

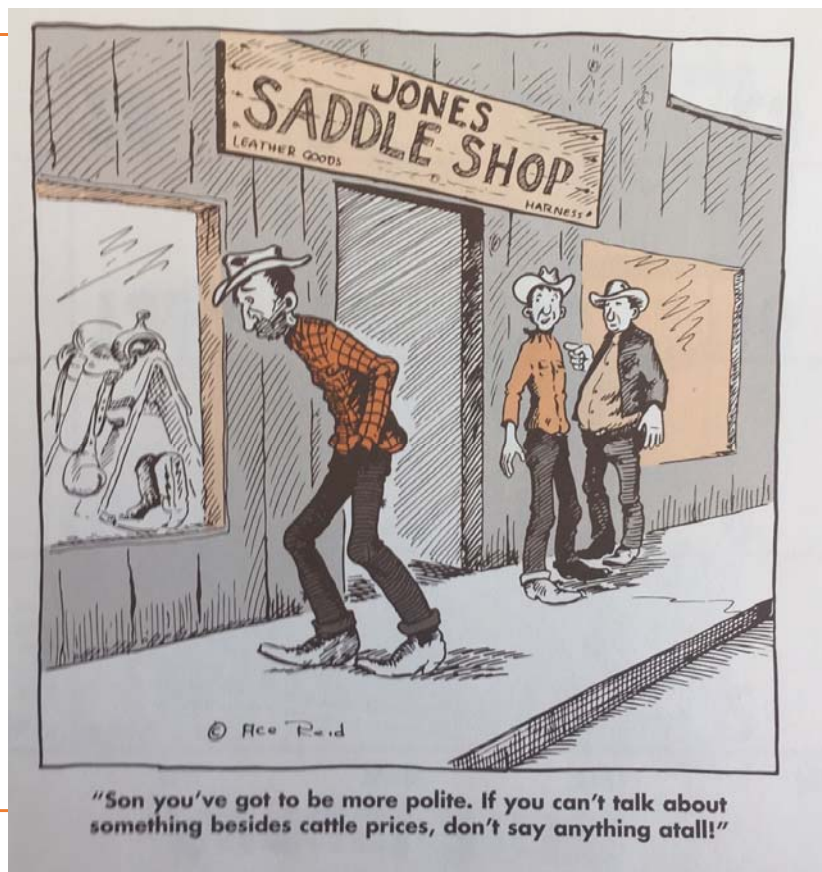
2019 Fall Cattle Marketing



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2019 Cattle and Beef Market Issues

- Cattle inventories peaking
 - Continued but slow growth in beef production
 - Continued strong beef demand is key
 - Domestic and international
 - Signs of weakness?
 - Biggest threats are external
 - Slowing economic growth in U.S. and global
 - Trade Issues
-

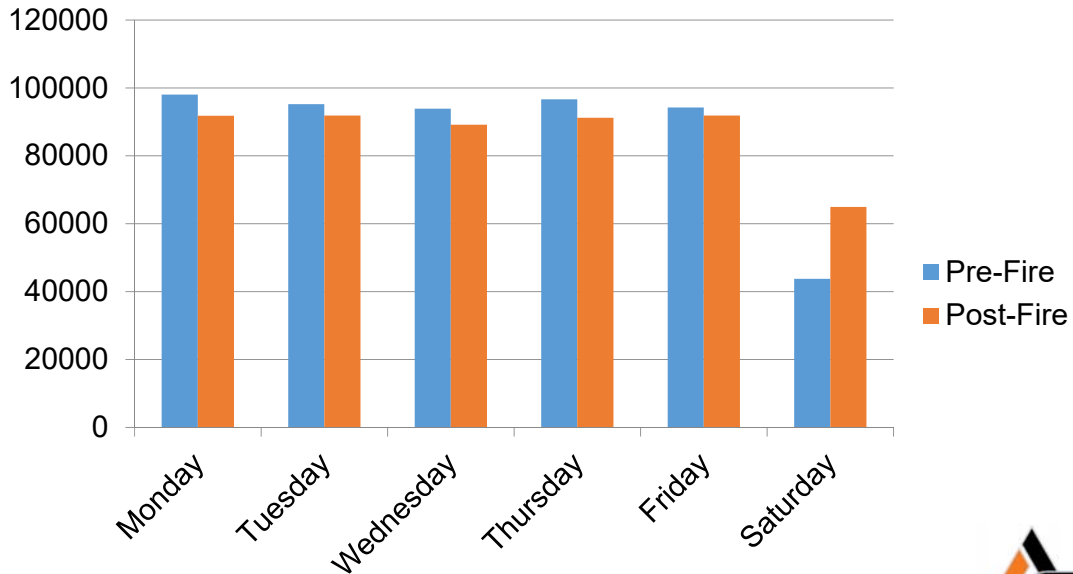


Issues and Trends

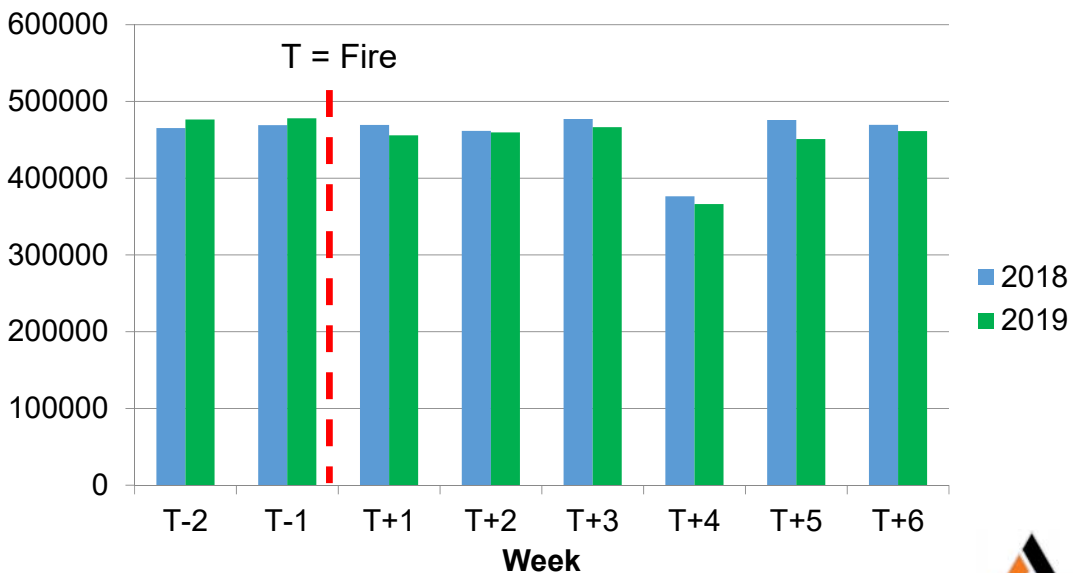
- Plant closure impacts past
 - African Swine Fever
 - Feed markets
 - Alternative proteins
 - Beef on dairy
-



