



# U.S. Meat Bulletin

January 17, 2023

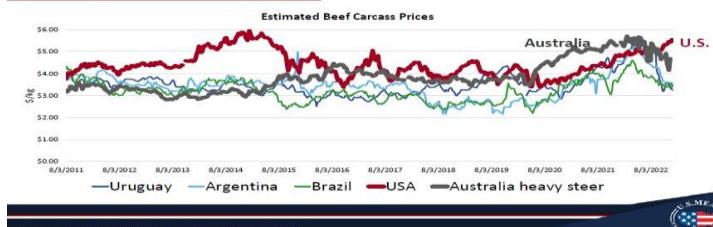
Volume XV | Issue 1.2

**Editor's Note:** The next edition of U.S. Meat Bulletin will be published February 1, 2023. We wish all our readers and their families a happy and prosperous Year of the Rabbit.

## SUPPLY & DEMAND

Wholesale beef prices softened last week on a higher weekly harvest number (661K head) and a noticeable week-on-week dip in spot ribeye prices. Market analysts noted that loin prices (e.g., striploins) firmed, suggesting that institutional buyers were pushing back on high rib values & trading down to less expensive steak items. Ground beef values also increased last week. Consumers are entering 2023 with continued high inflation & more trepidation over their financial positions. Although meat price growth has moderated, the forecasted sharp decrease in 2023 U.S. beef production points to a tug-of-war between wallet-watching consumers & beef supply fundamentals (see MOVING AHEAD next column). Live fed cattle prices dipped last week despite the higher harvest activity. While the pace of fed cattle movement to processing plants last month was lower than expected – in part due to inclement weather – cattle weights have dropped suggesting that feedlots are current. And while the slower-than-expected marketings in December may slightly help to prop up feedlot inventories in the short run, the fed cattle pipeline is forecast to experience another notch of tightening starting in Q2. Heavy moisture activity on the west coast has dramatically changed the drought picture in California – home to 5.2 million cattle (5.7% of total U.S. inventory) – but dryness continues in Nebraska & large areas of the Great Plains. On the export side, U.S. shipments ended the year on a strong note, but 2023 will be more challenging. U.S. beef carcass prices are now the highest among major exporters (see GRAPH below). **Australian** beef exports in 2022 hit a 19-year low, but shipments this year by the USA's main competitor could rebound by 25%.

Competitor cattle prices continue to look for a new lower trading level after peaking around April/May 2022



Source: MIA World Beef Report, USMEEF estimates  
**Beef Choice Beef Cutout Value: 13/1/2023 - US\$276.62/cwt. (-3% from 9/1/2023)**

Wholesale pork prices drifted lower last week on lackluster wholesale demand, a large slaughter week (2.688 million head), and tepid export buying of bone-in hams. Spot butt and picnic values dropped >10% week-on-week. Lean hog futures continued their move downwards as analysts believe the near-term market hog pipeline to be flush, especially following 3 weeks of holiday-shortened harvest activity. The latest USDA quarterly hogs & pigs report provided a mixed outlook for 2023 hog supplies, with data suggesting hog numbers will be tight in the 1<sup>st</sup> half of the year before increasing in H2. Following the Dec 28 release of the quarterly report, USDA issued its monthly supply & demand updates on Jan 12. It was somewhat surprising in that USDA raised its pork output forecasts for the 1<sup>st</sup> 3 quarters of the year, while lowering estimated Q4 output. For the year, USDA is predicting a 1.8% YOY increase in U.S. pork production to 12.472 million tons. U.S. pork export activity will be under the microscope this year, following a major fall in overseas shipments in 2022; Jan-Nov monthly data showed the pace of total U.S. pork exports – including variety meats – off 10% YOY. Exports to #2 market **China** were -31%. Although the volume of U.S. pork shipped to China (incl. HK) only accounts for 5.8% of total U.S. production, the export destination still exerts a strong influence over overall U.S. market sentiment. China's current hog market is currently experiencing a counter-seasonal movement downward (see recent hog prices below), confounding analysts who expected the exit from CoVID zero policies and the Chinese New Year to lift demand & prices.

## Recent China daily live hog price prices (RMB/kg)



**Hog Carcass Cutout Value: 13/1/2023 - US\$81.64/cwt. (-1% from 9/1/2023)**

## MARKET MAKERS

A new beef processing enterprise, **Cattlemen's Heritage Beef** has announced it has completed an agreement to purchase land to construct a \$520-million 2,000-head-per-day beef processing facility in western Iowa. The owners of the facility, who are currently manufacturers and distributors of cattle feeding barns throughout the Midwest, claim CHB will be North America's first carbon neutral processing plant. CHB is committing to 'locally source' fed cattle within a 200-mile radius of the plant.

