

# Tennessee Beef Evaluation

## The Farmer-To-Farmer Connection

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## The Farmer-To-Farmer Connection

- Began in 1991 as a way for producers to gather information on the type of cattle they produce.
- Objectives of TBE
  - Improve the marketability of Tennessee bred cattle by establishing a database of feedlot performance and carcass information education
  - Provide information to Tennessee Cattleman on carcass traits and feedlot performance which could be used to improve their herds
  - Provide information which could be used to promote feeder calf sales and promote the sale of purebred breeding animals
  - Explore the alternative of retained ownership as a marketing alternative



# Brief History

- Cattle have been shipped mostly in October and November
- Fed in several yards to learn about the business
  - Dennis Shannon- Missouri
  - Joe Neil Feedyard – Oklahoma
  - Southwest Feedyard – Hereford, TX
  - Randall County Feedyard – Texas (Ranch to Rail)
  - Hitch II Feedyard – Garden City, Kansas
  - Farwell Feedyard (Az Tx)- Farwell, Texas
  - Tri-County Steer Carcass Futurity, Iowa (TCSCF)

Cattle shipped have been mostly loads of 50,000 pounds.  
Numbers have ranged from 50 to 250 head



# How Does The Current Program Work?

1. Producer consigns cattle to either TCA or UT Extension by completing consignment forms and \$20 per head consignment fee (mailed to Iowa and applied to feed bill)
2. Shipping to Iowa is arranged with pickup points. Producer tags calves supplied by TCSCF. All calves must have Southeast Pride level III or equivalent



# How Does The Current Program Work?

- Feedlot members of TCSCF feed the calves with oversight by Iowa State Extension
- The animals are harvested in two or three sorts and marketed on a carcass basis
- Carcass and production data are returned directly to producers along with a check



# Features of TCSCF

- Handle steers and heifers
- Advance of \$300 per head available to any producer sending 10 or more head
- Trucking, feed, health treatment, and risk management are all financed and deducted from sale proceeds
- A price risk management plan is developed for corn and cattle



# What Has Been Learned

- Our cattle are as good as any other
- Weaning and preconditioning the cattle prior to shipment pays
- Price risk management is important on feed inputs and cattle



## As A Result of Participating, Some Producers Have:

- Changed genetics
- Decided to focus on a raising high quality feeder calves
- Used data to promote feeder calf sales and sale of purebred animals
- Started backgrounding their own cattle
- Started retaining ownership of some of their calves



# Other Observations

- The Tennessee Beef Evaluation is an educational program
- It is and will be important for cow-calf producers to have a working knowledge of the feeding and packing end of the business
- TBE is not a program to promote retained ownership of cattle
- Neither UT nor TCA needs to handle money



# Other Observations

- The working relationship with the Tri County Steer Carcass Futurity and Iowa State university has been excellent and the evaluation will continue there this year
- Anytime a load can be put together TCSCF will accept them
- If a producer can send a full 48,000 lbs load, they can select the feedlot where cattle are fed