



BISON MARKET AND SUPPLY UPDATE

Prepared by Red Meat Section/Agriculture and Agri-Food Canada - January 19, 2012

Weekly Federal Bison Slaughter

| | 03-Dec | 10-Dec | 17-Dec | 24-Dec | 31-Dec | Dec Total | December YTD | | |
|----------------------|------------|------------|------------|------------|----------|------------|---------------|---------------|---------------|
| | | | | | | | 2011 | 2010 | % Change |
| Total Canada | 103 | 430 | 213 | 135 | 3 | 884 | 10,504 | 15,716 | -33.2% |
| <i>previous year</i> | 381 | 110 | 250 | 108 | 7 | 856 | | | |

Provincially Inspected Slaughter

| | July 2011 | Aug 2011 | Sept 2011 | Oct 2011 | Nov 2011 | Nov 2010 | November YTD | | |
|-------------------------|------------|------------|------------|------------|------------|------------|--------------|-------------|---------------|
| | | | | | | | 2011 | 2010 | % Change |
| Alberta | 69 | 59 | 74 | 85 | 111 | 135 | 936 | 1666 | -43.8% |
| Saskatchewan | 17 | 11 | 5 | 18 | 4 | 10 | 132 | 270 | -51.1% |
| Manitoba/BC | 71 | 81 | 82 | 53 | 64 | 76 | 794 | 781 | 1.7% |
| Ontario/Quebec** | 50 | 53 | 41 | 43 | 38 | 51 | 419 | 510 | -17.8% |
| Total | 207 | 204 | 202 | 199 | 217 | 272 | 2281 | 3227 | -29.3% |

** Quebec Provincial slaughter numbers are estimated due to a delay in reporting

| | YTD 2011 | YTD 2010 | % Change |
|--|---------------|---------------|---------------|
| Total Canadian Federal and Provincial Slaughter * | 12,785 | 18,943 | -32.5% |

*Source AAFC Red Meat Section : Due to varying provincial reporting schedules, total Fed. and Prov. has a one month delay in Prov. Data

US Federal Slaughter*

| | 03-Dec | 10-Dec | 17-Dec | 24-Dec | 31-Dec | Dec Total | December YTD | | |
|-------------------------|-------------|------------|------------|------------|------------|--------------|---------------|---------------|---------------|
| | | | | | | | 2011 | 2010 | % Change |
| for week ending: | 1095 | 946 | 762 | 791 | 593 | 4,187 | 44,108 | 52,864 | -16.6% |
| <i>previous year</i> | 1176 | 1237 | 949 | 659 | 739 | 4,760 | | | |

*actual slaughter numbers in federally inspected plants, not necessarily inspected, source USDA

Canada Live Bison Exports to US

| | Aug-11 | Sept-11 | Oct-11 | Nov-11 | Dec-11 | December YTD | | |
|-------------------------|------------|------------|------------|--------------|--------------|---------------|---------------|---------------|
| | | | | | | 2011 | 2010 | % Change |
| Slaughter Male | 464 | 296 | 244 | 335 | 569 | 5,835 | 5,889 | -0.9% |
| Slaughter Female | 205 | 290 | 358 | 223 | 316 | 4,002 | 5,570 | -28.2% |
| Feeder Male | 46 | 23 | 0 | 426 | 250 | 2,643 | 5,670 | -53.4% |
| Feeder Female | 46 | 37 | 0 | 74 | 109 | 1,985 | 3,844 | -48.4% |
| Total | 761 | 646 | 602 | 1,058 | 1,244 | 14,465 | 20,973 | -31.0% |

