

# MARKET REPORT

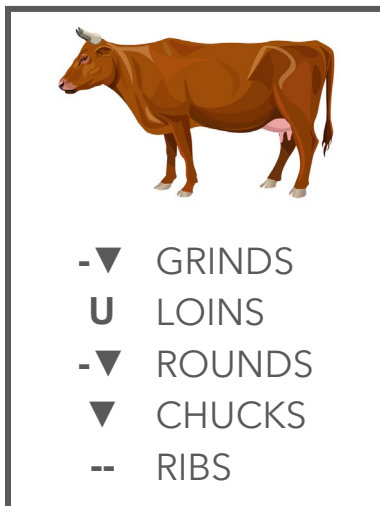
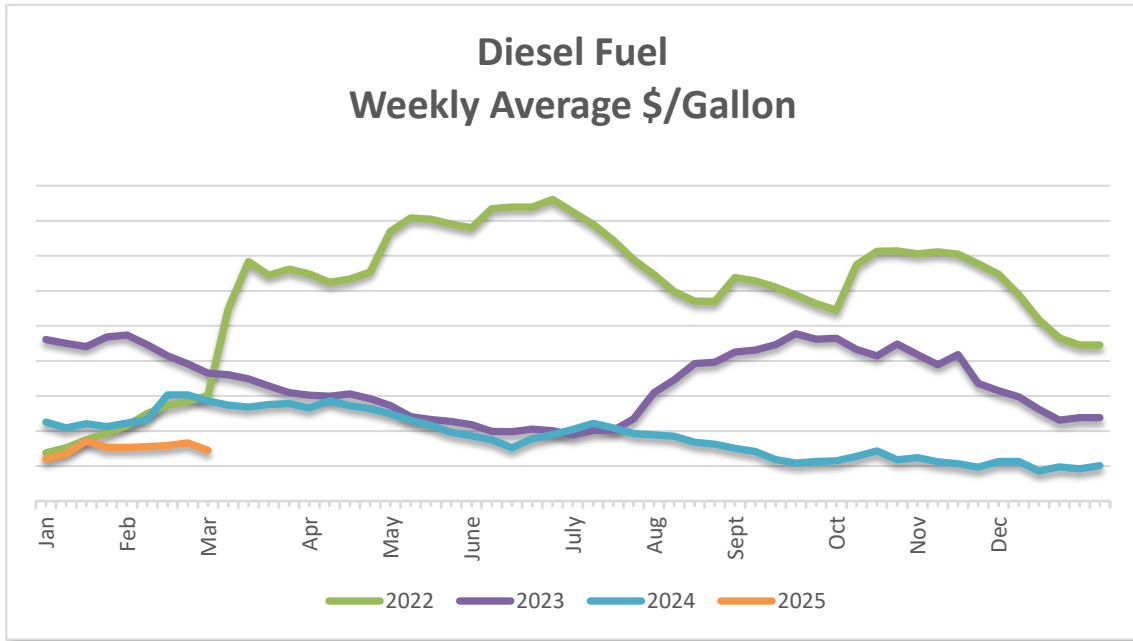


**WEEK ENDING | MARCH 7, 2025**

Graphs represent data for the week ending February 28, 2025



# LOGISTICS



## BEEF

The market is steady to weaker. Total beef production for last week was down 0.4% versus the prior week and down 0.8% compared to the same week last year. Year to date, total production is down 3.2% compared to the same period last year. The total headcount for last week was 566,000, as compared to 594,000 for the same week last year. Year to date, the total headcount is 4.95 million head, which is down 7.5% from last year. Live weights for last week were up 3 lb. versus the prior week and up 49 lbs. from the same week last year. Live cattle futures for April are stable but June and August are showing some soft undertones. Supply is tight as some packers are going to 4-day work weeks. The recent winter storms in the Central Plains and Midwest are creating some short-term challenges. Recent tariff changes have the industry taking a wait-and-see approach on what develops. Beef demand in the first week of March is moderate, which is typical leading into the Lenten season. Current demand is clearing supply and shortages continue to be reported. Due to tight supply and relatively high costs for beef, wholesale prices continue to be unsettled on choice and select grades. Market levels have had soft undertones over the past couple of weeks.

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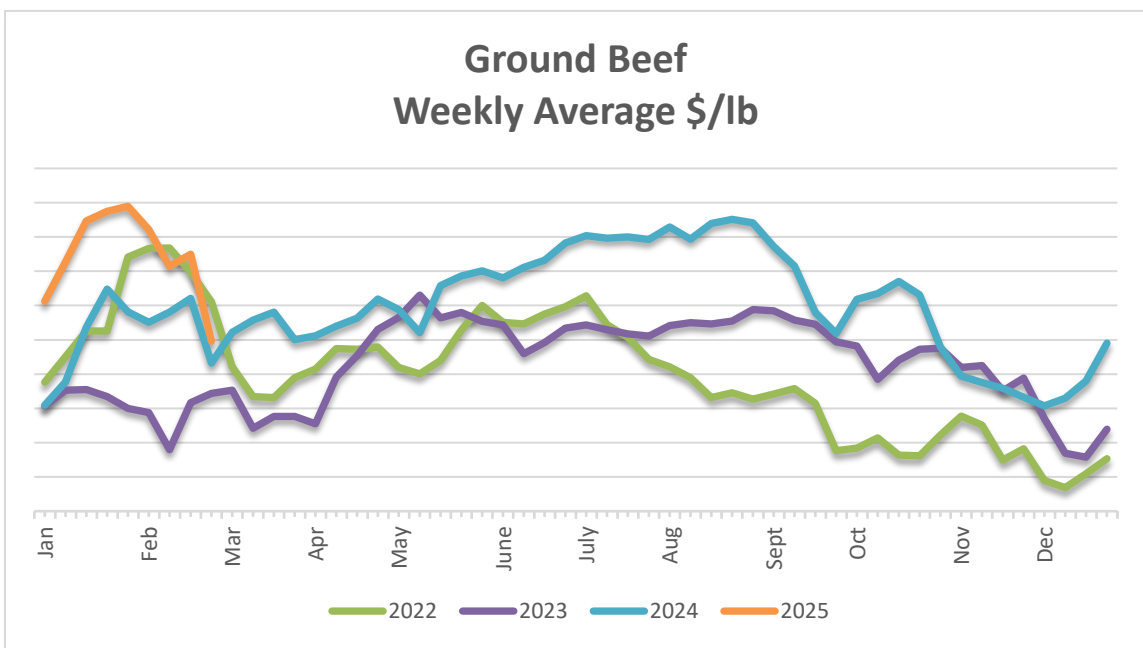
Grinds – The market is steady to weaker. Demand has slowed down as price hikes from the retail and foodservice channels have taken effect. With price levels up 28% over 2024’s opening price, consumer spending is being tested. Trade levels on 73% and 81% grinds are barely steady.

