The National Cattlemen’s Beef Association is pleased to bring you the 26th edition of Directions. This edition of National Cattlemen includes a great deal of important industry information, including the popular listings of the top producers in each industry segment. These annual lists, along with important production statistics, are compiled by CattleFax and widely used by cattlemen and cattelwomen across the United States.

The staff at NCBA and CattleFax would like to express our gratitude to all who provided assistance in assembling the information contained in these lists. It should be noted that some operations may have been overlooked or chose not to be included. Please contact NCBA at 866/BEEF-USA with possible updates for next year’s listings. Please note that all listings must meet the rankings criteria in order to be considered.

We hope you find the information included in this issue useful as you make decisions about your operation.
## TOP 25 Seedstock Operations

<table>
<thead>
<tr>
<th>Rank</th>
<th>Operation</th>
<th>Head Office</th>
<th>Owner:</th>
<th>Subsidiaries/Allied Operations:</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Express Ranches</td>
<td>Yukon, OK</td>
<td>Robert A. Funk</td>
<td>Express Angus, Express Cattle Feeding, Express UU Bar, Express Limousin, Vista Angus, Pfeiffer Angus, Hometown, Express Hereford.</td>
</tr>
<tr>
<td>2</td>
<td>Gardiner Angus Ranch</td>
<td>Ashland, KS</td>
<td>Gardiner Family</td>
<td>N/A</td>
</tr>
<tr>
<td>3</td>
<td>Leachman Cattle of Colorado</td>
<td>Wellington, CO</td>
<td>Lee Leachman &amp; Mike Brown</td>
<td>Top Line and 35 other cooperators</td>
</tr>
<tr>
<td>4</td>
<td>44 Farms</td>
<td>Cameron, TX</td>
<td>Bob McClaren</td>
<td>N/A</td>
</tr>
<tr>
<td>5</td>
<td>Sitz Angus Ranch</td>
<td>Dillon, Harrison, MT</td>
<td>Bob McClaren</td>
<td>N/A</td>
</tr>
<tr>
<td>6</td>
<td>Sandpoint Cattle Co., LLC</td>
<td>Lodgepole, NE</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>7</td>
<td>Nichols Farms, Ltd.</td>
<td>Bridgewater, IA</td>
<td>Family Ownership</td>
<td>N/A</td>
</tr>
<tr>
<td>8</td>
<td>Vermillion Ranch, LLC</td>
<td>Billings, MT</td>
<td>Pat Groggins &amp; Family</td>
<td>N/A</td>
</tr>
<tr>
<td>9</td>
<td>BB Cattle Co.</td>
<td>Connell, WA</td>
<td>Bill Bennett &amp; Family</td>
<td>N/A</td>
</tr>
<tr>
<td>10</td>
<td>DeBruycker Charolais</td>
<td>Dutton, MT</td>
<td>DeBruycker Family</td>
<td>N/A</td>
</tr>
</tbody>
</table>

### Express Ranches
- **Head Office:** Yukon, OK
- **Owner:** Robert A. Funk
- **Subsidiaries/Allied Operations:** Express Angus, Express Cattle Feeding, Express UU Bar, Express Limousin, Vista Angus, Pfeiffer Angus, Hometown, Express Hereford.
- **CEO:** Jarold Callahan
- **Total Marketings:** 5,930
- **Number of Ranches/Acres:** 10/200,000
- **States of Operation:** Oklahoma, New Mexico

### Gardiner Angus Ranch
- **Head Office:** Ashland, KS
- **Owner:** Gardiner Family
- **Subsidiaries/Allied Operations:** N/A
- **CEO:** Henry Gardiner
- **Total Marketings:** 3,350
- **Number of Ranches/Acres:** 1/49,000
- **States of Operation:** Kansas

### Leachman Cattle of Colorado
- **Head Office:** Wellington, CO
- **Owner:** Lee Leachman & Mike Brown
- **Subsidiaries/Allied Operations:** Top Line and 35 other cooperators
- **CEO:** Lee Leachman
- **Total Marketings:** 1,618
- **Number of Ranches/Acres:** N/A
- **States of Operation:** Colorado

### 44 Farms
- **Head Office:** Cameron, TX
- **Owner:** Bob McClaren
- **Subsidiaries/Allied Operations:** 44 Steaks
- **CEO:** Doug Slattery
- **Total Marketings:** 1,375
- **Number of Ranches/Acres:** N/A
- **States of Operation:** Texas

### Sitz Angus Ranch
- **Head Office:** Dillon, Harrison, MT
- **Owner:** Bob McClaren
- **Subsidiaries/Allied Operations:** N/A
- **CEO:** N/A
- **Total Marketings:** 1,345
- **Number of Ranches/Acres:** N/A
- **States of Operation:** Montana

