# Tennessee Market Highlights

UTEXTENSION INSTITUTE OF AGRICULTURE THE UNIVERSITY OF TENNESSEE

> June 23, 2023 Number: 25

# Trends for the Week Compared to a Week Ago

Slaughter Cows

\$3 to \$5 lower

<u>Slaughter Bulls</u>

\$1 to \$2 lower

Feeder Steers

Steady to \$5 higher

Feeder Heifers

Steady to \$4 higher

Feeder Cattle Index: 221.73

#### Fed Cattle

The 5-area live price on Thursday of \$182.68 was down \$4.11. The dressed price of \$289.85 down \$6.23.

## <u>Corn</u>

July closed at \$6.30 a bushel, down 10 cents since last Friday.

#### <u>Soybeans</u>

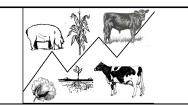
July closed at \$14.94 a bushel, up 28 cents since last Friday.

#### <u>Wheat</u>

July closed at \$7.33 a bushel, up 45 cents since last Friday.

#### <u>Cotton</u>

July closed at 78.06 cents per lb, down 3.29 cents since last Friday.



# Livestock Comments by Dr. Andrew P. Griffith

**FED CATTLE:** Fed cattle traded \$4 lower compared to last week on a live basis. Prices in the South were mainly \$180 while dressed prices were mainly \$289 to \$290.

The 5-area weighted average prices thru Thursday were \$182.67 live, down \$4.11 compared to last week and \$289.85 dressed, down \$6.23 from a week ago. A year ago, prices were \$144.50 live and \$234.91 dressed.

As packers and cattle feeders negotiate lower prices week-over-week, it brings some concern to cattle feeders as they have recently purchased some high-priced feeder cattle. Despite the fact that feeder cattle purchased today fall under live cattle prices six months in the future, today's finished cattle price still influences the decision of what to pay for cattle being placed in the feedlot now. There is no doubt finished cattle prices exceeded most market participants expectations, but high prices have a way of curing high prices. Observers and participants of the market should likely expect further softening of finished cattle prices moving through the heat of summer.

**BEEF CUTOUT:** At midday Friday, the Choice cutout was \$334.46 down \$0.01 from Thursday and down \$8.49 from a week ago. The Select cutout was \$300.90 down \$2.90 from Thursday and down \$9.04 from last week. The Choice Select spread was \$33.56 compared to \$33.01 a week ago.

The monthly retail price of beef for May was reported by USDA last week. The Choice beef price topped \$8.08 per pound while the all fresh beef retail price exceeded \$7.50 per pound. The Choice beef price is a historic high and represents a \$0.23 per pound increase from April. The all fresh beef retail price for May was \$0.18 per pound higher than April and the third highest monthly price on record and the highest it has been since November 2021. This is the reason so many in the beef and cattle industry ask the question of how high can prices go before consumers stop purchasing beef. It is unlikely consumers stop purchasing beef all together. A similar question for the cattle producer is, how high do feed prices have to go before they stop purchasing feed? Or, at what price does a producer stop purchasing fertilizer. In many instances, most people continue to purchase feed and fertilizer, but not as much as they would if prices were lower. The main difference is that cattle producers are making a business decision and consumers are making a personal decision.

**OUTLOOK:** Based on Tennessee weekly auction price averages, steer prices were steady to \$5 higher this week compared to last week while heifer prices were steady to \$4 higher compared to the previous week. Slaughter cow prices were \$3 to \$5 lower compared to last week while slaughter bull prices were \$1 to \$2 lower compared to a week ago. August feeder cattle futures traded over \$245 on June 7<sup>th</sup>, but it finished that day lower than the previous day. The contract has essentially traded lower since then and found itself trading below \$227 during part of Wednesday's trade. The driver of lower feeder cattle futures has been the increasing corn prices that finally took a breather on Thursday. There are sure to be some cattle producers who are beginning to worry that the bottom is going to fall out of the calf and feeder cattle market. This will be a lot of worry for nothing as these are still strong prices for feeder cattle. As it relates to the futures market, there is going to be considerable volatility in the market the next several months and this includes livestock, grain, and oilseed. This