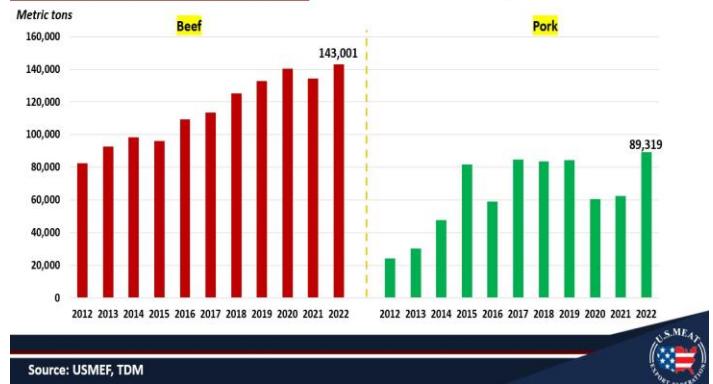
## MOVING AHEAD

With USDA forecasting a 6.5% reduction in U.S. beef output this year, international & domestic beef buyers are bracing for higher prices and tighter supplies. But with 88% of the U.S. beef supply being consumed domestically, a key determinant of U.S. beef pricing this year will be how inflation-pinched consumers react to more price rises. **Kansas State University's** most recent monthly Meat Demand Monitor (MDM) showed declining YOY beef and pork demand in December last year, the 4<sup>th</sup> consecutive month of data showing neutral to falling American consumer willingness to pay for a variety of beef & meat products. December data from **210 Analytics LLC** (210) showed that 97% of consumers it surveyed were concerned about high prices, and 43% of households reported that they were financially worse off than a year earlier. Consumers have already altered buying behavior by using more coupons & eating more at home. Although there are anecdotal reports of consumers trading down in their protein choices (e.g., substituting chicken for beef) this year's beef & meat buying trends remain unclear. The story of 2022 was one of higher prices and lower volumes purchased; the volume of meat bought at retail in the U.S. last year declined from 2021, although the foodservice sector recovery could have contributed to less retail buying. Looking at the arc of the last 3 years though, the pandemic in general caused a decline in foodservice receipts, resulting in a +3% increase in retail meat buying – volume basis - from pre-pandemic 2019. Because of inflation, the value of those retail meat sales increased far more dramatically, rising from \$69.2 billion in 2019 to a record \$87.1 billion last year, a 26% increase. Will consumers be willing to pay more for beef this year? According to 210 surveys, the average of all fresh beef retail prices for the full calendar year 2022 increased a modest 3.7%, but prices in December actually weakened -4.2%, providing some evidence of the recent demand softness found in the MDM study. Nonetheless, December 2022 was a strong one for retail meat departments, with the lower prices helping retailers move more volume during the month. And the fall in average retail beef prices in December came despite a sharp run-up last month in the USDA CHOICE cutout value, an index of wholesale prices. Facing a margin squeeze, analysts believe retailers will try and raise prices moving forward, but how consumers will react remains in question.

## TRADE

New full calendar year 2022 trade data from **Taiwan** shows the island imported a record volume of beef & pork muscle cuts last year (see GRAPH below). The 1.8% increase from the previous record beef import volume of 140.4K tons in 2020 and the 5.5% increase in pork tonnage from 2017's high of 84.7K tons were modest but still exceptional given that the market experienced its worst wave of CoVID last year, had few foreign visitors and faced import headwinds due to a weak currency vis-à-vis the dollar. Record beef imports were largely driven by a surge in #2 supplier **Paraguay** shipments, which enjoy duty-free access. U.S. beef imports of 63K tons were slightly lower than the 64K ton 2020 record volume, while ongoing concerns about U.S. pork safety saw a record low U.S. market share of total imports of just under 1%; U.S. products accounted for roughly 10% of Taiwan's total pork trade for the 5-year period 2016-2020. This year's market is starting out on a propitious note with foodservice receipts near pre-pandemic levels, strong CNY banqueting bookings, and a rebound of inbound visitors. Also under discussion is a tax refund or consumption subsidy program, either of which would be supportive of food sales.

