

# Livestock Marketing Newsletter

A bimonthly newsletter focused on bringing important, relevant information to our customers about selling and buying livestock. To view the newsletter online, visit [www.turnersburgstockyard.com](http://www.turnersburgstockyard.com).

Save the date for **March 16, 2023** when we will host our **Feeder Calf Producer Meeting in Albemarle, NC**. More information to come but this year's event will feature speakers regarding the feeder calf outlook for the year, new antibiotic use policies, feeder calf marketing opportunities in 2023, and more. Registration information will be available at [www.norwoodfeeder calf.com](http://www.norwoodfeeder calf.com)

The **Spring Weaned Graded Feeder Calf Sale** will be **March 23, 2023**. Calves must be weaned 60+ days and double vaccinated. Contact Catherine for ear tags for the sale. (704) 550-7920

**Reminder:** Weekly sale price reports are available online at [www.turnersburgstockyard.com](http://www.turnersburgstockyard.com)

## How can I receive the most money for my calves this Spring?

This is one of the most asked questions we receive and while there is no "one size fits all" answer, here are a couple recommendations from Marcus Harward for this Spring.

### 1) Have your calves in the right flesh to sell.

While we always discourage overly fat or overly thin cattle, Spring cattle buyers are looking for cattle that are **medium to medium-thin flesh** that can go on grass or a little feed supplement and gain weight. We do not recommend starving or not feeding cattle but know that calves that have been pushed hard on feed and are medium+ condition now are not in the highest demand as most of these calves will be put out on grass to graze in the Spring and Summer.

2) **Have your calves on an up-to-date vaccination program**, and make sure the buyers know what vaccinations were given and when! We are not veterinarians and can not tell you the best health program for your herd, but we DO know buyers are looking for calves that have been given **respiratory (preferably modified-live) and blackleg vaccines**. These should be up to date - we recommend calves receiving these **21 to 90 days prior to shipping** to have the best impact on marketing your calves and the calves' health going forward. When you sell your cattle, have these vaccines and the date they were given written down and let our staff know when you unload.

**BONUS) Enroll your calves in the MAC-Vac program to receive full marketing benefits on vaccinated and/or weaned calves.** Calves that meet the MAC-Vac requirements and have the MAC-Vac ear tag will be sold at 1:00 on sale day (*time subject to change but will be early in the sale*) and grouped accordingly by producer. The vaccination program of each group of calves will be announced to the buyers. Contact us for more information!

## January 1 Cattle on Feed Declined from 2022

*Excerpts from MSU Cattle Market News Weekly on January 23, 2023 by Josh Maples.*

Feedlot inventories were below year-ago levels for the fourth consecutive month according to the latest USDA Cattle on Feed report. There were an estimated 11.68 million head of cattle on feed as of January 1st, which is 3% lower than January 1, 2022. December placements were down 8% compared to December 2022 which was in the range of pre-report expectations.

The feedlot supply dynamics are different this year than in 2022. Feedlot inventory peaked in February in 2022 at 12.2 million head. It is typical for supplies to build seasonally through the fall months and peak in winter. However, it is not clear if that will be the case for the 2022-2023 fall/winter seasons. The December 1 and January 1 feedlot inventories were essentially equal, and both were lower than November 1. Many cattle entered feedlots sooner than usual in 2022 which appears to have led to an earlier inventory peak.

The number of heifers in feedlots was only 0.5% lower than a year ago. The percentage of heifers in the feedlot mix has been rising the past few quarters. The current level of 39.8% of feedlot inventories being heifers is the highest (so far) in this cycle. It is also another indicator of herd liquidation in 2022 as these are heifers that were not retained to produce a calf in 2023.

While the narrative of the past 3 (or more) years has been plentiful supplies of fed cattle, 2023 will probably be driven by tighter supplies. We are starting the year with tighter supplies and the expectation that fewer feeder cattle will be moving into feedlots during 2022.

## Spring Weaned Feeder Calf Sale

As the demand for preconditioned calves continues to grow, we are excited to continue our long-standing tradition of graded feeder calf sales again this year. The first one will be on **March 23, 2023** at **Stanly County Livestock Market** in **Norwood**. The basic requirements are listed below but for a full list, visit the office to receive a sale packet or [www.norwoodfeeder calf.com](http://www.norwoodfeeder calf.com).

### Sale Requirements:

- **Weaned 60+ days** - Last day to wean is **January 22**
- Modified-Live Respiratory Vaccine (2x)
- Mannheimia haemolytica (Pasteurella) (1x)
- Blackleg (1x), Blackleg w/somnus (1x)
- Dewormer (at least 1x)
- **BOTH rounds of vaccinations must be given between December 23, 2022 & March 2, 2023**

Calves must have an official Feeder Calf Ear Tag in them. To receive tags, call Catherine at 704-550-7920 or visit the office on sale day.

## MACS Video Sale

Selling truckload lots off the farm!

- January 3 & 17
- February 7 & 21
- March 7 & 21
- April 4 & 18
- May 2 & 16



More sales dates at [www.macsvideo.com](http://www.macsvideo.com)

Watch online at [www.dvauction.com](http://www.dvauction.com)

## Graded Feeder Calf Sales

- March 23, 2023
- June 22, 2023
- August 3, 2023
- September 28, 2023
- November 16, 2023

Calves for all graded feeder calf sales must have an official Feeder Calf Sale Ear Tag in them by sale day. To receive tags, call Catherine at 704-550-7920 or visit the office on sale day.

## Upcoming Events

February 1-3 - Southern Farm Show, *Raleigh, NC*

February 3 - SC Cattlemen's Association Annual Meeting, *Pendleton, SC*

February 4 - Clemson Bull Sale, *Clemson, SC*

February 11 - NC Angus Association Annual Meeting, *Yadkinville, SC*

February 11 - Black Crest Annual Sale, *Sumter, SC*

February 18 - Yon Family Farms Spring Sale, *Ridge Spring, SC*

February 24-25 - NC Cattlemen's Association Annual Conference, *Hickory, NC*

February 25 - Saluda County Replacement Heifer Sale, *Saluda, SC*

**March 16 - Feeder Calf Producer Conference, Albemarle, NC**

March 18 - March Madness Cattle Sale of the Carolinas, *Monroe, NC*

**March 23 - Weaned Graded Feeder Calf Sale, Norwood, NC**

April 1 - Green Hills Spring Turn Out Sale, *Oxford, NC*

April 22 - NC Angus Spring Fever Sale, *Union Grove, NC*

May 13 - NC Hereford Classic Sale, *Union Grove, NC*

*\*\*If you would like your event to be added to this list, e-mail [hblm.office@gmail.com](mailto:hblm.office@gmail.com)*

**Harward Brothers Livestock Market**

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