# Livestock Comments by Dr. Andrew Griffith

(Continued from page 1)

volatility will provide opportunities to hedge a good price on cattle through late summer and fall using the futures market or LRP insurance. The question is who will invest in protecting a value in the market and who will be at the mercy of the market. The best attribute of LRP insurance is leaving the top side open to capitalize on an increasing market at a relatively inexpensive cost. The worst attribute of being at the mercy of the market is a producer could be caught with his pants down when the market turns south. As has been said several times in this column, the futures market was pricing cattle higher than where this market observer thought it should be. That does not mean it will not turn back and move higher, but producers should not count on such an event. There is good reason to take advantage of high prices when they are available.

The June cattle on feed report for feedlots with a 1000 head or more capacity indicated cattle and calves on feed as of June 1, 2023 totaled 11.55 million head, down 2.9% compared to a year ago, with the pre-report estimate average expecting a 3.2% decline. May placements in feedlots totaled 1.96 million head, up 4.6% from a year ago with the prereport estimate average expecting placements up 1.7%. May marketing's totaled 1.95 million head up 1.7% from 2022 with pre-report estimates expecting a 1.6% increase in marketings. Placements on feed by weight: under 700 pounds up 6.3%, 700 to 899 pounds up 4.9%, 900 pounds and over steady ASK ANDREW, TN THINK TANK: Markets this and markets that! What are cattle prices going to do now and later? There have been a couple of questions on what the cattle market is going to do in the near term and the longer term. Most everyone in the cattle industry knows and understands the supply side of cattle and beef, which should support prices. However, most agricultural markets depend heavily on weather, which appears to be a major market influencer at this time. Several regions of the United States are suffering from drought. These regions are being influenced differently in that grain producing areas are experiencing crop stress and that stress is sending grain and oilseed prices higher. Cattle producing regions suffering from drought are experiencing higher feed prices, less than ideal hay and pasture production, and a cattle market that has decided to decline the past couple of weeks. These conditions and this situation have provided a reminder of who is in control, and it is not those who put the seed in the ground or care for the livestock.

Please send questions and comments to <u>agriff14@utk.edu</u> or send a letter to Andrew P. Griffith, University of Tennessee, P.O. Box 160, 1000 Main Entrance Dr., Spring Hill, TN 37174.

**FRIDAY'S FUTURES MARKET CLOSING PRICES:** Friday's closing prices were as follows: Live/fed cattle –June \$177.50 -0.15; August \$170.78 -0.38; October \$174.50 -0.18; Feeder cattle –August \$233.95 +3.28; September \$237.70 +3.18; October \$240.15 +2.98; November \$241.18 +2.73; July corn closed at \$6.31 down 30 cents from Thursday.

# Crop Comments by Dr. Aaron Smith

#### **Overview**

Corn and cotton were down; soybeans were mixed; and wheat was up for the week.

Weather provided wild swings in commodity markets this week. December corn had daily movements of unchanged, +31 ¼, -8, and -32 ¾ cents; November soybeans moved +½, +34 ¼, -37 ½, and -29 ½ cents; July wheat

moved +7 ¾, +38 ¾, +4 ½, and -5 ¾ cents; and December cotton moved +0.60, -0.18, -0.37, and -1.48 cents. Precipitation forecasts continue to be the dominant factor in markets with changes met with large price swings. The volatility in markets can be unnerving for even the most seasoned commodity marketer.

What should producers do? The current market is tricky to navigate but it is supportive of two considerations. First, producers need to know their cost of production and formulate a yield expectation based on the best available information for their farms. This will allow them to determine the futures market and basis prices they are making or losing money. Second, the current market highlights the benefit of incremental sales. Making incremental sales will avoid price lows and spread risk throughout the marketing year. Producers will have varying comfort levels with the amount of production that they want to price at various times of the year. This will be influenced by yield /production estimates, past pricing experiences, and access to storage. In a strong weather market, like the current one, being overly aggressive with pricing has potential downfalls.