*source USDA

Canadian Fresh or Chilled Bison Meat Exports

| Boneless | | | | | | | | November YTD | | |
|-----------------------------|----------------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|---------------|
| | | June 2011 | July | August | September | October | November | 2011 | 2010 | % Change |
| USA | Kg | 16,799 | 25,429 | 27,107 | 24,649 | 21,450 | 7,605 | 275,973 | 491,162 | -43.8% |
| | Value (\$Cdn) | 249,877 | 298,966 | 293,029 | 190,370 | 254,391 | 85,838 | 3,342,303 | 4,488,782 | -25.5% |
| France | Kg | 2,898 | 3,058 | 2,913 | 7,833 | 13,864 | 31,579 | 78,848 | 129,051 | -38.9% |
| | Value (\$Cdn) | 34,990 | 44,881 | 37,282 | 125,900 | 226,639 | 543,762 | 1,241,931 | 1,628,488 | -23.7% |
| Switzerland | Kg | 2,763 | 3,617 | 3,593 | 3,767 | 2,098 | 4,423 | 38,968 | 55,295 | -29.5% |
| | Value (\$Cdn) | 101,865 | 149,069 | 137,416 | 157,563 | 94,385 | 172,643 | 1,523,533 | 2,051,849 | -25.7% |
| Germany | Kg | - | 1,217 | - | - | 359 | - | 3,452 | 5,787 | -40.3% |
| | Value (\$Cdn) | - | 37,101 | - | - | 10,500 | - | 99,397 | 126,269 | -21.3% |
| Egypt | Kg | - | - | - | - | - | - | - | 25,178 | N/A |
| | Value (\$Cdn) | - | - | - | - | - | - | - | 374,643 | N/A |
| United Arab Emirates | Kg | - | - | - | - | - | - | 188 | 2,691 | -93.0% |
| | Value (\$Cdn) | - | - | - | - | - | - | 3,515 | 89,385 | -96.1% |
| Macau | Kg | - | - | - | - | - | - | - | 1,000 | N/A |
| | Value (\$Cdn) | - | - | - | - | - | - | - | 8,787 | N/A |
| Singapore | Kg | - | - | - | - | - | - | - | 1,381 | N/A |
| | Value (\$Cdn) | - | - | - | - | - | - | - | 17,517 | N/A |
| Saudi Arabia | Kg | - | - | - | - | - | - | - | - | - |
| | Value (\$Cdn) | - | - | - | - | - | - | - | - | - |
| Italy | Kg | - | 290 | 90 | - | 251 | - | 631 | - | N/A |
| | Value (\$Cdn) | - | 7,983 | 2,563 | - | 6,906 | - | 17,452 | - | N/A |
| Sweden | Kg | - | - | 594 | - | - | - | 594 | - | N/A |
| | Value (\$Cdn) | - | - | 21,352 | - | - | - | 21,352 | - | N/A |
| Netherlands | Kg | - | - | - | - | - | 401 | 26,727 | - | N/A |
| | Value (\$Cdn) | - | - | - | - | - | 11,319 | 144,811 | - | N/A |
| Others | Kg | - | - | - | - | - | - | - | - | - |
| | Value (\$Cdn) | - | - | - | - | - | - | - | - | - |
| Total | Kg | 22,460 | 33,611 | 34,297 | 36,249 | 38,022 | 44,008 | 425,381 | 711,545 | -40.2% |
| | Value (\$Cdn) | 386,732 | 538,000 | 491,642 | 473,833 | 592,821 | 813,562 | 6,394,294 | 8,785,720 | -27.2% |

Bone-in

| | June 2011 | July | August | September | October | November | November YTD | | |
|----------------------|---------------|---------------|---------------|---------------|--------------|----------------|----------------|----------------|---------------|
| | | | | | | | 2011 | 2010 | % Change |
| Total | 8,955 | 3,110 | 14,572 | 6,507 | 592 | 34,985 | 116,521 | 38,462 | 203.0% |
| Value (\$Cdn) | 94,033 | 12,627 | 96,237 | 66,204 | 9,552 | 135,961 | 643,470 | 228,769 | 181.3% |

Total Exports, Boneless and Bone-in

| | June 2011 | July | August | September | October | November | November YTD | | |
|----------------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|---------------|
| | | | | | | | 2011 | 2010 | % Change |
| Kg | 31,415 | 36,721 | 48,869 | 42,756 | 38,614 | 78,993 | 541,902 | 750,007 | -27.7% |
| Value (\$Cdn) | 480,765 | 550,627 | 587,879 | 540,037 | 602,373 | 949,523 | 7,037,764 | 9,014,489 | -21.9% |

