Tennessee Market Highlights

September 1, 2023 Number: 35

UTEXTENSION INSTITUTE OF AGRICULTURE

Trends for the Week Compared to a Week Ago

Slaughter Cows

Steady to \$2 higher <u>Slaughter Bulls</u> Steady to \$1 higher <u>Feeder Steers</u> Steady to \$5 higher <u>Feeder Heifers</u> \$2 to \$5 higher Feeder Cattle Index: 248.95

Fed Cattle

The 5-area live price on Thursday of \$182.69 was down \$2.64. The dressed price of \$290.62 down \$2.03.

Corn

December closed at \$4.81 a bushel, down 7 cents since last Friday.

<u>Soybeans</u>

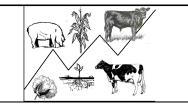
November closed at \$13.69 a bushel, down 18 cents since last Friday.

<u>Wheat</u>

December closed at \$5.95 a bushel, down 26 cents since last Friday.

<u>Cotton</u>

December closed at 89.95 cents per lb, up 2.64 cents since last Friday.



Livestock Comments by Dr. Andrew P. Griffith

FED CATTLE: Fed cattle traded \$2 to \$3 lower on a live basis compared to last week with live prices mainly between \$182 and \$184 while dressed prices were mainly \$290 to \$291.

The 5-area weighted average prices thru Thursday were \$182.69 live, down \$2.64 compared to last week and \$290.62 dressed, down \$2.03 from a week ago. A year ago, prices were \$142.82 live and \$228.85 dressed.

With the finished cattle market trading around \$180, the futures market has the live cattle market moving to the low \$190's in April. This is certainly an attainable price, but it would seem wholesale beef prices would have to push higher for the packer to make any money at that price. Similarly, if live cattle reach that level, one would think that would put a few more dollars on feeder cattle. The one fact about this market is that financial risk is increasing with every passing week. The more dollars tied up per head increases risk. The cattle feeder is taking the most risk in the current transactions, which means they should be hedging a higher percentage of cattle today than they were a year ago. Some of the risk needs to be shifted to speculators.

BEEF CUTOUT: At midday Friday, the Choice cutout was \$315.40 up \$1.61 from Thursday and down \$2.43 from a week ago. The Select cutout was \$292.15 up \$1.44 from Thursday and down \$1.46 from last week. The Choice Select spread was \$24.71 compared to \$25.68 a week ago.

Retail beef prices have been discussed in this section recently, and those discussions focused on record retail beef prices. That discussion could be extended to price increases in beef-based entrees at restaurants or fast food. However, the focus here is on marketing wholes, halves and guarters to in the local beef business. There are many consumers purchasing a live animal and then having it processed at a local slaughter facility. In today's market, an 800 pound steer would cost \$2,000. If there is an assumption that the animal is carried to 1,300 pounds at a \$1 per pound cost of gain then the cattle producer has \$2,500 in that animal. Technically, they need to be paid at least \$2 per pound on the live weight to turn a mere \$100 profit. Most producers are going to want more than a \$100 profit for the hassle. If it is assumed the cattle producer sells the animal for \$2,800 and the carcass yields 532 pounds of beef then the cost per pound of beef is \$5.26 per pound. This cost does not include processing, transportation, or storage. It appears beef is getting expensive!

OUTLOOK: Based on Tennessee weekly auction price averages, steers prices were steady to \$5 higher compared to last week while heifer prices were \$2 to \$5 higher compared to a week ago. Slaughter cow prices were steady to \$2 higher than last week's weighted average price while bull prices were steady to \$1 higher compared to the previous week. Cattle markets are hitting the time of year when temperature can drastically impact prices. Hot and humid weather is never kind to cattle, but that is typical of summer. However, as weather patterns shift and overnight lows are in the 50's and the highs are in the low 90 degree region, there becomes some concern for cattle movement. These shifts from favorable temperatures one week to blistering hot the next compounds the stress that is already present when weaning and shipping cattle. The point is that the market price may have some seesaw type action the next several weeks. As it relates to seasonal tendencies, there is no way of knowing if the seasonal calf price