### Sandpoint Cattle Co., LLC
- **Head Office:** Lodgepole, NE
- **Owner:** N/A
- **Subsidiaries/Allied Operations:** 4BK Cattle Co., LLC, Santa Fe Trail Dairy, LLC, Empire Dairy Services, LLC, Empire Calf Ranch, LLC
- **President:** John Widdowson
- **Total Marketings:** 1,278
- **Number of Ranches/Acres:** 3/25,000
- **States of Operation:** Nebraska

### Nichols Farms, Ltd.
- **Head Office:** Bridgewater, IA
- **Owner:** Family Ownership
- **Subsidiaries/Allied Operations:** 3 Firms
- **CEO:** J. David Nichols
- **Total Marketings:** 1,150
- **Number of Ranches/Acres:** N/A
- **States of Operation:** Iowa, Illinois, Missouri, Wisconsin

### Vermillion Ranch, LLC
- **Head Office:** Billings, MT
- **Owner:** Pat Groggins & Family
- **Subsidiaries/Allied Operations:** N/A
- **CEO:** Pat Groggins
- **Total Marketings:** 1,100
- **Number of Ranches/Acres:** 4/94,000
- **States of Operation:** Montana

### BB Cattle Co.
- **Head Office:** Connell, WA
- **Owner:** Bill Bennett & Family
- **Subsidiaries/Allied Operations:** N/A
- **CEO:** Joe Bennett
- **Total Marketings:** 1,050
- **Number of Ranches/Acres:** N/A
- **States of Operation:** Washington, Texas, Oregon, California

### DeBruycker Charolais
- **Head Office:** Dutton, MT
- **Owner:** DeBruycker Family
- **Subsidiaries/Allied Operations:** N/A
- **CEO:** Lloyd, Mark, Brett Debruynck
- **Total Marketings:** 950
- **Number of Ranches/Acres:** 6/130,000
- **States of Operation:** Montana

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## TOP 25 Seedstock Operations

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Head office</th>
<th>Owner</th>
<th>Subsidiaries/Allied Operations</th>
<th>Total Marketings</th>
<th>Number of Ranches/Acres:</th>
<th>Locations</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>Thomas Angus Ranch</td>
<td>Baker City, OR</td>
<td>Thomas Family</td>
<td>Brown Family Genetics</td>
<td>930</td>
<td>1 / 6,000</td>
<td>Oregon</td>
</tr>
<tr>
<td>12</td>
<td>RA Brown Family</td>
<td>Throckmorton, TX</td>
<td>RA Brown Family</td>
<td>N/A</td>
<td>808</td>
<td>2 / 72,000</td>
<td>Texas, Colorado</td>
</tr>
<tr>
<td>13</td>
<td>Schaff Angus Valley</td>
<td>St. Anthony, ND</td>
<td>Kelly &amp; Martie Schaff</td>
<td>N/A</td>
<td>748</td>
<td>1 / 28,533</td>
<td>North Dakota</td>
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<tr>
<td>14</td>
<td>Shaw Cattle Co.</td>
<td>Caldwell, ID</td>
<td>Shaw Family</td>
<td>N/A</td>
<td>728</td>
<td>1 / N/A</td>
<td>Idaho</td>
</tr>
<tr>
<td>15</td>
<td>Fink Beef Genetics</td>
<td>Randolph, KS</td>
<td>Megan, Lori &amp; Galen Fink</td>
<td>N/A</td>
<td>655</td>
<td>1 / N/A</td>
<td>Kansas</td>
</tr>
<tr>
<td>16</td>
<td>J.D. Hidgins, Inc.</td>
<td>Hungerford, TX</td>
<td>J.D. Hidgins, Inc.</td>
<td>Coleman H. Locke</td>
<td>574</td>
<td>1 / 8,610</td>
<td>Texas</td>
</tr>
<tr>
<td>17</td>
<td>Eagle Pass Ranch</td>
<td>Highmore, SD</td>
<td>Eddie L. Sydenstricker</td>
<td>ORIgen, Inc.</td>
<td>550</td>
<td>1 / 8,500</td>
<td>South Dakota</td>
</tr>
<tr>
<td>18</td>
<td>Sydenstricker Genetics</td>
<td>Mexico, MO</td>
<td>Ron &amp; Lois Bieber</td>
<td>Rouse Red Angus, RAB Ranch</td>
<td>540</td>
<td>1 / 7,000</td>
<td>Missouri</td>
</tr>
<tr>
<td>19</td>
<td>Bieber Red Angus Ranch</td>
<td>Leola, SD</td>
<td>Sloan &amp; Mollie Williams</td>
<td>N/A</td>
<td>529</td>
<td>1 / 9,700</td>
<td>South Dakota</td>
</tr>
<tr>
<td>20</td>
<td>V8 Ranch</td>
<td>Hungerford, TX</td>
<td>Jim Williams / Brandon, Cutrer</td>
<td>N/A</td>
<td>475</td>
<td>1 / 5,000</td>
<td>Texas</td>
</tr>
<tr>
<td>21</td>
<td>Schiefelbein Farms</td>
<td>Kimball, MN</td>
<td>Frank Schiefelbein</td>
<td></td>
<td>473</td>
<td>1 / 4,500</td>
<td>Minnesota</td>
</tr>
<tr>
<td>22</td>
<td>Deer Valley Farm</td>
<td>Fayetteville, TN</td>
<td>Fred Clark</td>
<td></td>
<td>428</td>
<td>1 / 5,000</td>
<td>Tennessee</td>
</tr>
<tr>
<td>23</td>
<td>Wulf Cattle</td>
<td>Morris, MN</td>
<td>Jerry Wulf</td>
<td></td>
<td>427</td>
<td>2 / 16,000</td>
<td>Minnesota</td>
</tr>
<tr>
<td>24</td>
<td>Judd Ranch Inc.</td>
<td>Pomona, KS</td>
<td>David A. Judd</td>
<td></td>
<td>329</td>
<td>1 / 8,500</td>
<td>Kansas</td>
</tr>
<tr>
<td>25</td>
<td>Gartner-Denowh Angus Ranch</td>
<td>Sidney, MT</td>
<td>Michael Denowh</td>
<td></td>
<td>240</td>
<td>2 / 20,000</td>
<td>Montana</td>
</tr>
</tbody>
</table>

