

East Texas Livestock, Inc

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April, 2024 Monthly Market Report

Slaughter Cows

Canners.....\$ 1.11 to \$ 1.27

Boning/Utility.....\$ 1.28 to \$ 1.36

Cutters.....\$ 1.37 to \$ 1.45

Slaughter Bulls.....\$1.23 to \$1.60

Bred Cows.....\$1210.00 to \$3,500.00 /head

Cow/Calf Pairs.....\$ 1825.00 to \$3,700.00

Feeder Calves

Feeder Steers/Bulls Large Frame #1	(avg prices)	Feeder Heifers Large Frame #1	(avg. prices)
200 to 300 lbs.....\$3.12 to \$4.20	\$ 3.50	\$2.74 to \$3.84	\$ 3.21
300 to 400 lbs..... \$2.80 to \$3.98	\$ 3.32	\$2.66 to \$3.65	\$ 2.89
400 to 500 lbs..... \$2.51 to \$3.34	\$ 2.82	\$2.35 to \$3.11	\$ 2.82
500 to 600 lbs..... \$2.34 to \$3.02	\$ 2.60	\$2.19 to \$2.80	\$ 2.42
600 to 800 lbs..... \$2.13 to \$2.74	\$ 2.44	\$2.13 to \$2.46	\$ 2.15

Month End Summary

April's feeder calf figure averages finished steady to \$2 lower than the previous month. This was due to the market scare created by the "flu bird" virus and the repercussions rippling affect. The marketing numbers reflected a normal Spring type scenario which in turn created more demand by the feedlots and grass feeders needing inventory. Most feedlots continued to witness plenty of pen space as the replacement numbers have dwindled and created a feeder calf shortage unseen in the past several years. A major adjustment in the pricing of replacement continues to hang in the balance as producers have yet to hold any heifers but at some point, they will be creating yet less available feeders forcing more competition for what is an already a limited offering.

The "bird flu" outbreak sent ripples throughout the beef industry as consumers were led to believe that humans could contract a virus that jumped from animal to humans. The CBOT livestock futures fell completely off the charts as this fear swept across the nation. Board traders had no idea the depth of this fear and cashed in their contracts in masses. In actuality, the feeder calf demand remained strong but did feel some lowering of actual prices. The industry will continue to see "black swans" appear periodically, but the fundamentals should continue to remain strong due to strong demand a lack of inventory for several years to come. Cow slaughter also continues down as the large decline in cows has and continues to notch a permanent dent in weekly slaughter numbers. By month's end the packers are in a difficult position facing weekly shortages of supplies forcing them to up their money to stay in the game.

Moving into the summer grilling season, beef prices will test the demand strength. The question now looms can this demand continue or be challenged by lower income earners who make up most of the US beef consumers. Both pork and chicken are cheaper priced proteins. Beef however continues its place as the favorite meat product and has the past years witnessed both larger production and increased demand. Recent surveys however are proving the consumers are losing interest in the premium beef products on the supermarket shelves. The all natural, hormone free high price cuts are finding more resistance from the consumer.

Fed supplies should continue to be short the remainder of this year. Plenty of feedlot pen space plus excellent grazing fields up North will continue to force fierce competition among the buyers. As stated earlier the market fundamentals continue to remain solid and strong. Livestock marketing numbers are normal for this time of the year. Stocker cow demand remains extremely strong as does the feeder calves. Moving forward into May, we continue to witness a bullish market and optimism continues extremely strong. Let's pray this doesn't change!