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NATIONAL BROILER MARKET AT-A-GLANCE



Majority prices in the major terminal were higher; however, trade sentiment was reported as generally steady, stronger in the West. Retail demand was seasonally slow to moderate, instances fairly good with light trading. Food service was mostly moderate. Supplies were usually sufficient to tight, but in the East, lighter weights were fully adequate to ample. In the parts complex, breast items were adequate to short with good movement, wings were in good balance and had fairly good interest, and dark meat items were sufficient with fair demand. In production areas, live supplies were moderate. Weights were mostly desirable.

Final report of prices negotiated for trucklot sales of ready-to-cook broiler/fryers delivered to first receivers at major market areas week of 08/23-08/28/99 (cents per lb)

| AREAS | US GRADE A (Includes branded product) | | | COMPOSITE | |
|---------------|--|------------|-------|------------|-------|
| | MAJORITY | WTD AVG | LOADS | WTD AVG | LOADS |
| Bos/New Eng | 54.50-56.00 | 54.78 | 18 | 57.03 | 27 |
| Chicago | 51.00-55.00 | 54.63 | 51 | 57.48 | 83 |
| Cincinnati | TFEWR | — | — | 62.21 | 26 |
| Cleveland | TFEWR | — | — | 61.40 | 15 |
| Denver | 65.50 | 65.40 | 17 | 63.08 | 46 |
| Detroit | 52.00-56.00 | 55.89 | 16 | 56.77 | 41 |
| Los Angeles | 66.00 | 65.43 | 73 | 64.80 | 172 |
| New York | 53.00-55.00 | 53.91 | 40 | 57.82 | 73 |
| Philadelphia | 51.00-52.00 | 52.56 | 9 | 53.80 | 33 |
| Pittsburgh | 52.00-53.50 | 52.89 | 9 | 59.08 | 63 |
| St. Louis | 54.00 | 54.00 | 20 | 56.33 | 45 |
| San Francisco | 66.50 | 66.05 | 30 | 65.12 | 89 |

Composite 12 City Weighted Average

| LOADS | 08/23/99 | Change/Last Wk | 08/16/99 | 08/24/98 |
|-------|----------|----------------|----------|----------|
| 713 | 59.90 | 0.58 | 59.32 | 72.47 |

WOG BROILERS (without giblets) - prices paid per lb delvd to first receivers in trucklot and less than trucklot quantities.

| REGIONS | MAJORITY | WTD AVG | LOADS |
|---|-------------|---------|-------|
| East | 58.00-60.00 | 58.89 | 39 |
| Central | 58.00-63.00 | 60.96 | 56 |
| West | 66.00-70.00 | 67.89 | 60 |
| Southeast Area FOB Dock Equivalent | | | |
| Mississippi | 60.50-62.00 | 60.64 | 86 |

GEORGIA F.O.B. DOCK PRICES

The Georgia f.o.b. dock quoted price on broilers/fryers for this week's trading is 60.75 cents based on ice-packed USDA grade "A" sized 2 1/2 to 3 pound birds.

| LOADS | RANGE | MONDAY FINAL WTD AVG FOB DOCK OR EQUIVALENT |
|-------|-------------|--|
| 1,204 | 51.00-69.50 | 59.65 |

The Georgia f.o.b. dock confirmed final weighted average prices on ice pack parts:

| ITEM | WTD AVG (CENTS PER POUND) | VOLUME (000 POUNDS) |
|------------------|------------------------------|------------------------|
| BREASTS - B/S | 188.00 | 4,236 |
| BREASTS - WHOLE | 88.00 | 2298 |
| THIGH MEAT - B/S | 61.00 | 582 |
| LEG QUARTERS | 21.50 | 9,167 |
| WINGS | 52.00 | 3,130 |

THIS INFORMATION IS SUPPLIED BY THE GEORGIA DEPARTMENT OF AGRICULTURE'S POULTRY MARKET NEWS SERVICE.

SOUTHERN REGION BROILER/FRYERS Trade sentiment was generally steady. Demand was fair to moderate with light trading. Supplies were more balanced for trade needs. In the parts structure, breast items were adequate to closely cleared and continued to move well, wings were in good balance with fairly good movement, and all other parts were mostly adequate with fair interest. In production areas, live supplies were moderate. Weights were mostly desirable.

