



MONDAY LINE

TOBY MOORE, EDITOR; DAVID MARKIEWICZ, ASST. EDITOR

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Changes to MDC

Changes are coming for the USAPEEC Market Development Committee. Members are encouraged to watch for a letter from USAPEEC Chairman Steve Monroe that will be distributed early next week outlining the changes.

Market reports posted

The monthly international marketing report for March, compiled by USAPEEC's international staff, is now available on the members only section of the USAPEEC website.

The reports typically come out a month behind because of the time needed to compile the information and to do the formatting. The report includes information on market conditions, technical issues and USAPEEC programs around the world. The report is available in pdf format to members only. It is posted at <http://www.usapeec.org/members/internationalmarketing/monthlyreports.cfm>

Protein Alliance joins

Protein Alliance, a full-service brokerage and trading company in central Minnesota, has applied for USAPEEC membership.

The company's services include domestic and international sales as well as turkey genetics, farm production and processing plant management. Its core protein is turkey and it is the exclusive sales agent for Northern Pride, a farmer-owned turkey cooperative based in Minnesota.

Protein Alliance sources protein products from all the major protein processors in North America.

Contact Carl Wittenburg, 100 Prairie Ave. NW, P.O. Box 100, Brooten, Minn. 56316; phone, 320-346-4033; e-mail, carl@proteinalliance.com.

First-quarter poultry, egg exports up sharply ***Poultry volume rises by 9%; eggs jump by 27%***

First-quarter exports of U.S. poultry rose by 9 percent to 917,640 metric tons from the same period in 2016, increasing in value by 8.7 percent to \$949 million, according to trade data released by the Foreign Agricultural Service last week.

Also during the quarter, total export volume of table eggs and processed egg products – expressed in shell-egg equivalent – climbed by 27.1 percent to 59 million dozen. The value of those egg exports rose by 16.9 percent to \$54.2 million.

For March, broiler exports (not counting paws) grew by 12.4 percent to 276,134 tons, while value hit \$257.6 million, up 12.5 percent, according to the data.

The growth was largely because of

increased shipments to Angola, South Africa, and Cuba. Shipments to other markets such as Philippines, Kazakhstan, Qatar, Hong Kong, and Colombia also increased notably, while exports to Mexico, Congo (Kinshasa), Chile, Georgia, Iraq, and Ghana declined.

Cumulative first-quarter broiler exports (no paws) reached 776,040 tons, up 8.8 percent, with a value of \$708.6 million, up 8.3 percent.

Shipments to Mexico for the quarter dipped by 9.6 percent to 148,179 metric tons, while exports to Cuba increased by 46.7 percent to 49,357 tons. Exports to Angola grew by 77.3 percent to 43,097 tons, while shipments to Taiwan rose by 2.5 percent to 40,179

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Weststrate, Aho to headline Cancun meeting; **sponsorships reach record amount -- \$64,500**

Adriaan Weststrate, vice chairman of global corporate clients for North America at Rabobank, will be one of the main speakers at the upcoming 2017 USAPEEC Annual Meeting in Cancun.

Weststrate will give a presentation on the global outlook for animal protein. Joining him on the dais will be noted poultry economist Dr. Paul Aho, well known to USAPEEC members, who will provide his perspective on poultry exports.

More speakers will be announced in the coming weeks as the annual meeting draws nearer. The event is set for June 12-16 and will be held at the Grand Fiesta Americana Coral Beach Resort in Cancun, Quintana Roo, Mexico.

As always, the annual meeting

week will be packed with informational programs and speakers who will provide the lowdown on what's happening across the industry as well as what may happen in the coming months.

The week starts with the meeting of the USAPEEC Board of Directors on Monday, June 12, and is followed by the meeting of the Trade Policy Task Force on Tuesday. Thursday features the general session and speakers forum in the morning, a luncheon, and the International Marketing Forum in the afternoon. The Chairman's Reception wraps up the day and concludes the meeting.

There will also be some time for leisure, including an opportunity to play golf or tennis Tuesday morning as well as a free day on Wednesday followed by

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Exports--from page 1

tons.

Exports to other important markets were Canada, 38,413 tons, down 5.3 percent; Hong Kong, 38,081 tons, up 12.3 percent; South Africa, 37,051 tons, up 210 percent; Guatemala, 30,214 tons, up 13.3 percent, Iraq (including transshipments via Turkey) 26,504 tons, down 27.9 percent; Kazakhstan, 22,847 tons, up 69.3 percent.

March paw exports increased by 29.3 percent to 15,010 tons, while export value hit \$22.6 million, an increase of 68.8 percent. Hong Kong accounted for 98.1 percent of total paw exports.

First-quarter paw exports rose by 14.5 percent to 38,770 tons, as value jumped by 45.4 percent to \$56.9 million.

Turkey exports in March climbed by 13 percent to 21,067 tons valued at \$44.9 million, up 2.5 percent. Exports to Mexico reached 14,029 metric tons, up 24.3 percent. While exports to Chile, Leeward-Windward Islands, Taiwan, Barbados, and South Africa increased significantly, exports to Hong Kong, Japan, Dominican Republic, Benin, and Philippines decreased.

Cumulative first-quarter turkey exports increased by 15.9 percent to 60,359 tons valued at \$129.4 million, up 4.9 percent.