Daily Steer+Heifer Slaughter Head

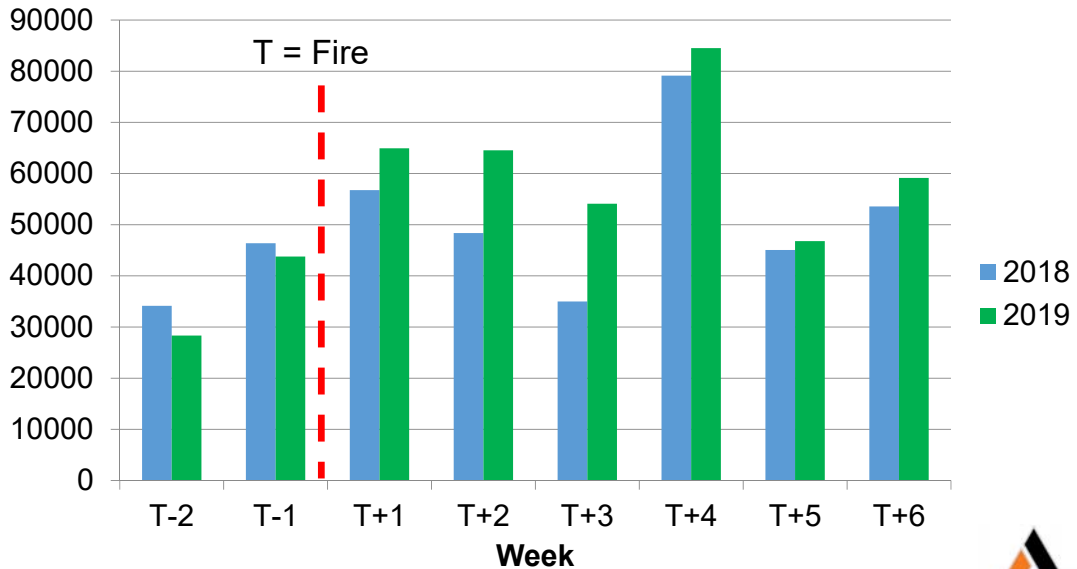


Daily Steer + Heifer Slaughter Monday – Friday, Head



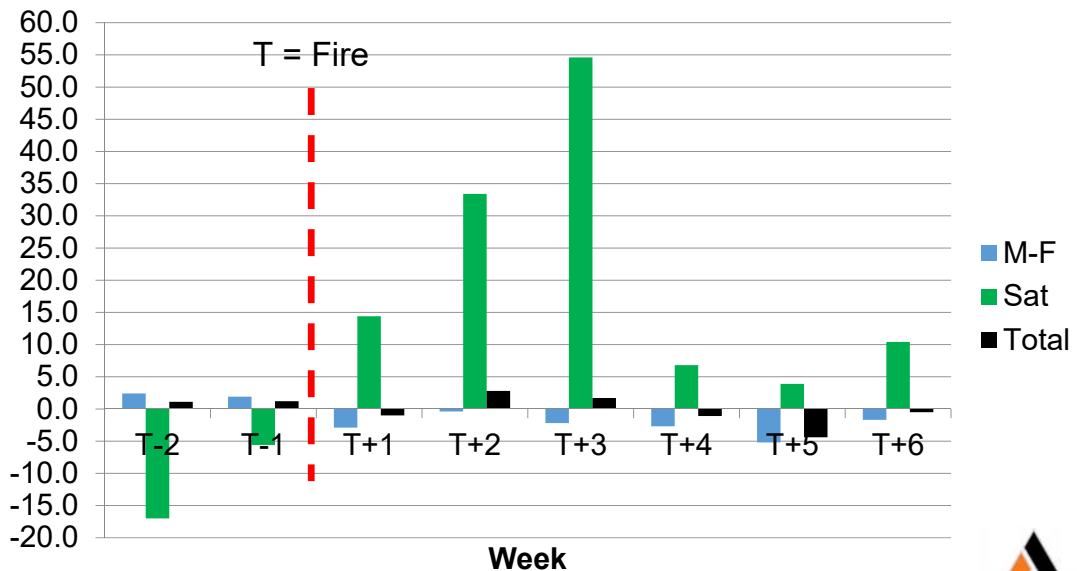
Daily Steer + Heifer Slaughter

Saturday, Head



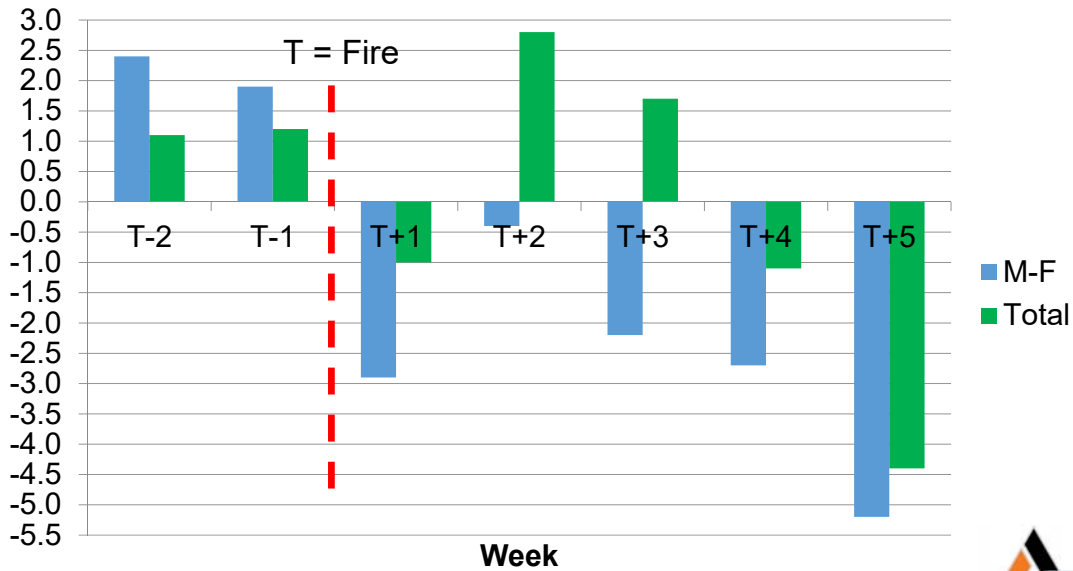
