

# 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%	8	\$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	+3%	9	\$68,823	+16%
11	Philippines	11,389	-2%	11	\$54,522	+31%
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	\$26,828	-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	Kuwait	2,618	+9%	15	\$25,802	+20%
<b>Total all countries</b>		<b>1,172,792</b>	<b>+3%</b>		<b>\$6,156,892</b>	<b>+12%</b>

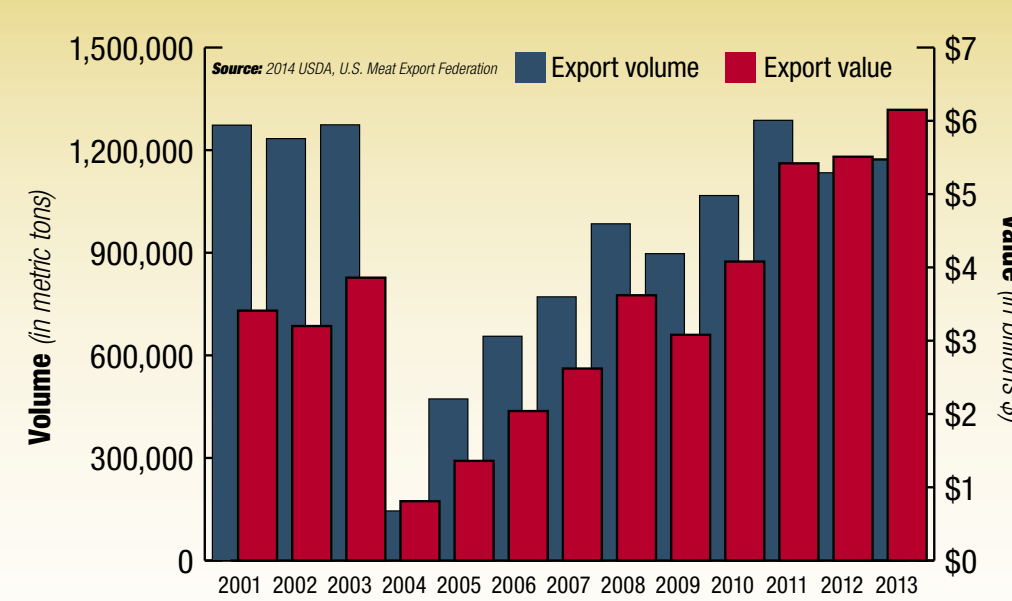
Source: 2014 USDA, U.S. Meat Export Federation  
 (\*) denotes a country that is a summation of its component countries.  
 Editor's note: A list graphic for top nations that export beef, showing rank for beef & veal exports, total value in 2013, and % change from 2012. A secondary ranking can be used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

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

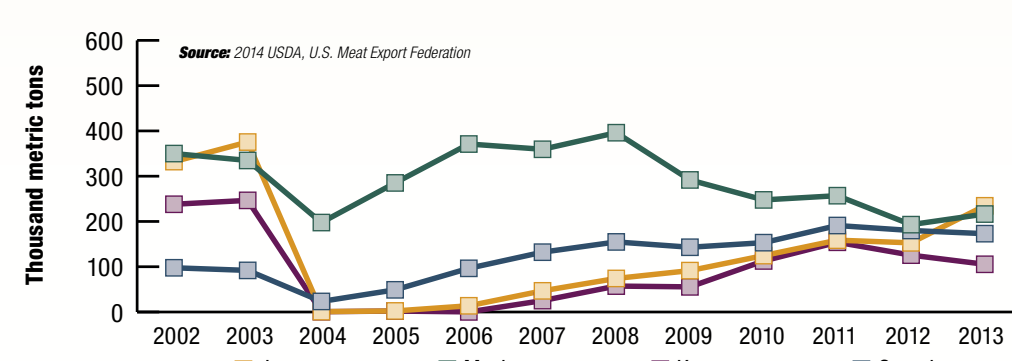
Rank	Country	2013 Beef and variety meat (\$ million)	Percent change from 2012	Rank	2013 Beef and variety meat value (\$ million)	Percent change from 2012
1	Australia*	207,873	-4.9%	1	\$1,028,699	-2.4%
2	Canada	182,810	-0.5%	3	\$797,539	+0.4%
3	New Zealand*	174,928	+6.0%	2	\$817,382	+4.4%
4	Mexico	93,837	+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	Honduras	4,284	-54.8%	9	\$17,637	-54.0%
10	Argentina	1,030	+27.5%	11	\$6,111	-15.4%
<b>Total all countries</b>		<b>752,907</b>	<b>+1.0%</b>		<b>\$3,760,776</b>	<b>+2.2%</b>

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 & 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.