For most producers in Tennessee, if APH yield is achieved, new crop harvest futures of \$5.88 for corn, \$13.10 for soybeans, and \$7.33 for wheat – plus basis - will result in profitable outcomes. Getting some price risk off the table may be warranted. Out-of-the-money options are a worthwhile consideration to remove downside price risk without fixing a final price should drought persist and markets rally. Current market prices for cotton are far more challenging. Sub-80 cent cotton will not be attractive to

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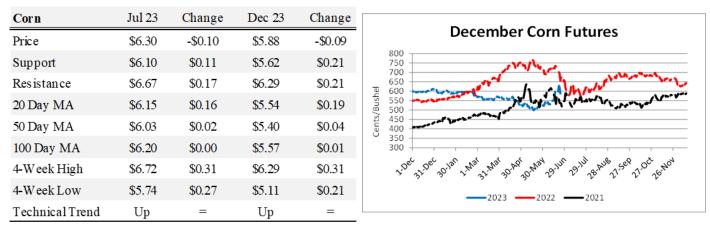
r		Previous	Current	Change
	USD Index	102.18	102.54	0.37
	Crude Oil	71.84	69.16	-2.68
+	DJIA	34,392	33,727	-664

## Crop Comments by Dr. Aaron Smith

establish a price for almost every Tennessee cotton producer. Thus, it is likely more advantageous to see if prices will improve later in the year.

#### Corn

Ethanol production for the week ending June 16 was 1.052 million barrels per day, up 34,000 from the previous week. Ethanol stocks were 22.804 million barrels, up 0.578 million compared to last week. Corn net sales reported by exporters for June 9-15 were net sales of 1.4 million bushels for the 2022/23 marketing year and 1.9 million bushels for the 2023/24 marketing year. Exports for the same period were down 44% compared to last week at 26.3 million bushels. Corn export sales and commitments were 88% of the USDA estimated total annual exports for the 2022/23 marketing year (September 1 to August 31) compared to the previous 5-year average of 100%. Across Tennessee, average corn basis (cash price-nearby futures price) weakened or remained unchanged at West, Northwest, West-Central, North-Central, and Mississippi River elevators and barge points. Overall, basis for the week ranged from 50 under to 8 over, with an average of 31 under the July futures at elevators and barge points. July 2023 corn futures closed at \$6.30, down 10 cents since last Friday. For the week, July 2023 corn futures traded between \$6.29 and \$6.72. Jul/Sep and Jul/Dec future spreads were -46 and -42 cents.



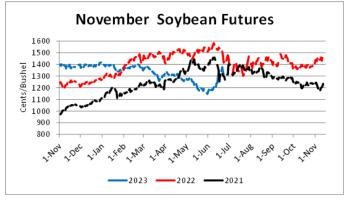
The Crop Progress report estimated corn condition at 55% good-to-excellent and 12% poor-to-very poor; and corn emerged at 96% compared to 93% last week, 94% last year, and a 5-year average of 94%. In Tennessee, corn condition was 64% good-to-excellent and 11% poor-to-very poor; corn emerged was 99% compared to 97% last week, 98% last year, and a 5-year average of 98%; and corn silking was 4% compared to 2% last week, 10% last year, and a 5-year average of 9%. New crop cash prices ranged from \$5.17 to \$6.14 at elevators and barge points. September 2023 corn futures closed at \$5.84, down 10 cents since last Friday. December 2023 corn futures closed at \$5.88, down 9 cents since last Friday. Downside price protection could be obtained by purchasing a \$5.90 December 2023 Put Option costing 48 cents establishing a \$5.42 futures floor.

