



## BISON MARKET AND SUPPLY UPDATE

Prepared by Red Meat Section/Agriculture and Agri-Food Canada - March 18, 2010

### Weekly Federal Bison Slaughter

|                      | 06-Feb     | 13-Feb     | 20-Feb     | 27-Feb     | Feb Total    | 2010 YTD     | 2009 YTD     | % Change    |
|----------------------|------------|------------|------------|------------|--------------|--------------|--------------|-------------|
| <b>Total Canada</b>  | <b>451</b> | <b>394</b> | <b>450</b> | <b>293</b> | <b>1,588</b> | <b>3,118</b> | <b>3,748</b> | <b>-17%</b> |
| <i>previous year</i> | 511        | 242        | 463        | 423        | 1,639        |              |              |             |

### Provincially Inspected Slaughter

|                       | Sept-09    | Oct        | Nov        | Dec        | Jan-10     | Jan-09     | 2010 YTD   | 2009 YTD   | % Change  |
|-----------------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|
| <b>Alberta</b>        | 169        | 220        | 169        | 133        | 205        | 186        | 205        | 186        | 10%       |
| <b>Saskatchewan</b>   | 26         | 25         | 34         | 15         | 33         | 40         | 33         | 40         | -18%      |
| <b>Manitoba/BC</b>    | 73         | 96         | 63         | 62         | 57         | 42         | 57         | 42         | 36%       |
| <b>Ontario/Quebec</b> | 68         | 42         | 52         | 30         | 44         | 58         | 44         | 58         | -24%      |
| <b>Total</b>          | <b>336</b> | <b>383</b> | <b>318</b> | <b>240</b> | <b>339</b> | <b>326</b> | <b>339</b> | <b>326</b> | <b>4%</b> |

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

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

|                                                        | 2010         | 2009         | % Change    |
|--------------------------------------------------------|--------------|--------------|-------------|
| <b>Total Canadian Federal and Provincial Slaughter</b> | <b>3,457</b> | <b>4,074</b> | <b>-15%</b> |

### US Federal Slaughter\*

| for week ending:     | 06-Feb      | 13-Feb     | 20-Feb      | 27-Feb     | Feb Total    | 2010 YTD     | 2009 YTD     | % Change  |
|----------------------|-------------|------------|-------------|------------|--------------|--------------|--------------|-----------|
|                      | <b>1011</b> | <b>975</b> | <b>1174</b> | <b>938</b> | <b>4,098</b> | <b>8,767</b> | <b>8,467</b> | <b>4%</b> |
| <i>previous year</i> | 1039        | 1031       | 971         | 1162       | 4,203        |              |              |           |

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

### Canada Live Bison Exports to US

|                  | Nov-09       | Dec-09       | Jan-10       | Feb-10       | 2010 YTD     | 2009 YTD     | % Change   |
|------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|
| Slaughter Male   | 324          | 916          | 839          | 714          | 1,553        | 912          | 70%        |
| Slaughter Female | 502          | 968          | 694          | 936          | 1,630        | 1,541        | 6%         |
| Feeder Male      | 603          | 180          | 901          | 397          | 1,298        | 725          | 79%        |
| Feeder Female    | 661          | 189          | 587          | 116          | 703          | 895          | -21%       |
| <b>Total</b>     | <b>2,090</b> | <b>2,253</b> | <b>3,021</b> | <b>2,163</b> | <b>5,184</b> | <b>4,073</b> | <b>27%</b> |

