

**Wednesday, July 7th & 14th, 2021
Cattle Marketed 1267**



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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
\$140.00-\$205.00	300 LBS	\$100.00-\$175.00
\$130.00-\$185.00	400 LBS	\$95.00-\$155.00
\$120.00-\$170.00	500 LBS	\$95.00-\$155.00
\$110.00-\$160.00	600 LBS	\$85.00-\$145.00
\$100.00-\$150.00	700 LBS	\$80.00-\$135.00
\$90.00-\$140.00	800 LBS	\$75.00-\$130.00
\$80.00-\$125.00	900 LBS	\$70.00-\$115.00
Slaughter Bulls		Slaughter Cows
\$80.00-\$95.00	High Yield	\$65.00-\$75.00
\$70.00-\$80.00	Medium Yield	\$55.00-\$65.00
\$60.00-\$70.00	Low Yield	\$40.00-\$55.00
\$65.00-\$95.00	Feeder/Young	\$60.00-\$80.00
N/A	Heiferettes	\$65.00-\$90.00
Top Bull		Top Cow
\$90.00		\$76.00

Looking Ahead:

Tuesday, July 20th @ 5 PM

**California Cattle Producers Summit at VLM
Brought to you by California Angus Association**

Wednesday, July 21st

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

Wednesday July 28th

Good Sale

Wednesday, August 4th

Regular Sale

Save the Date! NEW DATE

27th Annual Cattlemen's Select Bull Sale

Sunday, September 12th @ 12 PM

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

The market is showing a fair amount of optimism at this time! We are seeing all weight classes stay stronger in demand and price than is normally expected for this time of year. Although we are still seeing big price swings on quality, vaccinations and length of wean when we look at each weight class, overall the market feels good on the cattle that meet all the criteria. The light cattle which have been lagging behind are starting to pick up some steam which is earlier than expected, we will see if it stays that way. Middleweight's which have led the charge all spring are still showing the highest demand and make up the bigger part of the offering each week. Heavier feeders which are in short supply also picking up some but still a little behind, mostly because of the offerings. There is and has been strong price rewards for those that are using the preferred tools when it comes to genetics, vaccinations and wean status. This will continue to be the norm moving forward for sure. Here at VLM please know that we do try our hardest on ALL classes of cattle, but the cattle at the lower end of the price range always are the hardest to sell because they show the least demand.

Butcher cows and bulls which have been plentiful right along are still putting money on called higher again this past two weeks reaching some of the best prices we have had in almost a year! Bred cows and pairs still showing more demand than expected. We do seem to be in a good position moving forward as the future price outlook looks to be headed up.

Feed and water are becoming more of an issue for some. We must all do the best we can to get by and hang onto as many that are young enough and bred right as it should be higher prices ahead!! Please note that our annual bull sale will be changed this year with a new date Sunday, September 12th and will be the biggest and best offering we have had to date!

See you at Ringside, Randy

GREAT MARKETING OPPORTUNITIES!!



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

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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