

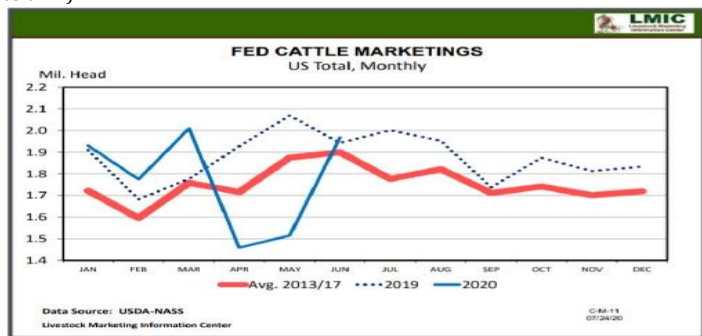


U.S. Meat Bulletin

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SUPPLY & DEMAND

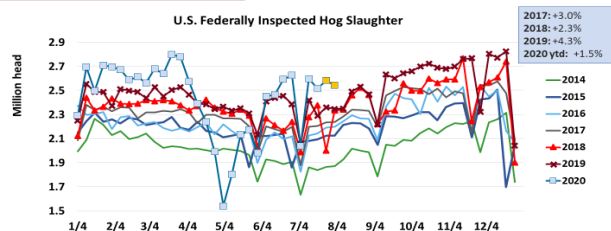
The beef cutout closed last Friday even with the previous week, as lower slaughter numbers, the beginning of Labor Day (Sept 7) retail buying, and good export demand helped prop up values. Although foodservice is facing new hurdles due to resurging virus cases, retail is again poised to move larger volumes of protein to consumers as a second round of hunkering-at-home continues. During this wave though, sales may be supported by lower wholesale beef prices compared to April and May. Larger supplies have helped restore healthier retail margins and this should see more beef promotions & features at stores across the U.S. this month (see MOVING AHEAD next column). Live cattle prices – though still low historically – are seeing some support from data showing a decline in market-ready – or ‘front end’ – supplies of cattle. A more normal trend-volume of cattle were marketed in June (see graph below), and the number of cattle on feed over 120 days fell during the month, an indicator that the industry is working through its still-large backlog of cattle. Moreover, average cattle and carcass weights are dropping, another sign that the industry is becoming more current. Moving ahead however, demand remains highly uncertain, with restaurants across the nation reporting 11-15% declines in month-on-month sales from mid-June, according to research group **NPD**. Weak restaurant performance is captured in the annual price low realized last week for 81% coarse grind values. Overall, the question of whether stronger retail sales help again offset weak foodservice demand moves to the forefront of analysts’ discussions. Demand though is getting a push from greater export activity, especially from Asia as lower U.S. prices, tight Australian supplies, and a weak dollar support fresh buying interest (see TRADE next column).



Beef Choice Beef Cutout Value: 3/8/2020 – US\$204.66/cwt. (+1% from 27/7/2020)

The pork cutout fell last week as slaughter levels returned to near capacity levels. Last week's slaughter reached 2.543 million head, down 1.5% from the previous week but up 8.4% from last year. Year to date U.S. pork production is up 1.7% from last year with slaughter up 0.8%. As production returns to normal levels, analysts are re-focusing on demand trends. To be sure, heavy bone-in ham values had increased by 61% over the previous 2 weeks (from \$0.35/lb. to \$0.57/lb.), which likely caused the retreat last week by commodity buyers and a 23% fall in heavy bone-in ham prices. Bellies also dropped as COVID again challenges foodservice operators. A number of breakfast-serving QSR operators have announced new store closures, including **McDonald's** (-200 outlets), **Dunkin' Donuts** (-800 outlets) and **Starbucks** (-400 outlets). Sandwich operator **Pret A Manger** has also announced it is exiting from the Boston and Chicago markets. Along with beef (see TRADE next column), the U.S. reported large new pork sales during the most recent reporting week of July 17-23. Sales to all destinations were the highest since the last week of April, and large new transactions were reported to #1 and #2 markets **China** and **Mexico**.

