

Producers Livestock Auction Co.

63 YEARS OF SERVICE

As **YOUR** Full Service Market

August/September 2016

Cattle News from Producers:

Like we have mentioned before, today's cattle market is more volatile than we could have imagined a few years back. Market moves of 3 to 6 dollars per cwt. on feedlot cattle sales on a weekly basis are becoming more common. Multiply that increase or decrease on a 1400 pound fat steer and that will give you an idea of the risk involved in today's feedlot industry.

That risk and uncertainty is being reflected in stocker and feeder calf prices on a daily basis. Buyers for your calves at the auction are in constant contact with their customers in this fast paced world. Sometimes an added series of vaccinations at marking or pre-weaning can be just enough to have buyers take a second look and show interest in your consignment.

At our first Monday special stocker and feeder sale on July 18, we sold several really nice sets of ranch calves. Vaccinated calves, and especially 60 day weaned and vaccinated calves, sold at a significant premium to unvaccinated calves. Quality groups of 60 day weaned steers weighing 600 to 750 pounds ranged from \$1.30 to \$1.46 and drew interest from multiple buyers. We also saw improved demand for top quality sets of replacement heifer calves. Overall, the market was at least \$3 to \$5 higher with instances of \$10 or more.

That said, it doesn't help the price of your cattle to short wean them for less than probably about 45 days and you must keep and turn in good information to us on weaning dates and/or specific vaccinations given including brand names. It would be a very positive thing for all of us in the cattle business to keep our own good records of all vaccinations or other treatments given to our calves and cows.

Who knows where our market will be in 60 days? Also who knows if we will see our normal seasonal drop in prices due to the increased seasonal supply of calves in the fall. Let's hope not.

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

Sheep and Goat News:

We have been blessed, for the second year in a row, with wonderful range conditions well into the summer months. With an abundance of moisture or the lack of, we are forced to change our management practices. Last year proved to be the year of the worm and this year is almost an instant replay of 2015. So, a word to the wise, work on those stomach worms on both your sheep and goats.

The sheep and the goat markets have held on very well through June and into July. The increase in hair sheep numbers and the large flow of male hair sheep lambs the past two months has pressured that market. The good news is the increased demand for the wool lambs. The traditional lamb feeders are selling fat lambs for a profit now and many believe there will be a shortage of fat lambs in August through mid-October. The market price for the wool lambs has actually gotten higher the last two months and are selling up to 40 cents higher than the heavier hair sheep lambs. We are seeing very few hair sheep ewe lambs go through the auction which means they are being retained or they are being sold in the country. The few slick white ewe lambs that we are seeing are still selling at a premium.

The Muslim holiday of sacrifice will be September 11th this year. This holiday should help the market for two or three weeks before with its additional demand especially on male sheep. The market should continue upward from that point like it has the past few years. The next thing we know, we will be getting close to Thanksgiving and Christmas which always gives the market a boost.

Stay after those stomach worms and varmint and we are looking forward to selling for you in the months to come.

Benny Cox, sheep sale mgr. (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:

Charley Christensen-Gen. Mgr.- 325-234-4939, 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, Jake Wagner-325-234-8673,

Remaining Schedule for 2016

August 15	Monday Stocker and Feeder Calf Sale
September 8	Special Cow Sale
September 12	Monday Stocker and Feeder Calf Sale
September 22	West Texas Rehab Sale (please donate if you can)
October 1	Isa Bull Sale
October 13	Special Cow Sale
October 17	Monday Stocker and Feeder Calf Sale
November 10	Special Cow Sale
November 12	Hill Country Brangus Sale
November 17	Special Calf Sale
November 21 thru 25	Thanksgiving Vacation
December 8	Special Calf Sale
December 22	Cow Sale (Last sale of the year)
December 23 thru 30	Christmas Vacation
January 3	Sheep and Goat Sale (First sale of 2017)

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

www.producersandcargile.com