

## WHERE DO NORTH DAKOTA FEEDER CALVES GO ONCE THEY HAVE BEEN MARKETED?

**J.L. Leupp<sup>1</sup>, G.P. Lardy<sup>1</sup>, K.L. Haadem, K.R. Maddock-Carlin<sup>1</sup>, W.W. Dvorak<sup>2</sup>, K.J. Froelich<sup>3</sup>, J.R. Kramlich<sup>4</sup>, G.L. Payne<sup>5</sup>, L.K. Hansen-Lardy<sup>1</sup> and K.G. Odde<sup>1</sup>**

<sup>1</sup>NDSU Department of Animal and Range Sciences, <sup>2</sup>West River Consulting, <sup>3</sup>Stark County Extension Office, <sup>4</sup>Logan County Extension Office, <sup>5</sup>Kidder County Extension Office

Data were collected from three auction markets in North Dakota in October and November and again in January to determine the destination of feeder calves from these auction markets. The most popular destinations for North Dakota feeder cattle were North Dakota, South Dakota, Nebraska and Kansas.

### Introduction

Factors influencing the price of beef calves sold in auction markets and video auctions have been investigated (King, et al., 1996; King and Seeger, 2004; Corah, et al., 2006). Calves in value-added calf programs are sold at higher prices, compared with unweaned, unvaccinated calves. The price advantage for calves in value-added calf programs has been increasing in recent years. Additional factors influencing sale price in these studies were region of the country, sex, breed description, presence or absence of horns, weight variation, lot size, flesh and frame score.

Little quantitative information exists on factors influencing price of North Dakota calves. Furthermore, the “flow” of calves (destination) sold in North Dakota auction markets has not been described, and the effect of destination on sale price also has not been measured.

The objective of this study was to determine the “flow” of calves (destination) from North Dakota auction markets and factors influencing sale price of calves. Calf destination will be described in this paper.

### Methods

Data were collected from three auction markets in North Dakota (Napoleon Livestock, Napoleon; Kist Livestock, Mandan; Stockmen’s Livestock, Dickinson) in late October and November, when most calves sold were “off the cow.” Data were collected again from the same auction markets in January, when most calves sold had been through a backgrounding program. NDSU representatives were present at the sales and collected the following for each lot of calves sold: 1) lot number; 2) lot size; 3) sex; 4) weight; 5) breed description; 6) health program; 7) vaccination, deworming products; 8) implant status; 9) natural qualified; and 10) beef quality assurance (BQA) certification. Destination of calves was determined from the brand records.

### Results

Destinations of feeder calves sold in the fall (October, November) are shown in Figure 1. Data collected on 31,312 feeder calves sold in the fall indicated they were shipped to 11 states, including various locations in North Dakota. The majority of these feeder calves remained in North Dakota (46%). South Dakota destinations accounted for 18% of the cattle, while Nebraska destinations accounted for 14% of the total. Iowa and Minnesota rounded out the top five with 8% and 5%, respectively. The remainder of the feeder calves was shipped to Illinois, Oklahoma, Kansas, Colorado, Wyoming and Montana.

**Figure 1.**

First destination following sale of North Dakota feeder calves sold at three auction markets in fall, 2005.