Loins – The market is unsettled. Retail and foodservice demand has firmed up. Supply varies by packer on choice and select grades. Market levels are holding even due to tight supply.

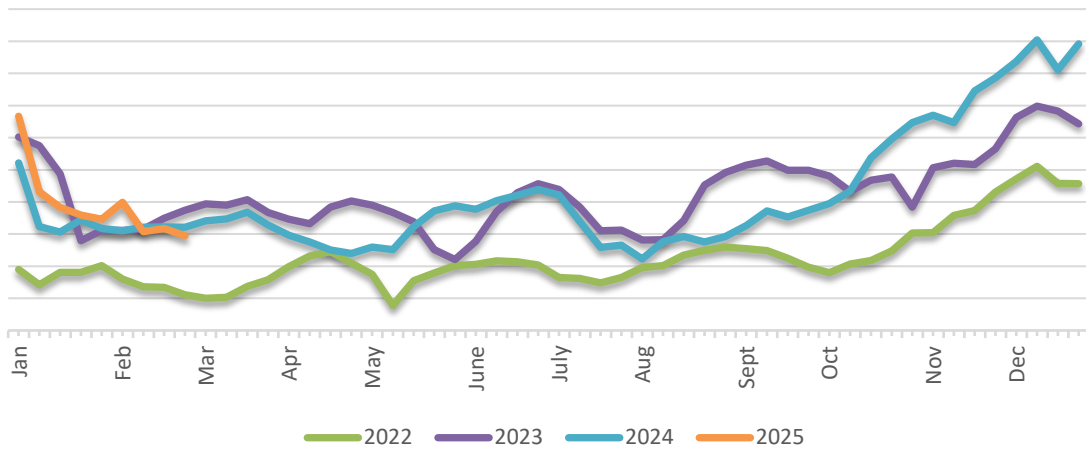
Rounds – The market is steady to weaker. The category had strength to start the year but has become sluggish due to less retail features. Supply on insides and denuded product varies by packer. Market values are being tested lower.

Chucks – The market is weaker. As pricing pressure increased, retail demand has fallen off a bit. Some packers are using chucks and clods to supply grinding operations if needed. Supply varies by packer and available grade. Trade levels on chucks, clods, and XT product have been pressured lower recently.

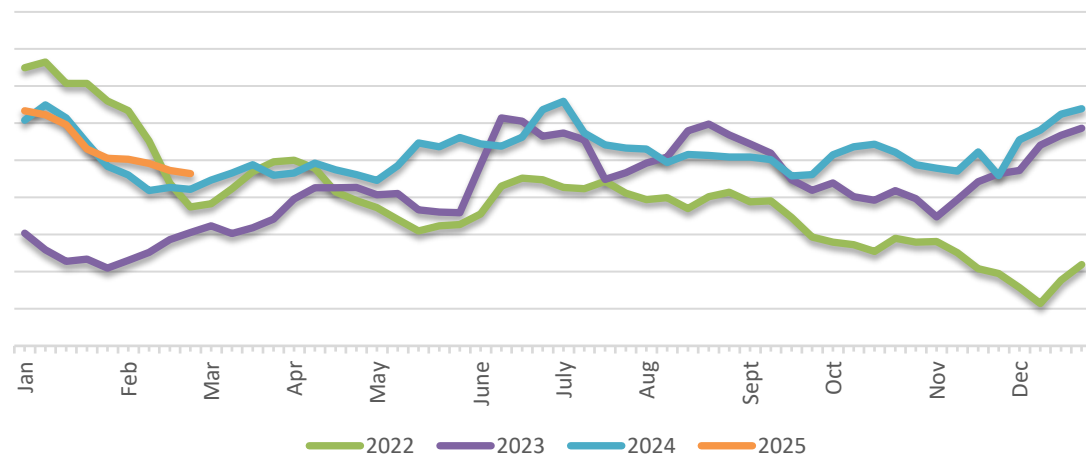
Ribs – The market is steady. Demand has slowed down due to higher retail prices and fewer promotions. Availability is extremely tight which is helping to hold market values. Market levels have soft undertones going into Lent.

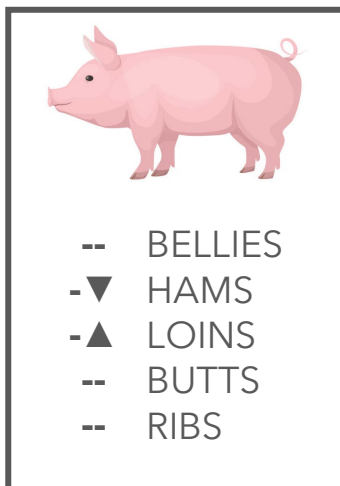
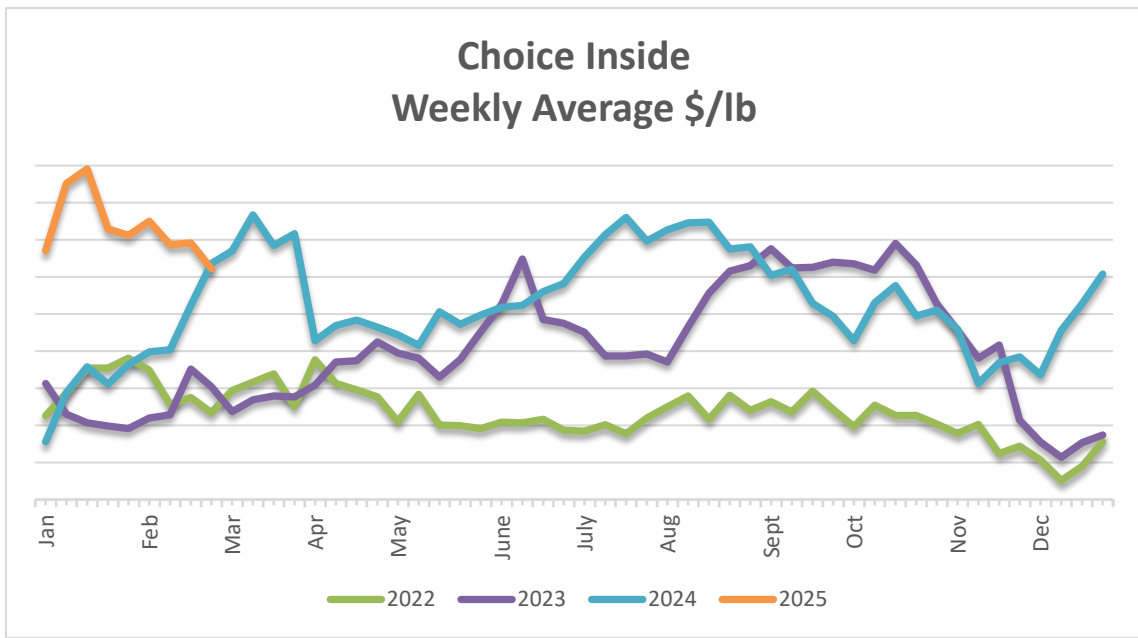


