

CAB Monthly Spotlight

CAB names February-May 2006 monthly honorees.

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. In this issue we feature the monthly winners from February through May.

February honors

February Feedlot Partner of the Month honors went to Irsik & Doll Feedyard.

"The cream consistently rises to the top," Gary Fike, CAB feedlot specialist, said in announcing the winner. "The management team of

Mark Sebranek and Jerry Jackson works hard and maintains high Certified Angus Beef® (CAB®) acceptance rates, currently near 24% for the past six months." More than 90% of cattle in the yard are owned by customers, and most cattle are marketed on some type of grid.

"Enrollments, data capture efficiency and communication have been stellar," Fike said.

Chad Grimes of Buffalo Feeders LLC, Buffalo, Okla., was named the February Quality Assurance (QA) Officer of the Month.

"Although the feedlot is relatively

new to the Feedlot-Licensing Program (FLP), Chad has really stepped into his role as QA officer," Fike said. "He has been consistent in enrolling cattle, excelling at data capture (more than 95%) through carcass data requests and closeouts."

March honors

Beef Northwest Feeders' location at Nyssa, Ore., was named the March 2006 Feedlot Partner of the Month for its focus on managing for quality along with volume.

"The company works with customers on a long-term basis and strives to provide feedlot and performance data analysis," said Paul Dykstra, CAB feedlot specialist. "That helps their repeat customers in benchmarking and herd improvement." A structured genetic alliance with Thomas Angus Ranch of Baker City, Ore., also helps customers realize value from conception to the rail.

Shelby Jones, manager and co-owner of Ranger Feeders, Dighton, Kan., was named the March 2006 QA Officer of the Month. Purchasing and managing cattle for the CAB brand at the 12,000-head feedyard had resulted in a 16.8% CAB acceptance rate from July 2005 to March 2006, far above the regional average and almost 2 percentage points above the entire FLP average. "Dr. Jones has enrolled and captured data on nearly 3,500 head with an 88% data-capture rate," Fike said. "His exceptional efforts helped those enrolled cattle hit the target."

April honors

Circle 7 Feedyard of Cherokee, Iowa, was named the April 2006 Feedlot of the Month. "Starting off with a bang, this new feedlot has enrolled 1,048 head of cattle since January 1," Dykstra said in announcing the winner. "Harvest data tell us CAB acceptance rates are well above the national average at 17.9%."

Manager Ted Parker and consulting veterinarian Mark Carlson serve their clientele through ultrasound sorting and aggressive marketing on several grids offered by area packers. Those include Tyson Foods Inc., Greater Omaha Packing Co. Inc., Nebraska Beef Inc. and PM Beef Group LLC. The yard has utilized CAB marketing expertise through new feedlot sign design and use of the Partner logo.

Dan Dorn, rancher relations manager at Decatur County Feed Yard near Oberlin, Kan., earned the

April 2006 QA Officer of the Month. "Dan logs tens of thousands of miles each year visiting with ranchers and customers of Decatur County Feed Yard to provide consultation and value-added services to cattle people from coast to coast," Dykstra noted.

Dorn uses the feedyard's advanced individual animal management and data feedback tools to provide a clear understanding of profitability opportunities for producers. "Dan is an advocate of the CAB brand and the information-sharing activities that we employ through the Feedlot Licensing Program," Dykstra added.

May honors

Brothers Doug, Duane and Dennis Beller operate a quality-based feedlot just south of Lindsay, Neb. The Beller Corp. was named the May 2006 CAB Feedlot of the Month.

"This family operation strives to feed the best cattle that they can afford and extract the most value from each load," Fike said.

A CAB partner for more than three years, the feedlot has consistently beaten the average CAB acceptance rate, often marketing loads with more than 25% CAB qualifiers.

"In the past couple of years, the Bellers have incorporated the latest technologies in the industry to sharpen their management and marketing," Fike said. "Beller Corporation does a great job hitting the great target and keeps getting better every day."

Ron Rowan wears many hats at Beef Northwest Feeders, but that doesn't distract his focus. The May 2006 CAB QA Officer of the Month handles several duties simultaneously, including risk management, commodities procurement, customer relations, alliances and other special projects. "From his office near North Powder, Ore., Ron spends a great deal of time on the road and on the phone making things happen at the company's three feedlots in Oregon and Washington," Dykstra said.

"His commitment to working with ranchers and the overall beef industry in the Pacific Northwest has allowed Beef Northwest Feeders to access some excellent cattle from the best herds in the region," Dykstra added. "Ron makes an extra effort to show ranchers and customers the opportunities available to them through feeding the right kind of cattle and marketing them in a way that rewards quality."

Table 1: Summary of 30.06 qualifiers and honorable mentions from data reported in February-May 2006



In the On-Target "30.06" program, the Feedlot-Licensing Program (FLP) honors feedlot partners that harvest qualifying groups of cattle with at least a 30% Prime or Certified Angus Beef® (CAB®)-acceptance rate with an allowance for 3% Yield Grade (YG) 4s and 3% carcasses weighing more than 975 pounds (lb.). There is no minimum group size because sorting is encouraged to bring out the best in each animal. Honorable mention groups stood out for CAB acceptance but contained at least one discount problem.

Licensed CAB® Feedyard	Head	Sex ^a	%YG 1&2	%CAB	%Prime
<i>February 2006:</i>					
Chappell Feedlot	49	S	28.6	63.3	2.0
<i>March 2006:</i>					
Hergert Feeding Co.	34	H	44.2	58.3	2.9
Hergert Feeding Co.	40	S	55.0	47.1	2.5
<i>April 2006:</i>					
Hergert Feeding Co.	25	H	32.0	47.6	16.0
Chappell Feedlot	24 ^b	H	12.5	41.7	4.2
Decatur County Feed Yard	14	H	50.0	38.5	0.0
Hergert Feeding Co.	15 ^b	H	40.0	33.3	0.0
Irsik & Doll Feedyard	20 ^b	M	45.0	30.0	5.0
Beller Feedlots	28 ^b	S	35.7	28.6	3.6
Chappell Feedlot	40	H	17.5	27.0	5.0
<i>May 2006:</i>					
Chappell Feedlot	28	H	54.0	72.7	3.6
Chappell Feedlot	22	H	45.5	60.0	4.5
S&B Feedyard	41	M	36.5	59.4	0.0
Chappell Feedlot	35	M	60.0	55.6	8.6
Hergert Feeding Co.	42	S	31.0	50.0	0.0
Chappell Feedlot	30 ^b	S	23.3	50.0	3.3
Chappell Feedlot	13 ^b	H	46.7	41.8	2.3
Chappell Feedlot	41 ^b	S	36.5	34.2	0.0
Flint Rock Feeders	80 ^b	S	46.3	33.8	0.0
Chappell Feedlot	43 ^b	M	34.9	32.6	0.0
Decatur County Feedyard	19 ^b	S	68.4	31.6	0.0
Hergert Land & Cattle Co.	39 ^b	S	33.3	28.2	2.6
Chappell Feedlot	43	M	44.2	26.3	4.7

^aH=heifers; M=mixed; S=steers.

^bIndicates 100% CAB eligible. All acceptance rates figured on eligible portions.

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