

Market placements and prices

PROGRESSIVE CATTLEMAN 2013 beef statistics

Global production and trade

Top 20 countries buying U.S. beef products (exports)

Rank	Country	2013 Beef and variety meat (\$ million)	Percent change from 2012	Rank	2013 Beef and variety meat value (\$ million)	Percent change from 2012
1	Japan	234,615	+54%	1	\$1,389,333	+35%
2	Mexico	216,386	+12%	3	\$925,255	+13%
3	Canada	173,030	-4%	2	\$1,168,786	-1%
4	Egypt	136,884	-1%	4	\$164,546	-24%
5	Hong Kong	130,017	+100%	4	\$823,348	+142%
6	Republic of Korea	105,406	-16%	5	\$609,386	+5%
7	Taiwan	32,181	+65%	6	\$254,427	+98%
8	European Union*	23,425	-6%	7	\$251,893	+7%
9	Peru	17,352	+35%	13	\$32,752	+10%
10	Colony	12,808	+13%	9	\$68,823	+16%
11	Philippines	11,389	-2%	11	\$54,522	+21%
12	Indonesia	5,032	+206%	17	\$16,784	+97%
13	United Arab Emirates	5,010	-4%	10	\$55,033	+12%
14	Jamaica	4,692	-16%	18	\$15,372	-10%
15	Russia	4,686	-94%	20	\$5,910	-98%
16	Vietnam	4,459	-89%	14	\$28,628	-83%
17	Dominican Republic	3,831	+3%	12	\$34,037	+4%
18	The Bahamas	3,068	-14%	16	\$19,324	-12%
19	Colombia	2,734	+198%	19	\$9,145	+171%
20	Kiribati	2,618	+9%	15	\$25,802	+29%
Total all countries		1,172,792	+3%		\$6,156,892	+12%

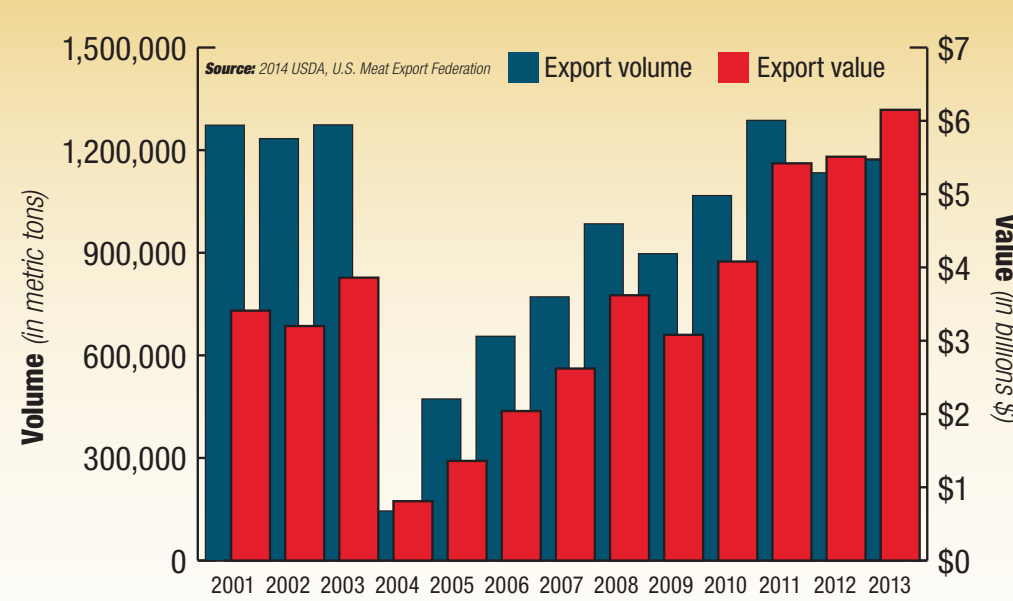
Source: 2014 USDA, U.S. Meat Export Federation
 (*) denotes a country that is a summation of its component countries.
 Editor's note: A list graphic for top nations that export beef, showing rank for beef & veal exports, total value in 2013, and % change from 2012. A secondary ranking can be used for the export leaders of beef variety meats with accommodating ranking.

Top 10 countries shipping beef products to the U.S. (imports)

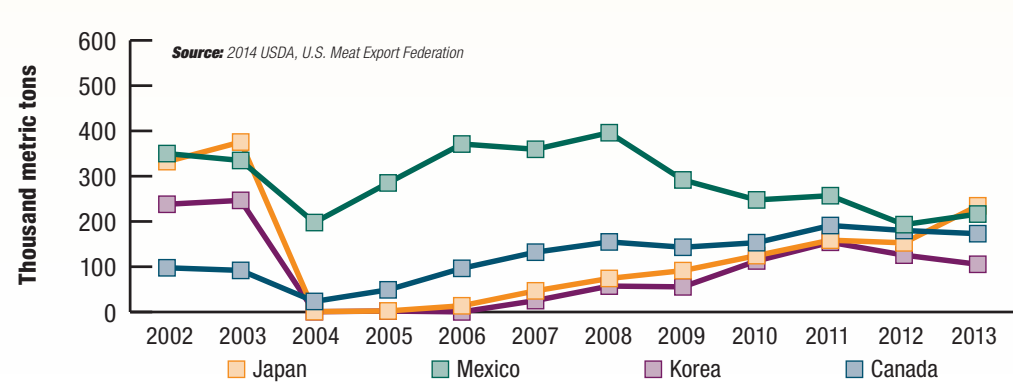
Rank	Country	2013 Beef and variety meat (\$ million)	Percent change from 2012	Rank	2013 Beef and variety meat value (\$ million)	Percent change from 2012
1	Australia*	207,873	-4.9%	1	\$1,028,699	-2.4%
2	Canada	182,810	-0.5%	3	\$797,539	+0.4%
3	New Zealand*	174,928	+6.0%	2	\$817,382	+4.4%
4	Mexico	93,837	+4.1%	4	\$546,967	+6.2%
5	Nicaragua	30,481	-10.2%	7	\$124,035	-9.9%
6	Uruguay	26,214	+13.1%	6	\$194,851	+11.5%
7	Brazil	24,231	+22.5%	5	\$227,800	+13.8%
8	Costa Rica	7,126	+5.9%	8	\$31,163	+6.3%
9	Indonesia	4,884	-54.8%	9	\$176,637	-54.0%
10	Argentina	1,030	+47.5%	11	\$6,111	+18.4%
Total all countries		752,907	+1.9%		\$3,760,776	+2.2%