Livestock Comments by Dr. Andrew Griffith

(Continued from page 1)

decline will rear its head as the market moves into late September through the end of November. One would think at a minimum that prices will not increase on freshly weaned calves, but crazier things have happened in this cattle market. Shifting to slaughter cow prices, the slaughter cow market has remained strong through the end of August. It is amazing the quantity of cows that continue to make their way to slaughter. This would have to bode well for the bred female market moving forward. There will certainly be producers looking for bred heifers this fall as well as more mature bred females. How high this market can go is unknown, but it should be strong the next couple of years. There remains risk in breeding females as there have not been any great signs of retention at this point. It is likely female movement will begin quickly and run prices higher in a hurry.

ASK ANDREW, TN THINK TANK: How much stock can we put in economist's predictions for cattle prices? This is a risky question for a livestock economist to answer that tries to analyze the market and assist cattle producers with decision making. First, we are all fallible. Second, the one guarantee about any price prediction is that it will be wrong even if it is only off by a little. They tell me that close only counts in horseshoes and hand grenades. Third, the information supplied is useful, and it is generally coming from an unbiased source that studies and analyzes the market every day. Despite the information coming from respected sources in most cases, every user of that information should balance said information with multiple sources and their own expectations. What should not be done is a producer throwing in all of their chips based on a market analysis at one point in time. This question has become important based on a new report where several agricultural economists are expecting cattle prices to move higher in 2024, but it is alright to be cautious.

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 –October \$180.15 -0.68; December \$184.18 -0.63; February \$188.33 -0.53; Feeder cattle – September \$251.85 -1.43; October \$254.65 -1.38; November \$256.38 -1.28; January \$255.43 -1.28; September corn closed at \$4.65 up 4 cents from Thursday.

Crop Comments by Dr. Aaron Smith

Overview

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

Corn and wheat futures prices softened in August. December corn closed August 31 at \$4.78 ¼, down 34 ¾ cents compared to the July 31 close of \$5.13, on. July 2024 wheat closed August 31 at \$6.54 ½, down 72 ¾ cents compared to the July 31 close of at \$7.27 ¼. Soybean and

	Previous	Current	Change
USD Index	103.98	104.20	0.23
Crude Oil	79.85	85.75	5.9
DЛA	34,377	34,792	415

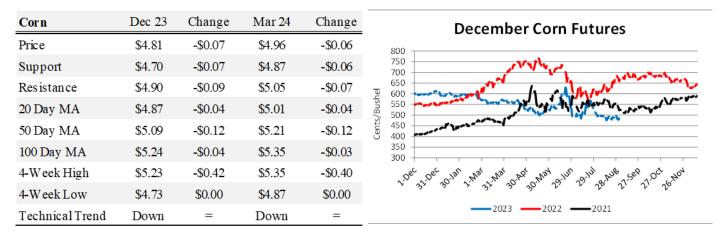
cotton harvest futures had gains for August. The December cotton contract closed up 3.1 cents (84.72 on July 31 compared to 87.82 on August 31) and November soybeans closed up 37 cents (\$13.31 on July 31 compared to \$13.68 on August 31). Moving forward, harvest weather will influence futures market prices primarily through hurricane activity, untimely rain or storms during harvest, and the potential for an early frost. However, demand will also play a major role in price direction, particularly export demand.

Lagging export sales entering the new corn and soybean marketing year are a cause for concern. Export sales will be a key factor in farm gate prices for the 2023/2024 marketing year. Currently, outstanding export sales for the 2023/24 marketing year are: corn 8.34 million metric tons (MMT), soybeans 12.94 MMT, cotton 4.5 million running bales, and wheat 3.64 MMT. For the same week in the marketing year, outstanding sales for corn, soybean, cotton, and wheat are down 15.4%, 36.9%, 32.1%, and 30.1% compared to last year. Corn and soybean outstanding export sales, for this week in the marketing year, are at their lowest points since the trade war with China in 2019. Export sales are an extremely important source of demand for agriculture. 13.6% of corn, 43.4% of soybean, 89.3% of cotton, and 40.4% of wheat production in the US is projected to be exported to foreign counties for the 2023/24 marketing year. This does not include processed by-products, such as soybean meal, soybean oil, DDGs, and ethanol. The cotton and wheat marketing years have only just begun, and the corn and soybean marketing year starts September 1, so there is still time for export sales to strengthen, however the start of the 2023/24 marketing year gives some cause for concern.