\*source USDA

### Canadian Fresh or Chilled Bison Meat Exports

| <b>Boneless</b>             |               | September      | October        | November       | December       | January          | YTD 2010         | YTD 2009       | % Change   |
|-----------------------------|---------------|----------------|----------------|----------------|----------------|------------------|------------------|----------------|------------|
| <b>USA</b>                  | Kg            | 27,609         | 26,608         | 48,093         | 25,396         | 27,987           | 27,987           | 50,633         | -45%       |
|                             | Value (\$Cdn) | 232,014        | 231,321        | 373,907        | 211,430        | 230,130          | 230,130          | 392,229        | -41%       |
| <b>France</b>               | Kg            | 36,111         | 17,777         | 9,382          | 36,362         | 27,768           | 27,768           | 37,657         | -26%       |
|                             | Value (\$Cdn) | 490,282        | 238,221        | 115,935        | 383,923        | 211,581          | 211,581          | 389,926        | -46%       |
| <b>Germany</b>              | Kg            | 2,179          | 4,446          | 2,305          | 3,655          | 576              | 576              | 592            | -3%        |
|                             | Value (\$Cdn) | 25,750         | 42,771         | 44,571         | 93,278         | 11,819           | 11,819           | 7,936          | 49%        |
| <b>Switzerland</b>          | Kg            | 3,116          | 1,907          | 3,801          | 2,281          | 2,901            | 2,901            | 2,749          | 6%         |
|                             | Value (\$Cdn) | 112,673        | 58,625         | 130,189        | 89,531         | 108,020          | 108,020          | 108,815        | -1%        |
| <b>Mexico</b>               | Kg            | -              | -              | -              | -              | 16,841           | 16,841           | -              | N/A        |
|                             | Value (\$Cdn) | -              | -              | -              | -              | 62,589           | 62,589           | -              | N/A        |
| <b>China P.Rep.</b>         | Kg            | -              | -              | -              | -              | -                | -                | -              | N/A        |
|                             | Value (\$Cdn) | -              | -              | -              | -              | -                | -                | -              | N/A        |
| <b>Saudi Arabia</b>         | Kg            | -              | -              | -              | -              | -                | -                | -              | N/A        |
|                             | Value (\$Cdn) | -              | -              | -              | -              | -                | -                | -              | N/A        |
| <b>Hong Kong</b>            | Kg            | -              | -              | -              | 1,955          | -                | -                | -              | N/A        |
|                             | Value (\$Cdn) | -              | -              | -              | 14,348         | -                | -                | -              | N/A        |
| <b>United Arab Emirates</b> | Kg            | 185            | -              | 485            | 238            | -                | -                | 647            | -100%      |
|                             | Value (\$Cdn) | 5,285          | -              | 4,626          | 8,986          | -                | -                | 18,432         | -100%      |
| <b>Japan</b>                | Kg            | -              | 401            | -              | 1,042          | 18,312           | 18,312           | -              | N/A        |
|                             | Value (\$Cdn) | -              | 1,603          | -              | 8,445          | 189,570          | 189,570          | -              | N/A        |
| <b>Moldova</b>              | Kg            | 1,008          | -              | -              | -              | -                | -                | -              | N/A        |
|                             | Value (\$Cdn) | 15,760         | -              | -              | -              | -                | -                | -              | N/A        |
| <b>Italy</b>                | Kg            | -              | -              | -              | -              | -                | -                | -              | N/A        |
|                             | Value (\$Cdn) | -              | -              | -              | -              | -                | -                | -              | N/A        |
| <b>Taiwan</b>               | Kg            | -              | -              | -              | -              | 24,944           | 24,944           | -              | N/A        |
|                             | Value (\$Cdn) | -              | -              | -              | -              | 234,000          | 234,000          | -              | N/A        |
| <b>Total</b>                | Kg            | <b>70,208</b>  | <b>51,139</b>  | <b>64,066</b>  | <b>70,929</b>  | <b>119,329</b>   | <b>119,329</b>   | <b>92,278</b>  | <b>29%</b> |
|                             | Value (\$Cdn) | <b>881,764</b> | <b>572,541</b> | <b>669,228</b> | <b>809,941</b> | <b>1,047,709</b> | <b>1,047,709</b> | <b>917,338</b> | <b>14%</b> |

### Bone-in

|              |               | September      | October       | November | December | January | YTD 2010 | YTD 2009      | % Change     |
|--------------|---------------|----------------|---------------|----------|----------|---------|----------|---------------|--------------|
| <b>Total</b> | Kg            | <b>16,465</b>  | <b>789</b>    | -        | -        | -       | -        | <b>7,776</b>  | <b>-100%</b> |
|              | Value (\$Cdn) | <b>171,118</b> | <b>10,147</b> | -        | -        | -       | -        | <b>29,181</b> | <b>-100%</b> |

