



# U.S. Meat Bulletin

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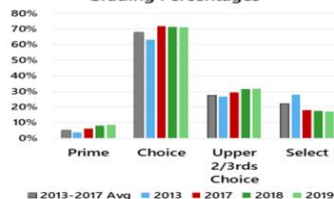
## SUPPLY & DEMAND

The beef cutout moved sideways last week, but futures were unsettled due to the plunge in general equities markets and continued uncertainty over the impact of the coronavirus. Although futures surged yesterday March 2, as of last Friday, the April live cattle futures contract had fallen approximately **15%** over a month of volatile trading. Cash fed cattle values dropped by 5% through last week alone. With meat prices steady and cattle values dropping, packers have been aggressively processing cattle. Through the end of Feb, U.S. beef production was up **2.5%** from last year's pace, with slaughter up **1.0%**. Last week's harvest volume of 627K head was up several percentage points from the same week a year ago, but live fed cattle weights are averaging 30 pounds heavier from year-ago levels. Live weights last week averaged 1,380 lbs, up 2 lbs. from the previous week but +30 lbs. from last year. The larger weights equate to beef production from an extra 10K head of cattle per week. Keeping plants operating at full capacity will help prevent the building of a backlog of fed cattle. The number of U.S. cattle on feed on Feb 1 of 11.93 million head was the largest February total in 12 years, but the number of cattle placed into feedlots during Jan was down slightly from Jan 2019. More feeders were placed in feedlots during Q4 2019, which left fewer feeders to be placed early this year. Summer marketings of cattle currently in feedlots could be challenging as supplies of total meat and poultry will be record high. Current demand for beef is being viewed as generally robust, but uncertainty exists over how the U.S. public will respond to increasing numbers of confirmed coronavirus cases within its borders. Research group **NPD** says there has been no impact of the coronavirus on the USA's restaurant industry to date, but there have been anecdotal reports of sharply lower restaurant traffic at restaurants in Chinatowns in New York, Houston and Los Angeles. So far on the export front, shipments to major markets remain strong, with total exports (excluding variety meats) through the week of Feb 20 up **42%** from the pace of a year ago, and higher than the 2017 & 2018 volumes for that period.

### Increase in Prime and Choice grading percentages since 2013



Grading Percentages

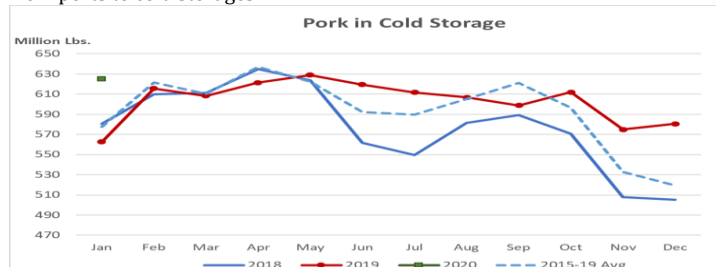


Grade	2013-17 Avg	2013	2017	2018	2019
Prime	4.9%	3.7%	6.0%	7.95%	8.6%
Choice	67.9%	63.1%	71.9%	71.4%	71.0%
Upper 2/3rds Choice	27.6%	26.6%	29.4%	31.4%	31.7%
Select	22.2%	27.8%	17.9%	17.4%	16.95%

Source: USDA/AMS

**Beef Choice Beef Cutout Value: 2/3/2020 - US\$206.53/cwt. (<-1% from 24/2/2020)**

The pork cutout increased last week as Easter demand for hams and optimism about logistics improvements at Chinese ports lifted market sentiment. In addition, new Chinese duty exclusions which could go into effect this week will translate into lower tariffs on U.S. pork, which should be supportive to prices. Pork futures were mixed yesterday March 2, with the April contract rising slightly, while June futures weakened slightly. Heavy bone-in ham values were higher for the 3<sup>rd</sup> week straight, ending **47%** higher year-on-year. Belly values continue to fall and ended last week at U.S. \$0.68/lb or **-39%** from the end of January and the lowest level since April 2015. There has been some concern over increasing frozen pork stocks (see GRAPH below). As of Jan 1, total U.S. frozen pork supplies were up 8 percent from the previous month and up 11 percent from last year. Stocks of pork bellies were up 6 percent from last month and up 32 percent from last year. Activity levels at Chinese ports is increasing, with more space being made available for refrigerated containers. However, Chinese foodservice demand is still weak, which is slowing the movement of imported meat and poultry from ports to cold storages.



