

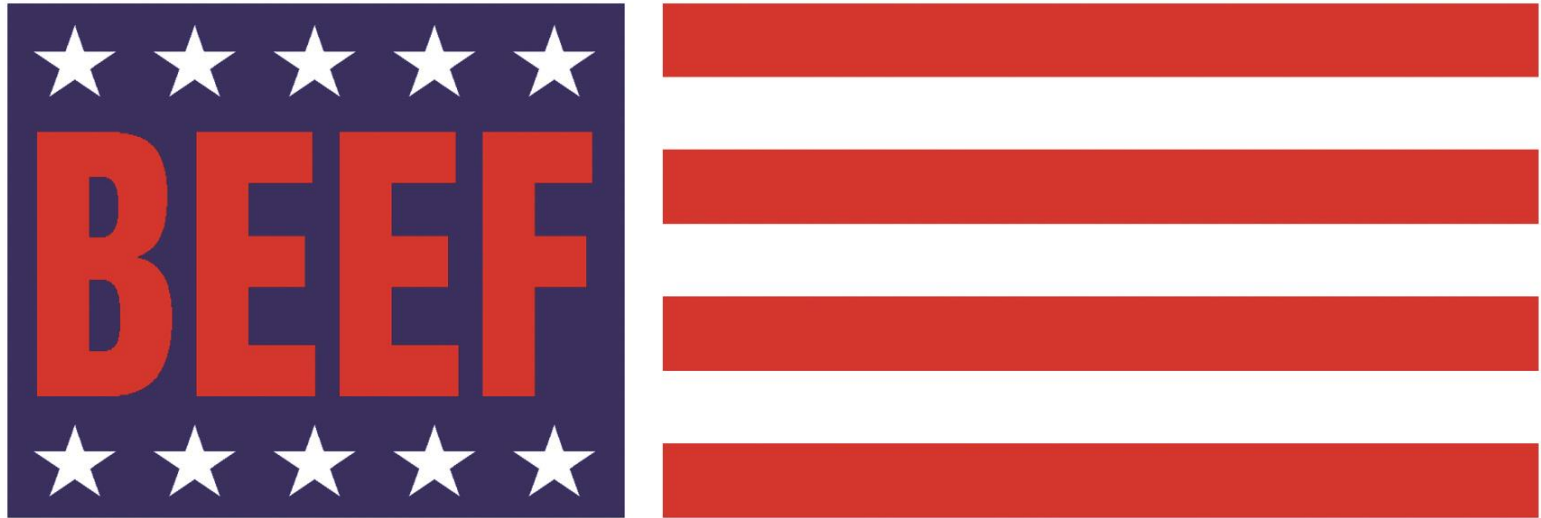


Panel on Country of Origin Labeling

By Mike Callicrate

18th Annual Convention, August 2017

