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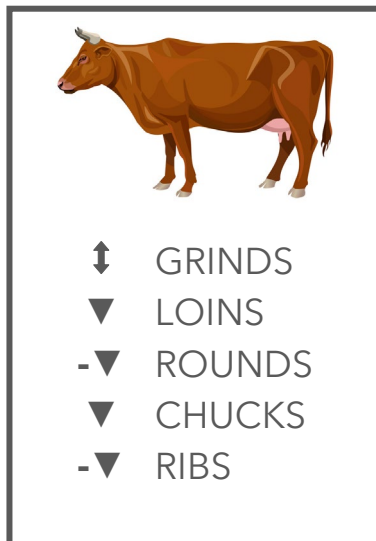
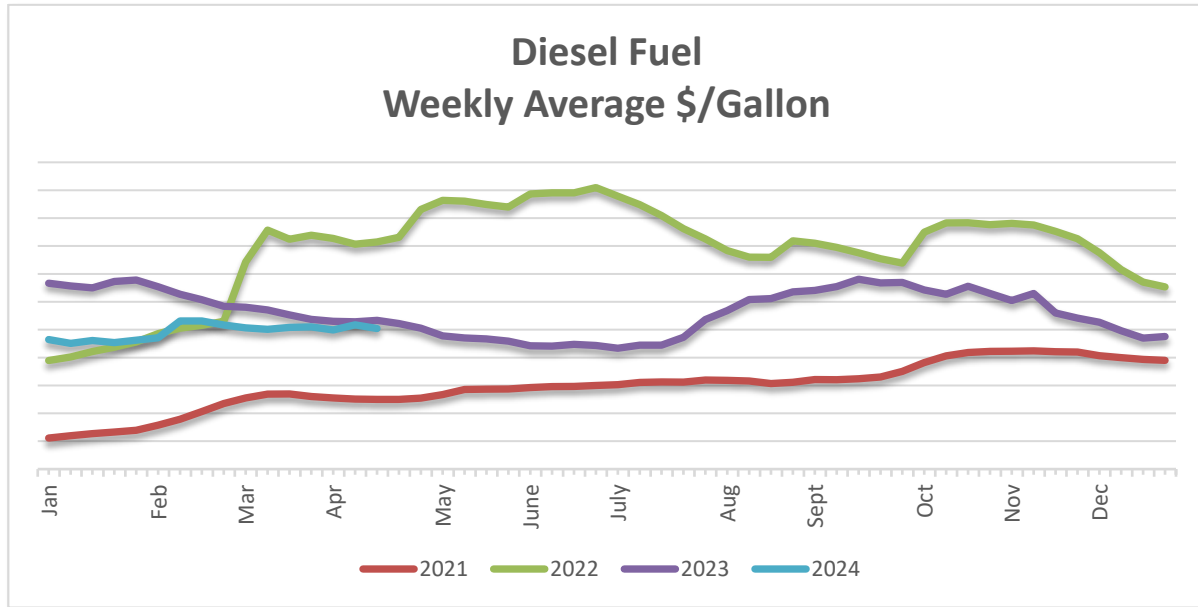
# Market Report

**WEEK ENDING | APRIL 19, 2024**

Graphs represent data for the week ending April 12, 2024



## LOGISTICS



## BEEF

The market is steady to weaker. Total beef production for last week was down 1.4% versus the prior week and up 2.0% compared to the same week last year. Year to date, total production is down 3.3% compared to the same period last year. Total headcount for last week was 603,000 as compared to 611,000 for the same week last year. Year to date, the total headcount is 8.92 million head which is down 5.1% from last year. Live weights for last week were up 3 lbs. versus the prior week and up 40 lbs. from the same week last year. Beef cutout values continue to be pressured lower as a result of higher retail prices and less feature activity in April. The USDA beef retail feature index fell to its lowest level in the last six weeks which has contributed to receding demand. On the supply side, slaughter is

starting to exceed 600K head per week benchmark. Dressed weights are up versus last year as with steer weights up 25 lbs. and heifers up 19 lbs. which is putting more available product on the market. The recent news surrounding human avian flu and dairy cattle has created an unsettled situation with cattle futures. Even with the recent weakness in cattle futures, fed cattle prices continue to hold firm. The category has multiple moving parts as the beef industry is dealing with higher retail prices, avian flu news, and inconsistent supply which could take many months to play out.

