US Imported Beef Market

A Weekly Update

Prepared Exclusively for Meat & Livestock Australia - Sydney

Volume XVII, Issue 24

June 21, 2017

Prepared by: Steiner Consulting Group | SteinerConsulting.com |800-526-4612 |service@steinerconsulting.com

Market Highlights for the Week:

- Imported beef prices were quite volatile this week, starting the week on a weak note but then moving notably higher
- End users caught by surprise by USDA delisting five Brazilian plants following a request by Brazilian authorities
- Prices for domestic lean grinding beef continued to trade very firm and participants noted limited availability
- 50CL price was lower once again, with prices now down 40% from the peak and expected to be lower still in July
- Retail ground beef prices lower but feature activity has slowed down and expected to drop further in July
- Cattle on feed inventories expected to be up 2.2% as of June 1

Imported Market Activity for the Week

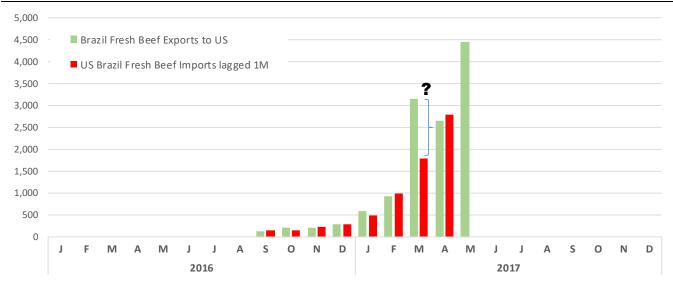
Prices for imported lean grinding beef were quite volatile this week, with pries generally holding a softer tone earlier in the week but then suddenly moving higher today, returning to the levels we observed a week ago. Export beef availability from New Zealand declines during this time of year but overall slaughter there in late May was quite large and this has allowed New Zealand packers to maintain their offerings into the US. However, US end users looking for multiple loads for delivery in July and August at this point have little choice but to turn to Australia to fill orders. Australian packers appear to be well sold, at least in the short term, and market participants also continued to note robust demand in Asian markets

<u>Five Brazilian Plants No Longer Eligible for</u> <u>Shipping Beef to the US</u>

On pages 10-11 of this report we have included the list of Brazilian plants currently eligible to ship beef to the US. The delisting followed a request from

US Monthly Beef Imports from Brazil vs. Brazil Monthly Beef Exports to the US

Import Data Lagged by 1 Month (Apr Brazil Exports vs. May US Imports).



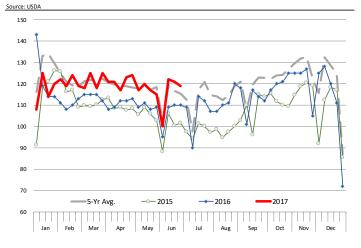
Brazilian authorities and it came into effect on June 20, 2017. According to USDA, "all product (from these five plants) presented for inspection after that (date) will be refused entry." At this point we do not know what prompted the Brazilian request to delist the plants although it is possible it may have followed US findings of irregularities with product from the plants in question. In the past we have seen similar instances with cooked beef whereby USDA finding of non compliance have caused Brazilian authorities to ask for delisting. It is unclear how long the plants in question will take to address any product issues.

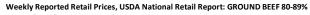
Brazil has only recently started shipping fresh/frozen beef to the US market and enhanced testing in late March and April may have uncovered product issues that need to be addressed. What is somewhat disconcerting for US market participants is that the delisting of five major plants comes at a time when Brazil has accelerated its beef shipments. There are two issues here. First, some product that may be on the water will have to be returned and users need to cover those orders most likely by purchasing Australian product at notable premium. Second, some end users that were likely counting on regular business with these plants now have to consider other arrangements for future delivery. The chart on page 1 shows monthly beef exports from Brazil to the US (green bars) through May 2017. The red bars show US beef imports of fresh/frozen Brazilian beef. US beef imports are the official statistics and we have lagged them by a month, i.e. March Brazil shipments are matched up with US beef imports in April. For the most part the trade data correlates perfectly, the only exception being US April imports that did not match up well with Brazil export volumes. In May Brazil shipments of fresh/frozen beef to the US were 4,454 MT, the largest volume so far this year.