U.S. Hog Slaughter



Source: USDA/NASS and USDA/AMS, last 2 data points are preliminary estimates

Hog Carcass Cutout Value: 3/8/2020 – US\$66.78/cwt. (-6% from 27/7/2020)

MARKET MAKERS

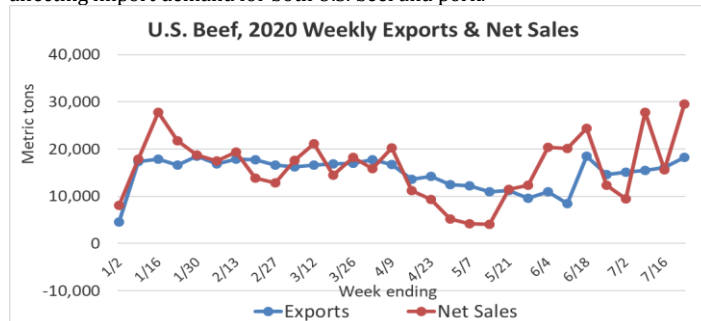
JBS USA has reacquired the Greeley, Colorado based lamb processing facilities from lamb processor **Mountain States Rosen**. JBS did not purchase the business and has announced that it will change the facility to a value-added case ready beef processing facility. Mountain States Rosen became an early victim of COVID-19, filing for bankruptcy in March. Demand for lamb in restaurants, especially high value racks, and wool for the fashion industry has weakened during the pandemic.

MOVING AHEAD

Changes in the COVID epidemic continue to drive shifts in U.S. consumer food consumption behavior. The latest surge in cases drove total food retail sales up 14% during the week ending July 19, the highest year-on-year gains in a month. Meat department sales (value) jumped 23% that same week, with fresh beef, pork and lamb sales rising 30%, 17%, and 41% respectively. Consumers are buying greater quantities of meat at retail due to closures and other restrictions on restaurant patronage, but higher prices are also driving the sales increase. According to **210 Analytics LLC** surveys, U.S. meat and poultry prices across all species were 13.6% higher during the 4-week period ending July 19th compared to a year earlier. Moreover, consumer feedback surveys indicate some discontent at high prices, and the lack of features and price promotions. USDA is predicting that food price growth this year will reach 3%, the highest increase the U.S. has seen since 2011. Higher sales are not the only changes at retail. Stores have had to scramble themselves to adjust to new COVID risks. Prepared food & deli department sales at supermarkets, which had been growing at over 8% annually and constituted a growth spot for the whole industry, have been slammed by the outbreak as stores closed down self-serve areas including salad bars, sandwich counters & custom deli meat slicing. But recently, there are signs that the novelty of the from-scratch pandemic cooking hobby is wearing off, with stores reporting more sales of ready-to-cook and ready-to-heat items. Included in this are meat items such as pre-packaged sliced deli meats and staples like hot dogs. In addition, like in meat plants, deli counters have installed plexiglass barriers at full-service areas in recognition of social distancing imperatives. Although American supermarkets offer an amazingly wide range of pre-packaged deli meats, some consumers are hankering for even more choices such as lower weight packages for single servings. The other category of retail sales that have jumped across the board is frozen foods; frozen meat, poultry & seafood sales the week ending July 19th were up a strong 30% from the same week a year ago, even though a large number of consumers have provided feedback that frozen food offerings have been lower than before the pandemic.

TRADE

Although there is demand uncertainty in the U.S. as indicated above, new U.S. beef export sales for the week July 17-23rd reached a high for the year, with the largest purchases reported in over a year by #1 and #2 markets **Japan** and **Korea**. Analysts expect Asia demand and purchases could put a floor on U.S. beef prices especially as Australia's slaughter numbers contract in the 2nd half of the year. Australian cattle slaughter this year is estimated to drop to 7 million head, down 17% compared to 2019 levels. Weekly U.S. beef exports through the 1st 3 weeks of July have also rebounded to **Mexico**, **Taiwan**, **Hong Kong**, and **China**. Although China remains a small market for U.S. beef, accounting for less than 2% of total exports, weekly data shows that shipments through the end of July are up 99% from the pace of a year ago. Total U.S. beef exports worldwide so far this year – as measured by weekly USDA data for muscle cuts only – are even with that of a year ago, with a drop in shipments to #3 market Mexico being offset by the surprisingly robust Asian sales. The US dollar strengthened in April and May but has fallen back against a wide basket of currencies in recent weeks, a trend that will help U.S. export competitiveness. The value of Mexico's peso has been hit by COVID, affecting import demand for both U.S. beef and pork.

