

September 13, 2011

Dear Consignors,

Attached is our suggested delivery schedule to the September 2011 Alliance Sale. **Cattle must be delivered to the barn on Monday September 26th.** Please stay as close as possible to your scheduled delivery time. We understand fully that cows don't tell time and your very best plans can fall completely apart on the farm at times, especially when gathering and hauling cattle. It is usually good to plan a little extra time for penning and loading in order to allow for the unexpected. The cattle flow into the barns in August was near perfect with very short waits, if any, before unloading. Thanks to everyone for your cooperation in making this happen.

Recent weather has been much better than it was in August and hopefully it will continue until sale date. We will be doing everything possible to minimize the stress that your cattle are under prior to the sale. **We encourage you to try especially hard to avoid getting cattle over excited while gathering and loading.** This certainly increases the stress level on the cattle and also the amount of shrink that you take. Don't overcrowd trailers and remember to leave some room for body heat to escape.

Please sort heifers and steers as much as possible on trailers. This not only reduces stress on the calves during processing, but speeds up grading and weighing as well.

We have tried to schedule a steady flow of calves through the barn and hope to really minimize the time that anyone may have to wait before unloading. **If your listed time will not work** for you, please let us know. We would rather reschedule you now than to have you spend too much time waiting in line.

Cattle markets continue to remain strong, especially for preconditioned yearlings. Live Cattle futures for April 2012 (harvest month for most of these cattle) are trading at \$1.26 ¼ this morning and that is a good indicator toward a very good sale. We appreciate your commitment toward continuing the success of this Alliance.

Cattle sell at 9:00 a.m. Tuesday, September 27th! Remember you can watch on
www.lmauctions.com

John Woolfolk
Columbia

Richard Brown
Cookeville