Source: 2014 Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics
 (*) denotes a country that is a summation of its component countries.
 Editor's note: A list graphic for top nations that import beef, showing rank for beef & veal imports, total value in 2013, and % change from 2012. A secondary ranking can be used for the export leaders of beef variety meats with accommodating ranking.

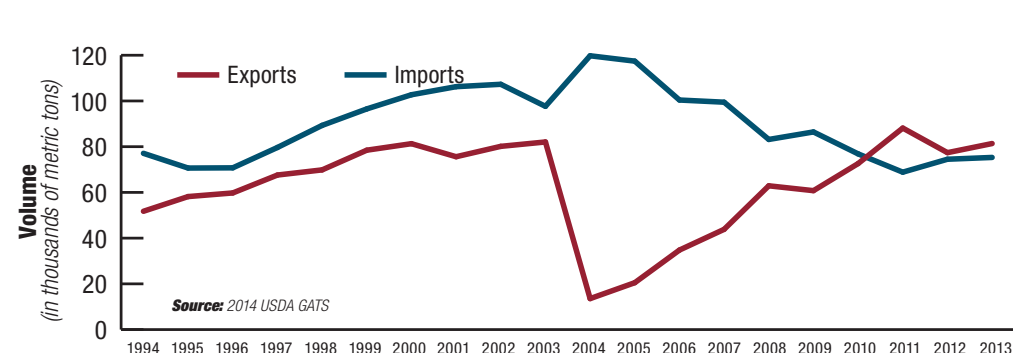
U.S. beef products export volume and value



