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## Purchasing Ag Supplies on the Web

by: Roger McCraw

A number of you assist your producers in making group purchases of animal health, seed, chemical and other agricultural supplies. These purchases save the producers thousands of dollars annually.

There is a web site that you may wish to make the producer groups aware of. It is:

<http://www.xsag.com/AnimalHealth/Buyers.asp>



At this site you may search for

products that vendors are offering at discounted prices. Or you may enter, once registered, the product and quantity you want. You state a price you are willing to pay. The vendors will then review your offer and either accept it or reject it. The site also hosts auctions for selected ag products.

A producer was in my office recently and told me about the site. He showed me some great prices he has paid through this site for some products.

It is well worth your time to click on and explore this one. Your producers could benefit. ●

## Demand Was Up in 2000

Roger McCraw

Beef demand increased during the fourth quarter of 2000 for the seventh consecutive quarter. According to Beef Demand Index figures and other research, beef demand increased approximately 3.6 percent in 2000 compared to 1999. Annual retail beef prices averaged \$2.75 per pound in 2000, up from \$2.61 per pound in 1999.

The average price for Choice cuts of beef is at its highest level since 1980. Retail beef prices are expected to remain relatively high through 2002 or 2003.

Total consumer expenditures for beef last year topped \$52 billion - up \$3.3 billion. Per capita spending for beef increased to just over \$191, up about \$10 from 1999.

Per capita beef consumption on a retail-weight-basis increased approximately 1.5 percent to 69.5 pounds per person. Yearly per capita beef consumption for 2001 is expected to reflect decreased production and dip to 67.6 pounds. ●

**(Adapted from Beef Business Bulletin - Vol 24. No. 12)**

## Magazines On-Line

by Roger L. McCraw

Listed below are URL's for several farm magazines that may be of interest to you. You may be able to get the information you need from the electronic version and not have to subscribe for hard copies.

■  
**BEEF**

<http://www.homefarm.com/>

■  
**HAY AND FORAGE GROWER**

<http://www.homefarm.com/hfg/default.htm>

■  
**SOUTHEAST FARM PRESS**

<http://www.homefarm.com/sefp/default.htm>

■  
**BEEF TODAY and FARM JOURNAL**

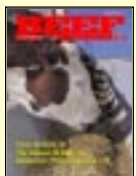
<http://www.agweb.com/>

■  
**DROVERS JOURNAL**

<http://www.drovers.com/>

■  
**PROGRESSIVE FARMER**

<http://www.progressivefarmer.com/>



## Producer Gets the Biggest Cut of the Beef Pie

by: Roger McCraw

The producer's total marketing share during December and January was 54 and 53.5 percent respectively. Producers received the highest percent of beef's retail value since October 1996. Fed-cattle prices increased because of smaller supplies of market-ready cattle due to weather impacts.

The packer's and retailer's share of beef's retail value continued to decrease in December and January. The retailer's share decreased to 37.2 percent during December after reaching a near-record 45.6 percent in September. During December and January, the packer's share of beef's retail value remained below the trend line at 8.8 percent.

*(Adapted from Beef Business Bulletin, Vol. 24, No. 12)*

## 2002 IRM Redbooks

by: Dale Miller

For quantities of less than 100, you can purchase books from NCBA. The price (which includes shipping and handling) breaks for those books are:

**1-9 books - \$4.50/book**  
**10-19 books - \$4.00/book**  
**over 20 books - \$3.50/book.**

You may place your retail orders for the books now and then we will invoice and ship them later this fall. Those are shipped FIFO.

Custom stamping for a minimum of 100 books is available for a cost of \$2.75 per book and a deposit of \$1 per book at time of order.

Any questions please contact:  
Renee Lloyd, Director, Production Systems  
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303-850-3373 [rlloyd@beef.org](mailto:rlloyd@beef.org)

## American Boer Goat Association

by: Mike Yoder

The American Boer Goat Association is sponsoring a Judges Training School July 7 and 8, 2001 at the Sampson County Livestock Arena, in Clinton, NC.