Daily Steer + Heifer Slaughter

Head, % Change, 2018-2019



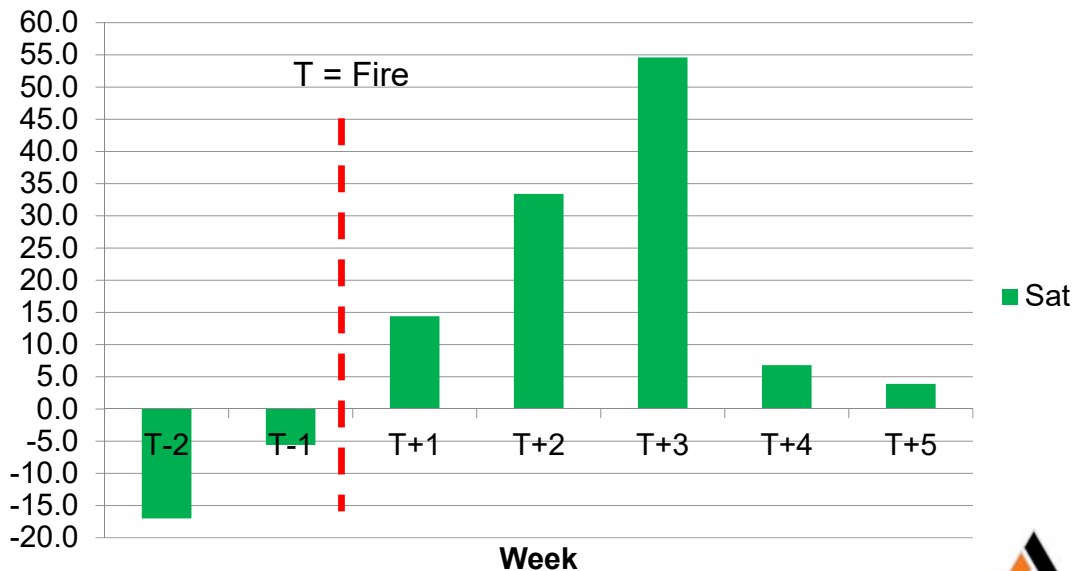
Daily Steer + Heifer Slaughter

Head, % Change, 2018-2019



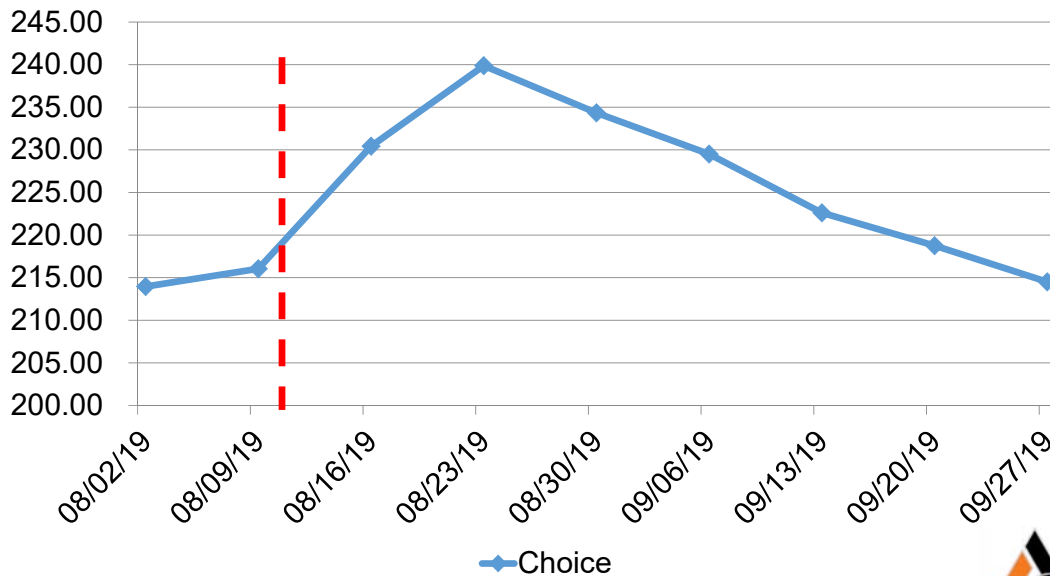
Daily Steer+Heifer Slaughter

Head, % Change, 2018-2019