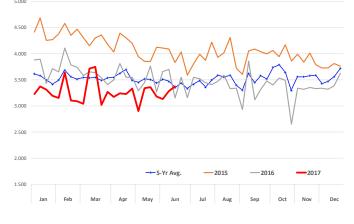
US Grinding Beef Market

Prices for lean domestic grinding beef also have been quite firm in recent weeks and this also continues to underpin imported beef values. USDA quoted the price of 90CL fresh domestic beef at \$231.4/cwt on a weighted average basis, 2% higher than a month ago and 7% higher than the same period a year ago. Normally lean grinding beef values decline in June (see our discussion last week) but so far robust ground beef demand and higher overall beef prices have caused domestic values to move counter seasonally higher. Lower prices for fat trimmings and increased fat beef availability have caused some market participants to more actively look for lean components. The price of 50CL beef closed tonight at \$120/cwt, down about \$80/cwt (-40%) from

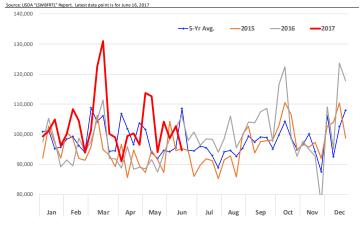
WEEKLY COW & BULL SLAUGHTER. '000 HEAD











the all time record levels established last month. Market participants indicated that domestic lean beef market is particularly tight at this moment despite the fact that cow slaughter continues to run well above year ago levels. For the week ending June 24 we expect cow and bull slaughter to be 119,000 head, 8.2% higher than a year ago. For the last four reported weeks cow/ bull slaughter has averaged almost 9% above last year's levels. So far we have not seen a significant increase in the price of ground beef at retail. However, US IMPORTED BEEF MARKET

beef retail feature activity declined last week and it is expected to decline further in July/early August.

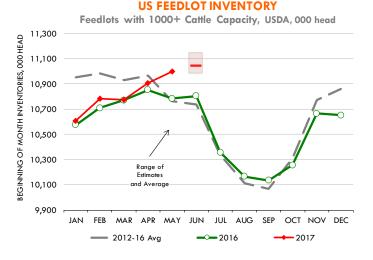
Domestic Price Summary

Prices for 90CL boneless beef were quoted at 231 US cents on the top side, unchanged from a week ago and 11 cents higher than year ago levels. <u>The</u> weighted average price tonight was quoted at 231, 1 cent higher than a week ago. 85CL beef trim prices on the top side were quoted tonight at 219.5 cents, 3.3 cents higher than last week and 20.5 cents higher than last year. The weighted average price for 85CL beef was 203 cents a pound, 4 cents lower than a week ago. 50CL beef price was 141.8 cents on the high side, 23 cents lower than a week ago but still 47 cent higher than last year. On a weighted average basis, the price of 50CL beef is now 129 cents.

Prices for 42CL pork trim were higher compared to a week ago. The price of 72CL trim has increased sharply in recent weeks thanks in part to the spike in 50CL beef, providing end users with an opportunity to lower costs by substituting pork trim for beef when possible.

US Cattle on Feed Expectations

Placements of cattle on feed in May are thought to have once again exceeded marketings and thus leading to a net increase in total on feed numbers. Auction receipts were up roughly 16% year over year although the percentage of +600lb cattle was a bit lower at 54% compared to 57% a year ago. Direct sales (which are a lot smaller) also were higher, but again with a larger percentage of light cattle in the mix. Activity in the country was brisk in May thanks to the sharp run-up in futures but it remains to be seen how much of this was cattle simply changing hands rather than flowing into feedlots. Placements in the South may have been larger than expected in part due to a significant inflow of feeders from Mexico. Weekly import data shows that imports of Mexican feeder cattle during the four full weeks in May were about 31,400 head (+54%) higher than the previous year. Some of the increase in Mexican feeder cattle imports was likely offset by the sharp drop in Canadian feeder imports. During the same reference period imports of Canadian cattle were down a little over 19,000 head (-72%). Combined imports of Mexican and Canadian cattle during the four full weeks in



