

## LMC RED MEAT PROSPECTS CONFERENCE: PROGRESS THROUGH PARTNERSHIP

LMC have secured an exciting line up of speakers for the second NI Red Meat Prospects Conference which will be held on 20 March 2013 at the Greenmount Campus Co Antrim. Booking for the event is free and will run from 9.30am - 4pm with lunch and refreshments provided.

The theme of the conference is 'Progress through Partnership' and delegates will be briefed by a range of speakers that are well placed to provide insight on the importance of building alliances and partnerships in the red meat industry. To ensure the future success of the industry strong commercial relationships based on negotiation, competition and trust are needed at all levels of the supply chain.

The event will be chaired by the BBC Northern Ireland Agriculture Correspondent Richard Wright who has been an agricultural journalist for almost 30 years and provides important updates to industry through his daily Farmgate reports on Radio Ulster.

Keynote speaker Ms Christine Tacon, the recently appointed Grocery Code Adjudicator, will brief delegates on her role in policing the Grocery Supply Code of Practice. Her wealth of experience in a variety of roles in the agri-food sector has meant she is in a strong position to comment on how stronger supply chain relationships can benefit the red meat industry moving forward.

The Chief Economist from Danske Bank, Angela McGowan will discuss economic trends that will contribute to the development of the sector in 2013. Danske bank is a leading agricultural lender in NI and Angela will provide analysis and commentary on local and global economic developments which impact the demand for NI agricultural products.

Delegates will also hear from Aodhan O'Donnell, Director of Policy with the Consumer Council for Northern Ireland. Aodhan will discuss the results of the Consumer Council's

recent investigation into the impact of rising food prices and the effect this has had on NI consumers, a key market for NI beef and lamb.

Peter Mitchell, Purchasing Manager with OSI Food Solutions, will brief delegates on building secure and sustainable supply chains and will outline how, as a secondary processor, OSI have established mutually beneficial partnerships with suppliers. OSI currently sources twelve per cent of the beef required for its UK operations from NI and is the premier food supplier to McDonalds.

The Veterinary Director of UK Export Certification Limited, Andrew Taylor, will discuss the importance of developing access to emerging markets for UK livestock and livestock products. The UKECP is a UK government/industry partnership which works to establish access to third country markets and Andrew has recently played a key role in the UK gaining access to the Russian beef and lamb market

In the afternoon session delegates will receive an update on GB cattle and sheep supply prospects from Stuart Ashworth, Head of Economics with Quality Meat Scotland (QMS). He will update delegates on issues around market supply, demand and price trends in GB. Joe Burke, Beef Sector Manager with Bord Bia/Irish Food Board will provide an update on the beef and sheep market conditions from an ROI perspective. LMC's Economist Conall Donnelly will finalise proceedings with an update on the NI beef and lamb market

Reserve your place at what promises to be a very informative event before the 15 March by contacting LMC by email on [conference@lmcnl.com](mailto:conference@lmcnl.com) or by phone on 028 9263 3000. Bookings are being taken on a first come first serve basis so register now to avoid disappointment.

### CONFERENCE ITINERARY

WEDNESDAY 20 MARCH 2013: GREENMOUNT CAMPUS

Introduction	
09:15 - 09:45	Registration, Tea / Coffee / Biscuits
09:45 - 10:00	Conference Introduction, Welcome, Housekeeping
Morning Session	
10:00 - 10:20	<b>Angela McGowan, Chief Economist, Danske Bank</b> 2013 - Emergence from Economic Stagnation?
10:20 - 10:40	<b>Aodhan O'Donnell, Director of Policy, Consumer Council for NI</b> Rising Food Prices: The Consumer Response
10:40 - 11:15	<b>Peter Mitchell, Purchasing Manager, OSI Food Solutions</b> Building Secure Supply Chains
11:15 - 11:45 Mid-Morning Break - Tea / Coffee / Scones	
11:45 - 12:20	<b>Christine Tacon, Grocery Code Adjudicator (GCA)</b> Good Supply Chain Practice and the Role of the GCA
12:20 - 12:45	<b>Andrew Taylor, Veterinary Director, UK Export Certification Ltd</b> Developing Access to Emerging Markets
12:50 - 13:15 Panel Discussion	
13:15 - 14:15 Lunch	
Afternoon Session	
14:15 - 15:45	<b>UK and Irish Regional Supply and Trade Forecasts</b> Stuart Ashworth, Head of Economic Services, QMS Joe Burke, Beef Sector Manager, Bord Bia Conall Donnelly, Economist, LMC

# DECLINE IN IMPORTS FROM ROI

**L**AST week the number of prime cattle imported from ROI for direct slaughter in NI plants was at its highest level since mid December 2012 with 533 head imported. However in general imports of prime cattle for direct slaughter have been lower with imports for the year to date running 15 per cent behind the corresponding period last year.

