

**Stanly County Livestock Market**  
PO Box 465 Richfield, NC 28137  
Barn: 704-474-7681 ÿ Home: 704-463-5828  
www.NorwoodFeederCalf.com

## **2022 Feeder Calf Sale Producer Guidelines**

*These guidelines have been put together to provide information about the feeder calf sale requirements.*

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For any questions regarding the Norwood Feeder Calf Sale Program, please contact any of the sale representatives listed below.

**Stanly County Livestock Market:**

**Marcus Harward, owner: 704-322-0840**

**Catherine Harward-Edwards: 704-550-7920**

**Will Edwards: 919-449-8064**

**Bruce Shankle: 704-694-8686**

**NC Department of Agriculture:**

**Neil Bowman: 919-707-3146**

### **I. 2022 SALE DATES – THURSDAYS**

**NEW: ALL sales will be Weaned Feeder Calf Sales**

**March 17**

**June 23**

**August 4**

**September 22**

**November 17** (\*tentative based on consignments)

### **II. CONSIGNMENTS**

Consignments are **REQUIRED** for every sale. Cattle may be consigned up to the day before the sale, but we encourage you to consign your feeder cattle as soon as possible as sale numbers will be capped again this year. We will be capping the number of head in the barn to ensure all cattle are unloaded & graded in a timely manner and cattle remain comfortable in the pens. Consignments are accepted in the order they are made and received by a representative of the sale as first come, first serve.

Consignments also allow us to know the expected cattle numbers and communicate with buyers to help them organize trucking and cattle placements, which can help increase feeder calf prices. Enclosed is a "Sale Consignment & Tag Request Form" that can be completed for your consignments. Consignments can also be made through the online Google form or by contacting Catherine Harward-Edwards at 704-550-7920 (call/text) or [catherinejharward@gmail.com](mailto:catherinejharward@gmail.com).

### III. TAGGING REQUIREMENTS

Calves need to be **tagged on the farm** with an official yellow Feeder Calf sale tag prior to the sales. Tags will be *delivered* to the farm. A representative of the feeder calf program will bring the tags to your farm and **may ask to see the cattle you will consign and/or the vaccines being administered**. Tags may be requested through the online Google form or forms will be available at the stockyard on Wednesdays. You may also call/text Catherine Edwards at 704-550-7920 or Bruce Shankle at 704-694-8686 to request tags. **Please request tags in a timely manner so a representative will have ample time to deliver the tags before sale week**. Tag delivery may take at least **1 week** once the tag request has been made. Tags requested within a week of the sale cannot be guaranteed to be delivered before sale day.

***If a producer has tags left over from 2021 you must contact Catherine before using them in 2022.***

### IV. SALE REQUIREMENTS

#### **Weaned Graded Feeder Calf Sales**

- Steers or heifer calves that are at least 400 lbs. No bulls are allowed.
- Steers must be properly castrated and completely healed.
- Calves must not have horns - either be polled or properly dehorned and healed.
- Producer must submit the "Weaned Sale Health Record Form" on or before sale day (provided through Stanly County Livestock Market or at [www.norwoodfeeder calf.com](http://www.norwoodfeeder calf.com)).

#### **Vaccinations (Minimum vaccination requirements)**

- Cattle must be vaccinated with at least **two rounds of each required vaccine between 21-90 days** before the sale. There must be at least 21 days between each round of vaccine administered.
- Two doses of a Modified Live Respiratory vaccine for IBR-BVD-P13-BRSV
- One dose of Mannheimia haemolytica (Pasteurella) which can be given in combination with the MLV or as a separate vaccine. **This must be given within 70 days of the sale.**
- Two doses of a Clostridial/Blackleg vaccine and one must include somnus
- At least one round of parasite control with a recognized dewormer

#### **Other Conditions**

- Calves must be weaned for at least **60+ days**. The March sale will remain at 45+ days weaned for 2022.
- **Heifers must be guaranteed open.** \$200/heifer will be charged to producers who have a heifer that comes up to be bred provided there is appropriate documentation by the buyer.
- Calves need to be tagged with a weaned sale ear tag (yellow tag) prior to sale day. All other tags including farm tags and fly tags must be removed prior to unloading at the barn.

**NEW:** There will be **NO Non-Weaned Feeder Calf Sales** this year. We encourage producers to wean cattle to receive a top premium for their cattle. However, in an effort to supply a non-weaned market for our feeder calf producers, please see the information for the new MAC-Vac (calf vaccination) program beginning in April 2022. Non-weaned cattle can be marketed through this new program at Stanly County Livestock Market & Harward Brothers Livestock Market selling individually or in single producer groups.