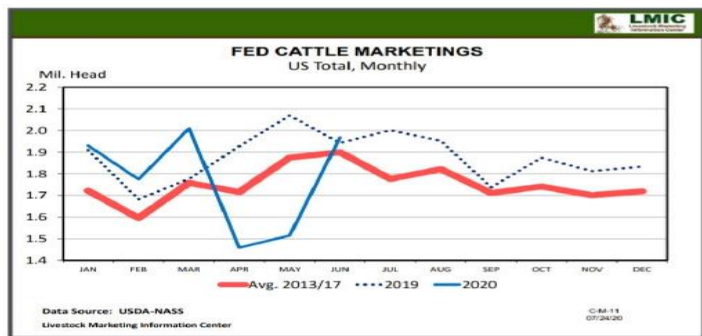


ACTIVITIES:

Restaurant & Bar, Hong Kong: postponed
SIAL, Shanghai: September 28-30, 2020

供应与需求

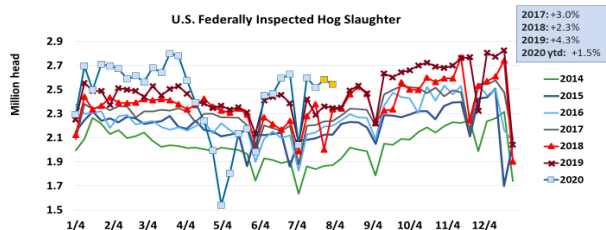
由於屠宰量减少，上周五的牛肉分切价格与前一周期持平，劳动节(9月7日)带出的零售采购与良好的出口需求也帮助提振价格。尽管由於确诊人数增加，餐饮业面临新的挑战，但随着第二波居家隔离而来的采购，零售业有望再次为消费者提供更多的蛋白质产品。与4月和5月相比，此波浪潮中，牛肉批发价格下降可能会支撑销售。供应量增加有助於恢复更健康的零售利润，本月美国各地商店将有更多的牛肉促销和特色销售(请见产业动态栏)。尽管處於历史低位，活牛价格受到数据的支持，这些数据显示市场准备就绪(或“前端”)牲畜的供应量减少。6月的牛只趋势量更为正常(见下图)，当月在养120天以上的牛只数量有所下降，表明这个行业正在努力解决大量积压的牛只。此外，牛只屠体平均重量正在下降，是此行业另一个当前的迹象。然而，根据研究机构NPD的数据，未来的需求仍非常不确定，全美国餐厅数据显示，自6月中旬以来，销售同比下降11-15%。上周81%牛粗绞肉的年度新低价反映了餐厅业绩不佳的现状。整体而言，强劲的零售销售能否再次抵销餐饮业需求疲软的问题已成为分析师的讨论重点。然而，需求受出口活动增加(尤其在亚洲市场，因为美国商品价格较低)、澳洲供应紧张、美元疲软推动，带来新的采购兴趣。



美国农业部牛肉屠体价格指数(特选级): 2020年8月3日 - \$204.66 美元/百磅 (较2020年7月27日增加1%)

上周由於屠宰水平恢复到接近满载，猪肉分切价格下降。上周的屠宰量达到254.3万头，比一周前下降1.5%，但较去年同期增长8.4%。年初至今，美国猪肉产量较去年增长1.7%，屠宰量增长0.8%。随着产量恢复到正常水平，分析师正在重新关注需求趋势。可以肯定的是，带骨後腿肉价格在过去二周增长61% (从\$0.35/磅增至\$0.57/磅)，这可能导致买家於上周撤退，并让带骨後腿肉价格下跌23%。腹肋肉价格也因CoVID-19对餐饮业带来的挑战而下跌，多间提供早餐的快餐品牌已宣布新增关闭分店，包括McDonald's (-200分店)、Dunkin' Donuts (-800分店)、Starbucks (-400分店)。三明治品牌Pret A Manger也宣布将退出波士顿和芝加哥市场。与牛肉相似(见贸易新闻栏)，根据最新7月17日到23日的报告，美国猪肉出现新的大量销售。自4月最後一周以来，往所有目的地的销售额均创下最高纪录，第一与第二大市场中国与墨西哥都有新的大笔交易。

U.S. Hog Slaughter



Source: USDA/NASS and USDA/AMS, last 2 data points are preliminary estimates

猪屠体分切价格: 2020年8月3日 - \$66.78 美元/百磅 (较2020年7月27日减少6%)

