

**Net Returns from Preconditioning (\$/head) - Spring Calving
Steers (45 days); 450 lbs - 528.75 lbs
October, November, December (Weaning Months)**

Month Sold	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Avg 95-08
December	(0.81)	9.58	(6.98)	(1.09)	14.81	5.57	15.00	0.90	9.36	(12.11)	14.57	(56.01)	(20.66)	(61.28)	(6.37)
January	(6.67)	30.82	26.74	11.50	37.81	(7.20)	40.57	(2.48)	11.09	(1.46)	24.95	(5.41)	(26.21)	(27.86)	7.59
February	(7.04)	66.51	16.85	22.72	30.88	0.62	31.58	(0.45)	10.86	21.75	40.33	0.15	(9.42)	33.26	18.47

During the 1995-2008 Period

December			January			February		
Months Profitable	50%		Months Profitable	50%		Months Profitable	79%	
Months Unprofitable	50%		Months Unprofitable	50%		Months Unprofitable	21%	
	Range	Months		Range	Months		Range	Months
Profit	Over 100	0.0%	Profit	Over 100	0.0%	Profit	Over 100	0.0%
Profit	75-100	0.0%	Profit	75-100	0.0%	Profit	75-100	0.0%
Profit	50-75	0.0%	Profit	50-75	0.0%	Profit	50-75	7.1%
Profit	25-50	0.0%	Profit	25-50	28.6%	Profit	25-50	28.6%
Profit	0-25	50.0%	Profit	0-25	21.4%	Profit	0-25	42.9%
Loss	-25-0	35.7%	Loss	-25-0	35.7%	Loss	-25-0	21.4%
Loss	-50--25	0.0%	Loss	-50--25	14.3%	Loss	-50--25	0.0%
Loss	-75--50	14.3%	Loss	-75--50	0.0%	Loss	-75--50	0.0%
Loss	-100--75	0.0%	Loss	-100--75	0.0%	Loss	-100--75	0.0%
Loss	Over -100	0.0%	Loss	Over -100	0.0%	Loss	Over -100	0.0%

**Net Returns from Preconditioning (\$/head) - Spring Calving
Steers (45 days); 550 lbs - 628.75 lbs
October, November, December (Weaning Months)**

Month Sold	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Avg 95-08
December	5.63	16.37	(10.43)	(11.55)	12.41	4.74	(10.34)	11.29	17.01	(16.96)	12.49	(70.43)	(43.42)	(77.80)	(11.50)
January	(1.81)	29.45	17.30	2.40	39.48	1.63	17.44	10.17	5.12	(1.36)	15.30	(8.63)	(42.37)	(37.49)	3.33
February	(11.04)	54.96	7.27	26.66	30.99	3.94	(1.09)	(7.14)	(14.49)	2.85	10.32	(5.41)	(22.24)	19.81	6.81

During the 1995-2008 Period

December			January			February		
Months Profitable	50%		Months Profitable	64%		Months Profitable	57%	
Months Unprofitable	50%		Months Unprofitable	36%		Months Unprofitable	43%	
	Range	Months		Range	Months		Range	Months
Profit	Over 100	0.0%	Profit	Over 100	0.0%	Profit	Over 100	0.0%
Profit	75-100	0.0%	Profit	75-100	0.0%	Profit	75-100	0.0%
Profit	50-75	0.0%	Profit	50-75	0.0%	Profit	50-75	7.1%
Profit	25-50	0.0%	Profit	25-50	14.3%	Profit	25-50	14.3%
Profit	0-25	50.0%	Profit	0-25	50.0%	Profit	0-25	35.7%
Loss	-25-0	28.6%	Loss	-25-0	21.4%	Loss	-25-0	42.9%
Loss	-50--25	7.1%	Loss	-50--25	14.3%	Loss	-50--25	0.0%
Loss	-75--50	7.1%	Loss	-75--50	0.0%	Loss	-75--50	0.0%
Loss	-100--75	7.1%	Loss	-100--75	0.0%	Loss	-100--75	0.0%
Loss	Over -100	0.0%	Loss	Over -100	0.0%	Loss	Over -100	0.0%

