

Weekly comprehensive boxed beef data was published for the last week of July this week. This report covers all sales types for boxed beef and provides the sales data in categories of Negotiated 0-21 days, Negotiated 22+ days, forward contracted, or formula sales.

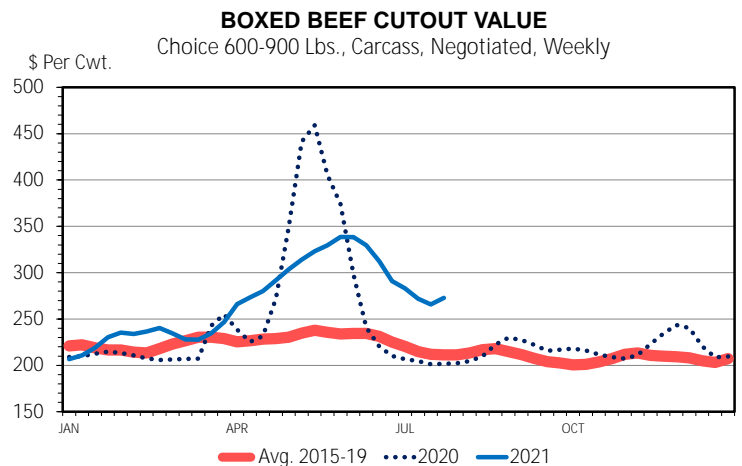
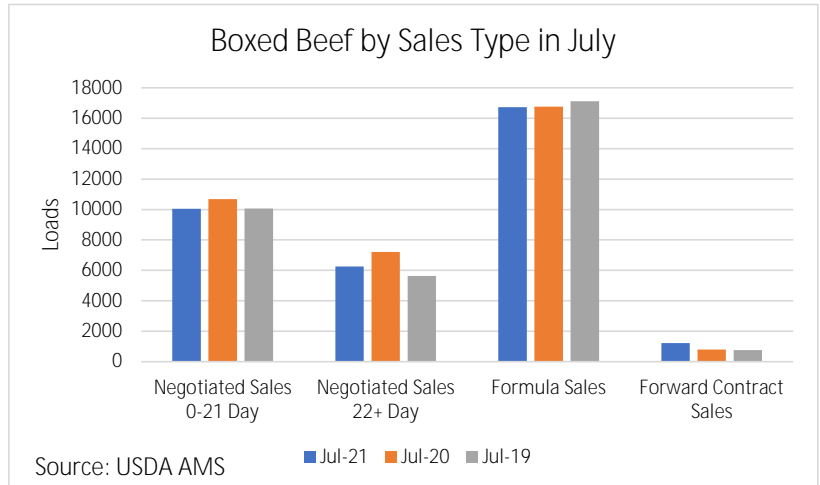
The sum over the last five weeks indicates most of the marketing arrangement volume is below 2020 with exception of forward sales. Negotiated 0-21 days is below last year by 6%, over 22 days negotiated trade is down 13%, while formula sales are down 0.2%. Forward sales, though have surged forward, up 54% from last year.

Forward sales is the smallest volume of the types of sales, and the last two years was under 1000 loads for July. Given last year's uncertainty its unsurprising there were high volumes of negotiated trade as customers were filling short-term needs, without a clear indication of what medium and longer term needs might be. July negotiated 0-21 days sales in 2020 were higher than 2019 by 6%. This year's volume is more similar to 2019, off by less than half a percent. Negotiated trade in the 22 days and over had large volumes last year up 28% over 2019. Those volumes although below last year are still larger than 2019 by just over 10%.

Formula sales were lagging both last year and 2019 volumes. The last two years have experienced high surges in wholesale beef and may have made buyers wary of using that style of pricing. Last year these volumes were about 2% below 2019, and this year is closely in line with last year, also down about 2% from 2019.

This report also tracks the delivery window across all types and the majority of loads in the latest report are set to be delivered in the next 21 days: 78% of the weekly volume. This is not abnormal as that delivery window is the largest and is routinely more than 70% of the total loads. The next largest window is the 22-60 days which usually is about 10-15% of the load volume while 61-90 and 90 plus days are less than 5% each.

Boxed beef prices have come down over the last several weeks after 4th of July buying, but have maintained a historically strong price. The comprehensive (across all sales types) was \$269.31 last week, about \$70 per cwt higher than last year or 34%. Last week also marked the first week over week uptick in awhile. It was up about \$2 per cwt, after 6 weeks of declining value from the high of



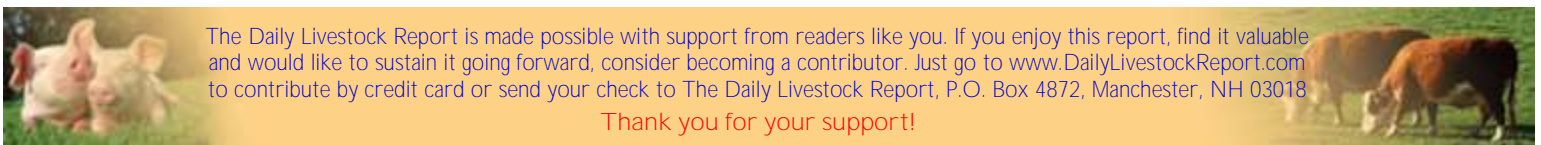
Data Source: USDA-AMS
Livestock Marketing Information Center

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\$323.96 per cwt.

This is usually the period where there is some weakness to boxed beef cutout values, and is largely a relative term so far this year. In recent years boxed beef cutout values have seen upside in the 4th quarter. That upside may be limited this year if the third quarter values remain high.

The weekly comprehensive report by USDA AMS can be found [here](#).



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