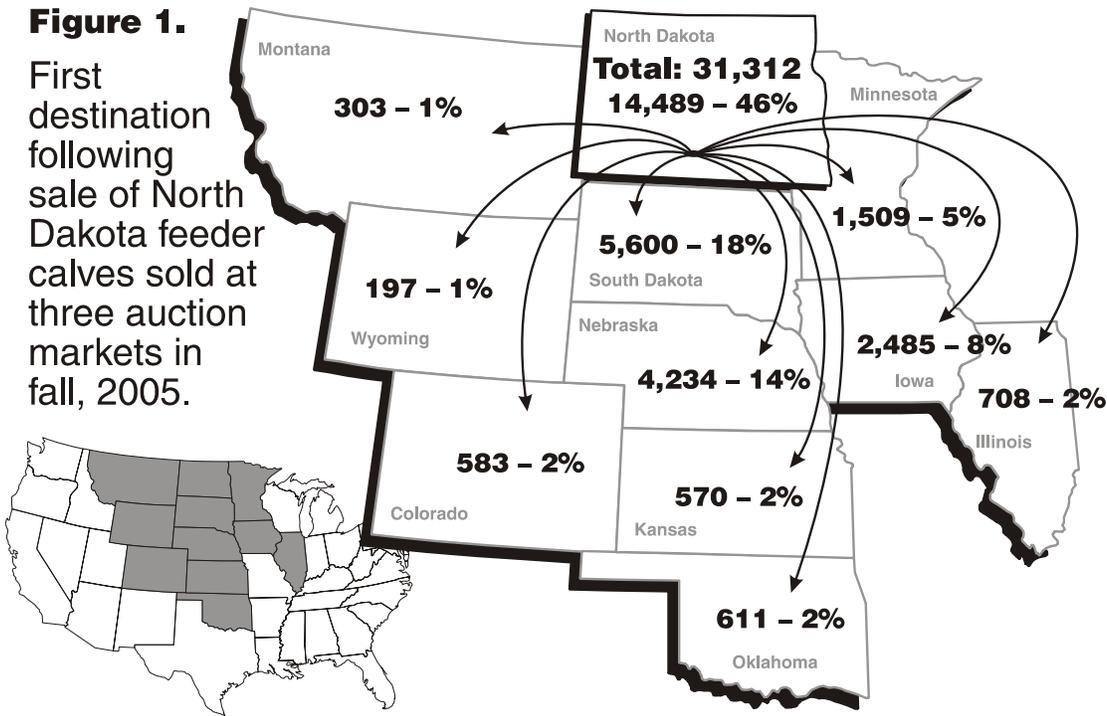
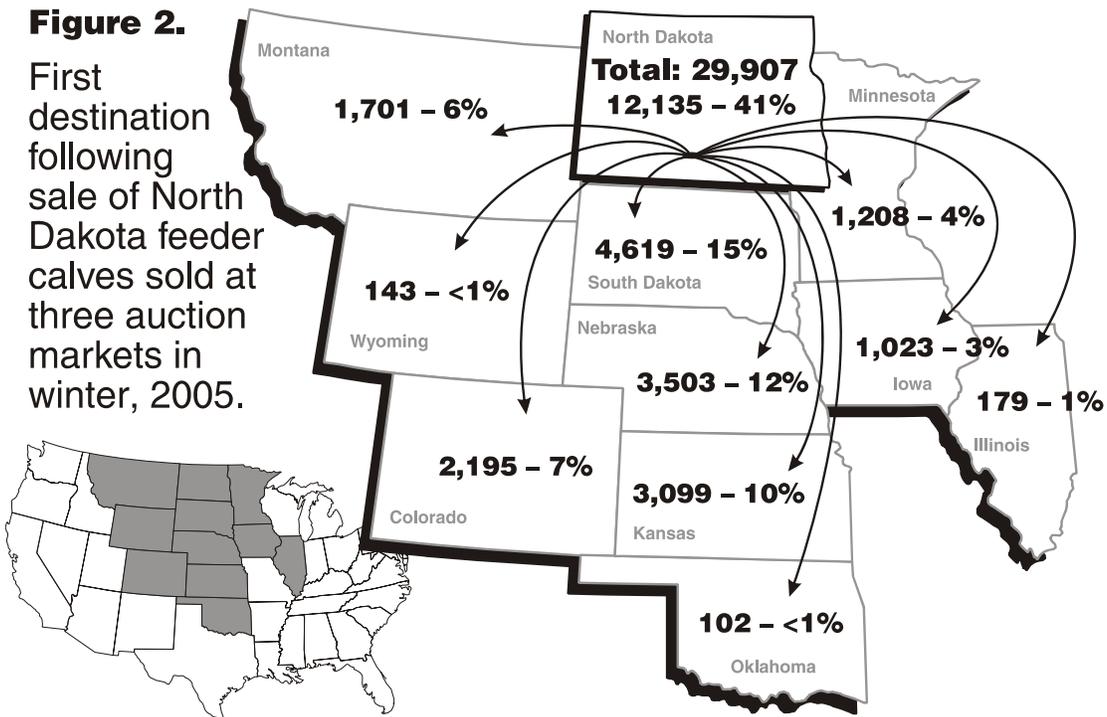


Figure 2 indicates the destination of cattle sold in the winter (January). A total of 29,907 feeder calves were included in the data set during this time. Again, North Dakota destinations accounted for a majority of the cattle sold during this time, with 41% of the total. South Dakota accounted for 15% of the total, while Nebraska and Kansas were destinations for 12% and 10%, respectively. The number of cattle shipped to Colorado increased from 2% in the fall to 7% in January. Montana destinations also increased from 1% in the fall to 6% of the sales in the winter.

**Figure 2.**

First destination following sale of North Dakota feeder calves sold at three auction markets in winter, 2005.



The remaining data we collected is being analyzed. This should give us additional insight into the value of various health programs, vaccination protocols and other factors determining feeder calf value.

### **Literature Cited**

- Corah, L., M. McCully, M. King, M. Salman, J. Seeger and D. Grotelueschen. Effect of value-added health program and breed on calf prices: Superior Livestock Auction analysis. *J. Anim. Sci.* 84(Suppl. 2).
- King, M.E., and J.T. Seeger. 2004. Nine-year trends at Superior Livestock Auction confirm higher prices go to calves in value-added health programs. *Pfizer Animal Health Tech. Bull.* SV-2004-02. Pfizer Animal Health, New York, N.Y.
- King, M.E., T.E. Wittum and K.G. Odde. 1996. The effect of value added health programs on the price of beef calves sold through nine Superior Livestock video auctions in 1996. *CSU Beef Program Report*.

*Reprinted from the 2006 NDSU Carrington Research Extension Center Feedlot Research Report. Volume 29. Oct 10, 2006*