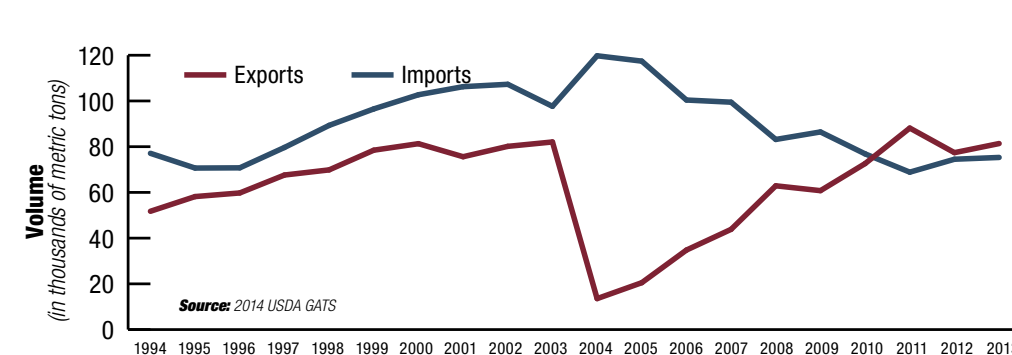
## U.S. beef products export volume and value



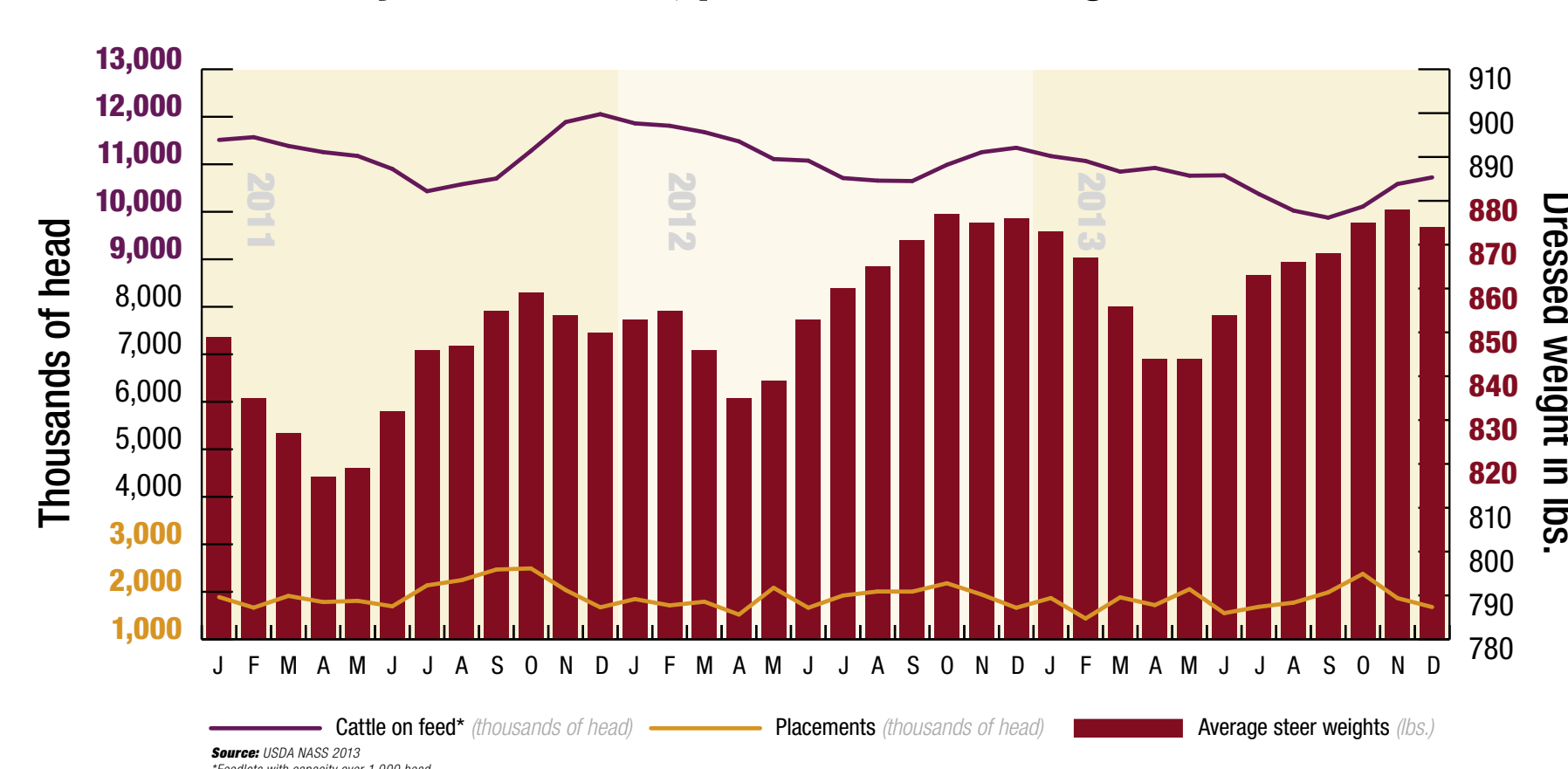
## U.S. beef exports to select markets