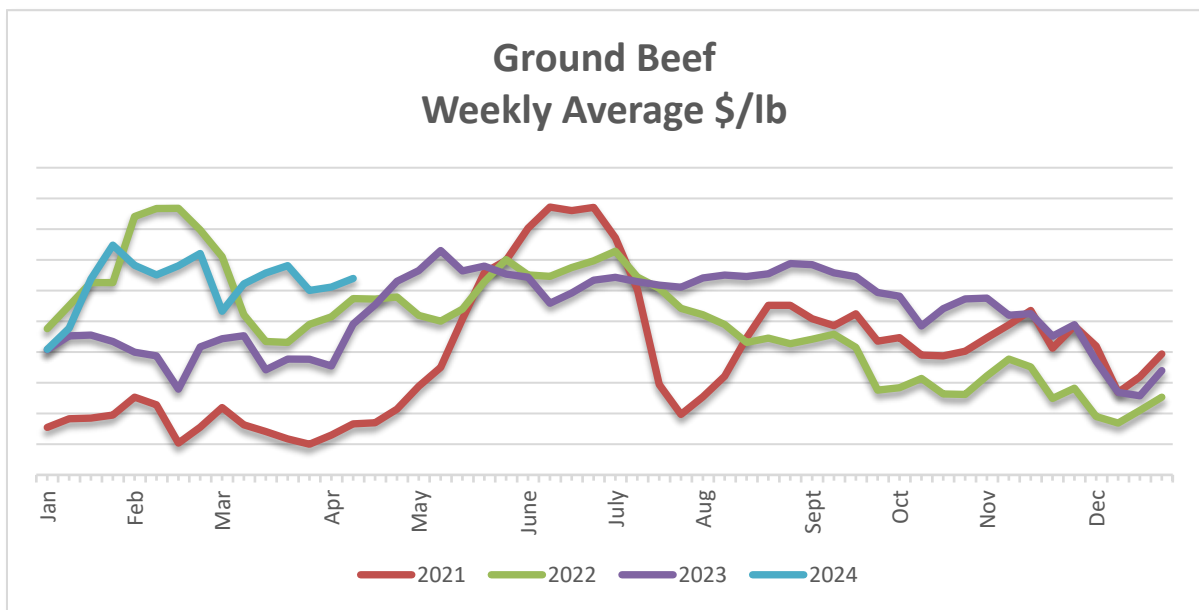
Grinds – The market is mixed. Demand from retail and foodservice is moderate, but the supply side continues to be a bit erratic. Availability is improving slightly due to higher steer weights and varies by packer. Trade levels on 73% and 81% grinds are mostly flat.

Loins – The market is weaker. Retail and food service activity is fair as move into the Spring grilling season. Added supply over the last few weeks has improved availability. Trade levels vary by supplier and are trending downward.

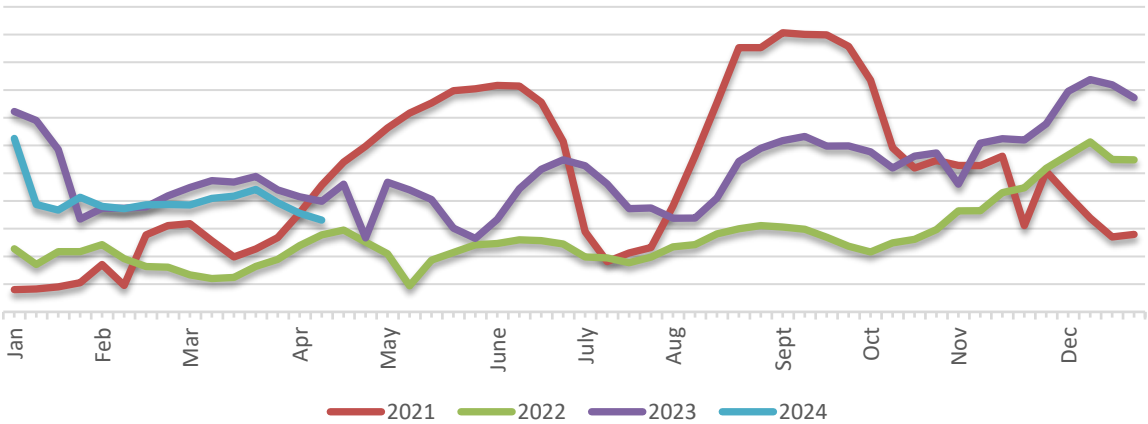
Rounds – The market is steady to weaker. Demand is holding even but additional supply over the last month is starting to have an effect. Availability varies by supplier with some excess being shown. Market levels have been moving lower.

Chucks – The market is weaker. Demand slowed considerably in April in combination with less feature activity. Cutout values on chuck rolls have receded to year ago levels. Supply varies by packer with some excess. Trade levels being pressured downward.

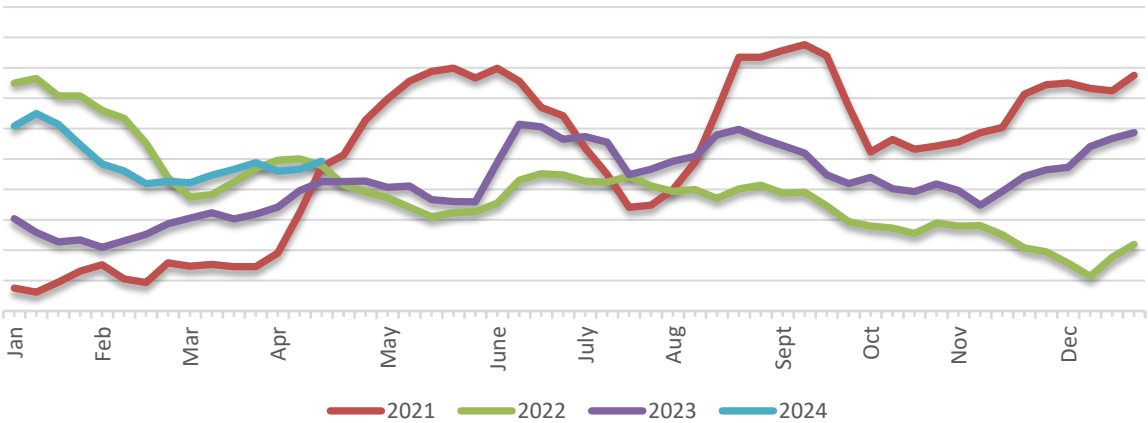
Ribs – The market is steady to weaker. Volume from the retail and foodservice channels is moderate to soft. Feature activity tends to pick up in May. With the recent uptick in production, supply has improved and varies by supplier. The market has been trending lower this month.