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DIRECTIONS 2013

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About Vista vaccines. Talk to your veterinarian or animal health supplier to get reliable protection for what matters to you. That’s because only Vista vaccines offer the most complete, one-dose fetal protection for the entire healthy herd. And with Vista vaccines, you know you’re covered.

You know the importance of vaccinations for a healthy herd, your business and your family. Like Vista vaccines, we believe in protecting what matters most.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Head Office</th>
<th>Owner</th>
<th>Subsidiaries/Allied Operations</th>
<th>State of Operation</th>
<th>Breeds Used</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Deseret Cattle &amp; Citrus</td>
<td>St. Cloud, FL</td>
<td>Farmland Reserves, Inc.</td>
<td>Simplot Family, Sompot Livestock Co.</td>
<td>Idaho, Oregon, Utah</td>
<td>Angus, Hereford, Charolais</td>
</tr>
<tr>
<td>2</td>
<td>J. R. Simplot Co.</td>
<td>Boise, ID</td>
<td>Simplot Family</td>
<td>Thomas J. Basabe</td>
<td>Idaho, Oregon, Utah</td>
<td>Angus, Hereford, Charolais</td>
</tr>
<tr>
<td>3</td>
<td>King Ranch, Inc.</td>
<td>Houston, TX</td>
<td>King Ranch Family</td>
<td>Jack Hunt</td>
<td>Texas</td>
<td>Angus, Hereford, Santa Gertrudis, Lykesand X-Breds</td>
</tr>
<tr>
<td>4</td>
<td>Lykes Bros.</td>
<td>Brighton, FL</td>
<td>Lykes Family</td>
<td>N/A</td>
<td>Florida</td>
<td>Angus, Charolais</td>
</tr>
<tr>
<td>5</td>
<td>Seminole Tribe</td>
<td>Big Cypress, FL</td>
<td>Koch Industries</td>
<td>N/A</td>
<td>Florida</td>
<td>Angus, Brangus, Charolais</td>
</tr>
<tr>
<td>6</td>
<td>Silver Spur Ranch</td>
<td>Encampment, WY</td>
<td>John &amp; Leslie Malone</td>
<td>Damon Cos</td>
<td>Wyoming</td>
<td>Angus, Red Angus, Charolais</td>
</tr>
<tr>
<td>7</td>
<td>Koch Agricultural Co. DBA Matador Cattle Co.</td>
<td>Wichita, KS</td>
<td>Koch Industries</td>
<td>Neil “Dutch” Kuyper</td>
<td>Kansas</td>
<td>Charolais, Akaushi</td>
</tr>
<tr>
<td>8</td>
<td>Padlock Ranch Company</td>
<td>Ranchester, WY</td>
<td>Homer/Mildred Scott Family</td>
<td>Wayne Fahsholtz</td>
<td>Montana, Wyoming</td>
<td>Angus, Charolais, Akasha</td>
</tr>
<tr>
<td>9</td>
<td>Parker Ranch Inc.</td>
<td>Kamuela, HI</td>
<td>N/A</td>
<td>Neil “Dutch” Kuyper</td>
<td>Hawaii</td>
<td>Angus, Brangus, Charolais</td>
</tr>
<tr>
<td>10</td>
<td>Lightsey Cattle Co.</td>
<td>Lake Wales, FL</td>
<td>Cary &amp; Layne Lightsey</td>
<td>N/A</td>
<td>Florida</td>
<td>Braford, Brangus, Charolais, Angus</td>
</tr>
</tbody>
</table>

