

FARM-TO-RETAIL-PRICE-SPREAD

May 2024 – Jul 2024
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EXECUTIVE SUMMARY

The farm value share is the value of the farm product's equivalent to the final food product purchased by consumers. The Farm-to-Retail Price Spread (FTRPS) is the difference between what the consumer pays for the food product at the retail level and the value of the farm product used in that product. Price spreads measure the aggregate contributions of food manufacturing, distribution, wholesale, and retail firms that transform farm commodities into final products:

- **Poultry:** During the period between May 2024 and July 2024, the real farm value share decreased by 1.94%, while the real FTRPS of fresh whole chicken increased by 0.85%. The real farm value share of fresh whole chicken meat reached 52.44% in April 2024.
- **Beef:** During the period between May 2024 and July 2024, the real FTRPS of class A2/A3 beef decreased by 10.76%, while the real farm value share increased by 5.95%. The real farm value share reached 51.59% in April 2024. From April 2023 to April 2024 (y-o-y), the real FTRPS decreased by 13.94%, while the real farm value share increased by 10.31%.
- **Lamb:** The real FTRPS of class A2/A3 lamb decreased by 7.65% (from R58.82/kg to R54.32/kg), while the real farm value share moderately decreased by 0.37% (from 47.59% to 47.76%) during the period between May 2024 and July 2024. From July 2023 to July 2024 (y-o-y), the real farm value share increased by 12.85%, while the real FTRPS decreased by 28.50%.
- **Pork:** The real FTRPS decreased by 1.51%, on average from R52.46/kg in May 2024 to R51.67/kg in July 2024. While the real farm value share of pork increased by 2.44% from 33.71% in May 2024 to 34.53% in July 2024.
- **Milk:** The real FTRPS for full cream milk increased on average from R10.59/ℓ to R10.73/ℓ, representing a 1.33% increase during the period between May 2024 and July 2024. The real farm value share increased by 0.86% during the same period.

Introduction

The Farm-to-Retail Price Spread (FTRPS) is the difference between the farm price and the retail price of food, reflecting charges for processing, shipping, and retailing farm goods. This publication attempts to provide insights into the factors driving commodity and food price margins. The purpose of this publication is to reflect on food price spreads during the period between May 2024 and July 2024. The NAMC analyses data sets to compare prices paid by consumers for food with prices received by farmers for corresponding commodities and reports the comparisons for a variety of foods sold through retail food stores such as supermarkets and hypermarkets. The margin between farm gate prices and the price the consumer pays for selected food items is a topic that is frequently debated. To better understand the difference between farm gate and retail prices, farm values of selected products and the FTRPS are calculated. For more details on the methodology, please read [here](#).

Price Trends, Farm Values and Price Spreads

- **Poultry:** Figure 1 shows that during the period between May 2024 and July 2024, the real farm value share decreased by 1.94%, while the real FTRPS of fresh whole chicken increased by 0.85%. The real farm value share of fresh whole chicken meat reached 52.44% in July 2024. From July 2023 to July 2024 (y-o-y), the real farm value share decreased by 7.46%, while the real FTRPS increased by 10.86%. This could be due to the competitiveness in the poultry value chain being affected by factors such as imports and high feed prices, among other factors.