May were up 12,120 head (+14%) compared to a year ago. On average analysts polled by Urner Barry expect May placements to exceed 2 million head, 10% above year ago levels. If this number is correct, it would mean that feedlots during March, April and May placed some 585,000 MORE cattle than a year ago. Many of these additional numbers will likely come to market in late summer and early fall, hence the current futures discount for that time of the year. Front end supplies still are under where they were last year, with the +120day inventory calculated down 9% from year ago levels. But given the inflow of the last three months, it becomes imperative for feedlots to remain aggressive in marketing cattle even if in the short term this leads to some outsize profits for packers. Ultimately the goal is to provide retailers and foodservice operators the ability to feature beef and support the expanding US cattle herd. Further complicating matters are news reports that JBS is looking to sell off its feedlot division (Five Rivers), the largest in the world. At minimum this adds more uncertainty in the cattle feeding complex. As to the real market effect, much will depend on how the assets are sold and how long the situation takes to play out. Analysts caution that the Packers and Stockvards Act should help protect producers that currently sell calves to the entities involved.

Marketings in May are expected to be up almost 9% from a year ago. Even when we adjust for the extra marketing day marketings are still higher year/year, in line with the higher steer/heifer slaughter numbers.

CME Cattle Feeder Index and US Cattle Markets

Special Live Animal Reference Price

	Current Week	Prior Week	% CHANGE VS.	Last Year	Change from
	20-Jun-17	13-Jun-17	WK AGO	21-Jun-16	Last Year
CME FEEDER CATTLE INDEX	148.07	153.92	-3.8%	141.61	4.6%
	21-Jun-17	14-Jun-17		22-Jun-16	
FED STEER (5-MKT AVG)	129.24	135.45	-4.6%	118.56	9.0%
CUTTER COW CARCASS, NATIONAL, 90% LEAN, 350-400 LB. (carcass wt.)	124.00	124.00	0.0%	145.00	-14.5%
BONER COW CARCASS, NATIONAL, 85% LEAN, 400-500 LB. (carcass wt.)	131.00	129.50	1.2%	145.50	-10.0%
BREAKER COW CARCASS, NATIONAL, 75% LEAN, 500+ (carcass wt.)	119.00	117.00	1.7%	133.50	-10.9%
CUTTER COW CARCASS CUTOUT, 5-DAY MA, USDA	180.85	180.00	0.5%	172.24	5.0%

CME Feeder Cattle Index



TABLE 2 – IMPORTED BEEF PRICES, 7:45 DAYS, CIF

	Current	Week	Prior W	/eek	Change From Last Week	Last Y	'ear	Change From Last Year
	21-Jur	n-17	14-Ju	n-17		22-Jur	n-16	
US East Coast Australian/N	Z Lean, CIF	<u> </u>						
95 CL Bull, E. Coast	240.0	244.0	241.0	244.0	0.0	219.0	220.0	24.0
90 CL Blended Cow	221.0	224.0	221.0	223.0	1.0	202.0	204.0	20.0
90 CL Shank	214.0	215.0	214.0	215.0	0.0	197.0	199.0	16.0
85 CL Fores	207.0	208.0	207.0	208.0	0.0	183.0	184.0	24.0
85 CL Chucks		UNQ		UNQ	N/A		UNQ	N/A
95 CL Bull, W. Coast	239.0	242.0	240.0	242.0	0.0	218.0	219.0	23.0
Uruguay CFH 90CL, E. Coast		UNQ		UNQ	N/A		UNQ	N/A
US East Coast, Trimmings, (<u>CIF</u>							
85 CL Trimmings	204.0	205.0	205.0	206.0	-1.0	182.0	183.0	22.0
80 CL Trimmings	186.0	187.0	188.0	192.0	-5.0	158.0	160.0	27.0
75 CL Trimmings	171.0	174.0	170.0	173.0	1.0	137.0	139.0	35.0
65 CL Trimmings	132.0	134.0	132.0	133.0	1.0	98.0	99.0	35.0
US East Coast Australian Cuts, CIF								
Cap Off Steer Insides	280.0	285.0		280.0	5.0	270.0	280.0	5.0
Steer Insides 14/18		UNQ		UNQ	N/A		UNQ	N/A
Steer Flats		UNQ		UNQ	N/A	205.0	210.0	N/A
Steer Knuckles	250.0	255.0	250.0	255.0	0.0	220.0	225.0	30.0