Crop Comments by Dr. Aaron Smith

Corn

Ethanol production for the week ending August 25 was 1.007 million barrels per day, down 41,000 barrels from the previous week. Ethanol stocks were 21.609 million barrels, down 1.181 million compared to last week. Corn net sales reported by exporters for August 18-24 were net sales of 2.8 million bushels for the 2022/23 marketing year and 39.0 million bushels for the 2023/24 marketing year. Exports for the same period were up 34% compared to last week at 26.1 million bushels. Corn export sales and commitments were 98% 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 103%. Across Tennessee, average corn basis (cash price-nearby futures price) remained unchanged at West, Northwest, North-Central, West-Central, and Mississippi River elevators and barge points. Overall, basis for the week average of 55 under the September futures at elevators and barge points.



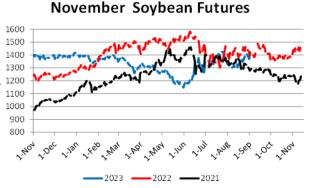
The Crop Progress report estimated corn condition at 56% good-to-excellent and 17% poor-to-very poor; corn dough at 88% compared to 78% last week, 84% last year, and a 5-year average of 86%; corn dented at 51% compared to 35% last week, 44% last year, and a 5-year average of 49%; and corn mature at 9% compared to 4% last week, 7% last year, and a 5-year average of 8%. In Tennessee, corn condition was estimated at 75% good-to-excellent and 7% poor-to-very poor; corn dough at 97% compared to 95% last week, 96% last year, and a 5-year average of 97%; corn dented at 82% compared to 71% last week, 77% last year, and a 5-year average of 78%; and corn mature 32% compared to 15% last week, 25% last year, and a 5-year average of 23%. New crop cash prices ranged from \$4.13 to \$4.77 at elevators and barge points. December 2023 corn futures closed at \$4.81, down 7 cents since last Friday. For the week December 2023 corn futures traded between \$4.76 and \$4.99. Dec/Mar and Dec/May future spreads were 15 and 24 cents. Downside price protection could be obtained by purchasing a \$4.85 December 2023 Put Option costing 20 cents establishing a \$4.65 futures floor. March 2024 corn futures closed at \$4.96, down 6 cents since last Friday. May 2024 corn futures closed at \$5.05, down 6 cents since last Friday.

Soybeans

Across Tennessee average soybean basis strengthened or remained unchanged at West, Northwest, North-Central, West-Central, and Mississippi River elevators and barge points. Basis ranged from 4 under to 1 over the September futures contract, with an average basis at the end of the week of 1 under. Soybean net weekly sales reported by exporters were net sales cancellations of 1.9 million bushels for the 2022/23 marketing year and net sales of 41.3 million bushels for the 2023/24 marketing year. Exports for the same period were down 29% compared to last week at 11.7 million bushels. Soybean export sales and commitments were 99% 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 104%.

Crop Comments by Dr. Aaron Smith

Soybeans	Nov 23	Change	Jan 24	Change
Price	\$13.69	-\$0.18	\$13.82	-\$0.17
Support	\$13.51	\$0.01	\$13.64	\$0.02
Resistance	\$14.00	\$0.06	\$14.12	\$0.07
20 Day MA	\$13.46	\$0.13	\$13.57	\$0.15
50 Day MA	\$13.51	\$0.05	\$13.59	\$0.05
100 Day MA	\$12.98	\$0.04	\$13.07	\$0.04
4-Week High	\$14.09	-\$0.23	\$14.20	-\$0.16
4-Week Low	\$12.82	\$0.00	\$12.92	\$0.00
Technical Trend	Up	=	Up	=