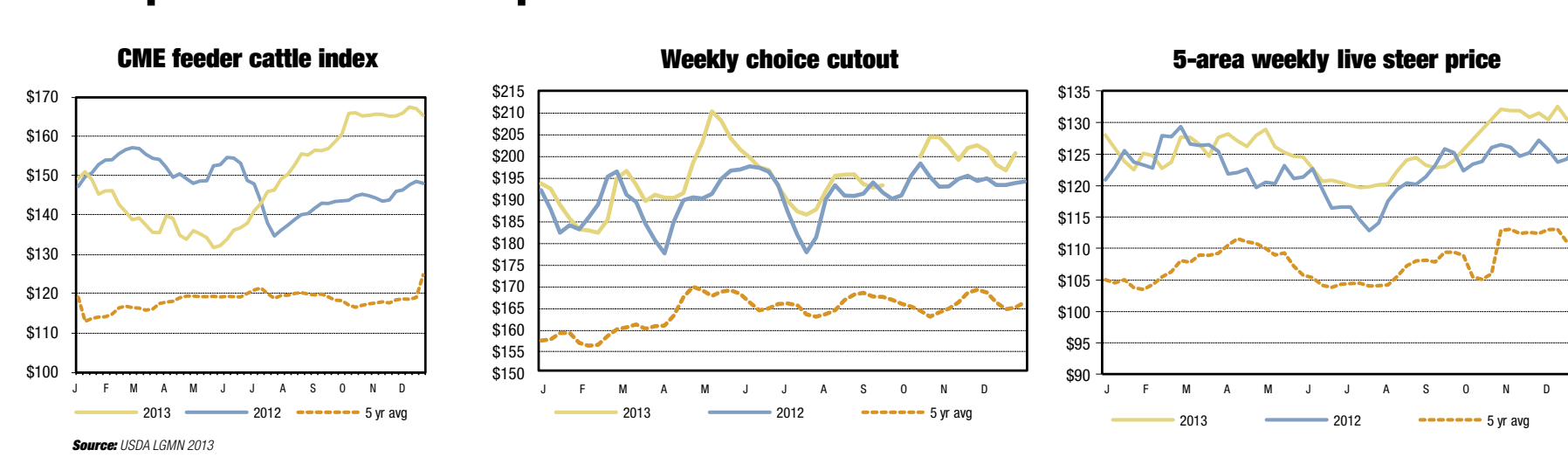
## U.S. beef and veal annual trade



## 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

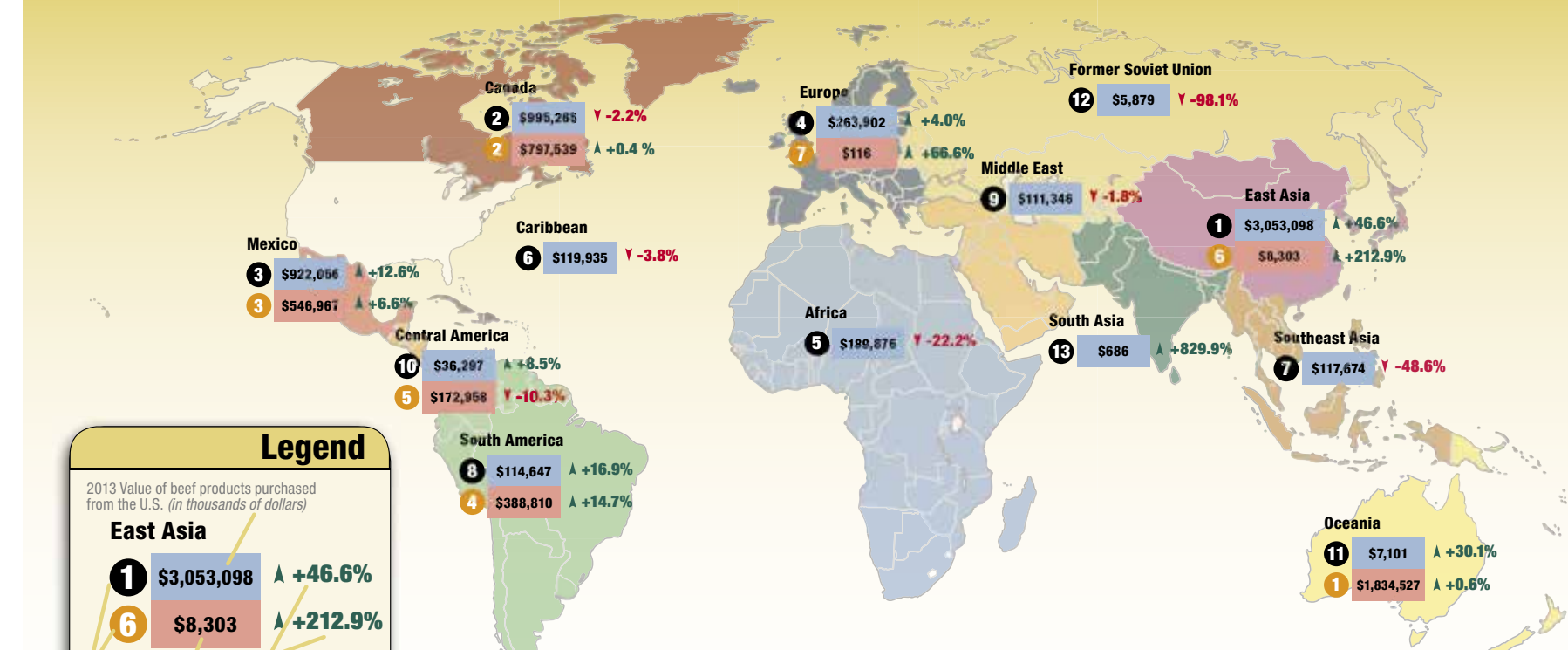
