

# **theSauerReport**<sup>TM</sup>

established 1985

## **Half monthly report**

**December 18<sup>th</sup>, 2020**

Global hides and skins market intelligence and pricing information brought to you by theSauerReport.com. The report includes recent pricing graphs and tables with analysis for raw materials and semi-processed leathers for the international leather industry.

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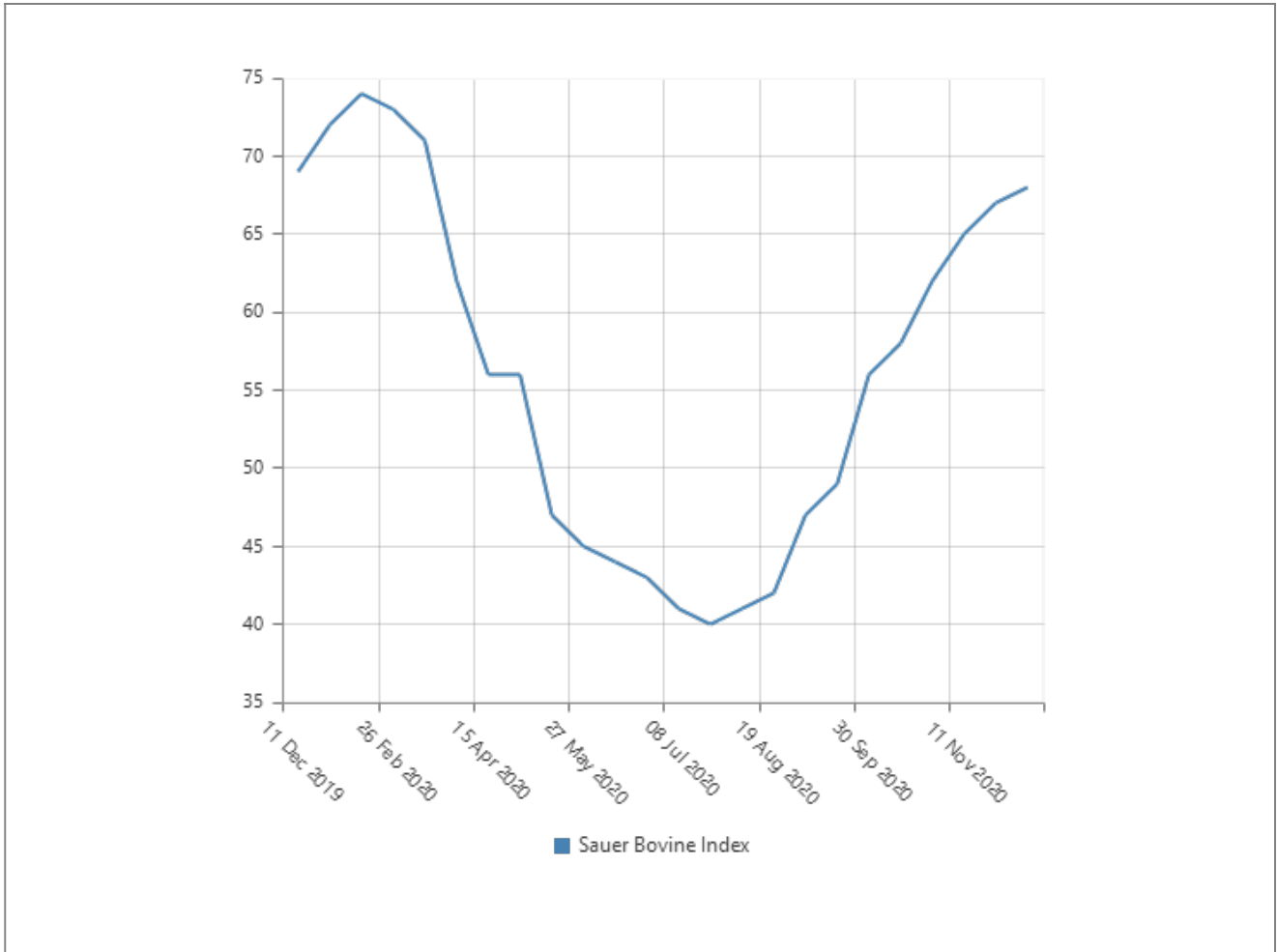
# The Sauer Indexes

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**Recent update:** For this latest update of the Sauer indexes, it has shown more modest increases on hides, but both still showing an upward price trend. Slaughters around the world are still low, and even the in U.S. numbers are starting to drop away, so if the demand for finished leather within China continues, then so is the expectation of further slight price corrections, especially on the more sought after steer hides. Bovine is up 1 index point, and upholstery is up 3 index points. Goatskins remain unchanged this time around, the lack of trading is possibly masking the true price of these skins, which is predicted to fall once serious levels of trading restart. Ovine is up 5 index points. The vast majority of this increase can be attributed to the wool trade, and in particular the merino wool. Many skins around the world are still at zero green price, which highlights just how much the wool trade is propping up the skin business.

## The Sauer Bovine Index - past 12 months

### Sauer Bovine Index

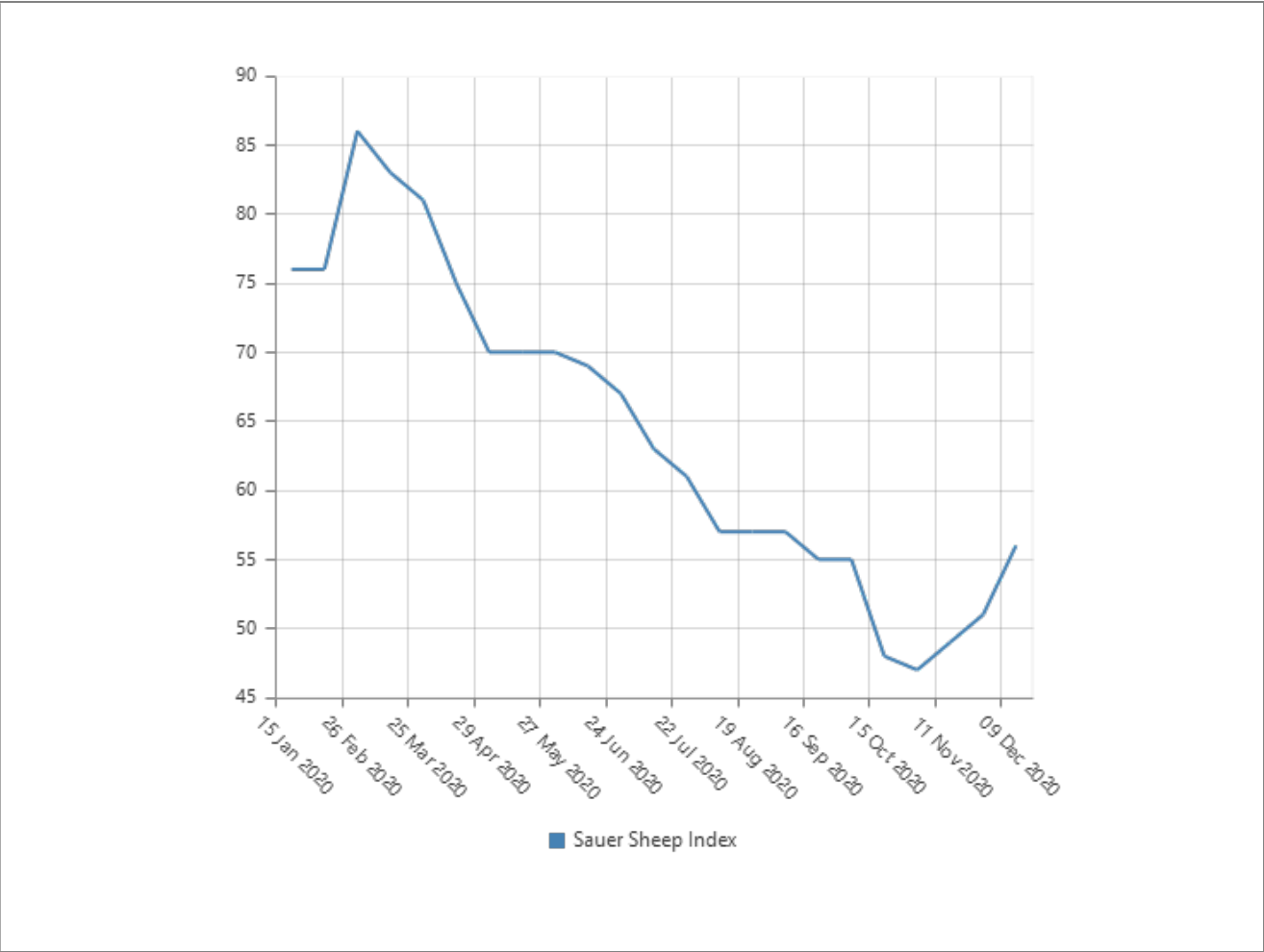


Notes: Week 14, 1991 = 100

Source: Edify Digital Media

# The Sauer Sheepskin Index - past 12 months

Sauer Sheep Index

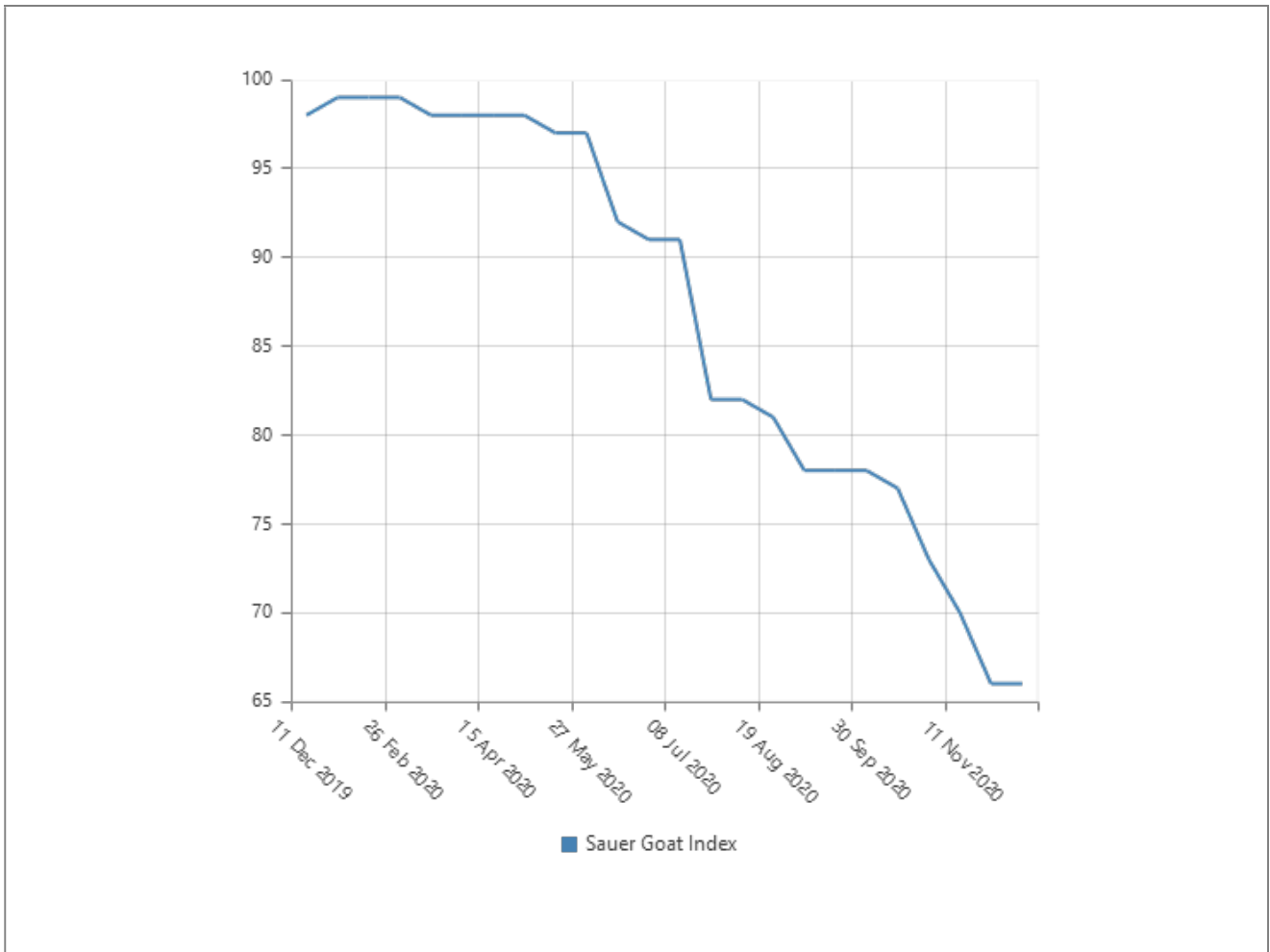


Notes: Week 14, 1991 = 100

Source: Edify Digital Media

## The Sauer Goatskin Index - past 12 months

Sauer Goat Index

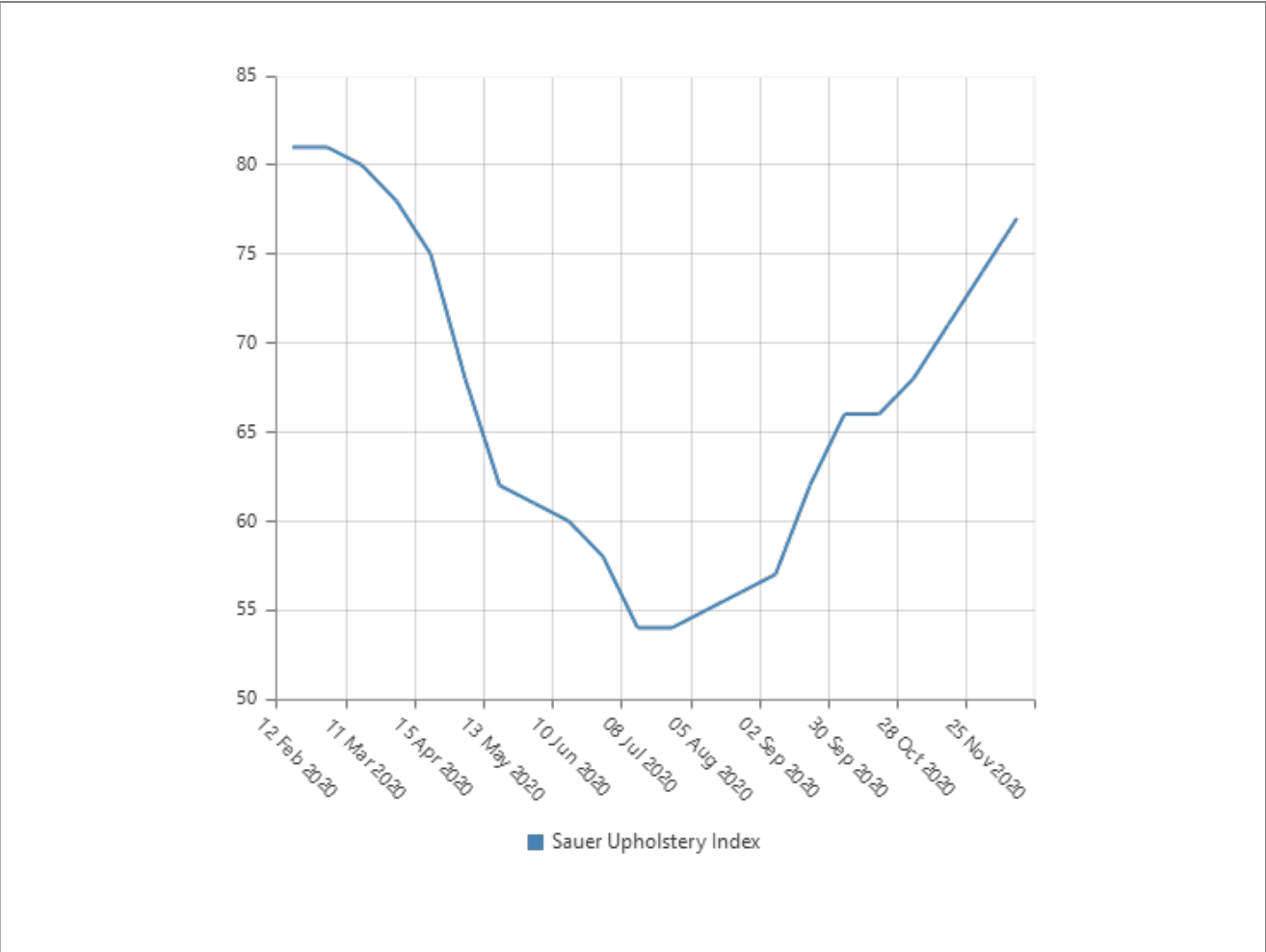


Notes: Week 14, 1991 = 100

Source: Edify Digital Media

# The Sauer Upholstery Index - past 12 months

Sauer Upholstery Index



Notes: Week 23, 2003 = 100

Source: Edify Digital Media

# Argentina

**Recent update:** A local insider confirms that the Government's decision to suspend the export duties on salted hides has helped to recover the market. This has allowed the hide market, with no small aid by the improving international conditions, to step away from the abyss, where the material had virtually no value, and a sizeable share of the throughput was dumped directly into landfill. While still depressed and far from the levels of the past, hide prices are undergoing a gradual lift. theSauerReport has learnt that currently the larger tanneries are working at 60% of their capacity (in the region of 4,000 to 6,000 hides per day). The medium and small ones, which mainly supply the local market, are working at around 40% of their capacity.

In parallel developments, the Brazilian tannery CBR, located in the province of La Rioja, has stopped operations for more than two months. The employees have been going without a pay and lobbying the Government to be able to transform the company into a cooperative. Leather prices are calculated considering the dollar price each day. Industrial activity in Argentina is reported to be stalling, after the slight recovery observed between September, and November. Moreover, the ongoing economic stagnation with no clear end in sight, is pushing a number of large foreign companies, such as Walmart, Sodimac, Asics, to abandon the local market.

