

NERVOUS CATTLE WRECK PROFIT POTENTIAL

The Bottom Line

The relationship between disposition and postweaning calf value illustrates the economics of attitude. Calm cattle reduce injuries and facility damage, stay healthier, perform better on feed and earn higher grid premiums. Their more aggressive pen mates are leaner, but producers pay for higher death loss, carcass quality discounts and higher feed-to-gain ratios. Temperament is affected by human contact, handling technique and facilities, and subject to rapid improvement by genetic selection.

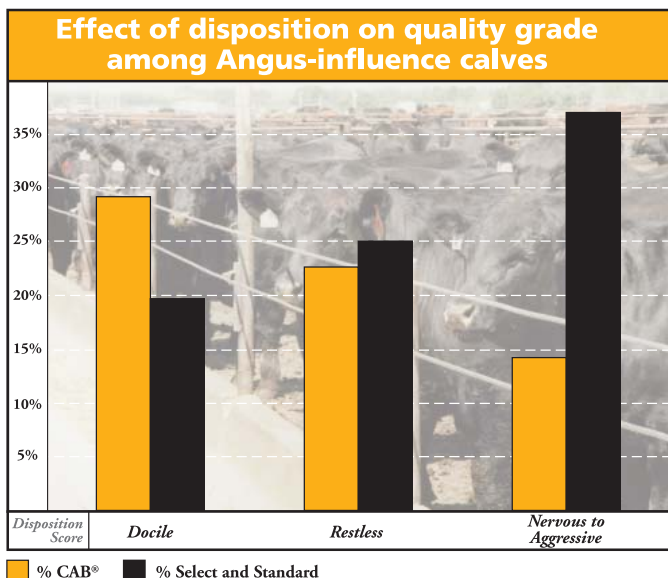
Wild cattle risk safety, health, facilities, feedlot profits, carcass value and consumer demand. Direct losses add up to \$62.19 per head.

	Disposition Score		
	Docile	Restless	Nervous to Aggressive
Quality Grade premium	\$18.73	\$12.29	PAR
Yield Grade premium	PAR	\$0.87	\$3.50
Light/heavy carcass weight discount	-\$0.16	PAR	-\$1.29
Dark cutter/hardbone discount	PAR	-\$0.19	-\$0.72
ADG Bonus*	\$37.80	\$28.91	PAR
Death loss discount**	-\$0.90	PAR	-8.75
Treatment Cost***	-\$0.54	-\$0.08	PAR
Net Dollars Returned	\$54.93	\$41.80	-\$7.26
\$ Difference	\$62.19	\$49.06	PAR

*Based on pounds of additional carcass weight gained during the feeding period.

**Accounts for cost of gain investment and lost carcass value.

***Includes medicine, labor and chute/equipment charges.



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Questions?

Call Steve Suther at 877/241-0717.

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The brand that pays.™

Summary Facts

Docile cattle compared to aggressive pen mates

- Earned \$62.19 per head more on a grid
 - \$18.73 more Quality Grade premiums
 - Double the percentage of Prime and Premium Choice
 - Half the percentage of Standards
- *Certified Angus Beef*® (CAB®) brand acceptance 29.1%
 - More than double the rate for CAB® eligible aggressive cattle

Aggressive cattle compared to docile pen mates

- Produce less desirable carcasses
 - Leaner, lighter, tougher¹
 - 25 percent dark cutters²
- Always-attentive cattle are harder to identify for treatment
 - Fewer trips through the chute
 - Higher death loss
- Lower feedlot gain and efficiency
 - Net \$37.90 per head feeding loss

Materials & Methods

- Data represents 13,315 calves from 12 states fed in 8 southwest Iowa feedlots.
- Vaccination, implant, and nutritional programs were consistent across participating feedlots.
- Calf dispositions were determined using a six-point chute scoring system developed by the Beef Improvement Federation (BIF). Calves were scored as docile (1), restless (2), nervous (3), flighty (4), aggressive (5) and very aggressive (6).
- Calves were evaluated on temperament at least three times between delivery to the feedlot and final sort.

¹Voisinet, B.D., T. Grandin, S.F. O'Connor, et al. 1997a. Meat Sci. 46:367-377.

²Voisinet, B.D., T. Grandin, J.D. Tatum, et al. 1997b. J. Anim. Sci. 75:892-896.

Acknowledgements

Data source: Iowa Tri-County Steer Carcass Futurity. Grid values reported by Grid-Max, a service of Cattle-Fax.