



Marketing Finished Calves

Grid, Carcass, and Live Pricing

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Which contract will net you the most money for your calves?

Finished calves are marketed on a liveweight, carcass weight, or a grid basis. Premiums are calculated for prime, CAB, percentage above choice and yield grades of 1 or 2, and discounts are calculated for select and lower quality grades, and yield grades of 4 and 5.

Three Pricing Methods

Here's a breakdown of each pricing method:

Live weight — You're paid based on the animal's weight on the truck. Simple, predictable, but you may not be rewarded for quality.

Carcass weight — You're paid based on the weight of the dressed carcass. The assumed "dressing percent" (how much of the live weight becomes carcass) determines your price. Higher-dressing cattle win here.

Grid pricing — You're paid based on the actual quality of each carcass — premiums for prime, CAB, and choice grades; discounts for select and lower quality or poor yield grades. High-quality cattle can earn significantly more, but poor-quality cattle will cost you.



At Profectus, we understand that marketing outcomes start long before your calves reach market weight. As a whole-farm solution for animal health and nutrition, we work alongside producers to build the kind of herd quality that makes grid pricing worth the conversation.

Same Calves, Different Price — Here's Why

Depending on whether you go live weight, carcass weight, or grid pricing, you could be netting anywhere from **\$82 less to \$178 more per head** — just based on how your calves grade and dress. Here's what you need to know to make the most informed decision when it comes time to sell.

Running the numbers

Using a cash bid of \$2.32/lb on a 1,500 lb steer, here's how each pricing method stacks up. The carcass bid assumes a 63.5% dressing percent (plant average), yielding \$3.65/lb.

	Body Wt/ Carcass Wt (lbs)	Price (\$/lb)	Value (\$/Head)	Gain/Loss vs. Live Price
Live Price	1,500	\$2.32	\$3,480	—
Carcass Price (63.5% dress)	952.5	\$3.654	\$3,480	\$0
Carcass Price (62% dress)	930	\$3.654	\$3,398	-\$82
Carcass Price (64% dress)	960	\$3.654	\$3,508	\$28
Grid Price — Lower Quality	952.5	\$3.63	\$3,458	-\$22
Grid Price — Higher Quality	952.5	\$3.84	\$3,658	\$178

What this means for your operation

High-quality calves sold on the grid earned \$178 more per head than live price.

Lower-quality or lighter-dressing calves can lose \$82/head or more compared to just selling live.

You'll generally come out ahead on carcass or grid pricing if your calves:

- Dress above the plant average (above 63.5% in this example)
- Grade choice or higher on a consistent basis
- Have been fed a high-energy diet and finished at heavier weights

There are limited tools to determine dressing percent or quality grades of calves. However, historical data and pedigree of calves can give insight into expected carcass quality grades. If you are feeding high energy diets and finishing calves at heavier weights, it is likely that your calves will grade well. It could be insightful to market a couple of loads on a grid basis to see how your calves valued compared to the cash price you would have received.

Questions? Give PLS a call at 800-626-7768



New Vaccines for Horn Flies, Ticks, & Warts

Silo Guard

Horn Flies, Ticks & Warts: MedGene Labs Has a Vaccine for That

Horn flies, ticks, and warts aren't new problems — but the vaccines to fight them are. South Dakota based **MedGene labs has developed a lineup of prescription vaccines that take a whole new approach to fighting these old headaches.**

The Horn Fly Vaccine is one to watch

Instead of reaching for another insecticide, this vaccine trains your cattle's immune system to fight back. When horn flies feed, they ingest antibodies that block their ability to take a proper blood meal — meaning fewer flies bugging your herd over time, and less chemical resistance to worry about down the road.

On the tick side

MedGene has a vaccine aimed at reducing exposure to anaplasmosis and theileriosis, which are tick-carried diseases that can hit your operation hard economically. Producers can use tetracycline products to treat anaplasmosis, but there is no effective treatment for theileriosis in the US. **Prevention of tick populations is the primary control option.** It's especially relevant as tick seasons seem to be getting longer and are spreading into new territory. There are 5 ticks that are impacted by this vaccine to provide broad coverage.

For those dealing with bovine warts

MedGene's Papillomavirus Vaccine helps prevent the kind of permanent damage that can sideline a good breeding animal before their time. This vaccine is also very helpful for producers that are showing cattle, since warts are a big nuisance for show cattle producers.

Horn Fly Vaccine

- Horn flies feed on cattle constantly — up to 38 times a day — causing stress, blood loss, and reduced weight gain
- Instead of insecticides, this vaccine teaches the cow's immune system to fight back
- Flies that feed on vaccinated cattle are disrupted and can't complete a proper blood meal
- Reduces fly populations over time with less reliance on chemicals



Tick Vaccine to decrease the spread of Anaplasmosis and Theileriosis

- Ticks are spreading into new areas and seasons are getting longer — it is a growing problem
- The vaccine reduces how many ticks successfully feed, lowering the overall disease risk in your herd
- A proactive tool, rather than waiting to treat sick animals



Papillomavirus (Wart) Vaccine

- Warts are especially costly in seedstock and bull operations, where they can permanently damage breeding animals
- MedGene's vaccine covers multiple wart strains at once
- This is the first time this type of technology — already proven in humans — has been used in livestock



These are prescription products, so the first step is a conversation with your Profectus veterinarian to see which vaccines make sense for your herd.



Silo Guard: A Hay & Silage Preservative offered by Profectus

Lock in more feed value – before it leaves the field.

Silo Guard is a hay and silage preservative that reduces dry matter loss during ensiling and storage, so more of what you cut ends up in front of your cattle.

Why Silo Guard

- Preserves dry matter & nutrient value
- Reduces heating, mold & spoilage
- Works on haylage, corn silage & dry hay
- Trusted product from ISF, delivered by PLS

\$3-\$5

Returned for every **\$1** spent on Silo Guard—adding **\$6.80- \$10.20** of value per ton at typical forage prices of \$80-\$120/ton.

Contact your PLS sales rep or veterinarian today (800) 626-7768