WESTERN REGION BROILER/FRYERS The market was firm. Final majority prices were 1 cent higher than last week. Offerings adequate and continued to be held with confidence. Buyers interest was cautious. Demand was fairly good. Dealers reported moderate weekend carryovers. Breasts firm with balance of parts generally steady. The Los Angeles negotiated WOG average was up 5.32 at 67.73 with the volume reported up 14 percent at 24 loads.

MIDWEST REGION BROILER/FRYERS Final majority prices for week's deliveries increased from 1 to 3 cents in all areas, except Ohio reported too few to report. Whole fryer trade sentiment was steady. Retail demand was light to moderate and typical for the season. Food service movement was mostly moderate. Supplies were adequate to tight with sizes mixed, mostly desirable. Parts trading was irregular, best interest on wings and breast items. Some resistance to higher prices was noted in all areas. Supplies were adequate to short on breast items and adequate to close on the balance. Trade sentiment was fully steady on white meat items with remainder of items steady.

NORTHEAST REGION BROILER/FRYERS Trucklot buying interest on ready to-cook whole broiler/fryers was fair at best. Offerings varied in size with heavier weights generally in close balance and lighter weights more than adequate to cover current needs. Retail and distributive movement was slow and seasonal. The market tone was steady. In the parts market, breast items were still reported as difficult to locate and when found were sold at premiums, and the balance of items were usually sufficient for immediate needs.

DELMARVA BROILER/FRYERS Movement of ready-to-cook whole birds was mostly fair and best on the generally well balanced supply of 3.5 and 4.0 pound sizes. 2.5 and 3.0 pound sizes were fully adequate to ample. Live supplies were moderate; weights were mostly light to desirable. Processing schedules were moderately heavy. Less than trucklot asking prices were unchanged at 55 to 67 cents. Trade sentiment was generally steady. In the parts complex, breast items were in close balance to short. Leg quarters were adequate to fully adequate. Wings were adequate at most points.

*BROILER/FRYER CURRENT NEGOTIATED PRICES FOR IMMEDIATE DELIVERY INCLUDES MOSTLY MULTIPLE-DROP SHIPMENTS OF BRANDED AND WING TAGGED TO NEW YORK CITY FROM DELMARVA. **BRANDED U.S. GRADE A**

| | |
|------------------|-------|
| RANGE | 52-70 |
| WEIGHTED AVERAGE | 59.80 |
| NO. OF BOXES | 8,904 |

*6 of 8 plants reporting.

NORTHEAST BROILER/FRYER PARTS Trucklot buying activity was usually light. Offerings were still short on breast items, and generally sufficient on the remainder of items. Retail and distributive demand was reported as mostly slow and dealers showed very little optimism. The market tone was fully steady to firm on breast items and about steady on the balance.

PRICES PAID PER POUND, ICE PACKED AND CO2 PACKED BROILER/FRYER PARTS, DELIVERED TO FIRST RECEIVERS IN POOL TRUCKLOT AND TRUCKLOT QUANTITIES.

| ITEM | CURRENT NEG TRADING* | WTD AVG** | VOL/LBS |
|----------------------------|----------------------|-----------|---------|
| BREAST - B/S | 190-195 | 191.90 | 406,360 |
| TENDERLOINS | 150-155 | 155.22 | 95,160 |
| BREAST - WITH RIBS | 89-90 | 96.76 | 194,880 |
| BREAST - LINE RUN | 89 | 96.29 | 54,160 |
| LEGS | 30-31 | 34.09 | 262,880 |
| LEG QUARTERS (BULK) | 20-21 | 22.06 | 263,605 |
| DRUMSTICKS | 34-35 | 35.58 | 78,400 |
| THIGHS | 20-21 | 27.96 | 79,920 |
| B/S THIGHS | 70-71 | 72.94 | 26,040 |
| WINGS (WHOLE) | 48-49 | 56.25 | 167,800 |
| BACKS AND NECKS (STRIPPED) | 10-12 | 11.80 | 31,880 |
| LIVERS (5 POUND TUBS) | 40-45 | 50.11 | 12,176 |
| GIZZARDS (HEARTS) | 40-45 | 43.76 | 29,800 |

INCLUDES NEW YORK CITY METROPOLITAN AREA, NORTHERN NEW JERSEY, MASSACHUSETTS, CONNECTICUT, RHODE ISLAND, AND PENNSYLVANIA (NORTHEAST OF HARRISBURG).