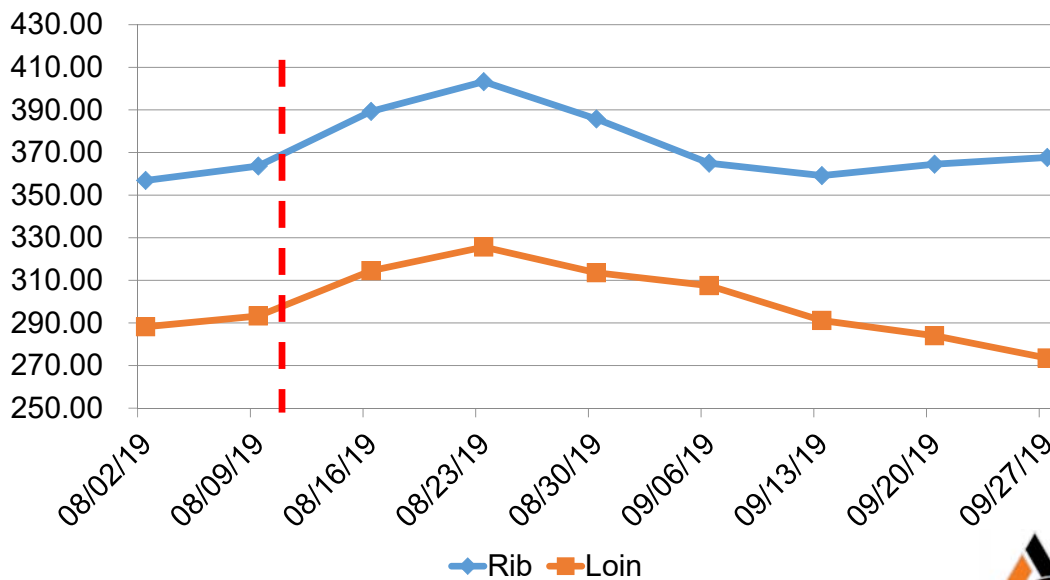
Choice Boxed Beef Price

\$/cwt.



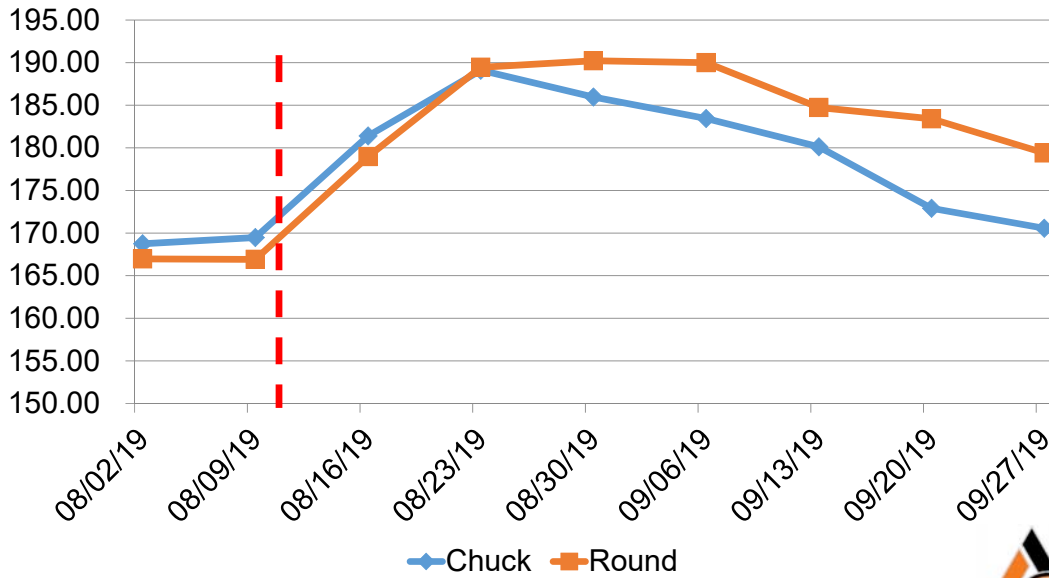
Choice Boxed Beef Price

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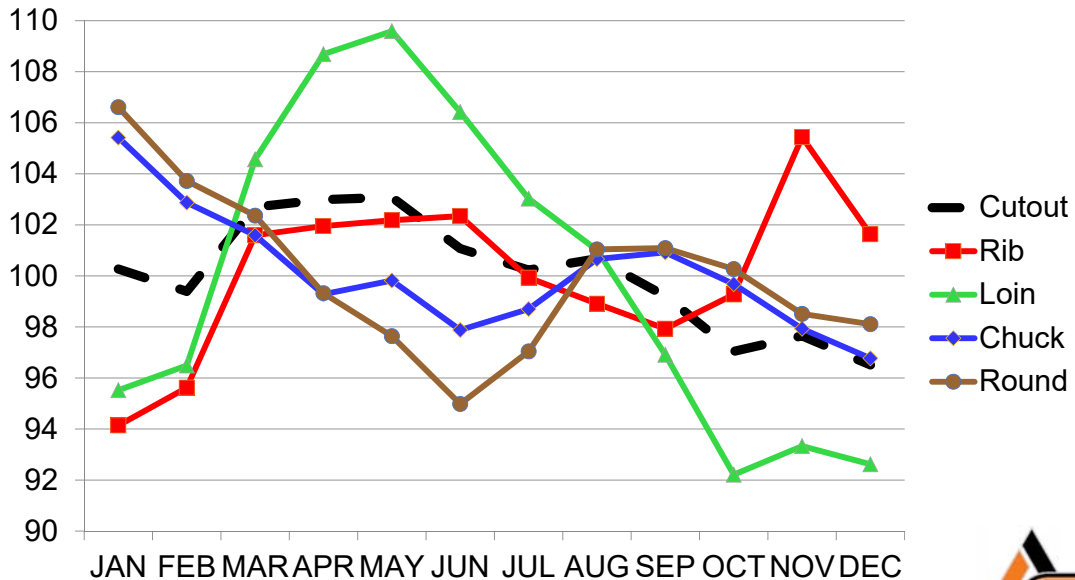
Choice Boxed Beef Price

\$/cwt.