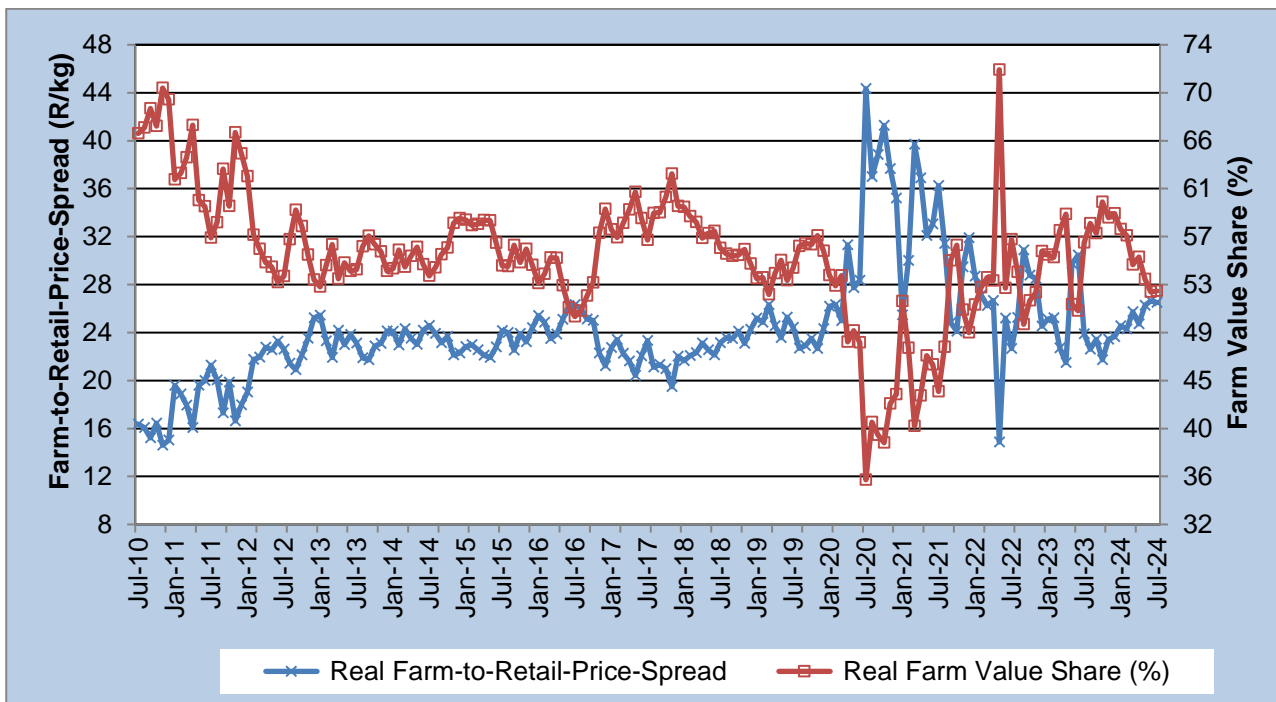


Figure 1: Real farm-to-retail-price-spread and farm value share of poultry

Source: Stats SA, 2024; AMT, 2024 and own calculations

- **Beef:** The FTRPS of beef includes additional cuts, i.e., sirloin, stew, and fillet, in the calculation of the spread from January 2017 onwards, but excludes beef offal in the calculation of the spread.

Figure 2 shows that during the period between May 2024 and July 2024, the real FTRPS of class A2/A3 beef decreased by 10.76%, while the real farm value share increased by 5.95%. The real farm value share reached 51.59% in July 2024. From July 2023 to July 2024 (y-o-y), the real FTRPS decreased by 13.94%, while the real farm value share increased by 10.31%. The gap between FTRPS and farm value share can be attributed to the lingering effects of Foot and Mouth Disease (FMD) that disrupted the production of red meat locally, changes in retail demand, and farm commodity supply.

