

# Delmarva Poultry Exports Grow

GEORGETOWN, Del. — Exporting is becoming more important for Delmarva's poultry industry, according to new figures released by Delmarva Poultry Industry, Inc. (DPI), the trade association for the Delmarva Peninsula's nearly \$1.3-billion-a-year poultry industry.

A recent DPI survey indicated that 3.2 percent of the poultry produced on Delmarva was exported.

This equates to nearly 2,100 containers or 90 million pounds of product. This compares to 1,200 containers and 60 million pounds in 1992.

Put into perspective, exports from Delmarva last year, based on pounds of product, increased by 50 percent compared to the previous year. The projection for 1994 indicates that exports this year will be up about 15 percent com-

pared to last year. Put another way, exports created a need for about 240 chicken houses, 100 growers, and about 600 poultry company employees.

The destinations for Delmarva-produced products were China, Hong Kong, Singapore, Russia, Poland, Germany, France, England, Finland, Romania, Albania, Moldova, Switzerland, Peru, and Jamaica. The shipments were exported through the ports of Baltimore, Md; Norfolk, Va; New York, N.Y.; Charleston, S.C.; Gulfport, Miss.; Pascagoula, Miss.; Philadelphia, Pa; Savannah, Ga.; and ports in Florida.

Export products included whole birds, wings, legs, leg quarters, paws, gizzards, livers, hearts, drumsticks, thighs, backs, and chicken hot dogs.

The destinations, ports of embarkation, and the product mix

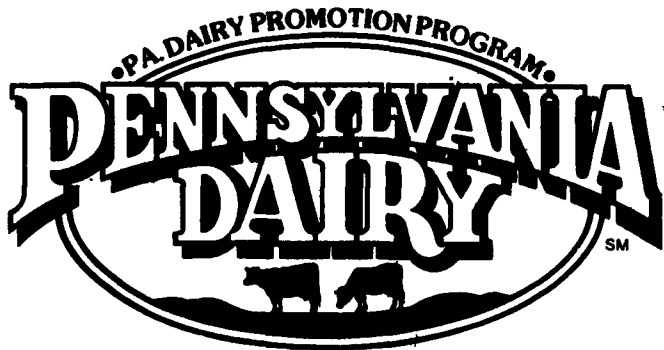
are similar to those indicated in 1992 and 1993 DPI export surveys, though there were more destinations listed this year.

Nationally, poultry exports continue to grow. Figures from the United States Department of Agriculture for 1993 show the value of broiler-meat exports was nearly 798 million dollars, up 18 percent from the year earlier. In 1993, the volume of exports grew a phenomenal 32 percent, reaching almost 916,000 metric tons.

Most of the growth in U.S. exports can be attributed to a strong increase in sales to the former Soviet Union, Eastern Europe, and the Middle East. Sales to Asian nations, the primary destination for Delmarva products,

continued strong last year, with 41 percent of U.S. broiler-meat exports going there.

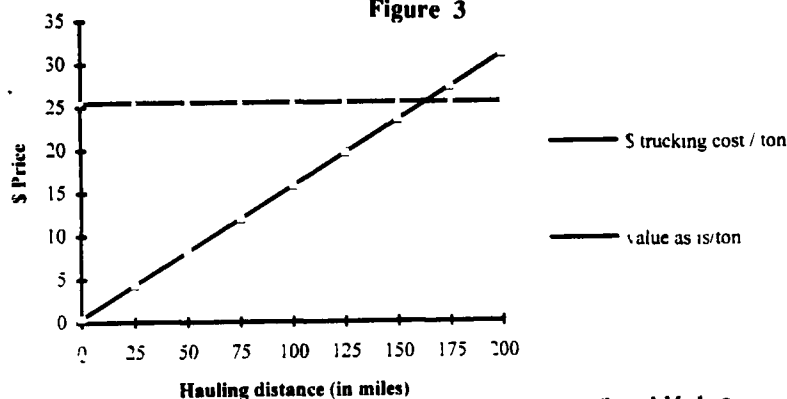
One consumer benefit from increased exports has occurred. While American consumers prefer white meat, overseas' customers prefer chicken's dark meat. Thanks to increased exports, American consumers are seeing more affordable bone-in chicken breasts, boneless/skinless breasts, and similar products. This has resulted from greatly expanded exports of dark meat and greatly expanded boneless production. Since more chickens need to be cut up to meet rising export demand, more breast meat is provided for the domestic market and prices are more affordable.



## Poultry Pointers

(Continued from Page C9)

Figure 3



Trucking cost = \$ cost/ ton (table 1) x 17 ton/load Value "as is" = \$25.46/ ton x 17 ton/load = \$432.82.

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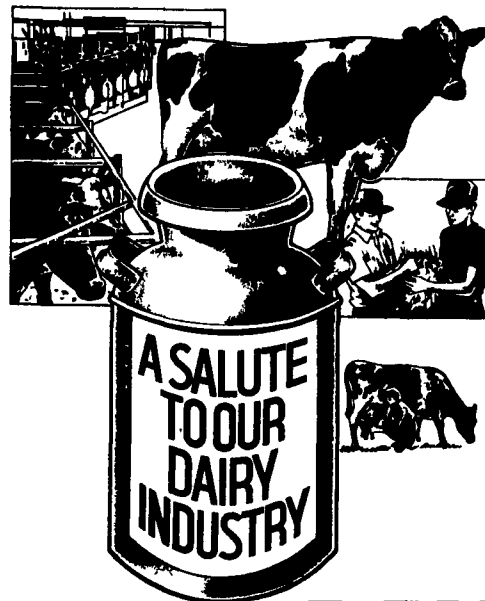
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