

Producers Livestock Auction Co.

63 YEARS OF SERVICE

As **YOUR** Full Service Market

February/March 2017

Announcing our First Special Sheep and Goat Replacement Sale Saturday, March 25, 2017 beginning at 10 AM

Replacement Quality Males and Females of all breeds of sheep and goats are welcome. Don't miss this opportunity to consign early to this sale that promises to be a very special event for the sheep and goat industry. You must call to confirm your consignment for this sale. Books are now open. All buyers must pre-register by Friday prior to the Saturday sale. Go to www.producersandcargile.com or call Mike at 325-653-3371 for more information.

You can visit with Benny Cox (325)234-4277, Jody Frey (325)234-7895 or Charley Christensen (325)234-4939

Cattle News from Producers:

At our first Special Cow Sale of 2017 we sold better quality bred cows and heavy bred two year olds at \$1150 to \$1500 per head. Limited numbers of better quality cow/calf pairs were offered at \$1300 to \$1550 per pair. Beneficial rainfall has fallen in the last few weeks in our trade area and hopefully that will continue to provide plenty of forage for months to come.

Even with ample moisture and spring just around the corner, buyers for replacement females have been fairly selective and cautious. Last year's drastic market fluctuations and substantial drop in calf prices has potential buyers "doing the math" and giving plenty of thought into what today's value of a momma cow should be.

As spring branding and working begins, give thought to what potential buyers will be looking for when your calves are ready to market later this year. The 7-way or 8-way vaccine alone is not sufficient to have buyers getting overly aggressive when bidding on your consignment. Other series of shots, preferably at marking and prior to or at weaning have become the industry standard. Visit with your animal health provider to discuss the multitude of vaccines/herd health products available.

When unloading these vaccinated calves at Producers, please ask to fill out a vaccination form or call ahead with your consignment and tell us the shots they have been given. We will gladly announce the shot records along with any weaning information when your cattle are presented in the auction ring.

Jody Frey, cattle sale mgr (325) 234-7895

Sheep and Goat News:

Man, what a deal, range conditions are great in our sheep and goat raising areas. We have also been witnessing excellent prices for lambs and kids so far this year, due partially to light movement and continued ethnic demand. The wooled feeder lamb market, for this time of year, has been better than in the past three or four years. The reason for that is due partially to increased movement of fat lambs through our traditional markets. There has to be increased per capita consumption because we continue to be pressured by large volumes of imports of lamb from Australia and New Zealand.

I am excited about our upcoming spring as above average spring range conditions are guaranteed everywhere we operate. The winter has been mild, so keep stomach worm issues in mind. Two years ago I saw lots of sick sheep, both wool and hair sheep as well as goats. The buyers will start to respond negatively to all classes of sheep and goats if they have lots of problems with stock coming from a specific area. I can speak to this issue first hand due to feedback I get from those who buy from different areas. Please bring the healthiest stock you can to market and you will be rewarded for it and keep after those varmints.

Benny Cox, sheep sale mgr. (325) 234-4277

Concho Livestock Company----

Order buyers of all classes of sheep and goats—325-653-3371 office

We can buy sheep or goats for you at the livestock auction or in the country. Give any of us a call.

Benny Cox-325-234-4277

Jody Frey – 325-234-7895

David Quam-325-656-8506

Feel free to call any of our Producers Livestock sales representative or managers for whatever information you may need to assist you with your program. Some names are above and here are the rest:

Vernon Mansfield-Yard foreman-325-234-1429,

Bill Willis-Inventory Control office-325-656-5940, Mike Matthiesen-Controller-325-340-3816,

Sales & Sorting: Lon Felts-325-656-4699, Clint Rainey-325-473-1463

Remaining Schedule for 2017

March 16	Special Cow Sale
March 23	Special Calf Sale
March 25	Special Sheep & Goat Replacement Sale
April 20	Special Cow Sale
April 27	Special Calf Sale
May 25	Special Calf Sale
June 22	Special Calf Sale
July 3-7	Fourth of July Vacation
July 17	Stocker & Feeder Calf Special
August 14	Stocker & Feeder Calf Special
September 7	Special Cow Sale
September 11	Stocker & Feeder Calf Special
October 7	ISA Bull Sale
October 12	Special Cow Sale
October 16	Stocker & Feeder Calf Special
November 9	Special Cow Sale
November 11	Hill Country Brangus Sale
November 16	Special Calf Sale
November 20-24	Thanksgiving Vacation
December 14	Special Calf Sale
December 21	Cattle Sale (last sale of the year)
Dec. 25-Jan. 2	Christmas Vacation
January 4	Cattle Sale (first sale of 2018)