*source Statistics Canada

US Bison Carcasses - Grain Fed (Hot Carcass Wt \$US/cwt) FOB Plant Basis

wghtd avg

| | Bulls (UTM) | Heifers (UTM) | Bulls (OTM) | Cows (OTM) |
|-----------|-------------|---------------|-------------|------------|
| Dec 2010 | 332.43 | 324.30 | 242.19 | 238.03 |
| Jan 2011 | 332.33 | 323.84 | 259.06 | 238.78 |
| Feb 2011 | 354.76 | 335.85 | 249.51 | 254.47 |
| Mar 2011 | 356.63 | 350.08 | 260.52 | 280.91 |
| Apr 2011 | 365.73 | 353.38 | 277.06 | 256.92 |
| May 2011 | 369.99 | 360.97 | 275.16 | 265.24 |
| June 2011 | 373.99 | 367.04 | 295.00 | 295.95 |
| July 2011 | 380.50 | 378.15 | 304.84 | 315.78 |
| Aug 2011 | 381.97 | 380.81 | 298.86 | 280.32 |
| Sept 2011 | 388.59 | 384.18 | 300.80 | 310.00 |
| Oct 2011 | 393.37 | 386.59 | 296.80 | 281.31 |
| Nov 2011 | 397.68 | 385.21 | 305.75 | 285.11 |
| Dec 2011 | 398.44 | 383.57 | 298.64 | 290.96 |

**source USDA*

Canadian Bison Carcasses - Grain Fed (Hot Carcass Wt Cdn\$/cwt) FOB Plant Basis

wghtd avg

| | Bulls | Heifers | Mature Bulls | Mature Cows |
|-----------|---------|---------|--------------|-------------|
| Jan 2011 | 350-375 | 340-375 | 230-270 | 225-270 |
| Feb 2011 | 350-383 | 350-383 | 250-270 | 250-270 |
| Mar 2011 | 350-375 | 350-365 | 250-270 | 250-270 |
| Apr 2011 | 370-385 | 365-370 | 260-290 | 260-270 |
| May 2011 | 380-410 | 380-400 | 260-275 | 260-275 |
| June 2011 | 400-410 | 400 | 275-280 | 275-280 |
| July 2011 | 400-410 | 400-410 | 280-300 | 275-280 |
| Aug 2011 | 410-420 | 410-415 | 280-350 | 280-350 |
| Sept 2011 | 390-400 | 390-400 | 280-290 | 280-290 |
| Oct 2011 | 375-380 | 370-375 | 280-290 | 260-265 |
| Nov 2011 | 375-400 | 370-400 | 250-280 | 250-280 |
| Dec 2011 | 375-400 | 360-400 | 250-270 | 250-270 |
| Jan 2012 | 380-400 | 360-400 | 250-270 | 250-270 |

**source CBA survey of marketers*

USDA Key Cuts - Grain Fed Wholesale (\$US/cwt)

| | October 2011 | | November 2011 | | December 2011 | | Change Current Month vs. | |
|----------------------------|--------------|----------|---------------|----------|---------------|----------|--------------------------|---------------|
| | Range | Wt. Avg | Range | Wt. Avg | Range | Wt. Avg | 2 months prior | 1 month prior |
| Ribeye Lip-On Fresh | 1100-1650 | 1,358.26 | 1250-1650 | 1,359.52 | 1250-1650 | 1,400.07 | 3.1% | 3.0% |
| Chuckroll/Clod Fresh | 500-625 | 550.26 | 500-625 | 554.20 | 500-654 | 570.77 | 3.7% | 3.0% |
| Striploin Fresh | 1250-1600 | 1,333.51 | 1050-1650 | 1,332.19 | 1050-1650 | 1,339.69 | 0.5% | 0.6% |
| Tenderloin Fresh | 1800-2495 | 2,033.76 | 1850-2495 | 2,036.90 | 1850-2495 | 2,058.93 | 1.2% | 1.1% |
| Ground 90% Bulk, Fresh | 525-642 | 579.71 | 525-640 | 582.83 | 525-640 | 582.33 | 0.5% | -0.1% |
| Ground 85% Bulk, Frozen | 550-630 | 617.38 | 550-695 | 595.35 | 550-627 | 634.62 | 2.8% | 6.6% |
| Ground 85% Patties, Frozen | 500-695 | 613.42 | 500-695 | 592.25 | 555-639 | 599.07 | -2.3% | 1.2% |