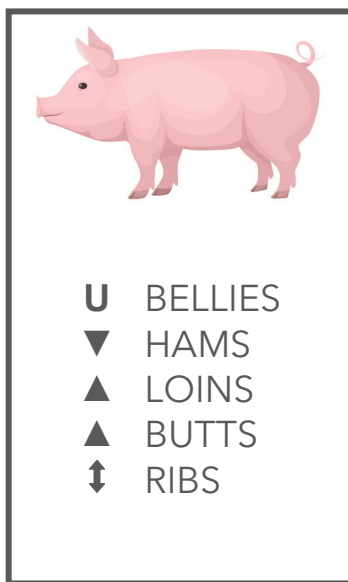
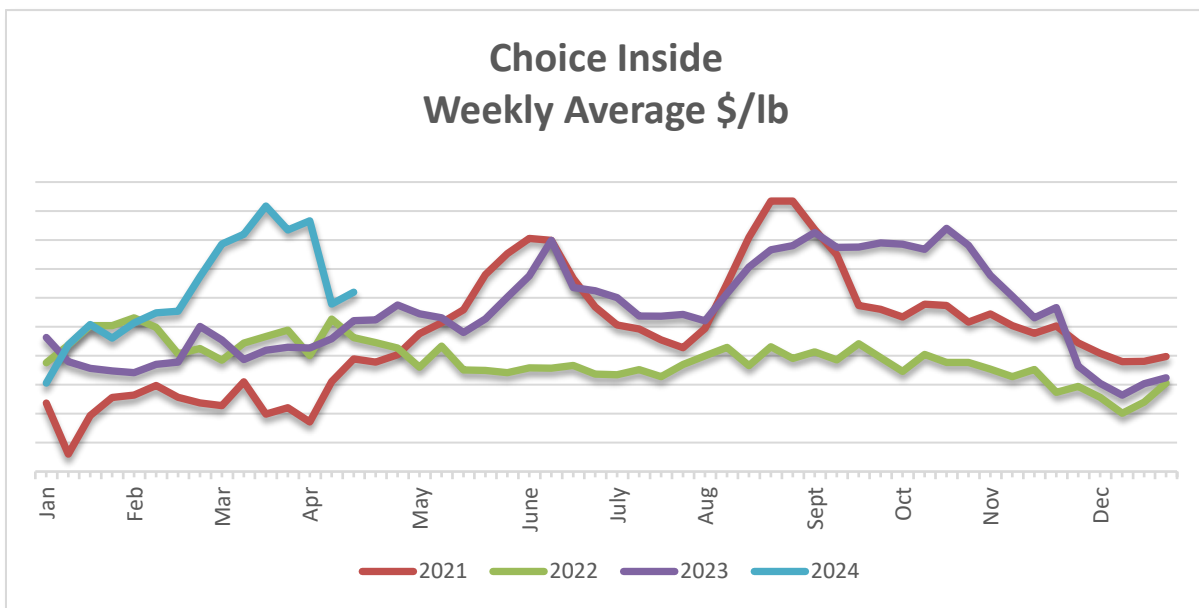


### Choice Ribeye Heavy Weekly Average \$/lb



### Choice Brisket Weekly Average \$/lb





## PORK

The market is steady to firmer. Total pork production for last week was up 2.6% versus the prior week and up 1.4% compared to the same week last year. Total headcount for last week was 2,485,000 as compared to 2,427,000 for the same week last year. Live weights for last week were down 1 lb. compared to the prior week and down 3 lbs. versus the same week last year. Demand for pork continues to be robust with consumers swapping beef for pork due to higher retail prices. Cutout values are trending strong and outpacing last year. Export business to Mexico and the Pacific Rim remains highly robust. On the production side, the EU farm policies restricting their pork production has lifted U.S. export business to the Pacific Rim countries. Spot trading on bellies and large hams is highly active as processors assess their future needs. Cutout values are holding strong and could go higher as summer demand kicks in across the USA.

