

# Producer Profitability



You can't make split-second decisions with old data. Let the Cargill **Producer Profitability Tool** help you make the right marketing decisions at the right time by:

- Using real-time data
- Determining current and future economics
- Determine optimum weights and first cut forecasting
- Scenario planning for your what-ifs

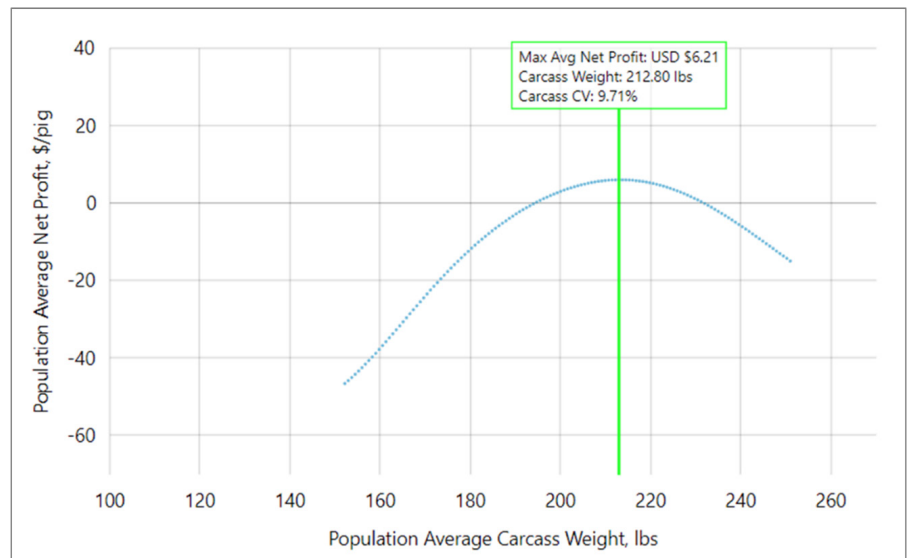
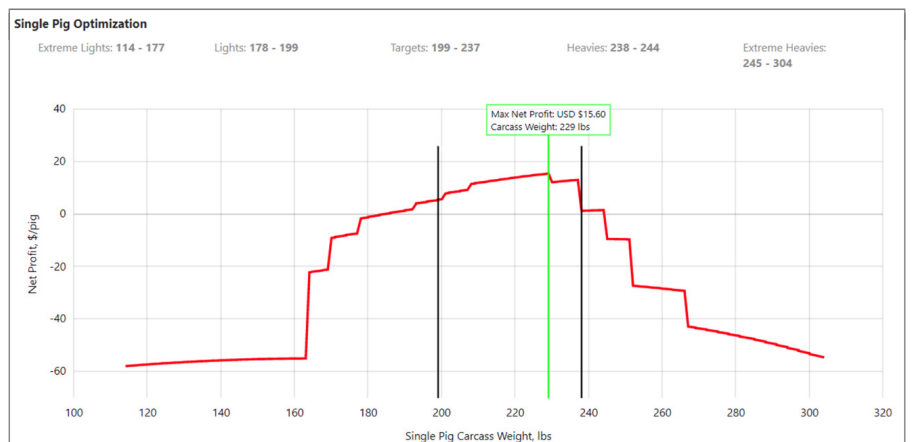
Learn about the six modules that make up Cargill's **Producer Profitability Tool** and how they can help you build a better pork system.

## PIG FLASH:

- Forecasts profit/loss and breakeven costs for the next 12 months
- Customizable and can use cut-out values to predict futures prices

## OPTIMAL MARKET WEIGHT:

- Utilizes producer's feed costs, fixed costs, packer grid, carcass price, and variation in carcass weight to calculate optimal market weight on a net profit basis for a single pig and a population of pigs
- Marketing definitions of Extreme Lights, Lights, Targets, Heavies, and Extreme Heavies can be specified and applied by the producer