## Price tables

### *Wet-salted bovine hides*

Average values recorded in the Buenos Aires/ Rosario/ Mendoza and Córdoba / Santa Fe Provinces		
Type	Previous price (US\$/kg)*	US\$/kg*
Steer (medium/heavy)	0.22	<b>0.20</b>
Steer (light)	0.20	<b>0.18</b>
Cow	0.14	<b>0.07</b>

Notes: Table prepared with ABC Consorcio data

Table last updated on 18/12/2020

Source: Edify Digital Media



**Wet-salted bovine hides**

Type	Weight* (kg/pce)	Previous price (US\$/pce)**	US\$/pce**
Cow	av 22/24	15.50	nq
	av 25/27	17.50	nq
	av 27/29	14.00	<b>15.00 ***</b>
	av 28/30	19.50	nq
Steer	av 30/32	22.00	22.00 ***

Notes: \*salted weight, \*\*cif China/t, \*\*\*cif China/ori/off  
Table last updated on 17/12/2020

Source: *Edify Digital Media*

# Australia

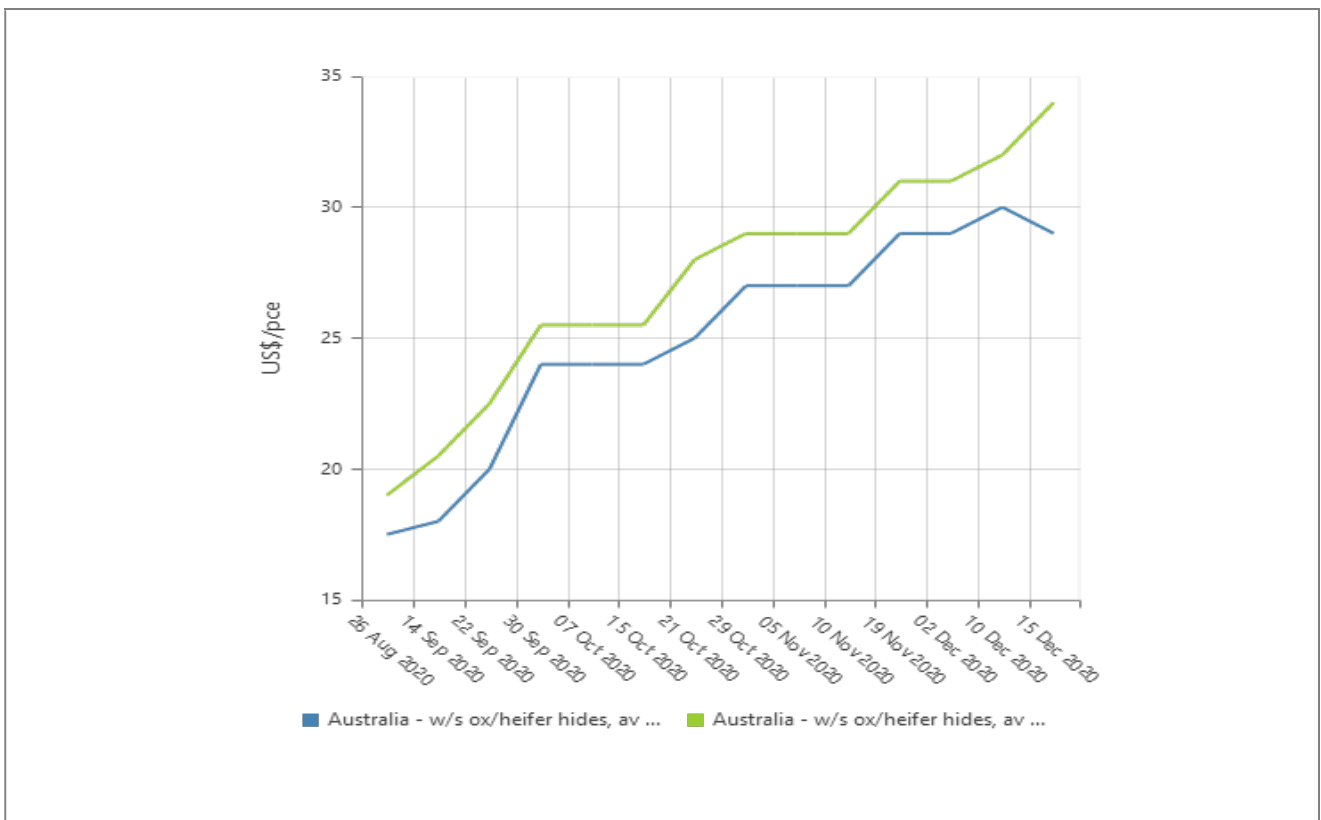
**Recent update:** The smallskin business is continuing at a steady pace with new season lambskins coming to the end of the season. The first shorn lambs are coming onto the market, specifically from the northern areas of New South Wales; however, they are said to be mainly off shears, with a negative or a direct to landfill value.

The new season lambskins currently on sale have witnessed a price decline due to the increasing seed content caused by hot weather, as we approach the local mid-Summer. For this reason, price decisions are made on the single lots, depending on how dry and seed affected are the skins. Prices can range from AU\$2.00-5.00/skin ex works.

Merino sheepskins continue to hold price levels with low slaughter numbers and many abattoirs are ready to close over the main Christmas/new year holiday. The wool market has dropped in the past week, indicating buyers are pulling out as the Chinese New Year holiday (February 2021) is beginning to be factored in procurement decisions. A local trader reports that the good round of business witnessed over the past months has put buyers on a more solid footing; and most are willing to wait until after the Chinese holidays before discussing new orders, unless they can buy at a discounted price.

## Key prices

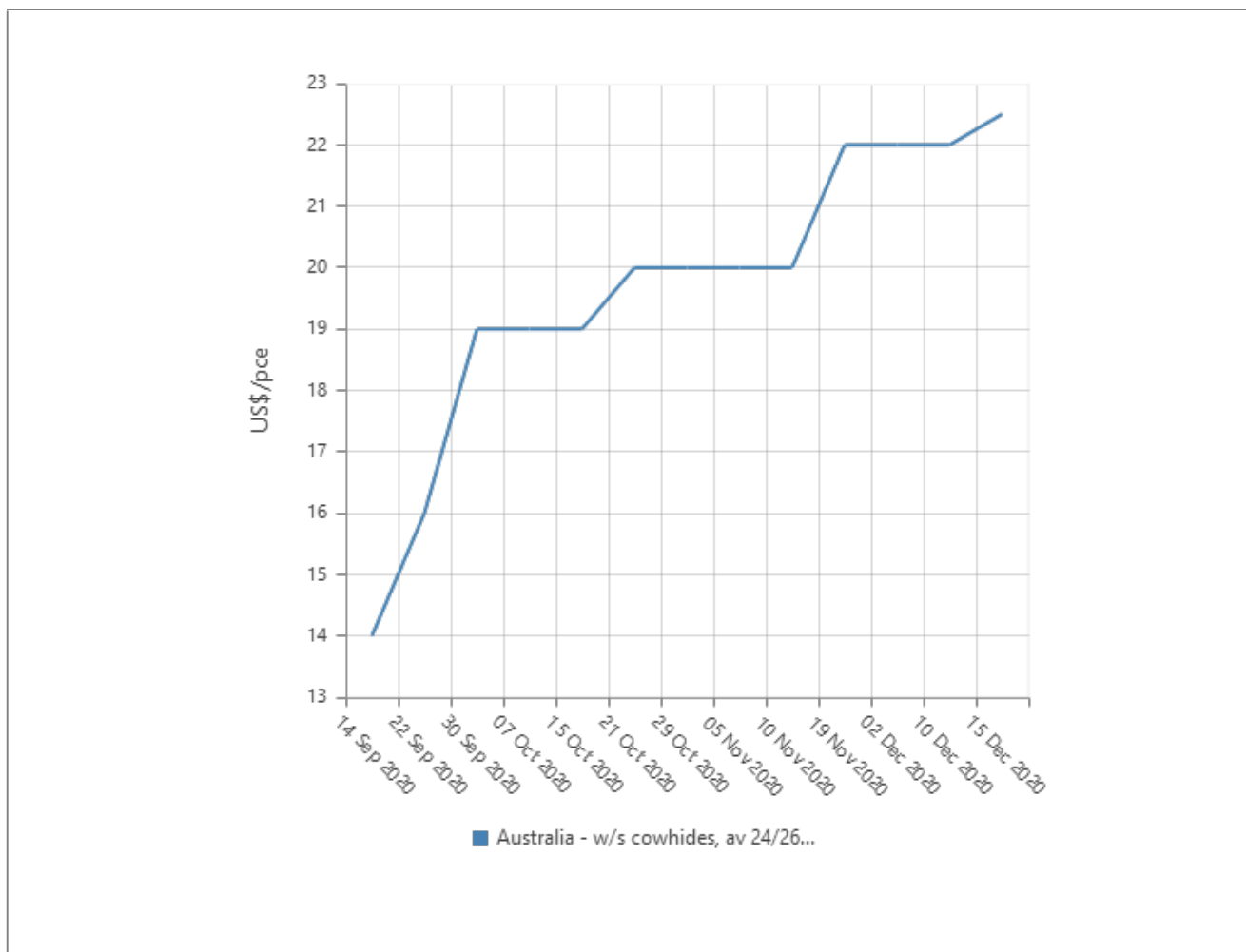
### Australia - w/s steer/heifer hides



Notes: cif China/ori/off

Source: Edify Digital Media

### Australia - w/s cow hides



Notes: cif China/ori/off

Source: Edify Digital Media

### Price tables

#### New season lambskins

Type	Previous price (AU\$/pce)*	AU\$/pce*
New season ^	3.00-6.00	<b>2.00-5.00</b>

Notes: ^ seedy/smaller skins fetch prices at the lower end of the range. Seed-free/heavier skins fetch prices at the higher end.

\*ex yard/ori/off

Table last updated on 18/12/2020

Source: Edify Digital Media

**Drum-salted new season lambskins**

Type	US\$/pce*
New season	5.00-8.00

Notes: \*cif China/ori/off

Table last updated on 11/12/2020

Source: Edify Digital Media

**Drum-salted merino skins**

Wool length (in)	US\$/pce*
1-2	18.00-20.00
2/+	25.00

Notes: \*cif China/ori/off

Table last updated on 11/12/2020

Source: Edify Digital Media

**Brine cured bovine hides**

m/f; origin: Victoria				
Type	Weight* (kg/pce)	Selection	previous price	US\$/pce**
<b>Ox/heifer</b>	av 15/16 ^	80/20 i/ii	15.00	nq
	av 21/22 ^	80/20 i/ii	22.00	<b>23.50</b>
	av 25/27 ^	80/20 i/ii	26.00	<b>27.50</b>
	av 28/30	80/20 i/ii	30.00	<b>29.00</b>
	ex 23/+, av 30/32	-	31.00	nq
	av 33/35	80/20 i/ii	32.00	<b>34.00</b>
	av 32/34	80/20 i/ii	32.00	<b>31.00</b>
	av 39/41	-	33.00	33.00
	av 34/36	-	18.00	-
<b>Fed Lot Angus</b>	av 31/33	-	43.00	43.00
<b>Bull</b>	av 44/46	-	28.00	<b>33.00</b>
<b>Bull</b>	av 48/50	-	38.00	38.00

Type	Weight* (kg/pce)	Selection	previous price	US\$/pce**
<b>Cow</b>	<b>av 23/25</b>	<b>80/20 i/ii</b>	22.25	<b>22.50</b>
	<b>av 24/25</b>	-	-	-
	<b>av 24/26</b>	-	20.00	<b>22.50</b>
	<b>av 25/27</b>	-	22.00	<b>22.50</b>
	<b>av 26/28</b>	-	24.00	24.00
<b>Casualties</b>	<b>av 25/27</b>	-	15.00	15.00

Notes: ^trimmed, conventional, \*salted weight, \*\*cfr China/ori/LC/off, \*\*\*cif China/t  
Table last updated on 10/12/2020

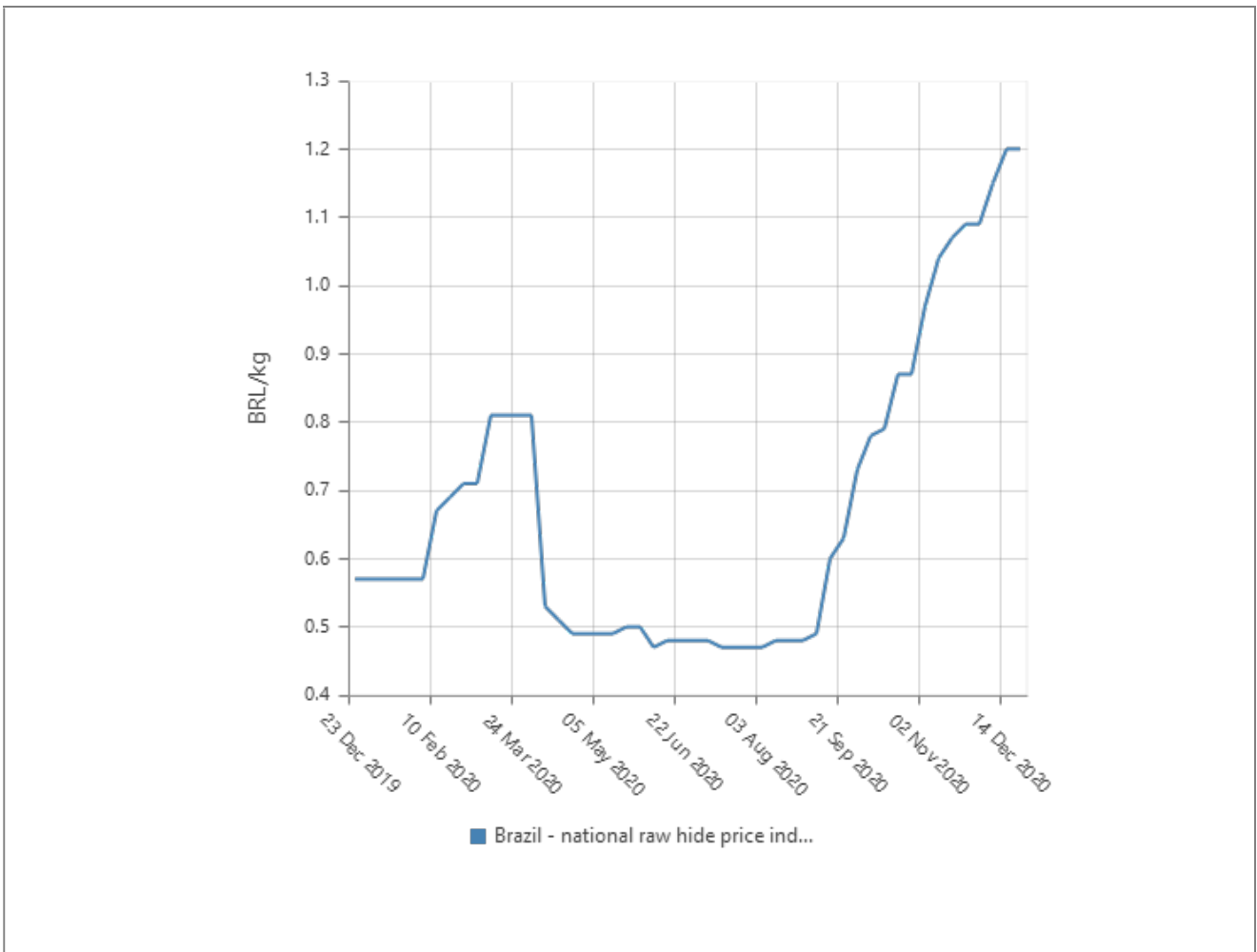
Source: Edify Digital Media

# Brazil

**Recent update :** Suppliers are now reporting that there is difficulty and reluctance coming from tanners in China to absorb any more price rises. But, the demand for the hides is outweighing the supply, and so the bullish trend in the market is set to continue for the short term, albeit with fewer buyers each week, as those who are unable to follow the market start to drop out. Historically, this should be peak time for slaughtering not only in Brazil, but all across South America, this year, that is not the case, with slaughtering remaining low. The worry is that the first quarter of the year is when slaughtering hits the low points; should this happen, then the lack of hide supply will really start to bite, and another reason why Chinese tanners cannot afford to back away.