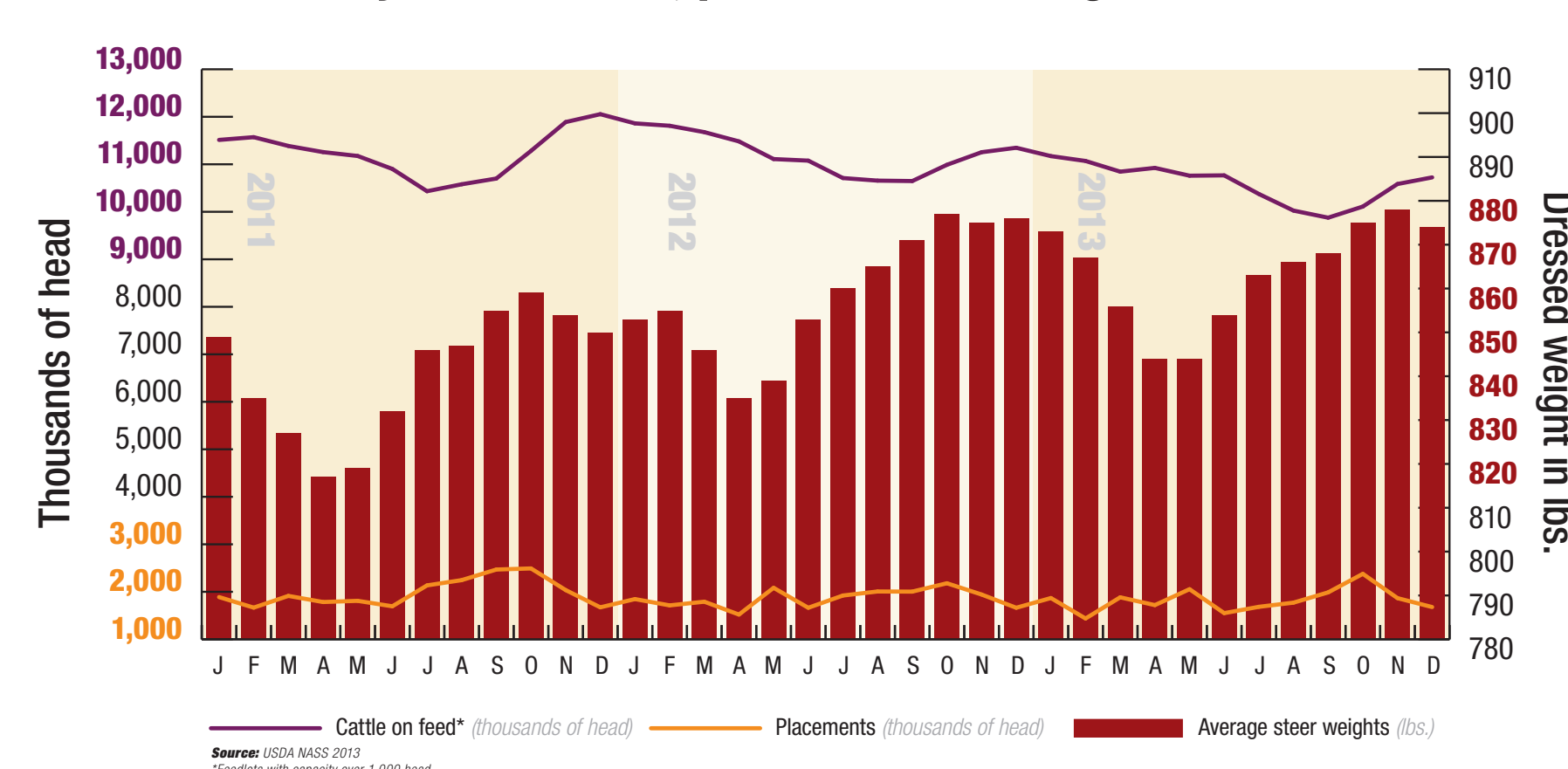
U.S. beef exports to select markets



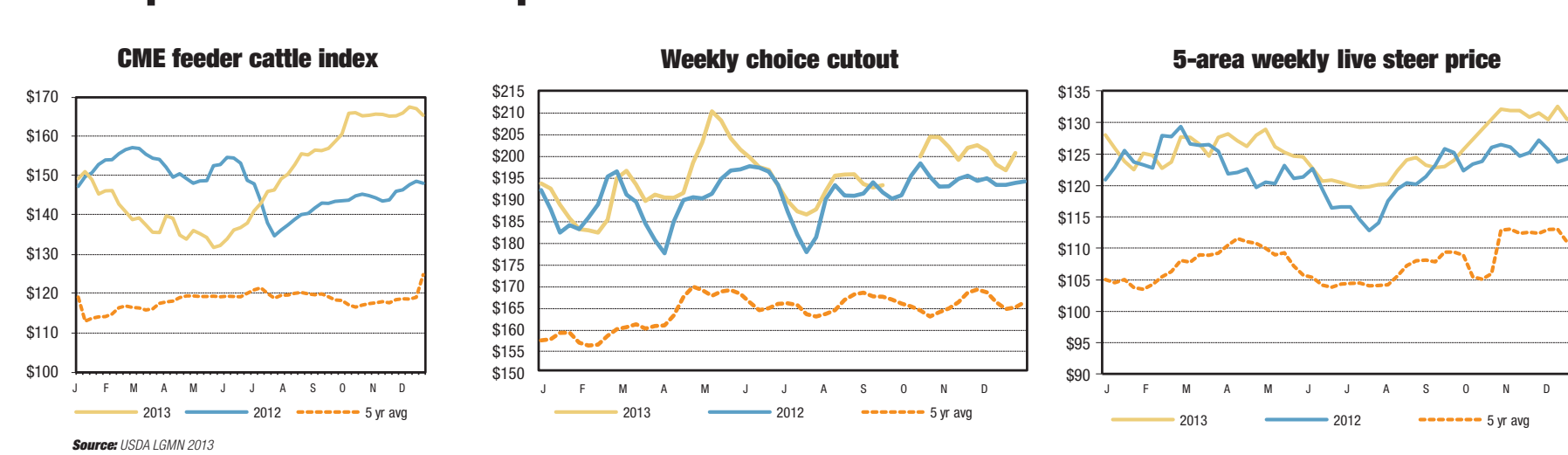
U.S. beef and veal annual trade



2011-2013: Monthly cattle on feed, placements and weights



Cattle price indexes and spreads



Low supplies, high prices spark push for rebuilt herds

Progressive Cattleman Editor David Cooper

Sparked by the highest feeder calf prices in generations, and a dearth of cattle supply, U.S. beef producers entered 2014 with a promising dilemma: whether to cash in on record prices or take stock in the future and rebuild their herds.

U.S. beef cow inventory on Jan. 1, 2014 dropped just shy of 1 percent over 2013 to 29.04 million head – the lowest beef cow count since 1962.

Total inventory of cattle and calves fell to 87.7 million head, the lowest tally in the U.S. since 1951. Total beef production also dropped 1 percent to 25.7 billion pounds.

Many states emerged from the drought with higher numbers in beef cow inventories, including Kansas with 6.5 percent more cows, Oklahoma went up 2.9

percent and Missouri jumped 3.6 percent. South Dakota's herd dropped 3.1 percent in cows, in part from the devastating Atlas blizzard of October 2013, while Texas and Montana also saw beef cow herds decline 2.6 and 2.0 percent, respectively.

Sales and prices

The low cattle supply was evident also in the U.S. total of cattle sales, which dropped 1 percent while U.S. cash receipts jumped almost \$700 million. The CME feeder cattle prices began soaring around September 2013 thanks to a stronger corn crop in the U.S. during an ongoing period of low beef supplies. Feeder calf prices hovered between \$165 per hundredweight (cwt) through the last quarter of the year, a phenomenal rise considering

prices were \$92 per cwt in early 2010.

Global production

The U.S. remained the global leader in beef production with 11.7 million metric tons produced in 2013, or about 20 percent of the total global beef supply. Yet the U.S. ranks only fifth in the world in total cattle numbers, one position lower than it was a year ago. Among the top 5 beef-producing nations, Brazil saw its output jump 4 percent, followed by China with 1.8 percent, and India with 11.6 percent more beef produced. The European Union and U.S. saw production decline 3.1 and 0.8 percent, respectively.