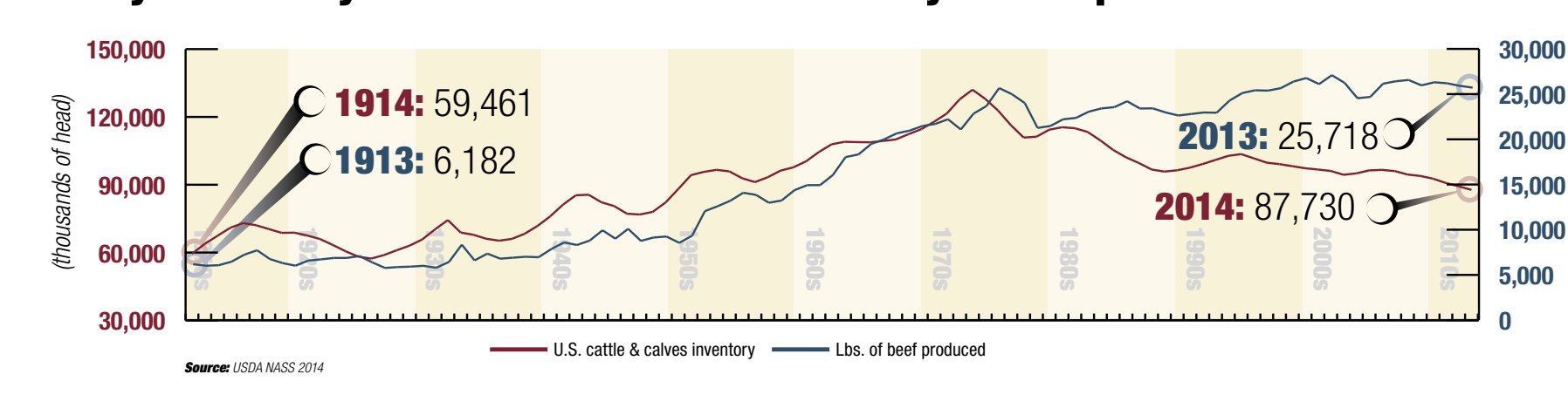
After a narrowing of the trade gap in 2012, export volume of

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.