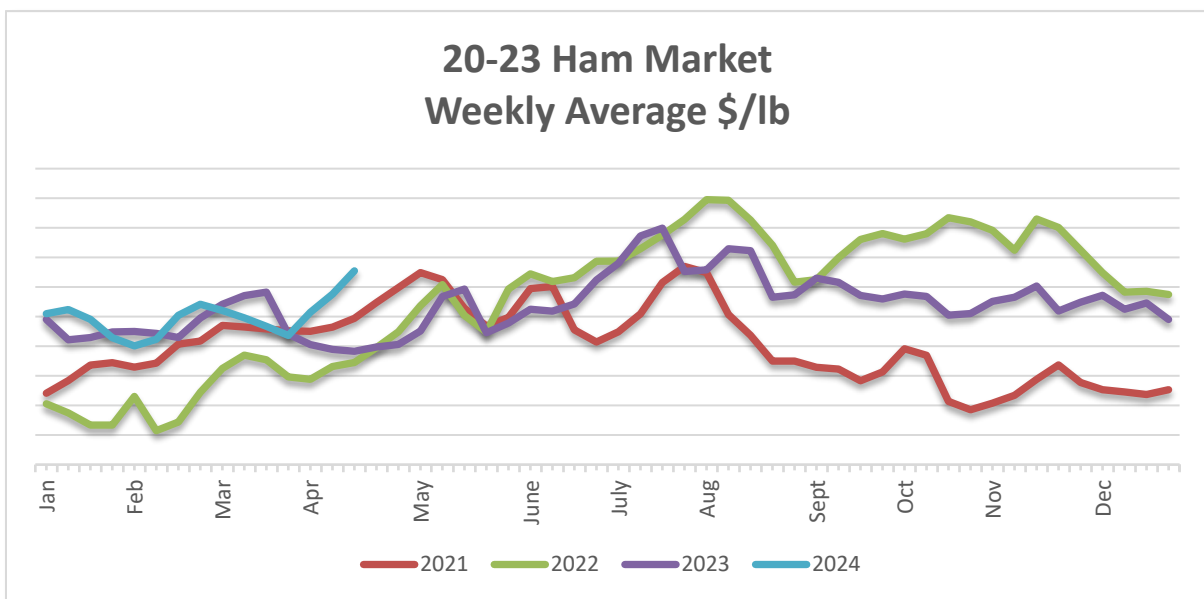
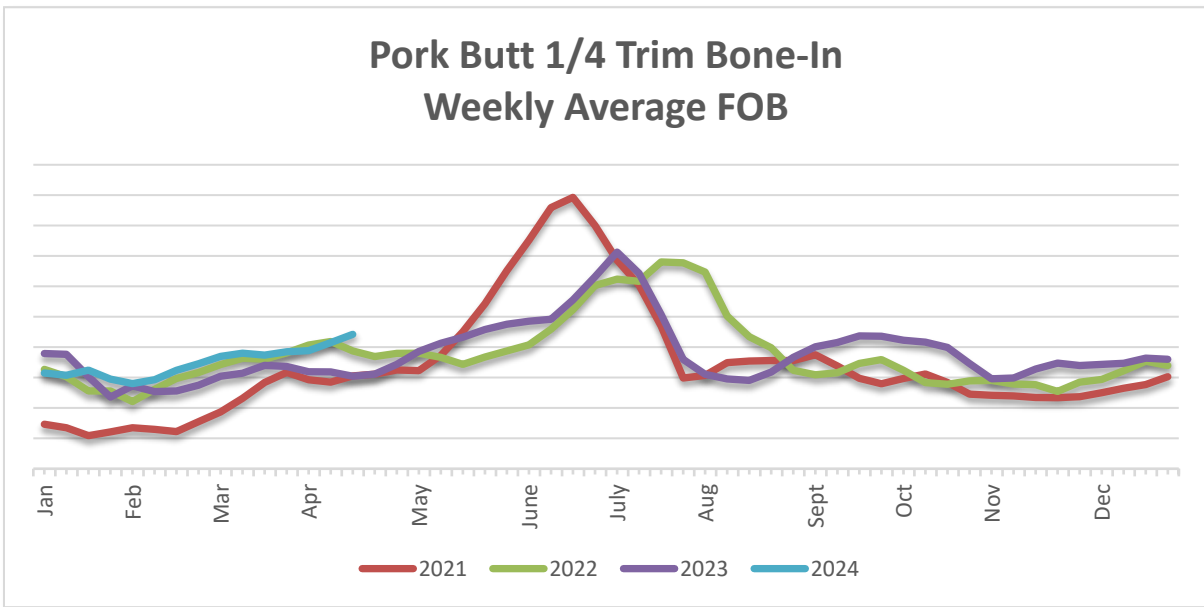
**Bellies** – The market is unsettled. Demand from retail and foodservice is good with strong bacon seasonality right around the corner. Supply varies by raw material supplier. Market values are trading within established ranges.

**Hams** – The market is weaker. Demand is fair as deli business tends to pick up in April and May. Further processing has slowed a bit, and bone-in hams are showing weakness. Export business to Mexico is good due to favorable exchange rates. Supply is available. Market levels are being pressured lower.

**Loins** – The market is firmer. Demand for bone-in loins is vibrant due to retail ads and an increase in loin deboning. Supply varies by packer with little excess being reported. Market levels on bone-in and boneless are moving higher.

Butts – The market is firmer. Retail demand has been robust in April due to feature activity. Export business to the Pacific Rim is a full-steady. Supply is limited. Spot trading is active, and the market is being pressured higher.

Ribs – The market is mixed. Foodservice and retail business is fair with solid footing going into BBQ season. Supply varies by packer. Market levels on spareribs are soft while back ribs and St. Louis ribs are showing strength.





## CHICKEN

The market is steady. Total headcount for the week ending 4/13/2024 was 162,156,000 as compared to 167,566,000 for the same week last year. The average weight for last week was 6.44 lbs. as compared to 6.33 lbs. for the same week last year. Demand is moderate but is showing signs of improvement with additional feature activity expected. Overall volume on boneless breast, tenders, and wings is moderate to good. April business is meeting expectations due to retail features and QSR promos. Export demand for leg quarters and whole legs remains a full-steady. Weekly supply is limited due to reduced slaughter levels. Chick hatchability rates remain around 79% which is a record low. With the overall broiler slaughter down 2% YTD, supply is limited. Market levels have been trending sideways across most of the chicken categories.

**WOGS** – The market is steady. Retail deli and fast-food business demand is holding strong. Supply remains limited for the premium sizes. Market levels are trading at established levels.

