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**Conference — August 18**

Registration begins at 7:45 a.m.

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

### **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**

- Sidney Riley  
Stocker Operator and Order Buyer  
Bluff City, TN

#### **Stocker Operator Panel**

- Allen Goodwin
- Eddie Summitt

#### **Livestock Risk Protection Insurance for Stocker Operations**

- Tammy McKinley  
Extension Specialist  
University of Tennessee

#### **Beef Cattle Outlook and Industry Changes**

- Dr. Emmitt Rawls  
Livestock Marketing Specialist  
University of Tennessee

# **Tri-State Stocker Conference**

## **Pre-conference Tour**

**August 17, 2010**  
**Smythe County**



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.

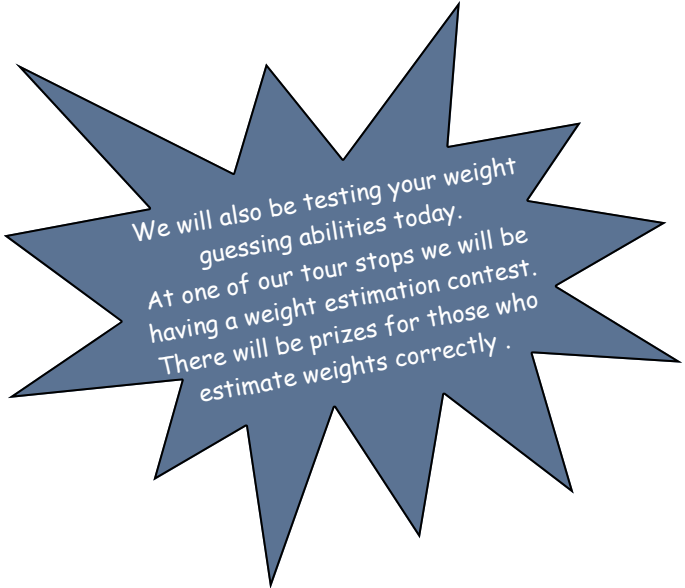
On today's tour we will visit two Virginia stocker operations where you will learn how these producers work to ensure success.

### Campbell Family Farm

Hal Campbell and his family operate a 275 beef cow herd that calves approximately 100 head from mid-August through December and 175 head from mid-February through May. Current genetics consist mainly of a Angus on Angus X Gelbvieh females. They own 1200 acres with additional land rented.

All calves are backgrounded and then sold in groups via Bluegrass Livestock and similar marketing systems. Calves are backgrounded on a maintenance ration consisting of silage, corn gluten, and haylage.

The Campbell's typically overwinter at least 200 calves with some females returning to the fall calving herd while spring born calves are maintained for marketing in the following summer months. Additional stocker cattle may be purchased from known sources of genetics that match the genetic base of the Campbell herd.



We will also be testing your weight guessing abilities today.  
At one of our tour stops we will be having a weight estimation contest.  
There will be prizes for those who estimate weights correctly.

### Buchanan Family Farm

Raymond and Tom Buchanan farm approximately 2,300 acres with 1,100 owned and 1,200 leased. This past year they wintered 700 stockers. After liquidating approximately 200 cows this year allowing for an increase in the number of calves they stocker, the Buchanan's currently plan to winter 1,000 head this winter.

Calves are purchased and arrive late summer and early fall. 2009 calves arrived averaging 485 pounds and were sold this summer in trailer load lots averaging 875 pounds. Cattle are typically marketed direct to feedlot operators with the remaining numbers marketed through state graded sales in VA. 2010 calves are arriving currently and averaging 500-525 pounds. Calves are wintered predominately on grass with corn gluten supplement.

All Calves are processed at delivery with Pasturella as well as a 5-way Respiratory Vaccine and Blackleg. Calves are ear tagged corresponding to gender and for easy identification.

### Tuesday Evening Program

Following the tour, at the Washington County Fairgrounds 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.