**source USDA*

Canadian Bison Cuts - Grain Fed Wholesale (\$Cdn/kilogram)

| | Mid-October 2011 Pricing | Mid-November 2011 Pricing | Mid-December 2011 Pricing | Mid-January 2012 Pricing |
|-----------------------------|--------------------------|---------------------------|---------------------------|--------------------------|
| Tenderloin - Fresh | \$50.00 - \$60.00 | \$50.00 - \$63.00 | \$49.25 - \$56.00 | \$49.25 - \$53.15 |
| Strip Loin Boneless - Fresh | \$27.00 - \$35.00 | \$27.00 - \$37.00 | \$25.95 - \$32.00 | \$28.00 - \$31.38 |
| Inside Round - Fresh | \$15.00 - \$17.00 | \$15.00 - \$17.00 | \$13.95 - \$18.00 | \$14.25 - \$16.90 |
| Ground 90% Bulk Fresh | \$13.00 - \$13.50 | \$13.00 - \$13.50 | \$12.95 - \$13.50 | \$12.95 - \$13.00 |
| Fresh Bison Trim | \$12.00 - \$13.00 | \$12.00 - \$13.00 | \$11.50 - \$12.50 | \$11.50 - \$12.50 |

**source CBA survey of marketers*

Live Auction Reports *most recent reported, may not reflect current market

| Sekura Auctions (AB) (January 15, 2012) | | | | Sekura Auctions (AB) (December 10, 2011) | | | | Kramer Auctions (SK) (December 7, 2011) | | |
|---|-----------|-----------|------------------|--|-----------|-----------|------------------|---|-----------|------------------|
| Birth Year, Sex | lbs | # of head | Average (\$/cwt) | Birth Year, Sex | lbs | # of head | Average (\$/cwt) | Birth Year, Sex | lbs | Average (\$/cwt) |
| 2011 Bulls | 200 - 299 | - | - | Cows | | 38 | 129.24 | 2011 Bulls | 400-475 | 308 |
| | 300 - 399 | 32 | 265 | Cow / Calf Pairs | | 1 | 1,200 | | 350-399 | 340 |
| | 400 - 499 | 30 | 251 | Bred Cows | | 54 | 2,125 | | under 300 | 331 |
| | | | | Mature Bulls | | 14 | 108.43 | | | |
| 2010 Bulls | 500 - 599 | 24 | 221 | 2011 Bulls | 200 - 299 | 1 | 310 | 2011 Heifers | 450-575 | 264 |
| | 600 - 699 | 63 | 221 | | 300 - 399 | 23 | 360.22 | | under 450 | 222 |
| | 700 - 799 | 21 | 216 | | 400 - 499 | 28 | 363.93 | 2010 Bulls | 925-1025 | 218 |
| 2009 Bulls | 800 - 899 | 2 | 190 | 2010 Bulls | 500 - 599 | 4 | 261 | | 850-924 | 240 |
| | 900 - 999 | 42 | 202 | | 600 - 699 | 27 | 253.67 | | 750-849 | 248 |
| | 1000+ | 4 | 171 | 2009 Bulls | 700 - 799 | 8 | 227.81 | | under 750 | 247 |
| | | | | | 800 - 899 | 11 | 223.55 | 2010 Heifers | 700-800 | 219 |
| 2011 Heifers | 200 - 299 | 2 | 217 | | 1000+ | 6 | 185 | | 650-699 | 220 |
| | 300 - 399 | 39 | 215 | 2011 Heifers | 200 - 299 | 2 | 320 | | under 650 | 208 |
| | 400 - 499 | 55 | 182 | | 300 - 399 | 27 | 287.04 | | | |
| | 500 - 599 | 26 | 177 | | 400 - 499 | 15 | 281.33 | Mature Bulls | over 850 | 148 |
| | 600 - 699 | 9 | 175 | 2010 Heifers | 400 - 499 | 10 | 229 | | | |
| | 700 - 799 | 23 | 181 | | 500 - 599 | 33 | 235.46 | | | |
| | 800 - 899 | 1 | 142 | | 600 - 699 | 1 | 135 | | | |
| Cows | | 5 | 126 | | 700 - 799 | 6 | 205 | | | |
| Cow / Calf Pairs | | 2 | 1,500 | 2009 Heifers | 600 - 699 | 1 | 185 | | | |
| Bred Cows | | 46 | 1,697 | | 700 - 799 | 7 | 231 | | | |
| | | | | | 800 - 899 | 6 | 226 | | | |

BRED FEMALES

| | |
|--------------------------------|-----|
| Bell Creek Bison (Heifers) | 311 |
| Eastview Bison Ranch (Heifers) | 240 |
| Richards Bison Ranch | 207 |
| EXPOSED | |
| Wapeton Dakota Bison | 100 |

Commentary

By Terry Kremenik, Executive Director, CBA

This report can only be improved with your feedback. Please send any comments that you have to either cba2@sasktel.net or diane.kelly@agr.gc.ca

January live finished bison prices have stayed at December 2011 levels, with price pressures expected as the supply of finished 2010 animals come to the market and the inventories of bison trim increase. Meat prices have declined slightly with some consumer resistance in North America and Europe. Prime cuts to Europe have sold well for the Christmas season but the market for trim and hip cuts has been under pressure as marketers liquidate their inventories.

