

**Wednesday, March 11, 2020
Cattle Marketed 510**



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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
\$130.00-\$175.00	300 LBS	\$115.00-\$150.00
\$125.00-\$170.00	400 LBS	\$105.00-\$140.00
\$120.00-\$150.00	500 LBS	\$100.00-\$125.00
\$115.00-\$135.00	600 LBS	\$95.00-\$125.00
\$110.00-\$125.00	700 LBS	\$90.00-\$115.00
\$105.00-\$120.00	800 LBS	\$85.00-\$110.00
\$95.00-\$115.00	900 LBS	\$80.00-\$105.00
Slaughter Bulls		Slaughter Cows
\$75.00-\$85.00	High Yield	\$60.00-\$70.00
\$65.00-\$75.00	Medium Yield	\$50.00-\$60.00
\$55.00-\$65.00	Low Yield	\$40.00-\$50.00
\$70.00-\$85.00	Feeder/Young	\$55.00-\$70.00
N/A	Heiferettes	\$60.00-\$80.00
Top Bull	Top Holstein Cow	Top Cow
\$82.50	N/T	\$70.00

Looking Ahead:

Wednesday, March 18th

Regular Sale

Wednesday, March 25th

Good Sale

Wednesday, April 1st

Good Sale ...Good Run of Stockers & Feeders & Butcher Cows

Wednesday, April 8th

Good Sale...Large Run of Stockers & Feeders as well as Butcher Cows

SPECIAL EVENT...Saturday, April 18th

Annual Bred Female Sale...Featuring an outstanding offering of Fall bred replacement females

The market this week called another \$5 to \$10 cheaper. It does seem as if we are in a tail spin and everyone is scrambling trying to find the bottom. It comes down to this our industry is, or was, very fundamentally sound prior to the Corona Virus. It did look to be business as usual going into Spring and we were beginning to see our season upward trend start to kick in. We do know that at this point there will be lasting effects for sometime from this but we do feel very strongly that when the fear subsides there will be a very sharp recovery, to what point who knows but it will be big and will reinstate the confidence for buyers. We also know that open pen space will need to be filled up atm some point and most feedlot operators will need to buy cattle. Even at this time it does feel like a lot of pent-up demand is standing on the side line just waiting for their time to jump in. The fear of no one to buy the cattle is not realistic. They will need to refill and Summer grass operators will need to stock grass as it comes. So no, the world is not coming to an end it has just slowed way down for a moment. So with that said we are calling the stocker and feeder cash market although cheaper, way better at this time compared to what the futures are trying to anticipate. This is strictly a fear driven market and will have a fast sharp recovery when we see that they have some control of the Corona situation. On a better note the butcher cows seem to be business as usual and have not lost any ground this far, selling at the top end of their range for the last year or two! I can't explain it, just enjoy it and get dry cows off the grass as it will need to be saved for the bred ones later. Many people have asked me what do we do? All I can say is what I always say in any market. It is time to sell when the grass tells you to go and this timing is a little different for everyone depending on specific situations. We have no way to know when or how much this market will recover so don't put yourself in a bind with grass especially in a short year. Timely marketing is still key to save grass. As always if you have any questions please don't hesitate to call.

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



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!

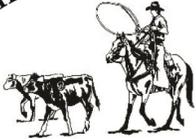
Premium Vac (3 to 6 weeks prior to marketing)

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

Ultrabac 7 Somubac

The Zoetis logo is displayed in white lowercase letters on an orange rectangular background.

Visalia Livestock Market



PO Box 2529
Visalia, CA 93279

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VISALIA, CA 93279

THESE FANCY BRED FEMALES SELL
DNA-Tested for Performance & Fertility Traits with Industry Rankings by Optimal Beef Solutions

SELLING 1,000+ HEAD OF FANCY REPLACEMENT FEMALES

Visalia Livestock Market Annual Bred Female Sale

SAT., APRIL 18, VISALIA, CA

BBQ Lunch at 12 Noon • Sale at 1 p.m. • Watch & Bid Live Online: LMAAuctions.com

These Featured Lots Sell, plus Many More Groups of Young, Bred Cows & Cows with Young Calves