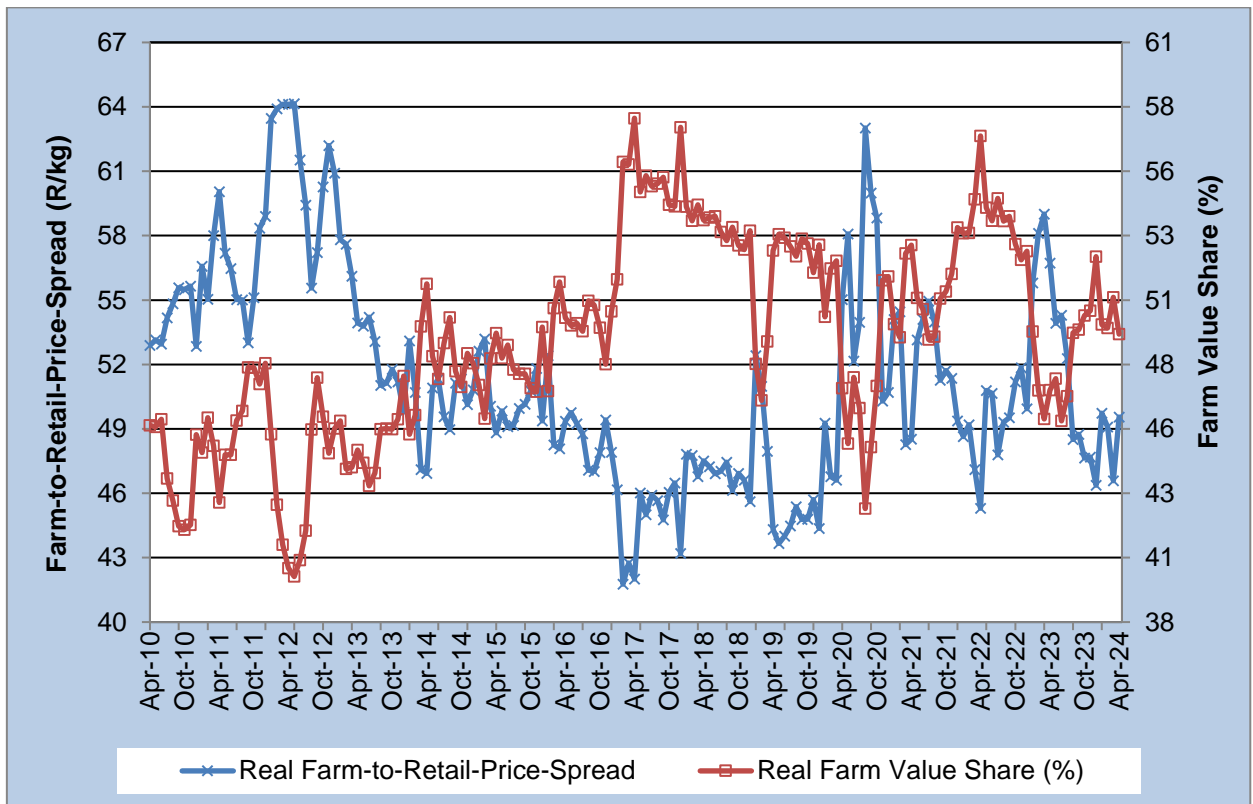


Figure 2: Real farm-to-retail-price-spread and farm value share for beef

Source: Stats SA, 2024; AMT, 2024 and own calculations

- **Lamb:** The FTRPS of lamb includes leg, loin chops (saddle chops), neck, rib chops and stew, but excludes lamb offal in the calculation of the spread.

Figure 3 shows that the real FTRPS of class A2/A3 lamb decreased by 7.65% (from R58.82/kg to R54.32/kg), while the real farm value share moderately increased by 5.57% (from 55.12% to 58.29%) during the period between May 2024 and July 2024. From July 2023 to July 2024 (y-o-y), the real farm value share increased by 12.85%, while the real FTRPS decreased by 28.50%.

