



2024 Tennessee Hereford Marketing Program (THMP)

Weaning Deadline: May 25th, 2024

Sale Date: July 10th, 2024

To: Tennessee Hereford Marketing Program Consignors
From: Josh Woodward, United Producers, Inc.
Date: May 9th, 2024
Subject: THMP Summer Sale – July 10, 2024

At the request of the TN Hereford Association, we have added a summer sale this year! The 1st annual Summer Sale will be on Wednesday July 10th at United Producers, Inc (UPI) Columbia Livestock Center in Columbia, TN. Due to the success of recent sales, the cattle will be offered in both co-mingled groups and singles. 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, July 9th, or cattle need to be delivered before 10:00 a.m., on Wednesday, July 10th to be listed in the Hereford sale order. Cattle will be weighed starting Wednesday morning.** We 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 July 1st, 2024.**

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 Susan Parks at 931-433-4962 to order your Hereford tags today!

UPI would like to thank the TN Hereford Association and their members 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 2024 THMP Sale

Sale Date – Wednesday, July 10th, 2024

1. Fill out Health Records Form as you give vaccines.
2. Calves must be tagged on the farm with Hereford Tags.
3. Correct Hereford tag placement is in calf's **left** ear or opposite ear of farm tag.
(Please not in the same ear with another tag)
4. Return all required paperwork to Susan by July 1st, 2024
5. Deliver cattle on Tuesday afternoon prior to the sale or before 10:00 AM on sale day.
6. To order tags, contact Susan Parks at

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

Email: sparks@uproducers.com

Mail all paperwork to:

United Producers, Inc.
Attn: Susan Parks
PO Box 42
Fayetteville, TN 37334

Or Fax to: 931-433-4124