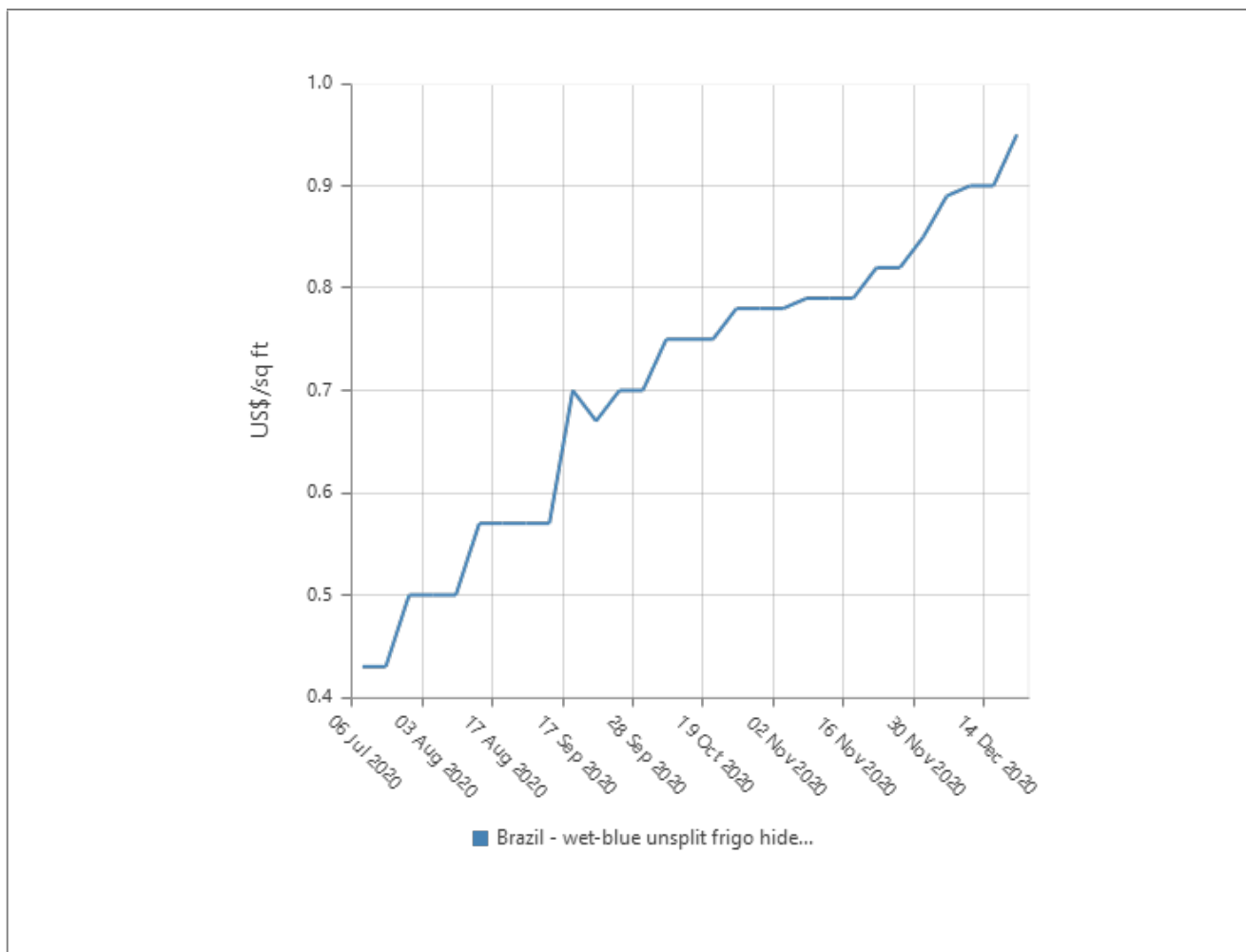
## Key prices

### *Brazil - national raw hide price index from CICB*



Source: Edify Digital Media

**Brazil - wet-blue unsplit frigo hides, TR1 sel.**



Notes: cfr/ori/c/off

Source: Edify Digital Media

**Price tables**

**Wet-blue bovine**

Whole, unsplit				
Selection	Weight (kg/pce)	Size (sq ft/pce)	Previous price (US\$/sq ft)*	US\$/sq ft*
abc	av min 25/27	ex 40/+, av min 53	0.82	-
t/r1	av 21/+	-	0.70	
	av 23/24 or 23/+	av 48/52	0.65	
	av 25/27	-	0.70	
	av min 25/27	ex 40/+, av min 53	0.90	<b>0.95</b>

Selection	Weight (kg/pce)	Size (sq ft/pce)	Previous price (US\$/sq ft)*	US\$/sq ft*
t/r2	av 20/+	-	0.44	
	av 23/24 or 23/+	av 48/52	0.60	
	av 23/25	ex 40/+, av min 50	0.80	<b>0.85</b>
	av 25/27	-	0.45	
t/r3	av 20/+	-	0.27	
	av 23/24 or 23/+	av 48/52	0.45	
	av 22/24	ex 40/+, av min 47	-	
	av 25/27	-	0.69	<b>0.72</b>
t/r4	av 21/23	ex 40/+, av min 47	0.54	-
	av 23/24 or 23/+	av 48/52	0.40	-
t/r5	av 20/22	ex 40/+, av min 47	0.44	-
t/r (small hides)	av 13/15	av 35/38	0.44	-

Notes: \*cfr main port/ori/off  
Table last updated on 17/12/2020

Source: Edify Digital Media

#### National fresh bovine hides prices from CICB

Week 50 - 2020			
State	% of all exports	Previous prices (BRL/kg)	BRL/kg
Rio Grande do Sul	36.5	1.20-1.30	<b>1.25-1.35</b>
Sao Paulo	17.6	1.15-1.25	<b>1.20-1.30</b>
Mato Grosso do Sul	9.8	1.10-1.20	<b>1.15-1.20</b>
Mato Grosso	1.5	1.10-1.20	<b>1.15-1.20</b>
Goiias	15.2	1.10-1.20	<b>1.15-1.20</b>
Parana	16.7	0.90-1.00	<b>0.95-1.05</b>
Para	2.7	1.15-1.20	<b>1.15-1.20</b>
General Index*	100	1.15	<b>1.20</b>

Notes: \*average price  
Table last updated on 14/12/2020

Source: Edify Digital Media



# Colombia

## Price tables

### Wet-blue bovine

Whole, unsplit				
Weight (kg/pce)	Size (sq ft/pce)	Selection	Previous price (US\$/pce)*	US\$/sqft*
av min 23/25	-	tr1/2	0.63	<b>0.63</b>
av 24/26	av 46/48	t/r	0.47	0.50
-	av 42/44	t/r	0.40	0.42

Notes: \*cif China/t/off

Table last updated on 18/12/2020

Source: Edify Digital Media

### Wet-blue bovine grain splits

Whole				
Selection	Size (sq ft/pce)	Thickness (mm)	Previous price (US\$/pce)*	US\$/sq ft*
TR1/2 70/30%	av 48/50	1.8	0.37	0.40
TR3	av 48/50	1.8	0.27	0.30
TR1/2 (ex av 23/25 kg hides)	-	ex 2.0/+	0.45	<b>0.48</b>

Notes: \*cif China/t/off, \*\*cif China/t

Table last updated on 18/12/2020

Source: Edify Digital Media

# France

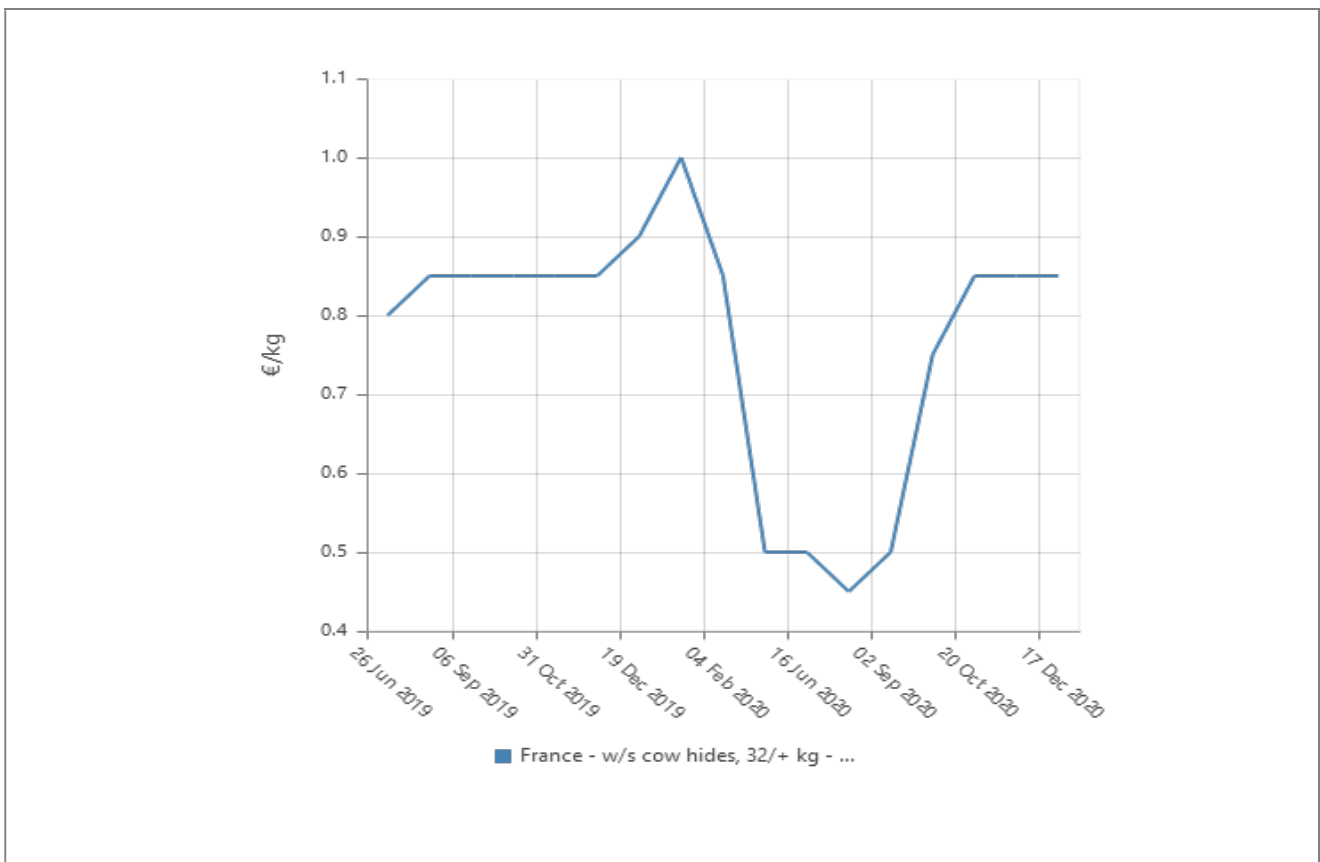
**Recent update :** The French hide market is reported to remain firm as the year draws to a close. New business can be made in Italy for the New Year, and also in China for containers arriving after their Chinese New Year holiday period. China has been the main driver of the hide market during 2020. Prices have slowly increased for French material since the lows of the summer months, with particularly good price growth on the heavier material. But unlike some other European suppliers, there is still some way to go before the high points of early 2020 can be reached.

Looking back on 2020, we can certainly be a lot more optimistic today than several months ago, when at the height of the lockdowns during March and April the outlook was very bleak, so we have come a long way from then.

2020 has not brought any optimism to the skin market. Another year has passed and demand for raw product is non-existent. There really needs to be a change in trend to get leather back into the garments, before we will see any upturn in this market. In a world where consumers are looking for sustainability, it is so strange that sheep and lamb skins are not being exploited. Instead, for much of this year, the opposite has occurred in many parts, with skins going straight to landfill.

## Key prices

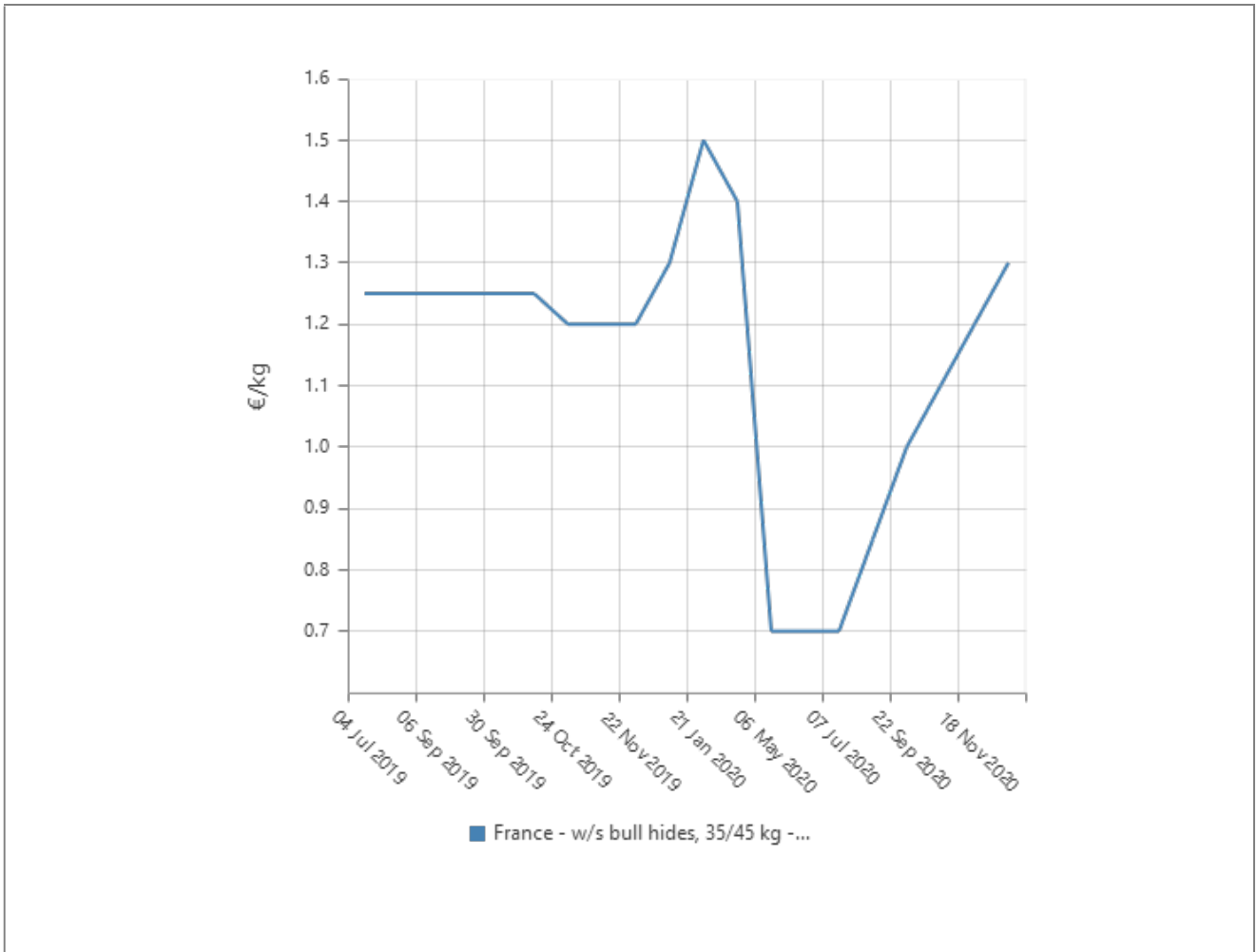
### France - w/s cow hides, 32/+ kg - mixed origins



Notes: fte/ori/c/off

Source: Edify Digital Media

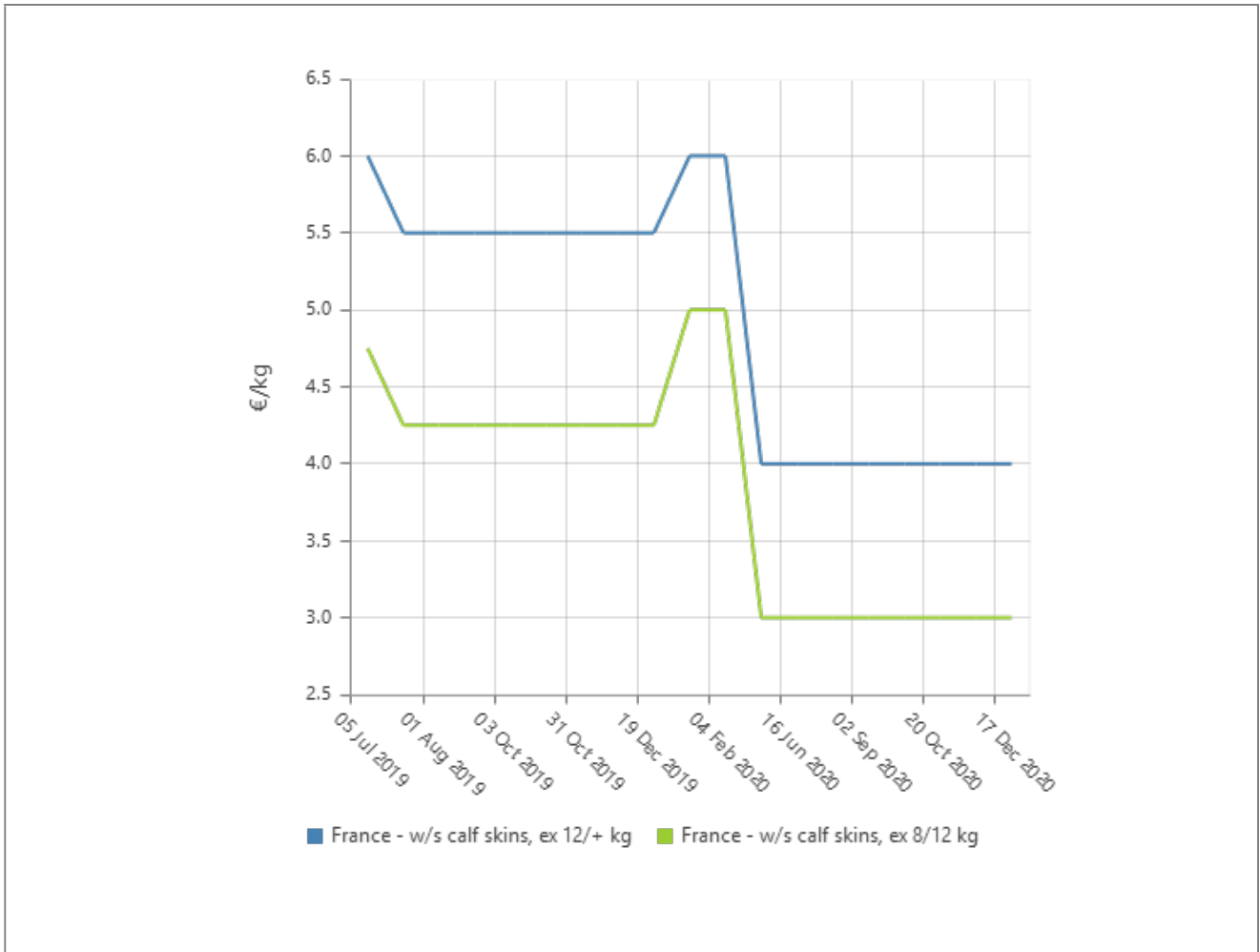
France - w/s bull hides, 35/45 kg - mixed origins