#### **Soybeans**

Across Tennessee average soybean basis weakened or remained unchanged at West, Northwest, West-Central, North-Central, and Mississippi River elevators and barge points. Basis ranged from even to 10 over, with an average basis of 7 over the July futures contract. Soybean net weekly sales reported by exporters were 16.8 million bushels for the 2022/23 marketing year and 6.2 million for the 2023/24 marketing year. Exports for the same period were up 174% compared to last week at 14.2 million bushels. Soybean export sales and commitments were 96% of the USDA estimated total annual exports for the 2022/23 marketing year (September 1 to August 31), compared to the previous 5-year average of 102%. July 2023 soybean futures closed at \$14.99, up 28 cents since last Friday. For the week, July 2023 soybean futures traded between \$14.59 and \$15.21. Jul/ Aug and Jul/Nov future spreads were -90 and -184 cents. July soybean-to-corn price ratio was 2.37 at the end of the week. August 2023 soybean futures closed at \$14.04, down 3 cents since last Friday.

## Crop Comments by Dr. Aaron Smith

Soybeans	Ju123	Change	Nov 23	Change
Price	\$14.94	\$0.28	\$13.10	-\$0.32
Support	\$14.57	\$0.86	\$12.66	\$0.45
Resistance	\$15.20	\$0.32	\$13.58	-\$0.07
20 Day MA	\$13.89	\$0.34	\$12.32	\$0.32
50 Day MA	\$14.01	\$0.02	\$12.45	\$0.02
100 Day MA	\$14.44	\$0.00	\$12.95	\$0.00
4-Week High	\$15.21	\$0.53	\$13.78	\$0.31
4-Week Low	\$12.70	\$0.00	\$11.30	\$0.00
Technical Trend	Up	=	Up	=

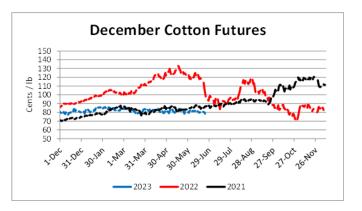


The Crop Progress report estimated soybean condition at 54% good-to-excellent and 12% poor-to-very poor; and soybeans emerged at 92% compared to 86% last week, 81% last year, and a 5-year average of 81%. In Tennessee, the Crop Progress report estimated soybean condition at 65% good-to-excellent and 10% poor-to-very poor; soybeans planted at 87% compared to 82% last week, 85% last year, and a 5-year average of 85%; soybeans emerged at 77% compared to 72% last week, 76% last year, and a 5-year average of 72%; and soybeans blooming at 10%, compared to 2% last week, 3% last year, and a 5-year average of 2%. November 2023 soybean futures closed at \$13.10, down 32 cents since last Friday. New crop cash soybean prices at elevators and barge points ranged from \$12.92 to \$13.60. Downside price protection could be achieved by purchasing a \$13.20 November 2023 Put Option which would cost 80 cents and set a \$12.40 futures floor. Nov/Dec 2023 soybean-to-corn price ratio was 2.23 at the end of the week.

#### <u>Cotton</u>

Delta upland cotton spot price quotes for June 22 were 78.79 cents/lb (41-4-34) and 81.04 cents/lb (31-3-35). Adjusted world price (AWP) was down 1.5 cents at 65.5 cents. Cotton net weekly sales reported by exporters were 42,700 bales for the 2022/23 marketing year and 187,600 bales for the 2023/24 marketing year. Exports for the same period were down 3% compared to last week at 236,800 bales. Upland cotton export sales were 111% of the USDA estimated total annual exports for the 2022/23 marketing year (August 1 to July 31), compared to the previous 5-year average of 114%. July 2023 cotton futures closed at 78.06 cents, down 3.29 cents since last Friday. For the week, July 2023 cotton futures traded between 76.91 and 81.78 cents. Jul/Dec and Jul/Mar cotton futures spreads were 0.82 cents and 0.61 cents.

