



Enhancing Demand for American Lamb in Export Markets

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USMEF Offices and Representatives

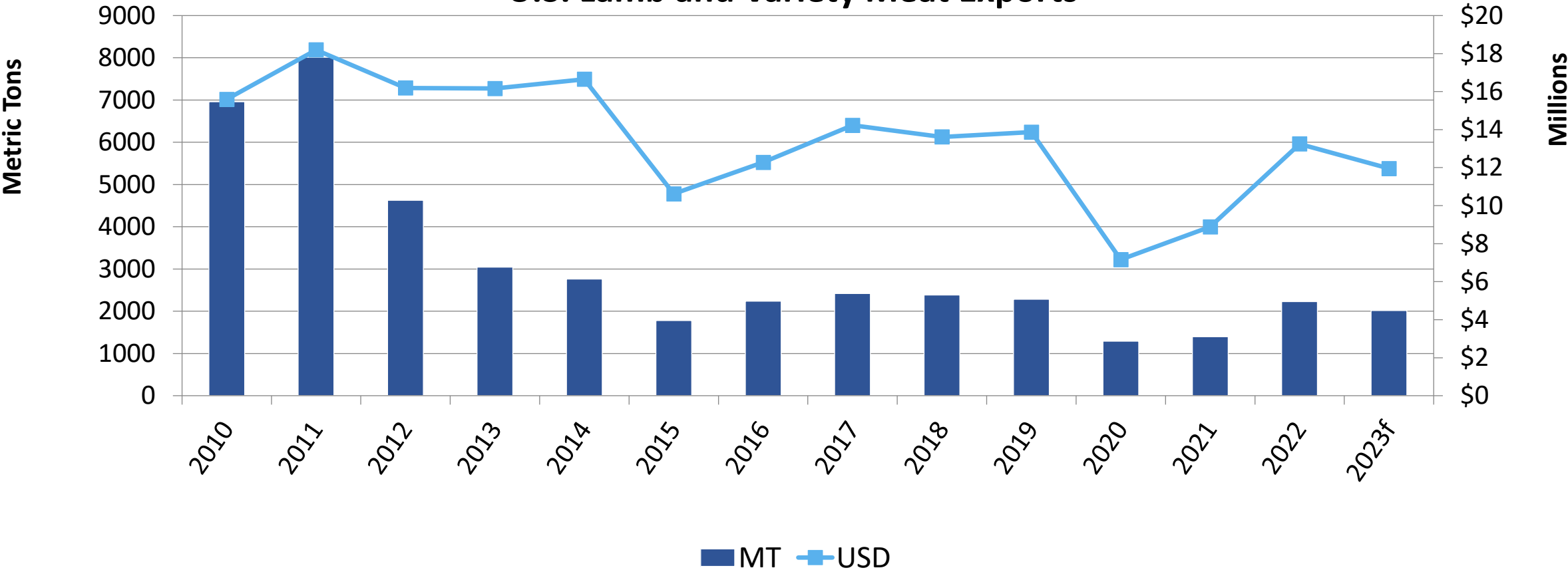
USMEF Sectors

- Beef/Veal Producing and Feeding
- Farm Organizations
- Feedgrains Producing
- Lamb Producing and Feeding
- Oilseeds Producing
- Packer/Processor
- Pork Producing and Feeding
- Purveyor/Trader
- Supply and Service Organizations/Agribusiness