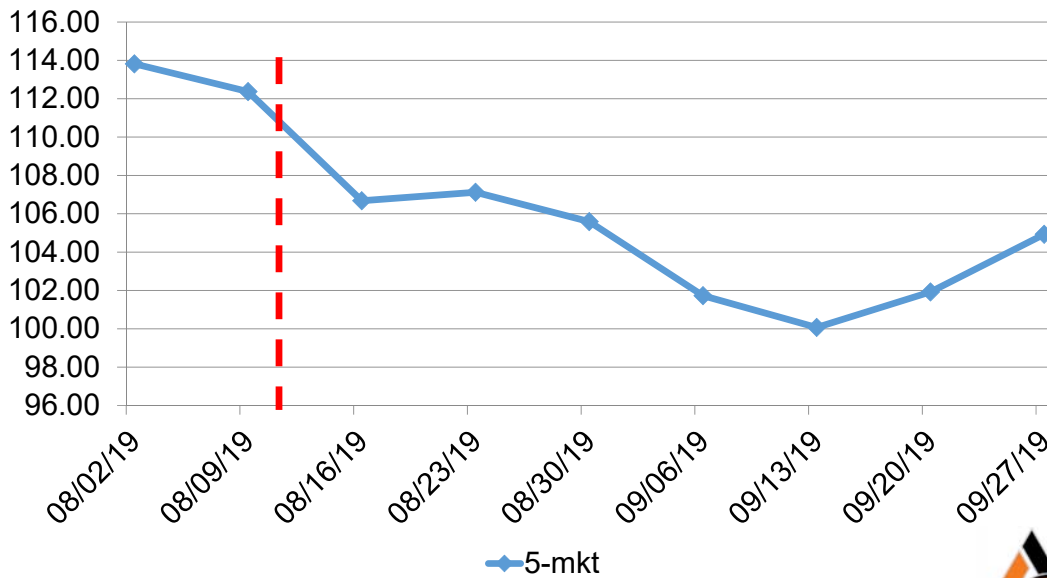
Choice Wholesale Beef Price Seasonality

2007-2016



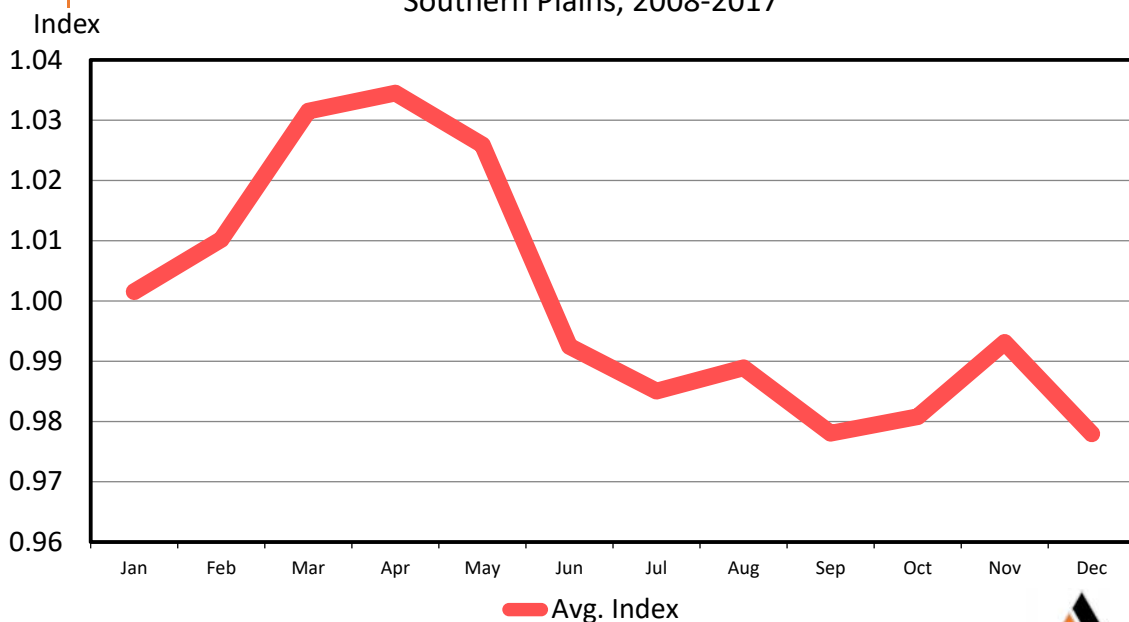
Fed Cattle Price

\$/cwt.



SEASONAL PRICE INDEX – FED STEERS

Southern Plains, 2008-2017

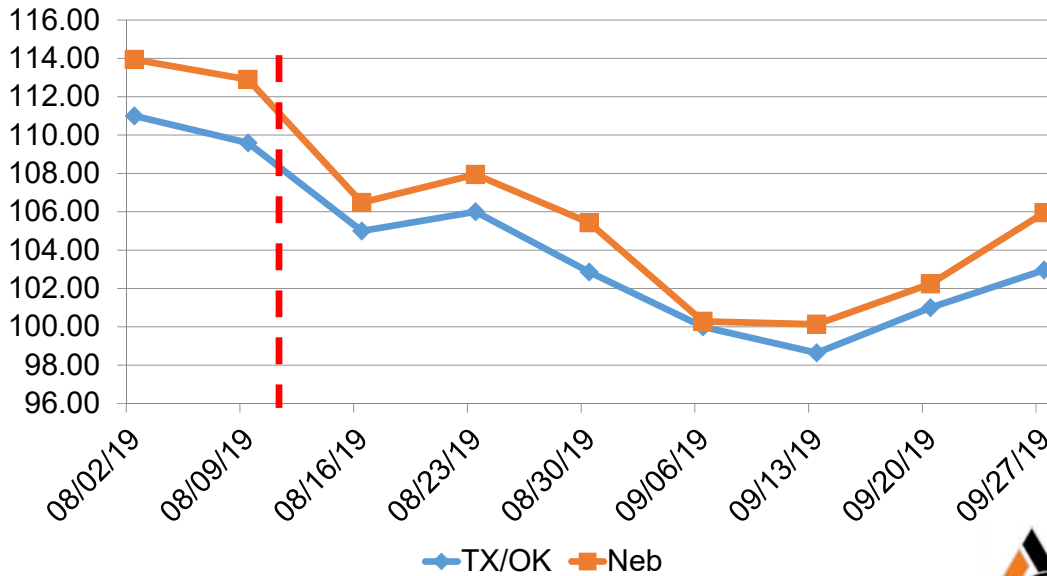


Data Source: USDA-AMS, Compiled & Analysis by LMIC
Livestock Marketing Information Center

