

# Tri-State Beef Conference

August 8, 2017  
Washington County Fairgrounds  
Abingdon, VA

A conference for both cow-calf producers  
and stocker operators



Presented by:

**UT EXTENSION**  
INSTITUTE OF AGRICULTURE  
THE UNIVERSITY OF TENNESSEE

**NC** State University  
A&T State University  
**COOPERATIVE  
EXTENSION**  
*Empowering People • Providing Solution.*

**Virginia  
Cooperative  
Extension**

## Registration Form

**Payment Information:**  
Enclose a check payable to:  
Abingdon Feeder Cattle  
Association

**Registration Fee**  
\$20 — Before July 28  
\$25 — After July 28

**Mail to:**  
Tri-State Beef Conference  
c/o Phil Blevins  
Abingdon Feeder Cattle  
Association  
234 W. Valley Street, Suite B  
Abingdon, VA 24210

**Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**County:** \_\_\_\_\_

**Phone:** (\_\_\_\_) \_\_\_\_\_

**E-mail:** \_\_\_\_\_

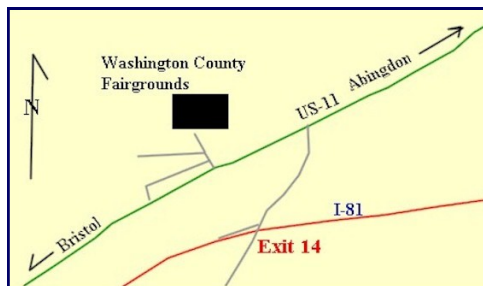
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Programs in agriculture and natural resources, 4-H youth development, family and consumer sciences, and resource development. University of Tennessee Institute of Agriculture, U.S. Department of Agriculture and county governments cooperating. UT Extension provides equal opportunities in programs and employment.

This year's conference will address topics of interest to both stocker and cow-calf producers. The conference will be a **one-day event** and will include educational sessions covering such topics as big picture in the cattle industry, pinkeye impacts and consideration, beef cattle outlook, reaching new markets, retail beef business, managing calving difficulties & stocker receiving program. We will also have a veterinary feed directive panel. Once again, we will have virtual tours of operations from each of the three states and then will have a time of questions and answers with the producers themselves. This year's conference will be one that should add dollars to your bottom line whether you run a stocker or a cow-calf operation.



### Directions to Fairgrounds



Take Exit 14 off I-81 to US 11  
 Turn left on US 11 at light  
 Go approximately 1/4 mile  
 Fairground Road is to the right

## Tuesday, August 8

**Registration begins at 8:00 a.m. The program will begin at 9:20 a.m.**

A steak lunch will be provided for all participants.

### Topics and Speakers

#### Big Picture in the Cattle Industry

Dr. Tom Field  
 Professor & Paul Engler Chair of  
 Agribusiness Entrepreneurship  
 University of Nebraska Lincoln

#### Pinkeye Impacts and Consideration

Dr. Lew Strickland, DVM  
 Assistant Professor &  
 Extension Veterinarian  
 University of Tennessee

#### Beef Cattle Outlook

Dr. Scott Brown  
 Assistant Extension Professor  
 University of Missouri

#### Reaching New Markets, Retail Beef Business

Ms. Valerie Bass  
 Executive Director  
 Tennessee Beef Council  
 Mr. Jason Carter  
 Executive Director  
 Virginia Cattlemen's Association

#### Managing Calving Difficulties

Dr. Harrison Dudley, DVM  
 Clinical Assistant Professor  
 North Carolina State University

#### Stocker Receiving Program

Dr. Robin Falkner, DVM, Zoetis

#### Veterinary Feed Directive Panelists:

Mr. Alex Dulaney, DVM  
 East Tennessee Veterinary Hospital  
 Mr. Ben Bowman  
 Washington County Farmers Coop  
 Mr. Eric Brady  
 Ag Input Inspector Supervisor  
 Tennessee Department of Agriculture

#### Moderator:

Dr. Jason Smith, Assistant Professor  
 University of Tennessee

#### Virtual Tours of three beef operations

We will highlight an operation from each of the three states and will have a time of questions and answers with the producers themselves

### Conference Hotel

Comfort Suites  
 1093 Ole Berry Drive off I-81 exit 14  
 Abingdon, VA 24210  
 (276) 698-3040  
 Rate: \$101 single or double/night  
 Deadline for group rate: July 23

A trade show will be open during the conference, with many of the animal health, feed, and marketing organizations involved in the region's beef industry there for you to meet and learn more about their products and services.