**Hog Carcass Cutout Value: 2/3/2020 - US\$66.55/cwt. (<+1% from 24/2/2020)**

## MARKET MAKERS

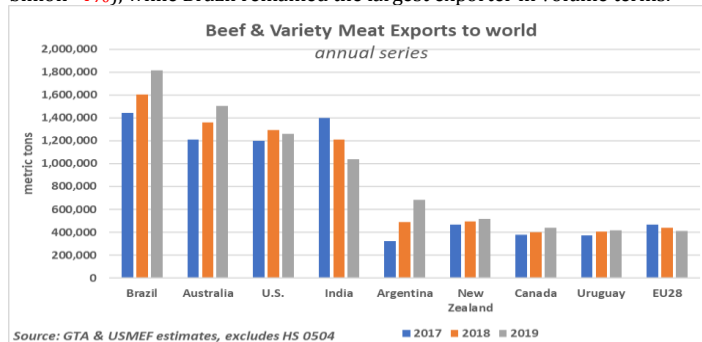
**Hormel Foods Corp.** will acquire **Sadler's Smokehouse**, the Texas based family-owned BBQ meat supplier that has been Hormel's supplier of smoked meats for its **Austin Blues** brand of smoked beef, pork and chicken for the last several decades. Hormel also announced Feb 18<sup>th</sup> that effective April 1, it will not accept any hogs that have been fed or exposed to the feed additive ractopamine. Hormel exclusively purchases its pork from 2 pork plants in Austin, MN and Fremont, NE that are owned by **Quality Pork Processors Inc.** and **WholeStone Farms** respectively.

## MOVING AHEAD

Data by research firm **Euromonitor** and research by the **Academy of Nutrition and Dietetics (AND)** has yielded estimates of processed meat purchasing and consumption behavior of Americans. AND estimates that approximately ¼ of total U.S. meat and poultry consumption during the years 1999-2016 consisted of processed meats, with luncheon meat being the largest sub-category of processed meat consumption, and bacon the smallest. However, AND notes that although annual processed meat consumption in volume terms remained largely constant during its study years, intake of hot dogs declined while that of bacon increased. The academy found that during 2015-16, grocery stores accounted for 73% of the total processed meat purchased by consumers, while intake at fast food establishments accounted for 12.5% of purchases. Euromonitor estimates that the retail value of U.S. processed meat & poultry last year reached U.S. \$30.9 billion, with roughly two-thirds of this value being processed red meat and 1/3 processed poultry. The research agency further estimates that total annual U.S. per capita red meat & poultry processed meat consumption is just below 30 kgs per person, which would suggest that processed products account for 42% of total red meat & poultry consumption of approximately 30 million tons, the highest ratio in the world. Estimating the % of US meat consumption consumed in value-added form is notoriously difficult because the final weight of any given processed meat item does not necessarily reflect the amount of raw material utilized to make it. Scientists writing for the journal **Public Health Nutrition** in 2011 estimated processed meats accounted for 22% of total US meat & poultry consumption in 2010, in line with the AND study. In 2017, the **National Pork Board** released consumer research showing that retail pork sales consisted of about 70% fresh product and 30% processed (in volume terms) while at foodservice, where pork sales of all types outstrip that of retail, only 30% was fresh and 70% processed.

## TRADE

Last week, we reviewed 2019 global pork trade patterns, and this week we do the same for beef. As with pork, China was the driver of a **+5%** year-on-year growth in the total volume of beef traded internationally last year. Shipments by major exporters to the Greater China region (**China/HK/Vietnam/Macau**) increased by **19%** to 2.891 million tons, which accounted for approximately 32% of the 9.041 million tons of beef traded internationally by major suppliers (see graph below). China drew supplies away from other export destinations, and from domestic markets (especially in **Uruguay, New Zealand, Argentina & Australia**), resulting in the value of beef exports to rise **+9%** YOY to U.S. \$41 billion. China accounted for a high percentage of exports on a value basis for major exporters **Brazil** (41%), **Argentina** (67%), **Australia** (25%), **Uruguay** (61%), and **New Zealand** (46%). In contrast, the U.S. and Canada only exported 1% and 3% of their total 2019 exports to China respectively. Australia overtook the U.S. last year as the largest beef exporter in value terms (**U.S. \$8.165 billion +16%** vs USA's \$7.9 billion **-4%**), while Brazil remained the largest exporter in volume terms.