The number of cattle being imported for direct slaughter is well behind the levels recorded in autumn 2012 when up to a thousand prime cattle a week were being imported from ROI. The level of imports from ROI has been markedly reduced in 2013 when compared to late 2012 due to a tightening in the availability of prime cattle in ROI and a strengthening in the value of the euro against sterling.

This strengthening in the value of the

euro has made finished cattle in ROI more expensive for NI factories/agents who were purchasing cattle in ROI for direct slaughter in NI plants.

It is worth adding that cattle imported from ROI for direct slaughter do not qualify to carry the Northern Ireland Farm Quality Assured logo. In recent weeks plants have been strictly enforcing higher penalties for all non farm quality assured stock to as much as £75 per head.

These higher penalties have resulted in a growing number of non-FQAS stock being exported to ROI for direct slaughter. The number of cows being exported has increased in particular with exports for the year to date running 38.8 per cent ahead of the same period in 2012. This has also been aided by the buoyant cattle prices at present in ROI.

In recent weeks the major NI processors have indicated reservations about purchasing ROI born cattle which have been finished on Northern Ireland farms. These cattle, often referred to as 'Nomads', are difficult to market as the meat from them cannot be labelled as either British or Irish. This is a beef labelling issue resulting from the cross border movement of cattle within the EU.

As a result there have been reports of reduced interest from NI finishers in purchasing cattle at ROI marts in recent weeks. This has led to a marked reduction in the number of store animals being imported into NI from ROI for further breeding and production as indicated in Figure 1.

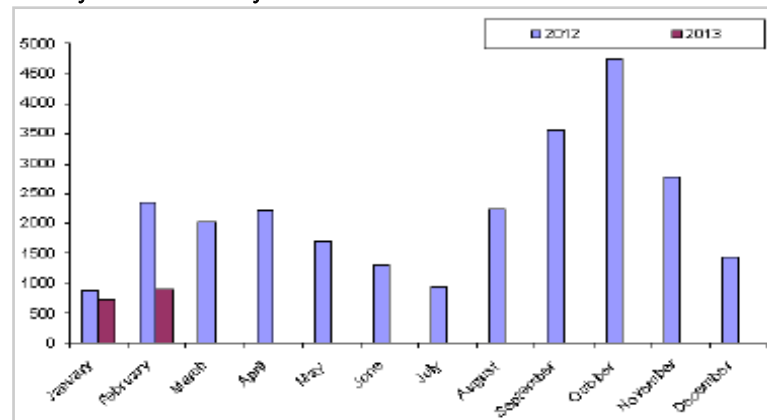
In February 2012 a total of 2,342 cattle were imported from ROI for breeding and production and in February 2013 this was just 895 head. This reduction

of 1,447 head represents a 62 per cent decline in imports when comparing the two months.

It is important that producers are aware that cattle born in ROI and finished in NI can qualify for Northern Ireland Farm

Quality Assured status provided that they have completed the required 90 day residency period in NI but it is also worth noting that these animals do not qualify for the Red Tractor Logo as they are not UK born.

**Figure 1: Cattle imported from ROI to NI for further breeding and production January 2012 to February 2013**



## FQAS Helpline

If you have had a recent inspection and need help and advice to rectify any non-conformances, contact the

FQAS helpline:  
028 9263 3024

## Answerphone Service

Factory Quotes &  
Mart Results  
Updated 5pm Daily

Tel: 028 9263 3011

## Text Service

Free Price Quotes sent to your mobile phone weekly

Email - [bulletin@lmcni.com](mailto:bulletin@lmcni.com)  
Tel: 028 9263 3000

# WEEKLY BEEF & LAMB MARKETS



## CATTLE TRADE

### NI FACTORY QUOTES FOR CATTLE

(P/KG DW)	This Week 04/03/13	Next Week 11/03/13
<b>Prime</b>		
U-3	356-360p	356-360p
R-3	350-354p	350-354p
O+3	344-348p	344-348p
* Plus 8p/kg in spec bonus where applicable		
<b>Cows</b>		
O+3 & better	275-300p	275-300p
Steakers	255-280p	255-280p
Blues	170-185p	170-185p

### REPORTED NI CATTLE PRICES - P/KG

W/E 02/03/13	Steers	Heifers	Young Bulls
U-3=	355.6	359.3	341.5
U=3=	353.3	363.0	341.9
U=4=	348.7	364.9	336.0
R=3=	350.5	356.7	339.0
R=4=	351.8	355.0	341.5
O+3=	348.2	351.1	331.4
O=3=	345.5	336.7	328.7
Average	345.8	351.4	330.7

