

Pen of 148 heifer calves, from our bull customer, Steve Grange out of Philipsburg, MT. These heifer calves were all natural, no implants. Steve starts calving the first of April. These heifers were fed at Cargil Cattle Feeders, in Leodi, KS.

In wt 722  
 Est In wt 740  
  
 Out wt 1169  
 Est out wt 1160  
  
 Gain/hd 447  
 Est Gain/hd 420

Day on feed 150  
 ADG 2.98

As is Feed Intake 26.49  
 Est as is Feed intake 28.47

Dry matter intake 17.61  
 Est Dry matter intake 18.99

Dry matter Conversion 5.920  
 Est dry matter conversion 6.679

Feed efficiency % 112.80 ratio

8% Prime  
 81% Choice  
 64.95% Yield  
 13.64 Avg REA  
 747 Dressed Weight

Breakeven Calculations

Actual	\$/hd	cents/lb
Purchase cost	\$705.68	.9774
Gain cost	\$251.85	.5634
Total cost	\$951.53	
Breakeven		.8191

Estimated	\$/hd	cents/lb
Purchase Cost	\$720.34	.9734
Gain Cost	\$298.49	.7107
Total Cost	\$1018.83	
Breakeven		.8783

Feeding \$/hd +/- Base \$69.20

Total added value \$86.14

Top 10% in their feedlot \$80.62  
 Top 25% in their feedlot \$42.55

I met with Steve on the 12<sup>th</sup> of February, too late to get this information into the catalog or the newsletter. Thought that it would still be good data for everyone to look at. Our goal is to make sure that our customers are receiving a premium on their cattle. This data was on the whole pen of calves. If you read our center spread in our catalog, and our newsletter on feed conversion, you can see that this data ties in with you read about. These heifer calves got a premium of almost \$70/hd on feed conversion alone. Steve made the comment when we were visiting about this, that one of the nicest thing about these heifers was, that they still were very feminine, they would have made a great set of replacement heifers for someone. It's refreshing to know that cattle can make great females, and still work in the feedlots industry. The part that we don't have here is the amount of money these females sired by our bulls will make our customers by the generations of daughters that they leave in your herds. You all know the number of cows that you run, so you can do the calculations, but if the saving are almost \$70/hd in the feedlot. What would it be on your cowherd, in annual feed savings? This is what can make a ranch profitable for generations in the future. It does pay to buy the right genetics. Feeders are looking extremely hard for genetics like this. The feedlot made the comment to Steve, that normally we are happy to make \$5/hd.

Have you ever stopped to think how much more time you spend with the poor cattle, than the good ones? The good ones not only take care of themselves, they make the ranch profitable.