

FARMER'S REPORT

MARKET TRENDS | 02.14.2020

US.
FOODS®

PRODUCE

KEY

- ↑ - Anticipating an up market
- - Anticipating a steady market
- ↓ - Anticipating a down market

All produce pricing trends are based on USDA data as of Feb. 11, 2020.

VEGETABLES

POTATOES



- ↑ **Russets:** The russet market is mixed this week. 70 ct. Burbanks and Norkotahs out of Idaho are up. 90 ct. and 6 oz. size Burbanks and Norkotahs out of Idaho are steady. There is moderate supply and demand reported. 70 ct. Norkotahs and 90 ct. Norkotahs out of Washington/Oregon are down, with moderate supply and demand reported.
- **Reds:** The red potato market is steady this week, including product out of Minnesota and Wisconsin, with moderate supply and lighter demand being reported.
- **Yellows:** The yellow potato market out of Florida is steady, with moderate supply, good quality, and good demand reported.

CABBAGE ↓



Round Green: The cabbage market is down this week. Good supply, quality, and demand are being reported.

LEAF LETTUCE



- **Green Leaf:** The green leaf market is flat this week, with supplies reporting as good. Green leaf quality is good. There is occasional mechanical damage, light insect damage and minimal signs of epidermal peel or blister, with a strong texture. Demand is reporting as good.
- **Romaine:** The romaine market is flat this week, with supplies reporting as good. Romaine quality continues to improve, with only minor issues. Demand is reporting as good.



ICEBERG LETTUCE ↑



The iceberg market is up this week. Iceberg supplies are being reported as good for the week. Quality is looking good, with just minor defects lingering from recent weather. Demand is reporting as good, too.

GARLIC →



No issues to report on domestic garlic, with good supply and quality and moderate demand being reported.

ONIONS ↓



The jumbo yellow onion market is down this week. Product out of Washington/Oregon and Idaho is down, with moderate supply and lighter demand reported.

MUSHROOMS →



No issues to report on mushrooms coming from the East Coast, with good supply, demand, and quality being reported. There continue to be issues with mushrooms coming from the West Coast, with lighter supply, good demand, and fair quality being reported.

CILANTRO →



The cilantro market is mixed this week. Product out of Oxnard, California is up on 30's and steady on 60's, with moderate supply and lighter demand reported. Product out of Texas is up on 60's with moderate supply and good demand reported. Product out of Imperial, Coachella, Palo Verde, Central California and Western Arizona is down on 30's and on 60's, with moderate supply and demand reported. Quality will vary by growing region.



CUCUMBERS ↑

Cucumber prices are on the rise in both regions. Mexico has battled rainstorms, pushing the East to help supply current demand. Quality is a mix of fair to good.



CELERY ↑

The celery market is up this week. Volume is reporting as good for the week. Celery continues to have inconsistent sizing, bowed structure, occasional mechanical damage, minimal cracked nodes, muddy stalks and light insect damage. Demand is fair.



YELLOW SQUASH ↑

Yellow squash prices have increased for the week. Supply is light out of the West, putting the pressure on the East Coast to help meet current demand. Quality is fair in both regions for the time being.



ZUCCHINI ↑

Zucchini prices are up in both regions for the week. Supply is fair in the West, due to the recent rainstorms in Mexico. The East is helping to cover the demand. Quality is fair at best.



GREEN BEANS ↑

The green bean market is mixed this week. Machine-picked product out of South Florida is up, with moderate supply and lighter demand reported. Handpicked product out of Mexico is up also, with lighter supply and good demand reported. Imported haricot verts are down, with moderate supply and light demand reported. Quality will vary by growing region.



BELL PEPPERS

- ↑ **Green:** Green bell peppers are up in both regions for the week. Demand is moderate from consumers. Quality looks to be good in both regions. Weather has impacted harvests in the West.
- ↑ **Red:** Red bell peppers are up in price this week. Supplies continue to be light in both regions. Quality is good in both hothouse and field-grown product.