产业新知

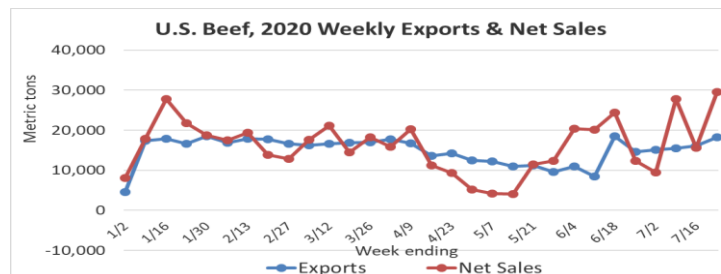
JBS USA 已和羊肉屠宰商 Mountain States Rosen 收购位於科罗拉多州的羊肉屠宰厂 Greeley。JBS 并没有收购其业务，并宣布将工厂改为增值盒装牛肉的屠宰设施。Mountain States Rosen 为 CoVID-19 疫情早期的受害者，並於3月申请破产。在病毒大流行期间，餐厅对羊肉的需求(尤其是昂贵的羊肩)以及及时装业对羊毛的需求疲软。

产业动态

CoVID-19 疫情持续推动美国消费者在食品消费的行为转变。截至7月19日当周，由於病例数激增使食品零售总额增长14%，是一个月以来的同比最高增幅。肉类部门的销售(金额)在同一周增长23%，新鲜牛肉、猪肉、羊肉的销售分别增长30%、17%、41%。由於餐厅关闭与顾客人数限制，消费者在零售商店购买更多的肉，且较高的价格也推动销售的成长。根据210 Analytics LLC的调查，截至7月19日的4周期间，美国所有肉类与家禽价格比去年同期增长13.6%。此外，调查显示消费者对高价有些不满，且商品缺乏特色和促销。美国农业部预测，今年食品价格涨幅将达3%，是美国自2011年以来的最高涨幅。增加的销售并不是零售业的唯一变化，商店同时不得不努力适应 CoVID-19 带来的新风险。超市的熟食部门销售额以每年8%以上的速度成长，构成整个行业的一个成长点，但由於商店关闭自助区(沙拉、三明治、客制熟食)，销售也受到冲击。但是最近有迹象显示，因疫情兴起的自煮新鲜感正在消退，商店的即食与熟食商品销量有所成长。其中包括肉类产品，如预包装薄片熟肉与热狗等主食。此外，认识到社交距离的重要性，与肉类屠宰场相同，熟食柜台区皆安装珀斯佩有机玻璃屏障。尽管美国超市提供种类繁多的预包装熟食肉，一些消费者仍希望有更多的选择，如小包装的单品肉。零售中销售成长的另一个项目是冷冻食品，尽管许多消费者反应冷冻食品的供应量低於疫情之前，截至7月19日当周，冷冻肉类、家禽、海鲜的销量较去年同期增长30%。

贸易新闻

尽管如上所示，美国牛肉需求的走势尚不确定，但由於来自第一与第二大市场日本与韩国的采购，7月17日至23日当周美国牛肉出口创下年度新高。分析师预估，亚洲的需求与采购可能让美国牛肉价格下跌，尤其在澳洲下半年屠宰量萎缩的情况下。据估计，今年澳洲的牛只屠宰量为700万头，比2019年下降17%。7月的前3周，美国每周牛肉出口已反弹，销至墨西哥、台湾、香港、中国。尽管中国仍是美国牛肉的小市场，占出口总量不到2%，但每周数据显示，截至7月底的美国出口量比去年同期增长99%。今年迄今为止，美国牛肉的全球出口量(仅透过美国农业部的每周肌肉分切数据衡量)与一年前持平，往第三大市场墨西哥的出口下跌被亚洲出奇强劲的销售抵销。今年上半年，由於披索贬值，第三大市场墨西哥的销售下跌。美元在4月和5月走强，但最近几周和许多货币的汇兑回落，这趋势将有助於美国的出口竞争力。CoVID-19 造成墨西哥披索贬值，从而影响到美国牛肉与猪肉的进口需求。



美国肉类出口协会活动预告:

香港餐饮展: 延期

中国国际食品及饮料展 - 上海: 2020年9月28-30日