### Total Exports, Boneless and Bone-in

|                      |               | September        | October        | November       | December       | January          | YTD 2010         | YTD 2009       | % Change   |
|----------------------|---------------|------------------|----------------|----------------|----------------|------------------|------------------|----------------|------------|
| <b>Total Exports</b> | Kg            | <b>86,673</b>    | <b>51,928</b>  | <b>64,066</b>  | <b>70,929</b>  | <b>119,329</b>   | <b>119,329</b>   | <b>100,054</b> | <b>19%</b> |
|                      | Value (\$Cdn) | <b>1,052,882</b> | <b>582,688</b> | <b>669,228</b> | <b>809,941</b> | <b>1,047,709</b> | <b>1,047,709</b> | <b>946,519</b> | <b>11%</b> |

\*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) |
|-----------|-------------|---------------|-------------|------------|
| Mar 2009  | 237.3       | 220.08        | 146.71      | 145.8      |
| Apr 2009  | 238.71      | 220.44        | 150         | 151.9      |
| May 2009  | 239.33      | 221.12        | 159.5       | 154.78     |
| June 2009 | 238.55      | 207.04        | 141.67      | 152.02     |
| July 2009 | 239.39      | 219.85        | 154.38      | 149        |
| Aug 2009  | 234.98      | 220.24        | 118         | 135.18     |
| Sep 2009  | 235.11      | 218.8         | 159.88      | 147.3      |
| Oct 2009  | 237.4       | 222.18        | 162.14      | 148.5      |
| Nov 2009  | 239.53      | 221.9         | 160.61      | 159.98     |
| Dec 2009  | 242.27      | 223.67        | 163.29      | 164.8      |
| Jan 2010  | 241         | 222.99        | 161.3       | 158.77     |
| Feb 2010  | 246.99      | 228.58        | 180.73      | 171.43     |

*\*source USDA***Canadian Bison Carcasses - Grain Fed (Hot Carcass Wt Cdn\$/cwt) FOB Plant Basis***wghtd avg*

|           | Bulls   | Heifers | Mature Bulls | Mature Cows |
|-----------|---------|---------|--------------|-------------|
| Mar 2009  | 240-270 | 230-260 | 115-145      | 110-145     |
| Apr 2009  | 240-250 | 240-240 | 130-150      | 130-150     |
| May 2009  | 240-270 | 240-265 | 120-170      | 120-170     |
| June 2009 | 240-265 | 240-250 | 130-170      | 130-165     |
| July 2009 | 255-280 | 235-265 | 125-165      | 130-165     |
| Aug 2009  | 235-275 | 225-260 | 130-150      | 130-140     |
| Sep 2009  | 235-275 | 225-250 | 130-140      | 130-150     |
| Oct 2009  | 235-275 | 225-250 | 130-140      | 130-150     |
| Nov 2009  | 245-260 | 225-245 | 140-165      | 140-165     |
| Dec 2009  | 225-260 | 215-245 | 140-150      | 140-150     |
| Jan 2010  | 220-255 | 210-240 | 140-155      | 140-150     |
| Feb 2010  | 240-255 | 220-240 | 140-155      | 140-155     |
| Mar 2010  | 225-260 | 225-245 | 150-160      | 145-155     |

*\*source CBA survey of marketers***USDA Key Cuts - Grain Fed Wholesale (\$US/cwt)**

|                            | December |         | January  |         | February  |         | Change Current Month vs. |               |
|----------------------------|----------|---------|----------|---------|-----------|---------|--------------------------|---------------|
|                            | Range    | Wt. Avg | Range    | Wt. Avg | Range     | Wt. Avg | 2 months prior           | 1 month prior |
| Ribeye Lip-On Fresh        | 700-1225 | 939.05  | 700-1225 | 956.85  | 725-1225  | 977.67  | 4%                       | 2%            |
| Chuckroll/Clod Fresh       | 240-440  | 341.2   | 336-425  | 341.63  | 332-425   | 337.96  | -1%                      | -1%           |
| Striploin Fresh            | 700-1050 | 871.61  | 720-1050 | 888.94  | 720-1050  | 900.75  | 3%                       | 1%            |
| Tenderloin Fresh           | 950-1650 | 1325.21 | 800-1650 | 1366.45 | 1000-1650 | 1366.13 | 3%                       | 0%            |
| Ground 90% Bulk, Fresh     | 341-354  | 351.48  | 344-390  | 381.49  | 345-345   | 345     | -2%                      | -10%          |
| Ground 85% Bulk, Frozen    | 300-445  | 370.94  | 300-470  | 397     | 300-470   | 393.3   | 6%                       | -1%           |
| Ground 85% Patties, Frozen | 325-440  | 362.67  | 325-440  | 363.53  | 325-440   | 368.71  | 2%                       | 1%            |