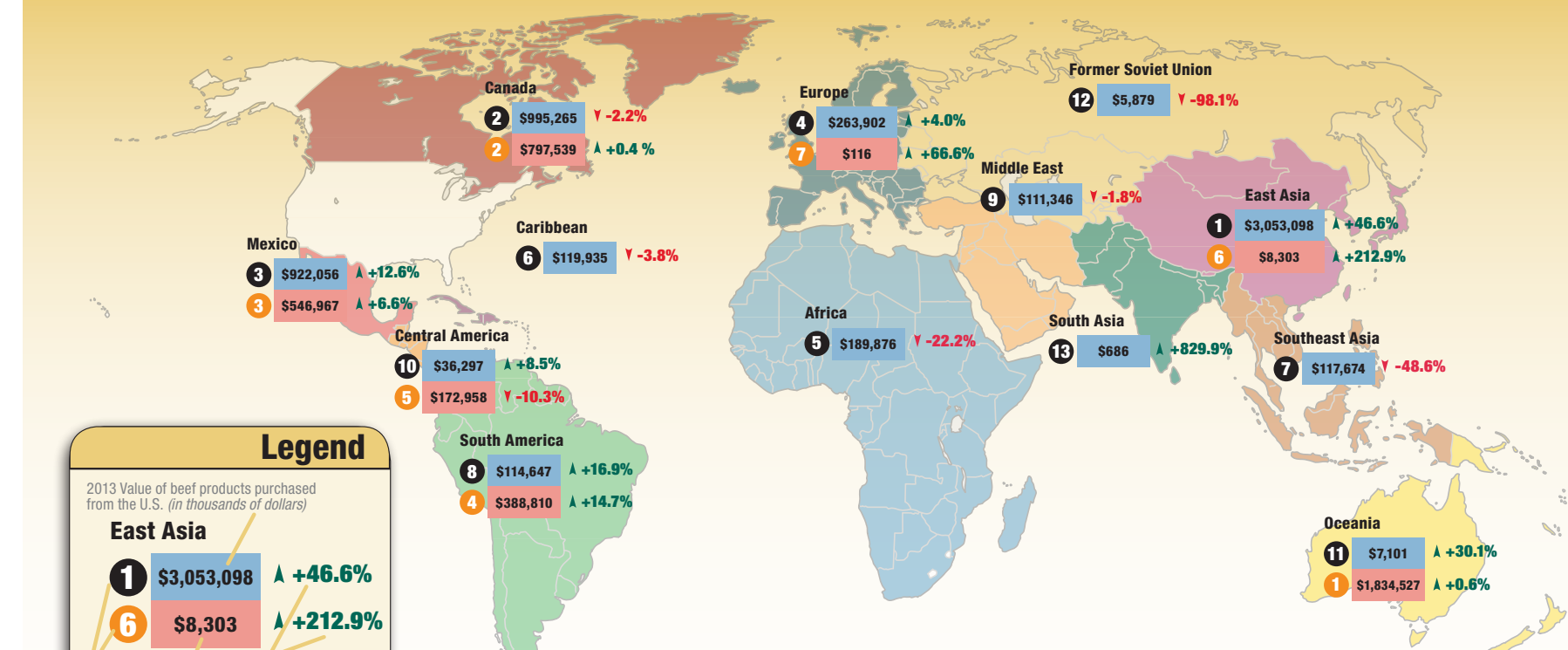
U.S. beef trade

After a narrowing of the trade gap in 2012, export volume of

U.S. beef jumped again in 2013, marking the fourth straight year exports outpaced U.S. imports.

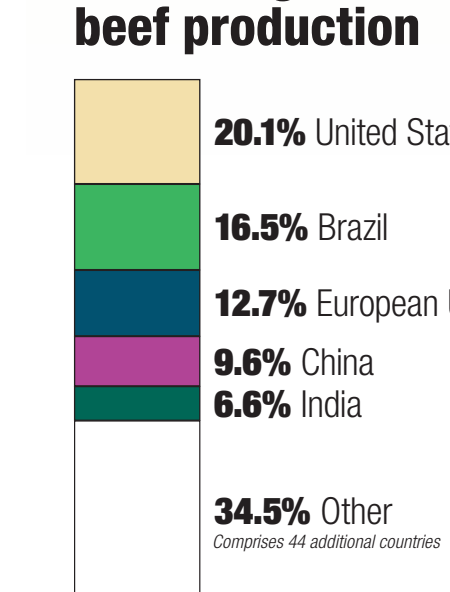
One decade after the 2003 bovine spongiform encephalopathy (BSE) case that crippled U.S. beef exports to Japan, that country returned to the top as America's top trading partner. Japan was the top destination for beef and variety meat exports with 234,615 metric tons shipped, a jump of 54 percent over 2012. Export values to Japan rose 35 percent to \$1.38 billion. Yet the volume of beef sent to Japan is still almost half of what it was in 2003.

Mexico dropped as the top destination for export volume to the No. 2 position, yet saw 12 percent growth in volume and 13 percent in beef value spent for U.S. beef.



Region rank	Country	2013 Value of beef products sold to the U.S. (\$ million)	Percent change from 2012
1	East Asia	\$3,053,098	+46.6%
6	South America	\$8,303	+212.9%