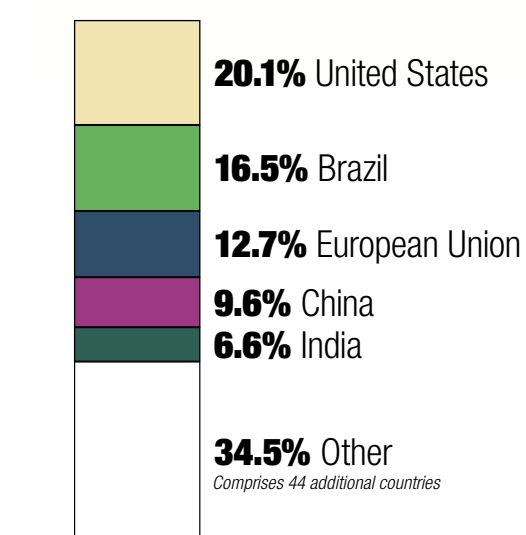
## 100-year history: U.S. cattle & calves inventory & beef produced



### Beef production for selected countries

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 (1,000 head)	Percent change from 2013	Beef cattle slaughtered rank	Beef cattle slaughtered (1,000 head)	Percent change from 2013
1	United States	11,757	-0.8%	20.1%	5	87,730	-1.8%	7	165	-13.6%
2	Brazil	9,675	+4.0%	16.5%	2	207,960	+2.3%	4	689	+34.6%
3	European Union	7,470	-3.1%	12.7%	4	88,000	+1.0%	5	514	-24.2%
4	China	5,637	+1.8%	9.6%	3	104,188	NA	2	21	-25.0%
5	India	3,850	+11.6%	6.6%	1	329,700	+0.8%	NA	NA	NA
6	Argentina	2,850	+5.8%	4.9%	6	51,745	+1.3%	14	0	-100.0%
7	Australia	2,359	+9.6%	4.0%	8	28,250	-2.6%	3	851	+37.3%
8	Mexico	1,808	-0.7%	3.1%	10	17,760	-4.1%	2	1,045	-32.1%
9	Pakistan	1,630	+2.7%	2.8%	NA	NA	NA	NA	NA	NA
10	Russia	1,370	-0.7%	2.3%	9	19,514	-2.3%	11	17	+88.9%
11	Canada	1,035	-2.7%	1.8%	11	12,215	-0.7%	1	1,048	+27.6%
12	Colombia	885	-1.7%	1.5%	7	30,240	-1.1%	6	236	-21.1%
13	South Africa	825	+0.2%	1.4%	NA	NA	NA	NA	NA	NA
14	New Zealand	620	-0.6%	1.1%	14	10,278	+0.9%	9	33	-21.4%
15	Japan	508	-2.1%	0.9%	18	3,970	-2.3%	NA	NA	NA
16	Hungary	505	-4.7%	0.9%	12	11,793	+3.6%	8	41	-47.4%
<b>Total of selected countries</b>		<b>52,794</b>	<b>+1.8%</b>			<b>1,003,343</b>	<b>+0.5%</b>		<b>4,660</b>	<b>-3.3%</b>

## Percentage of world beef production



Source: Dept. of Commerce, U.S. Census Bureau, Foreign Trade Statistics  
 \*Data available for 2014 market year which in some cases may differ from calendar year data.

# 2013 U.S. beef industry statistics



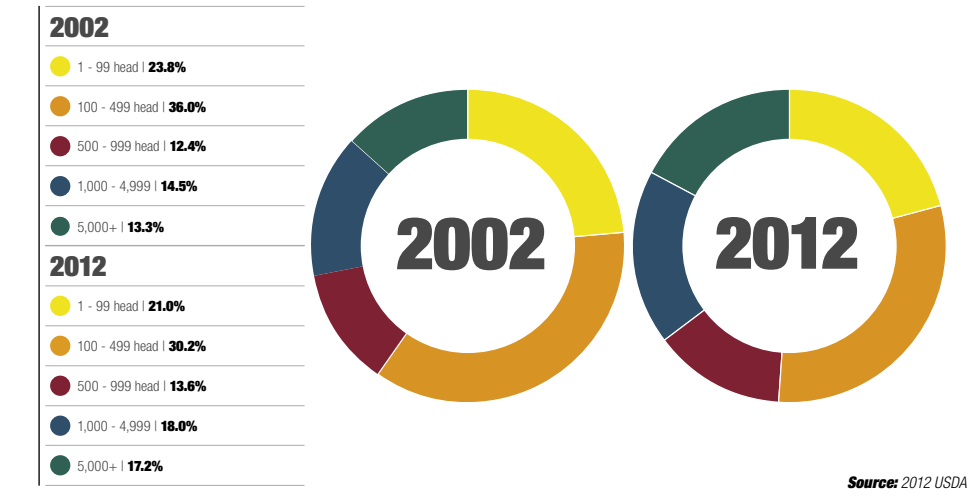
## Top 50 beef cow counties

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	Beverhead	75,000	6	72,000	7	+4.2%
FL	Dade	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	Caddo	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	Lawrence	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	42,500	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	Pike	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%