Notes: fte/ori/c/off

Source: Edify Digital Media

France - w/s calf skins



Notes: ex works/ori/c/off

Source: Edify Digital Media

## Price tables

### Wet-salted bovine hides

Type	Weight* (kg/pce)	Previous price (€/kg)**	€/kg**
Calf	ex 8/12, av 10	3.00	3.00
	ex 12/+, av 13.5	4.00	4.00
Cow	ex 32/-	0.65	0.75
	ex 32/+	0.75	0.85
Bull	ex 37/-	1.10	<b>1.20</b>
	ex 37/+	1.20	<b>1.30</b>

Notes: \*green weight, \*\*ex works/ori/c/off

Table last updated on 17/12/2020

Source: Edify Digital Media

### Wet-salted bovine hides

Type	Weight (kg/pce)	US\$/pce*
Calf	av 13/14	<b>65.00</b>
Kip	av 16.5/17	<b>70.00</b>
	av 17/19	<b>72.00</b>
Cow	av 30/34	<b>46.00</b>
	av 34/36	<b>48.00</b>
Bull	av 30/32	<b>55.00</b>

Notes: \*cif China/ori/off

Table last updated on 11/12/2020

Source: Edify Digital Media

### Wet-salted cowhides

weight (kg/pce)	Previous price	US\$/pce*
av 27/29	20.00	<b>24.00</b>
av 32/34	22.00	<b>25.00</b>
av 34/36	24.00	<b>26.00</b>

Notes: \*cif China/t/off

Table last updated on 18/11/2020

Source: Edify Digital Media

# Germany

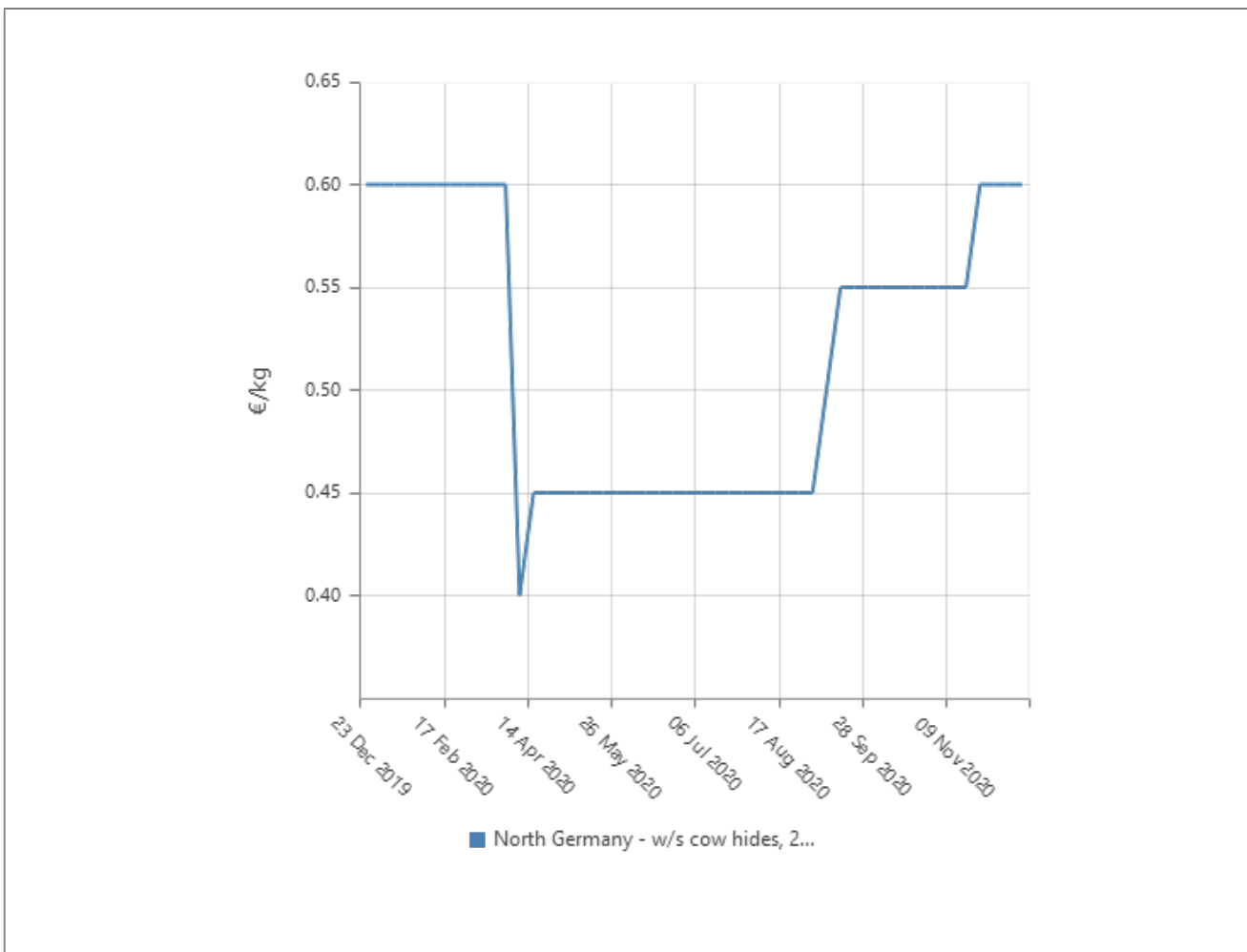
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**Recent update:** The country came out of lockdown, but recently, Covid numbers have started to rise again, and so it is being placed back into lockdown as from this Wednesday 16, until mid-January. Ahead of this, there is expected to be some panic buying in the supermarkets, as consumers look to stock up. As a result, the high slaughter rates are set to continue until the end of the year, and even into the start of 2021. This has all come at the worst possible time for those working in the hide industry. Italian tanners will be taking the last of the fresh hides into their factories in the next couple of days, before shutting down for what is expected to be a longer period than in usual years. Then, there are the shipping logistical problems associated with sending hides to the Far East. Rates for shipping have shot up in recent weeks, with many shipping companies unable to give quotes much beyond two weeks in advance. This means that sellers of hides can either build stock or take their chance by selling to Chinese tanners, with an unknown net price return because of the shipping rates, added to the strength of the Euro against the US\$ in recent weeks. For now, prices are being called steady, but how this will play out in the coming weeks is just guess work at the moment. Some are saying this will be a great time for sellers, while others take a pessimistic view. One thing that all seem to be in agreement on is the price of heavy male hides; that is to say that sellers agree the price for these should be much higher, and tanners agree that the current price is correct.

It is still fair to state that this is a buyers' not sellers' market, especially at this time of year when one of the main buyers is about to embark on an extended break. If we look at the reported hide selling prices in Germany since the start of November, it shows very little price movement for both Northern and Southern regions, making this one of the most price stable markets in Europe. Unfortunately, the green prices, as with almost all other origins, have continued to rise, meaning that the stable selling prices have caused a price squeeze for sellers, who see their margins continually eroded.

## Key prices

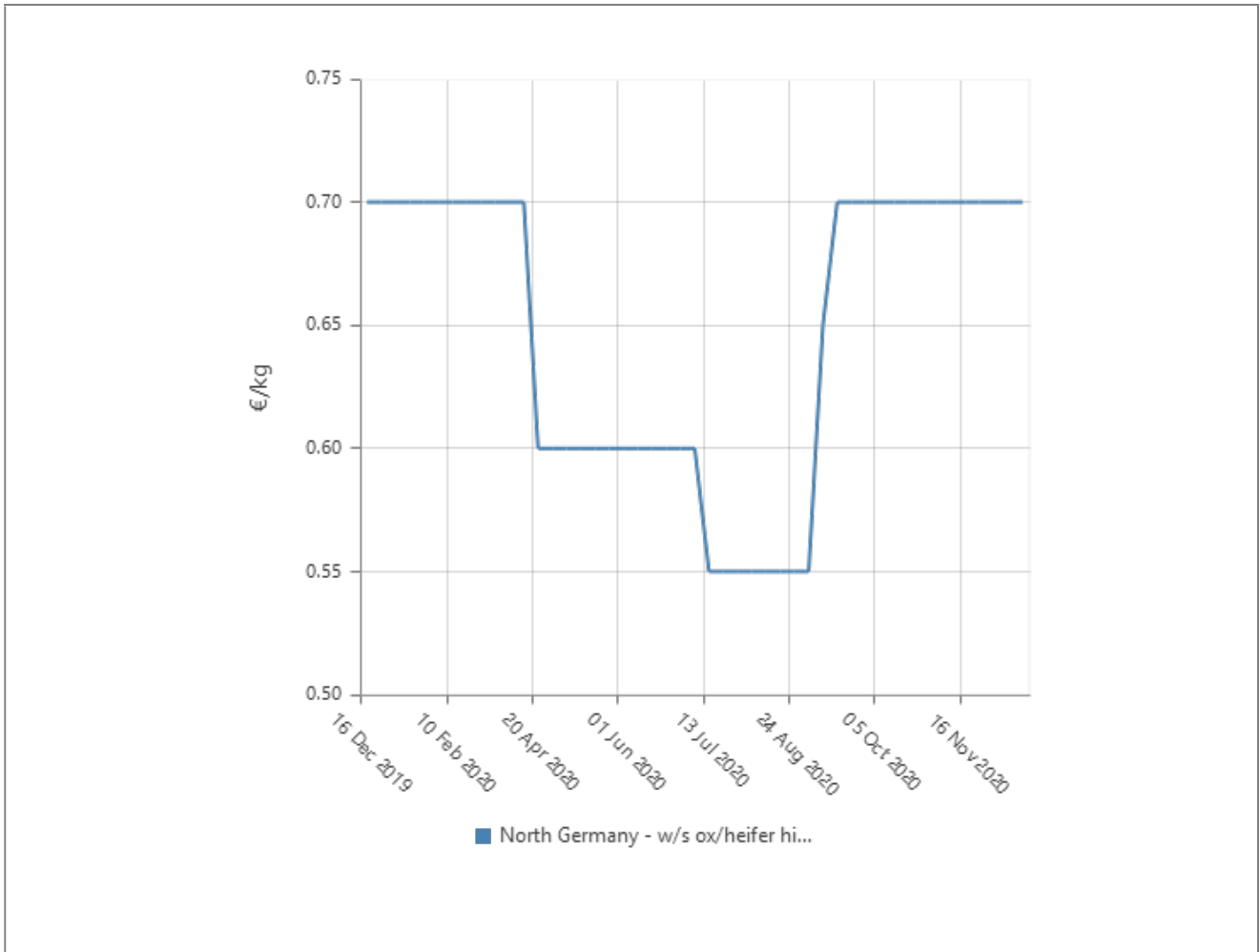
### North Germany - w/s cow hides, 25/29.5 kg



Notes: fte/ori/c/off

Source: Edify Digital Media

North Germany - w/s ox/heifer hides, 25/29.5 kg

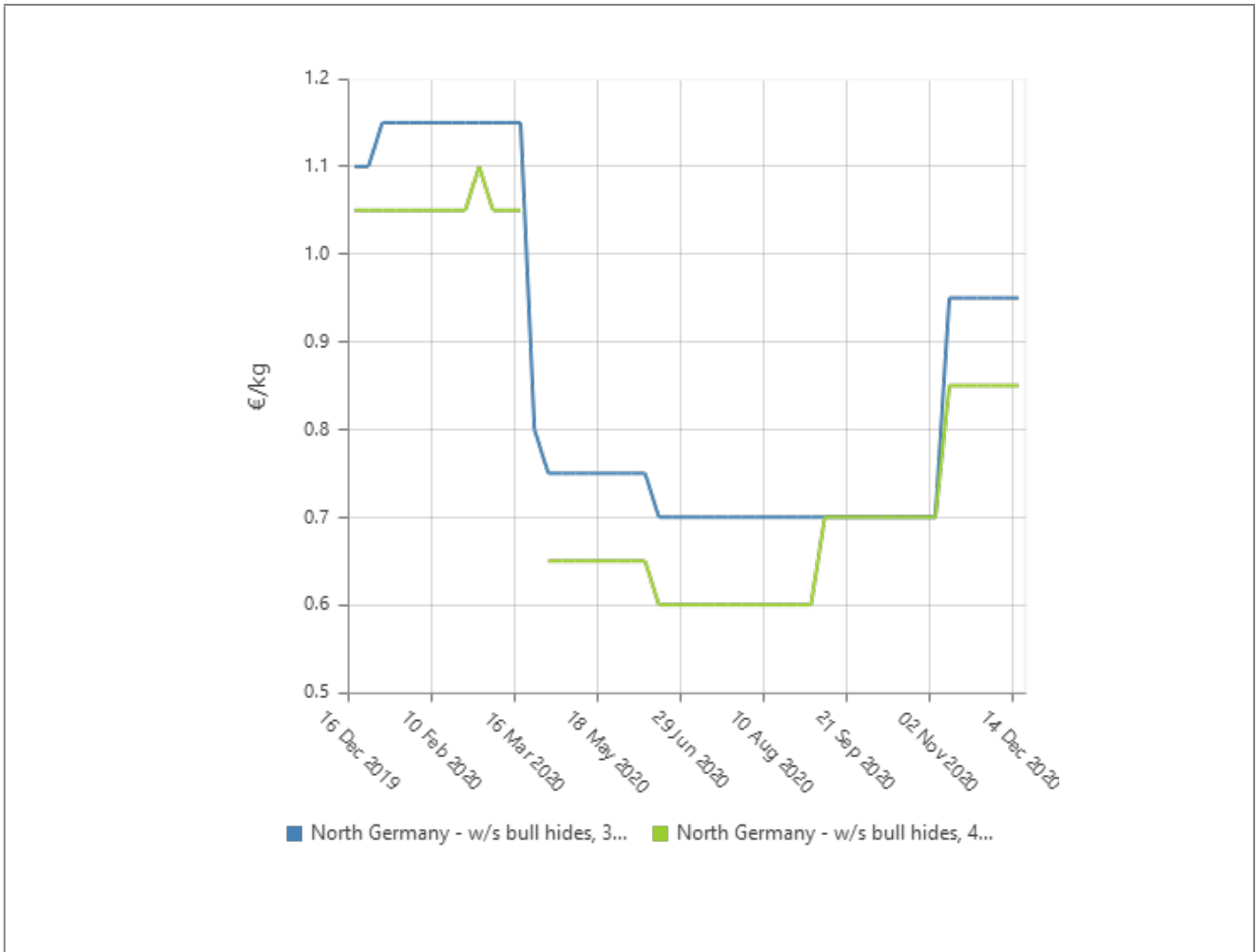


Notes: fte/ori/c/off

Source: Edify Digital Media



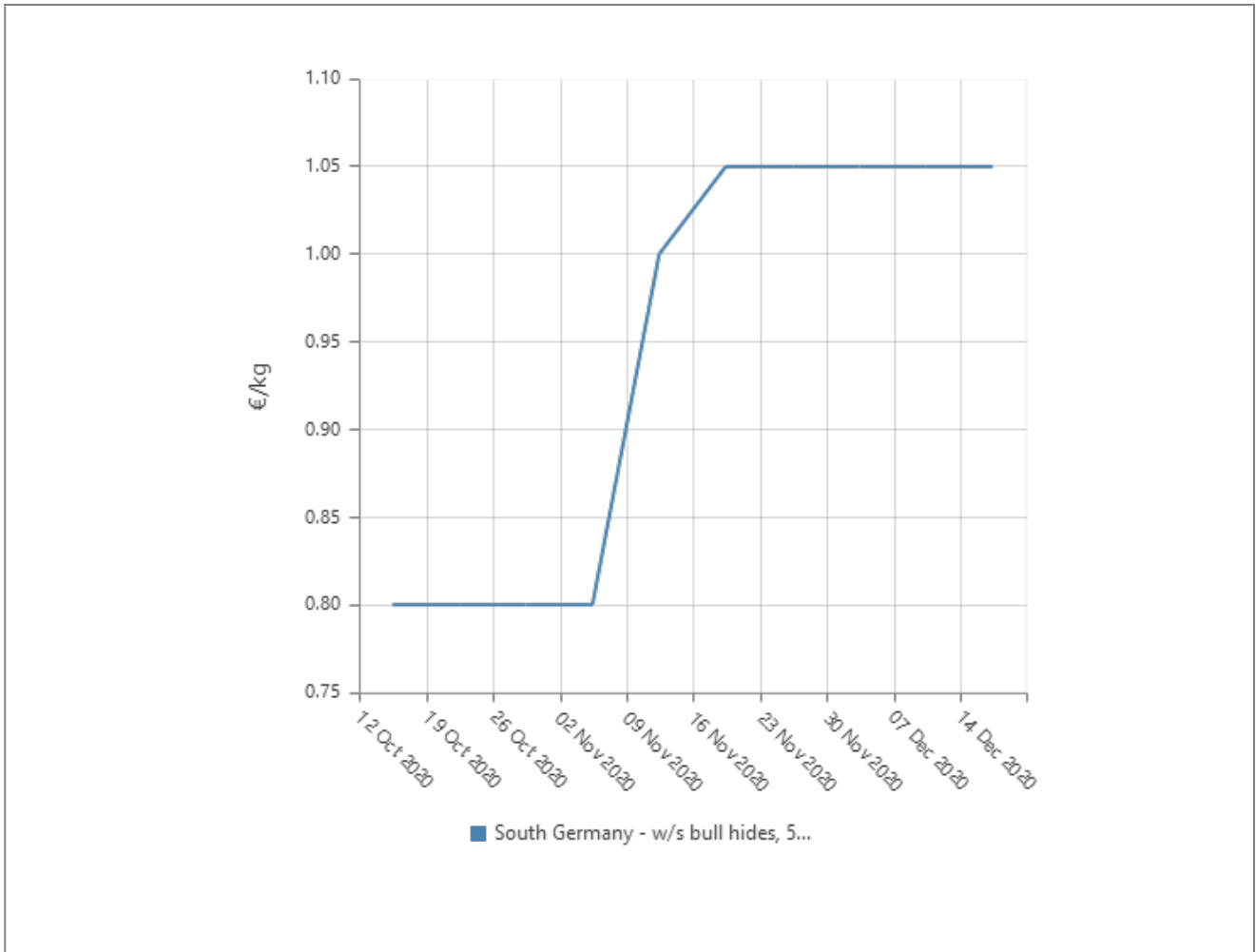
North Germany - w/s bull hides



Notes: fte/ori/c/off

Source: Edify Digital Media

**South Germany - w/s bull hides, 50/59.5 kg**



Notes: fte/ori/c/off

Source: Edify Digital Media

## Price tables

### North Germany: wet-salted bovine hides

Type	Weight* (kg/pce)	Selection	Previous price (€/kg)**	€/kg**
Ox/heifer	ex 15/24.5, av 22/23.5	70/30 i/ii	1.00	1.00
	ex 25/29.5, av 27.5/28.5	70/30 i/ii	0.70	0.70
Cow	ex 15/24.5, av 22.5/23.5	70/30 i/ii	0.70	0.70
	ex 25/29.5, av 27.5/28.5	70/30 i/ii	0.60	0.60
	ex 30/+, av 33.5/35.5	70/30 i/ii	0.60	0.60
Bull	ex 25/29.5, av 27.5/28.5	70/30 i/ii	0.70	0.70
	ex 30/39.5, av 36/37	70/30 i/ii	0.95	0.95
	ex 40/+, av 45/48	70/30 i/ii	0.85	0.85
	ex 30/+, av 38/40	iii	0.35	0.35
Mixed thirds	ex 15/+, av 25.0/27.5	iii	0.40	0.40