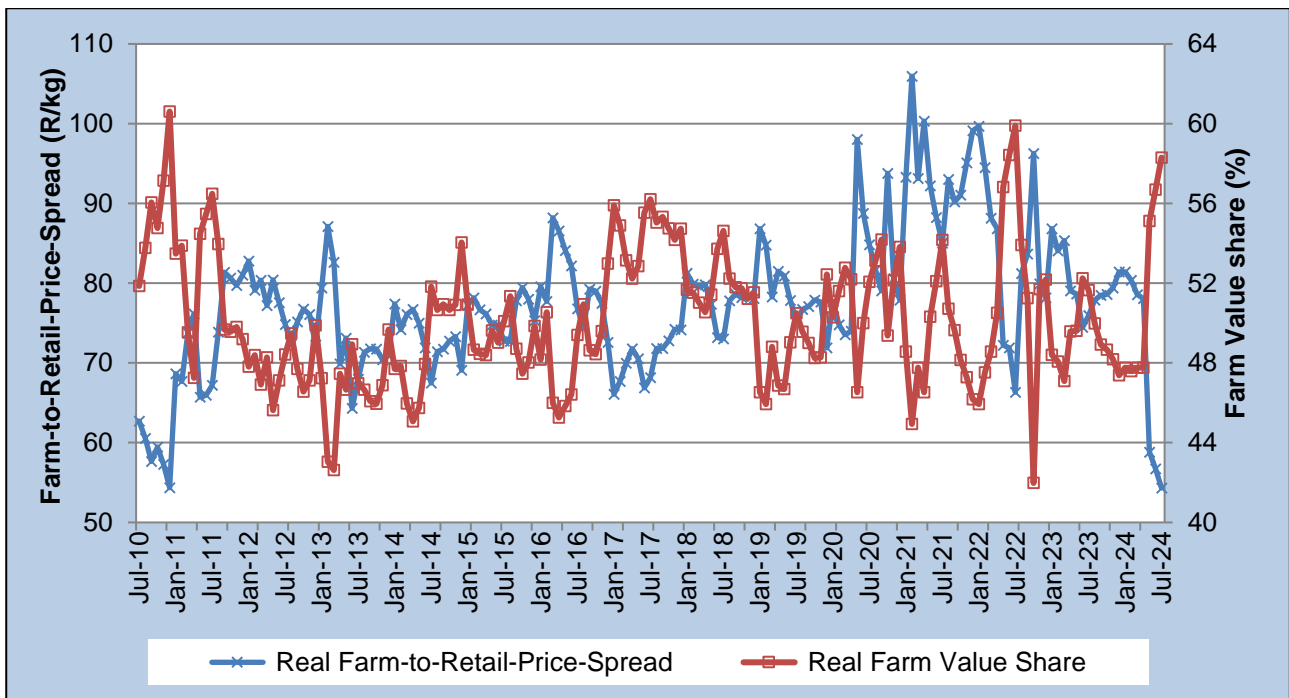


Figure 3: Real farm-to-retail-price-spread and farm value share of lamb

Source: Stats SA, 2024; AMT, 2024 and own calculations

- **Pork:** The FTRPS of pork includes pork ribs effective from January 2013.

Figure 4 shows that real FTRPS had a moderate decrease of 1.51%, on average from R52.46/kg in May 2024 to R51.67/kg in July 2024. While the real farm value share of pork increased by 2.44% from 33.71% in May 2024 to 34.53% in July 2024. From July 2023 to July 2024 (y-o-y), the real FTRPS decreased moderately by 0.75% (from R52.06/kg to R51.67/kg), while the real farm value share increased by 0.18% (from 34.47% to 34.53%).

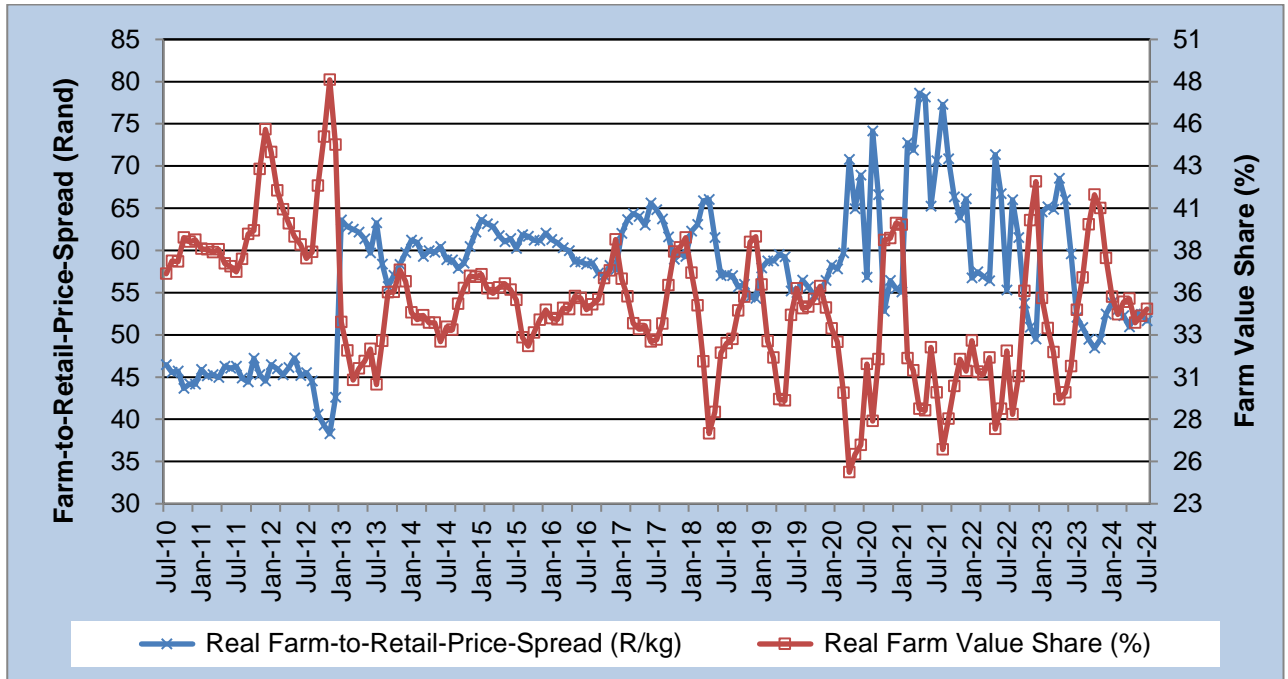


Figure 4: Real farm-to-retail-price-spread and farm value share of pork

Source: Stats SA, 2024; AMT, 2024 and own calculations

- **Milk:** Milk is an essential food product in a consumer's basket. Furthermore, milk is one of the top 10 food expenditure items for low-income households in South Africa.