The Crop Progress report estimated soybean condition at 58% good-to-excellent and 14% poor-to-very poor; soybeans setting pods at 91% compared to 86% last week, 90% last year, and a 5-year average of 90%; and soybeans dropping leaves at 5% compared to 4% last year and a 5-year average of 6%. In Tennessee, the Crop Progress report estimated soybean condition at 77% good-to-excellent and 3% poor-to-very poor; soybeans blooming at 96%, compared to 94% last week, 99% last year, and a 5-year average of 98%; soybeans setting pods at 88% compared to 83% last week, 90% last year, and a 5-year average of 98%; soybeans setting pods at 88% compared to 83% last week, 90% last year, and a 5-year average of 89%; and soybeans dropping leaves at 10% compared to 2% last week, 7% last year, and a 5-year average of 6%. November 2023 soybean futures closed at \$13.69, down 18 cents since last Friday. For the week, November 2023 soybean futures traded between \$13.66 and \$14.09. New crop cash soybean prices at elevators and barge points ranged from \$13.14 to \$13.91. Downside price protection could be achieved by purchasing a \$13.70 November 2023 Put Option which would cost 38 cents and set a \$13.32 futures floor. Nov/Dec 2023 soybean-to-corn price ratio was 2.85 at the end of the week. Nov/Jan and Nov/Mar future spreads were 13 and 18 cents. March soybean-to-corn price ratio was 2.8 at the end of the week. January 2024 soybean futures closed at \$13.82, down 17 cents since last Friday. March 2024 soybean futures closed at \$13.87, down 15 cents since last Friday.

<u>Cotton</u>

North Delta upland cotton spot price quotes for August 31 were 85.60 cents/lb (41-4-34) and 87.85 cents/lb (31-3-35). Adjusted world price (AWP) was up 2.5 cents at 71.56 cents. Cotton net weekly sales reported by exporters were 61,400 bales for the 2023/24 marketing year and 11,000 for the 2024/25 marketing year. Exports for the same period were up 5% compared to last week at 214,100 bales. Upland cotton export sales were 44% of the USDA estimated total annual exports for the 2023/24 marketing year (August 1 to July 31), compared to the previous 5-year average of 55%.

Cotton	Dec 23	Change	Mar 24	Change
Price	89.95	2.64	89.77	2.58
Support	86.85	1.84	86.77	1.82
Resistance	90.00	1.17	89.87	1.32
20 Day MA	86.00	0.74	85.93	0.68
50 Day MA	83.79	0.77	83.77	0.74
100 Day MA	82.56	0.27	82.52	0.27
4-Week High	90.00	1.17	89.87	1.32
4-Week Low	83.25	0.00	83.42	0.00
Technical Trend	Up	=	Up	=

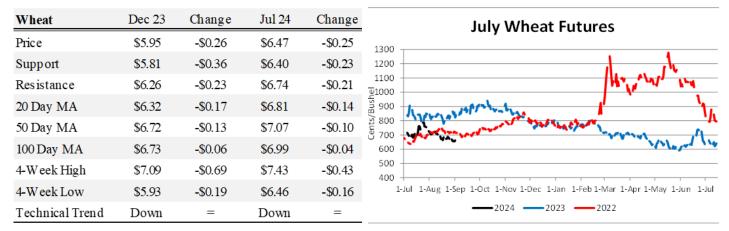
The Crop Progress report estimated cotton condition at 33% good-to-excellent and 44% poor-to-very poor; cotton setting bolls at 90% compared to 81% last week, 93% last year, and a 5-year average of 90%; and cotton bolls opening at 25% compared to 18% last week, 27% last year, and a 5-year average of 25%. In Tennessee, the Crop Progress report estimated cotton condition at 80% good-to-excellent and 5% poor-to-very poor; cotton setting bolls at 98% compared to 96% last week, 97% last year, and a 5-year average of 97%; and cotton bolls opening at 13% compared to 8% last week, 12% last year, and a 5-year average of 12%. December 2023 cotton futures closed at 89.95 cents, up 2.64 cents since last Friday. For the week, December 2023 cotton

Crop Comments by Dr. Aaron Smith

futures traded between 86.11 and 89.95 cents. Downside price protection could be obtained by purchasing a 90 cent December 2023 Put Option costing 3.79 cents establishing an 86.21 cent futures floor. March 2024 cotton futures closed at 89.77 cents, up 2.58 cents since last Friday. May 2023 cotton futures closed at 89.7 cents, up 2.7 cents since last Friday. Dec/Mar and Dec/May cotton futures spreads were -0.18 cents and -0.25 cents.