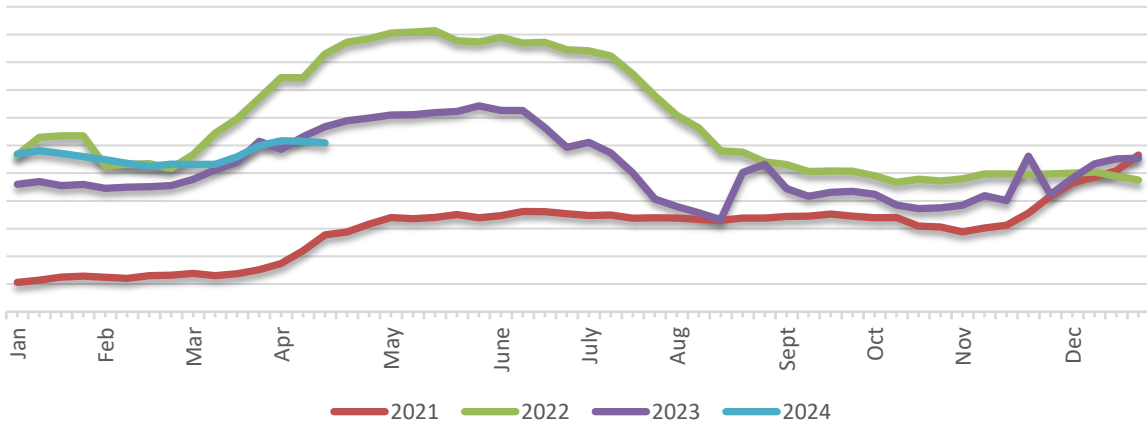
**Tenders** – The market is steady. The food service and QSR business are strong but has plateaued over the last two weeks. The supply of tenders remains limited to a weekly finite amount due to current slaughter levels. Market levels on jumbo and select sizes are holding even.

**Boneless Breast** – The market is steady. Demand for breast meat has been strong since the beginning of the year. The month of May tends to bring more retail features. Supply is limited on most sizes. The market for all sizes is firm.

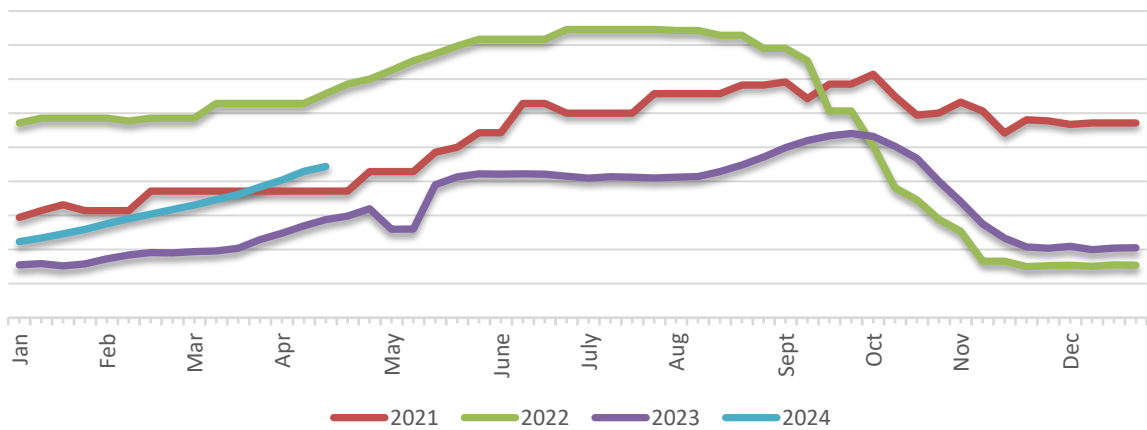
**Leg Quarters and Thighs** – The market is steady. Export and domestic demand for leg quarters remains highly active. Deboning business is active due to good thigh meat sales. Supply varies by plant. The market on leg quarters and thigh meat is mostly unchanged.

**Wings** – The market is steady. Wing demand is fair even in a non-seasonal month like April. Foodservice volume and further processing are both trending strong. Supply is tight. The market is holding even across all sizes.

### Chicken Plant Grade, 2.5 lbs & Up Weekly Average \$/lb



### Chicken Tenders Weekly Average \$/lb







## TURKEY

The market is steady. Total headcount for the week ending 4/13/2024 was 3,849,000 as compared to 4,032,000 for the same week last year. The average weight for last week was 31.91 lbs. as compared to 31.70 lbs. for the same week last year. Demand for whole birds and turkey parts is a full-steady. The recent booking season for whole birds has been a level trajectory. Demand for boneless breast is starting to pick up and activity on bone-in parts is showing some improvement. Boneless thigh meat and two joint wings are the two categories showing the most strength. The supply side is adequate, but HPAI concerns persist. The supply side remains vigilant on bird health heading into the warmer months.

Whole Birds – The market is steady. Over time, more booking orders are being inked on a consistent basis. The inventory of

whole birds carried over from 2023 into 2024 is being reported as higher than normal. Market levels are mostly flat and untested.

Breast Meat – The market is steady. Further processor demand for breast meat and tenderloins is starting to pick up in April. Supply is available on both fresh and frozen raw material. The market is flat but spot sales are testing the market at higher levels.

Wings – The market is steady. Export volume for whole wings is static but domestic demand for two-joints has picked up due to the smokehouse business. Supply is available and varies by supplier. The market on whole wings is flat while two joints are being pushed higher.

Drums and Thigh Meat – The market is steady to firmer. Export and domestic activity for drums is moderate to good. Thigh meat demand continues to pick up as seasonal business for ground turkey is on the rise. Supply is available but not in excess. The market on drums is flat while thigh meat is trending higher.



## SEAFOOD

Gulf Shrimp – The market is unsettled. Demand for domestic Gulf Shrimp is still unsettled due to competitive pressure from the import market. Comfortable trading levels remain to be seen.

Black Tiger Shrimp – The market is firmer. Tighter supplies of Black Tiger Shrimp and improved prices on White Shrimp have alleviated downward price pressure on the Black Tiger Shrimp market.

White Shrimp – The market is firmer. Increased overseas pricing and improved movement have brought some stability back to the market. Supplies are adequate to barely adequate with moderate demand.