**Number of Cows/Acres:**
- **Deseret Cattle & Citrus:** 42,000
- **J. R. Simplot Co.:** 32,000
- **King Ranch, Inc.:** 23,000
- **Lykes Bros.:** 14,680
- **Seminole Tribe:** 13,000
- **Silver Spur Ranch:** 12,000
- **Koch Agricultural Co. DBA Matador Cattle Co.:** 10,500
- **Padlock Ranch Company:** 10,450
- **Parker Ranch Inc.:** 9,900
- **Lightsey Cattle Co.:** 9,712

**States of Operation:**
- **Deseret Cattle & Citrus:** New Mexico, Colorado, Wyoming
- **J. R. Simplot Co.:** Idaho, Oregon, Utah
- **King Ranch, Inc.:** Texas
- **Lykes Bros.:** Florida
- **Seminole Tribe:** Florida
- **Silver Spur Ranch:** Wyoming
- **Koch Agricultural Co. DBA Matador Cattle Co.:** Kansas
- **Padlock Ranch Company:** Montana, Wyoming
- **Parker Ranch Inc.:** Hawaii
- **Lightsey Cattle Co.:** Florida

**Breeds Used:**
- **Deseret Cattle & Citrus:** Angus, Hereford, Charolais
- **J. R. Simplot Co.:** Angus, Hereford, Santa Gertrudis, Lykesand X-Breds
- **King Ranch, Inc.:** Angus, Hereford, Charolais
- **Lykes Bros.:** Angus, Brangus, Charolais
- **Seminole Tribe:** Angus, Brangus, Charolais
- **Silver Spur Ranch:** Angus, Red Angus, Charolais
- **Koch Agricultural Co. DBA Matador Cattle Co.:** Charolais, Akaushi
- **Padlock Ranch Company:** Angus, Charolais
- **Parker Ranch Inc.:** Angus, Brangus, Charolais
- **Lightsey Cattle Co.:** Braford, Brangus, Charolais, Angus
<table>
<thead>
<tr>
<th>Rank</th>
<th>Ranch Name</th>
<th>State</th>
<th>Number of Cows</th>
<th>Number of Ranches/Acres</th>
<th>Breeds Used</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>Alico Inc.</td>
<td></td>
<td>1/60,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>True Ranches LLC</td>
<td></td>
<td>1/70,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Adams Ranch, Inc.</td>
<td></td>
<td>1/256,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>W.T. Waggoner Estate</td>
<td></td>
<td>1/13,200</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>Duane Martin Livestock</td>
<td></td>
<td>1/14,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Circle A Ranch</td>
<td></td>
<td>2/140,000</td>
<td></td>
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<tr>
<td>17</td>
<td>RU-Mar, Inc.</td>
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<td>5/275,000</td>
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<tr>
<td>18</td>
<td>Spade Ranches, Ltd.</td>
<td></td>
<td>1/60,000</td>
<td></td>
<td></td>
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<tr>
<td>19</td>
<td>Ratcliff Ranches</td>
<td></td>
<td>1/60,000</td>
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<tr>
<td>20</td>
<td>A. Duda and Sons, Inc.</td>
<td></td>
<td>1/60,000</td>
<td></td>
<td></td>
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<tr>
<td>21</td>
<td>Ponoholo Ranch, Ltd.</td>
<td></td>
<td>1/14,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>Duane Martin Jr. Livestock</td>
<td></td>
<td>1/60,000</td>
<td></td>
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</tr>
<tr>
<td>23</td>
<td>Kahua Ranch, Ltd.</td>
<td></td>
<td>1/60,000</td>
<td></td>
<td></td>
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<tr>
<td>24</td>
<td>Pitchfork Land &amp; Cattle Co.</td>
<td></td>
<td>1/60,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>Lacey Livestock</td>
<td></td>
<td>1/60,000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## TOP 20 Feeding Operations