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

|                             | Mid-December Pricing | Mid-January Pricing | Mid-February Pricing | Mid-March Pricing |
|-----------------------------|----------------------|---------------------|----------------------|-------------------|
| Tenderloin - Fresh          | \$38.00 - \$48.00    | \$29.95 - \$43.00   | \$36.00 - \$49.50    | \$29.95 - \$49.50 |
| Strip Loin Boneless - Fresh | \$21.95 - \$27.50    | \$19.95 - \$27.00   | \$22.00 - \$24.50    | \$19.95 - \$26.00 |
| Inside Round - Fresh        | \$8.45 - \$12.00     | \$8.45 - \$12.00    | \$10.00 - \$15.00    | \$9.00 - \$11.00  |
| Ground 90% Bulk Fresh       | \$7.45 - \$9.35      | \$7.50 - \$7.58     | \$7.50 - \$10.15     | \$8.45 - \$10.15  |
| Fresh Bison Trim            | \$6.45 - \$7.30      | \$7.25 - \$7.58     | \$7.00 - \$7.78      | \$7.30 - \$7.70   |

*\*source CBA survey of marketers***Live Auction Reports \*most recent reported, may not reflect current market**

| Sekura Auctions (AB) (March 6, 2010) |           |                  | Willowview Auctions (AB) (February 13, 2010) |         |                  | Sekura Auctions (AB) (February 8, 2010) |          |                  |
|--------------------------------------|-----------|------------------|----------------------------------------------|---------|------------------|-----------------------------------------|----------|------------------|
| Birth Year, Sex                      | lbs       | Average (\$/cwt) | Birth Year, Sex                              | lbs     | Average (\$/cwt) | Birth Year, Sex                         | lbs      | Average (\$/cwt) |
| 2009 Males                           | 0-299     | 141.64           | 2009 Bull Calves                             | 300-350 | 126-137          | 2009 Males                              | 0-300    | 125              |
|                                      | 300-399   | 133.58           |                                              | 350-400 | 139-144          |                                         | 300-400  | 146.33           |
|                                      | 400-500   | 153.28           |                                              | 400-500 | 148-154          |                                         | 400-500  | 146              |
|                                      | 400-499   | 144.00           | 2009 Heifer Calves                           | 300-350 | 112-120          | 2008 Males                              | 500-600  | 120.6            |
| 2008 Males                           | 500-599   | 149.24           |                                              | 350-400 | 124-128          |                                         | 600-700  | 131              |
|                                      | 500-599   | 114.46           |                                              | 400-500 | 129-135          |                                         | 700-800  | 132              |
|                                      | 600-699   | 122.50           | 2008 Yearling Bulls                          | 500-600 | 120-125          | 2006 Males                              | 1000-999 | 102              |
|                                      | 700-799   | 145.19           |                                              | 650-750 | 136-139          |                                         |          |                  |
| 2007 Males                           | 800-899   | 75.00            |                                              | 750-850 | 139-145          |                                         |          |                  |
|                                      | 900-999   | 125.00           | 2008 Yearling Heifers                        | 500-600 | 110-115          | 2009 Females                            | 0-300    | 85               |
| 2009 Females                         | 1000-9999 | 88.10            |                                              | 600-650 | 115-119          |                                         | 300-400  | 116.78           |
|                                      | 0-300     | 102.00           |                                              | 650-700 | 120-122          |                                         | 400-500  | 120              |
|                                      | 300-400   | 123.55           | Mature Bulls                                 |         |                  | 2008 Females                            | 500-600  | 107              |
| 2008 Females                         | 400-500   | 139.26           |                                              |         |                  |                                         | 600-700  | 100              |
|                                      | 500-600   | 126.63           |                                              |         |                  |                                         |          |                  |
|                                      | 600-700   | 129.24           |                                              |         |                  | Feeder Cows                             |          | 77.4             |
| Cows                                 |           | 86.56            | Bison Cows                                   |         | 72-82            | Mature Bulls                            |          | 88               |
| Bred Heifers                         |           | 1071.43 / hd     |                                              |         |                  |                                         |          |                  |
| Breeding Bulls                       |           | 1559.22 / hd     |                                              |         |                  |                                         |          |                  |