Of the total quantity exported, 79.7 percent went to the top five markets of Mexico, Hong Kong, Japan, Haiti, and Canada, with Mexico alone accounting for 63.8 percent.

Specifically, first-quarter exports to Mexico rose by 22.8 percent to 38,518 tons; Hong Kong, 4,785 tons, up 4.3 percent; Japan, 1,797 tons, down 34.2 percent; Haiti, 1,649 tons, up 163.8 percent; and Canada, 1,348 tons, up 4.7 percent.

March exports of table eggs dropped by 29.2 percent to 9.0 million dozen, and value declined by the same margin to \$8.8 million, largely because of decreased exports to Canada. Exports to the U.A.E., Mexico, and Oman increased notably, while shipments to Hong Kong, Jamaica, and Trinidad and Tobago decreased.

First-quarter egg exports dipped by 12.7 percent to 27 million dozen, as value fell by 16.3 percent to \$26.1 million. Five markets – Hong Kong, the U.A.E., Mexico, Canada and Jamaica – accounted for 74 percent of table egg exports for the period, with Hong Kong accounting for 27.1 percent.

March exports of egg products rose by 60.5 percent to \$11.2 million. Export value to Japan increased by 6.0 percent to \$4.0 million, while export sales to Korea hit \$2.1 million, as compared to \$0.1 million a year ago. Exports sales to Mexico and the European Union increased remarkably, while exports to Canada decreased significantly.

First-quarter exports of egg products rose by 85.1 per-

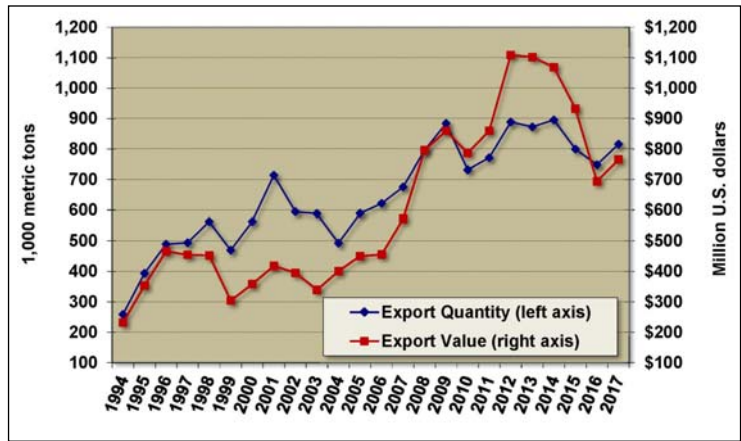


Figure 1 – January-March U.S. broiler (including paws) since 1994. Source: USDA/FAS GATS database.

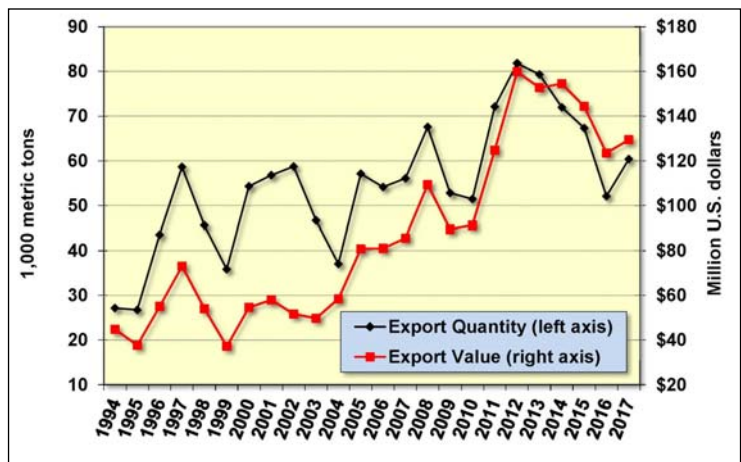


Figure 2 – January-March U.S. turkey exports since 1994. Source: USDA/FAS GATS database.

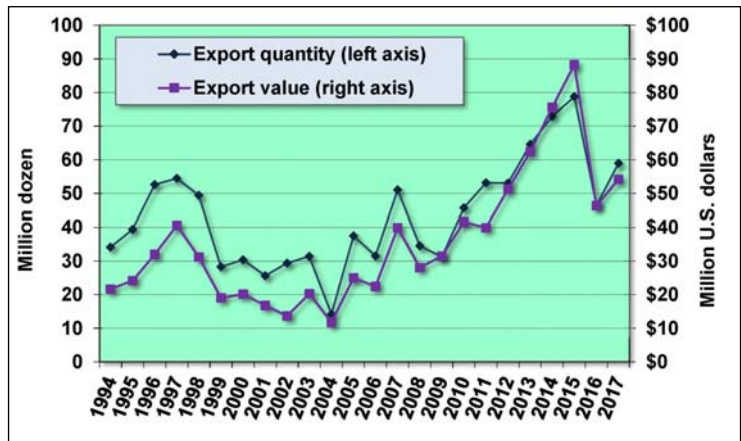


Figure 3 – January-March U.S. exports of table eggs and egg products (in shell egg equivalent) since 1994. Source: USDA/FAS GATS database.

cent to \$28.1 million. Export value to the top five markets of Japan, Korea, the EU, Mexico and Canada accounted for 85.0 percent of the total value. – *By Dr. Renan Zhuang, Director of Economic Analysis*