TABLE 3 – IMPORTED BEEF PRICES, 7:45 DAYS, US WAREHOUSE

	Current	Week	Prior W	/eek	Change From Last Week	Last Y	ear	Change From Last Year
	21-Jui	n-17	14-Ju	n-17		22-Jui	n-16	
US East Coast Australian/N	I <u>Z Lean, FO</u>	B US Port						
95 CL Bull, E. Coast	248.0	249.0	247.0	249.0	0.0	227.0	228.0	21.0
90 CL Blended Cow	228.0	230.0	228.0	230.0	0.0	209.0	211.0	19.0
90 CL Shank	222.0	223.0	221.0	222.0	1.0	203.0	205.0	18.0
85 CL Fores		213.0	213.0	214.0	-1.0	189.0	190.0	23.0
85 CL Chucks		UNQ		UNQ	N/A		UNQ	N/A
95 CL Bull, W. Coast	247.0	248.0	247.0	248.0	0.0	226.0	227.0	21.0
Uruguay CFH 90CL, E. Coast		UNQ		UNQ	N/A		UNQ	N/A
US East Coast, Trimmings, I	FOB US Por	<u>t</u>						
85 CL Trimmings	210.0	211.0	212.0	213.0	-2.0	187.0	189.0	22.0
80 CL Trimmings	192.0	193.0	193.0	194.0	-1.0	167.0	168.0	25.0
75 CL Trimmings	179.0	180.0		180.0	0.0	142.0	144.0	36.0
65 CL Trimmings	140.0	142.0	141.0	143.0	-1.0	103.0	104.0	38.0
US East Coast Australian Cuts, FOB US Port		<u>S Port</u>						
Cap Off Steer Insides	291.0	294.0	289.0	290.0	4.0	280.0	290.0	4.0
Steer Insides 14/18		UNQ		UNQ	N/A		UNQ	N/A
Steer Flats		UNQ		UNQ	N/A	220.0	225.0	N/A
Steer Knuckles	260.0	265.0	260.0	265.0	0.0	230.0	235.0	30.0

TABLE 4 – US DOMESTIC BEEF AND CATTLE PRICES

	Current	Week	Prior W	/eek	Change From Last Week	Last Y	ear	Change from Last Year
<u>Domestic Cutouts</u>	21-Jur	1-17	14-Jur	1-17		22-Ju	n-16	
Choice Cutout	246.	99	251.	03	-4.0	217.	08	29.9
Select Cutout	219.3	88	220.	66	-0.8	198.	35	21.5
Domestic Lean Grinding Beef								
90 CL Boneless	230.0	234.0	231.0	231.0	3.0	216.0	218.9	15.1
85 CL Beef Trimmings	201.0	218.5	199.0	219.5	-1.0	191.0	198.0	20.5
50 CL Beef Trim	117.0	130.8	124.0	141.8	-11.0	87.0	92.0	38.8
Domestic Pork Trim								
42 CL Pork Trim	66.0	78.3	49.3	68.3	10.0	31.0	41.3	37.0
72 CL Pork Trim	97.0	122.3	96.0	114.3	8.0	69.0	88.3	34.0
Point of Lean Values								
90 CL Domestic	260	.0	256	.7	3.3	243	.3	16.7
50 CL Beef Trimming	261	.5	283	.5	-22.0	184	.0	77.5
42 CL Pork Trim	186	.3	162	.5	23.8	98.	2	88.1
72 CL Pork Trim	169	.8	158	.7	11.1	122	.6	47.2
<u>National Direct Fed Steer</u> (5-day accum. wt. avg. price)	129.3	24	135.	45	-6.2	118.	56	10.7

