January 26, 2015

Wilson County Agricultural Article from Ruth Correll, Agricultural Extension Agent

Direct Marketing Beef and Beef Carcass Expectations Workshop To Be Held

Many beef producers are interested in selling live animals for custom processing and freezer beef. “Producers often have many questions about how to sell their animals following Tennessee Department of Agriculture guidelines, and what options are available to both producer and buyer” according to Rob Holland, director of the Center for Profitable Agriculture.

Producers selling locally raised beef directly to consumers experience the same challenges as other farmers who sell their produce at farmers markets or through other direct marketing outlets, Assessing market potential and developing marketing plans are crucial for successful beef producers.

Holland along with Dr. Dwight Loveday, UT associate professor of food science and technology will be conducting a “Marketing Live Animals for Custom Processing and Freezer Beef” workshop on March 9, at the James E. Ward Ag. Center in Lebanon, TN for livestock producers interested in direct marketing beef animals for custom processing or retail sales. Topics will include regulations for selling live animals for custom processing, improving communications with the processor, how much meat to expect from a beef carcass, and how to develop a bill of sale to document live animal transactions.

To attend this workshop you must register by March 5 by calling the Wilson County Extension Office at 615-444-9584. There is no cost for the workshop and a meal will be provided. There is limited space available.

This workshop fulfills 50 percent of a TAEP requirement in Value-Added sectors with farm-fresh meat projects only. Learn more about this workshops and other resources available through the Center for Profitable Agriculture website: ag.tennessee.edu/cpa.

Mid-South Stocker Conference -The New Decade, Capturing Opportunities

The 2015 Mid-South Stocker Conference on Feb 18, 2015 will be the tenth consecutive. The conference is a cooperative effort between the University of Kentucky Cooperative Extension Service and The University of Tennessee Extension and this year will be held at the Cave City, Kentucky Convention Center.

Due to producer’s interest and concerns about “rebuilding” the beef cow herd discussions on heifer development and marketing will be part of the conference. The conference will highlight new technology tools for beef producers, forage management and several of the discussions will focus on replacement heifer development with information on growing and managing replacement heifers for improved herd longevity and production as well as insight into growing replacement heifers on a contract.

The conference provides a unique opportunity for producers to interact with other beef producers from the Mid-South region and industry professionals. Animal health, equipment, nutrition and marketing exhibits will be available in an up-to-date trade show.
To register for this conference, see the schedule or get additional information visit... [http://midsouthstocker.org](http://midsouthstocker.org). Registration for the conference is $50.00 per person ($80.00 for husband and wife) if completed by February 6. After that, the late and on-site registration will be $65.00 per person and $100.00 for husband and wife. You may contact your local Extension Office for additional information.

**Agricultural Market Summary**

**Cattle Market Trends** – Lots of cattle were marketed last week. Feeder steers $7 to $13 lower, $151.00-$350.00; Feeder heifers $3 to $12 lower $155.00-$305.00; Slaughter cows $1 to $3 lower $82.50-$115.50 Slaughter bulls $2 lower $117.00-$138.50.

**Grain Market Trends** – Soybeans and wheat were down; corn was mixed for the week. Corn – Cash market, $3.73-$4.20; March futures traded $3.82-$3.92. Soybeans – Cash market traded, $9.72-$10.36. March futures traded, $9.67-$9.92. Wheat – Cash market traded $4.92-$4.97. March futures traded, $5.23-$5.44.

For additional information on these and other topics, contact the UT Extension Office, 925 East Baddour Parkway, Lebanon, TN 37087, 615-444-9584 or acorrell@utk.edu. UT Extension provides equal opportunities in all programs. Visit the UT/TSU Extension webpage at [http://utextension.tennessee.edu/wilson](http://utextension.tennessee.edu/wilson) or look for UT & TSU Extension, Wilson County on Facebook.

####

Submitted by:
Ruth Correll
Agricultural Agent
UT/TSU Extension, Wilson County
acorrell@utk.edu