

WLS

wells livestock services

QUARTERLY CUSTOMER NEWSLETTER

Winter 2011

Dear Valued Customers,

To start, I hope 2010 was a successful and prosperous year for you, your families and your operations, and I want to Thank You for your business in the past year.

This is the inaugural issue of what I hope to make a regular Quarterly Customer Newsletter, to keep our customers up to date on what's going on with Wells Livestock Services including: upcoming show dates, seasonal sale specials, new items added to our line-up, equipment spotlights on specialty items, and current new and used equipment inventory.

If you have any questions or comments regarding the Quarterly Customer Newsletter or any of the items we offer, please don't hesitate to give me a call at 740-505-3843.

Thanks, Dan

Steel Price Outlook

2010 will probably end up being one of best years, in recent memory, to have invested in livestock handling equipment. The slowed economy helped create reduced steel prices, thus allowing our manufacturer Titan West to lower suggested retail prices. At one point, in 2010, we were operating at 10% lower prices than the same time in 2009. However, steel tends to follow fuel, and as you may have noticed fuel began an upward climb during the last quarter of 2010. Titan West absorbed these steel increases as long as they could, and as of January 1st put into effect a 5% price increase. This price increase pushes us back up to price levels we were at in early 2009. The Steel and Fuel markets are hard to predict, however as the economy continues to rebound, indicators are that both will continue a gradual upward climb. If you are considering a larger investment in new livestock handling equipment, I'd encourage you to keep an eye on the steel market over the next couple months. Even with this recent price increase, early 2011 could prove to be an optimal time to make such an investment.



Bextra West Bale Feeders

Bextra West Bale Feeders continue to be a HOT item, as people are seeing the extra value they offer including a 5 Yr. Warranty, Rust Resistance & 70% more Hay Savings over standard 8 Ft. Rings! Our inventory is constantly turning over, often selling out before a shipment arrives. If you're looking to get a Bextra West Bale Feeder yet this winter, let us know ASAP to reserve yours!

Current New Inventory

- **Combo A.I. Chute**
w/ Titan Manual Hdgt & Neck Extender
- **24' O.K. Corral**
- **10' x 10' Calving Pen**
- **Bextra West Bale Feeders**
Round & Square
- **10' Creep Panel**

New WLS Website

You may have noticed on several of our promotional items through the fall, that I have started including the web address www.wellslivestockservices.com. Constructing and launching our own website has been an ongoing project over the last couple months, and I hope through January to put the final touches on the website and get it out there onto the web. My goal is to offer a site that includes additional information, photo galleries and videos on our complete line of handling equipment, as well as other interactive features that relate to the ag and beef industries. Many of these features will include: discussion boards, classified listings for livestock and used equipment, weather and market reports, educational links, and a blog by yours truly if I'm able to find the time among my travels.

WLS now on Facebook

Wells Livestock Services is now on Facebook. If you are on Facebook, look us up and become a fan of WLS to get updates of what's going on with us!

New O.K. Corral Video

Titan West has released a new informational video on the O.K. Corrals! Check it out at:
<http://www.youtube.com/watch?v=mjJTUZddvik>



Happy New Year's from Wells Livestock Services!

Dan, Malloreay & Garrett Wells
at the 2010 Ohio Beef Expo.

Upcoming Show Schedule:

February 16 - 19, 2011

National Farm Machinery Show

Kentucky Expo Center

Louisville, KY

(West Wing in-conjunction with
McBurney Livestock Equipment)

March 4 - 6, 2011

Kentucky Beef Expo

Kentucky Expo Center

Louisville, KY

March 18 - 20, 2011

Ohio Beef Expo

Ohio State Fairgrounds

Columbus, OH

Thanks, Dan

Authorized Dealer:

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TITAN WEST INC.
Livestock Handling Equipment
1-800-252-0847 www.titanwestinc.com

New for Spring 2011!

Wells Livestock Services is proud to announce that it will be offering the:

The Fly Killer Kover

as an upgradable cover on the purchase of a Titan West steel or poly Bull Master mineral feeder.

Adapter kits are available for Applegate, Bull Master, Behlen, Brower, Sioux, Vigortone, and Vita-Ferm three compartment, poly, mineral feeders.

The Fly Killer Kover will rid your herd of face fly and pink eye problems using a pour-on or spray insecticide recommended by the manufacturer for back rubber application.

The unit will also provide acceptable horn fly, lice, tick and mosquito control using synergized Prozap Insectrin Pour-On. This is a premixed, ready to use 1.00% permethrin, safe on beef and dairy cattle. Just pour the insecticide into the one quart reservoir centered on top of the kover and your fly control program has just been launched. The insecticide empties from the reservoir in less than 24 hours, saturating the felt. Refill the reservoir weekly or as needed.

The Kover is a 38 inch diameter urethane weathershield with a 1/4 inch thick polypropylene felt disc bonded to the underside. Mineral in the 150# capacity poly feeder entices the livestock to nose under the kover and thus the face, head area and shoulder contact the insecticide saturated felt and the cattle are self treating themselves almost daily.

The Fly Killer Kover is a product of F&B Mann Products, LLC; Waterville, KS 785-363-2655



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625 Cattail Rd.
Chillicothe, OH 45601

- Titan West Livestock Handling Equipment Sales
- Specialized Livestock Marketing Services

Give Dan a call at 740-505-3843!

Equipment Spotlight



Calving season is just around the corner, so don't...

GO IT ALONE this year!

- Assist with the calving process
- Artificial Insemination Pen
- Sick Pen
- Simple to Operate
- Low Cost Investment
- 7 Bar (69" tall) side panel height
- Built of 1 1/4" and 2" square tubing
- Split squeeze gate to allow nursing or for C-Sections
- Stanchion Headgate with a rope close & Emergency quick release.
- Standard size 10' x 10'; Custom sizes available
- Self swinging bow gates on front and back

Titan West Calving Pen