This morning I finished my monthly newsletter for DeSoto County Cattlemen when I received the request to write an article for the “Article of the Month”. Naturally I turned to something I had just been working on. What jumps out to me is the need for all of us to follow and be informed with what is happening on a current basis with the Beef Cattle Market. With the ability by practically everyone to utilize the internet, the reality of getting and seeing this information is at your fingertips.

To start with, I would encourage all Cattlemen to be getting e-newsletters (not only from their livestock agent) such as, Food Systems Insider (www.foodsystemsinsider.com). From the “Beef” Magazine Website (http://beefmagazine.com/), you can sign up for newsletters (scroll to the bottom of the page) such as: Cow-Calf Weekly, Stocker Trends, American Cowman, Beef Industry Express, e-Hay Weekly and Quality Strategies. Drover’s Magazine (http://www.drovers.com/) has 3 e-newsletters: Drover’s Alert, Stocker Profit Strategies, and Consumer First Beef Partners. These are just a partial list of the potential e-newsletters that a beef producer can subscribe to for keeping abreast of the Beef Cattle Market.

Another source of excellent information is the USDA Agricultural Marketing Service. Start by going to their home page (http://www.ams.usda.gov/AM Sv1.0/). In the left column you have “Browse by Subject”. A good starting point is the “Commodity Areas”. Click on it and then choose “Livestock and Seed”. In LS Services, choose “Livestock and Grain Market News”. In order to know that you are at the correct site, the following is the web address: http://www.ams.usda.gov/AM Sv1.0/ams.fetchTemplateData.do?template=TemplateB&navID=MarketNewsAndTransportationData&leftNav=MarketNewsAndTransportationData&page=LSMarketNewsPage&description=Livestock%20and%20Grain%20Market%20News
It is a long one, but it will get you to where you need to be. (See Table 1 below). If you are interested in Feeder futures for April, click on “Daily Cattle and Beef Summary” and scroll to the bottom of the page. There you will see that the CME (Chicago Mercantile Exchange) for April 2009 has a high of $95.35 and a low of $94.20 per hundredweight.

You can also sign up with the USDA AMS for direct e-mailing any number of their reports. To do this, click on “Subscribe to Reports”. On the next page at the top, you will find a green bar (such as below) that will have in the middle:

“Reports by Email”. Click on that link and then register to receive e-mail reports.
While on that page, you will see a link that says: Agricultural Marketing Service Subscription (see Table 2 below). Once on the page, you can click the box to the left of the Report. Once you have selected all that you want to receive, then be sure to select the button that says: “Update Subscription”. You should then begin to receive those reports when they become available.

Another link (basically the same as above, but you cannot select to have the reports e-mailed to you from this site) that is worth noting is for a page that has just about every report on it that you might ever want to find and have available. This may be the easiest way to get what you may be looking for is to go the “AMS Collection by Title”. The web address for that page is: http://usda.mannlib.cornell.edu/MannUsda/browseAgency.do?action=searchByAgency&agency=ams&x=23&y=7.

If you want to know what the Arcadia Weighted Average for the week was, scroll down and click on that link. You can also find the other markets in the state such as Lakeland and Okeechobee. There are literally hundreds of reports available on a myriad of marketing subjects. Not all will apply to what you are looking for, but by bookmarking this page and periodically checking these different pages, you should be able to see market trends that will be helpful to you in making management decisions that will affect your profitability.

I would also encourage you to look to the National Cattlemen’s Beef Association and specifically, Cattle Fax for marketing and economic information. With Cattle Fax (http://www.cattlefax.com/membership/producer) there are several different levels of membership that will get you varying levels of information. If you do not feel that you can afford to join Cattle Fax, I would always encourage you to attend different state meetings such as the Florida Cattlemen’s Institute, the UF Animal Science Department Beef Cattle Short Course or the Florida Cattlemen’s Association Convention & Allied Trade Show. This year for example, Randy Blach, Executive Director of Cattle Fax is the Keynote Speaker at the Cattlemen’s Institute in Kissimme. Hopefully, I will see you there!

Table 1.
"The use of trade names in this publication is solely for the purpose of providing specific information. UF/IFAS does not guarantee or warranty the products named, and references to them in this publication does not signify our approval to the exclusion of other products of suitable composition."