Percentage of world beef production



Veal/beef production rank	Country	Volume (in thousands of metric tons)	Percent change from 2013	Percent of world beef production	Beef cattle rank	Beef cattle (in thousands of head)	Percent change from 2013	Beef cattle slaughtered rank	Beef cattle slaughtered (in thousands of head)	Percent change from 2013			
1	United States	11,757	-0.8%	20.1%	5	87,730	-1.8%	7	165	-13.6%	4	33,352	-1.0%
2	Brazil	9,675	+4.0%	16.5%	2	207,960	+2.3%	4	689	+34.6%	1	41,590	+3.4%
3	European Union	7,470	-3.1%	12.7%	4	88,000	+1.0%	5	514	-24.2%	5	26,500	-3.2%
4	China	5,637	+1.8%	9.6%	3	104,188	NC	10	21	-25.0%	2	41,250	+1.4%
5	India	3,850	+11.6%	6.6%	1	329,700	+0.8%	NA	NA	NA	3	37,900	+7.6%
6	Argentina	2,850	+5.8%	4.9%	6	51,745	+1.3%	14	0	-100.0%	6	12,900	+11.2%
7	Australia	2,359	+9.6%	4.0%	8	28,250	-2.6%	3	851	+37.3%	7	9,034	+13.2%
8	Mexico	1,808	-0.7%	3.1%	10	17,760	-4.1%	2	1,045	-52.1%	9	6,200	-0.6%
9	Pakistan	1,630	+2.7%	2.8%	NA	NA	NA	NA	NA	NA	NA	NA	NA
10	Russia	1,370	-0.7%	2.3%	9	19,514	-2.3%	11	17	+88.9%	8	6,800	-0.6%
11	Canada	1,035	-2.7%	1.8%	11	12,215	-0.7%	1	1,048	+27.6%	12	3,043	-2.0%
12	Colombia	885	-1.7%	1.5%	7	30,240	-1.1%	6	236	-21.1%	10	4,300	-0.6%
13	South Africa	825	+0.2%	1.4%	NA	NA	NA	NA	NA	NA	NA	NA	NA
14	New Zealand	620	-0.6%	1.1%	14	10,278	+0.8%	9	33	-21.4%	11	4,291	+8.4%
15	Japan	508	-2.1%	0.9%	18	3,970	-2.3%	NA	NA	NA	18	1,185	-1.2%
16	Hungary	505	-4.7%	0.9%	12	11,793	+3.6%	8	41	-47.4%	14	2,050	-4.7%
Total of selected countries		52,794	+1.8%			1,003,343	+0.5%		4,680	-3.3%		230,395	+2.4%

Source: USDA Foreign Agricultural Service
 *Data available for 2014 market year which in some cases may differ from calendar year data.

2013 U.S. beef industry statistics

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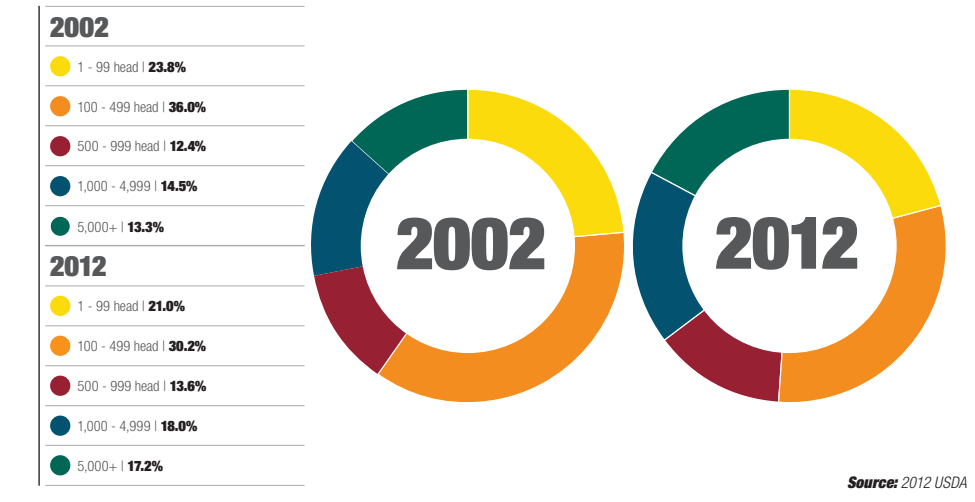
Top 50 beef cow counties

State	County	2013 head	Rank	2012 head	Rank	Change (annual)
NE	Cherry	145,000	1	150,000	1	-3.3%
NE	Holt	95,000	2	99,000	2	-4.0%
NE	Custer	92,000	3	96,000	3	-4.2%
MT	Fergus	76,000	4	74,000	4	+2.7%
SD	Meade	76,000	4	73,000	6	+4.1%
MT	Bowlinghead	75,000	6	72,000	7	+4.2%
FL	Ocala	71,000	7	74,000	4	-4.1%
FL	Okechobee	64,000	8	66,000	9	-3.0%
OR	Harney	64,000	8	66,000	9	-3.0%
OR	Malheur	62,000	10	64,000	12	-3.1%
FL	Highlands	61,000	11	63,000	13	-3.2%
SD	Tripp	61,000	11	59,000	16	+3.4%
TX	Lavaca	60,000	13	68,000	8	-11.8%
MT	Phillips	58,000	14	56,000	18	+3.6%
NE	Sheridan	58,000	14	61,000	14	-4.9%
WY	Fremont	58,000	14	59,000	16	-1.7%
SD	Perkins	57,000	17	54,000	21	+5.6%
TX	Gonzales	57,000	17	65,000	11	-12.3%
TX	Fayette	54,000	19	61,000	14	-11.5%
MT	Blaine	53,000	20	52,000	22	+1.9%
AR	Washington	52,000	21	56,000	18	-7.1%
MT	Big Horn	50,000	22	49,000	26	+2.0%
CO	Weld	48,000	23	50,000	23	-4.0%
TX	Milam	48,000	23	55,000	20	-12.2%
AR	Benton	47,000	25	50,000	23	-6.0%
ND	Morton	47,000	25	44,000	41	+6.8%
ND	Dunn	47,000	25	44,000	41	+6.8%
OK	Osage	47,000	25	47,500	27	-1.1%
MT	Garfield	46,000	29	44,500	38	+3.4%
WY	Campbell	46,000	29	47,000	28	-2.1%
MT	Powder River	45,500	31	44,000	41	+3.4%
OK	Carters	45,500	31	46,000	32	-1.1%
FL	Herde	45,000	33	47,000	28	-4.3%
MT	Valley	44,500	34	43,000	44	+3.5%
MT	Madison	44,000	35	42,500	46	+3.5%
TX	Colorado	44,000	35	50,000	23	-12.0%
SD	Beadle	43,500	37	41,500	48	+4.8%
ND	Lauderdale	43,000	38	45,500	33	-5.5%
SD	Hand	43,000	38	41,000	50	+4.9%
SD	Charles Mix	42,500	40	40,500	57	+4.9%
MT	Cascade	41,500	41	40,000	58	+3.8%
OR	Lake	41,500	41	43,000	44	-3.5%
TX	Limestone	41,000	43	46,500	31	-11.8%
TX	Van Zandt	41,000	43	47,000	28	-12.8%
MO	Polk	40,500	45	42,500	46	-4.7%
MT	Carter	40,500	45	39,500	61	+2.5%
SD	Harding	40,000	47	38,000	71	+5.3%
TX	Washington	40,000	47	45,500	33	-12.1%
TX	Wharton	40,000	47	45,500	33	-12.1%
FL	De Soto	39,500	50	41,000	50	-3.7%

