

Sheep and Goat Outlook

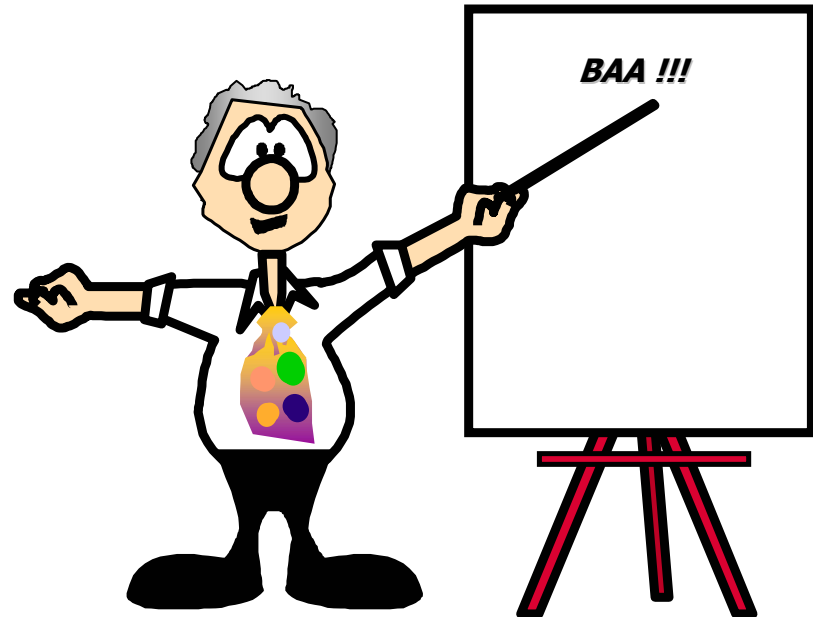
Southern Outlook Conference
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Overview

- Goat Market and Issues
- Sheep Market and Issues
- Future



Non-Traditional Marketing... or Old Traditional Marketing

- Direct Sales... Dead or Alive
 - Affects values by weight
 - Slaughtered to specific needs
- Loaded on Trucks to East
 - Slaughter in warehouses?
- Regular Buyers for These Markets

