

NERVOUS CATTLE WRECK PROFIT POTENTIAL

The Bottom Line

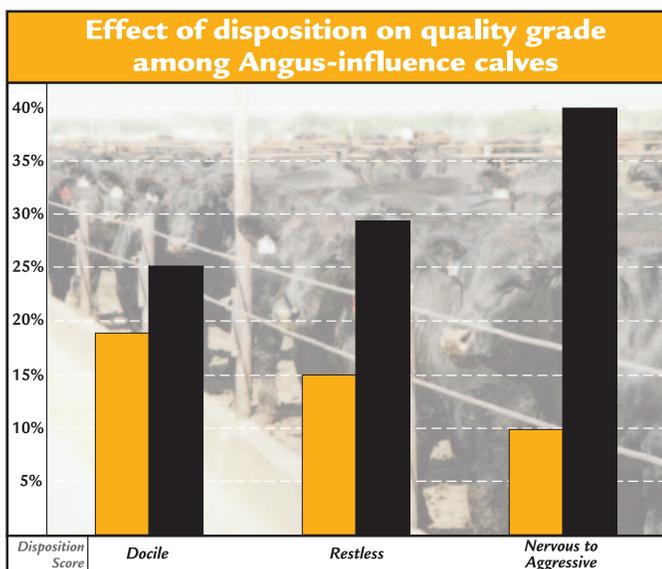
The economics of attitude are clear: favorable disposition equals higher postweaning calf value. Calm cattle reduce injuries and facility damage, stay healthier, perform better on feed and earn higher grid premiums. Their more-aggressive pen mates may be leaner, but their owners pay in higher death loss, carcass quality discounts and higher feed-to-gain ratios. Human contact, handling and facilities affect temperament, but it is subject to rapid improvement through genetic selection, made simpler with the Angus Docility (DOC) EPD.

	Disposition Score		
	Docile	Restless	Nervous to Aggressive
Quality Grade premium	\$13.11	\$9.88	PAR
Yield Grade premium	PAR	\$0.73	\$3.66
Light/heavy carcass weight discount	\$0.15	PAR	-\$0.73
Dark cutter/hardbone discount	PAR	-\$0.01	-\$0.27
ADG Bonus*	\$34.74	\$23.07	PAR
Death loss discount**	\$1.60	PAR	-\$10.89
Treatment Cost***	-\$0.14	-\$1.16	PAR
Net Dollars Returned	\$49.46	\$32.51	-\$8.23
\$ Difference	\$57.69	\$40.74	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.



ACKNOWLEDGEMENTS

Data source: Iowa Tri-County Steer Carcass Futurity.

Summary Facts

Docile cattle compared to aggressive pen mates

- Earned \$57.69/head more on a grid
 - \$13.11 more quality grade premiums
 - Double the percentage of Prime and Premium Choice
 - Less than half the percentage of Standards
- *Certified Angus Beef®* (CAB®) brand acceptance 19.1%
 - 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 more dark cutters²
- Since cattle are always alert, they are harder to identify for treatment
 - Fewer trips through the chute than needed
 - Higher death loss
- Lower feedlot gain and efficiency
 - Net \$34.74/head feeding loss

Materials & Methods

- Data represents 68,241 calves from 14 states fed in 21 southwest Iowa feedlots from 2002-2011.
- 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 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.
- Example grid* values were applied to the USDA 5-Area Average for June 2011 to June 2012.

*Example grid can be found at www.CABpartners.com/marketing/CABexamplegrid.pdf

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.



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Questions?

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