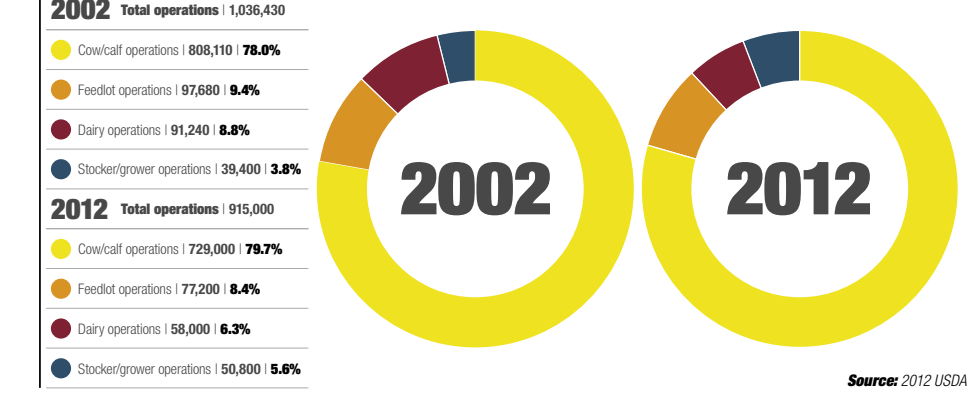
Source: USDA NASS 2013

West South North

## U.S. cattle inventory by operation size



## U.S. cattle operations by segment



## 10-year growth

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

Nebraska	2,421,282
Kansas	1,433,322
Texas	1,403,574
Iowa	1,016,045
California	1,010,741
Oklahoma	675,144
Wisconsin	652,690
Idaho	557,418
New Mexico	550,264
South Dakota	532,331

## 3-year growth

Live cattle weight production from 2010 to 2013 (thousands of lbs.)

Nebraska	1,889,758
Texas	1,528,835
California	940,454
Kansas	784,618
Iowa	654,664
Wisconsin	589,627
Colorado	433,250
Oklahoma	426,856
South Dakota	410,302
Idaho	386,630

## 1-year growth

Live cattle weight production from 2012 to 2013 (thousands of lbs.)

Nebraska	181,639
Idaho	166,686
Wisconsin	136,970
Iowa	125,348
Montana	93,499
Wyoming	87,521
Minnesota	81,537
Texas	75,079
Arizona	73,737
Colorado	63,611

