

Producers Livestock Auction Co.

63 YEARS OF SERVICE

As **YOUR** Full Service Market

Office 325-653-3371

www.producersandcargile.com

May/June 2020

Cattle News from Producers:

Well, there really isn't much left to say about the Coronavirus pandemic that we have all just witnessed and lived through since Mid-March. Our hope and prayer is that our customers are healthy and financially able to ride out these uncertain times and volatile market conditions. As you all very well know, calf prices have been unstable to say the least, and as of this writing (early May) we are continuing to witness a lower market. The net dollars per head on those lighter weight calves isn't very favorable. Thankfully the heavier weights are dollaring out pretty decent, especially on knife cut, weaned and vaccinated steers.

Understandable cautions on the part of stockmen all across the country have severely curtailed numbers at auction markets these past 6 to 8 weeks. Through all of this the "auction way" of marketing your livestock has once again proven to be a fair environment and your best bet for true price discovery!! One thing in particular to be thankful for is that this pandemic didn't occur during the fall season when so many more cattle need to be marketed and stock men have fewer options.

Call anytime if you'd like to visit about weekly trends or if you're making plans to market your fall born calves in the summer months ahead.

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

Sheep and Goat News:

As news of the Coronavirus broke, there was a slowdown in the movement of sheep and goats due to the uncertainties which put people on guard. On March 24 and March 31, the slaughter lambs lost around \$1.00 per pound, while the slaughter goats were slower to respond. But on March 31, the goats lost anywhere from .50 to .60 per pound. Part of the reason was the closure of shipments into New York and New Jersey due to high rates of infection in those areas. These issues were short-lived in Texas and markets responded on April 7 and April 14 with lamb markets gaining back most of the losses and goat markets gaining even more strength than before. As the numbers dropped along with the market prices, competition increased causing the market to respond quickly.

The demand in the Dallas-Ft Worth metroplex and the Houston area for sheep and goat meat is high, relative to these trying times. Texas is an Ethic driven market and has been for the past 10 to 15 years. The traditional markets of a lamb going to a feedlot to fatten have changed. Traditional markets rely on restaurant and motel trade for 50% of their value and with the closures; it placed then in a vulnerable position. This virus has shown us that we need these far away markets and shipments, especially in the spring when our numbers pick up. In May, much livestock reach marketable weights and the results is a lower market as numbers increase. The ethnic slaughter market is very fragmented and does not depend on the large packers to do their processing. An ethnic buyer may be in the market one week, but not the next two or three weeks, then in again for a week or two, but it does not seem to be a problem when it comes to the market holding. I feel we will have problems in the short future, but we will see the Ethnic market bounce back sooner than the traditional market.

With the exception of some of the southwestern portion of the sheep and goat raising areas in Texas, we have had a good spring. We are promised warmer weather and here lately the wind has blown more than most would prefer. The sheep and goat markets continue to make good economic sense if you can keep the varmints out of them and get there lambs and kids to the market. We continue to serve you as we have for 66 years and through all this mess, we appreciate your business.

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

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:

Vernon Mansfield-Yard foreman-325-234-1429

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

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

Mike Matthiesen-Controller-325-340-3816

Monday Special Stocker feeder Sales

All calves and yearlings Welcome

Four Monday Specials again this year

We will be processing cattle through the weekend to benefit those who need to take advantage of labor on weekends or prefer to market their calves and yearlings on Mondays. These specials have benefited producers in our area for years.

JULY 13 ----- AUGUST 10 ----- SEPTEMBER 14 ----- OCTOBER 12

Schedule for 2020

May 28	Special Calf Sale
June 25	Special Calf Sale
June 29 thru July 5	---Fourth of July Vacation
July 13	Stocker & Feeder Calf Sale (1)
August 10	Stocker & Feeder Calf Sale (2)
September 10	Special Cow Sale
September 14	Stocker & Feeder Calf Sale (3)
September 17	West Texas Rehab Sale
October 3	ISA Bull Sale
October 8	Special Cow Sale
October 12	Stocker & Feeder Calf Sale (4)
November 12	Special Cow Sale
November 14	Hill Country Brangus
November 19	Special Calf Sale

November 23 thru November 29---Thanksgiving Vacation

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