Goats

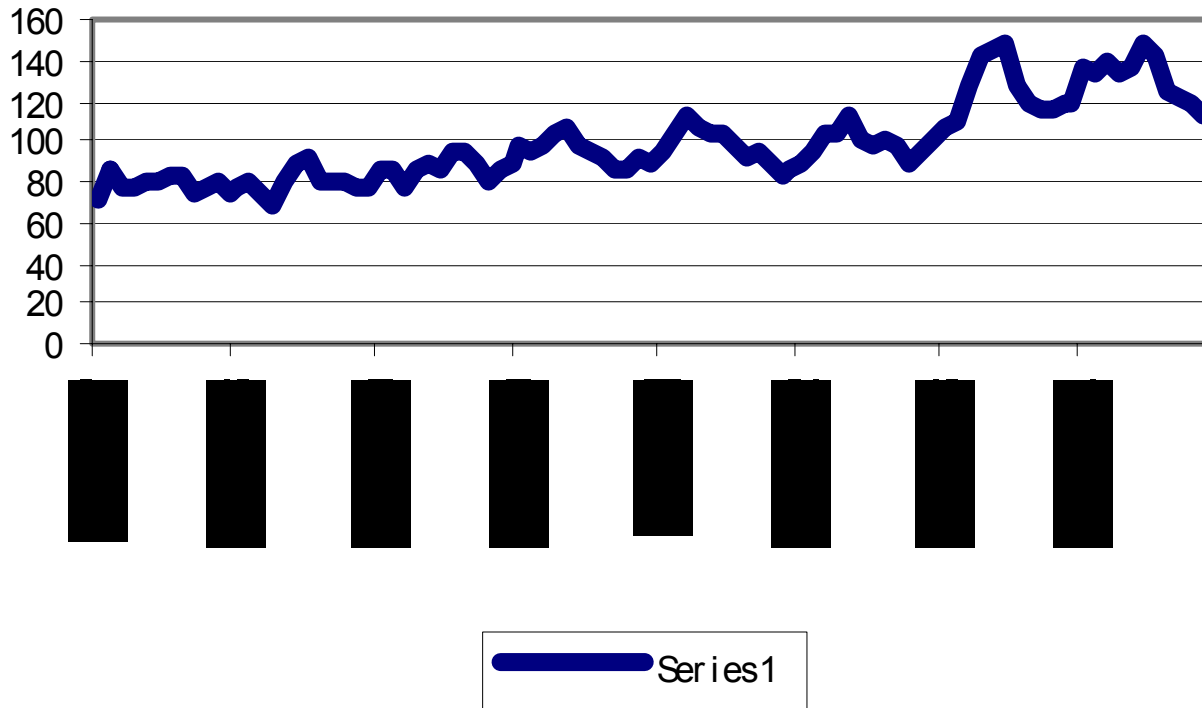
Goat Market

- Growing Ethnic Market
 - Holiday driven
- Weights Matter
 - Smaller carcasses good for some of these markets – easier to slaughter at home
 - See differences in prices
- Production Driven/Aided
 - Introduction of Boer goats
 - Shift from Angoras and Spanish goats

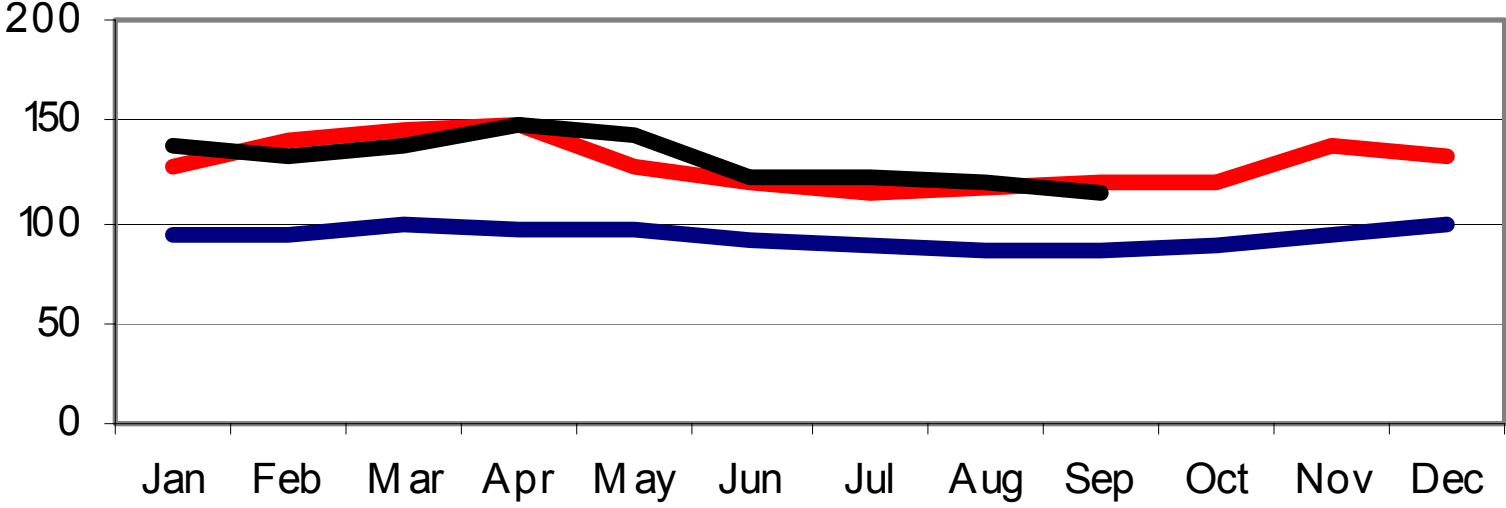
Goat Market

- Inventory Data
 - Suspect, I think
 - From 4.2 million to 1.2 million in 40 years
- Slaughter
 - 2,000 to 13,000 per week over last 15 years

