

2002 LOWER MIDDLE TENNESSEE CATTLE ASSOCIATION  
VIDEO SALE SUMMARY

	HEAD	AVG. WEIGHT	AVG. BID PRICE	MARKET AVG. PRICE	PREMIUM PER CWT.	PREMIUM PER HEAD
Steers	10,964	765	76.01	71.87	4.14	31.66
Heifers	5,371	674	73.65	69.59	4.06	27.38
Holstein Steers	1,047	864	56.70	50.57	6.13	53.00
<b>Total</b>	<b>17,382</b>	<b>743</b>	<b>74.00</b>	<b>69.74</b>	<b>4.26</b>	<b>31.62</b>

The were three lots containing a total of 83 bred heifers averaging \$745 per head. These heifers were not included in the auction market comparison.

In 2000, USDA changed the grade descriptions for feeder cattle. As a result, the market reporting service now reports feeder cattle prices for grades 1 and 2 combined and for grade 3. The management of the Lower Middle Tennessee Cattle Association Video Sale decided to continue using the old USDA grades. So this information compares the bid price in the video sale (except for Holstein steers) with the grade 1-2 weighted average price as reported for Tennessee Weekly Auctions. In previous years this comparison used the mid-point of the auction quotes for the auction price.

Holstein steer prices were compared to weekly auctions for grade Large 3 Holsteins.

Total advantage compared to grade No. 1-2 price on Tennessee Auction Markets: \$549,162 (6.1%).

Gross return of all sales amounted to \$12,909,244.

AS5-Q-2

The Agricultural Extension Service offers its programs to all eligible persons regardless of race, color, national origin, sex, age, disability, religion or veteran status and is an Equal Opportunity Employer.  
COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS

The University of Tennessee Institute of Agriculture, U.S. Department of Agriculture,  
and county governments cooperating in furtherance of Acts of May 8 and June 30, 1914.

Agricultural Extension Service  
Charles L. Norman, Dean

The average price of \$74.00 per hundredweight in 2002 was down from \$83.05 in 2001, a 10.9% drop. The average weekly auction price in 2002 was down approximately 10.6% from the previous year.

Video sales were held in January, March, April, May, June, August, September, October, November and December. The October and December sales were added in 2002.

The 17,382 head sold in 2002 was a 26% increase over the previous year.

#### STEERS BY WEIGHT

	HEAD	AVG. WEIGHT	AVG. BID PRICE	MARKET AVG. PRICE	PREMIUM PER CWT.	PREMIUM PER HEAD
< 600	370	571	80.75	78.66	2.10	11.98
600-699	2229	659	79.76	76.54	3.22	21.23
700-799	3336	744	78.08	73.17	4.91	36.59
800-899	4572	832	73.63	69.37	4.29	35.73
> 900	457	910	69.40	67.01	2.40	21.79

### HEIFERS BY WEIGHT

	HEAD	AVG. WEIGHT	AVG. BID PRICE	NO. 1 MARKET AVG. PRICE	NO. 1 PREMIUM PER CWT.	NO. 1 PREMIUM PER HEAD
< 600	1471	547	77.82	74.60	3.22	17.63
600-699	1505	644	75.62	71.80	3.82	24.58
700-799	1643	747	71.73	67.57	4.16	31.12
800-899	752	824	68.97	63.64	5.53	43.93

### HOLSTEINS BY WEIGHT

	HEAD	AVG. WEIGHT	AVG. BID PRICE	NO. 1 MARKET AVG. PRICE	NO. 1 PREMIUM PER CWT.	NO. 1 PREMIUM PER HEAD
< 800	172	710	55.13	47.17	7.96	56.51
800-899	634	863	57.68	51.72	5.95	51.39
900-999	89	915	58.59	50.88	7.71	70.54
> 1000	152	1015	53.49	49.02	4.48	45.44

## HEIFERS BY LOT SIZE

	TOT. HEAD	AVG. HEAD	AVG. WEIGHT	AVG. BID PRICE	MARKET AVG. PRICE	PREMIUM PER CWT.	PREMIUM PER HEAD
0-24	470	18.1*	630	73.07	71.50	1.56	9.86
25-49	1108	34.6	657	74.17	71.24	2.93	19.22
50-74	1341	63.9	759	71.92	66.67	5.25	39.86
75-99	907	82.5	634	77.18	72.90	4.28	27.16
100-149	1189	118.9	670	72.64	68.18	4.47	29.94
> 150	356	178	583	75.27	71.67	3.61	21.01
45,000# to 55,000#	2182	75.2	676	74.49	69.41	5.08	34.29

\*Minimum lot size for consignment in the video sale is 20 head. Some of the consignments are for mixed steers and heifers. These mixed lots are separated into steers and heifers for the price analysis.