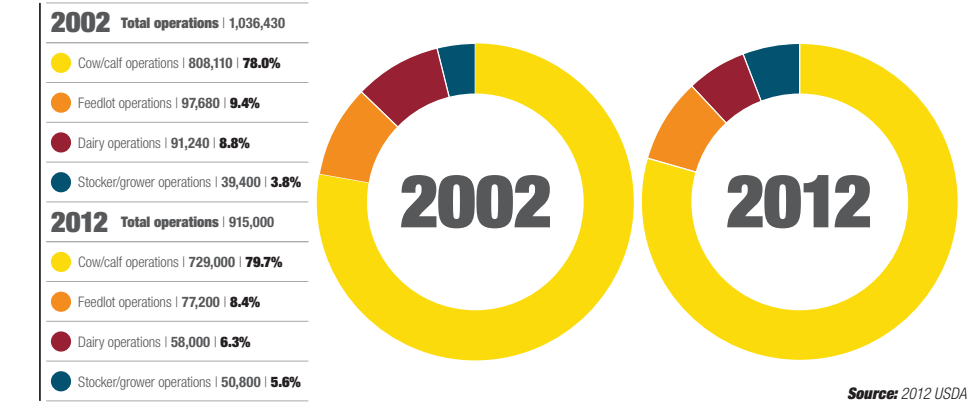
Source: USDA NASS 2013

West South North

U.S. cattle inventory by operation size



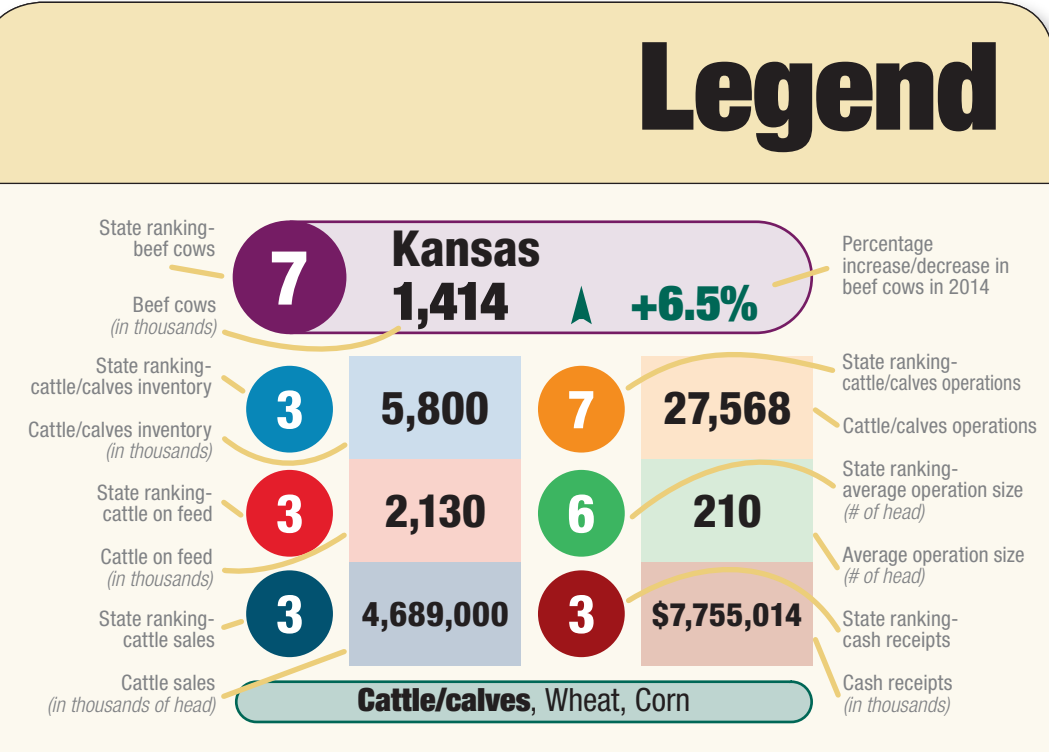