Source: GTA & USMEF estimates, excludes HS 0504

## ACTIVITIES:

SIAL, Shanghai: May 13-15, 2020

Food Taipei, Taiwan: June 17-20, 2020

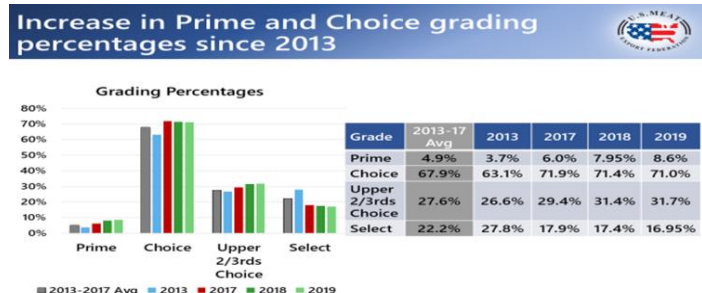


# 美国肉品新知

2020年3月3日 第十二卷3.1期

## 供应与需求

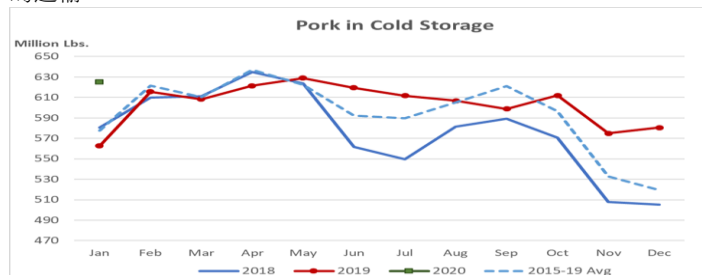
上周牛肉分切价格呈现偏移，但由于普通股票市场的暴跌以及对冠状病毒影响的持续不确定性，期货尚未结算。尽管截至昨天 3 月 2 日，期货价格飙升，然截至上周五，4 月份的活牛期货合约在一个月的动荡交易中下跌了约 15%。仅上周，育肥活牛的现金价格就下降 5%。随着肉类价格稳定与牛只价格下降，屠宰商一直积极加工牛肉。截至 2 月底，美国牛肉产量比去年增长 2.5%，屠宰量增长 1.0%。上周的收获量为 62.7 万头，比去年同期增长了几个百分点，但活牛重量较去年同期平均增加 30 磅。上周的活体重平均为 1,380 磅，较前一周增加 2 磅，但较去年增加 30 磅。较重的重量等于每周多出 1 万头牛来生产牛肉，使工厂维持满载运转将有助于防止牲畜的积压。截至 2 月 1 日，美国饲养的牲畜数量为 1193 万头，是 12 年以来最大的 2 月总数，但 1 月期间饲养在育肥场的牛只数量较 2019 年 1 月略有下降。2019 年第 4 季在育肥场中放置了更多牛只，因此今年初在育肥场放置了较少的数量。由于肉类与家禽的总供应量将创历史新高，目前在育肥场中的夏季牛只销售可能具挑战性。人们普遍认为，当前对牛肉的需求整体强劲，但美国民众如何应对国内冠状病毒确诊患者数量增加方面仍存在不确定性。研究机构 NPD 表示，迄今为止，冠状病毒尚未对美国餐饮产生任何影响，但有消息指出，纽约、休士顿、洛杉矶的中国城餐饮客流量急剧下降。截至目前为止，出口方面，主要市场的出货量仍强劲，截至 2 月 20 日当周的总出口量(不包含杂碎肉)较去年同期增长 42%，高于 2017 年与 2018 年同期的出口量。



Source: USDA/AMS

**美国农业部牛肉屠体价格指数 (特选级)：2020 年 3 月 2 日 - \$206.53 美元/百磅 (较 2020 年 2 月 24 日减少小于 1%)**

由于复活节对后腿肉的需求以及中国港口物流改善的乐观情绪提振了市场，上周猪肉分切价格上涨。此外，本周可能生效的新中国关税豁免将降低美国猪肉关税，这应该可对价格进行支撑。3 月 2 日猪肉期货涨跌互现，4 月合约小幅上涨，6 月期货小幅下跌。带骨后腿肉价格连续 3 周上涨，同比增长 47%。腹肋肉价格持续下跌，上周收于每磅 0.68 美元，较一月底低 39%，是自 2015 年 4 月以来的最低水平。人们对冷冻猪肉库存的增加有所担忧(见下图)。截至 1 月 1 日，美国冷冻猪肉总供应量比上个月增加 8%，比去年同期增加 11%，猪腹肋肉库存比上个月增加 6%，比去年同期增加 32%。中国港口的活动水平正在增加，有更多空间可用于冷藏货柜。然而，中国餐饮服务需求仍疲软，这减缓进口肉类和家禽从港口至冷藏设施的运输。