<u>Wheat</u>

Wheat net weekly sales reported by exporters were net sales of 12.1 million bushels for the 2023/24 marketing year and 0.6 million bushels for the 2024/25 marketing year. Exports for the same period were up 3% compared to last week at 13.0 million bushels. Wheat export sales were 40% 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 47%. Wheat cash prices at elevators and barge points ranged from \$4.71 to \$5.39.



The Crop Progress report estimated spring wheat condition at 37% good-to-excellent and 24% poor-to-very poor; and spring wheat harvested at 54% compared to 39% last week, 48% last year, and a 5-year average of 63%. December 2023 wheat futures closed at \$5.95, down 26 cents since last Friday. December 2023 wheat futures traded between \$5.93 and \$6.28 this week. December wheat-to-corn price ratio was 1.24. Dec/Mar and Dec/Jul future spreads were 27 and 52 cents. March 2024 wheat futures closed at \$6.22, down 26 cents since last Friday. July 2024 wheat futures closed at \$6.47, down 25 cents since last Friday. July 2024 wheat futures closed at \$6.47, down 25 cents since last Friday. Downside price protection could be obtained by purchasing a \$6.50 July 2024 Put Option costing 65 cents establishing a \$5.85 futures floor. New crop wheat cash prices at elevators and barge points ranged from \$5.84 to \$6.39.

Additional Information:

Links for data presented:

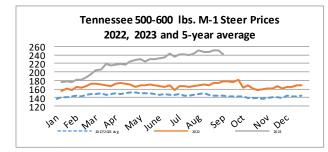
U.S. Export Sales - <u>https://apps.fas.usda.gov/export-sales/esrd1.html</u> USDA FAS: Weekly Export Performance Indicator – <u>https://apps.fas.usda.gov/esrquery/esrpi.aspx</u>

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 Farmers by Elevators								
	Friday, August 25, 2023Thursday, August 31, 2023							
	Friday	Monday	Tuesday	Wednesday	Thursday			
	Average	Average	Average	Average	Average			
No. 2 Yellow Soybeans	\$/bushel\$/bushel							
Northwest								
North Central	13.78	13.96	13.83	13.77	13.59			
West Central								
West								
Mississippi River								
Yellow Corn								
Northwest								
North Central	4.16	4.24	4.15	4.07	4.06			
West Central								
West								
Mississippi River								
Wheat								
Northwest	5.28	5.23	5.05	5.12	5.08			
North Central	5.28	5.23	5.05	5.07	5.03			
West	5.23	5.18	5.00					
Mississippi River	5.02	4.96	4.71	4.79	5.39			
Cotton	\$/pound\$							
Memphis	84.51-86.76	84.07-86.32	84.59-86.84	85.78-88.03	85.60-87.85			



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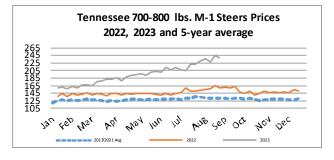
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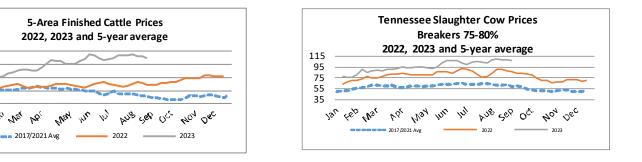
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Futures Settlement Prices: Crops & Livestock