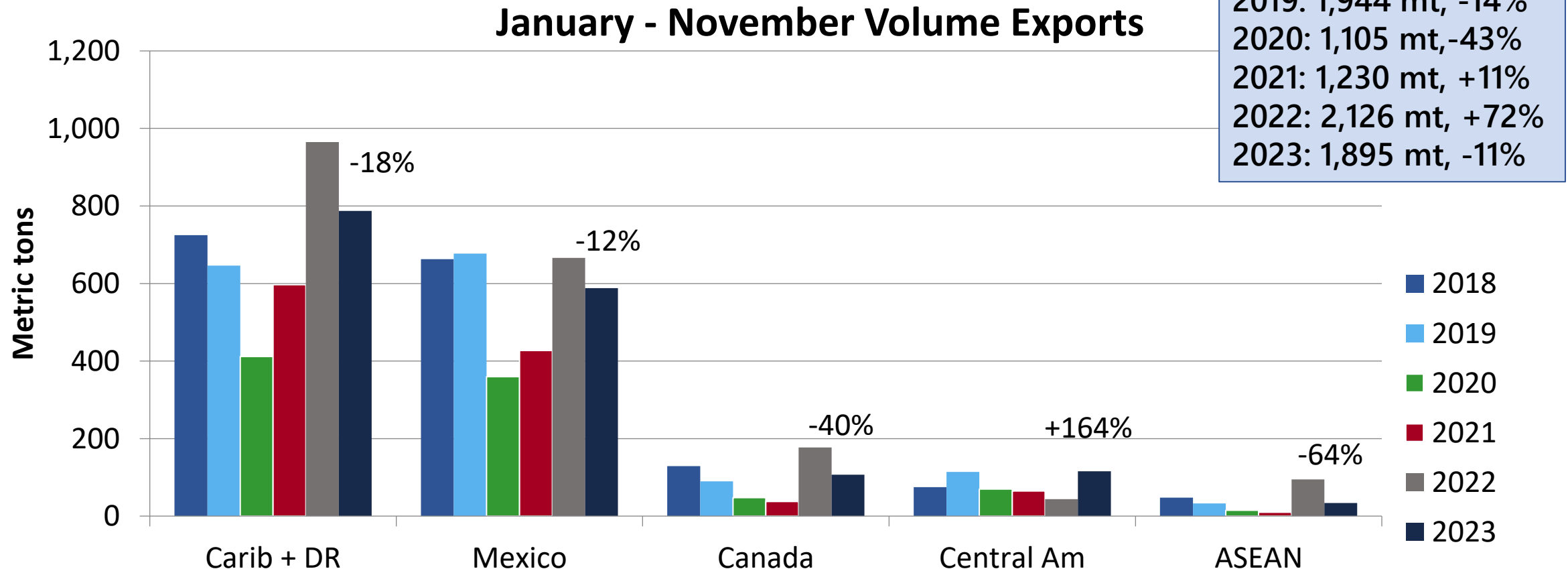


Through November 2023, U.S. lamb muscle cut exports totaled 1,895 mt (4.2 mil lbs.), down 11% year-over-year, valued at \$11.05 million, down 11.5%

U.S. Lamb and Variety Meat Exports



U.S. Lamb Muscle Cut Exports to Top Markets



Composition of U.S. Lamb Exports

Necks, heads, carcasses, square-cut shoulders, legs, racks, hindshanks, & loin chops to Mexico

Cap-off racks, legs, shanks, grinds, square-cut shoulders & variety meats to Canada