### Choice Ribeye Heavy Weekly Average \$/lb



### Choice Brisket Weekly Average \$/lb





## PORK

The market is steady. Total pork production for last week was up 0.6% versus the prior week and up 0.3% compared to the same week last year. The total headcount for last week was 2,538,000 compared to 2,550,000 for the same week last year. Live weights for last week were unchanged at 0 lbs. compared to the prior week and up 2 lbs. versus the same week last year. Current demand is holding up fairly well even as the Lenten season is upon us. The pork cutout is showing some soft undertones but that is expected this time of year. Retail demand on loins, butts, and value-added ribs is consistent enough to keep the supply side sold up. With the port strike averted; export demand has resumed to traditional levels, but tariff issues have industry players somewhat concerned. With the United States exporting about 25% of

its pork production, potential tariffs will be watched by suppliers and foreign countries alike. Based on the most recent WASDE report, supply for 2025 is expected to rise 1.9% due to breeding efficiency. Lean hog futures for April and May rose slightly, breaking the 200-day moving average. Market values on loins, butts, and ribs have firmed up in combination with better outdoor weather and consumer demand.

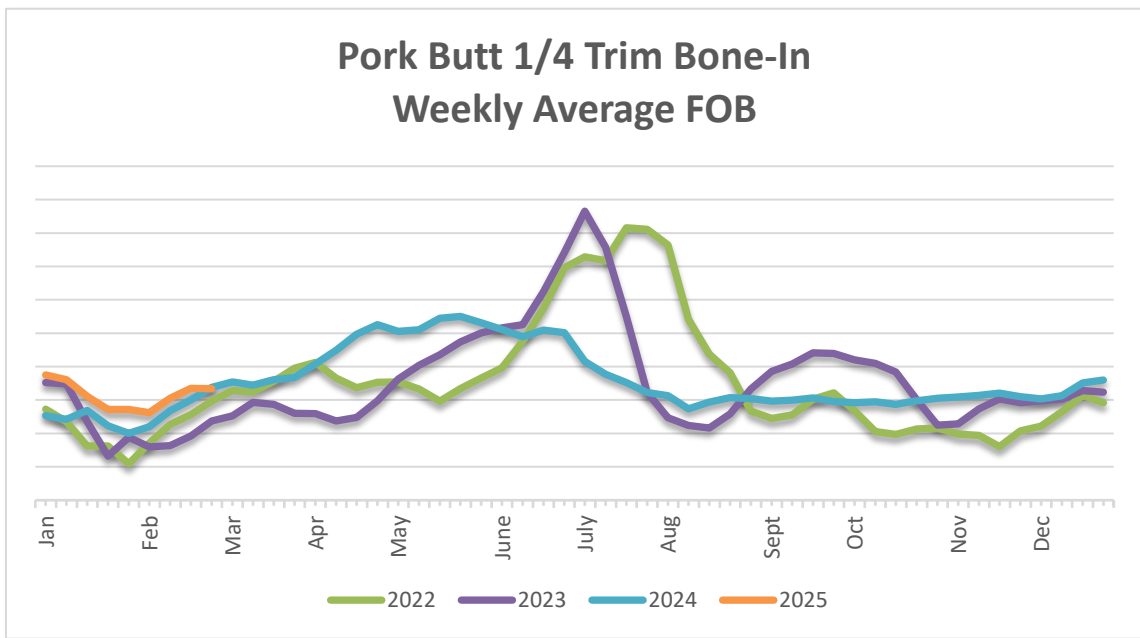
**Bellies** – The market is steady. Demand from retail is moderate and further processors are increasing their short-term production. Supply is available with limited spot loads being shown to the market. Primal belly values are trading in established ranges.

**Hams** – The market is steady to weaker. Domestic demand is good due to the upcoming Easter Holiday. Future export demand is unclear as Mexico may announce retaliatory tariffs over the weekend. Supply is available. Market levels on green hams have soft undertones.

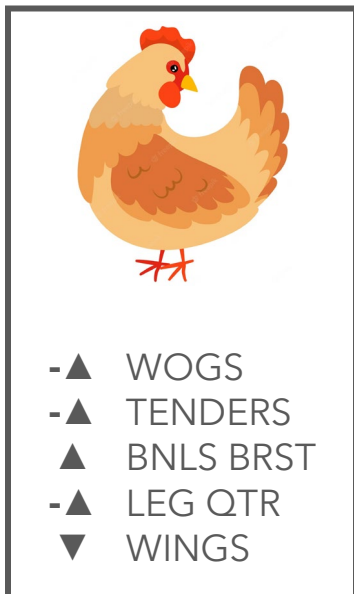
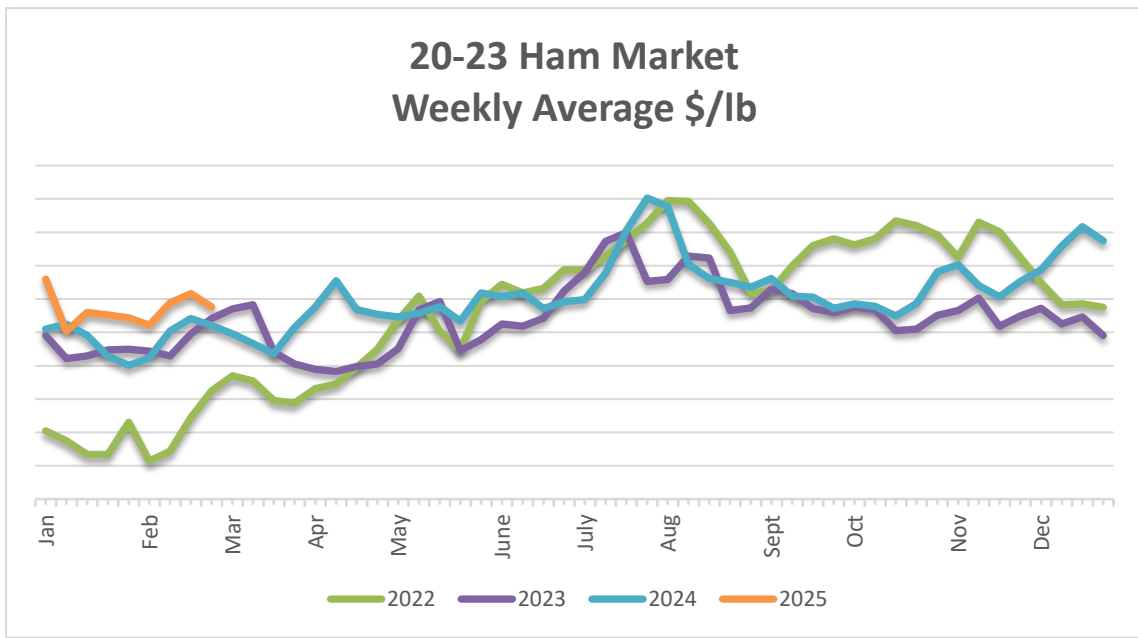
Loins – The market is steady to firmer. Demand for bone-in product is strong due to retail features. Boneless loins are mixed as export demand has the potential of changing in the near future. Supply is available. Market on bone-in and loins boneless are mostly unchanged.