## 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](mailto:cba2@sasktel.net) or [diane.kelly@agr.gc.ca](mailto:diane.kelly@agr.gc.ca)

Prices for grain-fed grade "A" bulls and heifers remain strong with premiums being paid for quality. Although the strength of the Canadian dollar continues to be a concern, a greater concern has arisen because of the weakness of the Euro. Although some of the frozen inventory is moving, the large inventory of frozen prime and middle cuts continues to be a problem, with a need for marketers to develop strategies to market frozen cuts. Marketers report that fresh cuts are moving well. The market for trim continues to be very strong in Canada and the U.S. as restaurants and the food service trade prepare for the summer season.

The steady prices for finished bison as well as the strong trim prices have translated into a stronger calf market with Canadian calves moving into the U.S. Prices are also being driven by tight supplies as some producers have culled their herds and others rebuild theirs.

Nationally federal slaughter for the first nine weeks was down 14% (3,758 in 2010 compared to 4,360 for the same period in 2009). Exports of live animals to December 31, 2009 were down by 13% (25,850 in 2009 compared to 29,670 in 2008). The decline in live exports is attributed to the short supply of animals combined with the strong Canadian dollar.

Chart 1

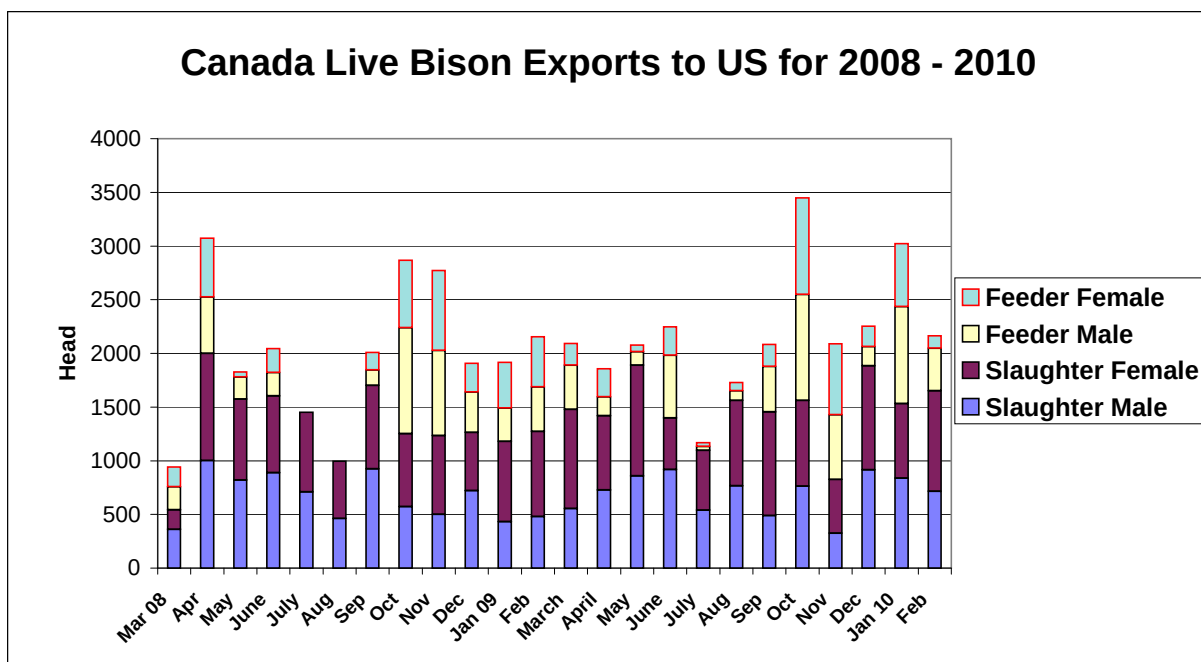


Chart 2