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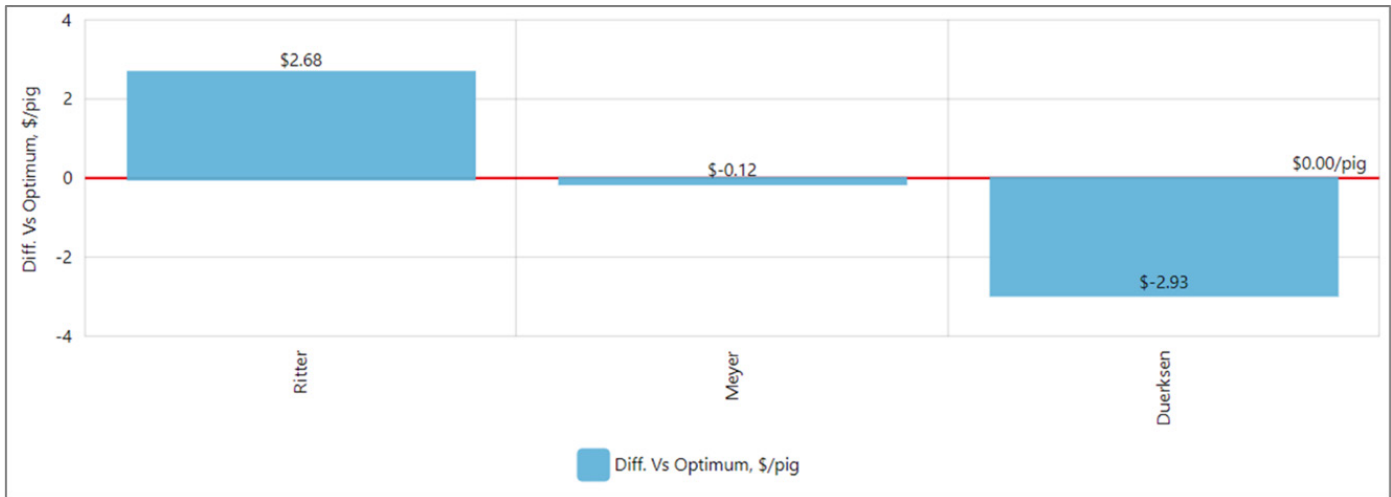
## FIRST CUT PREVIEW:

- Predicts the timing for first cut marketings based on recent closeout performance, Kansas State University variation prediction equations, start weight, fill-time, mortality, and population optimum weight

## LOAD DASHBOARD:

- Provides real-time feedback on groups marketed this week via a dashboard with filtering capabilities for packer, date range, sow flow, site, group ID, pig marker, barn cut and business unit
- Dashboard charts rank active sites from highest to lowest for key pig marketing metrics (difference in net profit vs. optimum, % Targets, % Lights, % Heavies, Pigs Marketed, Average Carcass Weight, and % Carcass CV) to quickly identify adjustments needed for next week's load schedule

Select Customer		Marketing Review (5-week rolling average)							
		WPX Demo	Marketing Review		Smithfield		Base Price, \$/cwt:100.00		
Producer	ALL	Variable	Current Optimum	3-Week Average	May 8 - 14	May 1 - 7	Apr 24 - 30	Apr 17 - 23	Apr 10 - 16
Packer	ALL	Pigs Marketed, #		3,580	2,160	340	1,080	340	1,080
Date	05/14/2022	Loads, #		6	3	1	2	1	2
Sow Flow	ALL	AVG Carcass WT, lbs	213	213	213	213	213	213	213
Supervisor	ALL	Carcass Standard Deviation, lbs	20.7	20.7	20.9	23.9	19.4	23.9	19.4
Site	ALL	Carcass CV, %	9.7%	9.7%	9.8%	11.2%	9.1%	11.2%	9.1%
Group ID	ALL	Total Lights, %	26.0%	25.8%	25.8%	30.3%	24.4%	30.3%	24.4%
Pig Marker	ALL	Extreme Lights, % (Under 179 lbs)	4.7%	5.0%	5.0%	8.2%	5.5%	8.2%	5.5%
Barn Cut	ALL	Target, % (200 to 239 lbs)	63.1%	63.0%	63.0%	54.4%	65.8%	54.4%	65.8%
Business Unit	ALL	Total Heavies, %	10.9%	11.1%	11.2%	15.3%	9.7%	15.3%	9.7%
		Extreme Heavies, % (Over 245 lbs)	5.9%	6.0%	6.2%	9.1%	4.8%	9.1%	4.8%
		Net Profit, \$/pig	\$6.21	\$6.05	\$5.94	\$3.52	\$7.05	\$3.52	\$7.05



## MARKETING SCORECARD:

- Displays the % lights, % targets, and % heavies by barn cut for closed groups
- Allows producers to see if the right pigs are being marketed at the right time on the right loads

## MARKET SIMULATIONS:

- Allows producers to run multiple scenarios at once to see how changes in feed cost, carcass price, and variation in carcass weight can impact optimal market weight over the next 3-6 months