#### **Notes About Vaccines & Implants**

- Make sure all vaccines are given according to BQA guidelines
- Vaccines that are not handled properly or given to the calf correctly result in decreased efficacy and decreased trust in the program from the buyers
- If you have questions regarding how to properly give vaccines, contact us or your veterinarian
- **IMPLANTS** - Implants are a great tool to increase weight and performance of calves and are optional for the sales. Make sure you are giving the correct implant for your calves. Note: Certain implants or implants not administered correctly can cause heifers to exhibit signs of pregnancy and may be sorted out.

## V. POTENTIAL VACCINE OPTIONS

For assistance determining which options are best for your program, contact a feeder calf representative listed on the first page of these guidelines.

Merck Animal Health	Zoetis	Boehringer Ingelheim
<b>MLV, Pasteurella, &amp; Combo Vacs:</b> Vista Once (MLV w/ past.) Vista 5 (MLV) NasalGen3-PMH+Vista BVD (MLV w/ past.) Once PMH IN or SQ (Pasteurella)	<b>MLV, Pasteurella, &amp; Combo Vacs:</b> Bovi-Shield Gold One Shot (MLV w/ past.) Bovi-Shield Gold 5 (MLV) Inforce 3+One Shot BVD (MLV w/ past.) One Shot BVD (Pasteurella)	<b>MLV, Pasteurella, &amp; Combo Vacs:</b> Pyramid 5+Presponse (MLV w/ past.) Pyramid 5 (MLV) Presponse (Pasteurella)
<b>Clostridial/Blackleg:</b> Vision 7 or 8 (also w/somnus) Cavalry 9	<b>Clostridial/Blackleg:</b> Ultrabac 7 or 8 (also w/somnus) Ultrachoice 7 or 8	<b>Clostridial/Blackleg:</b> Caliber 7 Alpha 7

## VI. LAST DAY TO VACCINATE & WEAN CHART

SALE TYPE	SALE DATE	FIRST DAY TO VACCINATE	LAST DAY TO WEAN	LAST DAY TO VACCINATE
45 Day Wean	<b>March 17</b>	December 17	January 31	February 24
60 Day Wean	<b>June 23</b>	March 25	April 24	June 2
60 Day Wean	<b>August 4</b>	May 6	June 5	July 14
60 Day Wean	<b>September 22</b>	June 24	July 24	September 1
60 Day Wean	<b>November 17*</b> <small>*dependent on consignments</small>	August 19	September 18	October 27

## VII. VACCINE HANDLING TIPS

- Vaccine should be transported in a sealed, refrigerated container that includes a cool pack.
- Keep refrigerated and keep light out during storage - do not freeze.
- Always keep vaccine refrigerated or cooled when handling cattle. Do not leave exposed to direct sunlight on top of working tables.
- All unused and unmixed product should remain refrigerated and only be mixed immediately prior to use.
- **Mix only enough vaccine to be used in a 30-minute period.**
- Syringes should never be cleaned with any disinfectant, only with water. Use syringes dedicated to vaccines only. Do not mix needles/syringes with antibiotics.

### SIGN UP FOR SALE UPDATES!

If you are not on our list, join our texting system to receive the most up to date information regarding the feeder calf sales. This will include sale reminders, sale changes, or if we need to postpone a sale due to the weather. To sign up for the list, text **FEEDER** to **833-415-0511**.

*Msg and data rates may apply. 2 msgs/mo. Reply STOP to 833-415-0511 to cancel at any time.*

*Terms and policy available at [www.macsvideo.com](http://www.macsvideo.com).*

## VIII. SALE DAY PROCESS

- Calves can be unloaded at Stanly County Livestock Market starting at 7:00 am on sale day. (If calves need to be delivered prior to this, contact Catherine Edwards or Marcus Harward). Delivery assistance is available. Please contact a feeder calf representative to set up trucking options.
- Producers must provide name, mailing address, and phone number at check-in.
- **Producers are required to submit their Health Record Form on or before sale day**, prior to sale time.
- **Consigned** feeder calves will be weighed and graded individually on a first-come, first-serve basis. Calves are graded under the supervision of the NC Department of Agriculture by trained graders.  
**\*\*NOTE:** Cattle that are tagged prior to arrival at the stockyard will be given priority to be weighed and graded. Cattle that are NOT tagged prior to arrival will be penned separately and may be tagged & weighed after the tagged cattle or at the discretion of stockyard management, IF the sale is not already at capacity with consigned and tagged cattle.
- Weighing and grading will begin at 8:00 am, unless otherwise announced.
- Calves must be on the yard by **3:00 pm** in order to be weighed and graded for that day's sale.
- After calves are graded, the producer is responsible for asking about "sort offs" – or calves that are ineligible to be sold in graded lots (previously called rejects). "Sort offs" can be taken home by the producer or sold individually at the end of the sale. The producer is responsible for letting the office know PRIOR to sale time if they are taking home any ineligible calves.
- The sale will take place at 6:00 pm, unless otherwise announced. All graded calves will sell as groups for one price for each group. Producers will be paid for their calf's weight at this price.
- Checks will be promptly mailed to sellers after the sale.

