

As the cattle market hits record high prices, here at East Texas Livestock in Crockett, TX we feel the producer should keep as much of that profit as possible. Here's what we're doing about it:

Most sales in east Texas are at 3.5% in commission, here at ETL we're just a flat rate commission. So as cattle prices climb higher, our commission stays the same instead of increasing with the market.

Louisiana sales are at a 5% commission... ouch!

Here are several real market examples from cattle that have been sold recently, number of head, gross proceeds, and commission difference. Below are 3 examples from 2/27/24 sale:

# of Hd & Description	Gross Proceeds	ETL Comm.	3.5% Comm.	5% Comm.
65 Blk Strs/Hfrs	\$109,974.90	\$1,716.75	\$3,849.12	\$5,498.74
19 Blk Strs/Hfrs	\$27,610.60	\$497.25	\$966.37	\$1,380.53
50 Xbred Strs/Hfrs	\$69,011.35	\$1,304.00	\$2,415.40	\$3,450.57

Another option that many producers don't realize are the convenient receiving/drop off stations East Texas Livestock has located in the area:

China, TX-

- 18 miles east of Beaumont, TX
- 70 miles east of Lake Charles, LA

Jasper, TX-

- 20 miles north of Kirbyville, TX
- 55 miles east of Deridder, LA
- 50 miles east of Leesville, LA

San Augustine, TX-

- 22 miles south of Center, TX
- 75 miles east of Natchitoches, LA
- 85 miles southwest of Shreveport, LA

Lastly, the major benefit we have here to offer cattle producers are the number of buyers. As the volume of cattle in the south shrinks due to drought conditions, we've found more and more buyers coming to sales where they can see large volumes to fill their orders. Each year we have gained more and more calf buyers, even with corporate feedlot accounts now, we average around 22-23 calf buyers representing over 75 cattle companies weekly bidding on cattle.

Sales are every Tuesday in Crockett, TX. Please give us a call or visit us at www.easttexaslivestock.com

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