

Marketing Alternatives For 1999 Steer Calves

Items	1999 Beef Cow-Calf	Bckg Calves	Finish Bkg Calf	Grown & Finish Steer Calves
Marketing alternatives	(1)	(2)	(3)	(4)
Average birth date	04-Mar-99			
Starting date		30-Oct-99	02-Feb-00	30-Oct-99
Beginning Weight (lbs)		565	800	565
Sale Weight (pay wt in lbs)	565	800	1250	1175
Projected ADG (lbs/day)	2.51	2.50	3.3	2.9
Days on feed	225	94	136	210
Sale date	30-Oct-99	01-Feb-00	17-Jun-00	27-May-00
Projected sale price	\$92.08	\$81.26	\$68.43	\$69.72
Total income	\$461	\$650.10	\$855.38	\$819.15
CWT of steer equivalents	5.01			
Beginning values				
Projected purchase price		\$92.08	\$81.26	\$92.08
Value (\$/head)		\$520.28	\$650.10	\$520.28
Gross margin		\$129.83	\$205.27	\$298.87
(Buy/sell margins)		(\$10.82)	(\$12.83)	(\$22.37)
Feed costs*	\$265	\$51.33	\$94.70	\$137.04
Feed cost per lbs of grain	\$0.53	\$0.22	\$0.21	\$0.22
Returns over feed costs	\$196	\$78	\$111	\$162
Returns/\$100 feed fed	\$174	\$253	\$217	\$185
Interest on beg. value		\$12.03	\$21.41	\$21.86
Vet. and medical costs	\$21	\$7.00	\$7.00	\$9.00
Lot cost		\$9.72	\$13.64	\$21.08
Hauling, marketing and shrink		\$23.00	\$55.00	\$45.00
Death loss (1%)		\$6.25	\$8.38	\$8.29
Sub-total		\$58	\$105	\$105
Total cost of gain (\$/lb)		\$0.47	\$0.44	\$0.40
Total cost (Inc. beg. value)	\$352	\$630	\$850	\$763
Breakeven selling price	\$70	\$79	\$68	\$65
Returns to labor, management, and facilities	\$109	\$20	\$5	\$57

*Market Prices: Hay = \$40.00; Barley = \$1.30; Corn = \$1.60
Projections based on Oct 8, 1999 Futures Markets.