

Producers Livestock Auction Co.

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

September/October 2018

Cattle News from Producers:

We will surely remember Labor Day 2018 and the week to follow! What a blessing it was, with widespread rain covering most of our trade area. Here at the stockyards, it rained for hours and days on end like it used to in years past.

We held our first Special Cow Sale of the fall season on Thursday, September 6. Despite the wet and muddy conditions, we attracted over 1000 head for that sale and had fairly good buying interest from local stockmen. Several hundred bred cows and coming two year olds were offered with choice sets bringing from \$1000 to \$1250 per head. Average to better quality breds, including spring calvers, ranged from \$750 to \$950 per head.

Overall quality of the cow/calf pairs being offered wasn't quite as attractive as the bred females. Younger and better quality pairs sold from \$1050 to \$1360 while limited numbers of average quality or older pairs sold from \$800 to \$1025 per pair.

The fall season is here, and it's not too late to give some pre-weaning shots to your calves. This fall will probably be no exception to problems with shipping fever issues and stocker/back-grounding operations and feed-yards will become more cautious with the purchase of freshly weaned calves. Buyers will be paying closer attention to shot records and/or weaning information as we start seeing increasing temperature fluctuations and unpredictable weather.

Jody Frey, Cattle Sale Manager (325) 234-7895

Sheep and Goat News:

Fortunately, we are getting early fall rains in much of our major sheep and goat raising areas. This will help us stretch out our marketing in months to come so we do not have big movements of sheep and goats consistently week after week. Lighter runs will certainly help us regain price improvement in the near future.

As has happened for years, the Muslim Holiday of Sacrifice gave us a good market for larger intact male sheep, but it did not, however, help on kid goats and smaller hair lambs. The summer price decline on kid goats and lambs was evident by June. The dry range conditions forced movement of many very light kids and lambs that were sold at discount because they were not attractive to the Ethnic consumers. The non-traditional buyers, in many cases, prefer a 30 pound carcass so a 60 to 65 pound live animal is more ideal for their demands.

Replacement female demand has suffered since last winter on both sheep and goats. We had another of our Replacement Sheep and Goat sales in March and got along real well but, have seen a steady decrease in demand since then.

Predation continues to be an issue in every direction and options such as new fences, guard dogs, and Wildlife Services, to name a few, are very important. The continued battle to protect our sheep and goats will not go away, so stay after those varmints. The sheep and goat market is still working quite well if we can market a good kid or lamb crop.

Benny Cox, Sheep & Goat Sale Manager (325) 234-4277

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

Remaining Schedule for 2018

July 2 thru July 6	Closed for July 4 th Vacation
July 16	Stocker and Feeder Calf Sale (1)
August 13	Stocker and Feeder Calf Sale (2)
September 6	Special Cow Sale
September 10	Stocker and Feeder Calf Sale (3)
October 6	ISA Bull Sale
October 11	Special Cow Sale
October 15	Stocker and Feeder Calf Sale
November 8	Special Cow Sale
November 10	Hill Country Brangus Sale
November 15	Special Calf Sale
November 19 thru 23	Closed for Thanksgiving Vacation
December 13	Special Calf Sale
December 20	Cattle Sale (Last Sale of the year)
December 24 thru January 1	Closed for Christmas Vacation
January 3, 2019	Cattle Sale (First Sale of 2019)

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

www.producersandcargile.com