Rapid City, South Dakota



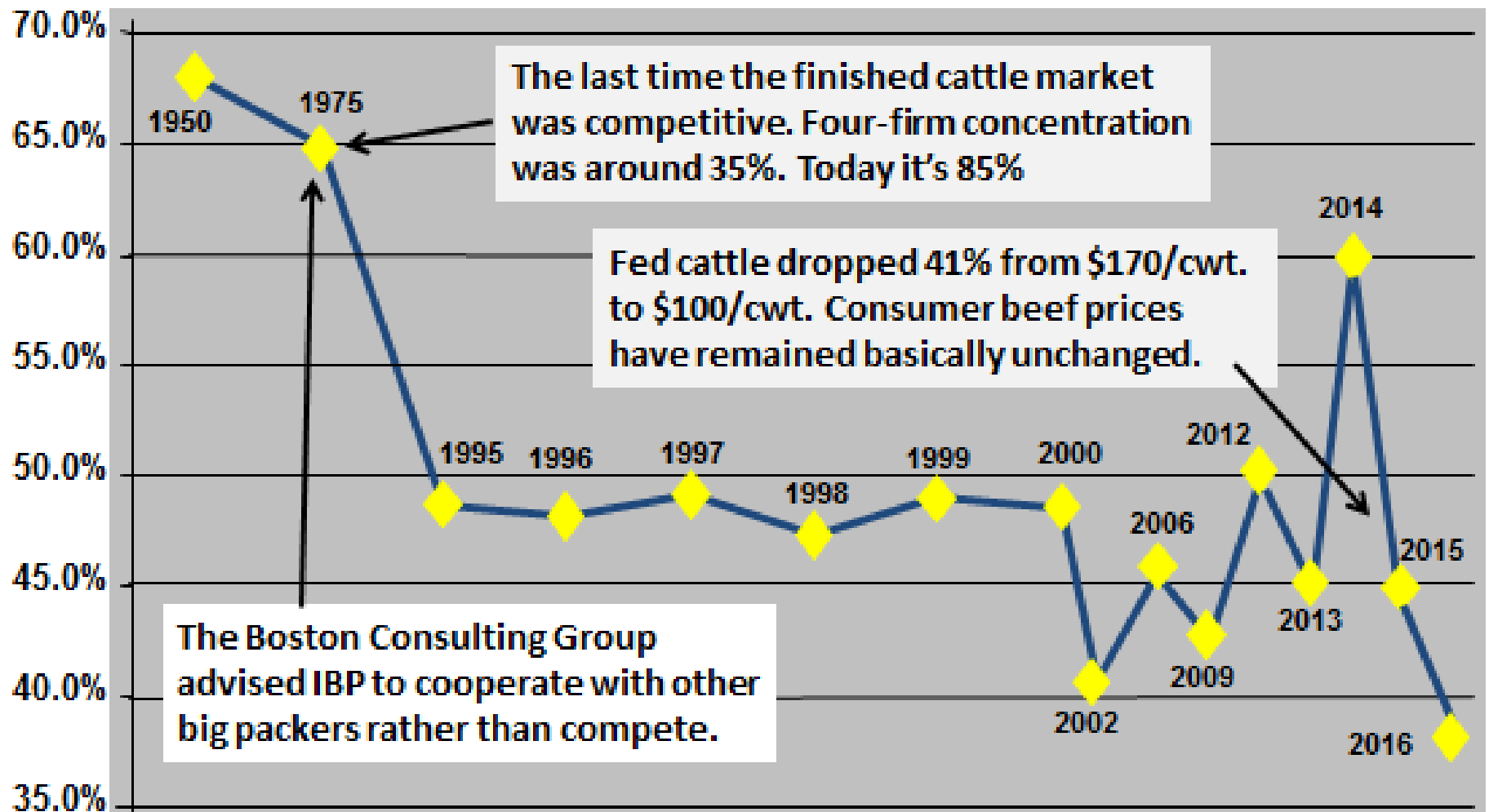
Born & Raised in the USA



Does it really matter anymore?