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

Prices on Tennessee Reported Livestock Auctions for the week ending Monday, August 28, 2023								
	This Week			Last Week's	Year Ago			
_	Low	High	Weighted Average	Weighted Average	Weighted Average			
			\$/cwt					
Steers: Medium/Large	e Frame #1-2							
300-400 lbs	222.50	290.00	264.79	261.82	205.42			
400-500 lbs	220.00	280.00	252.17	252.20	188.32			
500-600 lbs	210.00	270.00	240.39	251.28	177.75			
600-700 lbs	205.00	250.00	228.22	246.17	169.86			
700-800 lbs	200.00	250.00	238.13	244.50	158.83			
Steers: Small Frame #	1-2							
300-400 lbs					170.87			
400-500 lbs				233.30	156.50			
500-600 lbs				218.75				
600-700 lbs								
Steers: Medium/Large Frame #3								
300-400 lbs	210.00	275.00	242.97	225.64	180.92			
400-500 lbs	200.00	255.00	217.35	235.68	171.23			
500-600 lbs	210.00	245.00	223.10	226.51	160.58			
600-700 lbs	180.00	240.00	210.48	216.62	153.41			
700-800 lbs	170.00	230.00	206.14	189.49	144.21			
Holstein Steers								
300-400 lbs								
500-600 lbs								
700-800 lbs								
Slaughter Cows & Bul	ls							
Breakers 75-80%	93.00	115.00	106.27	107.78	87.37			
Boners 80-85%	93.00	115.00	103.81	106.40	84.46			
Lean 85-90%	70.00	106.00	93.61	95.85	73.83			
Bulls YG 1	114.50	137.00	127.44	128.97	113.81			
Heifers: Medium/Larg	ge Frame #1-2							
300-400 lbs	200.00	270.00	231.51	234.02	171.65			
400-500 lbs	195.00	253.00	227.09	227.93	162.77			
500-600 lbs	191.00	244.00	219.79	222.48	156.14			
600-700 lbs	179.00	236.00	202.27	210.04	149.36			
Heifers: Small Frame	#1-2							
300-400 lbs					148.75			
400-500 lbs				200.61	130.26			
500-600 lbs				208.72	140.00			
600-700 lbs					131.14			
Heifers: Medium/Larg	ge Frame #2-3							
300-400 lbs	185.00	243.00	217.46	226.18	154.54			
400-500 lbs	150.00	238.00	209.32	214.79	150.82			
500-600 lbs	171.00	230.00	207.17	203.93	138.95			
600-700 lbs	150.00	213.00	189.78	194.39	131.99			

Cattle Receipts

This week:4,932

Week ago:8,546

Year ago:6,661

Graded Sales, Video Board Sales, Video Sales & Loads

Warren Co. Livestock Graded Sale - McMinnville, TN 8/23/2023 Total Receipts: 1,212 For complete report: https://www.ams.usda.gov/mnreports/ams_2079.pdf

East Tennessee Livestock Center Graded Feeder Cattle Sale - Sweetwater, TN 8/25/23 Total Receipts: 301 For complete report: https://www.ams.usda.gov/mnreports/ams_2073.pdf

Warren Co. Livestock Graded Sale - McMinnville, TN 8/23/2023 Total Receipts: 1,212 For complete report: https://www.ams.usda.gov/mnreports/ams_2079.pdf

East Tennessee Livestock Center Video Sale

- Sweetwater, TN

8/30/23

1 load out of 61 steers tested PI negative from BQA certified producer; Est weight 875 lbs; 90% L&M-1s and 10% L&M-2s; medium flesh; 95% BLK/BWF & 5% ChaX/Smoky; \$230.50

1 load out of 75 steers from BQA certified producer; Est weight 885 lbs; 95% L&M-1s and 5% L&M-2s; medium flesh; 100% BLK/BWF; \$237.25

Lower Middle Tennessee Cattlemen's Association-Video Board Sale-Columbia, TN Weighted Average Report for 9/1/23 For complete report: https://www.ams.usda.gov/mnreports/ams_3340.pdf

Graded Goat & Sheep Sales

Columbia Graded Sheep and Goat Sale-Columbia, TN Weighted Average Report for 8/28/23 Total Receipts: 808 For complete report: https://www.ams.usda.gov/mnreports/ams_2081.pdf

Department of Agricultural and Resource Economics

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