Butts – The market is steady. Bone-in demand from retail is solid and foodservice business on boneless butts is a full steady. Export demand from South Korea has been strong over the past couple of weeks. Trade levels are firm.

Ribs – The market is steady. February demand was reported to be good. Freezer supplies for the summer grilling season are reported to be adequate. Supply varies by packer and plant. The market on spareribs, St. Louis Ribs, and back ribs remains stable.







## CHICKEN

The market is firmer. The total headcount for the week ending 3/1/2025 was 168,978,000 as compared to 163,239,000 for the same week last year. The average weight for last week was 6.59 lbs. as compared to 6.45 lbs. for the same week last year. Overall demand for chicken continues to be robust. As costs for other proteins have been on the rise, retailers and foodservice operators are turning to poultry as a feature option. Export demand to the Pacific Rim is reported to be moderate. The categories of breast meat, tenderloins, and thigh meat are well supported by retail and foodservice alike. Conversely, wing demand for March Madness is extremely soft and the category is starting to correct. The supply side is improving but is being outpaced by industry demand. With instances of HPAI being reported in the news, some export restrictions are being implemented. With demand extremely

robust, market levels are being tested higher across many categories.

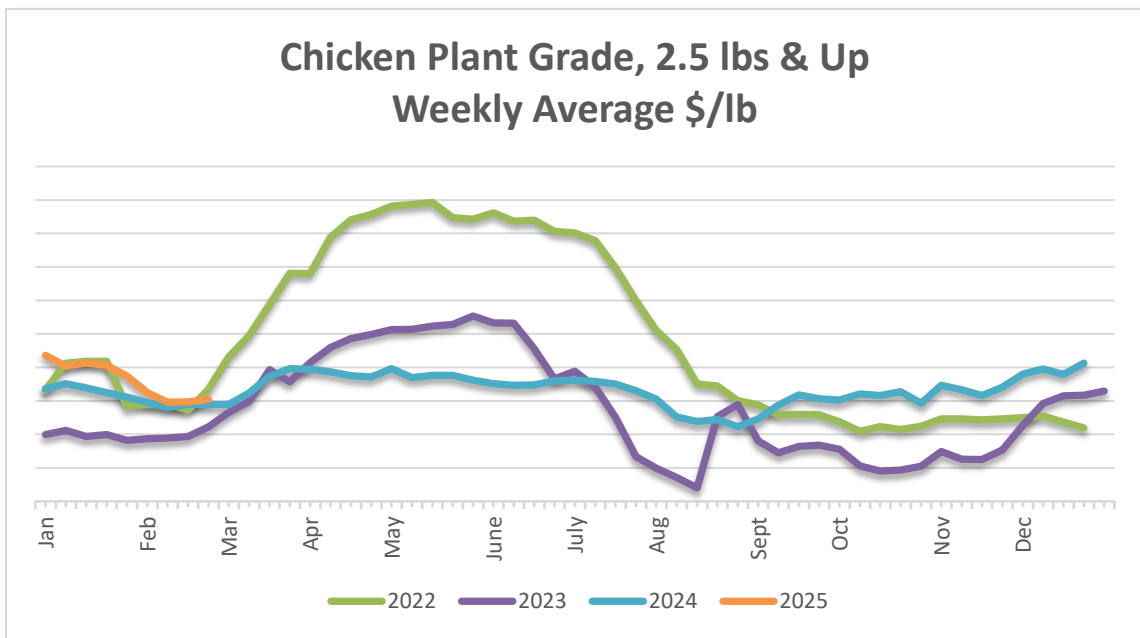
**WOGS** – The market is steady to firmer. Retail deli and fast-food demand is on the rise which is keeping the premium sizes sold up. Supply is tight on small and cutting stock sizes. Market levels have been on the rise.

**Tenders** – The market is steady to firmer. Foodservice and QSR business have picked up over the last month. With added demand, custom portioning is also increasing in volume. Supply is tight on select and jumbo product. The market on jumbo tenders is being tested higher while select product is holding firm.

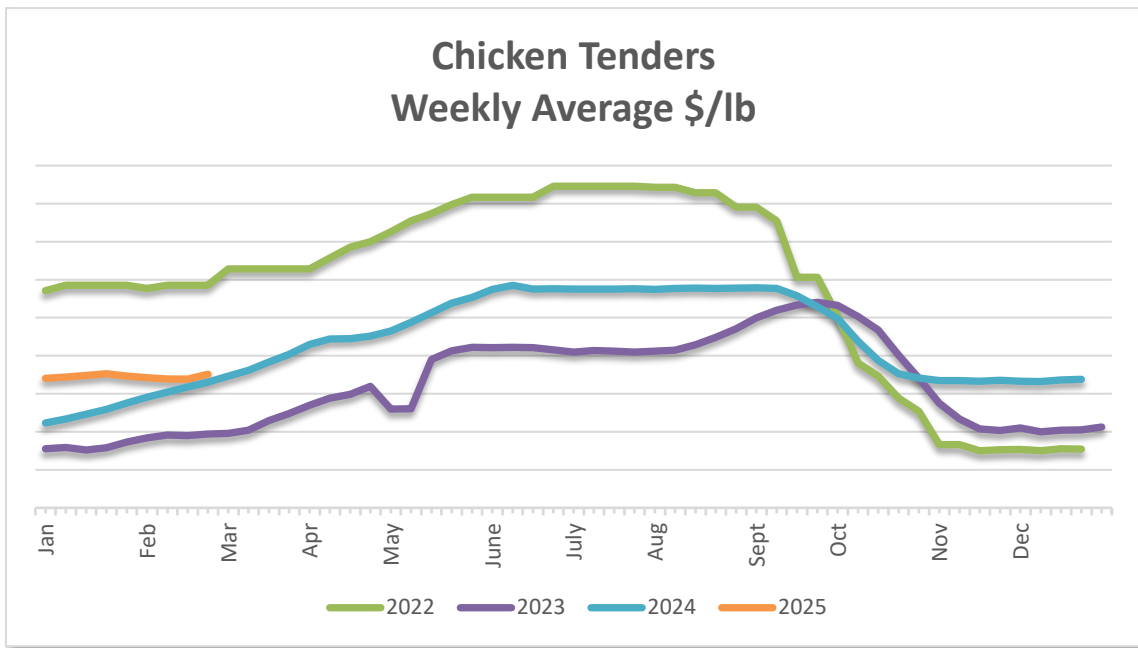
Boneless Breast – The market is firmer. Retail and foodservice demand continues to be robust. With higher price points on competing proteins, boneless breasts have become very popular. Supply has tightened up quickly. The market on all sizes is being tested higher on a daily basis.