Goat Prices, 60-80 lb, Auction



Goat Prices, 60-80 lbs, Auction



— Avg 99-03 — 2004 — 2005

Sheep and Lamb

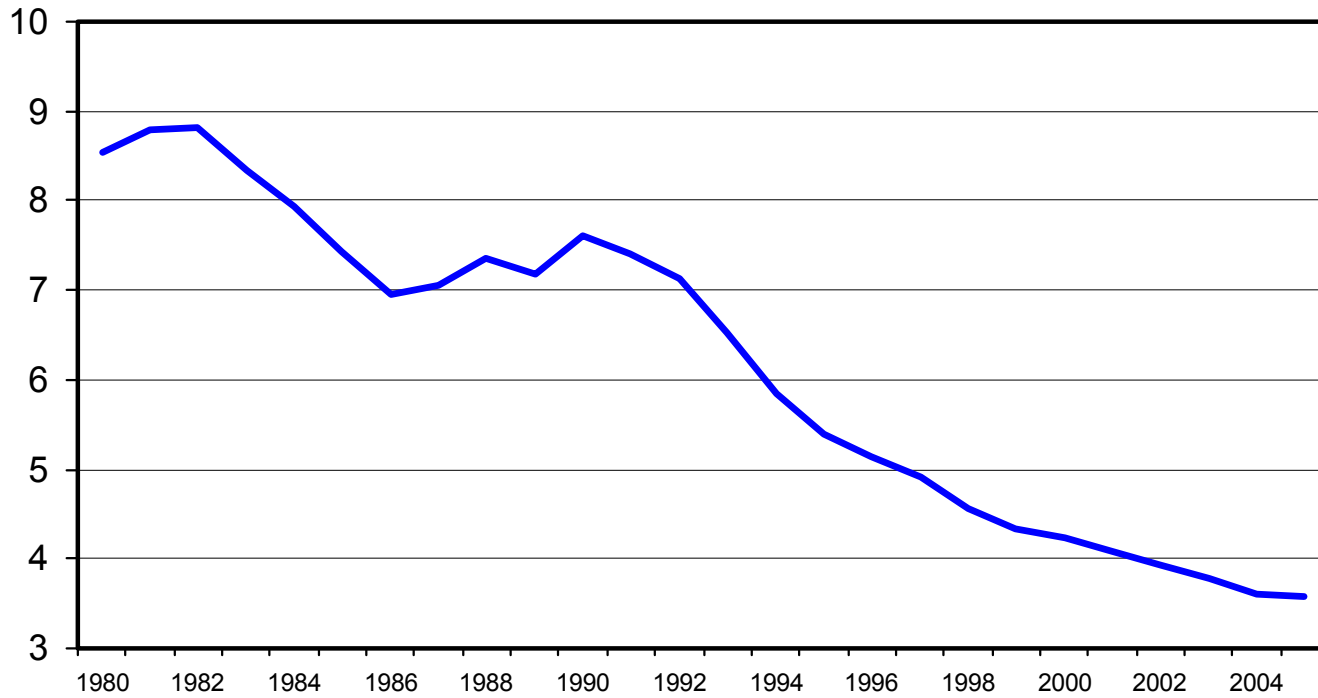
Lamb Market

- Increasing Flock Size
 - Higher prices
- Imports Continue to be Issue
- Policy Issues
 - Wool marketing loan
 - LRP potential
 - Checkoff
- Hair Sheep
 - No wool, can be smaller, good for new markets

