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"Sales of red meat tumbled in 2016 as a convergence of factors negatively impacted the category. Commodity prices remain at their lowest levels in years, and while consumers indicate they are still eating red meat, there has been a pronounced reduction in their frequency of consumption. Health, environmental, and even cost concerns are driving consumers to other protein sources."

Billy Roberts, Senior Analyst - Food and Drink

# This report looks at the following areas:

- Sales stagnate
- Consumption frequency drops
- Possible need to reintroduce consumers to red meat

#### Definition

This report builds on the analysis presented in Mintel's *Packaged Red Meat – US, March 2016*, as well as *Red Meat – US, February 2015*, *Red Meat – US, September 2013*, *Red Meat—US, October 2012*, as well as the same title in November 2010. The report covers retail sales of beef, pork, and lamb, in all forms, including ready to eat, and heat and eat.

The following types of red meat are included:

- Beef including ground beef, steaks, roasts, and other cuts of beef
- Pork pork chops, pork cutlets, and other cuts
- Other red meat lamb, mutton, goat, bison, venison and other game meat, etc.

This report does not cover meats in sausage or hot dog forms, nor does it include deli or lunch meats.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market



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