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Head Office</th>
<th>Subsidiaries/Allied Operations</th>
<th>CEO</th>
<th>Capacity</th>
<th>Yards</th>
<th>Locations</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>JBS Five Rivers, LLC</td>
<td>Greeley, CO</td>
<td>JBS Swift</td>
<td>Mike Thoren</td>
<td>1,000,000</td>
<td>12</td>
<td>Kansas, Texas, Colorado, Oklahoma, Idaho, New Mexico, Arizona, Alberta</td>
</tr>
<tr>
<td>2</td>
<td>Cactus Feeders</td>
<td>Amarillo, TX</td>
<td>Spikebox Land and Cattle</td>
<td>Mike Engler</td>
<td>527,000</td>
<td>12</td>
<td>Texas, Kansas</td>
</tr>
<tr>
<td>3</td>
<td>Cargill Cattle Feeders, LLC</td>
<td>Wichita, KS</td>
<td>Cargill, Inc.</td>
<td>Todd Allen</td>
<td>395,000</td>
<td>5</td>
<td>Kansas, Texas, Colorado</td>
</tr>
<tr>
<td>4</td>
<td>Friona Industries, L.P.</td>
<td>Amarillo, TX</td>
<td>Friona Ag Credit Corp.</td>
<td>James E. Herring</td>
<td>290,000</td>
<td>4</td>
<td>Texas</td>
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<tr>
<td>5</td>
<td>Cattle Empire LLC</td>
<td>Satanta, KS</td>
<td>Friona Land and Cattle</td>
<td>Roy N. Brown</td>
<td>243,000</td>
<td>5</td>
<td>Kansas</td>
</tr>
<tr>
<td>7</td>
<td>Irsik &amp; Doll Feed Services, Inc.</td>
<td>Cimarron, KS</td>
<td>Privately Held</td>
<td>John M. Petz</td>
<td>215,000</td>
<td>6.5</td>
<td>Kansas</td>
</tr>
<tr>
<td>8</td>
<td>Four States Feedyard, Inc.</td>
<td>Lamar, CO</td>
<td>Privately Held</td>
<td>Joe Spitz</td>
<td>197,000</td>
<td>9</td>
<td>Kansas, South Dakota, Kansas</td>
</tr>
<tr>
<td>9</td>
<td>Foote Cattle Co.</td>
<td>Bucyrus, KS</td>
<td>Bob Foote</td>
<td>Joe Spitz</td>
<td>190,000</td>
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<td>Kansas, Nebraska</td>
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<tr>
<td>10</td>
<td>Agri Beef Co.</td>
<td>Boise, ID</td>
<td>Rebholtz Family</td>
<td>Robert Rebholtz, Jr.</td>
<td>180,000</td>
<td>6</td>
<td>Kansas, Washington, Idaho</td>
</tr>
<tr>
<td>Rank</td>
<td>Company Name</td>
<td>Head Office</td>
<td>Owner Name</td>
<td>Subsidiaries/Allied Operations</td>
<td>States of Operation</td>
<td>Breeds Used</td>
<td></td>
</tr>
<tr>
<td>------</td>
<td>----------------------</td>
<td>----------------------</td>
<td>-----------------------------</td>
<td>-------------------------------</td>
<td>---------------------------------</td>
<td>-----------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Alico Inc.</td>
<td>LaBella, FL</td>
<td>N/A</td>
<td>N/A</td>
<td>California, Oregon, Nevada</td>
<td>Black Angus Bulls, Black Angus English X Cows</td>
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</tr>
<tr>
<td>12</td>
<td>True Ranches LLC</td>
<td>Casper, WY</td>
<td>True Family</td>
<td>N/A</td>
<td>Wyoming</td>
<td>Angus, Charolais, Hereford</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Adams Ranch, Inc.</td>
<td>Ft. Pierce, FL</td>
<td>Adams Family</td>
<td>N/A</td>
<td>Florida, Georgia</td>
<td>Angus, Charolais, Wagyu</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>W.T. Waggoner Estate</td>
<td>Vernon, TX</td>
<td>A.B. Wharton &amp; Gene Williams</td>
<td>N/A</td>
<td>Texas</td>
<td>Angus, Charolais</td>
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<td>15</td>
<td>Duane Martin Livestock</td>
<td>Ione, CA</td>
<td>Duane Martin</td>
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<td>California, Oregon, Nevada</td>
<td>Black Angus Bulls, Black Angus English X Cows</td>
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<td>Circle A Ranch</td>
<td>Iberia, MO</td>
<td>Dave Gust Family</td>
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<td>Missouri, Iowa</td>
<td>Angus</td>
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<td>Lubbock, TX</td>
<td>Chappell &amp; Bassham Family</td>
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<td>Ratcliff Ranches</td>
<td>Vinita, OK</td>
<td>J.L. Ratcliff Family</td>
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<td>A. Duda and Sons, Inc.</td>
<td>Oviedo, FL</td>
<td>Duda Family</td>
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<td>21</td>
<td>Ponoholo Ranch, Ltd.</td>
<td>Kohala, HI</td>
<td>G.M. Duane &amp; Lynette Martin</td>
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<td>Angus</td>
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# Top 20 Feeding Operations