TOMATOES



- ↑ **Rounds:** Round tomatoes are back up this week in both Eastern and Western growing regions. Western supply is impacted by poor growing conditions in Mexico, which is driving demand for Eastern product. Quality is still good, even though conditions are not ideal.
- ↑ **Romas:** Roma tomatoes are up this week in both Eastern and Western growing regions. Western supply was negatively impacted by the poor growing conditions in Mexico, which in turn is driving demand for Eastern product. Quality is good in the East and poor in the West.
- ↑ **Cherry:** Cherry tomatoes are up this week, due to weather conditions impacting supply. Quality is a mix of fair and good.
- ↑ **Grape:** Grape tomatoes are up in price for the week in both growing regions. Supply is fair at best, and quality is trending towards good for now.



CARROTS →

The jumbo carrot market is steady to down this week. Product out of Kern District, California is steady, with lighter supply and demand, and good quality being reported. Product out of Mexico is down, with lighter supply and demand reported. There is still a wide range in quality coming out of Mexico.



GREEN ONIONS ↓

The green onion market is down this week out of both growing regions. Product out of Mexico is down on medium and on small. Mexico is seeing moderate supply and lighter demand reported. Product out of South Carolina is down, with lighter supply and good demand reported. Quality will vary out of both growing regions.



CAULIFLOWER ↑

The cauliflower market is up this week, with supplies reporting as light. Cauliflower has good quality with an off-white color, occasional mechanical damage, occasional bruising and ricing. Demand is reporting as good.



ASPARAGUS ↑

The asparagus market is up this week. Product out of Peru is up, with lighter supply and good demand and a wide range in quality reported. Product out of Mexico is up, with light supply and moderate demand reported.



BROCCOLI ↑

The broccoli market is up, with supplies reporting as good for the week. Broccoli has good quality with firm crowns, occasional spread, knuckling and mechanical damage. Demand is reporting as good.

HANGING FRUIT



APPLES AND PEARS

➔ **Apples:** All varieties out of Washington are steady this week, with good supply and quality, and moderate demand being reported.

➔ **Pears:** The pear market out of Washington remains stable, with moderate supply, good quality and lighter demand reported.



CITRUS



LEMONS ➔

The lemon market is generally steady this week. Large-sized lemons (75 ct. and 95 ct.) are up slightly, as supply is tight for those sizes. Quality is fair.



LIMES ➔

Lime prices are mixed this week. 175's and larger sizes are down a bit, while 200's are flat. 230's and smaller sizes are seeing a price increase for the week, due to limited supply. Quality is fair, with blanching and scarring on some fruit. Larger-sized fruit have been struggling with decay issues.



ORANGES ➔

Orange prices look to be steady for the week. Navels 113 and smaller are extremely tight; if possible, work with your customers on moving up sizes. There is better supply on 72's and larger sizes. Cara Cara are peaking on 72's and 88's, while Blood Oranges are peaking on 88/72/113 size ranges. Quality is fair to good on all sizes.

BERRIES



STRAWBERRIES ➔

The strawberry market is flat this week. The industry continues to grapple with a demand-exceeds-supply situation. Although weather conditions in Mexico and California look to improve, the industry is reporting that supplies will not get back to normal weekly volumes until the beginning of March.



GRAPES ➔

The grape market is steady to down on imports out of Peru and Chile. Black Seedless out of Peru are down on extra-large/large and steady on jumbo. Red Globes are steady on extra-large, jumbo and large. Red Seedless are down on extra-large and large. Crimson seedless and Flame Seedless out of Chile are down on extra-large, large and medium. There is moderate supply and demand out of both growing regions reported.

TROPICAL



PINEAPPLES ➔

Pineapple prices are steady to down for the week. Import volumes continue to be low. Smaller sizes continue to be less available.



BANANAS ➔

Banana quality is very good, but sizing is slightly down, due to some typical weather patterns in the tropics.



AVOCADOS ↑

Avocado prices are on the rise for the week. Mexico continues to supply most of the market. Harvest volumes are down, causing the prices to go up for the week. 60 cts. and larger are extremely tight. Along with the lower harvest volumes, hail has damaged some of the crop, adding to the limited supply situation.

MELONS



CANTALOUPE AND HONEYDEWS

➔ **Cantaloupes:** The cantaloupe market is flat this week, with sizing continuing to trend towards the 9 jumbo sizes and nine regular sizes. The 12 ct. volumes continue to be low.

