

# **Producers Livestock Auction Co.**

**68 YEARS OF SERVICE**

As **YOUR** Full Service Market

Office 325-653-3371

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

**January 2022**

## **Cattle News from Producers:**

Best wishes for a happy and prosperous New Year from everyone here at Producers. Mild weather for months now has been enjoyable, but the lack of moisture over a broadening area is becoming a big concern for many. Stock tank levels are fading fast east and north-east of here where a fair number of stock farms still rely on surface water for livestock and wildlife. It's never a good sign when you start to see cattle off the highway and back roads with mud up to their knees.

We are starting out the new year with steady to higher prices across the board, with really strong demand for the better quality calves weighing 350-600 lbs. The majority of those calves will head north for preconditioning and ideally would graze late winter wheat and/or spring summer grazing programs.

As would be expected through this dry weather and winter months, we are starting to see a fair number of thinner fleshed cows. We fully understand that it's challenging and frustrating for those of you who have poor range conditions to keep your cows in the best of body condition, but the alternative is not good. There is very limited buyer demand for these thinner/smaller framed cows coming to market. Slaughterhouses here in Texas and across the country are demanding a heavier carcass animal and severely discounting those lighter carcass cows and bulls. Answered prayers for beneficial rain and plentiful grazing in the months to come would be a game-changer for the available supply of slaughter cows and bulls.

Many thanks for everyone's patronage and friendship from years past and don't hesitate to call if we can help in marketing your livestock.

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

## **Sheep and Goat News:**

The year end market on sheep and goats was no surprise, ending on upbeat market trends. The ethnic market has been great for all of 2021 on all classes of sheep and goats. We were dry until late spring in much of our area but rains in May changed things for the better and most areas saw range conditions improve. Even with movement of large numbers through auction in early spring, the market held its own and it is apparent we have established a new base price that is much higher, especially on the lambs.

The ethnic holidays affected the market, as it always does, in a positive way. Even though the Muslim religion has no specific designated holiday around Christmas, they have lots of gatherings, and the demand between Thanksgiving and Christmas has been good in past years. We continue to see more hair lambs each year compared to wool lambs through our market.

Hair sheep females are in good demand and are easy to sell going back to the country, while wool ewes are not as easy to move. The ethnic buyers will buy hair or wool lambs to go to processing and do not show a lot of hesitation on wool versus hair, especially on lighter weights of 75 pounds and under. The traditional market had problems with the large processors being shut down, many times with lack of employees showing up to work.

The good news is that lamb has been in great demand and the market has been good from late summer up until now and looks good for the future. In addition, many first time consumers of lamb have surfaced and they are coming back for more.

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

**Producers Livestock Auction Company**  
**Sixth Annual Sheep & Goat Replacement Sale**  
**Saturday, March 19, 2022 10:00 AM**

Replacement quality Males and groups of 20 head of uniform Females in all breeds of sheep and goats are welcome! This special event for the sheep and goat industry was very well attended and successful the last five years. Don't miss this opportunity to consign early for this sale. You must call to confirm your consignment for this sale. Books are now open. All buyers must pre-register by Friday March 18, 2022.

Give us a call for more information:

Benny Cox 325.234.4277  
Jody Frey 325.234.7895  
Charley Christensen 325.234.4939  
Mike Matthiesen 325.653.3371 (Buyer Register)

**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

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