Figure 5 shows that the real FTRPS for full cream milk increase on average from R10.59/l to R10.73/l, representing a 1.33% increase during the period between May 2024 and July 2024. The real farm value share increased by 0.86% during the same period. From July 2023 to July 2024 (y-o-y), the real FTRPS decreased by 1.13% and the real farm value share increased moderately by 0.55%, respectively.

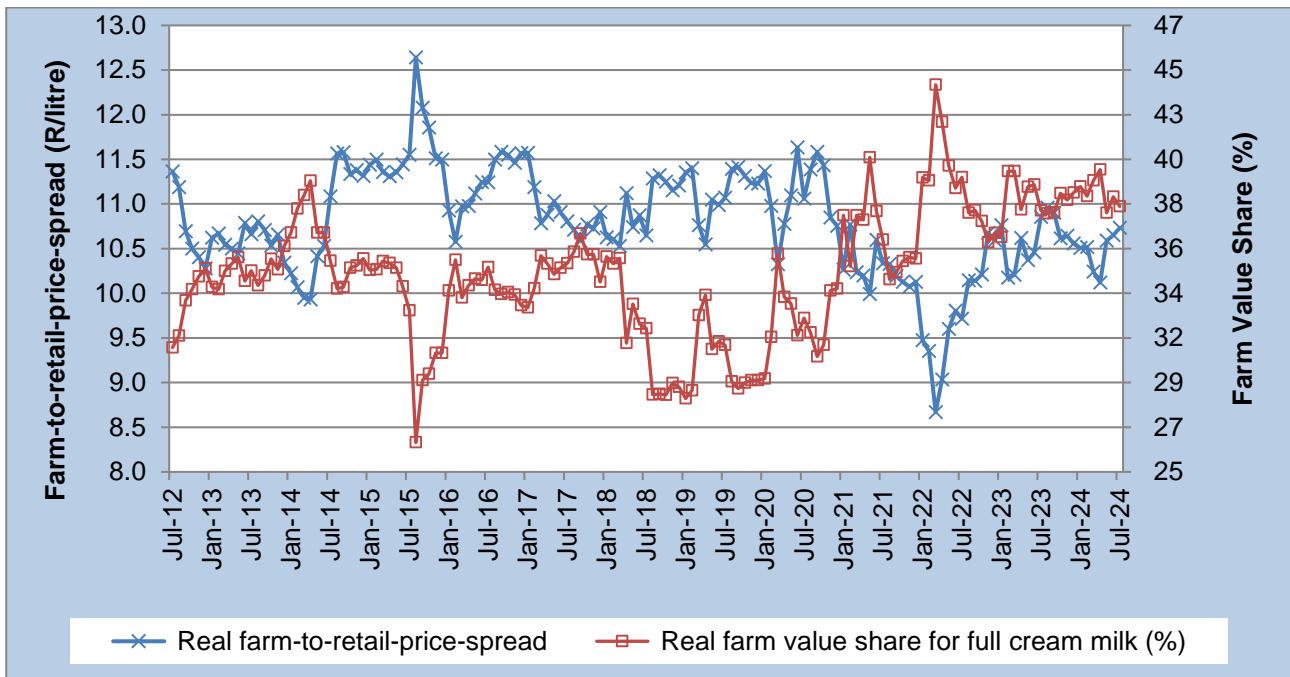


Figure 5: Real farm-to-retail-price-spread and farm value share of milk

Source: Stats SA, 2024; AMT, 2024 and own calculations

Conclusion

This publication provides margins (farm values and farm-to-retail price spreads) for selected essential products such as dairy, poultry, lamb, and beef. The updated producer and retailer prices for these selected commodities show the fluctuation between FTRPS and farm value between May 2024 and July 2024. Price fluctuations were driven by several factors, such as the openness of international trade, the level of competition in the food supply chain, and increased levels of food processing, among others. A further in-depth study of selected commodities will provide the factors behind these fluctuations.

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