

# **Producers Livestock Auction Co.**

**63 YEARS OF SERVICE**

As **YOUR** Full Service Market

Office 325-653-3371

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

**June/July 2021**

## **Cattle News from Producers:**

Sometimes no news is good news!! After the newsbreaking events of the last 15 months or so, with the Covid virus, presidential election, dry weather last fall and winter storm in February, it's nice to just get back to business as usual. Up until mid-May, we were selling several hundred bred cows and pairs on a weekly basis. The vast majority were being sold due strictly to dry weather. As of this writing in early June, a good portion of our trade area has received much needed beneficial rainfall and that alone has slowed down weekly auction receipts.

Grain prices and feed commodities have been a top news story and for good reason. I heard last week that a feedmill was trying to buy a sizeable amount of raw cottonseed. Granted it's offseason, but quoted price was \$460 per ton. That is unheard of and unprecedented and should be a concern to everyone. The real pencil pushers of the cattle feeding sector believe calf prices should be at least \$20 to \$25 per hundred lower based on today's grain prices and projected cost of gain in the feedlot. Thankfully, supply and demand is keeping the calf and yearling market pretty stable with active bidding and fairly strong demand. Best 6 weight steers have recently traded for mostly \$135 to \$145 per hundred with the heifer mates at mainly \$115 to \$125 per hundred.

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

## **Sheep and Goat News:**

We have been blessed with an excellent market on our sheep and goats for the last year. The goat market showed no weakness until the week of May 11<sup>th</sup> and fell off the next two weeks around a dollar a pound on top end kid goats from the mid \$4.50 range to \$3.50 per pound which is still a good market value. The hair sheep lambs have had some ups and downs and have settled in the low to mid \$2.50 range with big numbers coming to market each week. On the woolled lamb front, the commercial lamb feeders have finally gotten back into the market. For the last year, wool lambs selling through auction have gone to ethnic markets over 90% of the time.

Dry weather conditions have been widespread throughout the south and southwestern parts of Texas where the larger sheep and goat producing areas are. In May, showers started to pop up and have brought some relief in those areas. Producers need for it to continue for their range conditions to get back to near normal at best. In times like this is when we realize our dry weather livestock best fits the major portion of our area.

Predation continues to be a problem in every area we service and will never end so anything you can do personally or to support other efforts of control is very important. As I have said many times, we have a good demand for our product but cannot get paid until you can ship a live sheep or goat.

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

## **Opinion:**

*Over the years we've been lucky enough to have some very skilled, knowledgeable and hardworking employees at Producers. As you all know, it is difficult to find new employees with work ethic much less any skills relating to livestock handling. This challenge has been exacerbated in the last year or so with the State and Federal governments throwing money at people that would rather sit at home than go to work. Please always let your elected representatives know that we will never have a truly solid economy without putting our work force to work someplace other than their living rooms or front porches. Strong economies are built on the backs of working people and not physically and mentally capable people living off government handouts. Remember, the money they are paid is coming from the taxes we all pay.*

*As for Producers Livestock, we do our best to handle and market your livestock and will continue to do so. If you know someone willing to work hard and show up for work for a fair wage, send them to us.*

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

## **Upcoming Schedule:**

<b>June 24</b>	<b>Special Stocker &amp; Feeder Calf Sale</b>
<b>July 3-July 10</b>	<b>Closed for July 4 Vacation</b>
<b>July 22</b>	<b>Special Stocker &amp; Feeder Calf Sale</b>
<b>August 12</b>	<b>Special Stocker &amp; Feeder Calf Sale</b>
<b>September 9</b>	<b>Special Cow Sale</b>
<b>September 16</b>	<b>Special Stocker &amp; Feeder Calf Sale</b>

## **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**

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