The last row of data is for lots that approximated a 50,000 pound truck load.

## STEERS BY LOT SIZE

	TOT. HEAD	AVG. HEAD	AVG. WEIGHT	AVG. BID PRICE	NO. 1 MARKET AVG. PRICE	NO. 1 PREMIUM PER CWT.	NO. 1 PREMIUM PER HEAD
0-24	405	18.4*	662	78.91	76.39	2.52	16.69
25-49	1677	34.9	723	77.28	74.18	3.10	22.45
50-74	5953	62.7	792	75.53	70.85	4.68	37.10
75-99	658	82.3	692	79.37	75.43	3.94	27.24
100-149	1313	119.4	836	73.07	68.87	4.20	35.11
> 150	958	239.5	659	78.60	75.78	2.82	18.61
45,000# to 55,000#	5609	63.7	791	75.84	71.02	4.81	38.06

\*Minimum lot size for consignment in the video sale is 20 head. Some of the consignments are for mixed steers and heifers. These mixed lots are separated into steers and heifers for the price analysis.

The last row of data is for lots that approximated a 50,000 pound truck load.

### STEERS BY FLESH SCORE

	HEAD	AVG. WEIGHT	AVG. BID PRICE	MARKET AVG. PRICE	PREMIUM PER CWT.	PREMIUM PER HEAD
3.5	37	600	84.50	84.63	-0.13	-0.78
4	1000	745	78.61	73.13	5.48	40.78
4.5	990	734	78.88	73.67	5.21	38.28
5	6122	767	75.36	71.60	3.76	28.85
5.5	1623	758	77.30	72.04	5.26	39.86
6	766	808	72.76	69.84	2.92	23.58
6.5	344	813	73.93	71.29	2.65	21.51
7	82	813	73.85	71.26	2.60	21.12

### HEIFERS BY FLESH SCORE

	HEAD	AVG. WEIGHT	AVG. BID PRICE	MARKET AVG. PRICE	PREMIUM PER CWT.	PREMIUM PER HEAD
3.5	37	580	77.50	78.90	-1.40	-8.12
4	354	597	75.04	71.63	3.40	20.31
4.5	446	581	78.84	74.40	4.44	25.78
5	2780	674	73.75	69.06	4.69	31.63
5.5	933	693	73.69	70.06	3.63	25.16
6	559	722	71.13	68.86	2.28	16.44
6.5	180	789	68.61	64.13	4.49	35.38
7	82	750	70.43	67.63	2.80	20.99

### HEIFERS BY PERCENTAGE GRADE PER LOT

PERCENT M&L #1	NO. HEAD	AVG. WT.	BID PRICE	COMP. TO MKT	% M&L 1	% M&L 2	% M&L 3	% S 1
>=90	1187	728	72.83	+4.94	92	7	0	1
80-89	2433	688	73.39	+3.86	82	16	0	2
70-79	1154	616	75.11	+4.20	72	24	0	4
60-69	382	623	74.91	+3.85	63	33	0	4
50-59	133	574	74.52	+1.20	51	45	0	4
40-49	82	700	69.40	-0.20	40	53	5	3

### STEERS BY PERCENTAGE GRADE PER LOT

PERCENT M&L #1	NO. HEAD	AVG. WT.	BID PRICE	COMP. TO MKT	% M&L 1	% M&L 2	% M&L 3	% S 1
>=90	3868	780	76.97	+5.32	92	7	0	1
80-89	3922	757	75.30	+3.66	82	17	0	1
70-79	2117	766	74.77	+2.65	72	26	0	2
60-69	609	748	79.54	+6.26	63	32	1	4
50-59	70	800	74.60	+2.83	50	40	0	10
40-49	184	707	72.92	+2.37	42	47	2	9
30-39	127	704	77.91	+1.59	32	60	3	5
20-29	67	700	74.50	+1.10	25	60	15	0

