

**Wednesday, April 14 17, & 21, 2021
Cattle Marketed 6810**



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For more information visit our website at www.visalialivestock.com or call Randy at 559.906.9760



Market Snapshot



| Choice Steers | Prices shown per CWT / per 100 pounds | Choice Heifers |
|-------------------|--|-------------------|
| \$150.00-\$210.00 | 300 LBS | \$120.00-\$180.00 |
| \$140.00-\$200.00 | 400 LBS | \$110.00-\$170.00 |
| \$130.00-\$180.00 | 500 LBS | \$100.00-\$155.00 |
| \$120.00-\$160.00 | 600 LBS | \$95.00-\$140.00 |
| \$110.00-\$150.00 | 700 LBS | \$90.00-\$130.00 |
| \$100.00-\$135.00 | 800 LBS | \$85.00-\$125.00 |
| \$90.00-\$125.00 | 900 LBS | \$80.00-\$115.00 |
| | | |
| Slaughter Bulls | | Slaughter Cows |
| \$70.00-\$85.00 | High Yield | \$55.00-\$70.00 |
| \$60.00-\$70.00 | Medium Yield | \$50.00-\$55.00 |
| \$50.00-\$60.00 | Low Yield | \$45.00-\$50.00 |
| \$65.00-\$90.00 | Feeder/Young | \$55.00-\$70.00 |
| N/A | Heiferettes | \$65.00-\$95.00 |

| Top Bull | Top Cow |
|----------|---------|
| \$82.50 | \$65.50 |

Looking Ahead:

Wednesday, April 28th

Calf & Feeder Sale...large offering of good bunches of calves & yearlings, with value added programs in place, plus butcher cows

Wednesday May 5th

TCCA Off the Grass Sale...featuring good bunches of local calves & yearlings, as well as butcher cows

Wednesday May 12th

Jim Parsons/Dick Nock Memorial Sale...featuring good bunches of calves & yearlings from San Luis Obispo/Santa Barbara/Monterey/Kern/Tulare/Kings and Fresno Counties, as well as butcher cows

Wednesday, May 19th

Good Sale featuring large runs of calves & yearlings plus butcher cows

We have seen large numbers of cattle coming to market over the past two or three weeks each week increasing slightly in numbers and topping this last Wednesday with over 2900 head coming to town. The offering has been mostly made up of half light to middleweight calves with a quarter yearlings and a quarter butcher cows. We have seen the light calves meet great buyer demand each week. This market is hanging in there and they have sold mostly steady right along. The extreme light calves did back off just slightly called maybe five dollars lower but still selling very well and still bringing great prices. Just coming off some extremely high prices there for a few weeks. Middleweight calves and yearlings (which are mostly lighter to middleweight yearlings) are selling fully steady across-the-board and have shown increased buyer demand with several new buyers showing up to compete for cattle. There is some extreme optimism in the air from most stocker and feeder operators. The deferred cattle futures are pointing to higher fed prices in the coming months and this has them excited to get some inventory. We do feel that the market outlook is positive and we should see steady to higher prices right along. We would caution though that as the normal seasonal trend goes we would expect a softer market as the summer weather sets in across the country, this is to be expected. As we have said the higher Quality cattle with all the proper shots and some with other value added programs in place are the ones selling at the high end of the range with the plain or unvaccinated or improperly vaccinated cattle selling dollars behind at the low end of the range. Demand for all classes is extremely high even with the increased numbers across the state. This needs to be taken advantage of, look for our upcoming specials to be great marketing opportunities!

Cows and bulls which had made new highs for two weeks in a row have now turned over and are called a full \$10 to even \$15 lower in spots. There has been large numbers of cows coming to town as one would expect. It is important for all producers to cull hard and deep this go round as to conserve what little grass there is for the heart of the cowherd. Added numbers of cows on the market has most processors flooded with cows and most have cows standing around. This backed the prices up considerably as the Packers try and absorb all the added numbers. Look for it to be tough sledding on the cows until we get some of them cleaned up. Then as the numbers tighten again we would expect it to move back to the higher levels. Beef demand is extremely solid and moving well it is just that we have more numbers for a minute then there is kill space. This market should improve in the near future.

Last Saturday was our annual April bred cow sale. As expected there was an extremely large offering of fall bred cows and some spring pairs. This annual sale has proven to be one of the premier cow sales of the spring each year. This year we also had a great offering of front end fall bred females in the beginning and they met great buyer demand with prices ranging from \$1700-\$2200 on the fancy ones with all the bells and whistles. There was a couple sets of spring pairs that had quality, youth and outstanding AI sired calves, they brought \$1400-\$1600 and showed good buyer demand. As for the put together re-bred cows, smaller younger heifers many that were lightweight and under conditioned, there was lack of demand to say the least on these classes. We did expect it to be a tough sell on those classes as our local demand usually takes care of it but with no grass in a lot of the western United States this was somewhat expected. As is the case with the calves and yearlings the bred market has followed the same quality conscious trends with huge price gaps from the fancy females to the average and below average females. We would also expect this to be the norm moving forward until we get grass. As always if you need something specific or have questions please don't hesitate to call.

... ..See you at Ringside....Randy

GREAT MARKETING OPPORTUNITIES!!

Your Complete Marketing Service!

Basic Vac (At branding)

Inforce 3

One Shot BVD

Ultrabac 8

Show this card where you purchase your vaccines to make sure you get the right ones!

Premium Vac (3 to 6 weeks prior to marketing)

First shot with Basic Vac protocol plus second shot with: Bovi-Shield Gold One Shot

Ultrabac 7 Somubac



Have you tried Multimin?

Many producers have been adding Multimin to their lineup while preg checking cows and at vaccination time on the calves. Proper trace minerals are necessary for optimal fertility, vaccine response and health in cattle. More uniform groups of healthier calves equals more pounds to sell at weaning.

Visalia Livestock Market



PO Box 2529
Visalia, CA 93279

VISALIA LIVESTOCK MARKET
PO BOX 2529
VISALIA, CA 93279

**Visalia Livestock Market Value Added Program Card
(Send This Card or Copy With Calves When Sold)**

Please select one program: _____ Basic Vac* _____ Premium Vac** (followed VLM protocol)

| Date Vaccinated | No Head | Product | Route of Admin. Location of shot |
|--|---------|---------|----------------------------------|
| Send one of these in with your calves to help market them to their full potential! Check out our website for info on what shots to give. It really does make a difference. Copies can be found at | | | |
| www.visalialivestock.com | | | |

Please circle if applicable: NO Implants NO Antibiotics Age & Source Bangs Vac.

Comments _____

Name _____ Phone _____

Date Weaned _____ Type of Feed _____

I agree that by signing this affidavit that all shots listed above have been administered properly and that I have followed all guidelines set by Visalia Livestock Market and their vaccination program.

Signature _____ Date _____