* TODAY'S NEGOTIATED SALES AS OF 11:30 A.M.

** WEIGHTED AVERAGE PRICE OF ALL GRADES AND BRANDS OF PRODUCT SHIPPED, OR TO BE SHIPPED AS OF 1:30 P.M.

ARKANSAS BROILER/FRYER PARTS

F.O.B. DOCK OR EQUIVALENT, ICED OR CO2 PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LESS THAN TRUCKLOT VOLUME, CENTS PER POUND.

| ITEM | POUNDS (000) | RANGE | MAJORITY | WTD AVG |
|---------------------|--------------|---------------------|----------|---------|
| BREAST - B/S | 200 | 190.00-195.00 | 190-193 | 193.20 |
| TENDERLOINS | 168 | 164.00-205.00 | - | 182.50 |
| BREAST - WITH RIBS | 503 | 75.00-99.00 | 86-89 | 87.62 |
| FRONT HALVES | 760 | 67.00-84.00 | 77-78 | 77.68 |
| LEGS | 122 | 29.00-33.00 | 30-31 | 31.30 |
| LEG QUARTERS (BULK) | 250 | 17.00-19.00 | 19 | 18.84 |
| LEG QUARTERS (4/10) | 993 | 19.00-21.00 | 20 | 20.25 |
| WINGS (WHOLE) | 180 | 42.00-55.00 | 43-47 | 46.56 |
| DRUMSTICKS | | NO TRADING REPORTED | | |
| THIGHS | | NO TRADING REPORTED | | |

ESTIMATED SLAUGHTER OF BROILER-FRYERS (IN THOUSANDS)

| | ESTIMATE | | ACTUAL | | WTS |
|----------|-----------|--------|-----------|--------|------|
| | 08/23 | 08/19 | 08/19 | 08/16 | |
| ALA | 3,848 | 3,740 | 4.97 | 3,758 | 4.90 |
| ARK | 5,213 | 5,148 | 4.60 | 5,065 | 4.47 |
| DELMARVA | 2,457 | 2,465 | 4.87 | 2,434 | 4.47 |
| KY-LA-TN | 1,759 | 1,768 | 4.31 | 1,604 | 4.32 |
| MISS | 2,760 | 2,725 | 4.70 | 2,704 | 4.68 |
| NC | 2,586 | 2,515 | 5.42 | 2,480 | 5.34 |
| TEXAS | 2,034 | 2,069 | 4.66 | 2,019 | 4.34 |
| TOTAL | 20,657 | 20,430 | 4.80 | 20,064 | 4.66 |
| MON | 20,657(A) | | 20,064(A) | | |

(A) Weekly cumulative for states listed above.

Broiler-fryer slaughter under federal inspection for 23-Aug 1999 is estimated to be 30,905,000 up 2.65 percent from a week ago and up 7.56 percent from a year ago.

(Last week 30,108,000, last year 28,733,000)

SOUTHERN STATES BROILER/FRYER PARTS F.O.B. DOCK OR EQUIVALENT, ICED OR CO2 PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LESS THAN TRUCKLOT VOLUME, CENTS PER POUND. **POUNDS**

| ITEM | (000) | RANGE | MAJORITY | WTD AVG |
|---------------------|-------|-------------------|----------|---------|
| BREAST - B/S | 783 | 178.00-222.00 | 195-200 | 200.12 |
| TENDERLOINS | 190 | 145.00-200.00 | 180-185 | 181.11 |
| BREAST - LINE RUN | | TOO FEW TO REPORT | | |
| FRONT HALVES | | TOO FEW TO REPORT | | |
| LEGS | 92 | 30.00-36.00 | 30-32 | 30.78 |
| LEG QUARTERS (BULK) | 391 | 18.00-20.50 | 19-20 | 18.91 |
| LEG QUARTERS (4/10) | 1,210 | 20.00-23.00 | 21-22 | 21.32 |
| WINGS (WHOLE) | 81 | 51.50-57.00 | 52-53 | 54.62 |
| WINGS (CUT) | 399 | 55.00-69.00 | 60-61 | 60.00 |
| DRUMSTICKS | | TOO FEW TO REPORT | | |
| THIGHS | | TOO FEW TO REPORT | | |
| B/S THIGHS | 75 | 58.00-69.00 | - | 60.13 |

WHOLE BODY INDEX BASED ON SOUTHERN STATES PARTS TRADING FOR AUGUST 23, 1999 — F.O.B. DOCK.

| | RANGE | TODAY'S AVERAGE | 5-DAY AVERAGE |
|--|---------------|-----------------|---------------|
| | 51.25 - 59.75 | 55.55 | 52.61 |

The Index is intended solely as an indicator of values for commodity-type product and does not represent industry's willingness to sell or ability to buy.