BREEDING EWES 1 YEAR & OLDER

January 1, U.S., Annual

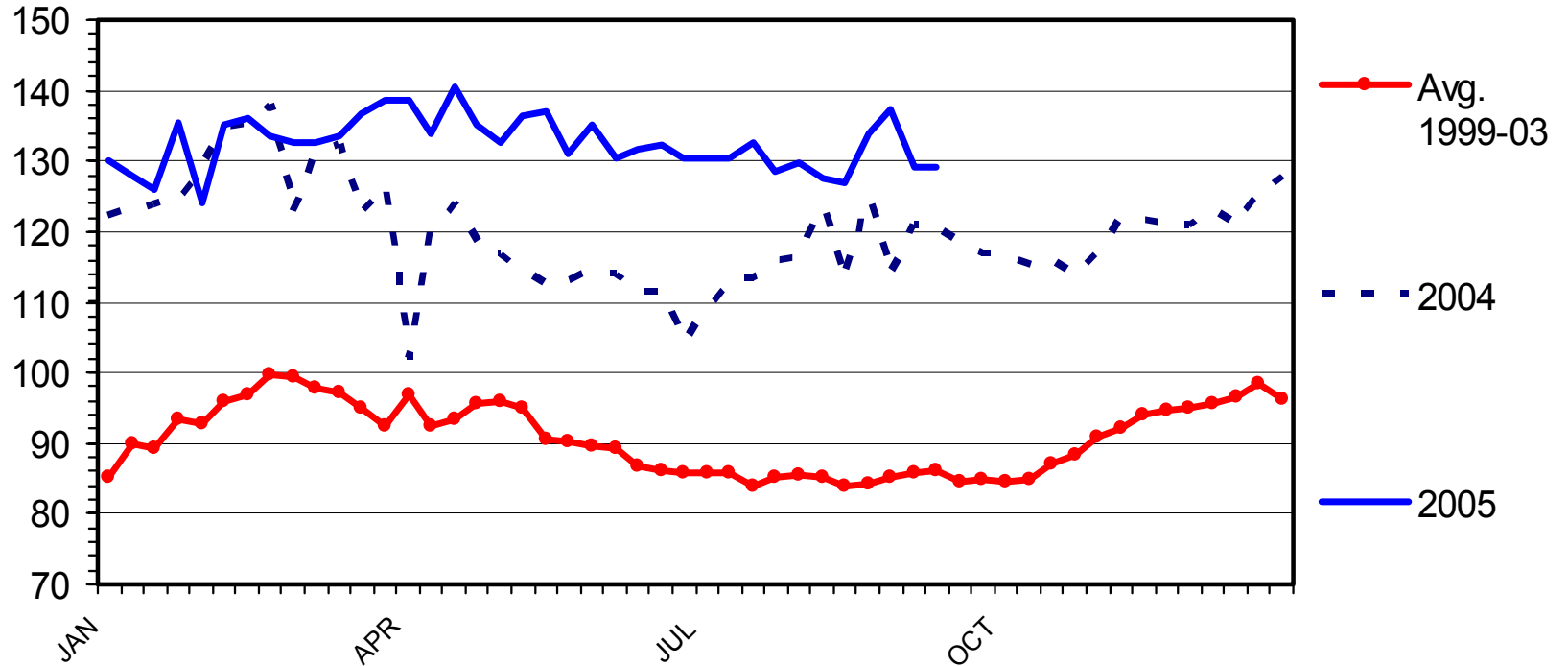
Mil. Head



FEEDER LAMB PRICES

70-90 Pounds, San Angelo, TX Auction, Weekly

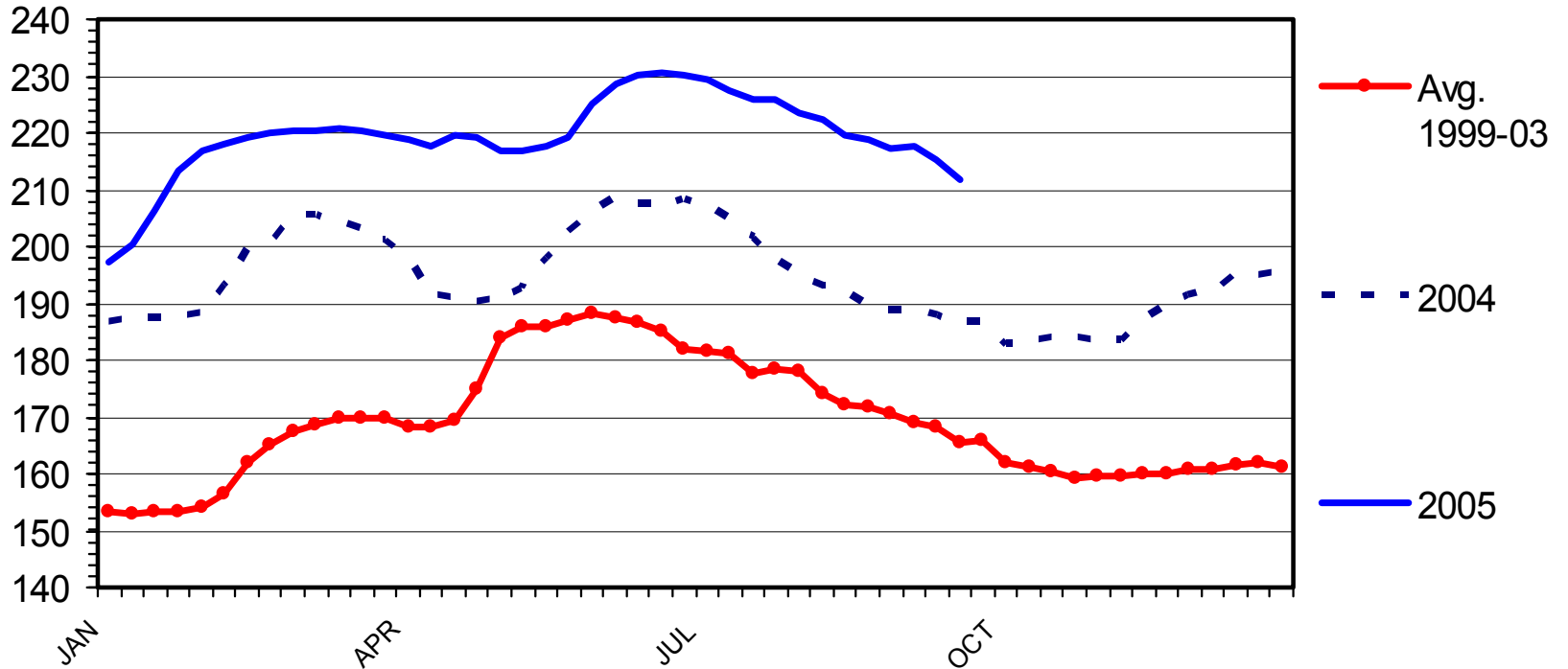
\$ Per Cwt.