Leg Quarters and Thighs – The market is steady to firmer. Domestic demand for leg quarters and thigh meat is moderate to good. Export business on whole legs is a full steady. Supply is available and varies by plant. Market levels on back-half parts are flat while boneless thigh meat is moving higher.

Wings – The market is weaker. Demand during March Madness has been extremely soft. Seasonal demand is underperforming expectations, and the category is on weak footing. Supply is in excess on all sizes. The market on all sizes has been moving lower on a daily basis.







## TURKEY

The market is steady to firmer. The total headcount for the week ending 3/1/2025 was 3,400,000 as compared to 3,807,000 for the same week last year. The average weight for last week was 31.18 lbs. as compared to 32/22 lbs. for the same week last year. The key driver to the turkey category revolves around weekly supply. The year-over-year reductions in hatchery and headcounts are having a profound effect on demand and market levels. Recent slaughter data shows the number of turkeys processed year to date is down 10% from last year, which was already at an all-time record low. With recent announcements of plant closures, current and future supply is tight. Demand for parts is moderate and business on boneless breast meat is extremely strong. Market levels continue to move higher on boneless meat and parts.

**Whole Birds** – The market is steady to firmer. More and more booking orders are getting confirmed. Available supply has tightened up dramatically over the last 60 days. Market levels are being tested higher for the upcoming year.

**Breast Meat** – The market is firmer. Seasonal demand from retail deli and foodservice is starting to kick in. Fresh and frozen supply is scarce. Market levels continue to be tested higher.

**Wings** – The market is steady. Export business on whole wings is fair and domestic volume on two-joint wings is adequate. Supply is available and varies by plant. The market is stable on Hen and Tom size wings.

Drums and Thigh Meat – The market is firmer. Export business for drums is moderate to good. Domestic demand for thigh meat is extremely robust from both the retail and foodservice channels. Supply is tight on parts and thigh meat. The market on drums is firm while thigh meat is being pressured higher.



## SEAFOOD

White Shrimp – The market is unsettled. There are reports of downward pressure and price reductions, though current market ranges hold steady.

Black Tiger Shrimp – The market is steady. Demand is moderate to good and pricing levels are holding firm. Availability is tight on the premium sizes.

Gulf Shrimp – The market is firmer. Supplies are barely adequate to adequate while maintaining a firm undertone. Upward movement has been reported.

King Crab – The market is steady to firm. Overall supplies are tight, and pricing is firm. Demand is moderate to active.

Snow Crab – The market is firmer. Overall supplies are reported to be barely adequate amid moderate to active demand across all sizes and origins. Market levels are trading at the high end of established ranges.

Warm Water Lobster Tails – The market is in settled. Prime-sized tails are highly sought after and continue to be in tight supply. Larger tails continue to be over supplied with weak demand.

North American Lobster Tails – The market is steady and mostly unchanged. The bulk of trading continues to occur within previously established levels.

Salmon – The market is unsettled. Farmed salmon is unsettled with pricing influenced by sellers' supply positions. There are reports of offers above and below the current range. Wild salmon demand is moderate to firmer. West coast whole fish remains unquoted due to inadequate supply. Europe is reporting a weaker market. Demand is moderate to fair, while supply ranges from adequate to fully adequate. Chilean whole fish market is unsettled with offers fluctuating above and below the range. Supply is adequate with moderate demand.

Cod – The market is firmer. There is a steady to firm undertone in the market. Demand has improved, while supplies have tightened.

Flounder – The market is steady and mostly unchanged.

Haddock – The market is firmer. There is a steady to firm undertone in the market. Demand has improved, while supplies have tightened.

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

Domestic Catfish – The market is steady. Supplies are currently meeting market demand.

Tilapia – The market is unsettled while maintaining a firm undertone.

Swai – The market is steady and mostly unchanged.

Scallops – The market is steady to firmer. Supply is barely adequate, particularly for large sizes. Demand remains lackluster. However, there are reports of offers being fulfilled above and below the current range.



## FLUID MILK

The market is steady. Milk production is mostly steady throughout the country. Farm level milk output is noted to be increasing in the East and West regions. In the Northeast, warmer temperatures have aided cow comfort and prompted milk output increases. In the mid-Atlantic, farm level outputs are noted to be steady. Active milk bottling in the Eastern region is allowing more cream to go back out onto the market. In the Central region, milk is somewhat tight, depending on location. In California, week-over-week milk production is reported to be positive. In the Pacific Northwest, handlers note week-over-week increases are being seen. Current volumes are meeting production needs. Demand for all Classes of milk is steady throughout most of the country. According to the USDA's latest report, milk components, especially butterfat, are continuing to exceed previous year's levels. Cream is plentiful throughout the nation with cream handlers working to find homes for additional loads. Class I & II processors have worked to move additional loads of milk and made good use of the extra milkfat in circulation. Ice cream manufacturing hasn't made much of a dent in pulling from the cream pool. Industry contacts are hoping cream cheese manufacturers will utilize more available volumes for processing. Demands for all Classes are steady. Condensed skim milk availability and demand are steady.