### SA Judges Training School Level 1

July 7 & 8, 2001  
Sampson County Livestock  
Arena  
Clinton, NC

This will be an intense training session with all courses being taught by South African Judges, L.M. Burger and/or Louis van Rensburg. Completion of this training may lead to certification with the American Boer Goat Association.

Registration is \$100.00 for ABGA members, and \$150.00 for non-members. Registrations are being accepted on a first come basis, with a registration deadline of June 29, 2001. For registration information contact: Androulla Ward at 910.532.6286 or the ABGA at 915.486.2242.



# USDA 2000 Reports

by: Roger McCraw

After weeks of seemingly dismal news for the livestock industries, folks consider the fact that USDA has just reported that gross income from meat animals was up 16 percent in 2000. That is GREAT NEWS. Cattle accounted for 77% of the income and cattle prices increased while production also increased. Demand for beef is continuing to increase.

The 2000 gross income from cattle and calves, hogs and pigs, and sheep and lambs for the U.S. totaled \$53.4 billion, up 16 percent from 1999. Gross income rose for all three species. Hogs and pigs increased the most, at 36 percent, cattle and calves increased 12 percent, and sheep and lambs increased slightly from the previous year. Total 2000 cash receipts from marketings of meat animals increased 16 percent to \$53.0 billion. **Cattle and calves accounted for 77 percent, or more than \$40.8 billion**, of this total, hogs and pigs 22 percent, and sheep and lambs 1 percent.

**Production increased for cattle and calves**, but declined for both hogs and pigs and sheep and lambs. Average prices were up from 1999 levels for all three species.

**Cattle and Calves:** Cash receipts from marketings of cattle and calves increased from \$36.5 billion in 1999 to \$40.8 in 2000, a 12 percent increase. All cattle and calf marketings totaled 57.5 billion pounds in 2000, up 1 percent from last year. The U.S. annual average price per 100 pounds live weight for cattle was \$68.60, an increase of \$5.20 from 1999. For calves, the annual average price increased \$16.30 to

\$104.00.

**Hogs and Pigs:** Cash receipts from hogs and pigs totaled \$11.8 billion during 2000, up 37 percent from 1999. Marketings decreased to 26.7 billion pounds in 2000, down 1 percent from 1999. The U.S. annual average price per 100 pounds live weight increased \$12.00 to \$42.30 in 2000.

**Sheep and Lambs:** Cash receipts from marketings of sheep and lambs in 2000 were \$469 million, up slightly percent from 1999. Marketings declined 5 percent to 653 million pounds. The U.S. annual average price per 100 pounds live weight for sheep increased from \$31.10 in 1999 to \$34.20 in 2000 while for lambs, the annual average price increased \$4.90 to \$79.40. ■

## Wool Pool Pick-ups

by: Dale Miller

**June 27 AM Williamston**  
**June 28 7-11 AM Albemarle**  
**June 28 4-7 PM Asheville**  
**June 29 AM Sparta** ■

## U.S. Cattle and Calves Predator Loss

by: Roger McCraw

Cattle and calf losses from animal predators in the United States totaled 147,000 head during 2000. This estimate excludes Alaska. This resulted in a loss to farmers and ranchers of \$51.6 million due to predators.

Coyotes caused the majority of cattle and calf losses to predators. They accounted for 64.6 percent of the total head lost. Dogs were the second leading cause of predator losses, accounting for 17.7 percent. Use of non-lethal predator controls is also highlighted in this publication. Farmers and ranchers

throughout the United States spent \$184.9 million on non-lethal methods to prevent predator loss of cattle and calves.

Losses of Cattle and Calves: Number of Head and Total Value, United States, 2000 1/

Predator	Number of Head	% of Total Predators	Total Value
	Number	Percent	1,000 Dollars
Coyotes	95,000	64.6	31,754
Dogs	26,000	17.7	9,547
Mountain Lions & Bobcats 2/	11,000	7.5	4,334
Bears	2,800	1.9	1,804
Wolves	1,600	1.1	1,030
All Other Animals	10,600	7.2	3,168
<b>US</b>	<b>147,000</b>	<b>100.0</b>	<b>51,637</b>

1/ Totals may not add due to rounding. Cattle includes all cows, bulls, steers, and heifers weighing over 500 pounds. This includes beef and milk breeds as well as cattle on feed. Calves include beef and milk breed steers, heifers, and bulls weighing less than 500 pounds. 2/ Includes cougars, pumas, and lynx.