**Net Returns from Preconditioning (\$/head) - Spring Calving
Steers (60 days); 450 lbs - 570 lbs
October, November, December (Weaning Months)**

Month Sold	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Avg 95-08
December	8.41	18.98	18.90	13.75	47.45	28.71	48.09	23.67	35.32	16.71	48.55	(29.65)	(0.43)	(65.77)	15.19
January	(4.75)	68.13	53.58	48.09	76.02	21.88	66.61	15.60	40.90	30.18	68.64	14.30	16.80	13.72	37.84
February	6.91	95.82	46.68	47.84	59.18	25.62	64.62	21.65	33.81	61.70	81.01	50.56	47.27	54.84	49.82

During the 1995-2008 Period

December			January			February		
Months Profitable		79%	Months Profitable		93%	Months Profitable		100%
Months Unprofitable		21%	Months Unprofitable		7%	Months Unprofitable		0%
	Range	Months		Range	Months		Range	Months
Profit	Over 100	0.0%	Profit	Over 100	0.0%	Profit	Over 100	0.0%
Profit	75-100	0.0%	Profit	75-100	7.1%	Profit	75-100	14.3%
Profit	50-75	0.0%	Profit	50-75	28.6%	Profit	50-75	35.7%
Profit	25-50	35.7%	Profit	25-50	21.4%	Profit	25-50	35.7%
Profit	0-25	42.9%	Profit	0-25	35.7%	Profit	0-25	14.3%
Loss	-25-0	7.1%	Loss	-25-0	7.1%	Loss	-25-0	0.0%
Loss	-50--25	7.1%	Loss	-50--25	0.0%	Loss	-50--25	0.0%
Loss	-75--50	7.1%	Loss	-75--50	0.0%	Loss	-75--50	0.0%
Loss	-100--75	0.0%	Loss	-100--75	0.0%	Loss	-100--75	0.0%
Loss	Over -100	0.0%	Loss	Over -100	0.0%	Loss	Over -100	0.0%

**Net Returns from Preconditioning (\$/head) - Spring Calving
Steers (60 days); 550 lbs - 670 lbs
October, November, December (Weaning Months)**

Month Sold	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Avg 95-08
December	10.71	23.21	11.52	(2.03)	37.39	24.57	16.30	34.50	43.99	3.51	42.60	(46.91)	(32.39)	(88.28)	5.62
January	(6.86)	57.95	36.31	29.90	78.28	24.34	37.55	19.52	9.81	25.16	43.37	3.68	(44.51)	(2.28)	22.30
February	(5.06)	71.37	22.96	49.00	44.22	20.65	18.00	2.78	1.27	27.62	34.75	28.39	27.52	27.05	26.47

During the 1995-2008 Period

December			January			February		
Months Profitable		71%	Months Profitable		79%	Months Profitable		93%
Months Unprofitable		29%	Months Unprofitable		21%	Months Unprofitable		7%
	Range	Months		Range	Months		Range	Months
Profit	Over 100	0.0%	Profit	Over 100	0.0%	Profit	Over 100	0.0%
Profit	75-100	0.0%	Profit	75-100	7.1%	Profit	75-100	0.0%
Profit	50-75	0.0%	Profit	50-75	7.1%	Profit	50-75	7.1%
Profit	25-50	28.6%	Profit	25-50	35.7%	Profit	25-50	50.0%
Profit	0-25	42.9%	Profit	0-25	28.6%	Profit	0-25	35.7%
Loss	-25-0	7.1%	Loss	-25-0	14.3%	Loss	-25-0	7.1%
Loss	-50--25	14.3%	Loss	-50--25	7.1%	Loss	-50--25	0.0%
Loss	-75--50	0.0%	Loss	-75--50	0.0%	Loss	-75--50	0.0%
Loss	-100--75	7.1%	Loss	-100--75	0.0%	Loss	-100--75	0.0%
Loss	Over -100	0.0%	Loss	Over -100	0.0%	Loss	Over -100	0.0%