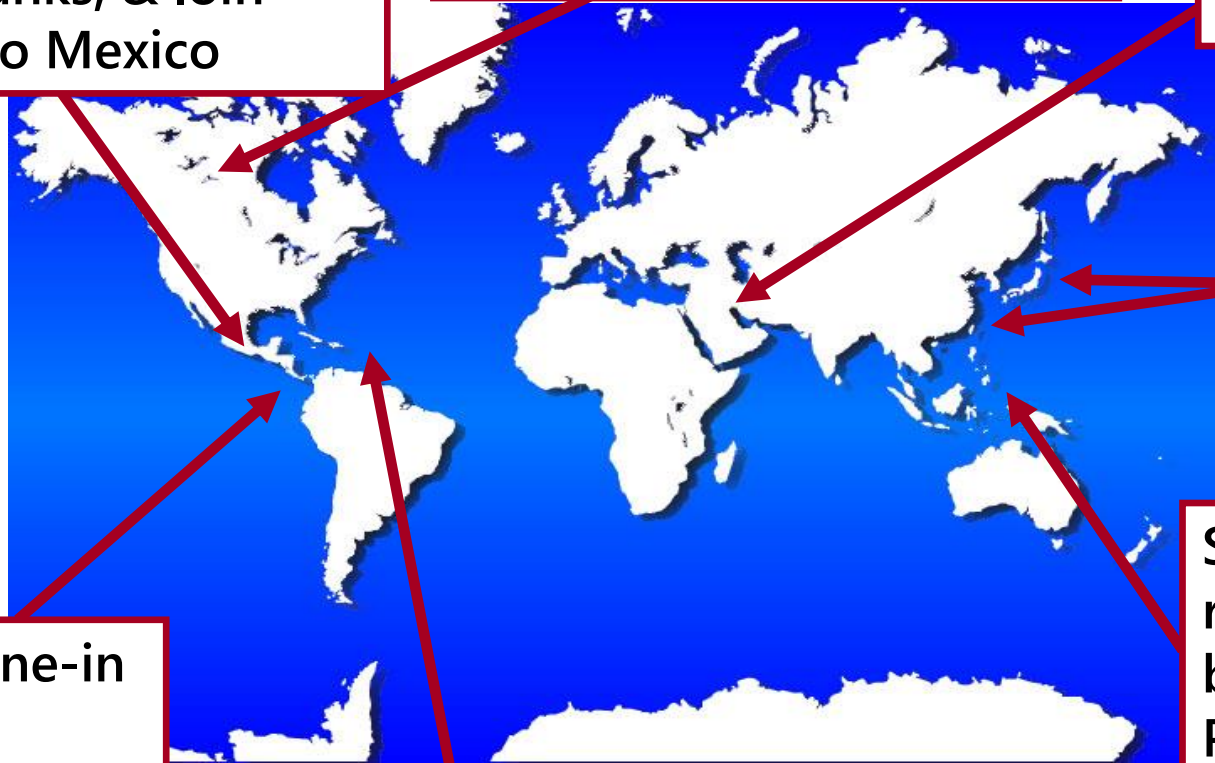
Middle meats to the Middle East

Loin chops and racks to Japan and Taiwan

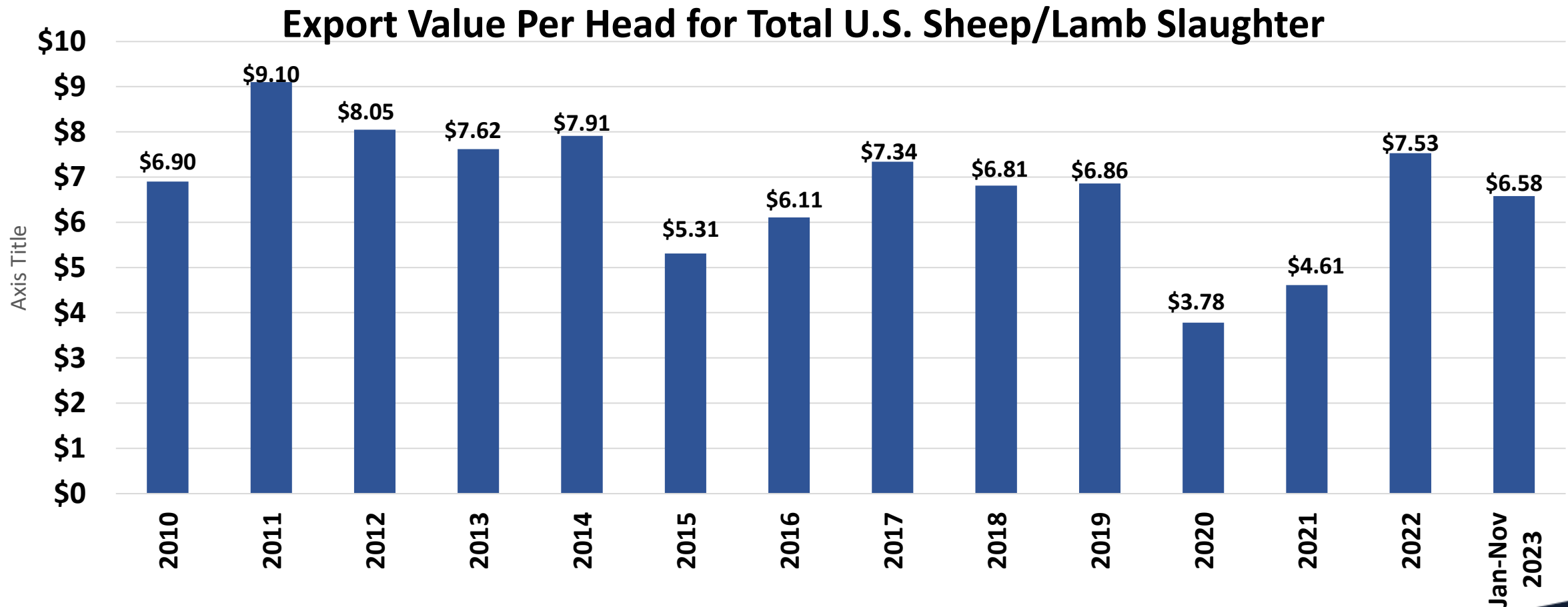
Shoulder ribs, frenched racks, legs, breast bones, trimmings to the Philippines

Frenched racks, bone-in & boneless legs, shoulder, shank, carcasses to Central America/DR

Shoulders, legs, & racks to the Caribbean



Through November 2023, exports equated to \$6.58/head of all sheep and lambs slaughtered in the U.S.



