

SPECIAL
POINTS OF
INTEREST:

- **JUNE 19**
Last day to wean for August 2 sale
- **JUNE 28**
Target date for having completed first round of shots
- **JULY 19**
Target date for having given second round of shots
- **AUGUST 2**
SALE DAY

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Cattle Tales

VOLUME 8 ISSUE 2

MAY 2011

Age & Source Put on Hold

Tennessee Beef Alliance participation in USDA's Age & Source Verification program took an unexpected change in direction this spring when AgInfoLink presented a webinar to outline new guidelines and procedures required for participation in an Age & Source program. These new program guidelines were being implemented immediately by USDA and affected all beef producers.

While it was a difficult decision, and really not one that anyone liked, virtually all members voted that the best course of action for the immediate future was to discon-

tinue A & S verification of comingled Alliance calves.

The program is designed to meet the needs of large ranches that sell entire calf crops at one time in large load lots. It has been difficult to adapt it to fit groups of comingled calves selling from a large group of producers. TLP will continue to offer A&S marketing for loads selling directly off the farm.

New requirements would have increased record keeping on every cattleman and would have tremendously increased paper work required to qualify cattle. While this required additional time and

effort, it really did nothing to enhance the integrity of the program.

Producers would be required to sign a document assuming responsibility for providing accurate records while releasing AgInfoLink of any liability for errors or omissions that they might make.

These and other factors lead members to believe that we should take a break, wait and see if the level of premiums that were projected earlier become reality before we continue a program that has become more difficult to maintain with really very little financial return to members.

OSU Study Shows Preconditioning Pays

Oklahoma State recently compared prices of over 7500 feeder calves. Calves sold in 10 value-added sales held in 7 different barns. Preconditioned calves sold for \$7.84/cwt more than run of the mill non-preconditioned calves that sold the same day. The sale day premium isn't the whole story. Calves that had been weaned, weighed approximately 100 pounds more than non-weaned calves did.

Once again, the Oklahoma study showed the apparent value of larger lot size. Lot sizes of 10 calves averaged \$8/cwt more than similar calves sold individually. This advantage increased up to truck-load size lots of 40-60 head where price increases were as much as \$12 - \$13 /cwt as compared to similar cattle sold as singles.

The results of this Oklahoma study run very much in line with UT analysis of three 2010 Alliance sales that show an average of \$75.77 added value per calf sold.



JUNE 2011

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

Schedule

- } June 19th — Last day to wean for August Sale.
- } June 28th — Target date to have first round of shots done
- } July 19th — Target date to have second round of shots done.
- } August 1st — Deliver calves to Cookeville or Columbia barns.
- } August 2nd — Sale begins at 9:00 a.m. at Tennessee Farm Bureau building in Columbia

Time to Set Marketing Plan in Motion

The first 2011 Tennessee Beef Alliance sale is scheduled for **Tuesday, August 2nd**. On Monday all calves should be delivered to Bilbrey Brothers in Cookeville or Columbia Livestock Center for processing.

Please remember to fill out a **HERD HEALTH MAINTENANCE RECORD**, including the vaccination date, product name, lot #, and expiration date for each of the two rounds of vaccinations. These forms are enclosed for you!

All consignors must have BQA cards that are up to date. If you do not have your card or know your expiration date, please check with your county extension office to get your current status.

If you are interested in consigning cattle to this sale, please contact **Richard Brown at (931) 239-9785** or **John Woolfolk at (931) 388-7872 ext. 2231** no later than **July 1st**. All tags will be shipped to you from Columbia. You will receive a TLP invoice for tags and that amount will be deducted from your sale proceeds.

If you have questions concerning the vaccination protocols, you can find them listed on our website www.tennesseelivestockproducers.com. We will be making as many farm visits as time allows to assist members and see cattle.



Replacement Heifers Offered

In 2010, Tennessee Livestock Producers had a rare opportunity to purchase a set of open heifers from Circle A Ranch in Iberia, MO.

Circle A is a 24,000 acre, 7000 head ranching operation with the motto of "Quality Beef is our Business". They market more than 450 Angus bulls and 800 bred Premium Angus females annually through on-farm sales. Circle A has access to some of the best genetics through the Angus Sire Alliance and has the industry's only in-herd EPD's for tenderness, feed intake, cow stay ability and maternal profit indexes.



Normally these 120 heifers would sell in Circle A's October Sale, but TLP was able to buy them last year when Circle A lost a farm lease and was short on pasture. They are for sale in groups of ten or more on a first come, first served basis to members of the Alliance.

After being developed on grass last summer, some were AI bred to GAR New Design 5050 and are due to calve mid to late September. Most are pasture exposed to Black Angus bulls that were purchased in the 2011 Genetic Excellence Sale and are due to begin calving in October. The genetics represented in these heifers is very much in line with the Alliance objectives to efficiently produce quality beef.

Heifers are priced at \$1600 for AI bred and \$1500 for pasture bred. If you need more information or are interested in purchasing some or all of these heifers, please contact Richard Brown 931-239-9785.

How Much Can I Pay for a Bull?

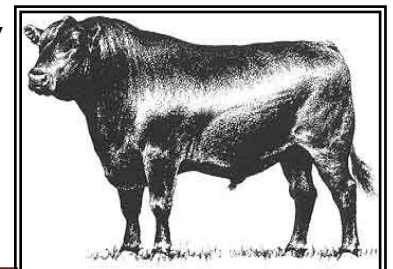
The one decision that cattlemen make that affects their herd the most is "bull selection". Not only will the new bull affect next year's calf crop, but will affect the crops for many years to come through the daughters that he produces for the herd. I have always thought that when it came to selecting bulls, I somewhat had "champagne taste" and a "beer budget" in that I could always find bulls that I really liked and believed would be great herd additions before I came to the decision that I could not afford those particular bulls.

We are all probably guilty of looking at bull costs as a one-time expense rather than a four-to-five year investment. A recent article in BEEF by Troy Marshall points out some interesting numbers to consider when justifying bull costs. According to Marshall, when using conservative production costs, the average service cost for a \$4500 bull that is turned out with 25 cows is \$63/cow. Interestingly, however, when a \$3750 bull is used, the service costs per cow only drops by \$9 to \$54. Marshall concludes, "When one looks at today's price levels and value differences, the higher-priced bulls are actually a whole lot better investment than the lower-priced bulls."

Another interesting fact is how sensitive bull costs is to cow service rates. If a \$3750 bull is turned out with 30 cows, his service cost is \$45.12/cow. If he is only turned out with 20 cows, that costs jumps to \$67.68/cow.

Another way of looking at the impact of bull price is the impact of weaning weight. How much additional weight would be required to justify paying \$5250 vs. \$3750/bull, assuming all other attributes remained the same? The difference is only 12 lbs. of weaning weight selling at today's market prices.

Next time you find a good bull that you really like — just go ahead and buy him — It's probably a "\$ Wise Decision"!



"...higher priced bulls are actually a whole lot better investment than the lower priced bulls."

Return to:
Tennessee Beef Alliance
P. O. Box 313
Columbia, TN 38402-0313



Ear Tags

Everyone participating in the upcoming Alliance sales will consign calves this year just as in past years. You will need to notify Heather Berryhill at

931-388-7872 ext 2235

of the number of ear tags that you need and she will ship your tags directly to you. There will only be one visual tag to apply (left ear preferred). There will not be an electronic ear tag since we will not be Age & Source verifying the calves.

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