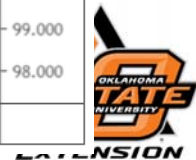
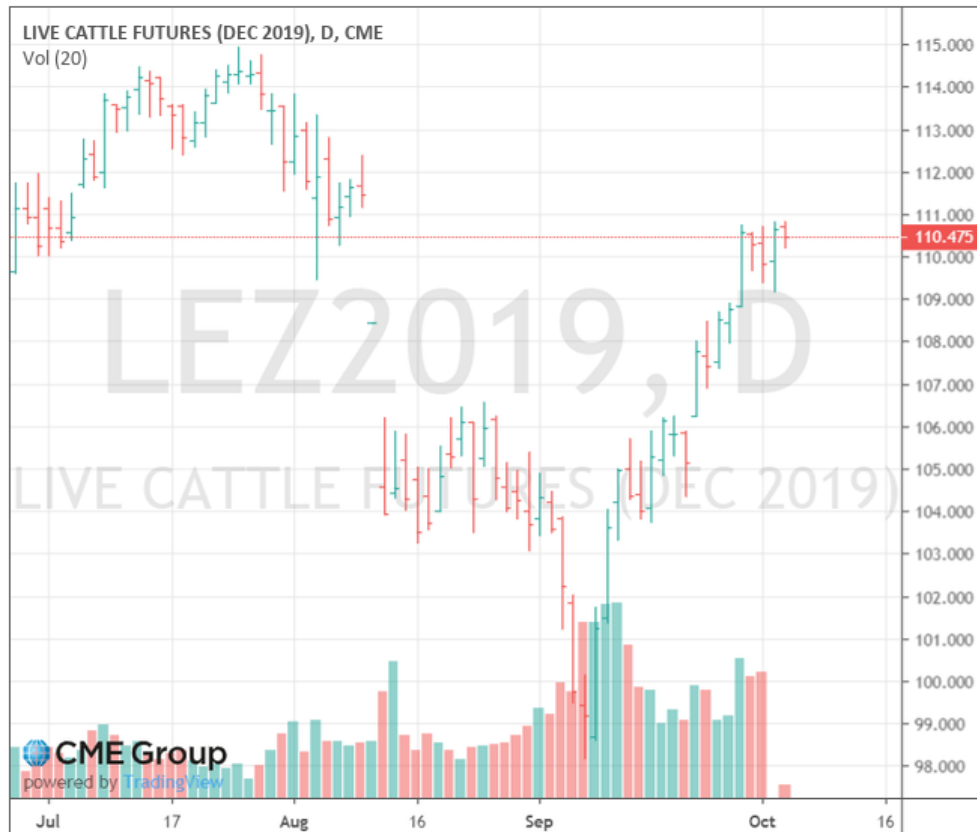


Fed Cattle Price

\$/cwt.

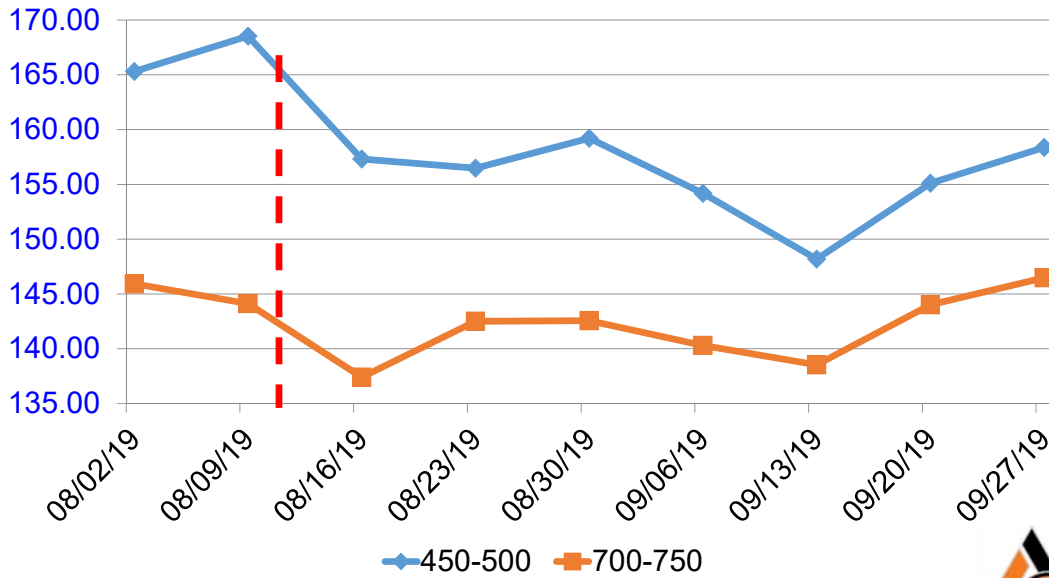


CME:LEZ2019, D 110.475 ▼ -0.150 (-0.14%) O:110.725 H:110.825 L:110.200 C:110.475



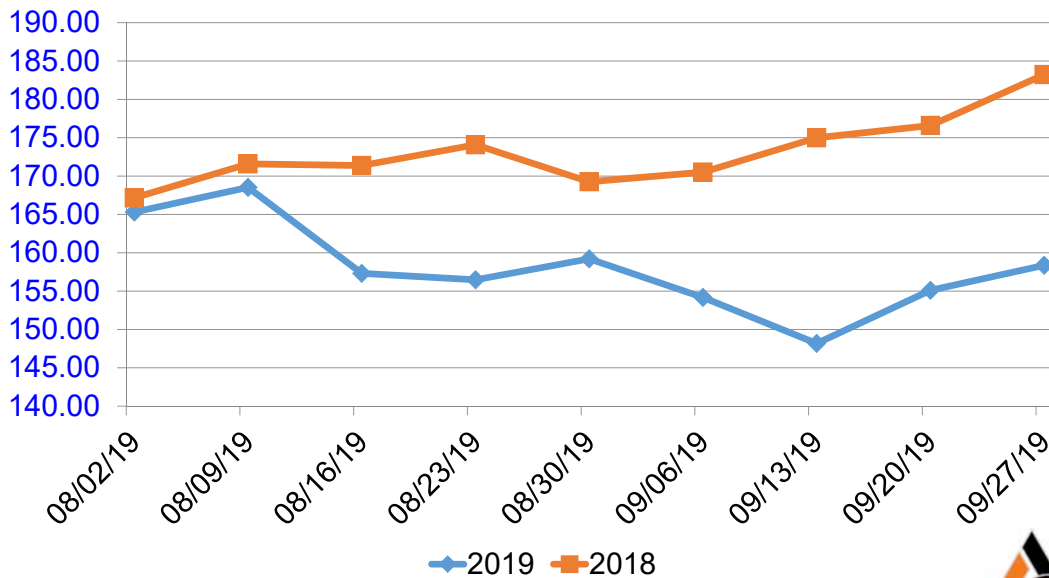
Feeder Cattle Price

Oklahoma Auction, \$/cwt.



