

Producers Livestock Auction Co.

63 YEARS OF SERVICE

As **YOUR** Full Service Market

Office 325-653-3371

www.producersandcargile.com

September/October 2020

Cattle News from Producers:

At our first Special Cow Sale of the fall season, we sold near 1300 head with several hundred bred replacements and cow/calf pairs on offer. Leading up to the sale, we had heavy rainfall in our trade area and demand was somewhat improved. The better quality pairs traded from \$1050 to \$1375 per pair. At those prices, we still believe that it's a buyer's market for anyone with the available feed source.

The majority of the better quality bred cows and well grown out 2 year olds traded from \$850 to \$1150 per head. Our next Special Cow Sale is slated for Thursday, October 8. Call ahead for early advertising.

As of this newsletter, the non-weaned and non-vaccinated calf market is drifting lower, which is very typical for this time of year. Every year, we are seeing fewer and fewer stockmen that are interested in buying auction barn calves, especially in the fall to early winter months. Many times the labor force they have aren't knowledgeable enough or have the time, patience and available fresh pasture to precondition those calves and deal with their health issues.

On a weekly basis, we continue to announce the shot records and weaning information provided to us and also hand out flyers with that information to buyers prior to each auction.

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

Sheep and Goat News:

Well, we finally received enough moisture to do some good in most of our major sheep and goat producing areas. Winter weeds and winter grasses should get a good start with this moisture. As most know, many times our best performance months can be winter and spring for our sheep and goats. As dry as it has been for most of us, the majority of sheep and goats have actually maintained fairly good flesh. The lack of internal parasites is always a good thing and could be the reason behind the condition of our sheep and goats even though pastures have been sparse.

We have seen lots of sheep and goat movement from mid-April through the summer and the markets have been good on both classes. With closures in our major packing sectors, we have witnessed many negative effects in all classes of livestock. With the ethnic market, we have had little disruption. There may be some beneficial lessons there.

The old Ranchers Lamb Plant, just east of San Angelo, has been purchased by the Hasbrook family out of Colorado. The dad, Jay Hasbrook and his son, Jeff are planning to be operational in November but sometimes, of course, things don't work out as planned. They plan to kill fat lambs for the traditional market and are open to the idea of ethnic slaughter also. They have one of the largest lamb feedlots in Colorado and have a slaughter plant where they process cattle and bison. The Ranchers Lamb Plant was operated from 1997 until 2005 as a lamb processing facility, then was used to fabricate cattle for San Angelo Packing until 2014. We wish the Hasbrook family the best in this new venture. After all, we have the largest sheep and goat auction in the nation and we should have a slaughter facility in the area.

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

Pregnancy Testing at Producers:

We have a very competent and hard working vet that takes care of the pregnancy testing for us. For several years now, we have only been able to have him present at the auction from 7:00 am until 10:00 am on Thursday mornings. He only comes in on other days when we have enough cattle coming early to make it worth his while to come in. Our veterinarian has a regular animal clinic and it doesn't make sense for him to spend the entire day here on Thursdays waiting on a handful of late arrivals to the sale.

While we are more than happy to have your cattle pregnancy tested prior to the sale, there is no guarantee that will happen if you bring your cows in after 8:00 am on sale day.

Not pregnancy testing good quality cows and especially young heavy bred desirable cows could cost you several hundred dollars or more. We always strive to generate as many dollars as possible from your consignment.

Please bring cows that need to be paired or pregnancy tested no later than Wednesday, if at all possible. Not doing so is only taking money out of your pocket.

Charley Christensen, General Manager (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

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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

Schedule for 2020

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 Sale
November 19	Special Calf Sale
November 23-29	Thanksgiving Vacation
December 10	Special Calf Sale
December 17	Cow Sale (Last sale of the year)
December 21-January 3	Christmas Vacation
January 5, 2021	First Sale of the Year--Sheep

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