

Producers Livestock Auction Co.

**63 YEARS OF SERVICE
As YOUR Full Service Market**

January/February 2019

Cattle News from Producers:

Happy New Year from everyone here at Producers Livestock. We sincerely hope 2019 is prosperous and fruitful for our stockman, customers and the related agri-businesses that we do business with throughout the year.

Last year ended with fairly good demand for the better quality calves and yearlings, but the lesser quality calves were being discounted as much or more than we have seen in quite a while. The overall calf demand should improve as we enter the new year, especially if we have a mild winter and the health issues of these freshly weaned calves improves.

Slaughter cow and bull prices seriously struggled through the latter part of 2018. Granted, a lower trend is typical and almost a given in the fall, but it is still a bitter pill to swallow. There were numerous weeks where the top-end slaughter cows struggled to top .40 to .44 per cwt. Thankfully, by years end prices had slightly improved with higher yielding cows bringing from .46 to .52 per cwt. We look for continued price improvement through the winter and spring as available supply becomes more manageable for slaughterhouses.

We are now taking consignments and looking forward to the first Special Cow Sale of the spring on Thursday, February 14. Call anytime with inquiries about this sale or any of our weekly or future sales.

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

Sheep and Goat News:

We have seen big swings in values of sheep and goats since last spring. The ranges from the lows to the highs have not seen this drastic since 2013. When range conditions worsened this spring and summer, for many in our trade territory, people were looking at selling off females or destocking parts of their herds. The increased movement weakened the market to lows that were of concern to many. The rains came and in many cases range conditions are now as good as anyone could wish for. The prices on the 45 to 65 pound hair lambs going to the Ethnic markets are as high as they have ever been and the kid goat market is very good as well.

The varmint continue to be an issue and if conditions in the spring turn out as good as promised, stomach worms will be something we all need to address soon. Remember the winter of 2015 and spring of 2016 when lush conditions resulted in extreme stomach worm issues for many in goats, wool sheep and even hair sheep. At that time many people thought we no longer has a drench that would work, but many livestock were carrying a large worm load before ever being drenched. Producers in very wet conditions are forced to break the 28 day cycle and rotational grazing can help along with regular drenching. Animals carrying a large worm load can look good in the pasture with excellent range conditions but when stressed through movement such as shipping to feedlots, slaughter or auction barns, death loss can be a problem. Our sheep and goats are in good demand, but they must cross the scales for a payday. Remember, much of this area is best suited for sheep and goat production.

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

*******Third Annual Sheep & Goat Replacement Sale*****
Saturday March 23, 2019**

Replacement quality Males and uniform groups of Females in all breeds of sheep and goats are welcome. Don't miss this opportunity to consign early for this sale. The last two **Specials** have proven to be a big success for both sellers and buyers. **You must call to confirm your consignment for this sale. Books are now open.** Call Benny Cox 325-234-4277-Jody Frey 325-234-7895 or Jake Wagner 325-234-8673 for more information go to www.producersandcargile.com. All buyers must preregister by Friday, March 22, 2019. Call the office at 325-653-3371.

Schedule for 2019

January 17	Special Calf Sale
February 14	Special Cow Sale
February 21	Special Calf Sale
March 14	Special Cow Sale
March 21	Special Calf Sale
March 23	Special Sheep and Goat Replacement Sale
April 18	Special Cow Sale
April 25	Special Calf Sale
May 23	Special Calf Sale
June 20	Special Calf Sale
July 1 thru July 5	Closed for July 4 th Vacation
July 15	Stocker and Feeder Calf Sale (1)
August 12	Stocker and Feeder Calf Sale (2)
September 5	Special Cow Sale
September 9	Stocker and Feeder Calf Sale (3)
September 19	West Texas Rehab Sale
October 5	ISA Bull Sale
October 10	Special Cow Sale
October 14	Stocker and Feeder Calf Sale (4)
November 7	Special Cow Sale
November 9	Hill Country Brangus Sale
November 14	Special Calf Sale
November 25 thru 29	Closed for Thanksgiving Vacation
December 12	Special Calf Sale
December 19	Cattle Sale (Last Sale of the year)
December 23 thru January 3	Closed for Christmas Vacation
January 7, 2020	Sheep Sale (First Sale of 2020)

**Producers Livestock Auction Co.---San Angelo, Texas---Tele:325-653-3371---
www.producersandcargile.com**