Losses of Cattle and Calves by Predators, Total by State for Selected States, 2000

State Cattle Percent of U.S. Calves Percent of U.S.

	Head	%	Head	%
NC	500	2.4	2,100	1.7
VA	600	2.9	2,300	1.8
SC	200	1.0	900	0.7
TN	400	1.9	4,100	3.3
GA	500	2.4	5,400	4.3
<b>US</b>	<b>21,000</b>	<b>100.0</b>	<b>126,000</b>	<b>100.0</b>

( Adapted from a May 4, 2001 report from the National Agricultural Statistics Service of U.S. Department of Agriculture.) ■



[Past EAH e-Newsletters](#)

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# NC BCIP Meets to Set Plans for Bull Tests

**Roger L. McCraw and Gary Gregory**  
**Department of Animal Science**  
**NC State University**

The North Carolina Beef Cattle Improvement Program Committee of the NC Cattlemen's Association met on May 11, 2001. A good number of committee members and others attended the meeting, which was held at the NC Cattlemen's Association office in Fuquay-Varina. The committee adopted changes in rules and regulations and set the schedule for the 2001-2002 bull tests and sales.

It is now time for producers to select a good set of bulls to consign to the NC BCIP test stations. As you are aware, we operate three stations. Stations located at Butner and Waynesville test bulls on a silage-based ration. Bulls remain at these locations for about six months. The other station is the NC BCIP Forage Bull Test at Clinton. Bulls remain on grass at that station for a little over eleven months.

This past year, a total of 65 bulls from the Butner and Waynesville stations sold for an average price of \$1,896. Twenty-two bulls from the Forage test sold for an average price of \$1,911. For complete results of the tests and sales last year, you may contact your county livestock agent or you may visit the NC BCIP web page at:

[http://www.cals.ncsu.edu/an\\_sci/extension/animal/bcip/Ahbcip.html](http://www.cals.ncsu.edu/an_sci/extension/animal/bcip/Ahbcip.html).

Again this year, the Waynesville station will test bulls born between August 15, 2000 and November 30, 2000. The deadline for nominating bulls is June 20. The bulls arrive at the station on July 11. Those bulls meeting minimum criteria at the conclusion of the test will sell on January 5, 2002. The Butner test accepts bulls born between September 15, 2000 and December 15, 2000. The cutoff date for nominations at Butner is June 27. Bulls will be delivered to the station on July 18. Qualifying bulls will sell on January 12, 2002. The Piedmont test will not be offered this year.

Nominations of bulls for the Forage test are not due until November 13, 2001. Acceptable birth dates for bulls nominated to the Forage test are October 1, 2000 through March 31, 2001. More information on this testing opportunity will be published later.

Copies of the guidelines for the tests and nomination forms have been mailed to previous consignors and extension livestock agents. If you have not received information and forms for nominating bulls, you may contact your extension livestock agent in North Carolina, visit the NC BCIP web site at the address listed above or you may call the NC BCIP office at 919.515.2761.

These tests are open to consignors outside North Carolina, if space is available. If you live out-of-state and wish to consign bulls, please get the information from our website or call our office and request it.

The NC Beef Cattle Improvement Program provides the tests and sales. NC BCIP is a cooperative program involving the NC Cattlemen's Association and the NC Cooperative Extension Service. The NCSU Agricultural Research Service operates the Butner test under the supervision of Dean Askew, Superintendent of the Butner Beef Cattle Field Laboratory. The Waynesville station is located at and operated by the Mountain Research Station of the NC Department of Agriculture. Bill Teague is Superintendent and Danny Hyatt is the livestock manager at the station. The NC BCIP Forage Bull Test is operated by Murphy Browns, Inc., a company formed by the merger of Murphy Family Farms, Carroll's Foods, and Browns of Carolina. Jim Griffin is the livestock manager for Murphy Browns, Inc. and will oversee the operation of the test.