

**Wednesday, June 16th, 23rd & 30th, 2021
Cattle Marketed 3600**



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Market Snapshot



Choice Steers	Prices shown per CWT / per 100 pounds	Choice Heifers
\$135.00-\$200.00	300 LBS	\$100.00-\$165.00
\$125.00-\$180.00	400 LBS	\$95.00-\$155.00
\$120.00-\$175.00	500 LBS	\$95.00-\$155.00
\$110.00-\$160.00	600 LBS	\$85.00-\$145.00
\$100.00-\$145.00	700 LBS	\$80.00-\$130.00
\$90.00-\$130.00	800 LBS	\$75.00-\$120.00
\$80.00-\$115.00	900 LBS	\$70.00-\$105.00
Slaughter Bulls		Slaughter Cows
\$75.00-\$95.00	High Yield	\$60.00-\$72.00
\$65.00-\$75.00	Medium Yield	\$50.00-\$60.00
\$55.00-\$65.00	Low Yield	\$40.00-\$50.00
\$65.00-\$90.00	Feeder/Young	\$60.00-\$80.00
N/A	Heiferettes	\$65.00-\$85.00
Top Bull		Top Cow
\$95.00		\$72.00

Looking Ahead:

Wednesday, July 7th

Good Sale...featuring several nice bunches of hard weaned calves and calves with proper shots. Plus good run of butcher cows.

Wednesday July 14th

Good Sale featuring a good run on calves, yearlings and butcher cows.

Wednesday, July 21st

Regular Sale

Wednesday July 28th

Good Sale

Save the Date! NEW DATE

27th Annual Cattlemen's Select Bull Sale

Sunday, September 12th @ 1PM

This year will offer the highest quality hand selected breeding bulls we have had to date. Featuring 40 Red Angus, 10 Sim/Sim Angus, 60 Angus, 10 Hereford

Well here we are again three weeks have gone by and we are just now doing a report! The good news is that this market has been building some strength on almost all classes of cattle over the past several weeks. It has been a slow steady, few dollars per week, moving in an upward direction for the most part. Although most all classes of the better cattle including cows and bulls are building strength, most of the real solid demand is coming on the middle weights. Both steers and heifers in the middle weight class are selling higher each week peaking this week with the very best that have all the credentials. Hard weaned, good shots, and high-quality out selling the rest by a long way. It is definitely paying huge dividends to those that are doing the value added programs! As stated many times and now we are seeing it more than ever, mostly because of the time of the year and the bigger downside on the higher risk cattle. Price gaps from the bottom to the top quality in the same weight classes are wider than ever and may seem ridiculous but this is the market environment we are in and it is here to stay although the gaps will narrow at better times of the season, there will continue to be larger premiums for those doing all the right things and bigger discounts for the generic cattle. Light cattle of all qualities selling just OK compared to their bigger counterparts not bringing any more per pound and in some cases less. The same is true for the bigger cattle. We are seeing the bigger end of cattle sell way behind in CWT compared to the middle-weights, this is mostly just a function of the live cattle futures, the farther down the road you can push them the higher the market outlook. The same should hold true for the extreme light cattle and this is more a function of the fact that very few outfits can or will want to handle them this time of year as most are very high risk. Look for this to change as we get closer to winter. Cows and bulls called higher again, also putting on another couple dollars this week across the board and showing improved demand. This week was our annual fall bred female sale. There was a nice offering of 500 young females and they really met solid demand for the feed situation. Although the prices will seem very reasonable when it rains, for now it looks like a good price level and most of all it feels good that there is more demand than expected. Bred heifers were bringing between \$1350 to \$1550, young cows between \$1350 to \$1650. It was a solid sale all the way through! Please make note that our 27th annual Cattlemen's select bull sale has a new date Sunday, September 12, 2021.

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

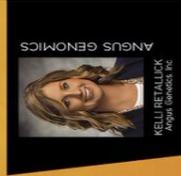
VISALIA LIVESTOCK MARKET
PO BOX 2529
VISALIA, CA 93279



Both Commercial and Seedstock Producers are Invited to Attend as the California Angus Association Brings the Best of Both Worlds Together Ahead of the 2021 Fall Sale Season

Kelli Retallick, director of genetic services at Angus Genetics, Inc.

(AGI) will discuss selection tools for the future of the beef industry, provide an update on current 6E-EPDs, \$Value indexes and how genomics can help producers with bull selection needs. She will also cover recent AGI research study results.



American Angus Association (AAA) Regional Manager Jake Pickering will discuss AngusLink™ - which gives producers the information needed to make the next calf crop more profitable.



He will share details on how Angus Links' scoring system enables producers to effectively communicate a calf crop's genetic performance potential to perspective buyers on sale day.

CAA SPONSORS ALSO LEADING DISCUSSIONS:

- Tyler Gray, territory sales manager, Neogen Beef Genomics: Utilizing Genomic Data to Fit Your Operation
- Christopher Schneider, DVM, MS, livestock technical services, Merck Animal Health: Benefits of Using MASALGEN™ - 3 PMH
- Jason Russell, Ph.D., technical beef nutritionist, Zimpro Corporation: Small Minerals, Big Impacts

Visit www.CaliforniaAngus.com our sponsors, members and list of upcoming fall sales.

CALIFORNIA ANGUS ASSOCIATION presents

THE BEST OF BOTH WORLDS

2021 CALIFORNIA CATTLE PRODUCERS SUMMIT

4 Locations Over 4 Days
RSVP NOW TO ATTEND THE VISALIA EVENT

TUES., JULY 20
Visalia Livestock Market
Visalia, California • 5 p.m.

Text or Call CAA Immediate
Past President Mike Hall to
Reserve Your Seat by July 5th at:
805-748-4717

EVENT SCHEDULE:
Each Event Kicks-Off with a CAA Sponsor Tradeshow, followed by Dinner or Lunch and Industry Presentations