MIDWEST REGION PARTS PRICES PER LB., ICE-PACKED POOL TRUCKLOT AND TRUCKLOT QUANTITIES DELIVERED TO IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, AND WI WEEK OF 08/23-08/27/99

| | Price Per Lb. | Mostly |
|----------------------------|-----------------|-----------------|
| BREAST - B/S | 174.50 - 200.00 | 185.00 - 190.00 |
| BREAST - LINE RUN | 82.50 - 97.00 | 87.00 - 91.00 |
| LEGS | 32.00 - 40.00 | - |
| LEG QUARTERS (BULK) | 18.00 - 26.00 | 20.00 - 21.00 |
| DRUMSTICKS | 27.00 - 50.00 | - |
| WINGS (WHOLE) | 43.00 - 50.00 | 45.00 - 47.00 |
| BACKS AND NECKS (STRIPPED) | 10.00 - 12.00 | - |
| LIVERS (5 POUND TUBS) | 25.00 - 39.00 | - |
| GIZZARDS (HEARTS) | 30.00 - 46.00 | - |

SOUTHERN CALIFORNIA (L.A. AREA) PROCESSED POULTRY, DELIVERED TO RESTAURANTS AND INSTITUTIONS

CENTS PER POUND. **RANGE**

| | |
|----------------------------------|---------|
| WOGS 2# & UP - WHOLE | 78-92 |
| WOGS 2# & UP - CUT UP 8&9 PIECES | 81-98 |
| FROZEN HENS 5# & UP | 88-93 |
| FROZEN DUCKS | 145-149 |
| FROZEN SQUABS | 589 |

DELIVERED TO RETAILERS IN SOUTHERN CALIFORNIA (L.A. AREA)

| | |
|------------------|-------|
| FRESH FRYERS | 82-84 |
| ROASTERS 4# & UP | 82-90 |
| HENS UNDER 5# | |
| HENS OVER 5# | 83-88 |
| DUCKS | 135 |
| RABBITS-WHOLE | 309 |
| RABBITS-CUT UP | 326 |

SAN FRANCISCO PROCESSED POULTRY

DELIVERED TO RESTAURANTS AND INSTITUTIONS

| | | |
|------------------|----------|---------|
| FRESH FRYERS | ICE PACK | 93-98 |
| | DRY PACK | 107 |
| ROASTERS 4# & UP | ICE PACK | 104 |
| | DRY PACK | 112 |
| HENS OVER 5# | DRY PACK | 98 |
| | ICE PACK | 92 |
| DUCKS | | 149-166 |

EASTERN REGION PRICES NEGOTIATED FOR MECHANICALLY SEPARATED CHICKEN IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES, CENTS PER POUND FOR DELIVERY WITHIN TWO WEEKS.
August 20, 1999

CHICKEN PRICES

| FAT CONTENT | -----FROZEN----- | | -----FRESH----- | |
|----------------|------------------|-----------|-----------------|-----------|
| | FOB DOCK | DELIVERED | FOB DOCK | DELIVERED |
| 15% OR LESS | | | | |
| RANGE | 16.00-18.00 | - | 18.00 | - |
| WTD AVERAGE | 16.47 | - | 18.00 | - |

1,204,000 pounds, this includes 372,000 pounds for export shipment.

