

2013 Cattlemen's Exchange Feeder Calf Board Sale Results

The fifth annual "Cattlemen's Exchange Producer Sale" was held on April 2, 2013 in Winona, MS. Beef cattle producers from across the state marketed farm-fresh and assembled stocker cattle in 11 truck-load lots.

In this type of auction the cattle are not present at the sale facility. Short video clips of the cattle are posted on the Internet at msucares.com/livestock/beef/feederalf.html, along with detailed descriptions of cattle type, weight, and management for perspective buyers to view prior to the sale. The same videos are presented during the auction. Arrangements for delivery from the farm of origin to the buyer's location are made after the sale.

This type of marketing option is extremely efficient for all the parties involved. In this specific sale, more than 696 head of cattle were sold in thirty minutes. The receipts from the sales approached \$700,000 and averaged well above market value for the week of the sale. More importantly, the price premiums for recent MS board sales have been even larger when compared to the MS average market when the cattle were loaded out. The results indicate that the eight board sales conducted to date in the state have, for the majority of the cattle sold, outperformed the price the cattle would have fetched if taken to auction at the specified delivery date.

Board sale was held on Tuesday, April 2, 2013 in Winona, MS. 11 pot-loads of cattle sold, all prices quoted \$ per cwt. All sales sold with a 2 percent shrink and a \$4-5 per cwt slide. Mixed loads quote steer weight first, followed by the heifer weight. Steer price quoted on the mixed loads, heifers \$6 per cwt back.

Feeder Steers:

*Bulk Medium and Large 1 and 2:
4 pot-loads 800-825 lbs 135.80;*

Feeder Heifers:

*Bulk Medium and Large 1 and 2:
4 pot-loads 750-760 lbs 128.33;
2 pot-loads 700 lbs 130.60;*

Mixed Feeder Steers and Heifers:

*Bulk Medium and Large 1 and 2:
1 pot-load 700 lbs/675 lbs 139.50;*

These sales have been successful in bringing together cattle producers and livestock marketers to improve the profitability of both sectors of the beef production chain. In addition, the MBCIA, MSU Extension Service, MS Farm Bureau Federation, and MS Cattlemen's Association have collaborated on these sales. Since 2008, more than 17,300 head of cattle in 275 loads have been marketed in these board sales. Together, the receipts from these sales exceeded \$13 million.

The "Mississippi Homeplace Producers' Sale" will be held on August 5, 2013, and consignments are due by June 28, 2013. Those interested in taking advantage of this marketing opportunity should contact a representative from one of the organizations listed above.