**猪屠体分切价格：2020 年 3 月 2 日 - \$66.55 美元/百磅 (较 2020 年 2 月 24 日增加小于 1%)**

## 产业动态

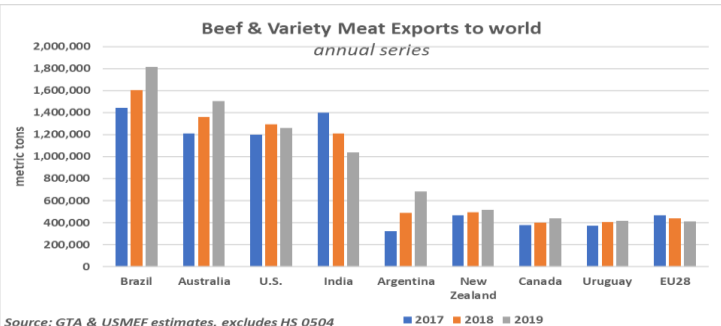
**Hormel Foods Corp.**将收购位于德州家族经营的烧烤肉类供应商 **Sadler's Smokehouse**，在过去几十年间，该公司一直是 Hormel 旗下品牌 **Austin Blues** 的烟熏牛肉、猪肉、鸡肉供应商。Hormel 并于 2 月 18 日宣布，自 4 月 1 日起，将不接受已喂食或接触添加莱克多巴胺饲料的任何猪只。Hormel 来自明尼苏达州奥斯丁和內布拉斯加州佛里蒙特的两间猪肉屠宰厂购买猪肉，分别由 **Quality Pork Processors Inc.**和 **WholeStone Farms** 拥有。

## 产业新知

研究机构 **Euromonitor** 与来自 **Academy of Nutrition and Dietetics** 的研究得出美国人对加工肉类购买和消费行为的预估。AND 估计 1999-2016 年间美国肉类和家禽消费总量的约 1/4 为加工肉，午餐肉是加工肉消费的最大子类别，培根是最小的。然而，AND 指出，尽管在研究期间加工肉的年度消费总量基本保持不变，但热狗的消费量下降，而培根的消费量增加。该机构发现，在 2015-16 年度期间，杂货店占消费者购买加工肉总量的 73%，而速食店占购买量的 12.5%。**Euromonitor** 估计，去年美国加工肉类和家禽的零售价值达 309 亿美元，其中三分之二是加工红肉而三分之一是加工家禽。该机构进一步预估，美国人均加工红肉和家禽年消费总量略低于每人 30 公斤，这表明加工产品约占红肉和家禽总消费量约 3000 万吨的 42%，为世界最高比率。众所周知，估算以增值形式消耗的美国肉类消费量百分比非常困难，因为任何加工肉制品的最终重量都不一定能反映出用于制造的原料量。与 AND 研究一致，科学家在 2011 年为 **Public Health Nutrition** 撰写的文章中估计，加工肉占 2010 年美国肉类和家禽消费总量的 22%。2017 年 **National Pork Board** 发布了消费者研究报告，显示猪肉零售量包含 70%新鲜产品与 30%加工产品(按重量计)，而餐饮服务中所有类型的猪肉销量均超过零售量，且仅 30%为新鲜产品，70%为加工产品。

## 贸易新闻

上周我们回顾了 2019 年全球猪肉贸易局势，本周我们将对牛肉进行同样分析。与猪肉相同，中国式去年国际牛肉交易总量同比增长 5%的驱动力。主要出口商至大中华地区(中国/香港/越南/澳门)的出口增长 19%至 289.1 万吨，约占主要供应商国际贸易 904.1 万吨牛肉的 32%(见下图)。中国从其他出口目的地和国内市场(特别是乌拉圭、纽西兰、阿根廷、澳洲)撤走了供应，导致牛肉出口总值同比增长 9%至 410 亿美元。按价值计算，中国在主要出口国巴西(41%)、阿根廷(67%)、澳洲(25%)、乌拉圭(61%)、纽西兰(46%)的出口所占比例很高。相较之下，美国和加拿大只分别向中国出口其 2019 年出口总额的 1%和 3%。按价值计算，澳洲去年超越美国成为最大牛肉出口国(81.65 亿美元，增长 16% v.s. 美国 79 亿美元，-4%)，而巴西仍是出口量最大的出口国。



Source: GTA & USMEF estimates, excludes HS 0504

## 美国肉类出口协会活动预告:

中国国际食品及饮料展 — 上海: 2020 年 5 月 13-15 日  
台北国际食品展 — 台湾: 2020 年 6 月 17-20 日