1. **JBS Five Rivers, LLC**  
   - Head office: Greeley, CO  
   - Owner: JBS Swift  
   - Subsidiaries/Allied Operations: J&F Oklahoma  
   - CEO: Mike Thoren  
   - Capacity: 1,000,000  
   - Yards: 12  
   - Locations: Kansas, Texas, Colorado, Oklahoma, Idaho, New Mexico, Arizona, Alberta

2. **Cactus Feeders**  
   - Head office: Amarillo, TX  
   - Owner: Employees  
   - Subsidiaries/Allied Operations: Spikebox Land and Cattle  
   - CEO: Mike Engler  
   - Capacity: 527,000  
   - Yards: 12  
   - Locations: Texas, Kansas

3. **Cargill Cattle Feeders, LLC**  
   - Head office: Wichita, KS  
   - Owner: Cargill, Inc.  
   - Subsidiaries/Allied Operations: Cargill, Inc.  
   - CEO: Todd Allen  
   - Capacity: 395,000  
   - Yards: 12  
   - Locations: Kansas, Texas, Colorado

4. **Friona Industries, L.P.**  
   - Head office: Amarillo, TX  
   - Owner: Privately Held  
   - Subsidiaries/Allied Operations: Friona Ag Credit Corp.  
   - CEO: James E. Herring  
   - Capacity: 290,000  
   - Yards: 12  
   - Locations: Texas

5. **Cattle Empire LLC**  
   - Head office: Satanta, KS  
   - Owner: Roy N. Brown, Paul J. Brown, Rex A. Brown, Pam Kells, Ronald C. Shortridge and DeeAnn Brown  
   - Subsidiaries/Allied Operations: Sante Fe Trail Dairy, Empire Dairy Services, LLC, Empire Calf Ranch, LLC  
   - CEO: Roy N. Brown  
   - Capacity: 243,000  
   - Yards: 5  
   - Locations: Kansas

6. **J.R. Simplot Co.**  
   - Head office: Boise, ID  
   - Owner: Simplot Family  
   - Subsidiaries/Allied Operations: Simplot Land and Livestock Group  
   - CEO: Thomas J. Basabe  
   - Capacity: 230,000  
   - Yards: 2  
   - Locations: Idaho, Washington

7. **Irsik & Doll Feed Services, Inc.**  
   - Head office: Cimarron, KS  
   - Owner: Privately Held  
   - Subsidiaries/Allied Operations: Grain Division  
   - CEO: John M. Petz  
   - Capacity: 215,000  
   - Yards: 6.5  
   - Locations: Kansas

8. **Four States Feedyard, Inc.**  
   - Head office: Lamar, CO  
   - Owner: Privately Held  
   - Subsidiaries/Allied Operations:  
   - Grain Division  
   - CEO: John M. Petz  
   - Capacity: 197,000  
   - Yards: 9  
   - Locations: Colorado, South Dakota, Kansas

9. **Foote Cattle Co.**  
   - Head office: Bucyrus, KS  
   - Owner: Bob Foote  
   - Subsidiaries/Allied Operations:  
   - Grain Division  
   - CEO: Joe Spitz  
   - Capacity: 190,000  
   - Yards: 4  
   - Locations: Kansas, Nebraska