Notes: \*green weight, \*\*green weight, fot/ori/off  
Table last updated on 14/12/2020

Source: Edify Digital Media

### South Germany: wet-salted bovine hides

Type	weight*(kg/pce)	previous price	€/kg*
Cow	ex 30/39	0.60	0.60
	ex 40/+	0.60	0.60
Bull	ex 40/49	1.05	1.05
	ex 50/+	1.00	1.00

Notes: \*green weight, \*\*green weight, fot/ori/off  
Table last updated on 14/12/2020

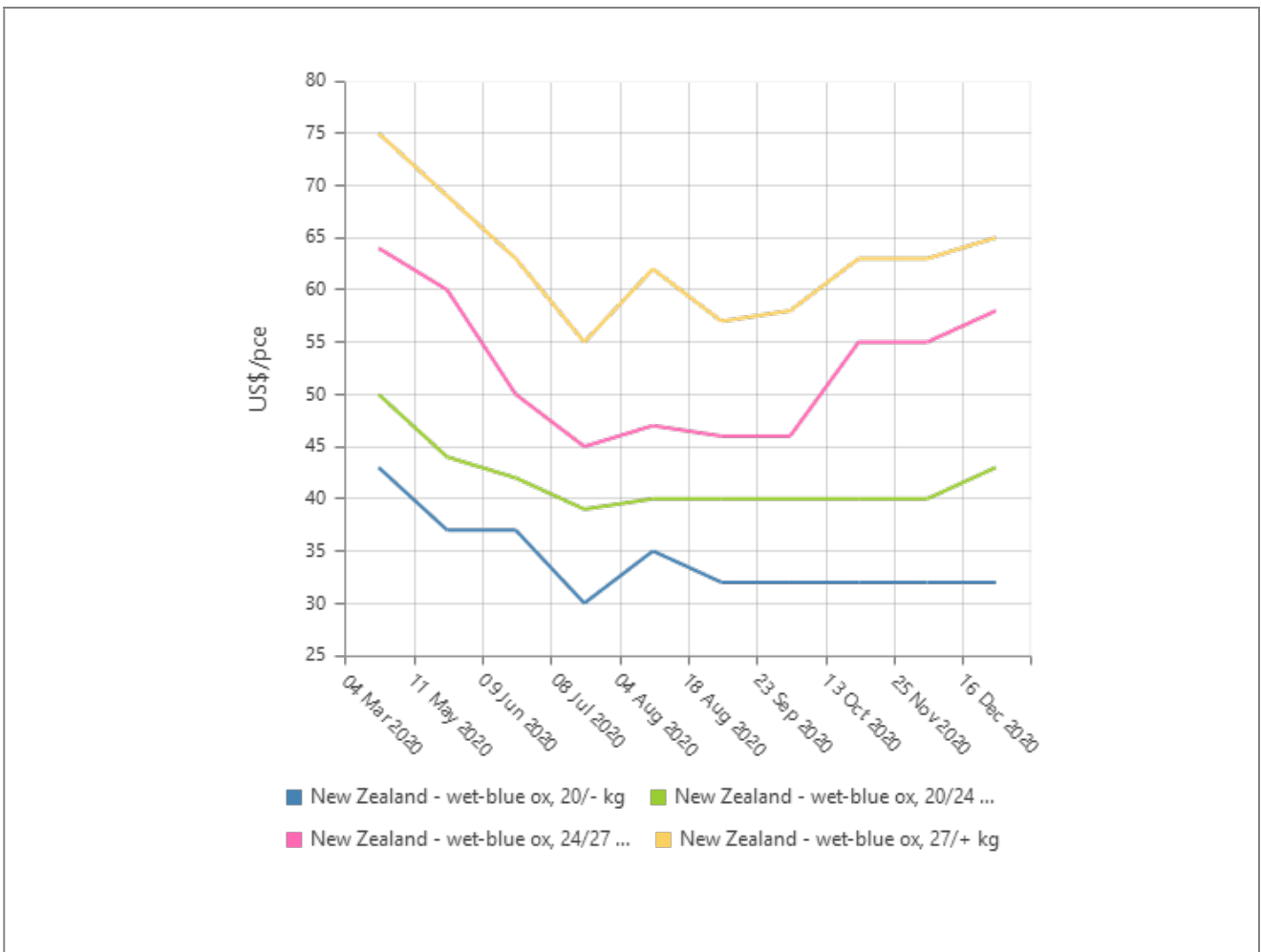
Source: Edify Digital Media

# New Zealand

**Recent update :** As with almost all supplying origins with lower than normal slaughter rates, the hides produced are in good demand. New Zealand is no exception to this rule, with hide prices across the board rising from the mid-point of 2020, and continue to follow the upward price pattern as we head towards the end of 2020. The demand from tanners has been most acute, for the heavier weight hides, with the demand for male hides giving the greater price rises, and the greater the weight, the greater the price increases. Unfortunately, the ovine market in New Zealand has also followed the path of other origins; only merino wool has remained in good demand, which has pretty much stopped the whole skin industry from imploding. There continue to be reports of thousands of skins ending up in landfill, which will continue all the while demand for sheepskin material remains low, or in many cases, non-existent.

## Key prices

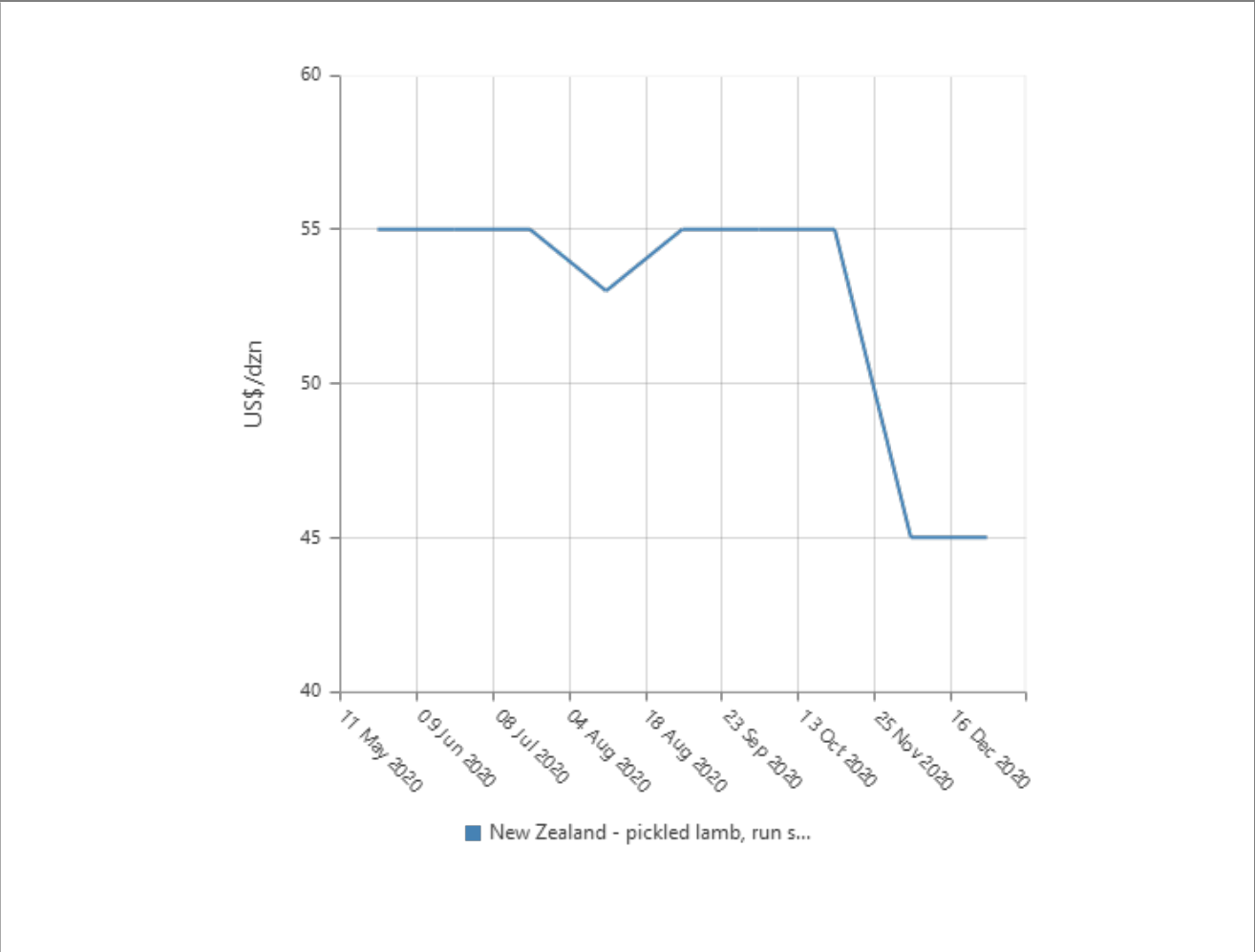
### New Zealand - w/b ox hides



Notes: cif/ori

Source: Edify Digital Media

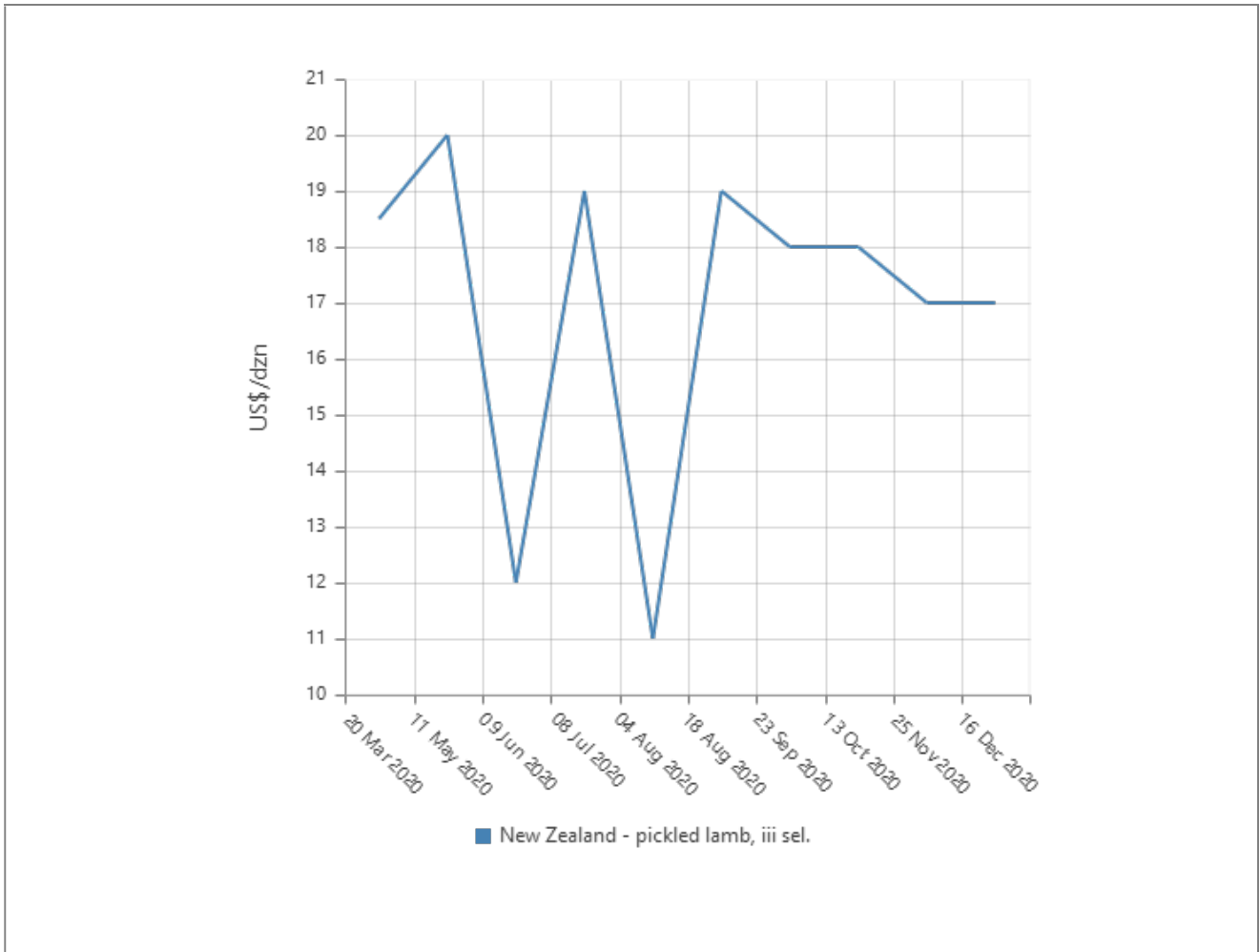
**New Zealand - pickled lamb, run sel.**



Notes: cif/ori

Source: Edify Digital Media

**New Zealand - pickled lamb, iii sel.**



Notes: cfr/ori

Source: Edify Digital Media

## Price tables

### Wet-blue cowhides

Weight* (kg/pce)	Selection	Previous price	US\$/pce**
ex -/14	tr/2	14.00	14.00
ex 14/18	70/30 tr1/2	19.00	19.00
	tr/2	24.00	<b>nq</b>
ex 18/23	70/30 tr1/2	25.00	25.00
	tr/2	34.00	<b>nq</b>
ex -/18	tr/3	30.00	<b>nq</b>
ex 18/+	tr/3	20.00	<b>nq</b>

Notes: wet blue weight, \*\*cif China/t/off

Table last updated on 16/12/2020

Source: Edify Digital Media

### Wet-blue bovine hides

Selection: 80/20 i/ii			
Type	Weight* (kg/pce)	Previous price (US\$/pce)**	US\$/pce**
Cow	ex -/14	14.00	14.00
	ex 14/18	19.00	19.00
	ex 18/23	25.00	25.00
Heifer	ex 14/18	33.00	33.00
	ex 18/23	41.00	<b>43.00</b>
Ox	ex -/20	32.00	32.00
	ex 20/24	40.00	<b>43.00</b>
	ex 24/27	55.00	<b>58.00</b>
	ex 27/+	63.00	<b>65.00</b>

Notes: \*WB weight, \*\*ex works/ori

Table last updated on 16/12/2020

Source: Edify Digital Media

**Pickled ovine skins**

Type	Selection	Previous price (US\$/dzn)*	US\$/dzn*
Lamb	run	45.00	45.00
	thirds	17.00	17.00
	pinhole	15.00-20.00	<b>nq</b>
	fourths	9.00	9.00
Sheep	heavy thirds	34.00 - 36.00 **	<b>nq</b>

Notes: \*ex works/ori, \*\*cif China/t/off

Table last updated on 13/10/2020

Source: Edify Digital Media



# Paraguay

## Price tables

### *Wet-blue bovine*

Whole, unsplit				
Selection	Weight (kg/pce)	SQFT	Previous price (US\$/sq ft)*	US\$/sq ft*
TR1	av min 23/25	45/50	0.85	<b>0.90</b>
TR2	av 19/+	45/50	0.60	0.64
TR3	av 18/+	45/50	0.50	0.54

Notes: \*cif China/ori/off

Table last updated on 18/12/2020

Source: *Edify Digital Media*

# Poland

**Recent update :** The low slaughters along with good demand from Chinese tanners often means that suppliers chance their arm with high offers, just to see if they can get a bite from the other end. During this year, some of the offers of hides from Poland have been extreme, to say the least, especially when compared to similar hides from neighbouring suppliers. Some agents are reported to have not even past on some of the quotes, while others make the offers and then see them banded about on the WeChat platform. The latest offers made are no exception to the recent trend, with horsehides now being offered above any reported price for European cowhides. It will be interesting to witness at what price levels eventual agreements are found - one suspects a long way away from the asking price.