Canadian boneless meat exports to November 30, 2011 were 425, 381 Kg compared to 711, 545 Kg in 2010 – a decline of about 40%. Exports to November 30, 2011 to the US were 275, 973 Kg compared to 491, 162 Kg for the same period last year. The major markets of Germany, Switzerland and France also experienced declines from Canada. These declines can be attributed to limited availability of bison, the economic uncertainty in Europe and the strength of the Canadian dollar.

Nationally, federal slaughter was down 33% in 2011 when compared to 2010 (10,504 animals in 2011 compared to 15,716 animals for 2010). Live bison exports to the U.S. are down by 33% - 13,714 to October 31, 2011 compared to 20,515 bison for the same period in 2010. This decline is attributed to reduced supplies combined with heifer retention.

The average price for Grade A bulls and heifers has stabilized at December levels of \$3.80 - \$4.00 per pound hot hanging weight. Mature bull and cow prices have stayed in the range of \$2.50 - \$2.70 per pound.

Producers report that 2010 bulls have been selling for \$2.25 per pound live weight while 2011 bulls have been selling for about \$2.60 per pound live weight.

Chart 1

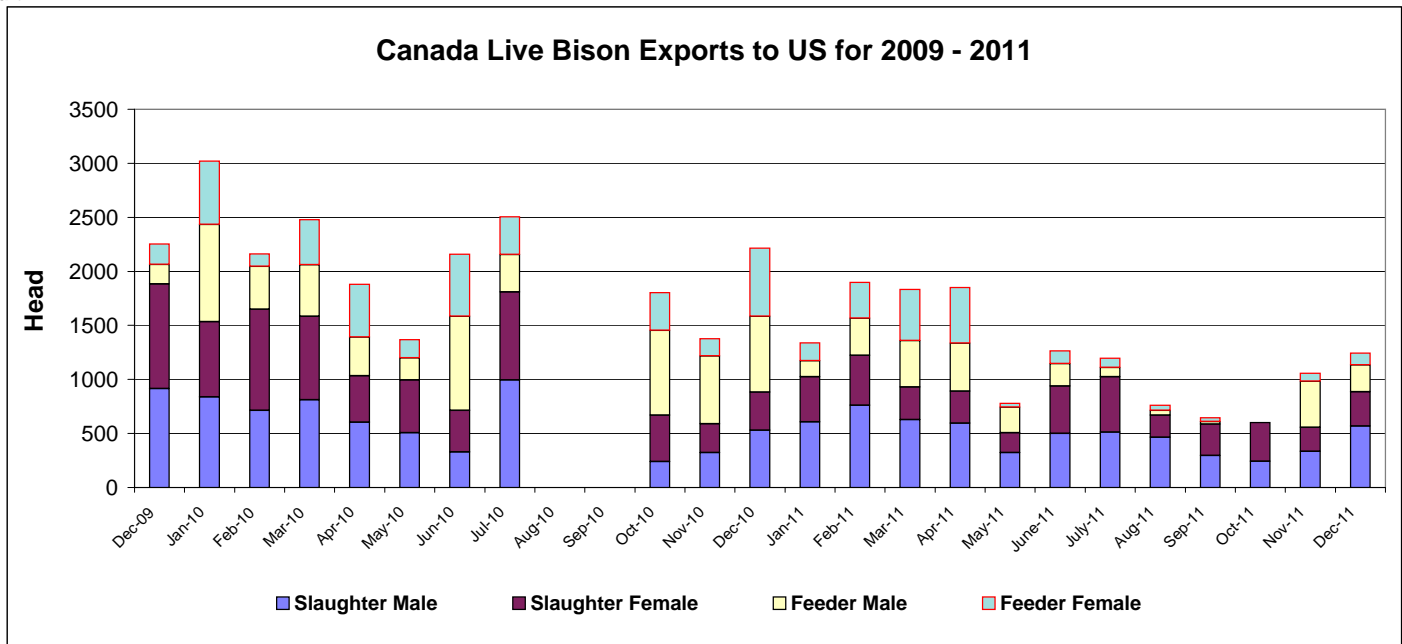


Chart 2