10. **TIE**  
    - Head office: Boise, ID  
    - Owner: Rebholz Family  
    - Subsidiaries/Allied Operations:  
    - Grain Division  
    - CEO: Robert Rebholz, Jr.  
    - Capacity: 180,000  
    - Yards: 6  
    - Locations: Kansas, Washington, Idaho
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<thead>
<tr>
<th>Rank</th>
<th>Company Name</th>
<th>Head Office</th>
<th>Owner</th>
<th>Subsidiaries/Allied Operations</th>
<th>Capacity</th>
<th>Yards</th>
<th>Locations</th>
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<td>Pinal Feedyard, Inc.</td>
<td>Laveen, AZ</td>
<td>Northside Hay Co.</td>
<td>Northside Hay Company, Sacate Pellet Mill</td>
<td>180,000</td>
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<tr>
<td>12</td>
<td>Gottsch Cattle Co.</td>
<td>Hastings, NE</td>
<td>Brett and Bill Gottsch</td>
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<td>167,000</td>
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<td>Opplinger Feedyard, Inc.</td>
<td>Amarillo, TX</td>
<td>Don Opplinger</td>
<td>North Platte Livestock Feeders, North Platte Livestock, Dairy, Trucking</td>
<td>154,000</td>
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<tr>
<td>14</td>
<td>Innovative Livestock Services, Inc.</td>
<td>Great Bend, KS</td>
<td>Lee Borck</td>
<td>MMI International</td>
<td>150,000</td>
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<td>AzTz Cattle Co.</td>
<td>Hereford, TX</td>
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<td>Adams Land and Cattle Co.</td>
<td>Broken Bow, NE</td>
<td>Bill and Jerry Adams</td>
<td>Custer County Feeders, Paul Johnson &amp; Sons, Bellar North</td>
<td>135,000</td>
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<td>Nebraska</td>
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<td>Harris Feeding Co.</td>
<td>Coalinga, CA</td>
<td>John C. Harris</td>
<td>Harris Farms, Harris Ranch Beef Co.</td>
<td>135,000</td>
<td>2</td>
<td>California, Nevada</td>
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<tr>
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<td>Tejas Feeding Group</td>
<td>Amarillo, TX</td>
<td>Mike Smith</td>
<td>Tejas Trading Company</td>
<td>125,000</td>
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<td>Hereford, TX</td>
<td>Barrett Families</td>
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<td>Summerfield, TX</td>
<td>Livestock Investors, LTD</td>
<td>Johnny Trotter</td>
<td>125,000</td>
<td>2</td>
<td>Texas</td>
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</tbody>
</table>
# TOP 10 Beef Packing Operations

1. **Tyson Foods, Inc**  
   - **Springdale, AR**  
   - **Owner:** Publicly traded company  
   - **Subsidiaries:** Beef, Chicken Pork and Prepared Foods  
   - **President & CEO:** Donnie Smith  
   - **Plant Locations:** Texas, Nebraska, Kansas, Illinois, Washington, Iowa  
   - **2012 Slaughter:** N/A  
   - **Sales Total:** Confidential  
   - **Capacity:** N/A  
   - **Plants:** N/A

2. **JBS Beef Co.**  
   - **Greeley, CO**  
   - **Owner:** JBS S.A.  
   - **Subsidiaries:** N/A  
   - **CEO:** Bill Rupp  
   - **Plant Locations:** Colorado, Texas, Utah, Nebraska, Wisconsin, Arizona, Michigan, Pennsylvania  
   - **2012 Slaughter:** N/A  
   - **Sales Total:** N/A  
   - **Capacity:** 28,000  
   - **Plants:** 8

3. **Cargill Meat Solutions**  
   - **Wichita, KS**  
   - **Owner:** Cargill, Inc.  
   - **Subsidiaries:** N/A  
   - **CEO:** John Keating  
   - **Plant Locations:** Texas, Kansas, Nebraska, Colorado, California, Wisconsin, Pennsylvania, Canada  
   - **2012 Slaughter:** N/A  
   - **Sales Total:** N/A  
   - **Capacity:** N/A  
   - **Plants:** N/A

4. **National Beef Packing Co., LLC**  
   - **Kansas City, MO**  
   - **Owner:** Leucadia National Corporation, U.S. Premium Beef, LLC and others  
   - **Subsidiaries:** National Carriers, Inc., National Beef Leathers, LLC, Kansas City Steak Co.,  
   - **CEO:** Tim Klein  
   - **Plant Locations:** Kansas, California  
   - **2012 Slaughter:** N/A  
   - **Sales Total:** $7.5 Billion  
   - **Capacity:** 14,000  
   - **Plants:** 3

5. **American Foods Groups, LLC**  
   - **Green Bay, WI**  
   - **Owner:** Rosen’s Diversified, Inc.  
   - **Subsidiaries:** N/A  
   - **CEO:** Greg Benedict  
   - **Plant Locations:** N/A  
   - **2012 Slaughter:** N/A  
   - **Sales Total:** $2.75 Billion  
   - **Capacity:** 7,200  
   - **Plants:** N/A

6. **Greater Omaha Packing Co., Inc.**  
   - **Omaha, NE**  
   - **Owner:** Henry Davis  
   - **Subsidiaries:** N/A  
   - **CEO:** Henry Davis  
   - **Plant Locations:** Nebraska  
   - **2012 Slaughter:** 775,000  
   - **Sales Total:** $1.03 Billion  
   - **Capacity:** 2,800  
   - **Plants:** 1

7. **Nebraska Beef**  
   - **Omaha, NE**  
   - **Owner:** Corporation  
   - **Subsidiaries:** N/A  
   - **CEO:** William Hughes  
   - **Plant Locations:** Nebraska  
   - **2012 Slaughter:** N/A  
   - **Sales Total:** N/A  
   - **Capacity:** 2,500  
   - **Plants:** 1

