

CONTRACTS AND MARKETING OF CALVES

Harvey Benschoter
Hi Hat Ranch
Sarasota, Florida

An outline of my talk is as follows:

- Marketing methods used by Hi Hat Ranch.
- Price determines how we sell.
- Forward contract calves for delivery at weaning.
- Terms of contract.
- Contract graze for spring sale of yearlings.
- Why contract graze.
- Some problems encountered.
- Retain ownership to slaughter.
- Contract with feedlot to graze and finish in lot.
- Presentation of calves for grazing.