



PHOTOS COURTESY OF HAWKEYE BREEDERS SERVICES

The Man Behind Hawkeye Breeders

More than 50 years ago, Lloyd Jungmann began his career in the AI industry as herdsman of an Iowa AI cooperative. He went on to found Hawkeye Breeders Services—a family-run custom-collection facility that has left a notable mark on the AI industry.

by *Kindra Gordon*

In 1946, Lloyd Jungmann was just out of the service and newly married. He considered going to veterinary school, but he and his wife, Doris, decided to start a family instead. So, Lloyd took a job as herdsman and farm manager for the Iowa Breeders' Co-op in Des Moines. It proved to be a step in the right direction.

Fifty-six years later, Lloyd and Doris are still shaping the artificial insemination (AI) industry through their family-owned and -operated custom-collection facility, Hawkeye Breeders Services at Adel, Iowa.

Of his longstanding history with livestock AI, Lloyd says, "In 50 years there have been tremendous changes and improvements in the industry. I love the business — always have and always will. It's

been a tremendous vehicle for a person to get in and portends an excellent future."

Hawkeye's history

It was 1969 when Lloyd and Doris established Hawkeye Breeders Services. At the time, Lloyd had more than 20 years of experience working for the Iowa Breeders' Co-op, and he had taken business classes at night at Drake University in Des Moines.

"We had a chance to move to Wisconsin, but the custom business (collecting semen from privately owned beef and dairy bulls) looked like a niche to me," Lloyd says.

So, they bought out the company for which Lloyd had worked, modified their three-stall garage into a lab and began doing

business. Bulls were kept at a farm north of Des Moines.

After several years of steady growth, the business was moved to its present location at Adel, a location Lloyd credits with much of their success because it allowed the facility to expand and grow as business warranted.

"We are in the center of Iowa with two interstates nearby. When you have several popular and big-name bulls in the AI center, you can pull people off the interstate. Where else do you have the chance to see several good bulls in one place?" Lloyd asks.

Today, their well-kept facility includes four bull barns that can house a total of 210 bulls. The buildings are spread out on 200 scenic acres for isolation purposes in qualifying bulls for other countries. Three ponds stocked with fish add to the tranquil setting.

"I believe first impressions are very important, so we keep the grounds well-groomed and scenic," Lloyd says.

Currently, Hawkeye Breeders custom-collects semen on goats, sheep, elk, deer and cattle — the latter of which is "what pays the bills," Lloyd says.

"We have facilities and enough quarantine barns to qualify semen for almost any country in the world, and a good share of our business is for export," he says. They also have a satellite location at Mitchell, S.D., and a cooperator facility in Kansas.

"We are currently storing over 4 million doses of privately owned semen. Breeders are able to market their sire's genetics or keep it for their insurance purposes. We don't own any of the semen stored here, and that's the way I like it," Lloyd adds.

50+ years of experience

Asked what he's learned over the years, the good-natured fellow replies, "Well, I recognize a mistake when I see it again."

In all seriousness, he says, "If we consistently deliver a product that helps the producer, that helps assure our future."

Lloyd, who serves on the board of directors for the National Association of Animal Breeders (NAAB), says the industry has achieved that goal through research.

"The collection technique, the way you handle the semen, the extender and the equipment have all been improved over the years. The electronic ejaculator has been modified so it now puts very little stress on the bulls. Research has steadily benefited the industry," he says.

He adds, "The standards put forth by NAAB to CSS (Certified Semen Services Inc.) qualify bulls for export and have added to the integrity and quality of U.S. semen around the world."

► **Above:** Lloyd and Doris Jungmann are still shaping the artificial insemination (AI) industry through their family-owned and -operated custom-collection facility, Hawkeye Breeders Services, Adel, Iowa.

Looking ahead

Admittedly, Lloyd says, AI started with the dairy folks. "They brought us to the dance on this thing." But he says his business has focused, and will continue to focus, on beef producers.

"Angus folks have supported us more than any other breed. They've been our mainstay," Lloyd says. "Without the beef sires, and particularly Angus, we probably wouldn't be in business today."

He also credits the contributions of composites/crossbreds. "In Iowa, we have the phenomenon of club calf bulls. It's a profitable part of our business and a significant part of our business. This influence (crossbreds) is going to continue. It's been around forever in swine, poultry, corn, beans, etc.," he says.

But looking ahead, he is realistic as well, recognizing that in the past less than 20% of beef herds have been using AI. "I can understand that for some producers the added workload of heat-detecting and AI isn't feasible. I'm not being pessimistic, just practical. But I know there are always going to be breeders who seek genetic progress and want to use the top privately owned and leased bulls in stud, and that's who we serve."

And, they've enjoyed serving those people. "In the last 50 years, I've gained a lot of respect for cattlemen and women. They are very hardworking, honest and sincere. Years ago my dad told me the greatest people are in the ag sector," Lloyd says.

Finally, they credit much of their success to their staff. "We just think we've got the greatest employees in the world, and that's what helps Hawkeye Breeders enjoy any success," Lloyd says.

From their modest beginning, when Lloyd and Doris were the only employees, Hawkeye Breeders now has 25 employees, of whom five are in South Dakota and seven are part-time. Eleven are relatives. "We're still a family business," he says.

Of the Jungmanns' three children, daughter Gloria Jensen oversees the exports and her husband, Carl, is now manager. Gloria says, "My mom has been there right behind my dad all the way. I still learn from them every day."

Lloyd says, "Gloria and Carl will assume ownership eventually, and down the road they plan to sell it to their son and his wife. We hope it stays in the family for many years."

"As a young man I dreamed of being a farmer, teacher, preacher or a cattleman. You can do all of those in this business," says Lloyd, who is still actively involved and helps with semen collection.

And it's been a life with no regrets. "My family and business have been extremely blessed in our efforts to serve the beef and dairy producers' AI needs. I'd do it again if I could," Lloyd says.



► **Above:** "We are currently storing over 4 million doses of privately owned semen," Lloyd Jungmann says. "Breeders are able to market their sire's genetics or keep it for their insurance purposes. We don't own any of the semen stored here."



► **Left:** Hawkeye Breeders Services is a family business. Doris (holding Carter) and Lloyd Jungmann say their daughter, Gloria (front, center right), and her husband, Carl Jensen (front, far right), eventually will assume ownership. And down the road, the Jensens plan to sell it to their son, David, and his wife, Brandy.

The West wing

In 1992, Hawkeye Breeders Services had the opportunity to expand to a second location at Billings, Mont. — and thus, Hawkeye West was established.

The Billings facility had been started by Jim Grayson, who died of cancer, prior to the Jungmanns' purchase.

Scott and Andrea Spickard (Andrea is Lloyd and Doris's great-niece) were sent out to manage the facility. "It took off like a banshee under their management," Lloyd says. "There's a huge market out there not being serviced."

Because of their age and the long distance to the second location, the Jungmanns made the decision to sell Hawkeye West to Genex in 1996. The Spickards continue to manage that facility.

In 1998, Hawkeye expanded again and established Dakota Sire Service at Mitchell, S.D. "That has done well, and we are presently adding another barn. Maybe someday we'll add a lab there," Lloyd says. For now, they drive, or Lloyd — who is a pilot — will fly up to Mitchell twice a week and bring the semen back to Adel for processing.

With the addition of a new barn at Mitchell, they'll have capacity for 85 bulls at that location.