King Crab – The market is steady to slightly firmer. Supplies of King Crab, regardless of origin, are light with moderate to active demand and some sizes are no longer being quoted. Inventories of Russian origin product continue to decline.

Snow Crab – The market is unsettled to steady. Demand is moderate and current supplies are barely adequate as the new season gets underway. Prices are currently steady, but some supply gaps have been reported.

Warm Water Lobster Tails – The market is firmer. Supplies continue to decline as Caribbean and Brazil regions are not currently in production.

North American Lobster Tails – The market is steady to firmer. Prices continue to rise as stocks on allocation continue to deplete. Some suppliers report being out of stock and certain sizes are no longer being quoted. Any meaningful replacements or substitutes are still months away.

Salmon – The market is steady. The Chilean frozen fillet market is steady. Supplies are adequate with moderate demand. The European fillet market is weaker. Supplies are fully adequate with quiet to fair demand.

Cod – The market is steady and mostly unchanged.

Flounder – The market is steady and mostly unchanged.

Haddock – The market is steady and mostly unchanged.

Pollock – The market is steady to firmer. Supplies are adequate with moderate demand.

Domestic Catfish – The market is steady to firmer. Demand for domestic catfish remains down due to competitive pressure from the import market.

Tilapia – The market is firmer. Light supply and increased costs overseas are being met with moderate demand.

Swai – The market is weaker. Supplies are fully adequate, and demand remains lackluster.

Scallops – The market is steady. Supplies are adequate with moderate demand.



## FLUID MILK

The market is steady. Farm level milk production is steady to strengthening across most of the nation. State agencies and the USDA continue to monitor the spread of Highly Pathogenic Avian Influenza (HPAI). According to officials, there is no threat to the public and volumes remain available to meet processors manufacturing needs. Cream availability remains ample while cream demand from manufacturers is steady for all Classes. Class I bottling orders have returned to normal levels throughout most regions. Class II demand is steady, but contacts anticipate increased processing of ice cream mixes as the spring progresses. Ice cream manufacturing is increasing seasonally but not at levels that cream handlers expected at this point in the season. Class III demand is steady to weaker from hard cheese processors but gaining demand from cream cheese manufacturers. Demand for all other Classes is reported as steady.

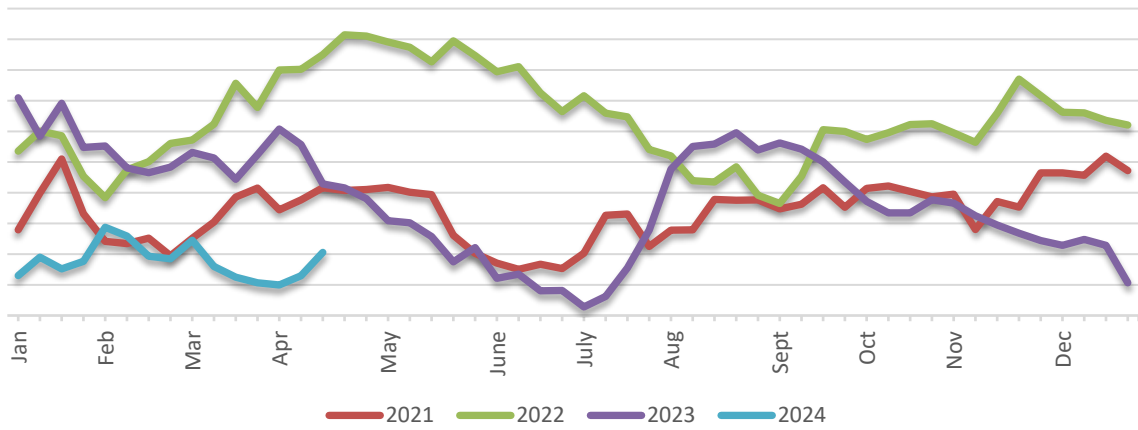


## CHEESE

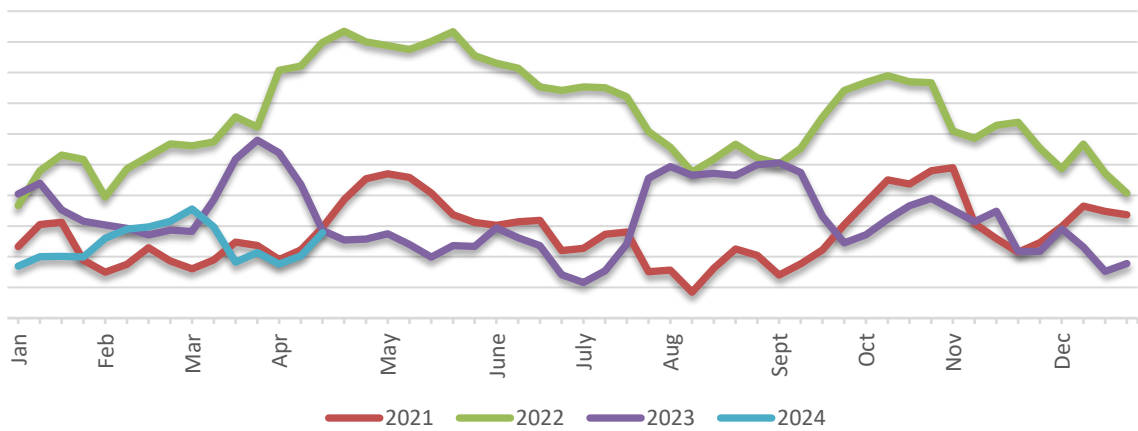
The market is firmer. Both the CME Block & Barrel market moved firmer as we progressed through the week. Both the CME Block & Barrel markets moved firmer than the prior week. Contacts note steady to stronger production schedules and comfortable inventories across the country. According to the USDA's latest report, cheese plant contacts have relayed recent increases in demand. Cheese manufacturers note demand for retail cheddar and Italian style is somewhat steady. Foodservice demand is weaker while retail demand is steady. Export demand for cheese is steady to slower.