**Net Returns from Preconditioning (\$/head) - Spring Calving
Heifers (45 days); 450 lbs - 528.75 lbs
October, November, December (Weaning Months)**

Month Sold	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Avg 95-08
December	(4.19)	12.49	(3.48)	(0.04)	25.82	9.84	1.57	6.52	(10.67)	(9.15)	15.85	(52.02)	(22.40)	(57.34)	(6.23)
January	(3.20)	27.23	32.36	17.00	47.08	4.66	20.65	8.49	(16.46)	5.29	30.21	(2.60)	(17.15)	(16.64)	9.78
February	(12.25)	59.09	23.23	35.50	36.17	4.70	8.20	7.25	53.12	18.94	31.43	3.91	(2.32)	25.65	20.90

During the 1995-2008 Period

December			January			February		
Months Profitable		43%	Months Profitable		64%	Months Profitable		86%
Months Unprofitable		57%	Months Unprofitable		36%	Months Unprofitable		14%
	Range	Months		Range	Months		Range	Months
Profit	Over 100	0.0%	Profit	Over 100	0.0%	Profit	Over 100	0.0%
Profit	75-100	0.0%	Profit	75-100	0.0%	Profit	75-100	0.0%
Profit	50-75	0.0%	Profit	50-75	0.0%	Profit	50-75	14.3%
Profit	25-50	7.1%	Profit	25-50	28.6%	Profit	25-50	28.6%
Profit	0-25	35.7%	Profit	0-25	35.7%	Profit	0-25	42.9%
Loss	-25-0	42.9%	Loss	-25-0	35.7%	Loss	-25-0	14.3%
Loss	-50--25	0.0%	Loss	-50--25	0.0%	Loss	-50--25	0.0%
Loss	-75--50	14.3%	Loss	-75--50	0.0%	Loss	-75--50	0.0%
Loss	-100--75	0.0%	Loss	-100--75	0.0%	Loss	-100--75	0.0%
Loss	Over -100	0.0%	Loss	Over -100	0.0%	Loss	Over -100	0.0%

**Net Returns from Preconditioning (\$/head) - Spring Calving
Heifers (45 days); 550 lbs - 628.75 lbs
October, November, December (Weaning Months)**

Month Sold	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Avg 95-08
December	3.23	13.70	(8.80)	(4.72)	18.61	7.94	(7.34)	11.53	(12.88)	(18.95)	6.00	(58.08)	(39.96)	(71.09)	(11.49)
January	(8.98)	17.07	19.33	12.20	32.56	0.88	11.79	8.59	(34.58)	(11.49)	4.58	(7.79)	(43.57)	(47.08)	(3.32)
February	(19.31)	50.99	5.07	32.09	21.91	(1.12)	2.06	(7.15)	25.37	(6.79)	(7.50)	(11.02)	(27.60)	(6.35)	3.62

During the 1995-2008 Period

December			January			February		
Months Profitable		43%	Months Profitable		57%	Months Profitable		43%
Months Unprofitable		57%	Months Unprofitable		43%	Months Unprofitable		57%
	Range	Months		Range	Months		Range	Months
Profit	Over 100	0.0%	Profit	Over 100	0.0%	Profit	Over 100	0.0%
Profit	75-100	0.0%	Profit	75-100	0.0%	Profit	75-100	0.0%
Profit	50-75	0.0%	Profit	50-75	0.0%	Profit	50-75	7.1%
Profit	25-50	0.0%	Profit	25-50	7.1%	Profit	25-50	14.3%
Profit	0-25	42.9%	Profit	0-25	50.0%	Profit	0-25	21.4%
Loss	-25-0	35.7%	Loss	-25-0	21.4%	Loss	-25-0	50.0%
Loss	-50--25	7.1%	Loss	-50--25	21.4%	Loss	-50--25	7.1%
Loss	-75--50	14.3%	Loss	-75--50	0.0%	Loss	-75--50	0.0%
Loss	-100--75	0.0%	Loss	-100--75	0.0%	Loss	-100--75	0.0%
Loss	Over -100	0.0%	Loss	Over -100	0.0%	Loss	Over -100	0.0%