### **HEAT STRESSED CATTLE**

Stressed cattle, hot weather, and long hair are issues that contribute to some calves coming into the barn "hot" on sale day. Below are some steps to take to reduce stress on your cattle when being sold in the warmer summer months.

- When vaccinating/weaning/working cattle, be sure to avoid hot days if at all possible. If cattle must be handled on hot days, be sure to work them in the early morning hours using low stress handling techniques.
- When getting cattle up on sale day, try to handle the cattle early in the morning. Provide access to cool, clean drinking water and shade after catching the cattle. If in a barn be sure it has adequate ventilation for airflow.
- When loading and transporting cattle make sure trailers have adequate ventilation and do not over load cattle on the trailer. Reduce or eliminate the use of "hot shots" and electric prods when loading if possible.
- If calves have long hair that does not shed off, common reasons are genetics and nutrition. Look to utilize genetics that are suited for our climate. Calves on straight fescue may need special minerals or feed to help shed hair.
- Be aware that heat-stress may have implications on the cattle that are not seen immediately. Just because the calf does not show immediate signs of heat stress does not mean it will not affect them later on, which is why it is important to follow these recommendations.

**Cattle that appear hot or heat stressed when unloading or during grading will be noted and it is at the discretion of the stockyard or NCDA graders to determine if the cattle will be accepted for the sale.**

**SCLM reserves the right to postpone a sale due to extreme hot weather if we feel it is in the best interest of the sellers, buyers, and cattle.**

**Be sure to sign up for our sale updates where we will post all announcements.**

**Text FEEDER to 833-415-0511 to sign up.**

## IX. BENEFITS OF GRADED FEEDER CALF SALES

**Some of the most prominent benefits of selling calves at a graded feeder calf sale are listed below.**

- Calves are weighed and graded quickly after unloading. This small wait time ensures that your calves are weighed at an optimal time to provide you with the most value for your calf.
- Calves are grouped into pens according to breed, sex, weight, and grade to create uniform groups. Many times these groups can be combined into truckload lots. The groups and truckload lots are more desirable to the buyers and increase the value of the cattle, helping them bring a higher price.
- Graders trained by the NC Department of Agriculture and representatives from the NCDA are on site for the entire grading process and during the sale.
- Sale averages (as compared to average from sale barn reports during the same week) are historically \$10-\$25 per hundredweight higher for the Weaned Sales.

## X. GRADING DESCRIPTIONS

The grading description codes below are used to group the calves in similar groups according to breed, sex, weight, and grade. The following is a list of general descriptions. These descriptions are subject to slight changes according to what is consigned at each sale.

### WEIGHT & SEX:

- **Single digit number** – Steer; Number coordinates with its weight
- **Double digit number** (ends with 0) – Heifer; Number coordinates with its weight

### FRAME & MUSCLING:

- **M1** – M/L Frame, #1 Muscling
- **M2** – M/L Frame, #2 Muscling
- **S1** – S Frame, #1 Muscling

### COLOR & BREED CHARACTERISTICS:

- **A** – Black/BWF, Majority Angus influenced cattle. Showing predominantly Angus characteristics.
- **EX** – Blk/BWF, Red/RWF, CH-X/Smokies. Majority continental influenced.  
(CH-X calves have black noses)
- **SC** – Pink-nosed Charolais and spotted Simmentals
- **OX** – Crossbred cattle with odd or mixed colors
- **BR** – Blk/BWF, Red/RWF, Gray. Brangus or Brahman influenced cattle.
- **H** – Hereford

## XI. TOP REASONS FOR SORT OFFS

1. **Stags/Bulls:** Steers must be cut (or banded) and completely healed. Stags are castrated males that were either cut too late or not castrated correctly (only took out one testicle or left too much extra material). Steers showing too much bullish characteristic will be sorted out of the graded pens.
2. Injury, lameness, sickness, bad eyes, excessive warts, or excessive ringworm.
3. Do not meet minimum weight requirements (must be 400 lbs or will be sorted out and sold at the end).
4. Calves with horns or showing signs of “rat tails.”
5. S2 and #3 graded cattle. A S2 grade is a calf that is short and thin muscled according to the USDA grading chart. A #3 grade calf is a thin muscled according to the USDA grading chart.
6. Bred heifer, or showing probable signs of being bred (swollen udders). Implants can cause heifers to exhibit signs of pregnancy.
7. **Hot cattle:** Typically due to long hair during warm months or due to being stressed.

*\*\*After calves are graded, the producer is responsible for asking about “sort offs” – or calves that are ineligible to be sold in graded lots. “Sort offs” can be taken home by the producer or sold individually at the end of the sale.\*\**