In Europe, milk production is strong. According to the USDA's latest report, European cheese manufacturers are running strong production schedules with seasonally higher milk volumes. Foodservice demand is reported to be lighter while retail demand is reported to be steady. Sources note that various promotions are contributing to keeping sales healthy. Additionally, the upcoming tourism season is expected to grow purchasing activity. Interest from export purchasers is reported as mixed.

### Cheese Block Market Weekly Average \$/lb



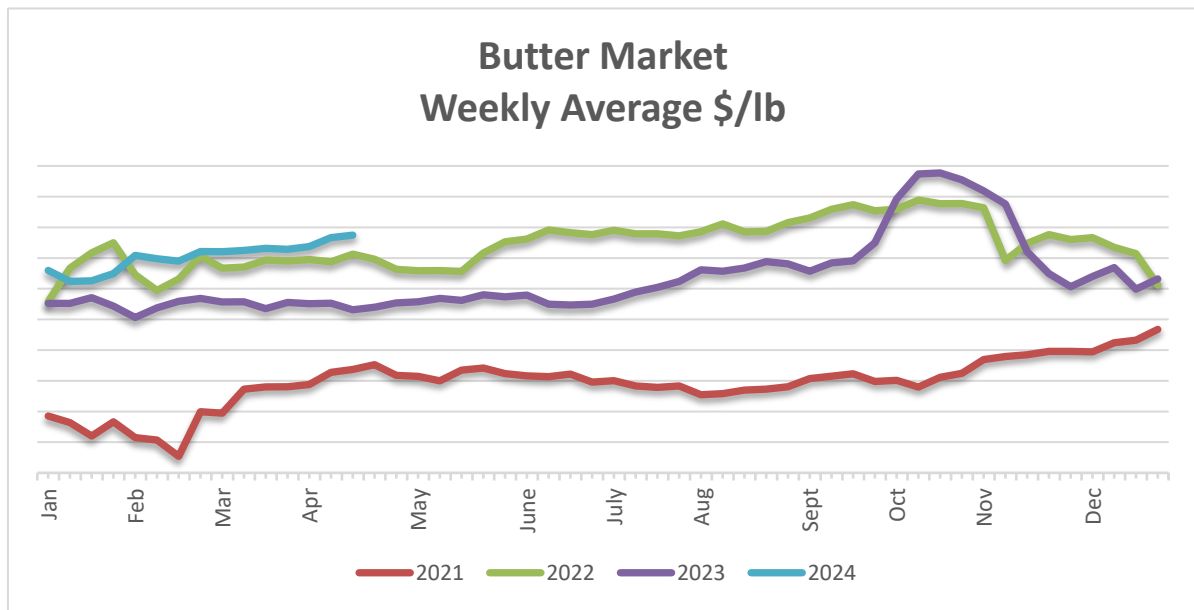
### Cheese Barrel Market Weekly Average \$/lb





## BUTTER

The market is mixed. The butter market was mixed as we progressed through the week. The butter market trended weaker than the prior week. Cream remains readily available for butter makers throughout the country while demand is variable. Butter production is strong across the country with operators running steady churning schedules. Some contacts advise that near-term production plans include a lighter churning schedule. According to the USDA, unsalted butter continues to be sought after by customers across the country. Butter demand is reported as steady. Retail demand is steady across the nation while foodservice demand has moved firmer. Demand from international buyers is reported as moderate.

