

MARKETING OPPORTUNITIES FOR FEEDER CATTLE

TOM BRINK

- PRESIDENT AND COO OF J&F OKLAHOMA HOLDINGS – CATTLE OWNERSHIP ARM OF FIVE RIVERS CATTLE FEEDERS
- BUY 35,000 HEAD PER WEEK
- OWN 12 FEEDLOTS WITH ONE TIME CAPACITY 950,000 HEAD

Gene Lowrey,
General Manager
XIT Feeders



“If I were to encourage Southeastern cattle producers to work on one thing, it would be health.”

Health

Cattle health in the Feedyard

- “Old problem” but still identified as the #1 production problem feedyards face
- Impact on performance and carcass quality is well documented
- We have the technology and know how to get cattle better prepared to leave the farm or ranch...**implementation is lacking**

Many cattle still need stronger immunity when they leave home.

Impact of Health & Death Loss*

Death Loss	ADG	DMC	Profit per head
0% - 0.5%	3.25	5.94	\$131.69
0.5% - 1.5%	3.19	6.08	\$99.34
1.5% +	2.95	6.45	\$57.03

*750 to 800-lb. yearling-fed steers sold April thru June 2011

3.17% difference between best and worst groups (0.43% vs. 3.6%).

Trent Fox, DVM Five Rivers

- Wean your calves for at least 45 to 60 days
- Must be bunk and tank broke
- Maintain a thorough MLV vaccination program (IBR, BRD, & clostridials)
- Think of ways to reduce stress, such as less handling, and fewer stops between farm of origin and feedlot

Tennessee Livestock Producers Added Value Beef Marketing PVP Certified / Age & Source Verified

September 28, 2010 Sale Summary
Tennessee Beef Producer Marketing Alliance

Kevin W. Ferguson

Extension Area Specialist – Farm Management

University of Tennessee Extension

 **Extension**

September 28, 2010 Summary

Tennessee Beef Alliance

- 33 consignors
- 548 head 361 Steers 187 Heifers
- 17 head average consignment
 - Ranged from 2 – 51 head
- Genetics, Weaned, Vaccinated, Bunk Broke, Source and Age Verified (PVP), Load Lots
- Graded, weighed, and grouped on arrival at Cookeville and Columbia
 - No small frames, oddlots, outs are sold

September 28, 2010 Summary Tennessee Beef Alliance

- Gross sales over \$392,000
- Average Sale Value per Head
 - Steers: \$743 (Avg. Weight – 694 lbs. = \$107.13/cwt.)
 - Heifers: \$664 (Avg. Weight – 661 lbs. = \$100.51/cwt.)
- Data for Price Comparison
 - Tennessee Weekly Market Report for October 1, 2010
 - (Source: TDA/USDA Market News)
- Weighted averages used for price comparisons

Price Comparison to Tennessee Weekly Feeder Cattle Prices

	Head	Average Weight (lbs.)	Average Value Per Head	Premium above TN Avg. Price (\$/cwt)	Premium above TN Reported High (\$/cwt)
Steers	361	694	\$743	\$14.59	\$ 6.69
Heifers	187	661	\$664	\$16.18	\$ 9.47
Total	548	683	\$716	\$15.14	\$ 7.64

Per Head Added Value Compared to Tennessee Weekly Average Prices

	Head	Added Value TN Avg. Price (\$/hd)	Total Added Value TN Avg. Price (\$)
Steers	361	\$103.34	\$37,305
Heifers	187	\$107.69	\$20,138
Total	548	\$104.82	\$57,443

Total Added Value Compared to TN Reported High Price:

\$29,770 Total or \$54.32 per Head

KEYS TO SUCCESS

- PRODUCERS WORKING TOGETHER
- A SOLID RECOGNIZED HEALTH PROGRAM
- MLV FOR RESPIRATORY, CLOSTRIDIALS
- BROKE TO FEED AND WATER TROUGH
- UNIFORM GENETICS A PLUS
- LOADS OF 48,000 TO 50,000 POUNDS
- SOLD IN A COMPETATIVE AUCTION