## Price tables

### *Wet-salted bovine hides*

Type	Weight (kg/pce)	Previous price	US\$/pce**
Ox/heifer	av 20/22	-	<b>50.50</b>
	av 28/30	32.00	nq
	av 30/32	34.00	nq
	av 32/34	36.00	<b>52.50</b>
Bull	av 40/42	33.00	nq
Cow	av 20/22	18.00	nq
	av 24/26	19.50	nq
	av 26/28	nq	<b>25.00</b>
	av 27/30	21.50	<b>26.00</b>
	av 29/31	28.00	<b>36.00</b>
Horse hides	av 20/22	-	<b>34.00</b>

Notes: \*\*offer cif China/t/off

Table last updated on 16/12/2020

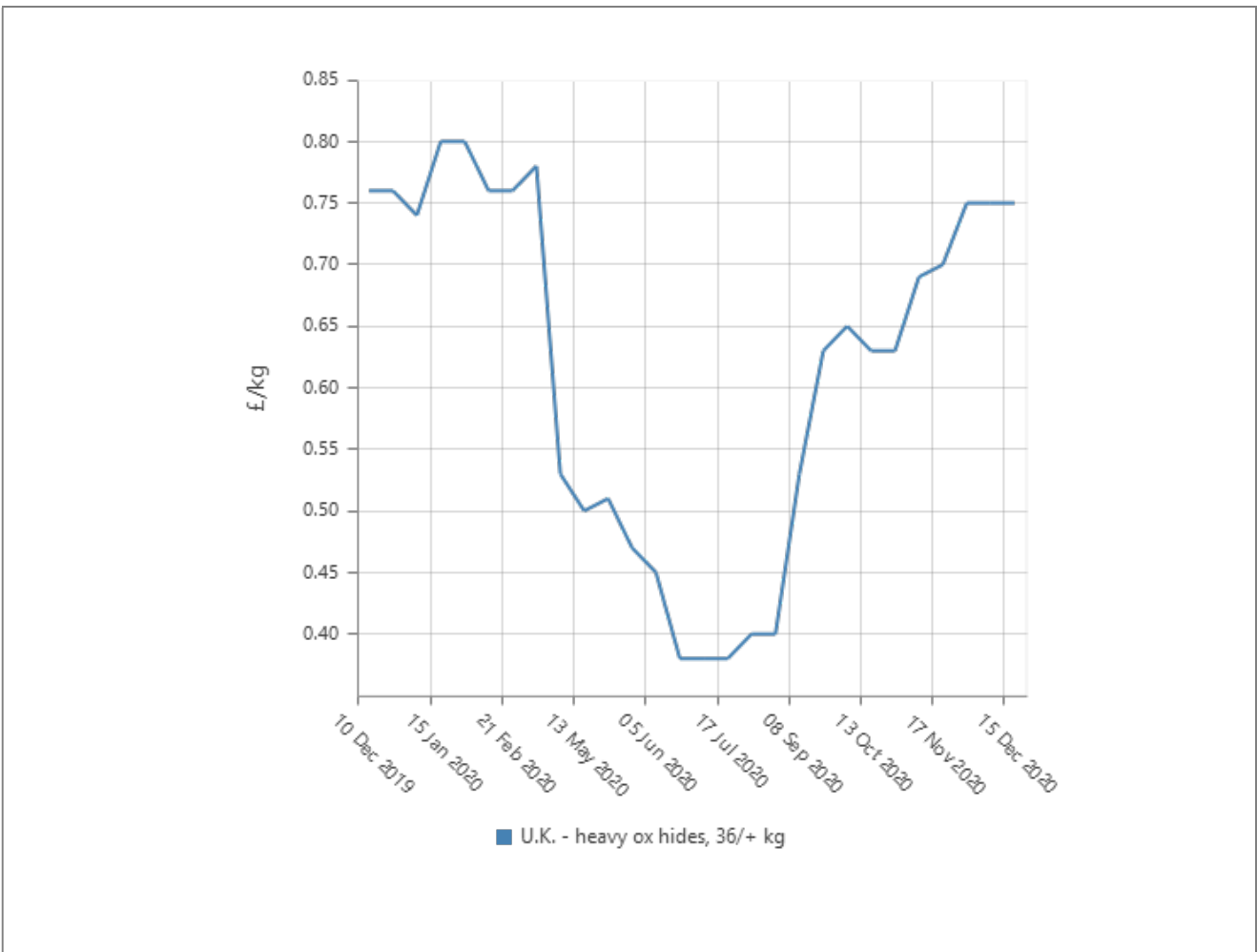
Source: Edify Digital Media

# United Kingdom

**Recent update :** The UK market is reported to be closing the year on a firm footing, with some spot sales being reported that are way above the recent prices. With one tanner in Italy seemingly eager to secure a pre-Brexit supply. Other Italian tanners have dug their heels in at the current prices, unwilling to pay more. With many sellers choosing to book contracts with China to avoid EU shipments in January, it seems likely that tanners will find offers in short supply, so a drop in sales prices in the New Year is not forecast. Added to this, sellers' freight costs to the EU will be rising quite dramatically from January 1, 2021, so they will be keen to recoup some of that in their offers. The flip side is that tanners will also face new costs (at least import clearance, if not tariffs), so they will also be keen to shave prices to pay for this. On balance, most traders cannot see prices going down, but also believe it will be hard to obtain increases. Therefore, hide yards may well have to try to reduce buying prices accordingly, but this will also be a very difficult task in the current climate. So the forecast for early January is being called as steady at worst, with sellers pushing for rises.

## Key prices

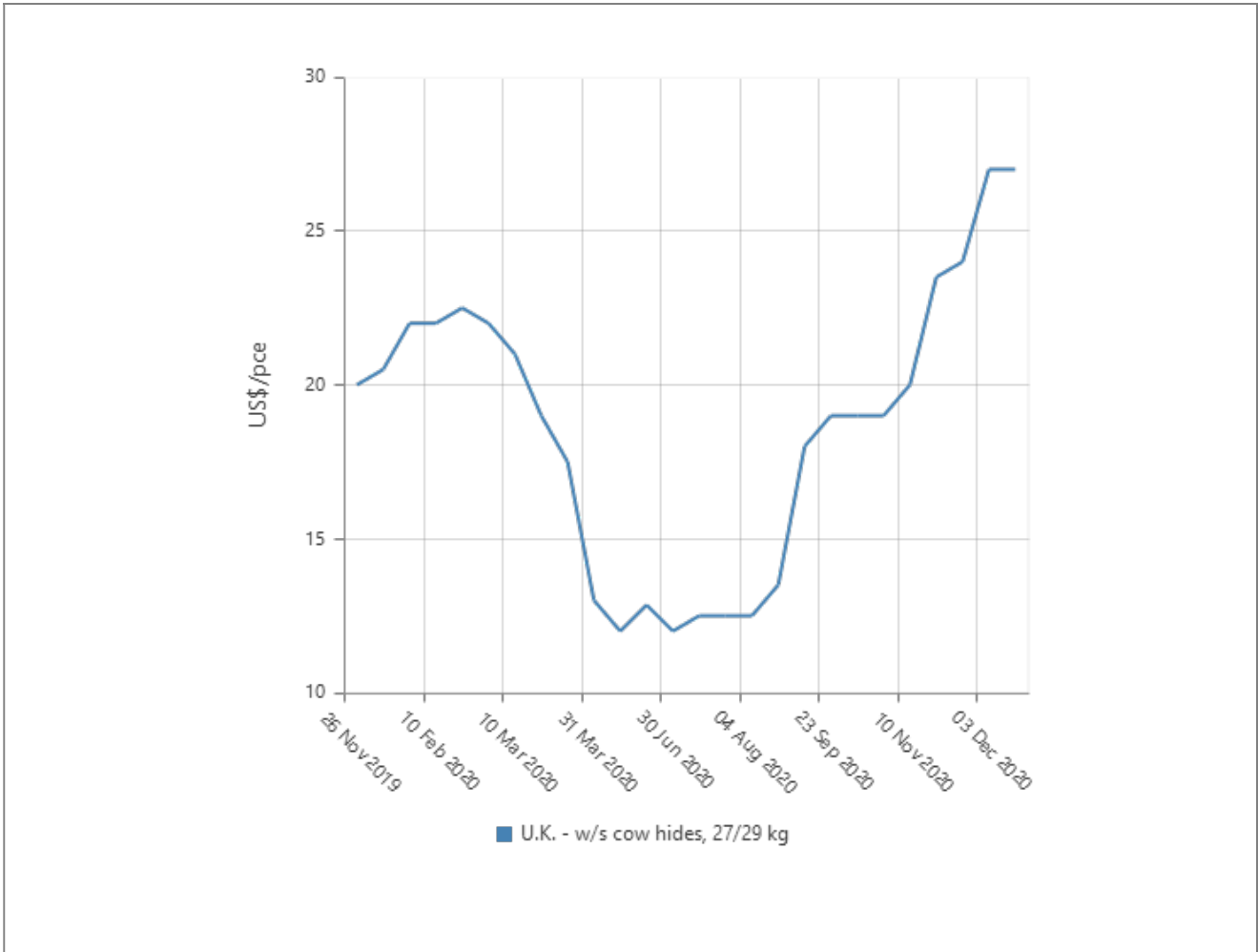
### U.K. - heavy ox hides, 36/+ kg



Notes: ori/c/off

Source: Edify Digital Media

**U.K. - w/s cow hides, 27/29 kg**



Notes: cfr China/ori/c/off

Source: Edify Digital Media

## Price tables

### Green bovine hides

Type	Previous price (£/pce)*	£/pce*
Ox/heifer	9.00 -15.00 (medium - large abattoirs)	12.00 - 15.00
Ox/heifer	10.00 - 12.00 (smaller abattoirs)	10.00 - 12.00
Cows	6.00 - 10.00 (medium - large abattoirs)	6.00 - 10.00
Cows	5.00 - 8.00 (smaller abattoirs)	6.00 - 8.00

Notes: \*ex-slaughterhouse/ori  
Table last updated on 15/12/2020

Source: Edify Digital Media

### Green ovine skins

Type	Previous price (£/pce)*	£/pce*
Hogs	-1.00	-1.00**
Lamb	-0.50	-0.50**

Notes: \*ex-slaughterhouse/ori, \*\*all abattoirs charged to take away,  
Table last updated on 15/12/2020

Source: Edify Digital Media

### Wet-salted ox/heifer hides

Second clear, incl. charges			
Weight* (kg/pce)	Previous price (£/kg)**	£/kg**	£/kg***
ex 36/+, av 40.5	0.75	<b>0.75</b>	<b>0.82</b>
ex 31/35.5 av 34	0.75	<b>0.75</b>	<b>0.81</b>
ex 26/30.5, av 29	0.65	<b>0.65</b>	<b>0.70</b>

Notes: \*green weight, \*\*ex yard/ori, \*\*\*cif Italy/ori  
Table last updated on 15/12/2020

Source: Edify Digital Media

**Wet-salted cowhides**

<b>Weight* (kg/pce)</b>	<b>Previous price (US\$/pce)**</b>	<b>US\$/pce**</b>
av 27/29	24.00	<b>27.00</b>
av 30/31	-	<b>29.00</b>

Notes: \*salted weight, , \*\*offers cif China/t  
Table last updated on 03/12/2020

Source: Edify Digital Media

**Wet-salted oxheifer hides**

<b>Weight* (kg/pce)</b>	<b>Previous price (US\$/pce)**</b>	<b>US\$/pce**</b>
av 36/+	38.00	38.00
hand flayed ox av 25/30	13.00	nq

Notes: \*salted weight, , \*\*cif China/t  
Table last updated on 03/12/2020

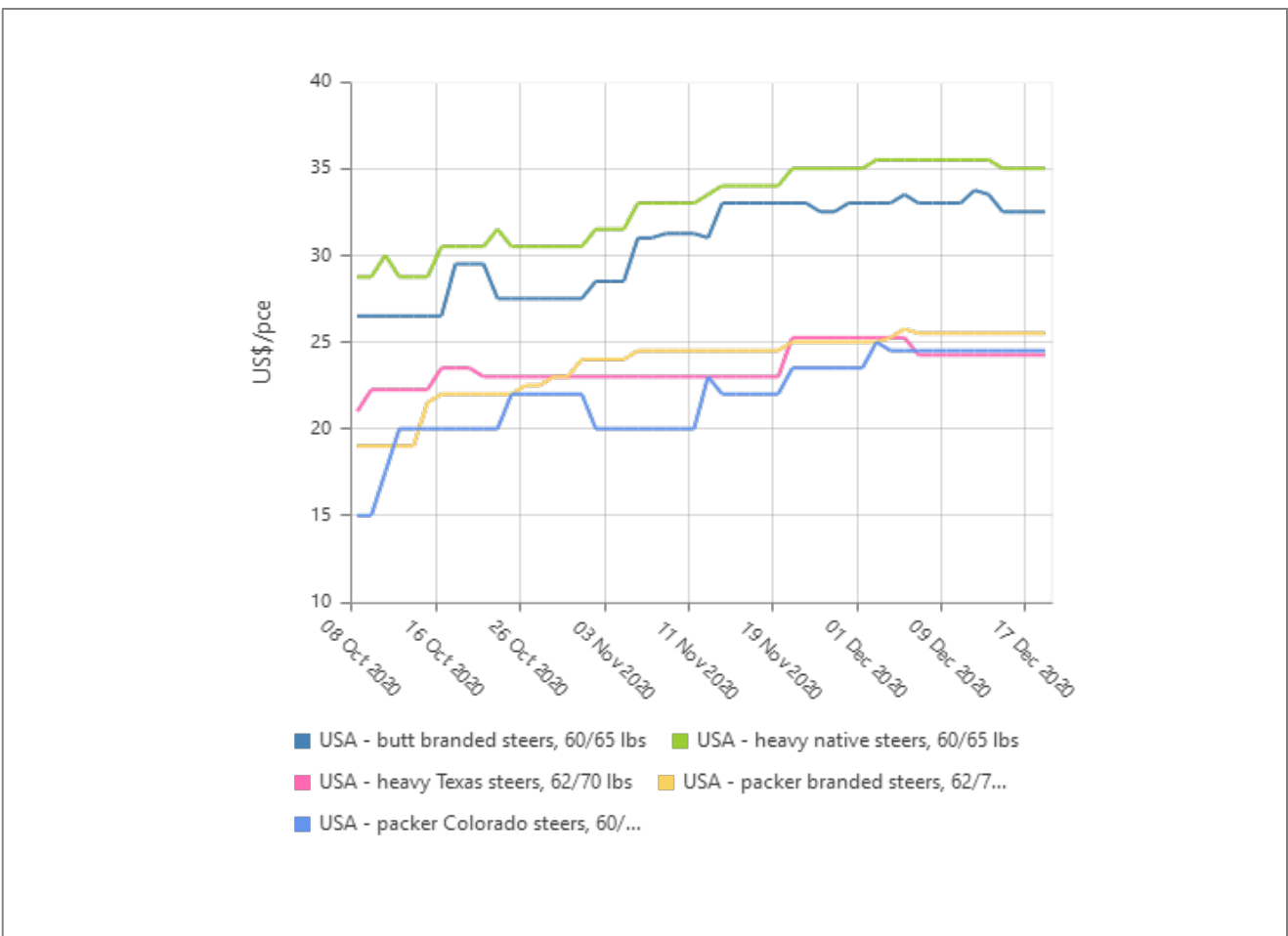
Source: Edify Digital Media

# United States

**Recent update :** Wet-blue sales have possibly shown more ups and downs during 2020 than the raw hides. During the summer months, the volumes being traded were very low, then traders began to start discounting hides to increase the flow of sales. Ever since this point, we have witnessed several weeks when very little action takes place, followed by a couple of weeks of very high sales. Just two weeks ago, some of the highest volumes of the year were traded. This has now led to a couple of weeks of lower volumes, so it will be interesting to see how these final weeks of 2020 pan out. The offer lists for this week were at roughly stand on values, with just a couple of increases on selections that are in higher demand, or in short supply. The general feeling is that wet-blue hides represent good value when compared to raw hides, but it does leave the tanner unable to tan the hides to their own formula, something that many tanners like to do, whereas the smaller tanners see buying wet-blue as process cost efficient, as well as being an effluent saving for them; not to mention being able to hold the hides in stock for longer periods than raw hides, before being worked.