Cotton	Ju123	Change	Dec 23	Change
Price	78.06	-3.29	78.67	-1.41
Support	75.43	-4.08	77.12	-1.21
Resistance	81.03	-1.60	80.82	-0.21
20 Day MA	82.72	-1.05	80.61	-0.50
50 Day MA	82.40	-0.29	81.26	-0.22
100 Day MA	82.74	-0.33	82.09	-0.21
4-Week High	87.16	-0.82	82.56	-1.74
4-Week Low	76.91	-2.95	78.20	-0.25
Technical Trend	Down	=	Down	=

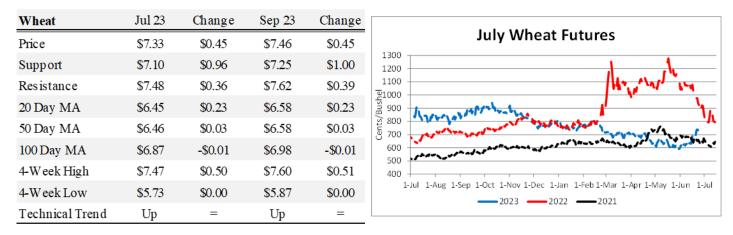


The Crop Progress report estimated cotton condition at 47% good-to-excellent and 20% poor-to-very poor; cotton planted at 89% compared to 81% last week, 95% last year, and a 5-year average of 94%; cotton squaring at 19% compared to 11% last week, 21% last year, and a 5-year average of 21%; and cotton setting bolls at 3% compared to 5% last year, and a 5-year average of 4%. In Tennessee, the Crop Progress report estimated cotton condition at 62% good-to-excellent and 7% poor-to-very poor; cotton planted at 99% compared to 98% last week, 98% last year, and a 5-year average of 98%; cotton squaring at 23% compared to 10% last week, 23% last year, and a 5-year average of 26%; and cotton setting bolls at 1% compared to 1% last year and a 5-year average of 0%. December 2023 cotton futures closed at 78.67 cents, down 1.41 cents since last Friday. Downside price protection could be obtained by purchasing a 79 cent December 2023 Put Option costing 4.65 cents establishing a 74.65 cent futures floor. March 2024 cotton futures closed at 78.88 cents, down 1.35 cents since last Friday.

## Crop Comments by Dr. Aaron Smith

#### Wheat

Wheat net weekly sales reported by exporters were net sales of 4.0 million bushels for the 2023/24 marketing year and 0.5 million bushels for the 2024/25 marketing year. Exports for the same period were down 38% compared to last week at 5.7 million bushels. Wheat export sales were 19% of the USDA estimated total annual exports for the 2023/24 marketing year (June 1 to May 31), compared to the previous 5-year average of 27%. Wheat cash prices at elevators and barge points ranged from \$6.62 to \$7.39.



The Crop Progress report estimated winter wheat condition at 38% good-to-excellent and 29% poor-to-very poor; winter wheat headed at 94% compared to 89% last week, 90% last year, and a 5-year average of 93%; winter wheat harvested at 15% compared to 8% last week, 23% last year, and a 5-year average of 20%; spring wheat condition at 51% good-to-excellent and 12% poor-to-very poor; spring wheat emerged at 98% compared to 90% last week, 87% last year, and a 5-year average of 95%; and spring wheat headed at 10% compared to 2% last year and a 5-year average of 10%. In Tennessee, winter wheat condition was estimated at 80% good-to-excellent and 4% poor-to-very poor; winter wheat mature at 95% compared to 85% last week, 88% last year, and a 5-year average of 87%; and winter wheat harvested at 50% compared to 22% last week, 38% last year, and a 5-year average of 48%. July 2023 wheat futures closed at \$7.33, up 45 cents since last Friday. July 2023 wheat futures traded between \$6.76 and \$7.47 this week. July wheat-to-corn price ratio was 1.16. Jul/Sep and Jul/Jul future spreads were 13 and 37 cents. September 2023 wheat futures closed at \$7.46, up 45 cents since last Friday. July 2024 wheat futures closed at \$7.70, up 34 cents since last Friday. Downside price protection could be obtained by purchasing a \$7.80 July 2024 Put Option costing 87 cents establishing a \$6.93 futures floor.