### Bottom 5

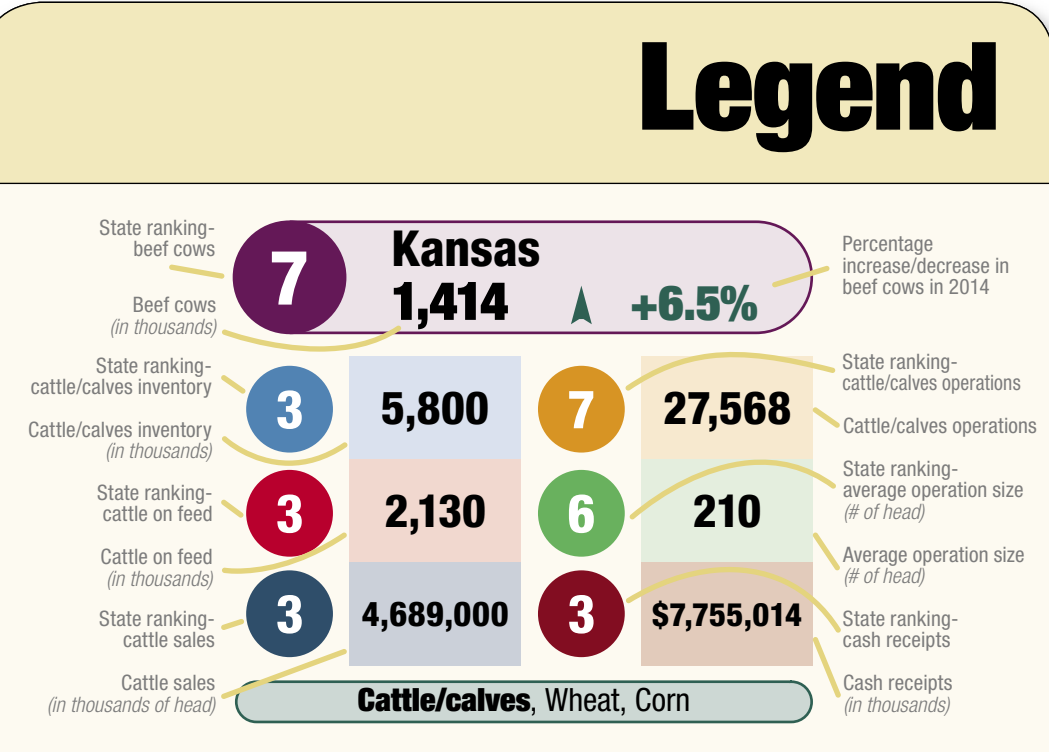
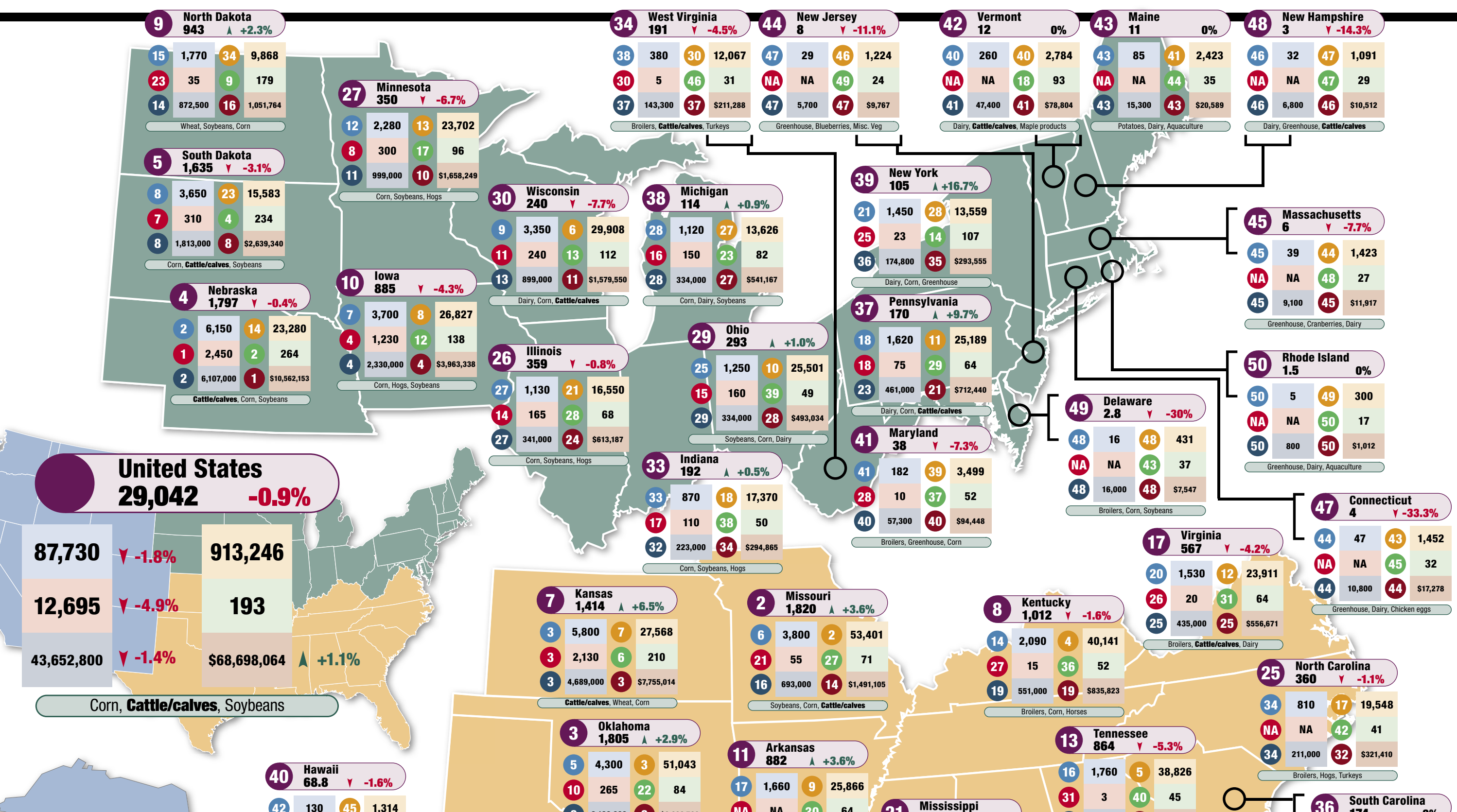
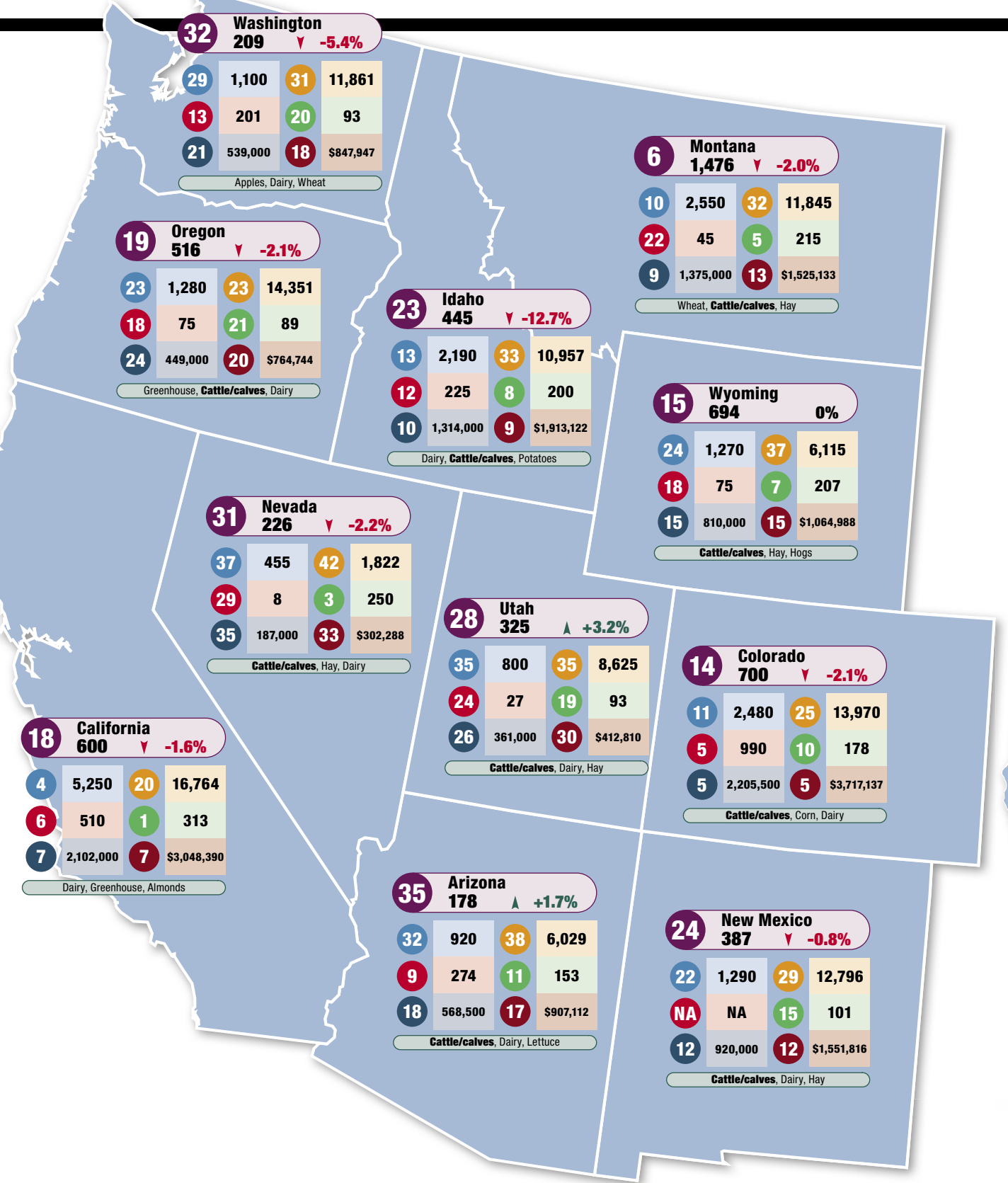
New Jersey	320
Delaware	-390
Alaska	-1,633
Mississippi	-3,017
Utah	-4,919

### Bottom 5

New Hampshire	4,716
New Jersey	2,495
Delaware	987
Rhode Island	809
Alaska	-1,363

### Bottom 5

Ohio	-14,144
Missouri	-40,061
Tennessee	-43,365
Kentucky	-48,509
California	-91,619



## West region

Cattle/calves, Dairy, Greenhouse

Cattle/calves (# of head)	19,725,000
Calf crop	8,353,300
Cattle on feed	2,430,000
Cattle sales	10,855,400
Calf sales	1,879,600
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)	29,415,000
Calf crop	10,646,700
Cattle on feed	5,263,000
Cattle sales	15,189,900
Calf sales	2,336,100
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)	38,590,000
Calf crop	14,930,000
Cattle on feed	4,938,000
Cattle sales	17,607,500
Calf sales	3,974,500
Cattle/calves operations	529,006
1-99 head (operations)	458,693
100-499 head (operations)	60,923
500+ head (operations)	9,390
Cash receipts	\$27,722,582,000

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