## Key prices

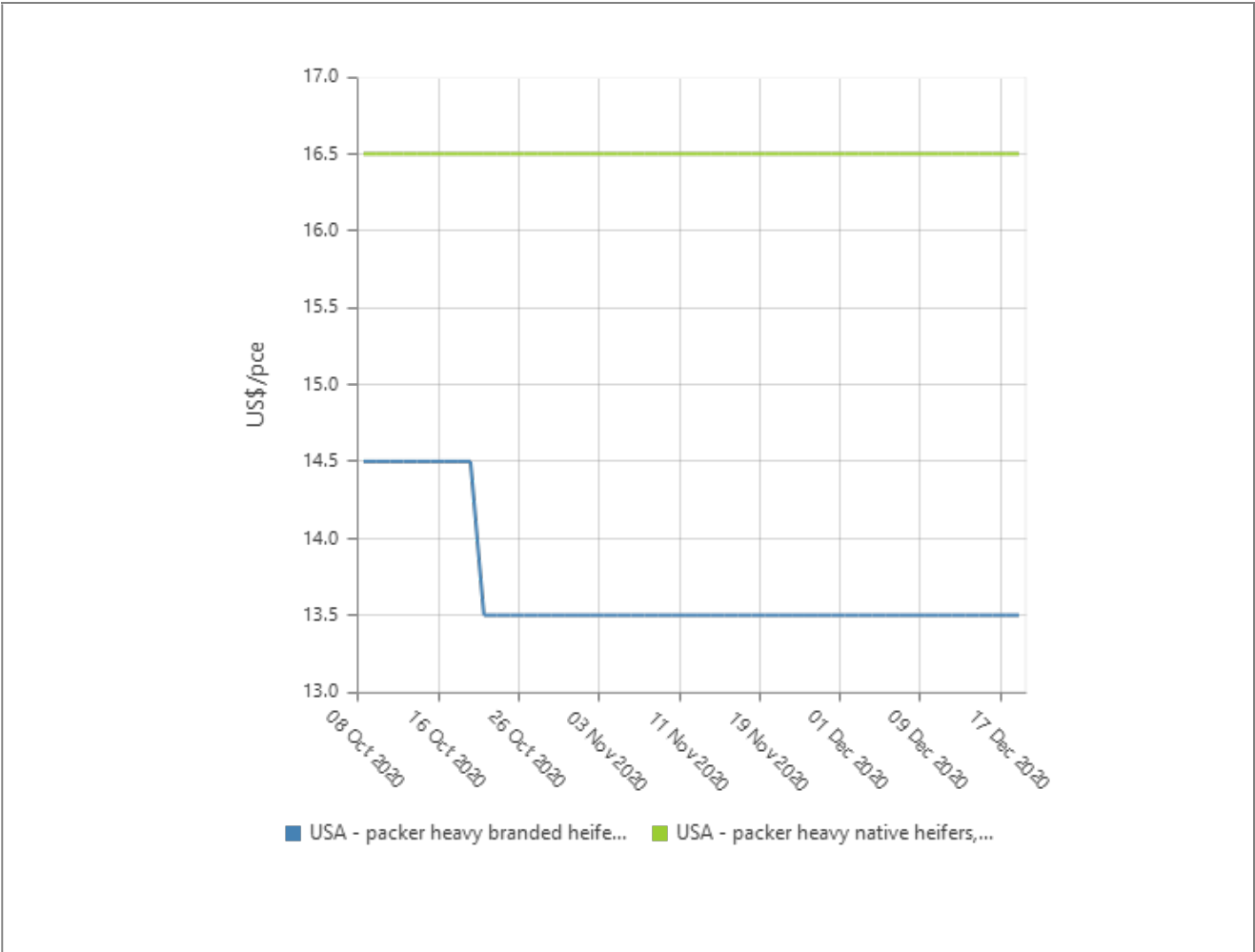
### USA - brine cured steers



Notes: fob/ori/c/off

Source: Edify Digital Media

USA - packer heavy heifers, 51/57 lbs

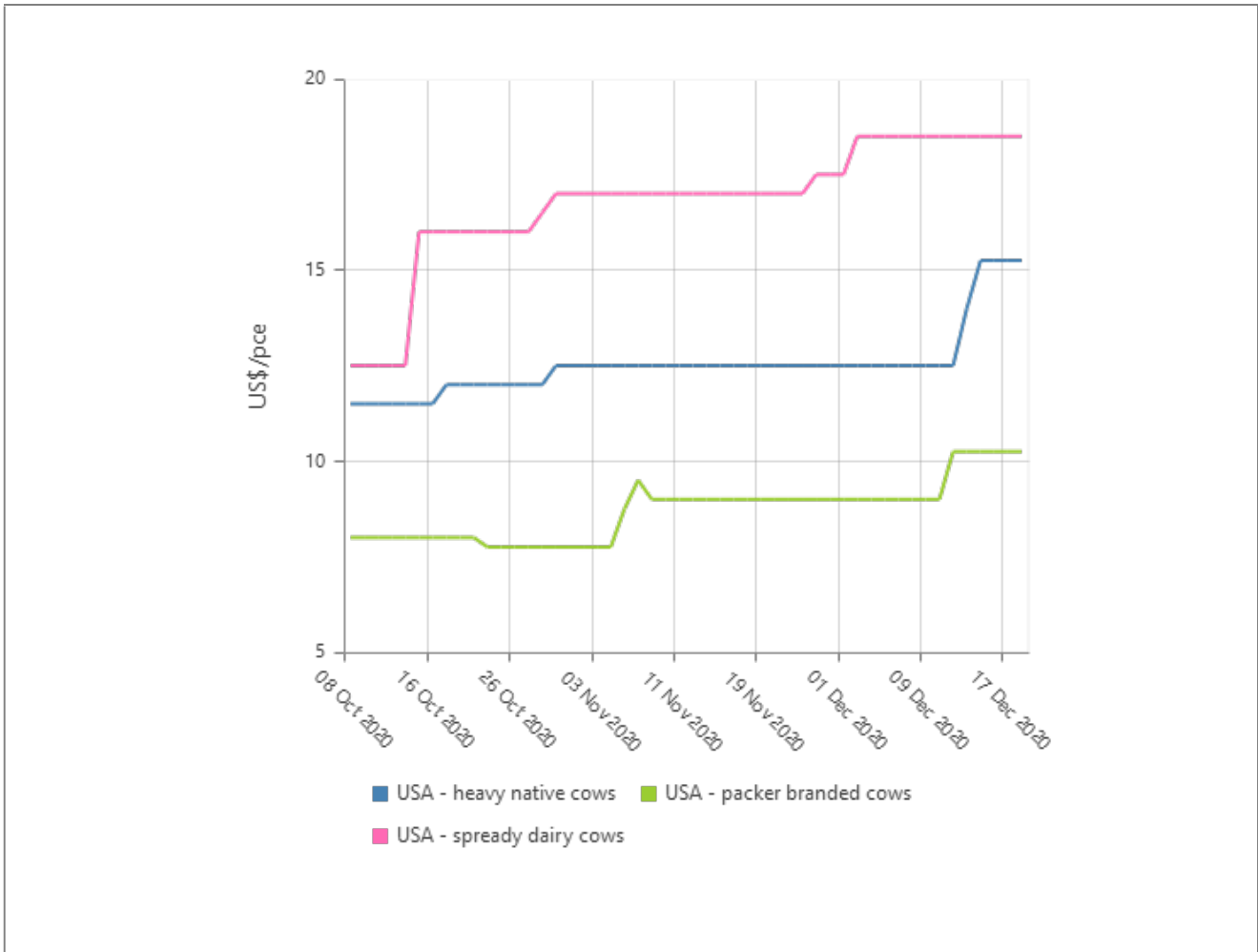


Notes: fob/ori/c/off

Source: Edify Digital Media



**USA - brine cured North-West and Midwest cows, ex 51/57 lbs**



Notes: fob/ori/c/off

Source: Edify Digital Media

**Price tables**

**Brine cured steer/heifer hides**

From big packers and processors			
Type	Weight (lbs/pce)	Previous average (US\$/pce)**	Average (US\$/pce)**
Kips	ex 25/35	14.00	14.00
Heavy native steers	ex 60/65	35.50	35.50
	ex 65/70	35.50	35.50
	ex 70/+	41.00	41.00
Heavy native heifers	ex 51/57	16.50	16.50

Type	Weight (lbs/pce)	Previous average (US\$/pce)**	Average (US\$/pce)**
Heavy branded heifers	ex 51/57	13.50	13.50
Butt branded steers	ex 60/65	33.50	33.50
	ex 65/70	34.00	34.00
	ex 70/+	37.25	37.25
Colorado branded steers	ex 60/65	24.50	24.50
	ex 65/70	24.50	24.50
	ex 70/+	25.75	25.75
Branded steers	ex 62/70	25.50	25.50
	ex 70+	29.00	29.00
Heavy Texas steers	ex 62/70	24.25	24.25
	ex 70/+	31.00	31.00

Notes: \*Upper range for big packer hides, lower range for processor hides, \*\*fob/ori/c/off

Weights are conventional (unfleshed, untrimmed), but quotations are for fleshed and trimmed hides, except bull, when present, whose quotation is conventional.

Wet-blue hides 10-15 USD more depending on weight. Prices vary depending on the exact big packer or processor origin and on quality.

Table last updated on 18/12/2020

Source: Edify Digital Media

### Brine cured cow hides

From big packers and processors, ex 51/57 lbs/pce			
Origin	Type	Previous average (US\$/pce)*	Average (US\$/pce)*
North-West and Midwest	spready dairy	18.50	18.50
	heavy native	15.25	15.25
	branded	10.25	10.25
South-West	spready dairy	16.00	16.00
	heavy native	13.25	13.25
	branded	9.50	9.50

Notes: \*fob/ori/c/off

Table last updated on 18/12/2020

Source: Edify Digital Media

**Wet-salted bovine**

Type	Weight (lbs/pce)	Previous price	US\$/pce*
Native Holstein steer	av 60/64	50.50	nq
Heavy native steer	av 60/62 or av 60/64	50.00	50.00
Butt branded steer	av 60/62 or av 60/64	48.00	48.00
Heavy Texas steer	av 60/64	35.50	<b>nq</b>
Branded steer	av 60/62	40.00	<b>nq</b>
Conventional packer steer	av 62/+	28.50	<b>28.00</b>
Dairy cow	av 48/52	39.00	<b>40.00</b>
Dairy native/butt branded cow ^	av 54/58	29.00	<b>nq</b>
Native/butt branded cow ^	av 48/52	19.50	-
Fed branded cow	av 60/62	19.50	-
Branded cow	av 60/62	21.00	21.00
Conventional East Coast cow ^	av 58/62	21.00	-
Native heifer	av 48/52	30.50	-
Heavy branded heifer	av 48/52	32.00	32.00
Conventional bull (est. 25% brands)	ex 90/110	27.00	-
Conventional bull (est. 50% brands)	ex 90/110	25.00	-
Small packer steer & heifer ^	av 58/60	25.00	25.00
Small packer heifer ^	av 46/48	12.00	-
Thirds	av 52/56	22.00	<b>nq</b>

Notes: ^native, est. 15% branded, \*cfr main port/ori/off  
Table last updated on 16/12/2020

Source: Edify Digital Media

*Wet-blue bovine hides*

Packer pulled take off, trimmed and fleshed; selection: est. 80/20 i/ii					
Substance	Type	Est. size (sq ft/pce)	Weight** (lbs/pce)	Previous price	US\$/pce***
Unsplit	Fed butt branded cow	av 50/52	av 47/49	53.00	53.00
	Fed branded cow	av 50/52	av 47/49	50.00	50.00
	Native cow	av 46/48	av 37/39	43.00	<b>44.00</b>
	Native dairy cow	av 56/58	av50/52	58.00	<b>nq</b>
	Branded cow	av 46/48	av 37/39	35.00	<b>nq</b>
	Light native cow	av 34/36	av 26/28	nq	nq
	Branded heifer	av 41/43	av 35/37	45.00	45.00
	Heavy native steer	av 48/50	av 50/52	71.00	71.00
	Butt branded steer	av 48/50	av 50/52	69.00	69.00
	Branded steer	av 48/50	av 50/52	nq	nq
Grain splits*	Heavy native steer ^	av 48/52	av 22/24	63.00	63.00
	Butt branded steer ^	av 48/52	av 22/24	59.00	59.00
	Colorado branded steer ^	av 48/52	av 22/24	52.00	52.00
	Heavy native steer ^^	av 50/52	av 30/32	61.00	61.00
	Butt branded steer ^^	av 50/52	av 30/32	59.00	59.00
	Colorado branded steer ^^	av 50/52	av 30/32	52.00	52.00
	Fed butt branded cow ^^^	av 50/52	av 30/32	43.00	43.00
	Fed side branded cow ^^^	av 50/52	av 30/32	36.00	36.00

Notes: \*split in lime, thickness: 1.6-1.8 mm (^), 2.0-2.4 mm (^^), 2.2-2.6 mm (^^^), \*\*wet-blue weight, \*\*\*cif/ori/c/off

Table last updated on 16/12/2020

Source: Edify Digital Media

# United States statistics

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**Slaughters:** After the Thanksgiving week, bovine slaughter rebounded significantly, back to and even slightly above the previous level, as packers work towards filling the pipeline in view of the upcoming Christmas festivities. In the week ending December 5, a total of 669,500 bovine head were slaughtered, which is the second highest figure for the year. But while this figure is predictably much higher than the previous one (+19%), it's only a 2.4% higher than the prior four full working weeks average, meaning a sustained pace of slaughters in the recent period.

While all the main cattle types saw an increase against the average outlined above, steers witnessed the lowest rise (+0.9%, at 320,000 heads), while cows the highest (+5%, at 138,000 heads). Heifers were somewhat in the middle, with a 3.4% increase, at 201,000 heads.

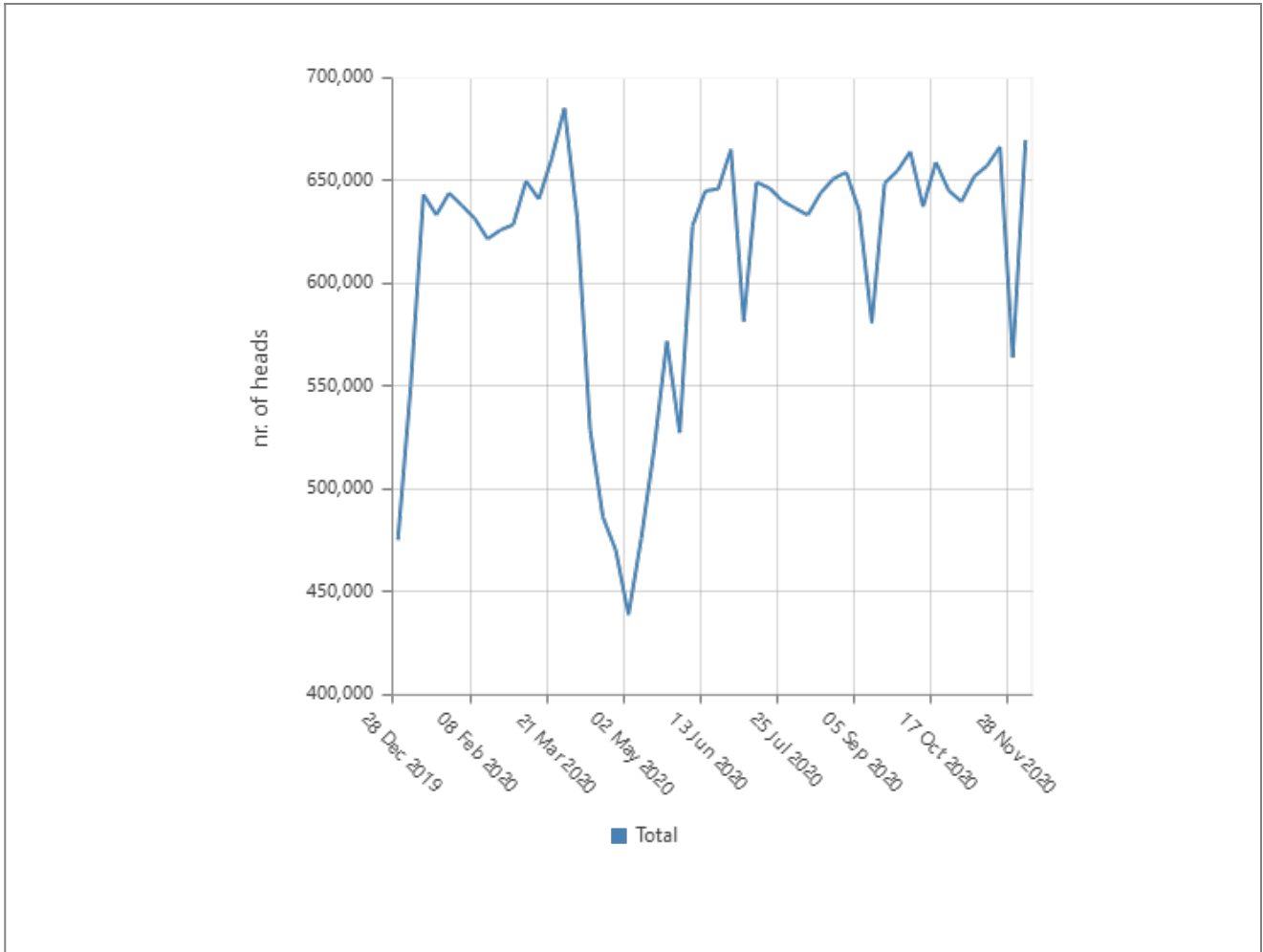
For the following week, ending on December 12, the USDA projects slaughter numbers around the same high levels although, at 665,000 heads, slightly lower than the last reported week.

**Export sales and shipments:** If we take away the weeks at the end of January and early February of 2020, which is a period that covered the Chinese New year and the outbreak of Covid-19 in China, then week ending December 10, was the lowest sales volume week of the year, and by some margin. Sales were down 42% on the previous week and 38% of the prior four week average, a period that included a short working week due to Thanksgiving. All destinations were down on their raw hide purchases, but China was significantly down - and when China turns the tap off, then there is a problem. Let's hope this was just a blip and sales return to normal the following week.

If anything, wet-blue sales were even worse; in recent times there have been massive shifts between good sales volume weeks and poorer weeks. But when we take out the decreases for the week, presumably due to cancellations, then this was actually a negative sales week.

