

CAMDEN LOCKER LLC

PLANT PRICING EFFECTIVE 2-1-2021

PRICES ARE SUBJECT TO CHANGE

CUSTOM BEEF PROCESSING

KILL FEE:	11¢ PER POUND HANGING WEIGHT (\$80.00 MINIMUM)
WHOLE & HALVES	75¢ PER POUND HANGING WEIGHT
QUARTERS	80¢ PER POUND HANGING WEIGHT
EXTRA BONE OUT	15¢ PER POUND
EXTRA GRINDING	25¢ PER POUND
HAMBURGER PATTIES	\$4.00 PER 5# BOX
BEEF 30+ MONTHS OLD	ADDITIONAL \$60.00 PER HEAD
KILL AND CHILL	\$150.00 PLUS KILL FEE
MATURE & BREEDING BULLS	- CALL-
EMERGENCY PROCESSING	- CALL-

CATTLE WEIGHING LESS THAN 650 POUNDS HANGING WEIGHT WILL BE CHARGED A MINIMUM FEE OF \$328.00 + 45¢ PER POUND HANGING WEIGHT (KILL FEE IS INCLUDED IN THE \$328.00).

CUSTOM PORK PROCESSING

KILL FEE	\$55.00 PER HEAD
PROCESSING	75¢ PER POUND HANGING WEIGHT
SMOKING & CURING	95¢ PER POUND (FRESH WEIGHT)
GRINDING	25¢ PER POUND
BACON SLICING	65¢ PER POUND
KILL & CHILL	\$70.00 PER HEAD

EXPLANATION OF OUR MINIMUM BEEF PROCESSING CHARGE

The revenue of Camden Locker LLC is a direct result of the rates we charge multiplied by the hanging weight of the carcasses our producers bring to us. As a result, our revenue of each carcass is directly dependent on the weight of each carcass. Our overhead and (most) operating costs however remain the same for each carcass. In simple terms, we have to have a certain amount of revenue from each carcass to cover our costs and produce a profit. At the rates we charge, we need an average of 750 pounds hanging weight on each beef carcass for our business model to be viable. Our plant average of carcasses 650 pounds hanging weight and above is 795 pounds per carcass. Our average of carcasses below 650 pounds is 511 pounds. In 2020, we processed a total of 560 beef carcasses, of these 560 carcasses 109 weighed less than 650 pounds, roughly 19% of our yearly volume. To remain profitable and competitive, we cannot be unprofitable on 19% of our yearly volume. To remedy this issue, we ran the numbers and have arrived at a minimal charge for light weight cattle. The labor is still charged by weight of the cattle, a rate arrived at by using factual production data from our plant. This is the best and fairest way we have found to address this issue in our operation as we have no control of the size and weight of cattle brought to us to process. We strive to provide an excellent service with great attention to detail and quality; our lean trim sets us apart from other processors. We cannot control the weight or size of cattle brought to us to process. We strive to meet the needs of all our producers and customers, however to do so we must cover costs to remain profitable to be able to continue to serve our producers and customers. If you have any other questions or concerns contact Mike Truster directly at 513-461-9214.