CHICKEN PRICES, WITH ADDED SKIN

| | | | | |
|-------------|-------------|-------------|---|-------|
| 15% OR LESS | | | | |
| RANGE | 14.00-17.00 | 17.00-17.50 | - | 17.00 |
| WTD AVERAGE | 14.18 | 17.25 | - | 17.00 |

695,000 pounds, this includes 0 pounds for export shipment.

| | | | | |
|-------------|-------------|-------------|-------------|-------------|
| 15-20% | | | | |
| RANGE | 12.25-15.00 | 14.00-17.00 | 12.00-16.00 | 13.00-14.00 |
| WTD AVERAGE | 14.66 | 15.50 | 13.38 | 13.38 |

2,044,000 pounds, this includes 280,000 pounds for export shipment.

| | | | | |
|-------------|---|---|-------|---|
| 20% OR MORE | | | | |
| RANGE | - | - | 13.50 | - |
| WTD AVERAGE | | | 13.50 | |

200,000 pounds, this includes 0 pounds for export shipment.
* INCLUDES THE FOLLOWING STATES: CT, DE, FL, GA, MA, MD, ME, NC, NH, NJ, NY, PA, RI, SC, VA, VT, WV

SOUTH CENTRAL HEAVY LIVE HEN REPORT Trading levels were lower compared to the past week. Demand was light for fully adequate offerings of spent hens. Finished sales were sluggish with current slaughter schedules at capacity. Seasonal reductions in flock size are providing ample raw materials. Trade sentiment was weak.

HEAVY TYPE HENS (7 LBS AND UP) *
FINAL PRICE, CENTS PER LB., GENERALLY FOR SLAUGHTER THE WEEK OF 23-AUG-99

| | RANGE CENTS/LB. | MAJORITY | WTD AVG |
|-----------------------|--------------------|----------|---------|
| AT FARM BUYER LOADING | 9-19.5 | 14-16 | 14.76 |

* WEIGHTS UNDER 7 LBS. SUBJECT TO DISCOUNT.

CENTRAL REGION PRICES NEGOTIATED FOR MECHANICALLY SEPARATED CHICKEN IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES, CENTS PER POUND FOR DELIVERY WITHIN TWO WEEKS.
August 20, 1999

CHICKEN PRICES

| FAT CONTENT | -----FROZEN----- | | -----FRESH----- | |
|----------------|------------------|-----------|-----------------|-----------|
| | FOB DOCK | DELIVERED | FOB DOCK | DELIVERED |
| 15% OR LESS | | | | |
| RANGE | - | - | - | - |
| WTD AVERAGE | | | | |

0 pounds, this includes 0 pounds for export shipment.

CHICKEN PRICES, WITH ADDED SKIN

| | | | | |
|-------------|---|-------------|-------------|-------------|
| 15% OR LESS | | | | |
| RANGE | - | 16.50-18.50 | 13.00-15.00 | 14.00-17.00 |
| WTD AVERAGE | | 17.50 | 14.33 | 16.08 |

775,200 pounds, this includes 0 pounds for export shipment.

| | | | | |
|-------------|-------------|---|-------------|-------------|
| 15-20% | | | | |
| RANGE | 13.00-14.00 | - | 10.50-14.00 | 13.00-14.00 |
| WTD AVERAGE | 13.50 | | 11.69 | 13.60 |

2,694,000 pounds, this includes 204,000 pounds for export shipment.

| | | | | |
|-------------|---|---|---|---|
| 20% OR MORE | | | | |
| RANGE | - | - | - | - |
| WTD AVERAGE | | | | |

0 pounds, this includes 0 pounds for export shipment.
* INCLUDES THE FOLLOWING STATES: AL, AR, IA, IL, IN, KS, KY, LA, MI, MN, MO, MS, ND, NE, OK, OH, SD, TN, TX, WI

SOUTHEAST HEAVY LIVE HEN REPORT Majority prices were unchanged to higher when compared to a week earlier. However, markets were very unsettled and at best barely steady. Offerings were ample for a unaggressive demand. Processing schedules were close to normal.

HEAVY TYPE HENS (7 POUNDS AND UP) *
FINAL PRICE, CENTS PER LB., GENERALLY FOR SLAUGHTER THE WEEK OF 23-AUG-99

| | RANGE CENTS/LB. | MAJORITY | WTD AVG |
|--------------------------|--------------------|----------|---------|
| AT FARM BUYER LOADING | 7.5-17 | 14.5-17 | 14.59 |
| AT FARM PRODUCER LOADING | TOO FEW TO REPORT | | |
| FOB PLANT | TOO FEW TO REPORT | | |

* WEIGHTS UNDER 7 LBS. SUBJECT TO DISCOUNT.

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