



Central New York Beef Producers Pooled Feeder Calf Sale – Oct 14.

When marketing feeder cattle reducing stress is paramount in keeping cattle healthy when they arrive at their next home. This can be done by minimizing time spent in the marketing process and in transport. Cattle that are properly vaccinated, treated for internal and external parasites and weaned for an appropriate amount of time will remain healthier than calves pulled right off the cow. Buyers have expressed interest in procuring this type of cattle in an efficient process, which is a challenge for NYS beef producers given their small herd size. Finally assuring the seller that they have received fair market value is key to running a profitable operation.

Enter the feeder calf pool. The Agricultural Marketing Service (AMS) a branch of USDA has developed three general value determining characteristics - frame size, thickness and thriftiness which can be used to describe or grade feeder cattle. These feeder calf grades are accepted across the US and allow cattle to be purchased sight unseen. Prices of feeder cattle in research conducted in NYS, showed that local buyers have accepted these grades to determine the price they will pay.

The Central New York Beef Producers have come together to market their cattle cooperatively in hopes of building a reputation which over time will increase price of their feeder cattle. The cattle have all been vaccinated and boosted, treated for internal and external parasites and weaned for at least 30 days. They have been graded by Levi Geyer, USDA Agriculture Market Service and grouped into similar lots. They will be sold at auction by Dann Auctioneers on October 14, 2:00 pm. You can bid in person at the Schoharie and Otsego County Cooperative Extension, Cooperstown Office, 123 Lake Street, Cooperstown, NY 13326, or on the phone, by calling: 1-888-394-8197, Pass code: 441517. To bid by phone, **Buyers must call CCE - Cooperstown Office 607-547-2536, ext. 231 the week prior to the sale (Oct. 10-13) to register for the sale.**

The cattle will remain on the farm until picked up at a central location where they will be weighed on certified scales. Pick up date has been set for Oct 29. If scale weights are different than advertised weights, a price slide will be applied as follows:

Slide	lb over advertised
-\$.04	25 lb – 50 lb
-\$.06	>50 lb

Vaccination program and sale sheets can be viewed at <http://beefcattle.ansci.cornell.edu/> under “Events and Programs”. Please return to this website for updated information.

Sale facilitated by:

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