#### Additional Information:

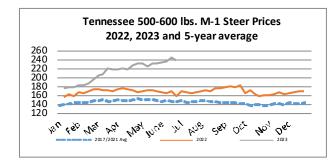
Links for data presented:

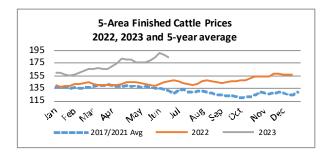
U.S. Export Sales - <u>https://apps.fas.usda.gov/export-sales/esrd1.html</u> USDA FAS: Weekly Export Performance Indicator – <u>https://apps.fas.usda.gov/esrquery/esrpi.aspx</u> EIA: Weekly ethanol Plant Production - <u>https://www.eia.gov/dnav/pet/pet\_pnp\_wprode\_s1\_w.htm</u> EIA: Weekly Supply Estimates - <u>https://www.eia.gov/dnav/pet/pet\_sum\_sndw\_a\_EPOOXE\_sae\_mbbl\_w.htm</u> Upland Cotton Reports - <u>https://www.fsa.usda.gov/FSA/epasReports?area=home&subject=ecpa&topic=fta-uc</u> Tennessee Crop Progress - <u>https://www.nass.usda.gov/Statistics\_by\_State/Tennessee/Publications/</u> <u>Crop\_Progress\_& Condition/</u>

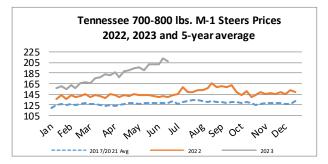
U.S. Crop Progress - <u>http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1048</u> USDA AMS: Market News - <u>https://www.ams.usda.gov/market-news/search-market-news</u>

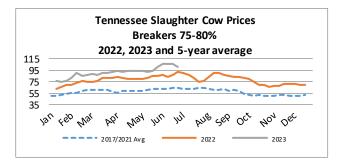
If you would like further information or clarification on topics discussed in the crop comments section or would like to be added to our free email list please contact me at <u>aaron.smith@utk.edu</u>.

		Prices Paid to Farm				
	Friday, June 16, 2023Thursday, June 22, 2023 Friday Monday Tuesday Wednesday Thursday					
	Average	Average	Average	Average	Average	
No. 2 Yellow Soybeans			\$/bushel			
Northwest	14.77		14.87	15.25	15.11	
North Central	14.67		14.77	15.15	15.01	
West Central						
West	14.77		14.87	15.25	15.11	
Vississippi River						
Yellow Corn						
Northwest	6.50		6.45	6.49	6.39	
North Central	6.00		5.94	6.21	6.11	
West Central						
West	6.48		6.52	6.79	6.41	
Vississippi River						
Wheat						
Northwest						
North Central	6.73		6.81	7.20	7.24	
West				7.35	7.39	
Vississippi River	6.80		6.87	7.24	7.28	
Cotton			\$/pound			
Memphis	79.05-81.30		79.74-81.99	79.11-81.36	78.79-81.04	









## **Futures Settlement Prices: Crops & Livestock**

Corn: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/corn.html Soybeans: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/soybean.html Wheat: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/wheat.html Soybean Meal: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/soybean-meal.html Cotton: https://www.theice.com/products/254/Cotton-No-2-Futures/data?marketId=5352193 Live Cattle: https://www.cmegroup.com/trading/agricultural/livestock/live-cattle.html Feeder Cattle: https://www.cmegroup.com/trading/agricultural/livestock/live-cattle.html Lean Hogs: https://www.cmegroup.com/trading/agricultural/livestock/lean-hogs.html Class III Milk: https://www.cmegroup.com/trading/agricultural/dairy/class-iii-milk.html