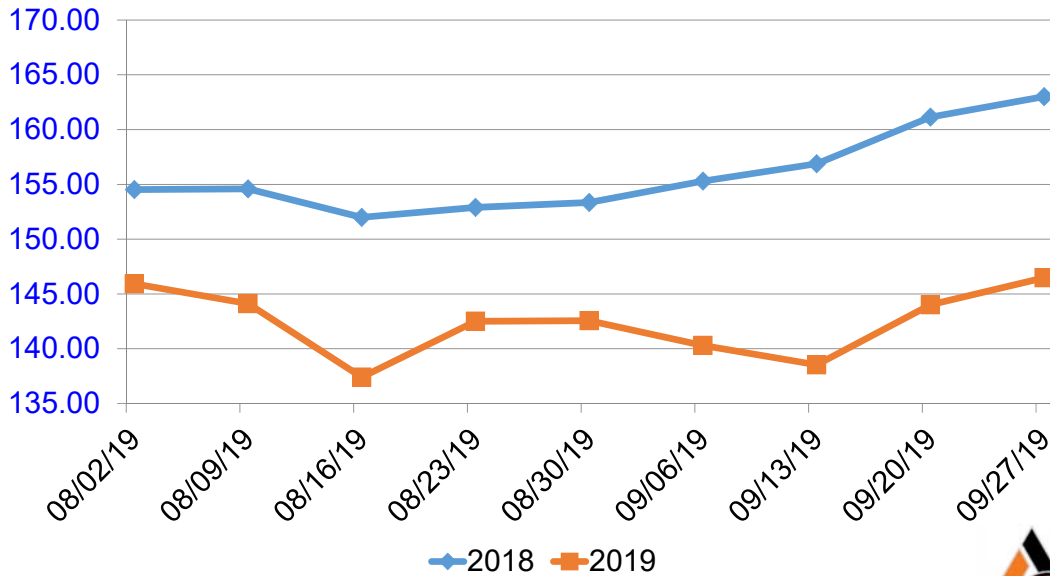
Feeder Cattle Price

450-500 lb. Steers, Oklahoma Auction, \$/cwt.



Feeder Cattle Price

700-750 lb. Steers, Oklahoma Auction, \$/cwt.



CME:GFX2019, D 141.925 ▲ +0.250 (+0.18%) O:142.500 H:142.500 L:141.375 C:141.925



Steer and Heifer Slaughter Impacts

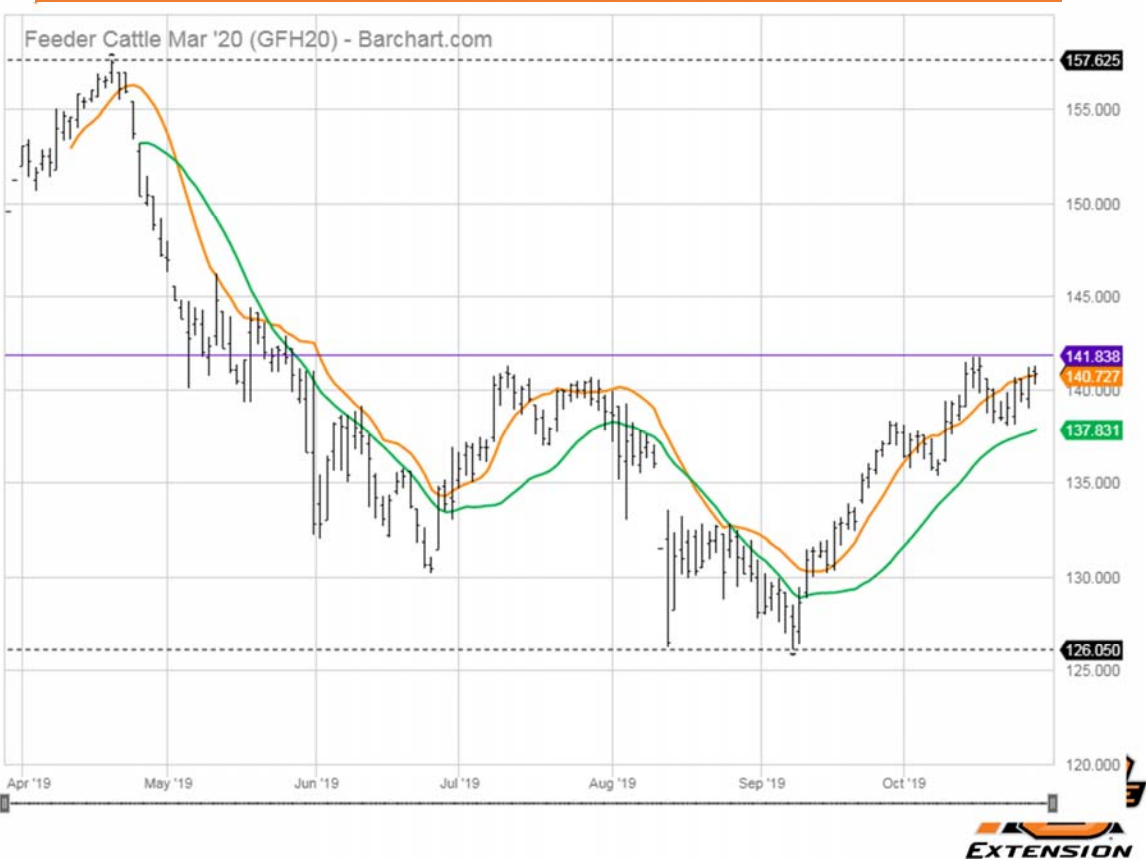
Finney County Tyson Plant Fire, August 9, 2019

