

Producers Livestock Auction Co.

65 YEARS OF SERVICE

As **YOUR** Full Service Market

Office 325-653-3371

www.producersandcargile.com

September/October 2019

Cattle News from Producers:

Optimism in the cattle market is becoming hard to come by, especially the last month or so. As of early September, fat cattle futures for October and December are both trading below \$1.00 per cwt and that is something we haven't seen in quite some time. High feed costs, a falling fat cattle market, hot & dry weather, trade issues with foreign countries and an uncertain economy are all contributing factors to the stagnant market. Hopefully, within the next few months, some of these issues will work themselves out and abundant fall rains will arrive.

The fall of the year can always be a tough time to market calves, especially those with no vaccination history and freshly weaned. Heavy bull calves and plainer offerings, including longhorn crosses, have seen the steepest declines lately and that will probably continue. Thankfully, we have seen fairly steady prices and decent demand for the better quality knife cut steers and heifers, especially those with 2 full rounds of vaccinations prior to weaning.

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

Sheep and Goat News:

This has indeed been a year to remember in the sheep and goat business. The performance in winter and spring was great but, when you have that much rain, on down the line you may find that other health issues might arise. This year, many lambs have shown up to auction in much the same condition they did in 2015 and 2016. The stomach worms have done their part and they are quite numerous it seems in most areas that produce sheep and goats. I have seen lots of sick animals.

The markets have not been exactly like they generally are on both sheep and goats. This year, on March 12, we showed up with 8700 that week at auction which was 3000 over the biggest sale up to then. The hair lambs started to fall off then and continues down until the April 16 sale. They fell off up to \$60 per cwt on most classes. The good news is, they gained back \$30 the next week. The top end meat goat kids did not start showing up in bigger numbers until later in the spring which helped that market stay strong. We saw goats still bringing over \$3 per pound in early June. We had lots of 60 to 65 pound goats bringing over \$200 per head.

The wool feeder lambs got stronger after the fat lambs started to bring more in February and have stayed relatively good. The early groups of wool lambs were heavy this year and brought up near \$2 per pound, which was up near \$200 per head on some of the larger groups. Those wool lambs selling later on still brought lots of money. The wool lambs did not drop off like the hair lambs I referred to.

We now sell 9 hair lambs for every wool lamb through the ring at Producers. This is a real number verified by Texas Agri-Life in a study they have done since 2010 using our ring records. This may be the reason, along with a large one week jump in numbers, we saw the unseasonal drastic drop early this spring which caught some off guard. There is another thought that could fit, since those first big runs in March were very high percentage hair lambs maybe, just maybe we had more numbers than the dealers could handle for a few weeks. Keep in mind, most of the Ethnic market lambs and goats are shipped direct and the weekly runs are a big factor, especially large numbers. The Muslim Holiday of Sacrifice was August 12-15 this year and had a big effect on our market until August 6. This year, some wool buck lambs intact weighing 99 pound sold at \$192 per cwt while castrated lambs at the same weight may have brought \$165 per cwt. The slaughter nanny market got up over \$2 per pound but fell off the next week. Some mature billies got up over \$220 per cwt for a couple of weeks. Everything has settled back down now and the markets will start to improve later this fall. Y'all keep on doing what you do best and I will see you on down the road.

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

Thoughts from the management:

As we have now been owned and operated by the Cargile Family since April of 1954 we are very proud to be of service to the livestock operators of the area and the rest of the nation.

Our bread and butter is service and when a customer, either buyer or seller, has a complaint or even just a question or concern, we want to hear it. We have a staff with many old time employees who have been here many years and we also have new people being hired every day. This makes for an interesting mix.

We pride ourselves on being able to take care of your livestock and doing so. No one can control the market on any class of livestock, but we do our best to see that each animal, our consignors deliver to us for sale, is properly marketed on the day it is sold.

All of the above said, Please call me with your concerns so I can address them as needed when needed.

Charley Christensen, General manager Producers Livestock Auction and Cargile Cattle Co.(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:

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

Remaining Schedule for 2019

September 19	West Texas Rehab Sale
October 5	ISA Bull Sale
October 10	Special Cow Sale
October 14	Stocker and Feeder Calf Sale (4)
November 7	Special Cow Sale
November 9	Hill Country Brangus Sale
November 14	Special Calf Sale
November 25 thru 29	Closed for Thanksgiving Vacation
December 12	Special Calf Sale
December 19	Cattle Sale (Last Sale of the year)
December 23 thru January 3	Closed for Christmas Vacation
January 7, 2020	Sheep Sale (First Sale of 2020)

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