Source: USDA/USMEF, FI slaughter including lambs



U.S. a niche exporter of high-quality lamb, international marketing attributes include:

- **Taste and cut size**

- American lamb has a milder, less gamey taste and larger cut sizes due to genetic selection and grain feeding

- **Muscle to bone ratio**

- There is a higher meat yield in meat breeds vs. wool breeds

- **Feedlots**

- American Lamb is fed a high-quality grain diet for 30-45 days prior to harvesting to develop superior muscling, marbling, and flank streaking

- **Sizes and breeds**

- A large percentage of lambs processed in the U.S. are hybrid crossbreeds. Multipurpose maternal breeds such as Columbia, Rambouillet, and Targhee are bred with meat breed rams like Suffolk, Hampshire, and Dorset. The resulting lambs are fast growing with medium wool and finish at 130-160 pounds live weight

- **Lamb Quality**

- 90% of USA Lamb Quality grades are either Choice or Prime, indicating a youthful carcass that is very high-quality



Caribbean

Top Markets for U.S. Lamb:

- Netherlands Antilles
- Bahamas
- Leeward-Windward Islands
- Trinidad & Tobago
- Turks & Caicos
- Barbados

Increased Interest:

- Bermuda
- Cayman Islands



Lamb Kickoff at Butcher Block in Jamaica

**JAFOOD+DRINK
KITCHEN**

**LAMB
NITE @
THE
KITCHEN**

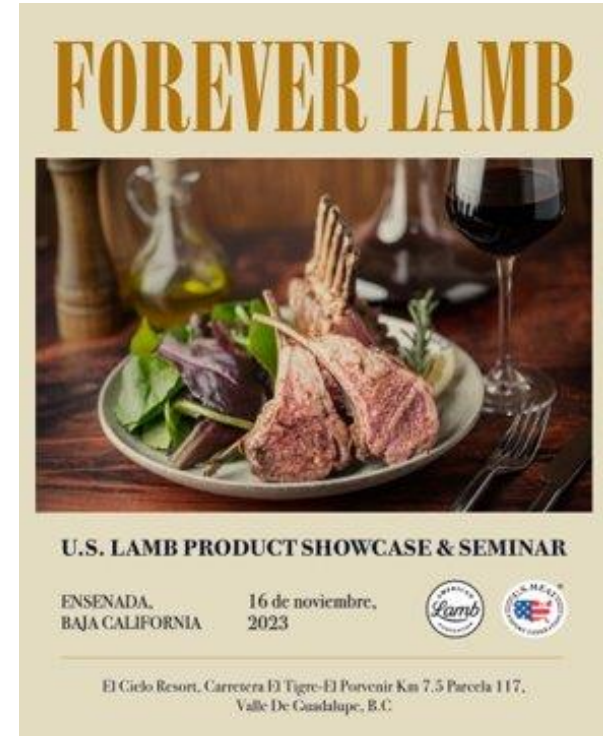
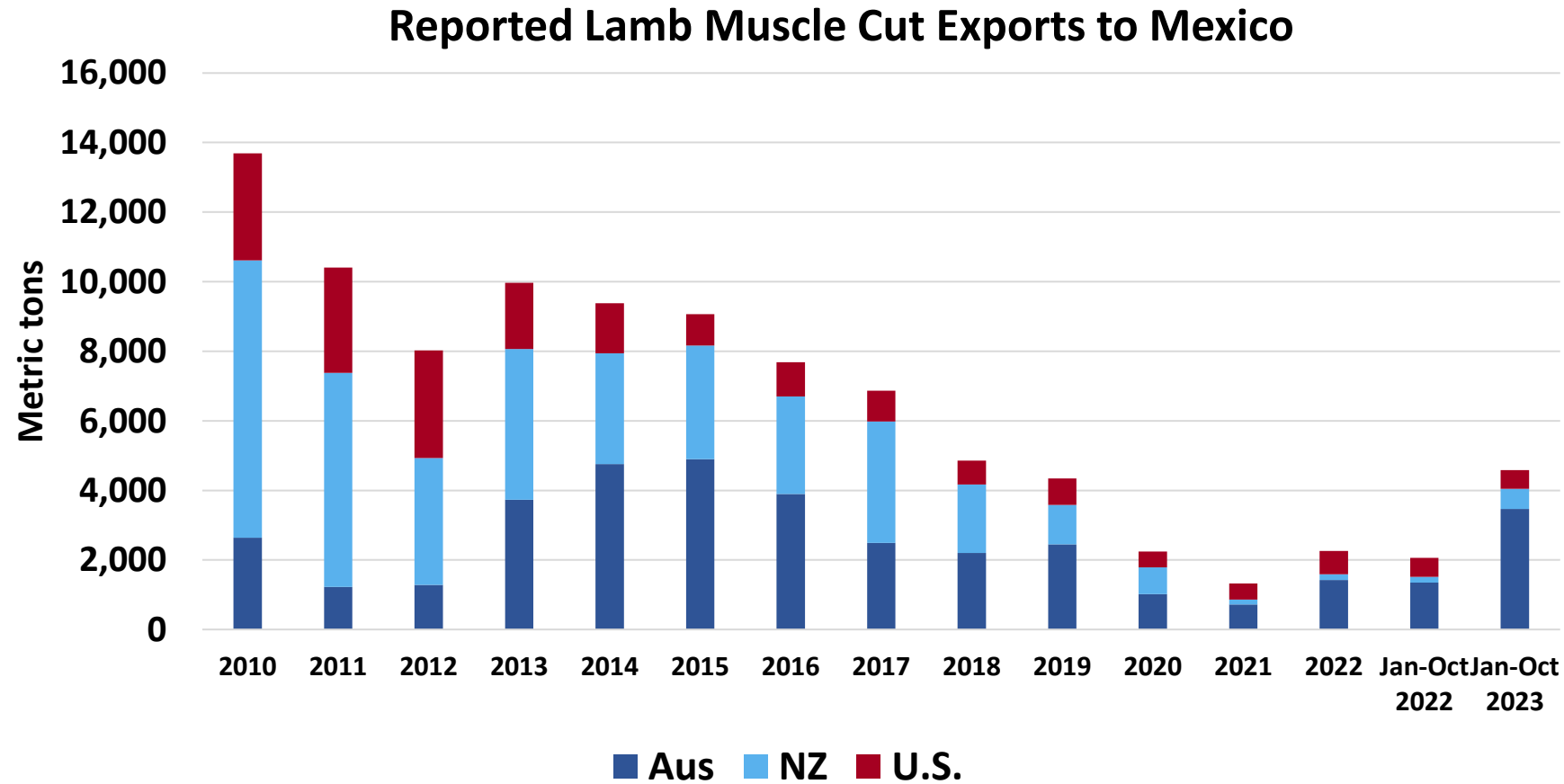
A **PREMIUM** COOKING +
DINING EXPERIENCE

Special Guest Presenter **Liz Wunderlich**
from The US Meat Export Federation

THURS, JUNE 22ND
1ST SEATING 6:30PM
2ND SEATING 7:45PM



Room to rebuild Mexico's imports following covid slowdown



Chef and consumer education on U.S. lamb in the Philippines



U.S. Meats Philippines
April 25, 2023 · 🌐

Feeling fancy tonight? Try out this easy, delicious recipe for Herbed Lamb Chops. Satisfy your lamb cravings now with U.S. quality meats from leading supermarkets near you!



U.S. Meats Philippines

Published by Cherry Lutero ·
July 10, 2023 · 🌐

Lamb isn't just a treat for your taste buds—it's also a nutritious choice! Enjoy your next luxurious meal with best-quality lamb! Buy U.S. Lamb now from the South Supermarket!
Reference: <https://americanlamb.com/nutrition/>