- Week Prior 521,744 head (actual)
- Week After 520,742 head (actual)
- 1 week impact -1,002 head (-0.19 %)



OK Combined and 5-MKT
Fed





Feeder Cattle Mar '20 (GFH20)

140.850s +0.100 (+0.07%) 10/28/19 [CME]

137.900 x 2 | 141.500 x 9

OPTIONS PRICES for Mon, Oct 28th, 2019

Alerts Watch Help

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Options Type: American Options | Mar 2020 | Near-the-Money | Stacked | Intraday | download

151 Days to expiration on 03/27/20 | Implied Volatility: 14.84% | Price Value of Option point: \$500

Strike	High	Low	Last	Change	Bid	Ask	Volume	Open Int	Premium	Last Trade	Links
132.000C	10.925	10.925	10.925s	+0.025	N/A	N/A	N/A	30	5,462.50	10/28/19	⋮
132.000P	2.100	2.100	2.100s	-0.100	N/A	4.000	3	71	1,050.00	10/28/19	⋮
134.000C	9.475	9.475	9.475s	unch	N/A	N/A	N/A	7	4,737.50	10/28/19	⋮
134.000P	2.650	2.650	2.650s	-0.100	N/A	N/A	1	75	1,325.00	10/28/19	⋮
136.000C	8.125	8.125	8.125s	unch	N/A	N/A	N/A	91	4,062.50	10/28/19	⋮
136.000P	3.300	3.275	3.300s	-0.100	3.000	5.800	1	81	1,650.00	10/28/19	⋮
138.000C	6.900	6.875	6.900s	unch	N/A	N/A	N/A	18	3,450.00	10/28/19	⋮
138.000P	4.150	4.000	4.050s	-0.100	3.000	N/A	13	137	2,025.00	10/28/19	⋮
140.000C	5.775	5.750	5.775s	unch	3.250	N/A	N/A	437	2,887.50	10/28/19	⋮
140.000P	5.000	4.925	4.925s	-0.100	3.000	N/A	4	137	2,462.50	10/28/19	⋮

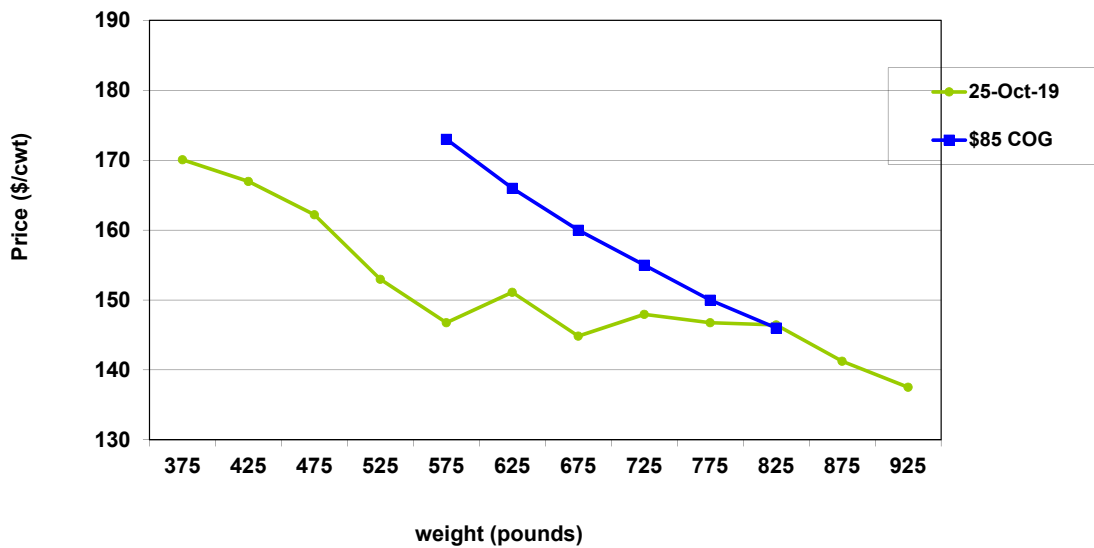


**Steer Price, Total Value and Value of Gain
October 25, 2019, Oklahoma Combined Auction**

Weight (lbs)	Average Price (\$/cwt.)	Total Value (\$/hd)	VOG 400 lb. Beg. Weight (\$/lb.)	VOG 450 lb. Beg. Weight (\$/lb.)	VOG 500 lb. Beg. Weight (\$/lb.)	VOG 550 lb. Beg. Weight (\$/lb.)	VOG 600 lb. Beg. Weight (\$/lb.)	VOG 650 lb. Beg. Weight (\$/lb.)
400	\$168.44	\$674						
450	\$163.95	\$738	\$1.28					
500	\$157.28	\$786	\$1.13	\$0.97				
550	\$150.13	\$826	\$1.01	\$0.88	\$0.79			
600	\$148.57	\$891	\$1.09	\$1.02	\$1.05	\$1.31		
650	\$148.69	\$967	\$1.17	\$1.14	\$1.20	\$1.41	\$1.50	
700	\$146.49	\$1,025	\$1.17	\$1.15	\$1.19	\$1.33	\$1.34	\$1.18
750	\$147.30	\$1,105	\$1.23	\$1.22	\$1.27	\$1.40	\$1.42	\$1.38
800	\$146.57	\$1,173	\$1.25	\$1.24	\$1.29	\$1.39	\$1.41	\$1.37
850	\$143.84	\$1,223	\$1.22	\$1.21	\$1.25	\$1.32	\$1.32	\$1.28
900	\$139.60	\$1,256	\$1.17	\$1.15	\$1.17	\$1.23	\$1.22	\$1.16



Price-Weight Relationship Medium/Large No. 1 Steers, Kansas



Marketing-It requires a plan!



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