### REPORTED COW PRICES NI W/E 02/03/13

Grades	Price (p/kg)	Avg Wgt
O+3=	296.4	318.1
O-3+	275.1	317.1
P+2+	262.4	286.0
P+3+	266.9	304.7
P-1-	172.5	212.5

## COMMODITIES

### COMMODITY PRICE

W/E 02/03/13	Price (£) per tonne / 1000litre	% weekly change
Barley	210.00	-1.2
Wheat	226.00	-1.7
Soya	486.00	-0.4
Straw	17.40	-
Red Diesel	725-745	-

\* Table shows the latest available commodity data in NI

### NI Prime Cattle Base Quotes Hit New Record High

BASE quotes from the plants for U-3 grade prime cattle reached record levels late this week with several plants quoting 360p/kg for both steers and heifers. This is an increase of 12p/kg from the top quote of 348p/kg last week. In the corresponding week in 2012 the top quote for U-3 steers and heifers from the plants was 326p/kg. Quotes for prime cattle this week range from 356-360p/kg with the additional 8p/kg bonus also available for in spec animals.

The deadweight trade for cows has also shown an improvement with plants quoting 275-300p/kg for O+3 grading cows. Producers should shop around to ensure that they get the best possible deal for all finished cattle. Plants have reported a tightening in the availability of cattle this week with strong competition between the plants for in spec steers and heifers in particular.

Prime cattle slaughterings in NI last week were similar to the previous week with a total of 6,561 head slaughtered. However cow slaughterings in NI last week totalled 1,268 head, a 22 per cent reduction on the previous week when 1,631 head were slaughtered. With increased penalties for non farm quality assured cattle at plants there has been a notable increase in the number of cows being exported to ROI for direct slaughter. For the year to date 1,860 cows have been exported to ROI plants for direct slaughter, a 38.8 per cent increase on the same period in 2012. Exports of prime cattle to ROI also showed a notable increase last week with 151 head exported compared to 61 head the previous week. A total of 311 cattle were also exported to GB last week for direct slaughter.

The improving deadweight trade resulted in the average steer price in NI last week increasing by 6.1p/kg to 345.8p/kg while the average heifer price increased by 6.7p/kg to 351.4p/kg. The R3 steer and heifer prices in the region increased by similar margins to 353.4p/kg and 357.8p/kg respectively.

An improvement in the trade has also been reported in GB with reports of reduced availability of prime cattle. Average steer prices in GB were up 3.4p/kg to 374.1p/kg while average heifer prices increased by 4p/kg to 372.0p/kg. While all regions showed an increase in average steer and heifer prices the strongest increases were recorded in Scotland and Northern England. In Scotland the average steer price increased by 5p/kg to 379.9p/kg while the heifer price increased by 2.8p/kg to 375.7p/kg. Meanwhile in Northern England the average steer price increased by 4.9p/kg to 377.0p/kg while the heifer price increased by 6.5p/kg to 374.9p/kg.

Prime cattle deadweight prices in ROI last week increased in the region of 2-3p/kg for the majority of reported grades with the euro continuing to remain strong against sterling. The average exchange rate last week was €1=86.68p. The R3 steer price in ROI last week was 352.7p/kg (+2.6p/kg) while the R3 heifer price was 367.9p/kg (+2.3p/kg). The R3 heifer price in ROI was 10.1p/kg higher than the R3 heifer price in NI last week.

### LAST WEEK'S DEADWEIGHT CATTLE PRICES (UK / ROI)

W/E 02/03/13	Northern Ireland	Rep of Ireland	Scotland	Northern England	Midlands & Wales	Southern England	GB	
Steers	U3	353.0	358.9	383.8	384.3	385.8	383.2	384.5
	R3	353.4	352.7	380.8	379.6	375.2	373.5	377.6
	R4	351.3	353.3	380.6	384.0	374.0	373.0	379.3
	O3	344.2	338.9	372.6	369.3	358.5	354.4	364.6
	AVG	345.8	-	379.9	377.0	370.9	363.8	374.1
Heifers	U3	361.6	381.4	384.7	383.2	386.6	383.9	384.8
	R3	357.8	367.9	376.8	377.4	375.3	374.0	376.0
	R4	355.2	368.1	377.7	378.0	372.7	373.1	375.8
	O3	343.1	351.4	361.7	363.5	365.6	357.3	362.0
	AVG	351.4	-	375.7	374.9	371.8	361.3	372.0
Young Bulls	U3	342.4	351.2	366.0	359.6	369.5	387.8	366.3
	R3	340.0	346.7	351.1	356.9	363.9	362.0	358.5
	O3	325.4	336.1	339.0	338.1	343.5	355.3	343.7
	AVG	330.7	-	343.2	341.7	351.5	350.9	346.9
Prime Cattle Price Reported	4946	-	7161	6073	5252	3770	22256	
Cows	O3	283.3	292.4	296.8	289.7	277.9	272.6	284.8
	O4	289.3	295.2	299.0	289.7	285.6	274.7	287.5
	P2	241.5	250.0	244.2	241.2	237.6	216.2	233.7
	P3	264.2	280.8	260.7	269.5	270.0	246.2	259.5
	AVG	260.0	-	287.4	266.2	272.9	234.9	263.4

