

# **Producers Livestock Auction Co.**

**63 YEARS OF SERVICE**

As **YOUR** Full Service Market

Office 325-653-3371

[www.producersandcargile.com](http://www.producersandcargile.com)

**January/February 2021**

## **Cattle News from Producers:**

We are off to a good start of the New Year with steady to higher cattle prices and finally some beneficial moisture with the recent rains and snow storms. In years past, you could normally expect slaughter cow and bull prices to drastically improve through the winter months when available numbers get seasonably short. This year, however, with extremely dry conditions in New Mexico, Colorado and other western states, available supplies have been plentiful but prices have remained steady to slightly higher from late 2020. As of mid-January, the heavyweight, fleshy, high yielding cows are bringing from \$50-58 per cwt.

For several weeks in late fall, we saw several groups of fresh branded calves, mainly from West Texas. Fresh brands, just days or weeks prior to marketing, are not encouraged and in more than a few instances it limited the demand for those calves. Buyers are concerned about added stress, especially during the fall months when health conditions of those calves are most at risk. We at Producers and the weekly buyers fully understand when calves are weaned, vaccinated and turned back out to pasture that a brand may be needed, but please consider not branding calves if they are soon to be sent to town and not weaned at least 30-60 first.

On a weekly basis, we continue to announce the vaccination records and weaning information provided to us and also hand out flyers with that information to buyers prior to each auction. Please let us know specifically what vaccination and the name of the vaccines that your calves or yearlings have had.

As we have for over 65 years of Cargile family ownership, we will continue to represent each consignment in your best interest.

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

## **Sheep and Goat News:**

The last day of 2020, moisture finally moved into our area. Three rain and snow events in the first three weeks of 2021 give optimism for an early spring. Parts of our area received some September rains that helped germinate winter weeds and cool weather grasses but moisture has been scarce since then. Now, we will have lots of sheep, goat and deer feed in the next few weeks.

The sheep and goat markets have seen prices at an absolutely amazing level never seen before. The question we keep getting is "How long will it hold?" At this time of year numbers are normally short contributing to improved prices until larger numbers start showing up at market.

Most ethnic buyers prefer, in most instances, a 55 to 70 pound lamb or goat over heavier weights. When numbers are short, buyers will pay whatever it takes to load the truck and when they have greater numbers, they can be more selective. In the past 20 years, Texas has made a big transition in increased meat goat numbers and hair sheep while moving away from Angoras and wool sheep. This transition has fit our industry well here in the south with mild winters where we can kid or lamb most any time of year without fear of winter storms.

Another consideration is the gap between the value of top 60 pound goats and top 60 pound lambs has narrowed a lot. Last year, the difference could have been between 80 cents to one dollar per pound. Now, it is closer to between 10 and 30 cents per pound difference still in favor of the goats. I might also note, Reid Redden noted that in the last couple of years, goat numbers have remained steady while sheep numbers have increased. We are still selling 9 hair lambs for every wool lamb through our weekly sales and I understand there is a higher percentage of hair sheep as you go farther east.

*Benny Cox, sheep sale manager (325) 234-4277*

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### **Pregnancy Testing at Producers:**

We have a very competent and hard working vet that takes care of the pregnancy testing for us. For several years now, we have only been able to have him present at the auction from 7:00 am until 10:00 am on Thursday mornings. He only comes in on other days when we have enough cattle coming early to make it worth his while to come in. Our veterinarian has a regular animal clinic and it doesn't make sense for him to spend the entire day here on Thursdays waiting on a handful of late arrivals to the sale.

**While we are more than happy to have your cattle pregnancy tested prior to the sale, there is no guarantee that will happen if you bring your cows in after 8:00 am on sale day.**

**Not pregnancy testing good quality cows and especially young heavy bred desirable cows could cost you several hundred dollars or more.** We always strive to generate as many dollars as possible for your consignment. **Please bring cows that need to be paired or pregnancy tested no later than Wednesday, if at all possible. Not doing so is only taking money out of your pocket.**

*Charley Christensen, General Manager (325) 234-4939*

### **Order Buying & Private Treaty Sales:**

**Order buyers of all classes of sheep and goats as well as cattle. We can buy and sell sheep, goats and cattle for you at the weekly livestock auction or privately in the country. We are available to help you find and sell the right kind of livestock for your ranching operation. Give any of us a call.**

*Benny Cox – 325-234-4277*

*Jody Frey – 325-234-7895*

*David Quam – 325-656-8506*

*Charley Christensen – 325-234-4939*

**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:**

Andy Knight-Yard foreman-325-234-2082

Bill Willis-Inventory Control office-325-656-5940

Sales & Sorting: Lon Felts-325-656-4699

Mike Matthiesen-Controller-325-340-3816

### **5th Annual Special Replacement Sheep and Goat Sale**

**Saturday, March 20, 2021**

**Sale Time 10:00**

We have early consignments totaling over 700 head of replacement quality Hair sheep ewe lambs and exposed yearlings as well as ewe/lamb pairs and generally we have nannies. We also have various consignments of Hair sheep bucks and Billy goats. Consignments are still open so call now to get on the list.

**Buyers contact Mike Matthiesen to register at 325-653-3371 or**

**[producers@suddenlinkmail.com](mailto:producers@suddenlinkmail.com) before noon on Friday, March 19.** For more detailed

information, check our website ([producersandcargile.com](http://producersandcargile.com)) or contact our office or call

Benny Cox 325-234-4277, Jody Frey 325-234-7895 or Charley Christensen 325-234-4939

**If you need to get in the business or restock, don't miss this sale.**

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