Farm share of the consumer retail beef dollar

Picture of market manipulation

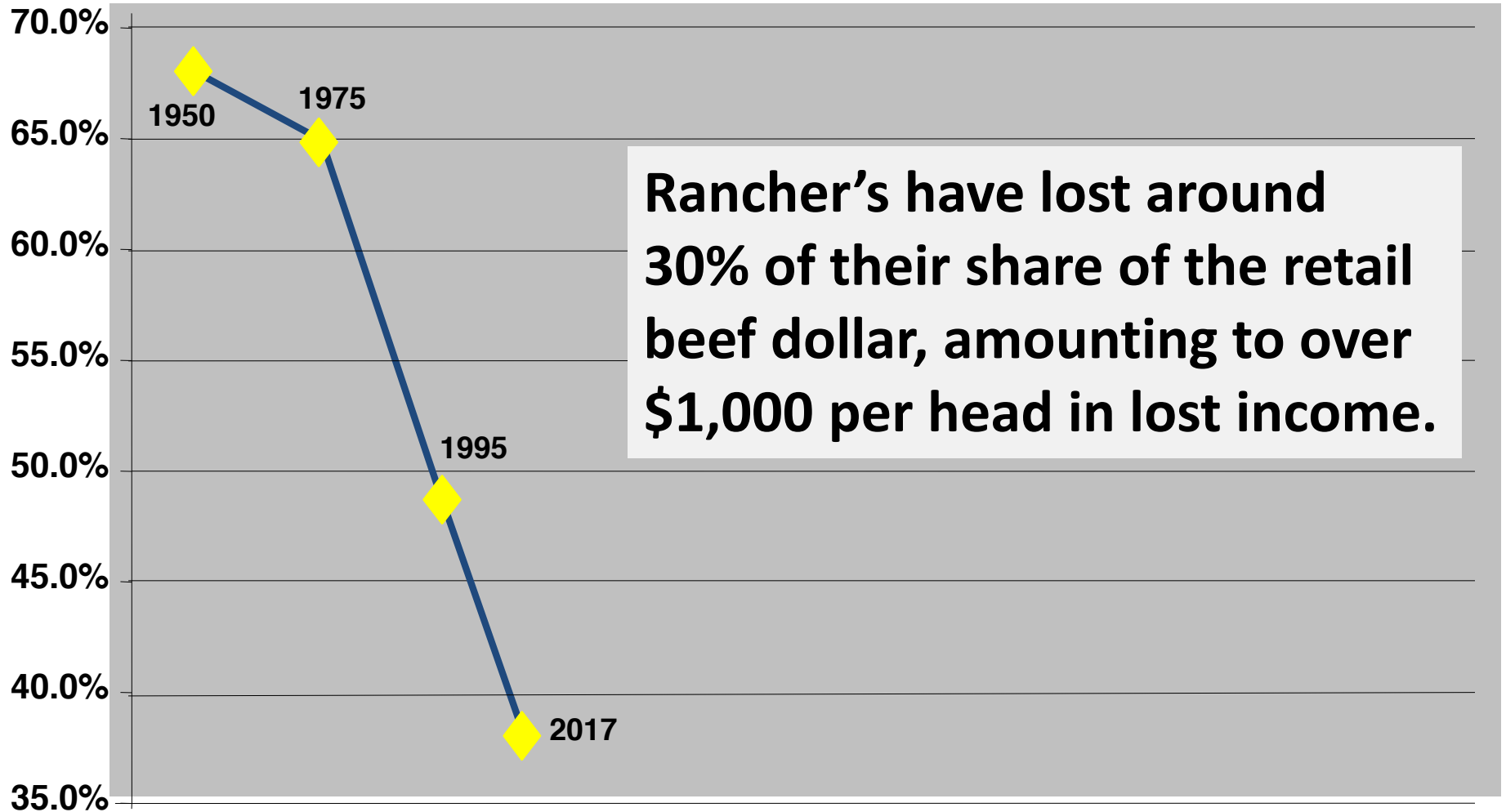


*All Fresh Choice Beef - USDA-ERS Data

Updated by Mike Callicrate Jan 2016

Farm share of the consumer retail beef dollar

A picture of abusive market power



Rancher's have lost around 30% of their share of the retail beef dollar, amounting to over \$1,000 per head in lost income.

*All Fresh Choice Beef – USDA-ERS Data



“You should be suing Walmart [Instead of IBP], they are the problem. They tell us what they will pay and we have no choice but to pay you less.”

- John Tyson 2002

“...there is no stopping it (concentration). This is an evolution that’s going to take place in spite of whoever is in the way.”

**Robert Peterson, IBP Chairman and CEO, July 1996
\$20 Billion by 2001 article, in *Meat and Poultry***

There is an economic term to describe this phenomenon.
It is called...

STEALING

- John W. Helmuth, Ph.D, Ag Economist. He warned early of the dangers of concentrated market power by packers and agribusiness. He died in November of 1999.

Partners in Crime

The big retailers are robbing the bank.



The big packers are driving the getaway car.



Average return on equity before tax (ROE)

Retail grocery: ROE = **21%** (last 6 years)

Meat packing: ROE = **17%** (last 6 years)

All Farming & ranching: ROE = **NEGATIVE 0.54%**
(last 13 years)

Packers--for those with sales > \$500k - Before tax ROE, 2002-2009: 17.38% - source: <http://www.bizminer.com/industries/Meat-packing-plants-2011/>

Retail grocery--food marketing institute book - <http://www.fmi.org> - 2003-2009 average: before tax ROE = 20.75%

Cattle--for the farm typology "cattle" meaning primarily cattle operations in USDA/ERS annual surveys - <http://www.ers.usda.gov/Briefing/ARMS/>

“These guys [Tyson] are nothing but old-time gangsters, thugs and thieves. They beat your brains in with their market power and take your money.”

January 12, 2004, Montgomery, AL

[-Associated Press quoting Mike Callicrate on opening day of IBP/Tyson trial](#)

Obituary: The Market Is Dead 1921-2013



It is with deepest regrets we announce that the market, age 92, passed away after a long illness. This was a terrible loss to livelihoods, rural communities and consumer choice. Survivors include a few farmers and ranchers, once symbols of free enterprise and economic freedom, who are now sharecroppers and serfs under the heel of concentrated and abusive economic power.

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**AFTER PAYING \$3 BILLION
TO SETTLE BRIBERY
AND CORRUPTION CHARGES,
THE BATISTAS ARE
STILL IN THEIR DRIVER'S
SEAT AT JBS S.A.**

**BUSINESS
AS USUAL**

USDA is a stronghold for big agribusiness, with headquarters on the Mall in Washington DC.

- Lillian Salerno, former USDA Deputy Under Secretary for Rural Development