

# Central NY Beef Producers Feeder Calf Sale brings success



by **Elizabeth A. Tomlin (November, 2016)**

“We are very pleased to announce we had a very successful tele-auction!” remarked Bill Gibson, CCE Agricultural Community Educator for Schoharie and Otsego Counties. “From the comfort of the Cooperstown Cooperative Extension Office with the auctioneer and five bidders on the phone and one sitting with us, we sold 25 steers and heifers at a pro-rated average bid of \$1.39 per pound.”

Gibson says that was actually 27 cents higher per pound than the Finger Lakes Livestock had the day following the 2016 Central NY Beef Producers sale.

“Our congratulations go to the Maidens of Laurens, Rosses of Edmeston, the VanDerwerkens of Central Bridge, the Bartons of West Winfield and the Hammonds of Otego. They stayed the course and made this sale possible.”

Gibson says the goal to get “one successful sale of good calves out there” has been realized. “The commitment of the five breeders who were able to stay with the program really made the difference,” commented Gibson, adding that there were additional breeders who hoped to be able to make the sale, but because of the scheduling changes and challenges around the vaccination calendar and of size differences; they were unable to make the sale.

Pick up for the sale calves was at the Otsego Co. Fairgrounds, located in Morris, NY.

Buyers included Allan Weinman of Hobart, Delaware Co., NY, who purchased all 17 steers.

Gary Shoff of Penn Yan, Yates Co., NY purchased five heifers and three went to Allen Hough of Bouckville, Madison Co., NY.

Buyers said they liked the fact that these calves were uniform in size and weight and graded within that category, weaned, and pre-conditioned with a good vaccination program. Also, the fact that they were all-natural—without any antibiotics—and had not been mixed in with any other animals from a sales barn, made a difference in their decision to purchase them.

“I was very pleased with the cattle that I got from the auction,” commented Hough. “The whole auction and pickup went very smoothly. Hope this continues to be a source of animals!”

Gibson said descriptions of the calves were promoted as best as possible through farm publications. “*Country Folks* ads and articles seemed to provide the interest we needed,” he reported.

Cornell University Beef Cattle Extension Specialist Dr. Michael J. Baker was instrumental in the sale preparation through his continued mentoring and support for the CNY beef producers and was also on hand at the calf pick-up site.

“I congratulate the consignors to the CNY Feeder Calf Pool,” remarked Baker. “They are to be commended for their commitment to doing the right thing by preparing calves for their move to the next industry segment. These calves are less likely to get sick, which is good for the next owner and ultimately for the consumer. Bill Gibson, CCE — Otsego/Schoharie also needs a big pat on the back for his hard work and persistence in supporting this group of beef producers.”

Baker said he supports the idea of a spring 2017 sale.

“These calves should be in high demand from producers that finish for the natural market. That’s what the CNY group is trying to do—adding value, thus distinguishing themselves from commodity cattle.”

Gibson reported there is strong support for a spring sale that would include the sale of both 2016 Fall calves and 2016 Spring calves that have been carried through the winter.

Producers who have cattle fitting the criteria would be welcomed to participate in the sale.

“We’ll be gathering numbers to make plans,” Gibson said. “It has been our goal to open up to other than just ‘black’ calves. Call or e-mail to discuss possibly being a part of this pooling concept for yourself.”

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