TABLE 5 – FUTURES AND SLAUGHTER INFORMATION

			Chang	ge From Last			nge From
Futures Contracts	Current Week	Prior Week	1	Week	Last Year	La	st Year
	21-Jun-17	14-Jun-17			22-Jun-16		
Live Cattle Futures							
June '17	119.500	124.500	Ļ	-5.00	115.350	Ť	4.15
August '17	115.350	117.875	Ļ	-2.53	111.625	t	3.72
October '17	113.025	114.800	Ļ	-1.77	111.725	t	1.30
December '17	113.825	115.525	Ļ	-1.70	112.625	t	1.20
Feeder Cattle Futures							
August '17	144.650	146.125	Ļ	-1.47	140.175	t	4.47
September '17	144.050	145.700	Ļ	-1.65	138.800	t	5.25
October '17	142.325	144.100	Ļ	-1.78	137.375	t	4.95
November '17	140.625	142.850	Ļ	-2.22	137.375	1	3.25
Corn Futures							
July '17	368 3/4	377	Ļ	-8.25	393	Ţ	-24.25
September '17	376 3/4	385	Ļ	-8.25	398 1/4	Ţ	-21.50
December '17	386 3/4	395 1/2	Ļ	-8.75	404	Ļ	-17.25
March '18	396 1/4	404 3/4	Ļ	-8.50	410 3/4	Ļ	-14.50
Ch Wheat Futures							
July '17	464 1/2	443	t	21.50	458 3/4	t	5.75
September '17	479 1/2	457 1/4	t	22.25	472 1/4	t	7.25
December '17	502	479	t	23.00	493	t	9.00
March '18	518	496 3/4	1	21.25	512 1/2	t	5.50

			Chan	ge From Last		Cha	nge From
Slaughter Information	7 Days Ending	7 Days Ending		Week	7 Days Ending	La	ıst Year
	21-Jun-17	14-Jun-17			22-Jun-16		
Total Cattle Slaughter	627,000	623,000	t	4,000	605,000	t	22,000
	3-Jun-17	27-May-17			4-Jun-16		
Total Cow Slaughter	94,882	106,239	Ţ	-11,357	91,000	t	3,882
Dairy Cow Slaughter	47,118	53,568	1	-6,450	45,900	t	1,218
Beef Cow Slaughter	47,764	52,671	Ţ	-4,907	45,100	t	2,664

TABLE 7 - US BEEF IMPORTS (Source: USDA/AMS)

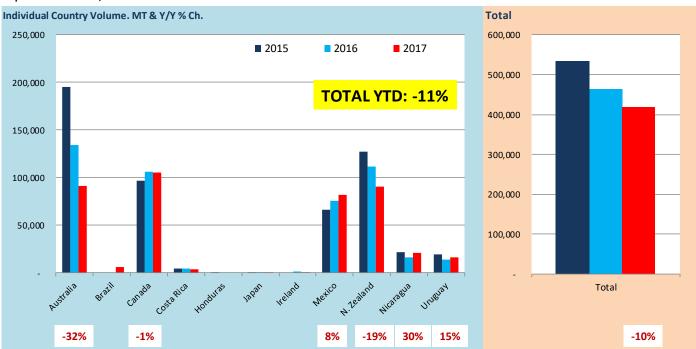
YTD Imported Meat Passed for Entry in the US

week 22	6/4/2016	6/10/2017		
Australia	133,974	91,716	(42,258)	-31.5%
Brazil		6,380		
Canada	106,512	105,594	(918)	-0.9%
Chile	185	202	17	9.2%
Costa Rica	4,599	4,025	(574)	-12.5%
Honduras			-	
Japan	95	177	82	86.3%
Ireland	1,210	804	(406)	-33.6%
Mexico	75,630	81,638	6,008	7.9%
New Zealand	111,458	90,240	(21,218)	-19.0%
Nicaragua	16,157	20,960	4,803	29.7%
Uruguay	14,054	16,232	2,178	15.5%
Total	463,875	418,092	(45,783)	-9.9%

