

Certified Angus Beef Meets Lancaster County

BRICKERVILLE, Pa. — Will Rogers once said: "Even when you're on the right track, if you're standing still, you'll get run over..." That was the quote Turk Stovall left with producers attending an annual cattle feeders' meeting conducted in August.

Stovall is Assistant Director of Feeder-Packer Relations for the Supply Development Branch of Certified Angus Beef (CAB), based in Manhattan, Kansas. After a roast beef dinner, the crowd of 110 cattle feeders from Lancaster and surrounding counties, learned about CAB's efforts to meet the growing demand for their beef products through the CAB Feedlot Licensing Program.

While he was here for the meeting, Stovall took a few extra days to get to know the area, the people, and see some good

cattle. AB feedlot consultants Jim Hogue and Curt Umble, along with Pennsylvania's Beef Quality Assurance Director, Wendall Landis, served as tour guides.

Stovall told the crowd, "I got my Feedlot Nutrition degree in the Midwest, and I thought I knew it all. But after traveling to your feedlots here with Jim, I found out you are some of the most innovative cattle feeders I've been to."

"What took my eye, was the quality of the cattle fed here, the way they're put together, and the strong Angus influence in the feedlots we visited," Stovall said before the meeting, during a brief tour stop at the New Holland Sales Stables. "It's nice to see that here. In some areas, it's hard to come by."

Standing at ringside, watching the gavel fall on CAB-type

cattle during the sale, he asked many questions about the various buyers and wondered aloud, "Where are those cattle going?" The wheels were turning, when it became obvious that most were not being purchased for CAB plants.

More impressive than the cattle, Stovall said, were the people he met. "There's nothing better than sitting down with salt of the earth people and talking about the industry, hearing their concerns and ideas, and seeing the unique style with which they do things."

He found producers were responsive and interested in the CAB feedlot licensing program. But he also received some feedback to take home with him on the obstacles, mainly the desire for higher packer premiums on CAB qualifiers. He also visited the Karl Hess farm in Willow

Street. Hess has been doing custom feeding for cow/calf producers and recently dedicated a portion of his feedlot for CAB licensing, the first in the area to do so.

"This (feedlot licensing) program can help us both out. The feeder helps us make more certified product to meet the demand, and we partner with him to expose his name and feedlot through the Angus Association so he can get good Angus influenced cattle to feed," Stovall explained.

Presently, 80 percent of the beef processing plants in the U.S. are licensed CAB, but the acceptance rate for carcasses meeting the stringent quality and yield grade criteria is only 20 percent.

Meanwhile, CAB is moving more end meats through new product development, and more middle meats than ever before. They want to expand internationally, but they just do not have the volume to go where

they want to go, Stovall said. Plus, CAB will be supplying heat and serve beef, including pot roast, deli items and all beef frankfurters for the venues of the 2002 Olympics.

Thus, the CAB feedlot licensing program was developed to get more Angus-influenced cattle into the CAB product chute. Currently, 49 feedlots are licensed in 14 states, a few of them in Pennsylvania, Ohio and Virginia.

"Feedlots will play an increasingly important role in the coordination of the beef industry," he said. "Today, 2,075 feedyards sell 85 percent of the nation's fed cattle. The top 25 companies have 98 yards that account for 38 percent of all fed cattle, and the trend continues bigger every year."

But CAB doesn't think bigger necessarily means better in terms of achieving its supply development goals. "Size is not an

(Turn to Page A 37)

Incredible Prices !!!

UP TO 60% OFF

SUPER HEAVY STEEL

- Equipment Storage!
- Workshops!

FAST AND SIMPLE TO ERECT!! NO CRANE NEEDED!!

AVAILABLE MODELS

30 x 50 (2 LEFT)	40 x 64 (3 LEFT)
45 x 80 (2 LEFT)	52 x 100 (1 LEFT)
55 x 120 (2 LEFT)	

AMERICAN STEEL SPAN

800/825-5059

EXCELLENT FOR HAY AND GRAIN STORAGE

ANTIQUUE TRACTOR PULLS

MASON DIXON FAIR GROUNDS, RT 74, DELTA, PA OCTOBER 14, 2000

SPONSORED BY DELTA-CARDIFF VOL. FIRE CO.

PULLS BEGIN 12:00 NOON, WEIGH-INS BEGIN 10:00 AM

PRE REGISTRATION ENCOURAGED \$10.00 HOOK FEE WITH PRE-REGISTRATION, \$12.00 ON PULL DAY

CLASSES: 2,800; 3,500; 4,500; 5,500; 6,500; 7,500; 8,500; 9,500; 10,500; 12,500; LBS.

PULL IN TWO CLASSES: STOCK (NO SUITCASE WTS.) MODIFIED (SUITS CASES ALLOWED)

CALL DON MERRYMAN, 410-838-5842

Teagle TOMAHAWK BALE SHREDDERS

VERSATILE

- Chop and feed the wettest silage bales
- Chop dry hay, straw, and corn stalks
- Discharges to either, or both sides for free stall bedding
- Optional hose attachment for hard to reach areas and mulching application
- Models available to handle all sizes of round and big square bales

MANEUVERABLE

- 3 point mounted to operate in close quarters

EASY TO OPERATE

- Load bales with 3 point bale handler, no loader required.
- Simple durable construction
- Operate with as little as 60 hp

MULTIPLE BENEFITS

- Improved Palatability, less waste
- Feed silage bales directly into bunk or fenceline feeders. Pre-chop material for TMR mixer.
- Improved absorption ability of bedding material, less bedding required.
- Clean comfortable beds.
- Easier handling of manure with chopped material

Distributed By:

CUMMINGS and BRICKER, Inc.

WHOLESALE DISTRIBUTORS

100 Stover Drive Carlisle, PA 17013 717/249-6720

100-120 Lehigh Ave. - P.O. Box 928 Batavia, New York 14021-0928 716/343-5411

Serving Farmers Through Farm Equipment Dealers Since 1961

Pax Boosts Your Efficiency and Products with these Innovative Products...

QUICK-START

The Pax QUICK-START™ pan feeding system grows chicks into FINISHED broilers efficiently.

Start chicks with the feeder resting on the floor and the feed pan entirely filled. The Pax QUICK-START™ pan provides easy access to plenty of fresh feed – with no accumulation of stale feed in the drop tube – attracting even the smallest chicks to begin feeding right away.

Feed Storage and Delivery Systems

Flexible Auger for Low Volume, Standard Volume, High Volume, as well as High Moisture (up to 25%) and pellet applications.

Zeiset Equipment

2187 North Penryn Rd., Manheim, PA 17545
Phone (717) 665-4056 Fax (717) 665-2240