

**East Texas Livestock, Inc**  
**893 State Highway 7 West**  
**Crockett, Texas 75835**  
**936-544-2246**  
www.easttexaslivestock.com  
**AUGUST MONTH END MARKET REPORT**

**\*THE FIGURES BELOW REPRESENT BOTH THE HIGH AND LOW MONTHLY AVERAGES\***

**SLAUGHTER COWS**  
**CANNERS..... \$ 55.00 TO \$ 63.80**  
**BONING/UTILITY.....\$ 64.80 TO \$ 72.00**  
**CUTTERS.....\$ 73.00 TO \$ 79.60**

**SLAUGHTER BULLS..... \$ 84.20 TO \$98.20**

**BRED COWS \$ 620.00 TO \$1600.00**

**REPLACEMENT COWS**

**COW/CALF PAIRS ..... \$800.00 TO \$1700.00**

**FEEDER STEERS/BULLS**  
**LARGE FRAME #1**

**FEEDER CALVES**

**FEEDER HEIFERS**  
**LARGE FRAME #1**

	WT CLASS AVG
200 TO 300 LBS... \$1.79 TO \$2.23	1.71
300 TO 400 LBS... \$1.75 TO \$2.18	1.69
400 TO 500 LBS... \$1.60 TO \$2.01	1.51
500 TO 600 LBS... \$1.44 TO \$1.69	1.46
600 TO 800 LBS... \$1.31 TO \$1.62	1.40

	WT CLASS AVG
\$1.55 TO \$2.09	1.44
\$1.51 TO \$1.97.	1.46
\$1.40 TO \$1.74	1.41
\$1.33 TO \$1.58	1.40
\$1.19 TO \$1.52	1.35

**MONTHLY SUMMARY**

BEEF DEMAND REMAINED STRONG AS WE MOVED INTO AUGUST AND STRENGTHENED THROUGHOUT THE MONTH. LIVE CATTLE PRICES STARTED IN THE \$1.20 TO \$1.23 RANGE. THE EXPORT MARKET CONTINUED TO SET RECORDS AS CHINA, S KOREA AND JAPAN'S APPETITE FOR US BEEF PRODUCTS WAS THE BEST WE HAVE EVER SEEN. CONSUMER WHOLESALE BEEF DEMAND AT HOME AND AROUND THE GLOBE BOTH SET 30 YEAR HIGHS. THE DEMAND FOR BOTH PORK AND BEEF PRODUCTS IN THE GROCERY STORES CONTINUED TO BLOOM IN AUGUST. SOME PRESSURE STARTED DURING THE MONTH ON THE WEEKLY SLAUGHTER RATE AS BOTH LABOR PROBLEMS AND MECHANICAL ISSUES ON THE OLDER EQUIPMENT BEGAN TO APPEAR.

THE COW HERD REDUCTION CONTINUED THROUGHOUT AUGUST AS THE DROUGHT IN THE WESTERN US FORCED OPERATORS TO FURTHER LIQUIDATE THEIR HERDS. BY MID-AUGUST DROUGHT CONDITIONS ON BOTH THE GRAZING AND CORN PRODUCTION AREAS HAD WORSENERD IN AN AREA THAT CONTAINS 32% OF THE NATION'S COW HERDS. IN ADDITION TO THIS 36% OF THE HAY AND 64% OF THE ALFALFA ACREAGE IS ALSO FOUND IN THIS DROUGHT AREA. THE CORN YIELD IN THE WESTERN PART OF THE CORN BELT CONTINUES TO REMAIN IN QUESTION AS HARVEST TIME APPROACHES AND A LOWER YIELD WILL AFFECT CORN PRICES WHICH WILL EVENTUALLY AFFECT THE GAIN COST.

CONTINUING LIQUIDATION IN THE WEST WILL AFFECT PRICES FOR THE NEXT SEVERAL YEARS AS LACK OF AVAILABLE FEEDER CALVES SHOULD STRENGTHEN THE DEMAND AND PRICES FOR THE NEXT SEVERAL YEARS. AS OF THIS REPORT CATTLE LIQUIDATIONS IN THE UPPER NORTHWEST ARE IN RECORD NUMBERS AS THE OLD COWS AND MIDDLE AGED COWS ARE ALREADY GONE AND RANCHERS ARE BEGINNING TO SELL OFF THEIR YOUNGER COWS. EVEN IF THE RAINS STARTED TODAY, HAY IS SCARCE AND POOR BODY CONDITIONS WOULD BE MORE NEGATIVE FACTORS TO DEAL WITH. THERE ARE SOME SEVERELY AFFECTED DROUGHT AREAS THAT HAVE RECENTLY RECEIVED SOME RAINS BUT DUE TO LATENESS OF THE YEAR IT WILL BE OF LITTLE TO NO USE FOR STOCKER OPERATORS.

ANALYSTS CONTINUE TO FORECAST STRONG DEMAND AND GOOD PRICES THROUGHOUT THIS FALL. BEEF DEMAND WILL CONTINUE TO REMAIN STRONG AND FACE A TIGHTER NUMBER OF AVAILABLE FEEDER CALVES DUE TO THE DROUGHT AND LIQUIDATION OUT WEST. THE USDA CATTLE ON FEED REPORT OF AUGUST 20TH WAS AGAIN BULLISH AS MARKETING'S CAME IN AT 95% AND PLACEMENTS AT 92%. THIS WAS THE 3RD STRAIGHT MONTH OF LOWER PLACEMENT FIGURES WHICH ARE POINTING TO HIGHER PRICES. PACKER MARGINS HOWEVER CONTINUE TO REMAIN UNBELIEVABLE AS THE LAST WEEK IN AUGUST SHOWED OVER \$900.00/HEAD COMPARED TO \$268.00/HEAD A YEAR AGO. THE MARKETING NUMBERS IN AUGUST WERE HEAVIER THAN AUGUST OF LAST YEAR AND THE WEIGHTS ARE OVERALL HEAVIER DUE TO A GOOD GRAZING YEAR. THE AUGUST CLOSING AVERAGES ENDED STRONGER THAN THOSE OF JULY.

**REMINDERS: "QUEENS OF THE SOUTH" REPLACEMENT FEMALE SALE ON SATURDAY, SEPT. 18TH**  
**ALSO**

**EAST TEXAS LIVESTOCK SEPTEMBER WEANED CALVE SALE ON TUESDAY, SEPTEMBER 28TH**