## CHEESE

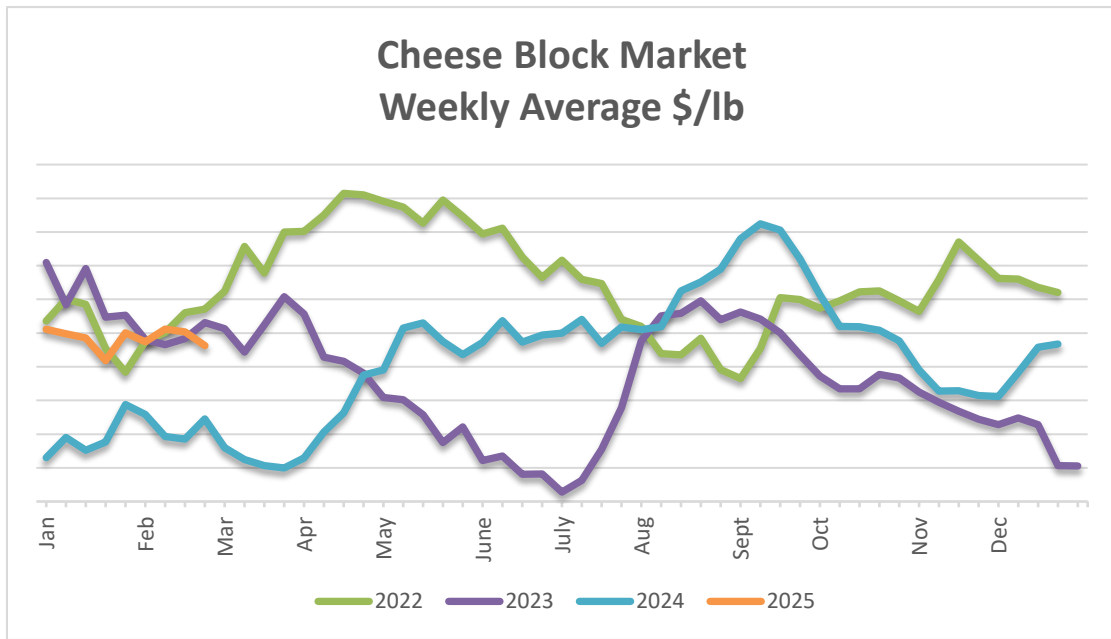
The market is mixed. The CME Block market was mixed as the week progressed. The CME Barrel market moved weaker as the week progressed. Both markets trended weaker than the prior week.

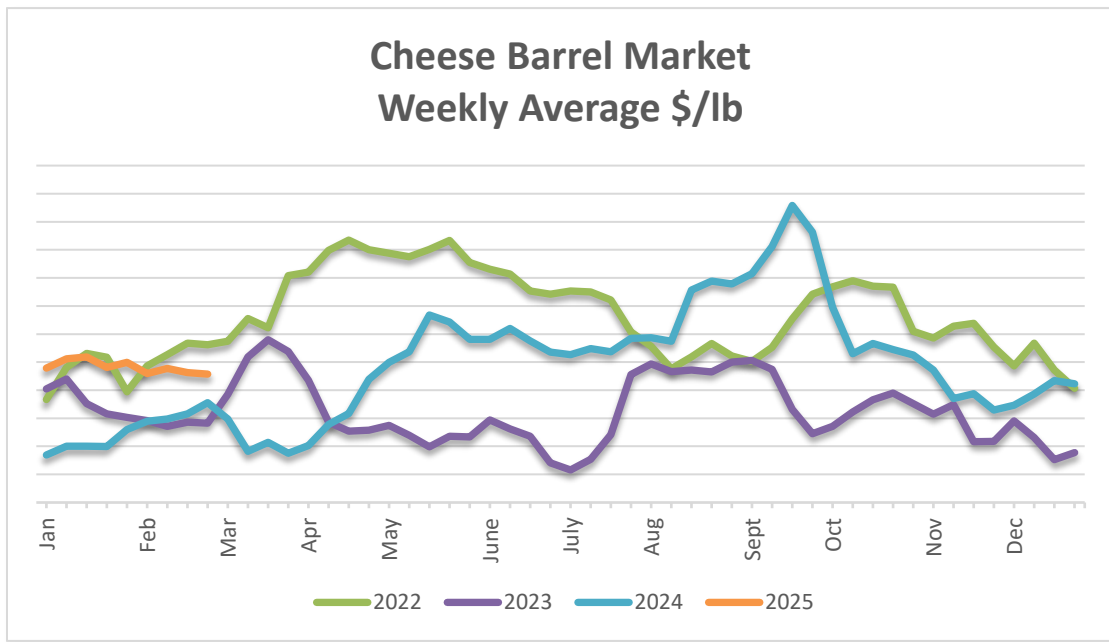
**Special Note: The USDA has released their final ruling announcing changes to the Federal Milk Marketing Order system. As part of these changes, the Barrel Market will be eliminated from pricing effective June 1<sup>st</sup>, 2025. The final rule eliminates barrels from the Dairy Products Mandatory Reporting Program and will rely solely on the 40-pound block cheddar cheese price to determine the monthly average cheese prices.**

Cheese production is trending from steady to stronger across the country. In the East, cheese contacts note supply and demand are balanced. Cheese inventories are sufficient to meet buyer needs. Mixed results were shared for demand in the Central region. According to the USDA's

latest report, some retail, and cut-and-wrap cheesemakers note orders have been quiet in recent weeks. Barrel and curd makers note demand is steady. Some contacts in the Midwest noted milk availability seems to be getting closer to flush territory. In the West, stakeholders indicate stronger demand for Class III milk from cheese manufacturers. New processing capacities are becoming utilized in the region. Cheese producers in the region note milk volumes are sufficient and steady for production schedules. Retail cheese demand is noted as lighter to steady. Foodservice cheese demand varies from moderate to steady. Cheese manufacturers note that demand from international buyers is mixed.

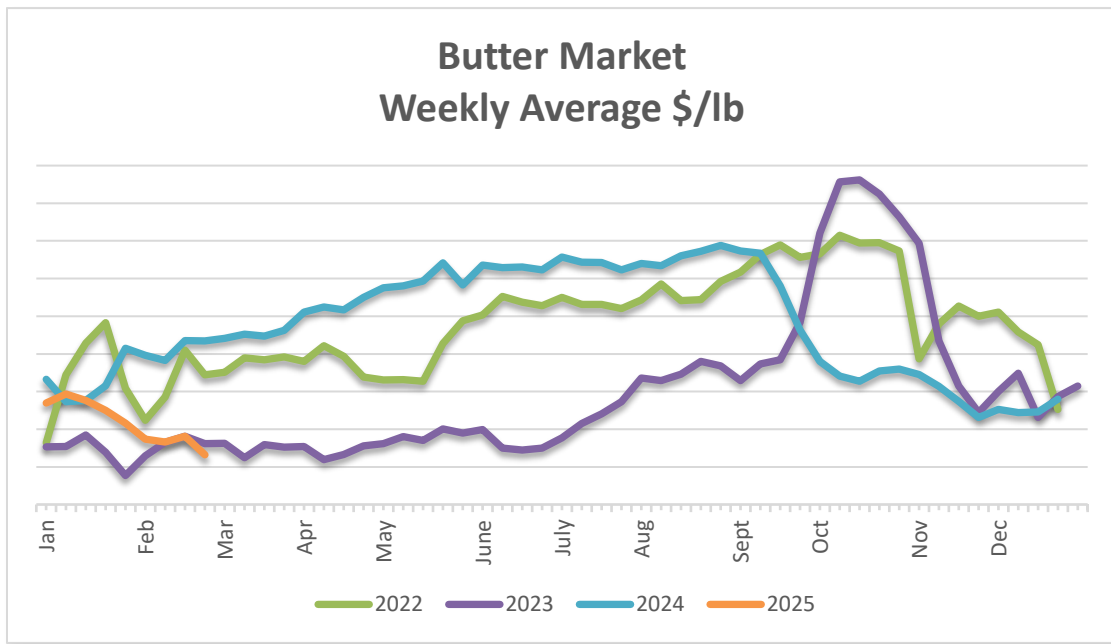
Milk production in Europe is seasonally strengthening. European milk volumes are noted to be sufficient for manufacturing needs. Foreign type cheese production schedules vary from steady to stronger. Demand from the retail and foodservice sectors for European cheeses are reported to be steady. Foodservice is noted to be less robust than retail demand, according to the USDA's latest report. Export demand is reported as mixed. Recent sales activity has been stronger with domestic buyers as opposed to international buyers.