Notes: (i) Prices are p/kg Sterling-ROI prices converted at 1 euro=86.68p Stg  
(ii) Shading indicates a lower price than the previous week.  
(iii) AVG is the average of all grades in the category, not just those listed

### LATEST LIVEWEIGHT CATTLE MART PRICES NI

W/E 23/02/13	1st QUALITY			2nd QUALITY		
	From	To	Average	From	To	Average
<b>Finished Cattle (p/kg)</b>						
Steers	200	218	209	180	199	190
Friesians	150	164	157	134	149	141
Heifers	200	218	210	180	199	190
Beef Cows	160	192	173	120	159	139
Dairy Cows	123	159	130	100	122	111
<b>Store Cattle (p/kg)</b>						
Bullocks up to 400kg	199	224	209	170	198	184
Bullocks 400kg - 500kg	202	220	207	175	200	188
Bullocks over 500kg	198	230	205	175	196	186
Heifers up to 450kg	190	209	200	170	189	180
Heifers over 450kg	196	221	205	175	195	185
<b>Dropped Calves (£/head)</b>						
Continental Bulls	200	360	245	140	198	170
Continental Heifers	170	300	210	100	168	130
Friesian Bulls	100	150	125	20	95	55
Holstein Bulls	70	140	90	2	68	30

# SHEEP TRADE

## HOGGET QUOTES

(P/Kg DW)	This Week 04/03/13	Next Week 11/03/13
NI Factories	410-420p	410-420p
ROI Factories	405p	410p

Notes: (i) Hoggets up to 22kg  
(ii) ROI prices converted at 1 euro=86.68p Stg

## REPORTED HOGGET PRICES - P/KG

(P/KG DW)	W/E 16/02/13	W/E 23/02/13	W/E 02/03/13
NI Liveweight	322.7p	337.3p	346.8p
NI Deadweight	347.2p	359.3p	382.9p
ROI Deadweight	354.2p	372.7p	364.8p
GB Deadweight	359.7p	362.8p	370.2p

## Deadweight Sheep Trade

**B**ASE quotes from the NI plants this week for R3 grading hoggets have increased to 410-420p/kg with plants reporting much tighter supplies. With reduced availability in recent weeks the hogget kill has gradually been reducing with 3,050 head slaughtered last week, a reduction of 1,200 head on the previous week. The number of hoggets being exported to ROI for direct slaughter has also been declining in recent weeks as supplies in NI have tightened with 9,161 head exported last week. This is a reduction of 1,460 head on the previous week. Deadweight lamb prices in NI last week were 382.9p/kg, an increase of 23.6p/kg on the previous week with reported prices now higher than reported deadweight prices in GB.

## This week's marts

**A** strong trade for hoggets has been reported across all of the marts this week. In Newtownstewart last Saturday 249 hoggets sold to an average of 380p/kg compared to 272 hoggets last week selling to an average of 359p/kg. In Kilrea on Monday 570 hoggets sold up to 390p/kg (avg 368p/kg) compared to 540 hoggets last week selling to a top price of 366p/kg (avg 350p/kg). A good trade in Markethill on Wednesday saw 960 hoggets sell from 360-408p/kg (avg 378p/kg) compared to 500 hoggets last week selling from 340-378p/kg (avg 355p/kg). A strong trade for cull ewes saw well fleshed ewes sell to over £90 in many of the marts with a top reported price of £104 in Markethill.

## LATEST SHEEP MARTS

From: 02/03/13 To: 07/03/13		Hoggets (P/KG LW)			
		No.	From	To	Average
Saturday	Omagh	875	333	399	
	Hilltown	580	400	435	402
	Newtownstewart	249	350	398	380
Monday	Swatragh	612	334	370	349
	Massereene	1006	360	405	
Tuesday	Kilrea	570	up to 390		368
	Saintfield	506	370	406	380
	Rathfriland	602	374	412	394
Wednesday	Armoyle	304	350	400	369
	Enniskillen	692	382	408	390
	Ballymena	1204	350	400	369
	Markethill	960	360	408	378

Contact us:

Website: [www.lmcni.com](http://www.lmcni.com)

Telephone: 028 9263 3000

Fax: 028 9263 3001

FQAS Helpline: 028 9263 3024

Answerphone: 028 9263 3011

Comments: [bulletin@lmcni.com](mailto:bulletin@lmcni.com)

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