**Taiwan : chilled & frozen beef & pork imports**  
**(Jan - Dec: '000 metric tons)**



Source: USMEEF, TDM

## ACTIVITIES:

Food & Hotel Asia, Singapore: April 25-28, 2023

SIAL, Shanghai: May 18-20, 2023



# 美国肉品新知

2023年1月17日

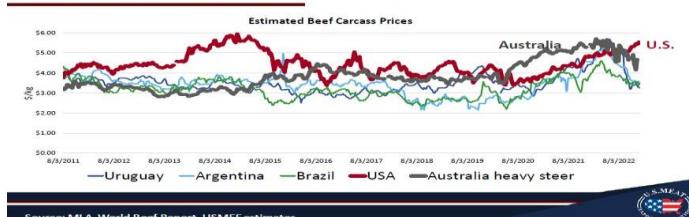
第十五卷 1.2期

编辑笔记：下期《美国肉品新知》将於2023年2月1日发布。祝福所有读者及其家人一个美好的假期，并在兔年平安快乐。

## 供应与需求

上周牛肉批发价格疲软，原因是周屠宰量的增加（66.1万头），而且眼肉的现货价格环比有明显下跌。市场分析师指出，腰脊肉（例如西冷）价格坚挺，表明机构买家正在抵制高价肋脊部位并转而购买价格较低的牛排产品。上周牛绞肉价格也有所上涨。消费者带着持续的高通胀和对财务状况的更多担忧进入了2023年。尽管肉类价格增长有所放缓，但预计2023年美国牛肉产量将大幅下降，这表明精打细算的消费者与牛肉供应基本面之间将存在拉锯战（请参阅产业动态）。尽管屠宰活动增加，但上周活牛价格下跌。虽然上个月出栏牛只转移到加工厂的数量低于预期（部分原因是恶劣天气），但牛只体重的下降，也可能表明育肥场的出栏牛只并没有预期的充足，并在出栏低体重的牛只。虽然12月低于预期的出栏量可能在短期内有助于支撑育肥场的库存，但预计从第二季度开始，出栏牛只的供应将再次出现紧缩。西海岸的强降雨极大地改变了加州的干旱状况——这里有520万头牛（占美国总存栏的5.7%）——但是内布拉斯加州和大平原的大片地区将继续干旱。在出口方面，美国的出口量以强劲的势头结束了这一年，但2023年将更具挑战性。美国牛胴体价格现在是主要出口国中最高的（见下图）。2022年澳大利亚牛肉出口量创19年来新低，但澳洲作为美国主要的竞争对手，今年的出货量可能会反弹25%。

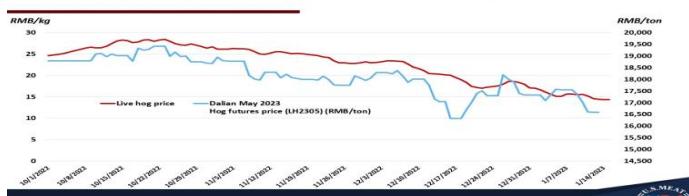
Competitor cattle prices continue to look for a new lower trading level after peaking around April/May 2022



美国农业部牛肉屠体价格指数（特选级）：2023年1月13日—\$276.62美元/百磅（较2023年1月9日减少3%）

由于批发需求低迷、屠宰量大（268.8万头）以及低迷的带骨后腿的出口量，上周猪肉批发价格走低。肩胛部和前腿肉价格环比下降超过10%。瘦肉猪期货价格继续走低，因为分析师认为近期市场生猪供应充足，尤其是受假期影响屠宰时间缩短为3周之后。美国农业部最新的生猪季度报告为2023年生猪供应提供了喜忧参半的前景，数据显示今年上半年生猪数量将吃紧，然后在下半年增加。继12月28日发布季度报告后，美国农业部于1月12日发布了月度供需最新报告。令人有些意外的是，美国农业部上调了今年前三季度的猪肉产量预测，同时下调了第四季度的预期产量。今年，美国农业部预计美国猪肉产量将同比增长1.8%至1247.2万吨。继去年海外出口量大幅下降后，今年美国猪肉出口活动将受到关注；1月至11月的月度数据显示，美国猪肉出口总量（包括副产品）同比下降10%。对第二大市场中国的出口量同比下降31%。尽管美国出口到中国（包括香港）的猪肉量仅占美国总产量的5.8%，但出口终端市场对美国整体市场情绪的影响仍然很大。中国目前的生猪市场正在经历反季节性下跌（见下图近期生猪价格），这点令分析师感到困惑，因为他们预计疫情动态清零政策的退出和农历新年将提振需求和价格。