HEIFERS BY BREED

	AVG. WEIGHT	AVG. PRICE	COMP TO MARKET	BLACK & B. BALDY PCT.	RED & R BALDY PCT.	CHAROLAIS & CHAR. X PCT.	HEREFORD PCT.	SIMMENTAL & SIM. X PCT.	OTHER BREEDS PCT.	HEAD
All Heifers	674	73.65	+4.06	65	8	22	2	2	1	5371
Black > 75%	681	74.49	+4.87	91	3	5	1	0	0	2086
Black 50-74%	638	74.55	+4.22	62	13	18	5	1	1	1743
Black 25-49%	708	71.54	+3.00	34	13	31	0	17	5	555
Black < 25%	701	71.80	+2.65	10	4	86	0	0	0	813
Black = 0	723	71.22	+3.23	0	20	80	0	0	0	174
Red > 75%	725	68.00	+6.56	25	75	0	0	0	0	36
Red 50-74%	580	77.50	-1.40	0	59	41	0	0	0	37
Red 25-49%	656	73.70	+1.88	56	31	9	4	0	0	188
Red < 25%	660	74.13	+4.30	62	10	23	3	1	1	3172
Red = 0	700	72.96	+3.93	71	0	23	1	4	1	1938
Char. > 75%	708	71.32	+2.85	7	3	90	0	0	0	880
Char. 50-74%	741	71.63	+3.50	27	10	61	1	1	0	352
Char. 25-49%	604	75.53	+3.52	55	13	31	1	0	0	915
Char. < 25%	670	74.15	+4.67	75	8	13	3	1	0	2072
Char. = 0	690	73.98	+4.51	83	7	0	2	6	2	1152

Cattle were sold in minimum 20 head mixed breed lots. Each group received a breed description and was generally broken down as: black & black baldy, red & red baldy, Charolais & Charolais cross, Hereford, Simmental and other breeds.

The above table shows the selling price by the percentage of each breed in each category.

STEERS BY BREED

	AVG. WEIGHT	AVG. PRICE	COMP TO MARKET	BLACK & B. BALDY PCT.	RED & R BALDY PCT.	CHAROLAIS & CHAR. X PCT.	HEREFORD PCT.	SIMMENTAL & SIM. X PCT.	OTHER BREEDS PCT.	HEAD
All Steers	765	76.01	+4.14	67	8	22	1	1	1	10964
Black > 75%	753	77.45	+5.20	91	3	5	0	1	0	5139
Black 50-74%	768	75.92	+3.80	63	12	20	2	1	2	2278
Black 25-49%	792	74.11	+2.74	36	15	40	2	7	0	1856
Black < 25%	750	74.63	+2.80	11	15	73	1	0	0	1292
Black = 0	821	72.12	+3.70	0	21	76	1	1	1	399
Red > 75%	641	84.82	+7.25	4	96	0	0	0	0	117
Red 50-74%	685	77.39	+1.90	14	66	20	0	0	0	85
Red 25-49%	746	77.29	+3.97	47	34	17	2	0	0	773
Red < 25%	766	75.37	+3.74	63	9	26	1	1	0	6093
Red = 0	772	76.51	+4.76	77	0	18	1	3	1	3896
Char. > 75%	777	73.44	+3.09	9	4	86	1	0	0	1352
Char. 50-74%	797	71.60	+1.65	29	6	64	1	0	0	667
Char. 25-49%	787	75.22	+3.23	48	15	35	1	0	1	2118
Char. < 25%	747	77.13	+4.22	78	6	12	2	1	1	3967
Char. = 0	759	77.41	+5.85	88	9	0	0	3	0	2860

Cattle were sold in minimum 20 head mixed breed lots. Each group received a breed description and was generally broken down as: black & black baldy, red & red baldy, Charolais & Charolais cross, Hereford, Simmental and other breeds.

The above table shows the selling price by the percentage of each breed in each category.