

UNIT : THE GROWING AND FINISHING ANIMAL – BUYING AND SELLING STORE CATTLE

INTRODUCTION

Many beef enterprises rely on buying and selling store cattle. In addition to all aspects of good and efficient husbandry – nutrition, health and welfare – buying and selling at the right price are key to profitability.

SOURCES

Livestock auction

- Large selection
- Competitive bidding – ‘fair’ price
- Disease risk with stock from more than one source

Private

- Can see the production system / setting (and parent stock)
- Known health status
- Less choice and difficult to establish value

Agent / dealer / group

- Saves time buying cattle
- Specification can be set
- Fees can add to cost

TARGET WEIGHTS

Cattle should be well grown for their age e.g.

Liveweight (kg) at 365 days of age

Dairy x Continental - Heifers	350-380
Dairy x Continental – Steers	370-400
Beef x Continental – Heifers	380-410

Beef x Continental – Steers	420-450
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KEY TO BUYING

- Healthy cattle – with quarantine facilities for added biosecurity
- Appropriate breed, sex, age and weight for the system practiced
- Known origin (and genetics e.g. EBV)

KEY TO SELLING

- Correct identification – tags and passport
- Correct health status e.g. TB tested
- Batched – weight / breed / sex
- Well presented – clean, sound, clipped
- ‘Added value’ e.g. Farm assured

INFORMATION SOURCES

EBLEX (2007) Better Returns from buying and selling store cattle

EBLEX (2020) Better Returns from Checking Purchased Stock