



## Sterling Beef Profit Tracker

"Monitoring Free Market Beef Industry Profits"

Sterling Marketing, Inc.

	Week Ending	Week Ago	Month Ago	Year Ago
	December 18, 2020			
<b>Feedlot Margin</b> (\$ / head)	<b>(\$10.13)</b>	\$10.19	\$95.80	\$53.51
Choice Steers (5-Area Direct, \$ / cwt)	105.57	105.99	109.34	120.43
Feeder Steer (Ok City 750-800 lb, \$ / cwt)				
For this Week's Feedlot Placement	137.41	137.18	135.95	150.25
Against this Week's Marketing	135.11	133.38	129.82	143.63
Feed Cost (\$ / head)				
For this Week's Feedlot Placement	346.72	338.03	340.98	287.93
Against this Week's Marketing	264.35	263.57	252.09	323.45
Total Cost (\$ / head)				
For this Week's Feedlot Placement	1,547.60	1,536.97	1,530.12	1,597.91
Against this Week's Marketing	1,445.88	1,431.27	1,391.22	1,584.34
Calculated Breakeven Price (\$ / cwt)				
For this Week's Feedlot Placement	113.79	113.01	112.51	117.49
Against this Week's Marketing	106.31	105.24	102.30	116.50
<b>Packer Margin</b> (\$ / head)	<b>\$268.11</b>	<b>\$332.50</b>	<b>\$439.77</b>	<b>\$106.56</b>
Choice Steers (5-Area Direct, \$ cwt) <sup>4</sup>	105.57	105.99	109.34	120.43
Beef Cutout <sup>1</sup> (\$ / cwt)	206.51	217.90	231.53	210.23
Drop Credit <sup>2</sup> (\$/hd)	136.27	133.62	132.00	137.13
	<b>Estimated</b>	<b>Estimated</b>		
<b>Cattle Slaughter</b>	659,000	665,000	666,192	668,373
Steer & Heifer	512,702	517,370	522,295	526,010
Fed Plant Capacity Utilization	<b>90.6%</b>	<b>91.4%</b>	<b>92.3%</b>	<b>92.9%</b>
Cows	135,754	136,990	132,575	132,338
Cow Plant Capacity Utilization	<b>96.0%</b>	<b>96.9%</b>	<b>93.8%</b>	<b>93.6%</b>
<b>Beef Production</b>	553.50	559.00	557.70	551.90
(federally inspected, mil. lbs.)				
<b>Carcass Weight - average - all cattle (lbs.)</b>	<b>842.00</b>	<b>842.00</b>		<b>828.00</b>
<b>Relative Feeding Cost</b> (against current Placement week)				
Feeder Steer	68.81%	69.17%	68.86%	72.87%
Feed	23.98%	23.62%	24.51%	18.17%
	<b>2021*</b>	<b>2020*</b>	<b>2019</b>	<b>2018</b>
<b>Cow-Calf Margin</b> <sup>3</sup> (\$ / cow)	<b>\$123.50</b>	<b>\$51.25</b>	<b>\$117.53</b>	<b>\$162.43</b>
Estimated annual revenue - annual variable costs				
<b>Feedlot Margin</b> (\$ / head)	<b>\$82.00</b>	<b>(\$0.12)</b>	<b>\$39.50</b>	<b>\$24.04</b>
<b>Packer Margin</b> (\$ / head)	<b>\$269.50</b>	<b>\$300.00</b>	<b>\$214.39</b>	<b>\$169.48</b>

<sup>1</sup> Adjusted for percentage Choice and Select.

<sup>2</sup> Per head value adjusted for yield.

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

<sup>4</sup> 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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