

Producers Livestock Auction Co.

Office 325-653-3371

www.producersandcargile.com

Cattle News from Producers:

Lower than normal cattle auction receipts continue here and at other auctions in our trade area. Prolonged dry spells and drought continue across much of west and southwest Texas and have once again depleted cattle numbers to near historical lows. The impact of recreational/hunting properties, oil and gas exploration, and expanding solar farms within the last few years are just some of the land use changes we've seen and most likely will continue to witness in the future.

One thing we can all agree on and should be appreciative for is this extremely high cattle market! "Unbelievable" is something we hear quite often from consignors when they see their sales results. The majority of the medium to heavier weight calves, in most cases coming straight off the cow, are bringing \$1650-\$1950 with several choice sets fetching over \$2000 per head! Let's enjoy it while it lasts, because most things this good don't seem to last forever.

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

Sheep and Goat News:

Spring will soon be gone even though we have seen widespread rainfall. It has been significant in some places with no follow up and very little in other areas. Much of our trade territory has range conditions that are about as bad as they have ever been and some not much better than that. This has made time to deliver livestock uncomfortable for many because the condition of many sheep and goats is not good to say the least. Most of the buyers prefer livestock fleshy and at the right weights ready to put on trucks to go straight to processing. A high percentage have been sent to feed pens for the last number of months to get to the desired weights and flesh condition. I am concerned about sheep and goat numbers on the decline in our area; however, I am not worried about the demand for our product. The ethnic demand is going strong and is here to stay. There is another demand that we don't talk about much, and that is sheep for solar grazing projects (no goats allowed). The goat market is as high as I can remember here. The first part of May and the lamb market is good as well. Over \$4.00/# for kid goats and over \$3.00/# for lambs. They will make money if you raise a decent crop and remember we live in an area well suited for sheep and goat production. Predation continues to be a big issue so anything you can do to promote predator control is important. Do not let your guard down. We have a good product which continues to be in good demand, but we can't get paid unless they make it to the scales somewhere. We have all but ran out of wool sheep in our area, but in the right flesh and size they will sell right up close in price to hair lambs.

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

Vet Service

Our vet service is from 7 AM until 10 AM on Thursday mornings. For pregnancy testing cows, they need to be here on Wednesday or very early Thursday mornings to be processed. Pairs require a good deal more time to process and pair up, especially in the recent heat wave we have been through, and it helps when they arrive as early as possible.

Proper feeding and care at the livestock market can reduce shrink and increase your sale dollars

The following calculation is based on an actual steer price sold at Producers Livestock on May 15, 2025. Assume the calf weighed 600# at the ranch and was delivered to Producers right off the cow. Depending on disposition of the calf and distance to town, that steer will possibly shrink 2-5% just getting to town, also assume that if not fed, watered, and handled correctly that calf can lose additional weight before sold.

Our goal is to replace that shrink as much as possible before that animal sells. We accomplish that by keeping your livestock separate from other people's livestock, matching the group size with the proper pen size, and providing plenty of clean water and good feed.

Example: Assume that 600# calf sells as listed below:

Calf shrinks 6% or 36#... cost to customer is $36\# \times \$3.87 = (\$139.32)$

Calf shrinks 3% or 18#...cost to customer is $18\# \times \$3.87 = (\$69.66)$

Calf shrinks 0%...cost to customer is $0\# \times \$3.87 = \0.00

Calf gains 1% or 6#... customer makes an extra $6\# \times \$3.87 = \23.22

Lastly, assume that calf arrived at the auction Wednesday morning for the Thursday sale. The total cost to feed that calf until the sale time would be $2 \text{ days} \times \$0.60/\text{cwt} \times 600\#$ (assuming that is what he weighed when sold) = \$7.20

Questions to ask yourself:

- 1) How do you handle shrink and how does your market handle shrink?
- 2) Does your market keep your livestock separate from others?
- 3) Are there ample water and feed troughs for the livestock to use with minimal interference
- 4) Does your market have a full-time experienced crew feeding your livestock twice daily?

Take away:

Cattle with the proper fill of quality feed and clean water will make sellers and buyers more money by reducing shrink and by being healthier going forward.

We are available to help you find, buy and sell the right kind of livestock for your ranching operation. Give any of us a call.

Benny Cox – 325-234-4277- Sheep Sale manager

Jody Frey – 325-234-7895- Cattle Sale manager

Charley Christensen – 325-234-4939- General Manager-

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