Source: USDA/FSIS

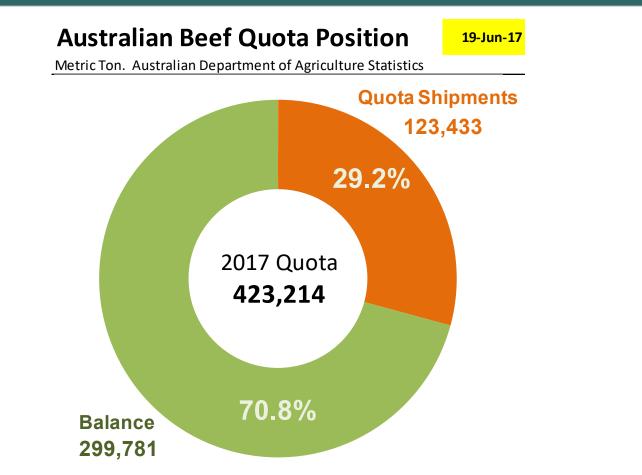
US Beef Imports. Metric Ton. Data Source: USDA/Agricultural Marketing Service

Imports as of June 10, 2017

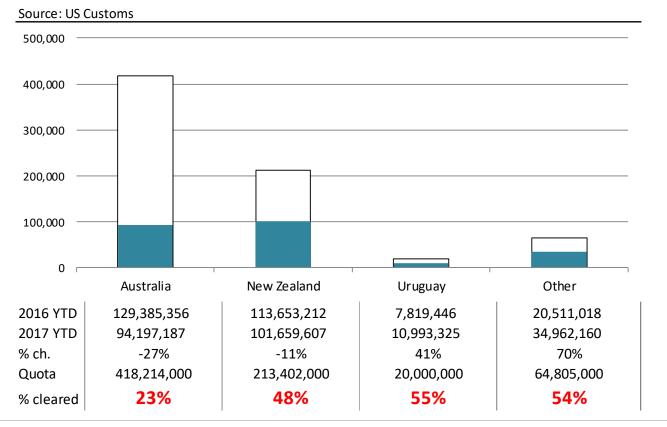


Please note that US Customs has discontinued its previous reporting and now only reports on countries that have a quota allocation. We are now using the AMS data to report YTD beef import entries. This data is slightly different than Customs. We will add at a later time a page that shows quota filled by each country based on the new Customs report

US IMPORTED BEEF MARKET



USA Quota Entries through Week Ending June 19



PAGE 10



Brazil - Eligible Plants Certified to Export Meat to the United States June 20, 2017

Updated items marked with an asterisk (*)

