedlot	30*	M	20.0	36.7	10.0
Irsik & Doll Feedyard	20	H	65.0	35.7	0.0
McPherson County Feeders Inc.	35	H	82.9	30.0	0.0

*Indicates 100% CAB eligible. All acceptance rates figured on eligible portions.

°H=heifers; M=mixed; S=steers.

Call (785) 539-0123 or visit www.cabfeedlots.com for a complete and current list of feedlot licensees.