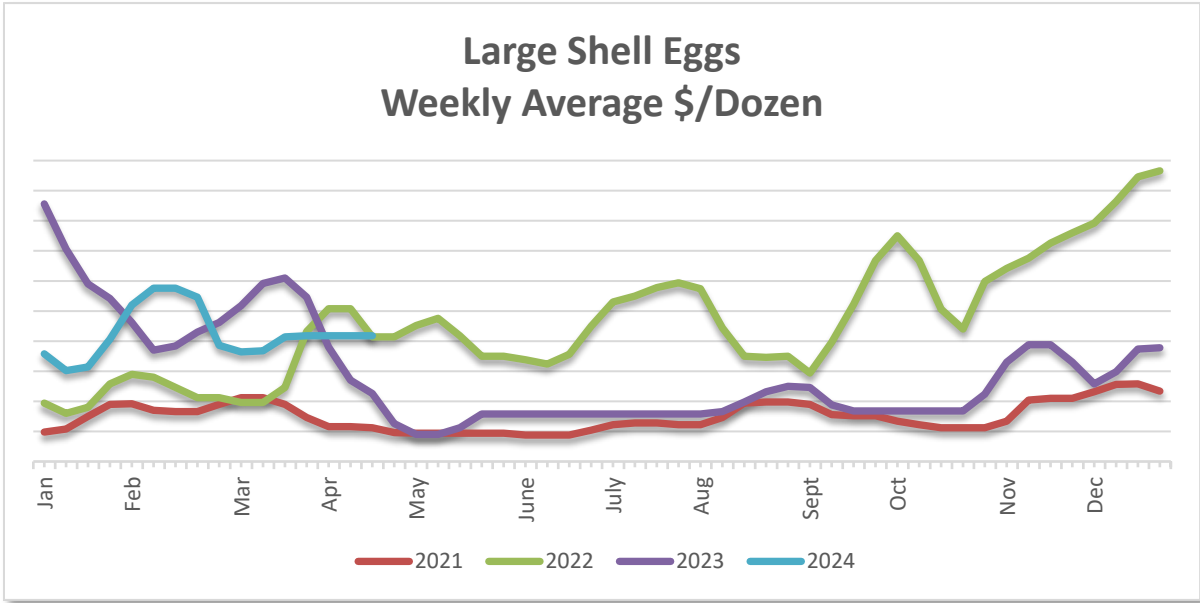


## EGGS

The market is fair to good. National scale accounts have kept orders at least average, with some reporting slightly above average as shelf prices remain competitive. Smaller regional chains' orders have been below average as their shelf-life prices remain at a premium. Foodservice demand remains average to steady. Many distributors are ordering only hand to mouth as is common post-Easter.

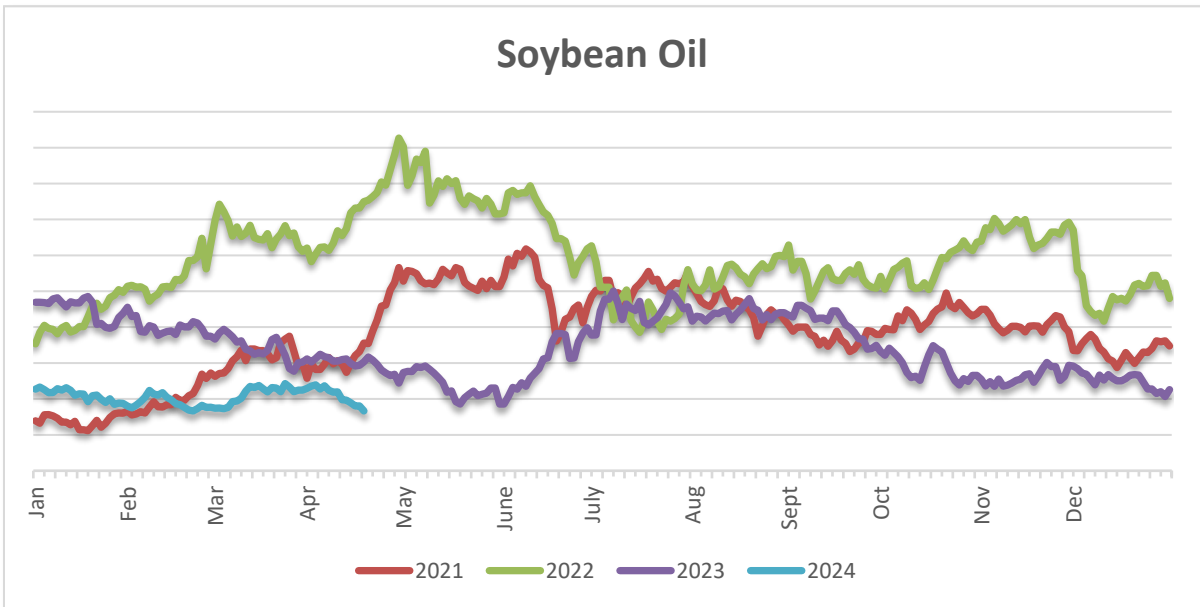
Supply is available on medium and large sized shell eggs. Market levels are moving lower on medium sizes and large sizes. National weekly reports show shell egg inventory down 1.4% and breaking stock inventory up 1.9% over last week.

Demand in the egg products category is steady. Demand for liquid whole eggs and whites is steady in food manufacturing sectors. The yolks and dried markets remain stable.



## SOY OIL

The market is unsettled. Excess March soybean crush is influencing current prices as additional abundance of oil needs to move. Most food commodities tend to follow the crude market as it has such an impact on final costs. Crude oil is slumping some as the US dollar has been going the other way causing mixed results. Soy and other edible oils are still priced at lows comparable with previous months.



## **FLOUR**

The flour market is mixed. The USDA's most recent report shows overall winter wheat conditions at 55% good/excellent. This report continues to trend better than the 27% at this point last year. All-wheat exports are unchanged for the U.S. from March figures. Due to the US dollar hitting a 5-month high, it has been difficult for US exports to be competitive in the world market. Global wheat stocks are projected to be weaker this month while global production is expected to be slightly higher.

## **RICE**

The situation with parboiled rice has not improved. Lead times are increasing to 10 weeks or more with some suppliers. Maybe some good news is the most recent harvest was better than last year. Production for parboiled rice is still having difficulties keeping up with demand.

## **SUGAR**

The market is unsettled. Availability remains limited. This year's U.S. sugar crop came in below expectations and this is expected to put additional strain on inventories over the coming months. Allocations and longer lead times should be expected with multiple suppliers not looking to take on new business.

**For questions regarding the markets, please contact the appropriate Category Manager:**

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**Beef, Pork, Poultry:** Ken Kotecki, Sr. Category Manager, ext. 5463

**Dry Pasta, Non-Foods & Chemicals, Redistribution, Spices:** Steve Moulthrop, Category Manager, ext. 5451

**Canned Goods, Commodities (Sugar, Oil, Rice, Beans), Frozen Fruit & Vegetables, Imports, Pickles:** Willie Biddix, Category Manager, ext. 5457

**Appetizers, Dry Grocery, Eggs, French Fries, Frozen Pasta, Produce, Seafood:** Gabriel Tegenkamp, Category Manager, ext. 5432

**Bakery, Beverages, Dairy, I.P.A.P.:** Beth Hatter, Associate Category Manager, ext. 5412