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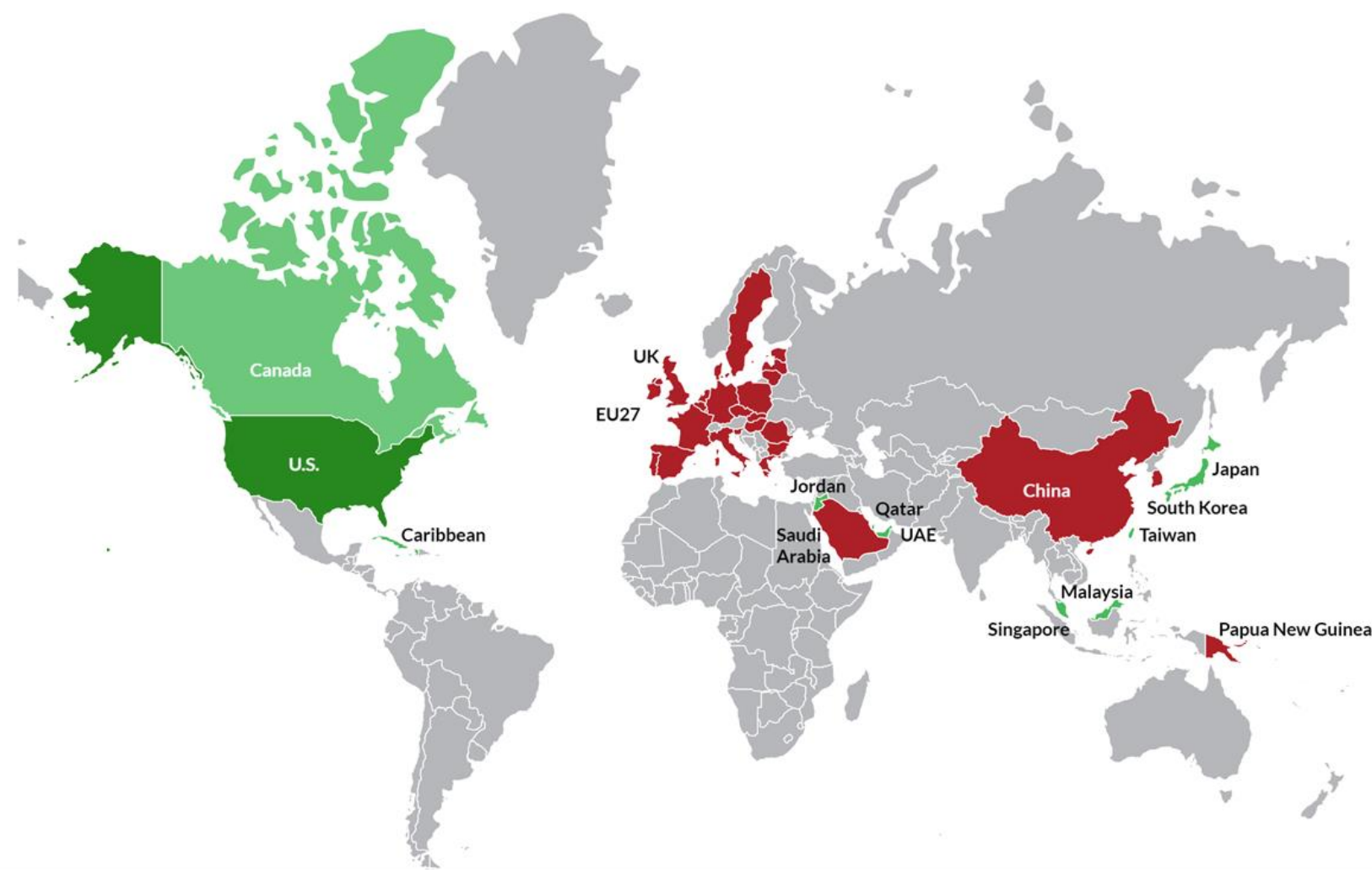
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High-end positioning of U.S. lamb in Japan



U.S. lamb access in top global import markets



	Total Lamb & LVM Import Volume (mt)	Total Lamb & LVM Import Value (\$)
China	357,569 mt	\$2.07 bil
U.S.	151,773 mt	\$1.49 bil
EU 27	142,162 mt	\$1.32 bil
UK	54,555 mt	\$429 mil
Malaysia	43,099 mt	\$292 mil
UAE	38,378 mt	\$281 mil
Canada	28,432 mt	\$267 mil
Saudi Arabia	26,341 mt	\$185 mil
Papua New Guinea	24,067 mt	\$72 mil
South Korea	23,643 mt	\$239 mil
Qatar	23,430 mt	\$167 mil
Japan	22,011 mt	\$235 mil
Taiwan	16,106 mt	\$108 mil
Jordan	14,487 mt	\$110 mil
Singapore	13,312 mt	\$93 mil
Caribbean	7,931 mt	\$55 mil

Markets in green indicate U.S. lamb access, markets in red indicate no access; trade stats from TDM