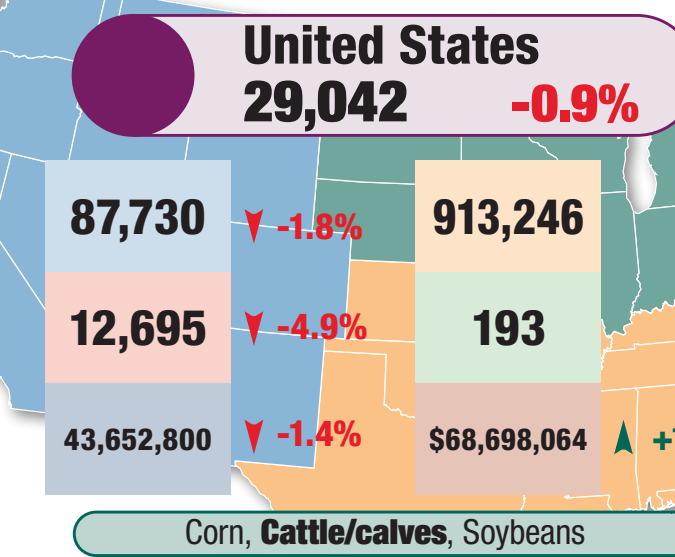
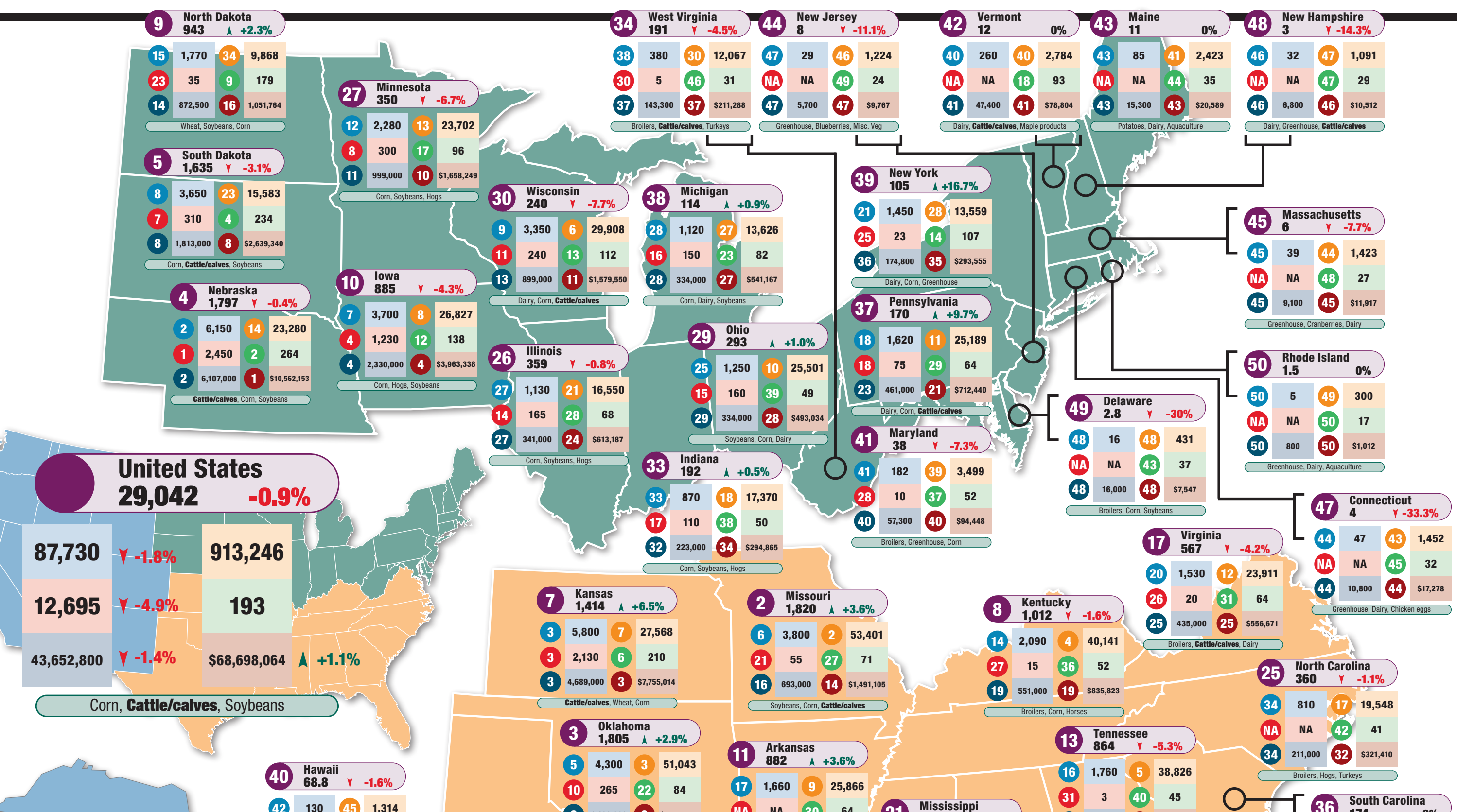
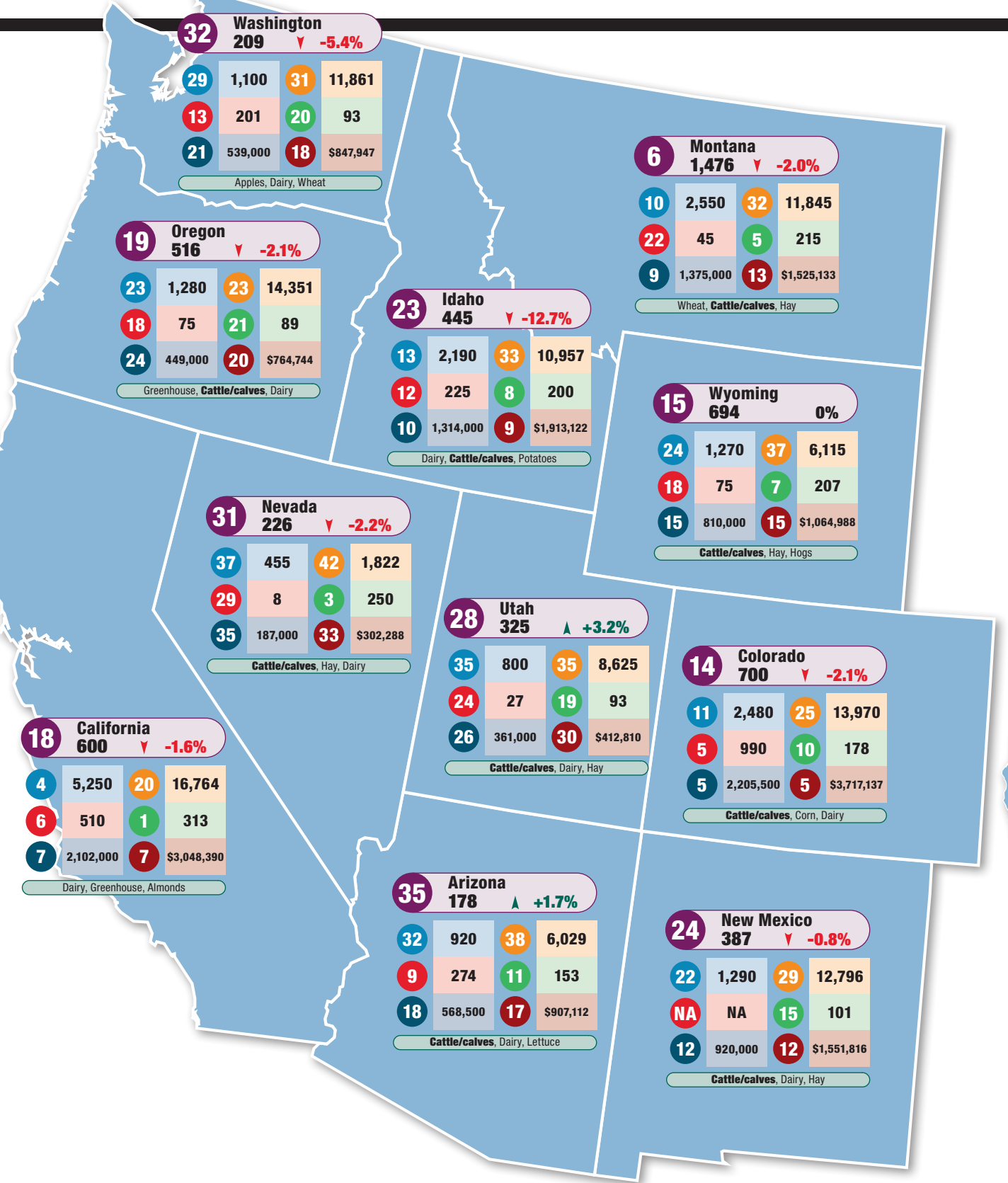
U.S. cattle operations by segment