WHOLESALE LAMB CARCASS PRICES

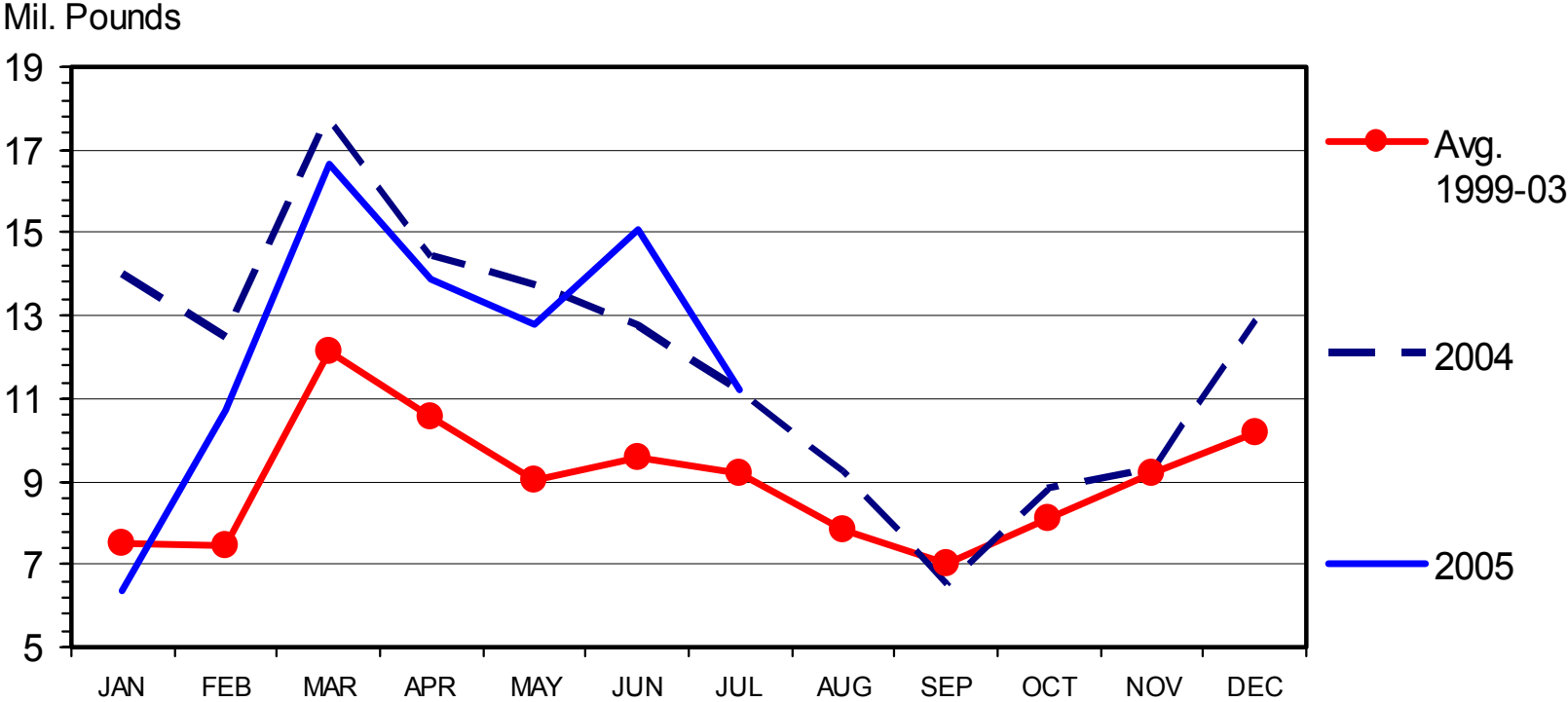
65-75 Pounds, Carlot Volume, Delivered East, Weekly

\$ Per Cwt.



U S LAMB IMPORTS

Carcass Weight, Monthly



Summary

- Goats - Continued Growth
 - Little reason to expect price declines
- Lamb – High Prices
 - Continued increasing numbers
 - Tempered by imports
 - Prices close to this year
- Longer Term
 - Do consumption habits change over time?
 - Do immigrants become “Americanized”