## BUTTER

The market is mixed. The butter market was mixed as the week progressed and trended weaker than the prior week. Cream volumes are noted to be heavy throughout the country. Several butter producers are running cream volumes through churns to build stock for seasonal demand. Butter makers in the East are running active churns due to the ample amounts of cream in the region. According to the USDA's latest report, contacts note they have enough contracted cream to keep churns busy without bringing in additional spot loads of cream. In the Central region, manufacturers note recent upticks as market prices continue to decrease. In the West, cream volumes remain heavy. Butter producers convey available spot cream offers are lower than what was expected. Several manufacturers are working affordable cream volumes through churns to build stocks for later in the year. Domestic demand varies from steady to stronger depending upon the region. Butter inventories are reported to be generally growing, however new offers have been slow. Retail demand for butter is steady. Foodservice demand is noted as generally steady. Domestic demand varies from moderate to steady. Demand from international buyers varies from steady to strong. According to the USDA, stakeholders indicate domestic market prices are competitive against most international markets.



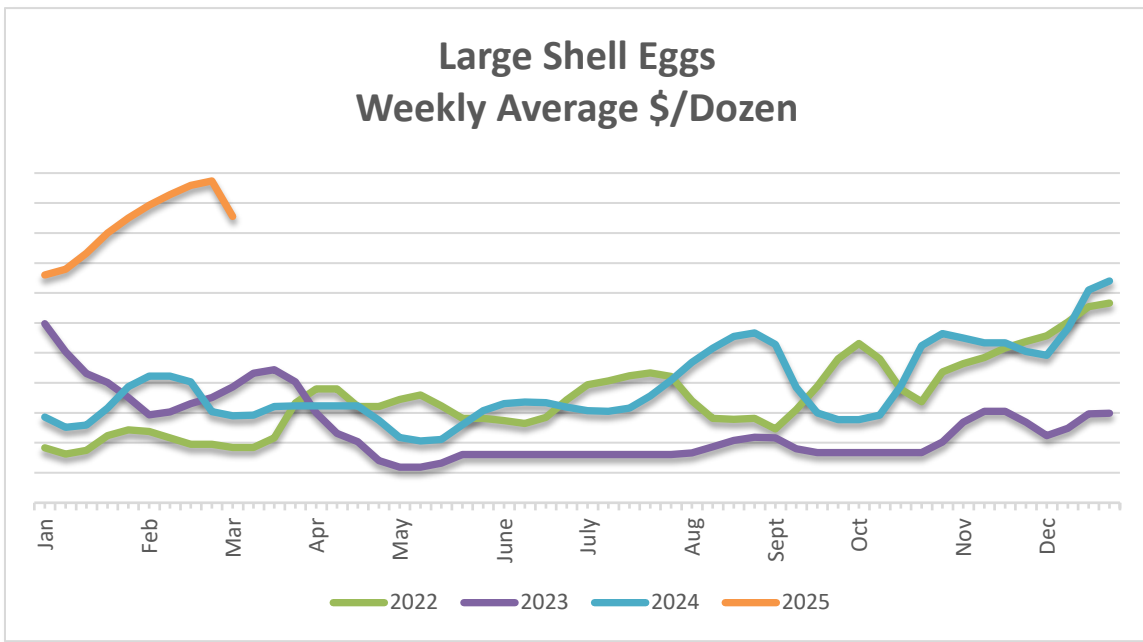
## EGGS

The market is weaker. Retail demand is weaker. Rising shelf prices are heavily influencing consumer purchasing behavior, which has led to a pullback in retailer needs. Consumers are responding by buying smaller packs and using eggs more sparingly. Demand for the distribution and food service channels is unsettled to weaker. Distribution activity is rising due to steep discounts, allowing operators to restock at lower prices — but this does not reflect increased consumer demand, which remains unchanged. Demand from Canada is strong with buyers actively seeking product.

Market levels are moving lower for medium and large sizes. National weekly reports show shell egg inventory up 4.3% and breaking stock inventory up 11.6% over last week.

Demand in the egg products category is weaker. Liquid white egg prices are declining due to surplus supply caused by strong demand for yolks in food manufacturing, while yolk and dried egg prices remain stable.

Liquid whites are also starting to soften. Strong demand for yolk in food manufacturing is creating surplus whites, pressuring values after five months of steady-to-higher pricing. Liquid whites dropped 8cts today, while yolk and the dried complex remain steady at quoted levels.



## OIL

### Soy Oil

CBOT soybean oil futures were weaker early this week with futures climbing towards the end of the week. Soy Meal and Beans posted higher towards the end of the week. Robust exports of soy helped to offset the downturns early in the week.

