



Sterling Beef Profit Tracker

"Monitoring Free Market Beef Industry Profits"

Sterling Marketing, Inc.

	Week Ending	Week Ago	Month Ago	Year Ago
December 31, 2021				
Feedlot Margin (\$ / head)	\$189.31	\$140.63	\$270.44	\$42.97
Choice Steers (5-Area Direct, \$ / cwt)	139.87	135.82	140.06	111.38
Feeder Steer (Ok City 750-800 lb, \$ / cwt)				
For this Week's Feedlot Placement	160.25	160.01	163.37	137.41
Against this Week's Marketing	152.20	150.44	144.37	140.99
Feed Cost (\$ / head)				
For this Week's Feedlot Placement	472.71	481.00	463.26	395.64
Against this Week's Marketing	449.34	455.31	433.60	288.25
Total Cost (feeder steer, processing cost, vet med, feed, yardage, interest, death loss)(\$ / head)				
For this Week's Feedlot Placement	1,856.82	1,863.28	1,872.18	1,596.41
Against this Week's Marketing	1,768.87	1,760.85	1,690.40	1,516.35
Calculated Breakeven Price (\$ / cwt)				
For this Week's Feedlot Placement	132.63	133.09	133.73	114.03
Against this Week's Marketing	126.35	125.78	120.74	108.31
Packer margin calculated using Comprehensive Beef Cutout				
Packer Margin (\$ / head)	\$329.37	\$340.58	\$512.11	\$229.18
Choice Steers (5-Area Direct, \$ cwt) ⁴	139.87	135.82	140.06	111.38
Beef Cutout ¹ (\$ / cwt)	264.34	268.28	279.44	206.19
Drop Credit ² (\$/hd)	206.61	209.74	223.23	137.48
	December 31, 2021	Week Ago	Month Ago	Year Ago
Cattle Slaughter	475,000	488,000	682,269	515,038
Steer & Heifer	365,275	375,272	529,441	400,700
Fed Plant Capacity Utilization	63.5%	65.3%	92.1%	70.8%
Cows	102,125	104,920	142,594	108,673
Cow Plant Capacity Utilization	72.2%	74.2%	100.9%	76.9%
Beef Production	398.8	409.7	572.1	432.9
(federally inspected, mil. lbs.)				
Carcass Weight - average - all cattle (lbs.)	840	841	840	842
Relative Feeding Cost (against current <u>Placement</u> week)				
Feeder Steer	66.89%	66.55%	67.63%	66.71%
Feed	26.72%	27.32%	27.41%	26.09%
Annual Projections (December 14, 2021)	2022*	2021*	2020	2019
Cow-Calf Margin ³ (\$ / cow)	\$185.75	\$118.00	\$78.86	\$85.97
Estimated annual revenue - annual variable costs				
Feedlot Margin (\$ / head)	\$97.75	\$95.50	\$9.01	\$40.62
Packer Margin (\$ / head)	\$457.00	\$632.00	\$464.24	\$214.39

¹ Adjusted for percentage Choice and Select.

² Per head value adjusted for yield.

³ Based on Sterling Marketing revenue and cost of production projections.

⁴ Packer's cattle cost is a mix of cattle purchased prior week and current week.



"The Sterling Difference"

Economic Research & Advisory Services to the Livestock & Meat Industry

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