Recent China daily live hog price prices (RMB/kg)



猪屠体分切价格：2023年1月13日—\$81.64美元/百磅（较2023年1月9日减少1%）

美国肉类出口协会活动预告：

新加坡国际食品与饮料展 - 新加坡：2023年4月25-28日

SIAL 国际食品展(上海)：2023年5月18-20日

## 产业新知

一家新的牛肉加工企业“Cattlemen's Heritage Beef”，宣布已经达成了一项土地购买协议，将在爱荷华州西部建设一个价值5.2亿美元、每天的加工容量多达2000头牛的牛肉加工厂。该加工厂的所有者，目前是中西部地区育肥牛舍的厂商和经销商们，他们称Cattlemen's Heritage Beef将成为北美第一家碳中和牛肉加工厂。Cattlemen's Heritage Beef承诺在工厂半径200英里范围内“就地”喂养牛只。

## 产业动态

美国农业部预测今年美国牛肉产量将减少6.5%，国际和美国国内牛肉买家正准备面对更高的牛肉价格和供应趋紧的局面。但由于大约88%的美国牛肉供应量在美国国内被消费，因通货膨胀而经济受到缩紧的美国消费者对于物价上升的反应，将是今年美国牛肉价格的一个关键决定因素。

**Kansas State University** 堪萨斯州立大学最新的月度肉类需求监测(MDM)显示，去年12月牛肉和猪肉需求同比下降，连续四个月数据显示，美国消费者对各类牛肉和肉制品的购买意愿从中立转变为下降趋势。

据市场分析公司**210 Analytics LLC**去年12月的数据，受访者中，有97%的消费者对高昂物价感到担忧，有43%的家庭住户上报称，他们的经济状况比一年前更糟。消费者的购买行为已经发生改变，通过使用更多的优惠券，寻找更多的打折商品，居家就餐变多以及减少非必需品的购入。尽管有传闻称，消费者在富含蛋白质产品的选择上降级消费（例如，鸡肉代替牛肉），但仍不清楚今年的牛肉和其它肉类的购买趋势。然而就2022肉类情况总体而言，较高的价格以及较低的购买量与2021年相比，美国去年零售方面的肉类购买量有所下降，其中餐饮行业的复苏可能也导致了零售购买量减少。回顾过去3年，总的来说，因疫情原因导致餐饮服务业收入下降，也导致零售方面的肉类购买量增长了3%（从2019年疫情前算起）。由于通货膨胀，肉类零售销售额的增幅更为显著，从2019年的692亿美元增长到去年创纪录的871亿美元，增幅为26%。今年是否还会继续增长还是未知数。根据**210 Analytics LLC**的调查，2022年全年所有冰鲜牛肉的平均零售价格略微上涨了3.7%，但12月的实际价格下跌了4.2%，这也解释了堪萨斯州立大学最新的月度肉类需求监测中发现的近期牛肉需求温和的原因。尽管如此，2022年12月，肉类零售方面表现强劲，因为零售价格降低，零售商在当月的销量有所增加。尽管上个月，美国精选级别牛肉的批发价格指数（即牛肉分切价格）快速上升，但当月牛肉的平均零售价格下降了。鉴于利润的挤压，分析师认为零售商将尝试进一步提高售价，但消费者将作何反应仍是个问题。

## 贸易新闻

台湾地区新的2022年全年贸易数据显示，牛肉和猪肉的进口量创下纪录（见下图）。2022年比2020年创纪录的140.4万吨牛肉进口量增长了1.8%，比2017年的84.7万吨猪肉进口量增长了5.5%，虽然增幅不多，但考虑到市场去年经历了最严重的新冠疫情，外国游客很少，而且由于货币兑美元汇率疲软，进口贸易面临阻力，这个成绩是不常见的。在台湾地区，**巴拉圭**的牛肉进口量创下纪录，巴拉圭有免除关税的福利。美国牛肉进口量为6.3万吨，略低于2020年创纪录的6.4万吨，由于对美国猪肉安全的持续担忧，导致美国的市场份额创下历史新低，略低于1%；在2016-2020年的五年期间，美国产品占台湾地区猪肉贸易总额的约10%。今年的市场开局顺利，餐饮服务业的收入接近疫情前的水平，新年宴会活动预订量强劲，入境游客数量反弹。此外，退税或消费补贴计划也在商讨中，这两项计划中任何一个都能对食品和酒水类销售额起到帮助。

Taiwan : chilled & frozen beef & pork imports  
(Jan - Dec: '000 metric tons)

