

## Empire Livestock Board Sale

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 and treated for internal and external parasites reduces the risk of health issues. Buyers have expressed interest in procuring this type of cattle in an efficient process. Finally assuring the seller that they have received fair market value is key to running a profitable operation.

Enter the Empire Board Sale. 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.

A group of stocker cattle operators have come together to market their yearling cattle cooperatively with the objective of providing high quality, low risk cattle that can be procured in an efficient manner to buyers that appreciate this added value. The cattle have all been vaccinated, boosted and treated for internal and external parasites. They will be graded by USDA certified livestock graders into similar lots. Weights will be estimated at grading and a slide will be applied when the cattle are picked up.

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

They will be sold at auction by Empire Livestock in Bath September 12 in conjunction with a special feeder calf sale. While the cattle will be auctioned at the Sept 12 sale, the cattle will remain on the farm. Pick-up dates and locations along with weighing conditions may vary but will be stated at time of sale. Buyers can bid in person at the Empire Bath facility or by phone. To bid by phone, buyers must call Empire Livestock to register for the sale at (585) 250-2032.

- For more information contact:
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