



2025 Tennessee Hereford Marketing Program (THMP)

Weaning Deadline: September 26, 2025

Sale Date: November 12, 2025

To: Tennessee Hereford Marketing Program Consignors
From: Josh Woodward, United Producers, Inc., Richard Brown, Farm Bureau
Subject: THMP Fall Sale - November 12, 2025

It is Hereford Feeder Calf sale time again! The 16th annual Fall Sale will be on Wednesday November 15th at United Producers, Inc (UPI) Columbia Livestock Center in Columbia, TN. Because of the success of recent sales, the cattle will be offered in both co-mingled groups and singles again this year. Selling the cattle in larger groups has improved buyer interest and price. (Cattle will be sorted by quality, sex, weight, and then co-mingled and sold in larger groups). **Cattle may be delivered on Tuesday, November 11th, or cattle need to be there before 10:00 a.m., on Wednesday, November 12th to be listed in the sale order. Cattle will be weighed starting Wednesday morning.** We want to continue to build our reputation for selling "high quality" cattle that represent the Hereford breed well. If you have other feeder cattle or cull cows, UPI will be happy to market them in the regular Wednesday sale after the Hereford groups and singles.

The Boehringer Ingelheim (BI) vaccine program has served our needs very well during past sales. In our continuing effort to build uniformity into our sale offering as possible, the BI vaccines come as a strong recommendation from the committee and meet the required vaccinations for sale participation. Cattle will also be accepted with TN Beef Alliance Protocols and appropriate documentation. A list of the BI protocols and health form is enclosed. You may also refer to our website for a complete list of TN Beef Alliance health protocols at www.uproducers.com. **Remember to return a copy of your health record sheet along with your consignments for the sale by November 3, 2025.**

Please follow all label directions for handling and administering your vaccines. Remember, the best vaccines in the world will not provide the desired immunity to calves with inadequate administration, nutrition and/or mineral programs. If you need recommendations for suggested rations and /or minerals, please talk to your local feed supplier or extension agent.

All cattle selling in the THMP Sale must have the TN Hereford Marketing Program tag along with the recommended health protocols. Call Alison Schmidt at 931-433-4962 to order your Hereford tags today!

UPI would like to thank the TN Hereford Association for the opportunity to market your cattle. We appreciate your business and continually strive to provide you with quality service.

Josh Woodward
931-703-9090

Richard Brown
931-239-9785

Consignment Procedures for 2025 THMP Sale

Sale Date – Wednesday, November 12, 2025

1. Fill out Health Records Form as you give vaccines.
2. Calves must be tagged on the farm with Hereford Tags.
3. Correct tag placement is in calf's **left** ear or opposite of farm tag.
4. To order tags, contact Alison Schmidt at

Phone: 931-433-4962 (During normal working hours)

Email: aschmidt@uproducers.com

Return all paperwork by November 3, 2025 to:

United Producers, Inc.
Attn: Alison Schmidt
PO Box 42
Fayetteville, TN 37334

Or Fax to: 931-433-4124