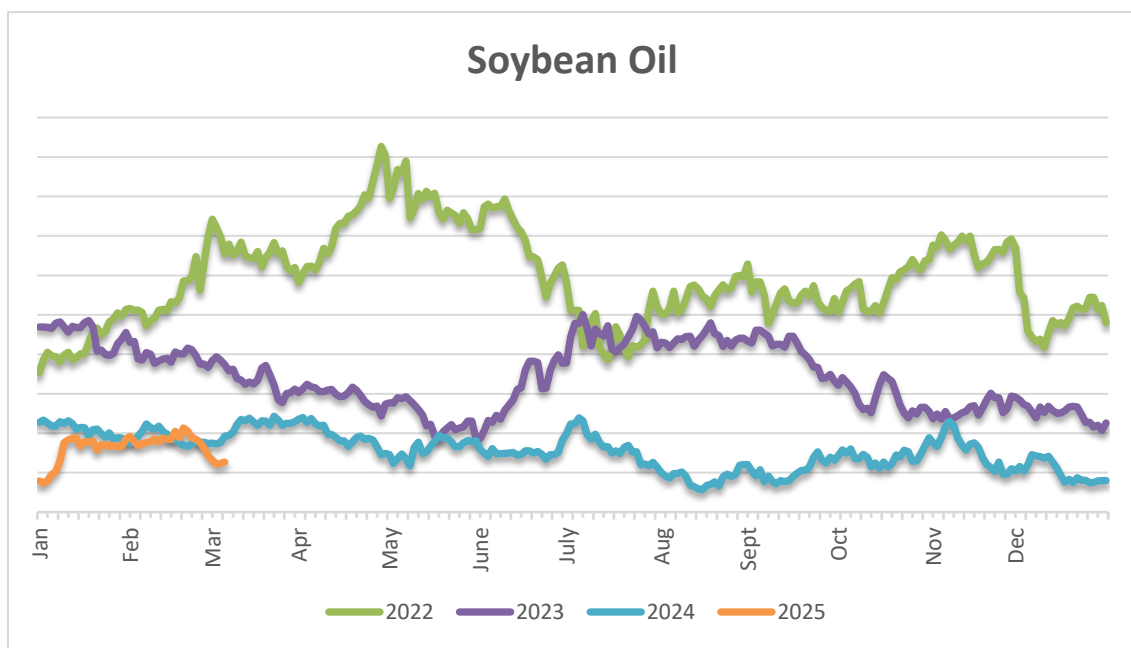
### Canola Oil

The market is mixed. The market gained some relief after tariffs were renegotiated and that agricultural trade may receive a lesser tariff.

### Palm Oil

The market is firmer this week as flooding concerns increased the price of crude palm oil. The seasonal monsoon that affects the growing region has the market tightening and will remain so until the crop can be re-evaluated in April.





## COCOA

The cocoa market is unsettled. Rising costs of cocoa are expected to increase the financial burden on chocolate producers and consumers. Supply issues for cocoa have been exacerbated by long lasting structural problems within the industry as seen in crop diseases and low wages paid to farmers. Cocoa trees take years to mature and produce pods, therefore recently planted crops will take years to produce a yield. Potential price volatility is expected due to financial pressure on this market. Price increases on cocoa and any products produced with cocoa should be expected throughout the year.

## COCONUT

The coconut market is unsettled. Demand from China, Europe and the United States continues to rise. Additionally, packaging costs and operational disruptions have contributed to record-level prices. Any impacts from potential tariffs could further these issues as we progress through the year. Price increase on coconuts and any products produced using coconuts should be expected throughout the year.

## COFFEE

The coffee market is unsettled. Concerns over potential tariffs could result in price increases this year. Columbia is the third largest coffee-producing country in the world behind Brazil and Vietnam. Coffee prices are expected to continue soaring due to adverse weather in both Brazil and Vietnam. Drought and higher temperatures in Brazil during the fruit development and filling period caused Arabica and Robusta yields to fall below initial projections. Price increases on coffee should be expected to continue throughout 2025.

## DISPOSABLES

The market is unsettled. Many suppliers are taking price increases due to imposing tariffs on imports from the countries of Mexico, Canada, and China. China is expanding their presence in the category and is a leading world exporter of aluminum and plastics. There is potential that vendors outside of China will advantageously begin raising their prices in response to this action. Recent pricing notifications are being implemented for March 2025 with more upcoming in April and May. Key categories that are being affected by these pricing actions are aluminum foil products, vinyl gloves, polypropylene gloves, polypropylene bags, and apparel.

## HONEY

The honey market is mixed. Concerns over tariffs threatened by the new administration against Mexico, Canada and the EU could result in price increases and tighten the overall supply of honey. According to Statistics Canada's December report, Canadian honey production was down 18% in 2024, despite an increase in both beekeepers and hives. In India, the Minimum Export Price (MEP) imposed by the government for honey has been extended through 2025. Organic honey from Brazil is expected to be tight through mid-2025 as price increases and logistics challenges plague the market.

## IMPORTS

**Spanish Olive Oil** – Spain is the world's largest Olive Oil producer and is reporting a higher-than-expected harvest for 2024. Consistent precipitation resulted in improved olive sizes and allowed for an early robust harvest.

**Italian Olive Oil** - Italy had a less than favorable growing season with severe drought and heat. Therefore, a projected 30% drop in crop yield has raised concern on global supply.

**Turkish Olive Oil** – Turkey has rebounded from a poor 2023 harvest to a near record crop for 2024.

### **Mandarin Oranges**

China's mandarin season reported low crop yields due to high temperatures and drought. Many growers are reporting sunburning, thick skins, and larger sizes which are not suitable for canning.

Turkish mandarin production is down 25% in 2024 compared to 2023.

Spanish growers are reporting the crop has not been adversely affected by the recent flooding in Valencia.

Pricing has firmed up in all 3 markets due to the reduction in raw material.

## **SUGAR**

The sugar market is mixed. According to the February World Agricultural Supply and Demand Estimates report, the 2024/25 sugar supply was decreased from the prior month. Beginning stocks of beet sugar and imports are by the decreases in cane sugar production and imports.

Cane sugar production in the U.S. is down from last month as the reduction in Florida outweighs the Louisiana increases.

Beet sugar production has been raised and could reach a new record level if all indicators stay at the current level. Beet Sucrose Recovery has been increased meaning a higher possible yield than previously forecasted.

Mexico's 2024/25 sugar production is lowered by 235,000 metric tons. This reduction is primarily based on the lower estimate for sucrose recovery and lower area harvested derived from statistical analysis using data published by Mexico's National Committee for the Sustainable Development of Sugarcane.

## **WHEAT**

The wheat market is mixed. Wheat futures fell lower this week due to potential impacts from tariffs. Potential delays and or exemptions of certain ag products may be spared from the tariffs as well. Recent precipitation has hit the eastern half of the Plains while growing regions in Kansas, Oklahoma and southern Texas are expecting drier conditions through the next week. Moderate drought has plagued certain growing regions in the Central and Northern Plains regions and is expected to continue that pattern through the end of March. According to the February World Agricultural Supply and Demand Estimates report, the U.S. wheat supply and demand outlook is for slightly higher domestic use and lower ending stocks. U.S. consumer demand for food products made from wheat flour is relatively stable. The global wheat outlook for 2024/25 is for slightly larger supplies and higher consumption. China's sluggish demand for wheat is expected to be the largest import decline for the year globally.

**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

**Appetizers, Eggs, Frozen Fruits & Vegetables, Pickles, Produce, Seafood:** Gabriel Tegenkamp, Category Manager, ext. 5432

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

**Bases, Canned Fruits & Vegetables, Dressings, Dry Commodities, Imports, Oils:** David Sonnon, Category Manager, ext. 5436