10-year growth 3-year growth 1-year growth

Live cattle weight production from 2004 to 2013 (thousands of lbs.)

State	2004	2013	Change	State	2010	2013	Change	State	2012	2013	Change
Nebraska	2,421,282	2,421,282	0%	Nebraska	1,889,758	1,889,758	0%	Nebraska	181,639	181,639	0%
Kansas	1,433,322	1,433,322	0%	Texas	1,528,835	1,528,835	0%	Idaho	166,686	166,686	0%
Texas	1,403,574	1,403,574	0%	California	940,454	940,454	0%	Wisconsin	136,970	136,970	0%
Iowa	1,016,045	1,016,045	0%	Kansas	784,618	784,618	0%	Iowa	125,348	125,348	0%
California	1,010,741	1,010,741	0%	Iowa	654,664	654,664	0%	Montana	93,499	93,499	0%
Oklahoma	675,144	675,144	0%	Wisconsin	589,627	589,627	0%	Wyoming	87,521	87,521	0%
Wisconsin	652,690	652,690	0%	Colorado	433,250	433,250	0%	Minnesota	81,537	81,537	0%
Idaho	557,418	557,418	0%	Oklahoma	426,856	426,856	0%	Texas	75,079	75,079	0%
New Mexico	550,264	550,264	0%	South Dakota	410,302	410,302	0%	Arizona	73,737	73,737	0%
South Dakota	532,331	532,331	0%	Idaho	386,630	386,630	0%	Colorado	63,611	63,611	0%
New Jersey	320	320	0%	New Hampshire	4,716	4,716	0%	Ohio	-14,144	-14,144	-100%
Delaware	-390	-390	-100%	New Jersey	2,495	2,495	0%	Missouri	-40,061	-40,061	-100%
Alaska	-1,633	-1,633	-100%	New Jersey	987	987	0%	Tennessee	-43,365	-43,365	-100%
Mississippi	-3,017	-3,017	-100%	Rhode Island	809	809	0%	Kentucky	-48,509	-48,509	-100%
Utah	-4,919	-4,919	-100%	Alaska	-1,363	-1,363	-100%	California	-91,619	-91,619	-100%



West region

Cattle/calves, Dairy, Greenhouse

Cattle/calves (# of head)

Calf crop	19,725,000
Cattle on feed	8,353,300
Cattle sales	2,430,000
Calf sales	10,855,400
Cattle/calves operations	116,583
1-99 head (operations)	93,311
100-499 head (operations)	15,979
500+ head (operations)	7,293
Cash receipts	\$16,109,678,000

North region

Corn, Soybeans, Cattle/calves

Cattle/calves (# of head)

Calf crop	29,415,000
Cattle on feed	10,646,700
Cattle sales	5,263,000
Calf sales	15,189,900
Cattle/calves operations	267,657
1-99 head (operations)	203,683
100-499 head (operations)	52,705
500+ head (operations)	11,269
Cash receipts	\$24,865,804,000

South region

Cattle/calves, Broilers, Corn

Cattle/calves (# of head)

Calf crop	38,590,000
Cattle on feed	14,930,000
Cattle sales	4,938,000
Calf sales	17,607,500
Cattle/calves operations	3,974,500
1-99 head (operations)	529,006
100-499 head (operations)	458,693
500+ head (operations)	60,923
Cash receipts	9,390
Cash receipts	\$27,722,582,000

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