

The conference is presented by  
the University of Tennessee  
Extension, Virginia  
Cooperative Extension and North  
Carolina Cooperative Extension.

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Programs in agriculture and natural resources, 4-H youth development, family and consumer sciences, and resource development. University of Tennessee Institute of Agriculture, U.S. Department of Agriculture and county governments cooperating. UT Extension provides equal opportunities in programs and employment.

### Conference Hotel

Comfort Inn  
170 Jonesboro Road off I-81 exit 14  
Abingdon, VA 24210  
(276) 676-2222

Rate: \$71.99/night  
Deadline for group rate: July 25  
Group name: Tri-State Stocker Conference

### Directions to Fairgrounds



Take Exit 14 off I-81 to US 11  
Turn left on US 11 at light  
Go approximately 1/4 mile  
Fairground Road is to the right

# Tri-State Stocker Conference

August 17-18, 2010  
Washington County Fairgrounds



The Appalachian Region of East Tennessee, Southwest Virginia and Western North Carolina has many beef producers who fall into the category of backgrounders or what is now more popularly called stocker operators. These producers fill a vital role of buying calves, many of which have had little management, adding 200 to 300 pounds of weight, and either marketing them as semi truckloads or retaining ownership to a custom feedlot. They provide a storage function in that large numbers are presented to the market by cow calf producers in the fall, but feedlots need a year around supply of replacement cattle. In addition these operators make use of the abundant supply of native grasses and supplemental feeds and by-products. Volatility in all markets has created windfall returns for some producers, but made buyers cautious about the high prices for replacement cattle. Managing price risk without giving up returns requires knowledge of risk management tools. With generally higher prices, or threat of such for supplemental feeds, some are making greater use of pastures to get optimal gains. Maintaining the health of purchased calves continues to be a challenge for most stocker operators. If "bought right means half sold", how does one get them bought right? The Tri-State Stocker Conference has been planned to offer information to assist stocker operators in managing some of these risks.

### Stocker Operations Tour — August 17

The conference will begin with an optional tour of two Virginia stocker operations.

**Tour will leave from the fairgrounds at 1:00 p.m.**

Following the tour, a light meal will be served and Dr. Dave Sjeklocha will speak about PI-BVD in Stocker Cattle.

The trade show will also be open for you to visit with our sponsors.

### Conference — August 18

Registration begins at 7:45 a.m.

The program will begin at 8:30 a.m.

A trade show will be open during the day with many of the animal health, feed, and marketing organizations involved in the region's beef industry there for you to meet and learn more about their products and services.

A steak lunch will be provided for all participants.

### Program Topics and Speakers

#### Managing the Health of Stocker Calves

- Dr. John Currin  
Ruminant Health Extension, Bovine Specialist  
Virginia Tech

#### Managing Pastures for the Stocker Operation

- Dr. Mark McCann  
Beef Extension Specialist  
Virginia Tech

#### Considerations in Buying Stocker Calves

- Mr. Sidney Riley  
Stocker Operator and Order Buyer  
Tennessee

#### Stocker Operator Panel

- Tennessee Stocker Operators

#### Livestock Risk Protection Insurance for Stocker Operations

- Insurance Agent

#### Beef Cattle Outlook and Industry Changes

- Dr. Emmit Rawls  
Livestock Marketing Specialist  
University of Tennessee

### Registration Form

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

County: \_\_\_\_\_

Home Phone: ( \_\_\_\_\_ ) \_\_\_\_\_

Cell Phone: ( \_\_\_\_\_ ) \_\_\_\_\_

Attending tour on Tuesday, August 17?  Yes  No

Payment Information:  
Enclose a check payable to:  
Abingdon Feeder Cattle Association

Registration Fee  
\$20 — Before August 10  
\$25 — After August 10

Mail to:  
Tri-State Stocker Conference  
c/o Phil Blevins  
Abingdon Feeder Cattle Association  
234 W. Valley Street, Suite B  
Abingdon, VA 24210