United States

Agriculture

		Establishment Name	Date Lis		Date Relisted
	13	Ferreira International	06/29/20		12/28/2010
	42	JBS S/A	11/14/20		05/02/2011
	<u>49</u>	JBS S/A	07/28/20		
2	<u>93</u>	Cooperativa Dos Produtores De Carne E Derivados	<u>De</u> 02/07/20)17	
		Gurupi			
	177	Mataboi Alimentos LTDA	01/18/20		
	226	Pampeano Alimentos S/A	11/14/20		12/28/2010
-	260	Meat Snacks Partners do Brasil Ltda	08/29/20		
3	<u>337</u>	JBS S/A	12/28/20		08/28/2012
**	<u>385</u>	JBS S/A	01/13/20		05/18/2016
	<u>421</u>	<u>Minerva S/A</u>	11/14/20	05 05/27/2010	12/28/2010
*	<u>431</u>	Minerva S/A	02/11/20		
	458	JBS S/A	12/28/20	04/19/2017	
	504	JBS S/A	08/12/20	05 05/27/2010	07/14/2011
	615	JBS S/A	03/08/20)16	
	745	Minerva Dawn Farms Industria E Comercio de Proteinas	S/A 11/19/20	009 05/27/2010	04/18/2011
*	<u>847</u>	Marfrig Global Foods S.A.	12/21/20)16 <mark>06/20/2017</mark>	
	862	JBS S/A	08/12/20	05 05/25/2010	01/20/2013
	1125	JBS S.A.	05/19/20)17	
	1662	JBS S/A	11/14/20	05 05/27/2010	02/11/2011
	1690	Meat Snacks Partners do Brasil Ltda	07/19/20	007 03/18/2010	04/18/2011
2	<u>1940</u>	Minerva S.A.			
	<u>2051</u>	Frisa Frigorifico Rio Doce S/A	06/29/20	05 05/27/2010	12/28/2010
	2058	JBS S/A	03/08/20)16	
	2156	JJZ Alimentos S.A.	02/01/20	03/20/2017	
1	<u>2471</u>	Minerva S.A.	01/18/20)16	
*	<u>2500</u>	Marfrig Alimentos S/A	12/28/20)10 <mark>06/20/2017</mark>	
*	2543	Marfrig Alimentos S/A	12/28/20)10 <mark>06/20/2017</mark>	
	<u>3181</u>	JBS S/A	08/12/20	05 05/27/2010	04/18/2011
	3548	Cooperativa Central Oeste Catarinese	01/13/20)12	
	3712	Marfrig Alimentos S/A	12/28/20	01/18/2016	
	<u>4238</u>	Marfrig Alimentos S/A	03/03/20	08 05/27/2010	12/28/2010
	4333	JBS S/A	06/07/20)16	
*	<u>4400</u>	JBS S/A	12/28/20	06/20/2017	
	4507	JBS S/A P	age 1 08/12/20	05 05/27/2010	05/20/2011

Brazil - Eligible Plants Certified to Export Meat to the United States June 20, 2017

Updated items marked with an asterisk (*)

EstForgnNBR Establishment Name Date	te Listed Date	te Delisted D	Date Relisted
-------------------------------------	----------------	---------------	---------------

Plants Eligible to Export Meat (Siluriformes Only) to the United States

In accordance with the FSIS rule published on December 2, 2015 (80 FR, 75590), the following country has submitted documentation to FSIS showing that they have laws or other legal measures in place that provide authority to regulate the growing and processing of Siluriformes fish for human food, and that will ensure compliance with the Food and Drug Administration's regulatory reqirements in 21 CFR part 123, Fish and Fishery Products. In addition, the country has put forward the following establishments as eligible to export Siluriformes fish and fish products to the United States. FSIS confirmed with the Food and Drug Administration that these establishments previously shipped seafood products to the United States. FSIS will update the list of establishments as new information is received.

By the end of the 18-month transitional period, September 1, 2017, foreign countries seeking to continue exporting such product to the United States must submit adequate documentation showing the equivalence of their Siluriformes inspection systems with that of the United States.

EstForgnNBR	Establishment Name	Date Listed	Date Delisted	Date Relisted
2985	Mar e Terra Indústria e Comério de Pescados Ltda.	04/06/2016		

<u>Underlined/bolded establishments</u> have been certified to export fresh/frozen beef to the U.S. (Raw-Intact and Raw-Non Intact with the exception of bone-in product)

- * Delistment of Establishments Brazil notified FSIS on 6/16/17 of delistment. Due to the delay in receiving the translation, product that had already been presented as of 2:32 pm, EDT, 6/19, was reinspected based on the assignment issued by PHIS. All product presented for inspection after that will be refused entry. FSIS is delisting on the date the translation of the letter from Brazil was received, 6/20/2017.
- ** Establishment delistment from 05/05/2016 through 05/17/2016 based on failures during POE violations
- 1 2471 has been added to those establishments certified to export fresh/frozen beef to the U.S. effective 2/01/2017
- 2 93 and 1940 have been added to those establishments certified to export fresh/frozen Raw Non-Intact beef only effective 2/07/2017
- ³ 337 has been added to those establishments certified to export Raw Non-Intact and Raw-Intact Beef effective 2/07/2017