

Marketing Cull Cows

Cow-calf producers often give little consideration to marketing cull cows to higher value. Consequently, the pronounced seasonality of fall culling decisions results in a low price for cull cows in the fall and a tendency for a strong price recovery in the first quarter of the year. Cull cows, especially cows thin, but sound in the fall, represents one of the few opportunities in the cattle business to increase weight and price per pound between November and the January to March period. Cull cows also represent an opportunity to utilize lower quality forages or pastures that may not be suited for younger animals. Cull cow marketing depends on the availability and quality of feed resources and what other opportunities exist for use of those resources. In some cases, retaining cull cows for 60 to 100 days may provide a nice return for surplus feed resources.

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