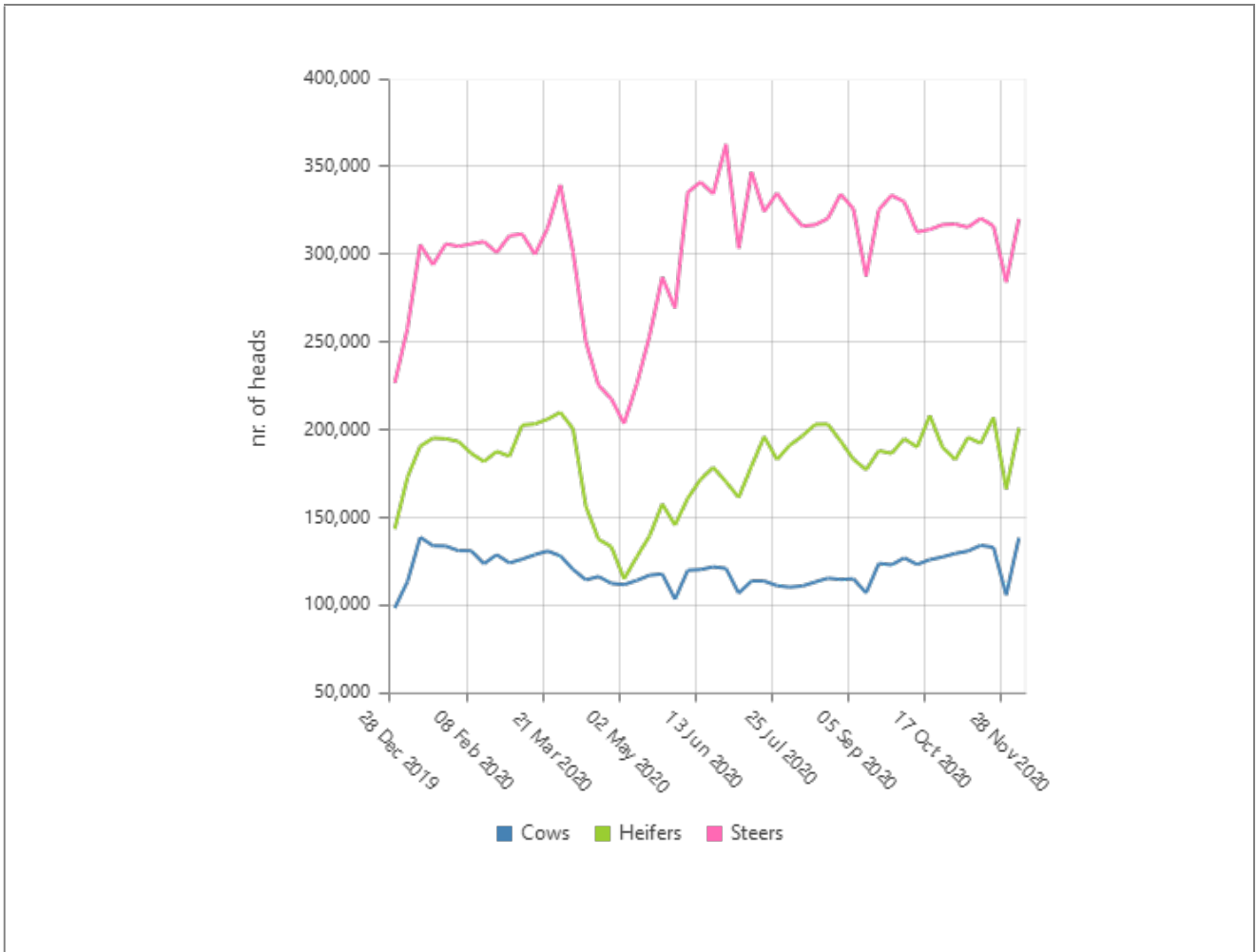
## U.S. cattle slaughter

### U.S.: weekly bovine slaughters - total



Source: Edify Digital Media

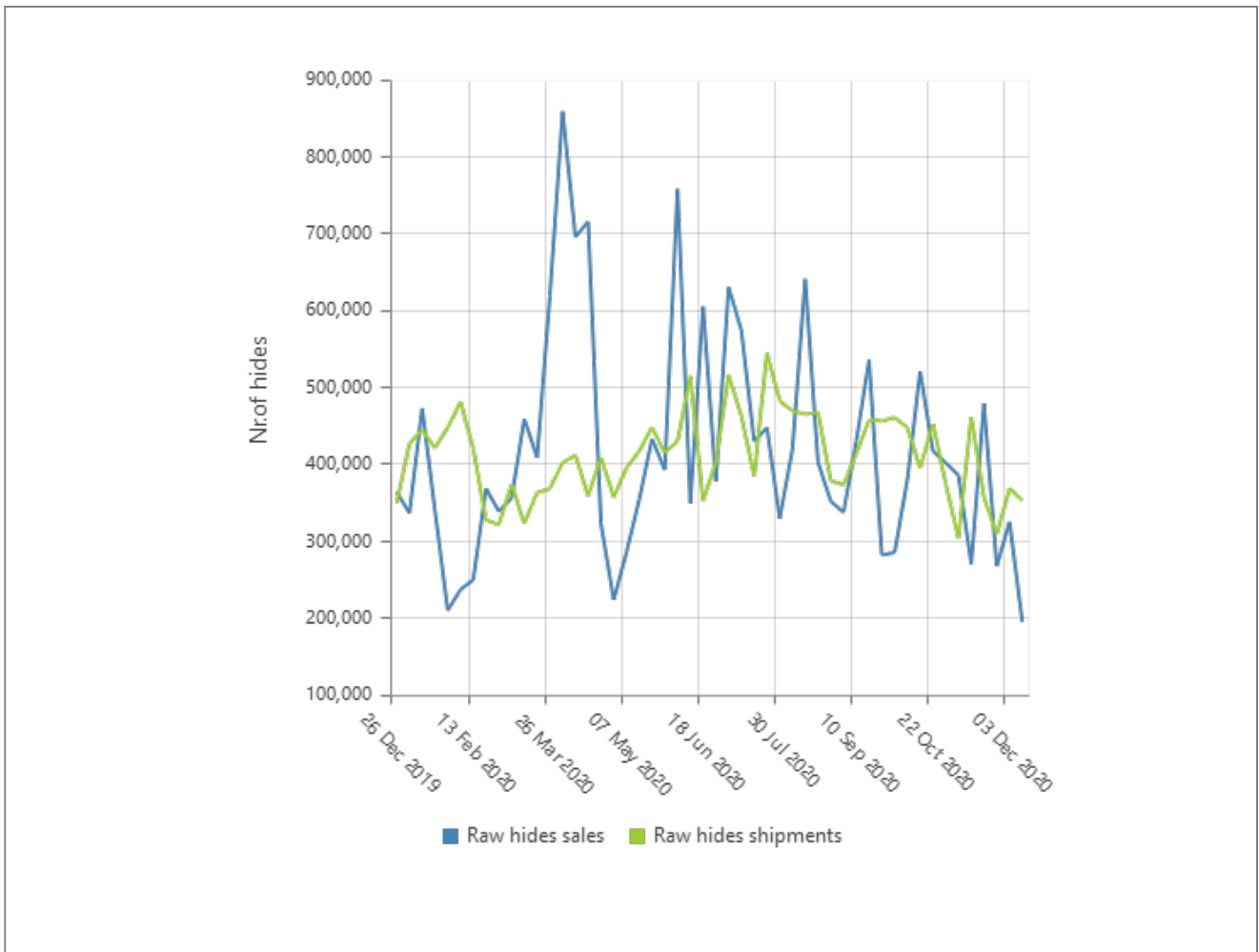
**U.S.: weekly bovine slaughters - by animal type**



Source: Edify Digital Media

## USDA trade graphs

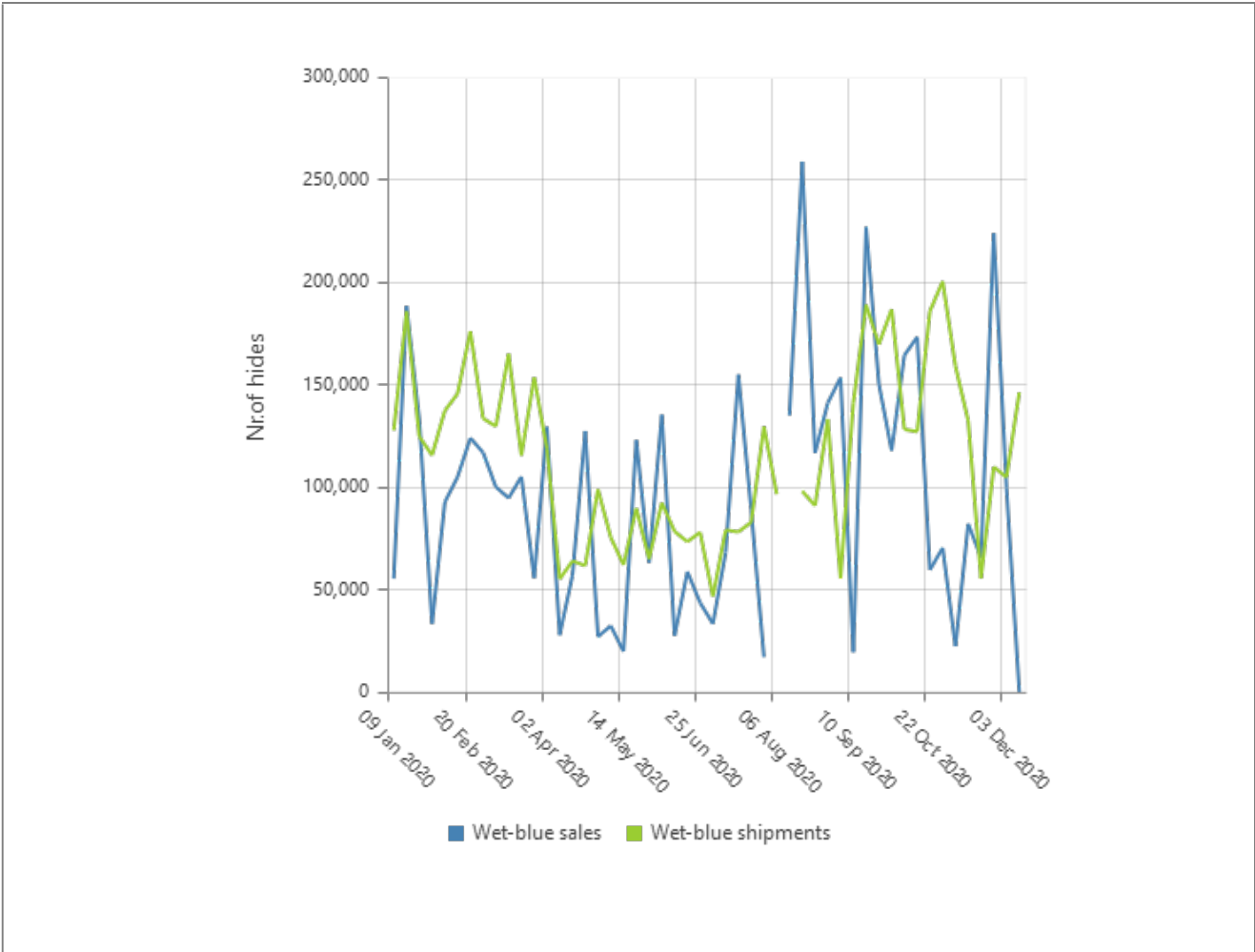
### U.S.: raw bovine hides, weekly export sales and shipments



Source: Edify Digital Media

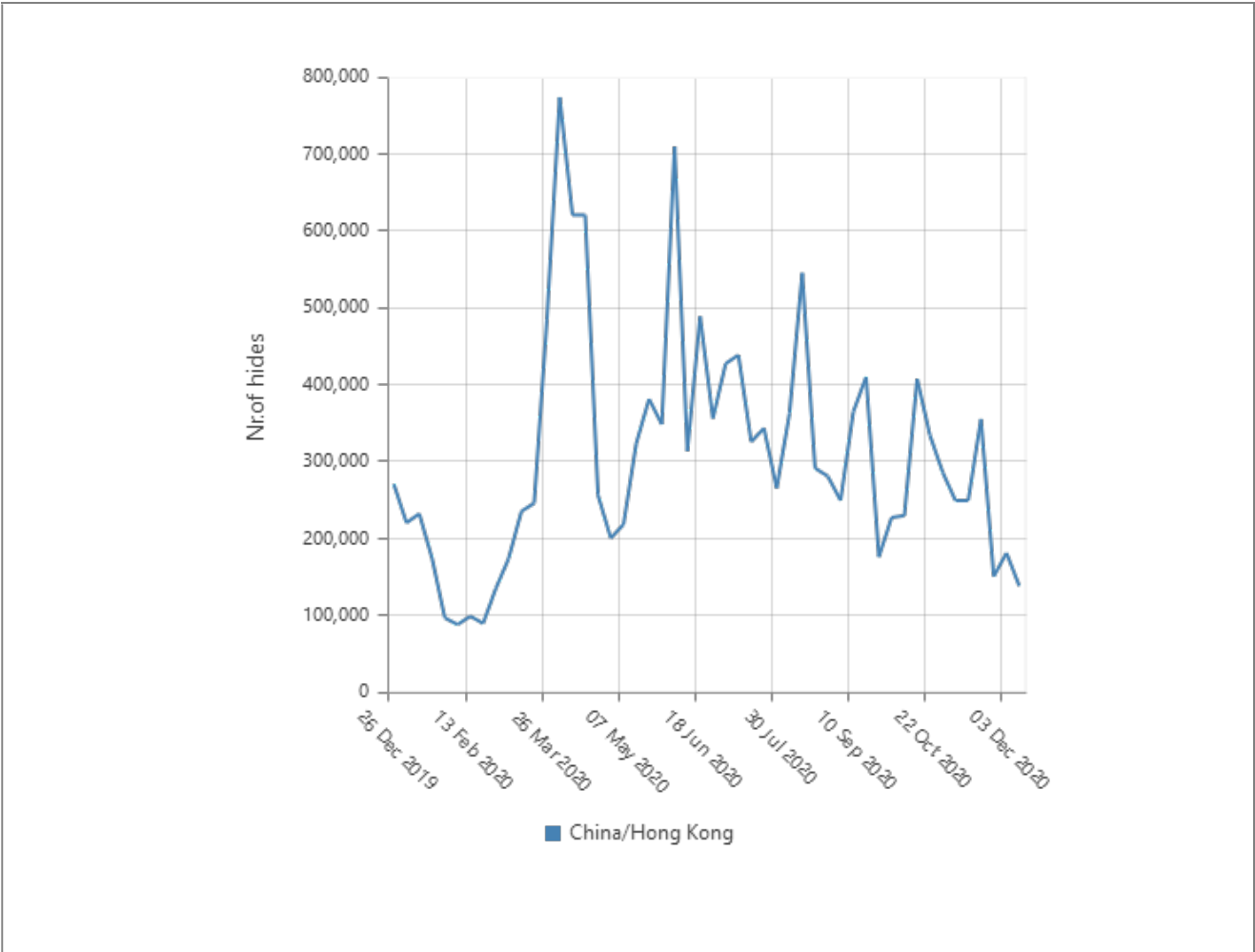


**U.S.: wet-blue bovines, weekly export sales and shipments**



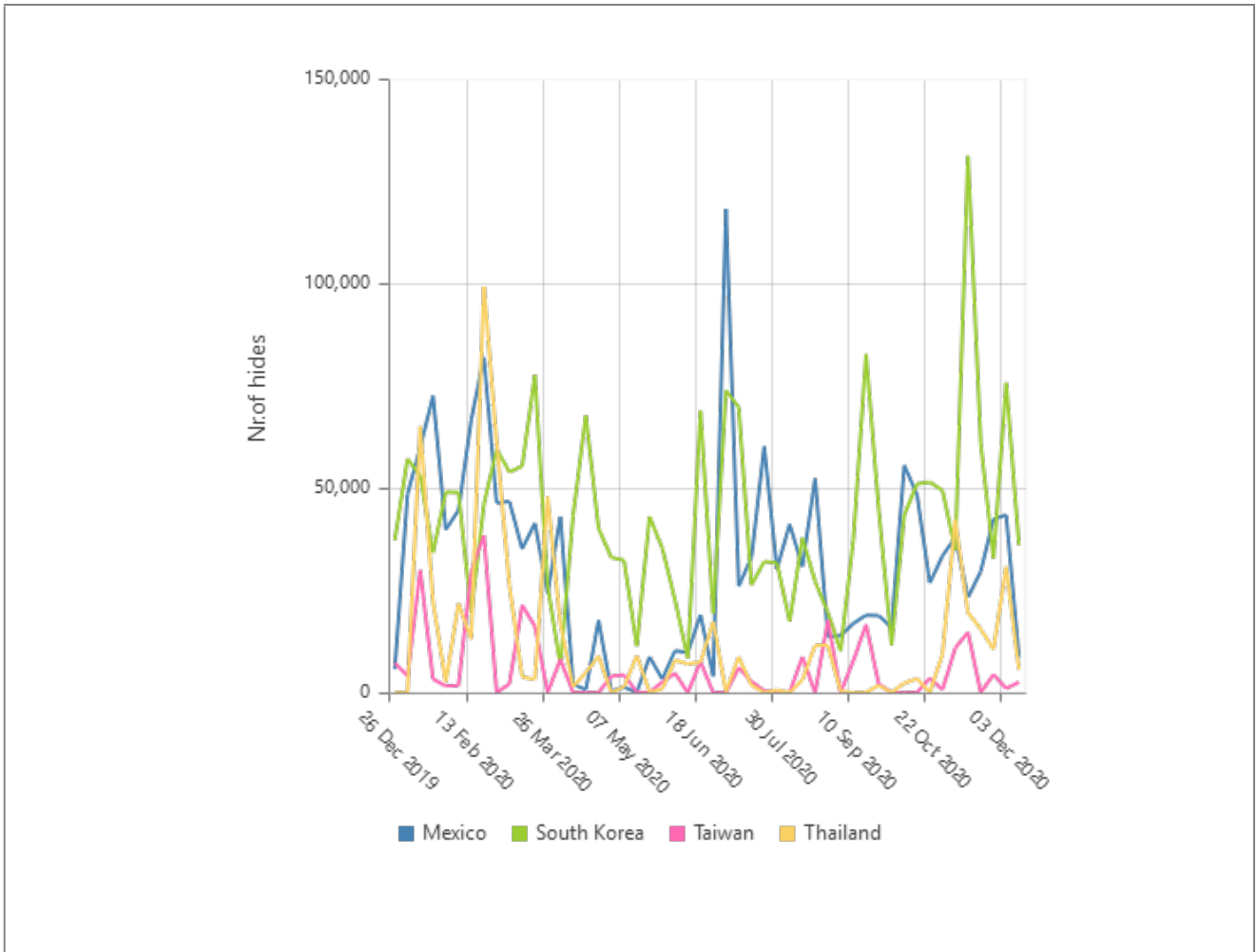
Source: Edify Digital Media

**U.S.: raw bovine hides, weekly sales to China/Hong Kong**



Source: Edify Digital Media

**U.S.: raw bovine hides, weekly sales to key countries (other than China/H.K.)**



Source: Edify Digital Media