8. **Caviness Beef Packers, Ltd.**  
   - **Amarillo, TX**  
   - **Owner:** Caviness Family  
   - **Subsidiaries:** N/A  
   - **CEO:** Terry Caviness  
   - **Plant Locations:** Texas  
   - **2012 Slaughter:** 460,000  
   - **Sales Total:** $520 Million  
   - **Capacity:** 1,700  
   - **Plants:** 2

9. **Agri-Beef Co.**  
   - **Boise, ID**  
   - **Owner:** Rebholtz Family  
   - **Subsidiaries:** AB Foods, LLC, Performix Nutrition Systems, LLC  
   - **CEO:** Robert Rebholtz, Jr.  
   - **Plant Locations:** Washington  
   - **2012 Slaughter:** Confidential  
   - **Sales Total:** Confidential  
   - **Capacity:** 1,600  
   - **Plants:** 1

10. **Sam Kane Beef Processors, Inc.**  
    - **Corpus Christi, TX**  
    - **Owner:** N/A  
    - **Subsidiaries:** None  
    - **CEO:** Lou Waters Jr.  
    - **Plant Locations:** Texas  
    - **2012 Slaughter:** Confidential  
    - **Sales Total:** Confidential  
    - **Capacity:** 1,600  
    - **Plants:** 1

---

www.BeefUSA.org  

NATIONAL CATTLEMEN  55
CATTLE NUMBERS: Top 10  Jan. 1, 2013

**Total Cattle (000) Head**

- TX: 11,900 (12.7%)
- NE: 6,300 (7.1%)
- CA: 5,300 (5.2%)
- OK: 4,200 (4.7%)
- IA: 3,850 (4.3%)
- MO: 3,650 (4.1%)
- WS: 3,450 (3.9%)
- CO/MT: 2,000 (2.3%)
- Other States: 43,350 (48.8%)

**BEEF Cows (000) Head**

- CA: 1,780 (13.7%)
- WS: 1,770 (6.2%)
- NY: 1,754 (6.0%)
- ID: 1,754 (6.0%)
- PA: 1,688 (5.8%)
- MN: 1,508 (5.1%)
- TX: 1,506 (5.1%)
- MI: 1,328 (4.5%)
- OH: 922 (3.1%)

**Dairy Cows (000) Head**

- CA: 16,728 (Top Ten 57.1%)
- WI: 10,054 (38.5%)
- NY: 3,822 (13.7%)
- ID: 3,737 (13.4%)
- PA: 3,714 (13.3%)
- MN: 3,644 (13.1%)
- TX: 3,619 (13.0%)
- MI: 3,128 (11.1%)
- NM: 2,680 (9.3%)
- OH: 723 (2.6%)

**Cattle on Feed (000) Head**

- TX: 11,900 (12.7%)
- NE: 6,300 (7.1%)
- KS: 5,850 (6.6%)
- CA: 5,300 (5.9%)
- OK: 4,200 (4.7%)
- IA: 3,850 (4.3%)
- MO: 3,650 (4.1%)
- WS: 3,450 (3.9%)
- CO/MT: 2,000 (2.3%)
- All other States: 31,350 (37.0%)

The U.S. cattle herd has decreased 1,468,900 from 2012 - 2013

The U.S. cattle herd has decreased 1,913,900 head from 2011-2012.
Americans continue to spend more for pork and broilers. Beef’s share of per-capita spending on all meat increased slightly during 2012.
On Jan 1, 2013 the cowherd was 872,000 head smaller than a year earlier and totaled 38.5 million head. The 2012 calf crop was 34.3 million head.

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<th>State</th>
<th>2012 (1,000 head)</th>
<th>2013 (1,000 head)</th>
<th>Percent of Previous year</th>
<th>2012 (1,000 head)</th>
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</table>
Average U.S. prices don’t necessarily reflect major export or local markets and should only be used as an indicator of historical price trend.

Source: USDA, National Agricultural Statistics Service

**U.S. Average Feed Grain Prices**

Chicken leads beef in per-capita retail weight sold. These figures are reported in pounds and include bones.

**Retail Weight, Per-Capita Sales**

Beef production was down 15% in 2012 (000 lbs)

Average carcass weights increased 17 pounds in 2012

**Total Pounds Carcass Production/U.S. Average Carcass Weight**
**Imports of Canadian Feeder Cattle**


**Imports of Mexican Feeder Cattle**

Arizona, New Mexico, Texas, U.S. Total.

**Imports of Canadian Beef**

Feeder Steers/Heifers, Cows/Bulls.

**Import/Export Statistics**