**Net Returns from Preconditioning (\$/head) - Spring Calving
Heifers (60 days); 450 lbs - 570 lbs
October, November, December (Weaning Months)**

Month Sold	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Avg 95-08
December	1.55	16.91	18.28	12.11	55.14	31.14	29.88	27.44	(12.80)	18.16	48.47	(29.27)	(6.91)	(62.13)	10.57
January	(6.57)	58.73	59.48	48.74	82.82	30.51	43.38	24.42	27.38	34.23	66.66	12.35	(8.76)	15.95	34.95
February	(4.37)	81.14	36.06	58.39	57.15	23.51	32.70	23.52	71.98	54.73	66.62	43.50	44.25	35.42	44.61

During the 1995-2008 Period

December			January			February		
Months Profitable		71%	Months Profitable		86%	Months Profitable		93%
Months Unprofitable		29%	Months Unprofitable		14%	Months Unprofitable		7%
	Range	Months		Range	Months		Range	Months
Profit	Over 100	0.0%	Profit	Over 100	0.0%	Profit	Over 100	0.0%
Profit	75-100	0.0%	Profit	75-100	7.1%	Profit	75-100	7.1%
Profit	50-75	7.1%	Profit	50-75	21.4%	Profit	50-75	35.7%
Profit	25-50	28.6%	Profit	25-50	35.7%	Profit	25-50	35.7%
Profit	0-25	35.7%	Profit	0-25	21.4%	Profit	0-25	14.3%
Loss	-25-0	14.3%	Loss	-25-0	14.3%	Loss	-25-0	7.1%
Loss	-50--25	7.1%	Loss	-50--25	0.0%	Loss	-50--25	0.0%
Loss	-75--50	7.1%	Loss	-75--50	0.0%	Loss	-75--50	0.0%
Loss	-100--75	0.0%	Loss	-100--75	0.0%	Loss	-100--75	0.0%
Loss	Over -100	0.0%	Loss	Over -100	0.0%	Loss	Over -100	0.0%

**Net Returns from Preconditioning (\$/head) - Spring Calving
Heifers (60 days); 550 lbs - 670 lbs
October, November, December (Weaning Months)**

Month Sold	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Avg 95-08
December	5.46	14.59	10.25	4.64	45.64	22.22	11.49	31.33	(32.33)	(0.93)	30.41	(37.59)	(29.67)	(82.83)	(0.52)
January	7.93	75.12	65.15	67.65	88.69	53.32	63.21	50.49	36.53	44.15	56.66	32.87	(4.52)	20.73	47.00
February	8.54	97.44	43.91	76.14	64.54	36.65	50.36	31.19	65.93	52.64	47.68	49.02	41.64	40.97	50.48

During the 1995-2008 Period

December			January			February		
Months Profitable		64%	Months Profitable		93%	Months Profitable		100%
Months Unprofitable		36%	Months Unprofitable		7%	Months Unprofitable		0%
	Range	Months		Range	Months		Range	Months
Profit	Over 100	0.0%	Profit	Over 100	0.0%	Profit	Over 100	0.0%
Profit	75-100	0.0%	Profit	75-100	14.3%	Profit	75-100	14.3%
Profit	50-75	0.0%	Profit	50-75	42.9%	Profit	50-75	28.6%
Profit	25-50	21.4%	Profit	25-50	21.4%	Profit	25-50	50.0%
Profit	0-25	42.9%	Profit	0-25	14.3%	Profit	0-25	7.1%
Loss	-25-0	7.1%	Loss	-25-0	7.1%	Loss	-25-0	0.0%
Loss	-50--25	21.4%	Loss	-50--25	0.0%	Loss	-50--25	0.0%
Loss	-75--50	0.0%	Loss	-75--50	0.0%	Loss	-75--50	0.0%
Loss	-100--75	7.1%	Loss	-100--75	0.0%	Loss	-100--75	0.0%
Loss	Over -100	0.0%	Loss	Over -100	0.0%	Loss	Over -100	0.0%