



# Sterling Beef Profit Tracker

"Monitoring Free Market Beef Industry Profits"

Sterling Marketing, Inc.

|   | Week Ending          | Week Ago        | Month Ago        | Year Ago        |
|---|----------------------|-----------------|------------------|-----------------|
|   | <b>March 9, 2024</b> |                 |                  |                 |
| <b>Feedlot Margin - Unhedged (\$ / head)</b>  | \$26.46              | (\$1.75)        | (\$6.35)         | \$204.62        |
| Choice Steers (5-Area Direct, \$ / cwt)   | 185.26               | 183.42          | 181.01           | 164.76          |
| Feeder Steer (Ok City 750-800 lb, \$ / cwt)   |                      |                 |                  |                 |
| For this Week's Feedlot Placement   | 250.39               | 244.26          | 239.89           | 189.04          |
| Against this Week's Marketing   | 255.09               | 255.35          | 248.91           | 171.98          |
| Feed Cost (\$ / head)   |                      |                 |                  |                 |
| For this Week's Feedlot Placement   | 336.81               | 339.79          | 343.93           | 531.71          |
| Against this Week's Marketing   | 375.59               | 375.92          | 398.63           | 594.86          |
| Total Cost (feeder steer, processing cost, vet med, feed, yardage, interest, death loss)(\$ / head) |                      |                 |                  |                 |
| For this Week's Feedlot Placement   | 2,489.26             | 2,442.46        | 2,411.17         | 2,184.99        |
| Against this Week's Marketing   | 2,567.18             | 2,569.63        | 2,540.49         | 2,102.02        |
| Calculated Breakeven Price (\$ / cwt)   |                      |                 |                  |                 |
| For this Week's Feedlot Placement   | 177.80               | 174.46          | 172.23           | 156.07          |
| Against this Week's Marketing   | 183.37               | 183.54          | 181.46           | 150.14          |
| <b>Packer Margin (\$ / head)</b>  | (\$128.61)           | (\$152.13)      | (\$150.53)       | \$2.42          |
| Choice Steers (5-Area Direct, \$ cwt)   | 185.26               | 183.42          | 181.01           | 164.76          |
| Beef Cutout <sup>1</sup> (\$ / cwt)   | 293.41               | 290.39          | 283.73           | 276.25          |
| Drop Credit <sup>2</sup> (\$/hd)  | 173.61               | 172.80          | 171.93           | 191.25          |
|   | <b>March 9, 2024</b> | <b>Week Ago</b> | <b>Month Ago</b> | <b>Year Ago</b> |
| <b>Cattle Slaughter</b>   | 583,000              | 599,000         | 617,013          | 631,428         |
| Steer & Heifer  | 454,157              | 466,621         | 481,270          | 492,514         |
| Fed Plant Capacity Utilization  | <b>77.6%</b>         | <b>79.7%</b>    | <b>82.2%</b>     | <b>84.1%</b>    |
| Cows  | 120,098              | 123,394         | 127,105          | 129,443         |
| Cow Plant Capacity Utilization  | <b>82.4%</b>         | <b>84.7%</b>    | <b>87.2%</b>     | <b>88.8%</b>    |
| <b>Beef Production</b>  | 484.1                | 496.9           | 510.3            | 520.5           |
| (federally inspected, mil. lbs.)  |                      |                 |                  |                 |
| <b>Carcass Weight - average - all cattle (lbs.)</b>   | <b>832</b>           | <b>831</b>      | 833              | 826             |
| <b>Relative Feeding Cost</b> (against current Placement week)                                       |                      |                 |                  |                 |
| Feeder Steer  | 77.96%               | 77.50%          | 77.11%           | 67.05%          |
| Feed  | 13.12%               | 13.22%          | 13.54%           | 25.30%          |
| <b>Annual Projections (3/6/2024)</b>  | <b>2024*</b>         | <b>2023</b>     | <b>2022</b>      | <b>2021</b>     |
| <b>Cow-Calf Margin <sup>3</sup>(\$ / cow)</b>   | <b>520.00</b>        | 440.00          | 168.43           | 97.19           |
| Estimated annual revenue - annual variable costs  |                      |                 |                  |                 |
| <b>Feedlot Margin (\$ / head)</b>   | <b>104.11</b>        | 264.47          | 148.64           | 98.62           |
| <b>Packer Margin (\$ / head)</b>  | <b>(40.22)</b>       | <b>(87.93)</b>  | 95.75            | 544.67          |

<sup>1</sup> Adjusted to the slaughter mix of Choice and Select cattle

<sup>3</sup> Based on Sterling Marketing revenue and cost of production projections.



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