		This We	ek	Last Week's	Year Ago
-	Low	High		-	Weighted Average
Steers: Medium/Large	e Frame #1-2		.,		
300-400 lbs	201.00	300.00	261.86	266.12	183.94
400-500 lbs	210.00	285.00	250.09	253.56	175.35
500-600 lbs	210.00	258.00	236.43	242.95	157.00
600-700 lbs	185.00	250.00	222.53	228.59	151.91
700-800 lbs	185.00	220.00	206.79	212.92	139.00
Steers: Small Frame #	1-2				
300-400 lbs	220.00	250.00	240.30	242.56	
400-500 lbs				218.36	
500-600 lbs	180.00	210.00	196.80		
600-700 lbs					
Steers: Medium/Large	e Frame #3				
300-400 lbs	199.00	265.00	235.89	244.47	162.01
400-500 lbs	196.00	240.00	223.98	229.97	155.04
500-600 lbs	190.00	225.00	206.01	218.86	145.02
600-700 lbs	180.00	232.50	200.29	204.30	132.62
700-800 lbs	160.00	200.00	182.89	183.72	113.00
Holstein Steers					
300-400 lbs					
500-600 lbs					
700-800 lbs					
Slaughter Cows & Bul	ls				
Breakers 75-80%	87.00	115.00	101.52	106.50	87.36
Boners 80-85%	86.00	110.00	97.93	102.51	84.50
Lean 85-90%	75.00	99.00	87.28	91.74	74.74
Bulls YG 1	113.00	140.50	124.87	123.96	109.31
Heifers: Medium/Larg	ge Frame #1-2				
300-400 lbs	190.00	270.00	230.73	235.96	158.00
400-500 lbs	195.00	245.00	218.24	220.95	150.24
500-600 lbs	185.00	225.00	208.03	207.60	140.52
600-700 lbs	175.00	220.00	195.49	196.32	132.75
Heifers: Small Frame	#1-2				
300-400 lbs	185.00	210.00	203.02	209.36	
400-500 lbs	190.00	192.50	191.00	207.57	
500-600 lbs				195.50	
600-700 lbs					
Heifers: Medium/Larg	ge Frame #2-3				
300-400 lbs	, 183.00	235.00	206.69	211.40	136.76
400-500 lbs	163.00	220.00	200.71	201.69	138.13
500-600 lbs	175.00	216.00	192.36	188.32	129.84
600-700 lbs	172.50	207.50	189.08	177.16	120.12

Cattle Receipts

This week:8,333

Week ago:8,091

Year ago:5,570

### Graded Sales, Video Board Sales, Video Sales & Loads

#### East Tennessee Livestock Center Graded Holstein Steer Sale - Sweetwater, TN Weighted Average Report for 6/16/23 Total Receipts: 413 For complete report: https://www.ams.usda.gov/mnreports/ams\_2072.pdf

#### Browning Livestock Market Video/Internet Auction - Lafayette, TN

Weighted Average Report for 6/21/23 Total Receipts: 1,569 For complete report: https://www.ams.usda.gov/mnreports/ams\_3467.pdf

#### Hardin County Stockyard - Savannah, TN

6/21/23 72 heifers, 708 lbs, M&L 1&2, 69-Blk/BWF 1-Rd 2-ChX, 5-6 flesh, \$216.00

#### Hardin County Stockyard Video Auction - Savannah, TN

Weighted Average Report for 6/21/23 Total Receipts: 56 For complete report: https://www.ams.usda.gov/mnreports/ams\_3509.pdf

# East Tennessee Livestock Center Video Sale -

Sweetwater, TN 6/21/2023 1 load out of 80 steers from BQA certified producer; Est weight 890 lbs; 95% L&M-1s, 5% L&M-2s; medium flesh; 100% BLK/BWF; \$209.25

#### East Tennessee Cattle Alliance Preconditioned Graded Feeder Sale - Greeneville, TN

Weighted Average Report for 6/22/23 Total Receipts: 390 For complete report: https://www.ams.usda.gov/mnreports/ams\_2075.pdf

#### Department of Agricultural and Resource Economics

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