➔ **Honeydews:** The honeydew market is up this week, with volumes continuing to be limited on small sizes, 4 ct. and 5 ct. Size profile is heavily towards larger honeydews.





BEEF

All current beef pricing trends are based on USDA data as of Feb. 12, 2020. Last week's trends refer to the USDA market for the full week of Feb. 3, 2020.

The bulk of cash cattle traded around \$121/cwt. last week. This week's cash asking price is \$120/cwt.

Last week's harvest was 631K head, which was a few thousand head short of projections. Of that amount, 505K were of the steer/heifer variety. Cattle analysts are projecting this week's harvest to be steady.

The grade for the week ending February 1, 2020 came in with 83.1% of all the steers and heifers grading Choice or higher. Select product graded at 13.7% and Ungraded reported at 3.2%.

GRINDS

GROUND CHUCK: Ground chuck traded at a discount last week, and the short-term outlook looks to be more discounted prices.

GROUND BEEF 81/19: 81/19 ground beef traded at a discount last week as well. Through three days of trading this week, this blend continues to slide in price.

GROUND BEEF 73/27: The 73/27 Ground Beef market is trading similarly to the 81/19 market in terms of both how it traded last week and how it's trading this week.

ROUNDS

PEELED KNUCKLES: Peeled knuckles traded down last week. Analysts are expecting this market to trade steady to down over the next several months.

INSIDE ROUNDS: Inside rounds traded mostly flat last week on the Choice and Select grades, respectively. Through three days of trades this week, prices look to be climbing higher. Analysts are forecasting prices to peak in the February/March timeframe, and then drift lower into June.

BOTTOM ROUND FLATS: Bottom Rounds Flats traded at a slight premium last week. Although the market looked to be going up mid-way through last week, closing the week at a premium was something analysts had not predicted. The Outside Round market is expected to drop over the next few months, and current trading this week is showing discounted prices.

EYES OF ROUND: Eye of round traded at a loss last week across all grades. Eye of Rounds are showing modest weakness this week, and analysts are forecasting further price reductions through May.

LOINS

STRIPS: Strip loins continued to rise in price last week. Analysts are forecasting that both grades of New York Strips will trade higher over the coming weeks and months, although through three days of trading this week, both grades of strips are trading at a slight discount. Analysts expect the declines to be a one-off.

TOP BUTTS: Choice top butts took price increases last week. Top butts historically take a slow climb higher in price from now through early April, although we are seeing discounted trading this week, with a limited number of trades through Wednesday's market close.

TENDERLOINS: Choice tenders took price declines last week, but Select Tenders took modest gains. Tenders historically trade relatively steady in the back half of February. Both Choice and Select markets look to be slipping this week, now that Valentine's Day orders have come and gone.

RIBS

RIBEYES: Choice light ribeyes traded at a premium last week, but heavy ribeyes were down. All Choice ribeyes are down through three days of trades this week, but Select ribeyes are trading at a premium. Analysts predict ribeyes still have more price appreciation in the coming months.

CHUCKS

CHUCK ROLLS: Chuck rolls traded at a discount last week. Chuck Rolls have historically experienced discounted prices from now through late March, and mid-week trading supports that.

TERES MAJORS: Teres Majors traded at a premium last week on all grades. Through three days of trading this week, we are seeing a similar trading trend. Prices are forecasted to climb higher between now and May.

BRISKETS: Briskets were relatively steady in last week's marketplace. Although analysts project briskets to show some strength over the next six weeks, anticipating strong demand for St. Patrick's Day, both grades are trading at a modest discount through three days of trading this week.

THIN MEATS

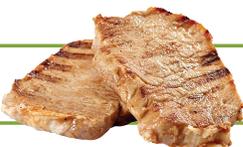
BALL TIPS: Choice ball tips traded slightly up last week, but the Select grade slipped in price. Both grades are showing discounted prices so far this week. That said, analysts are expecting a steady to up market for the next few months.

FLAP MEAT: After some wild weeks of flap meat price movement, last week was fairly quiet. The Choice grade moved up a few cents, and the Select grade of flap meat took a slight decline in price. Trading has been exactly the same this week, and analysts anticipate an up market through April.

FLANK: Flanks were slightly up last week. Choice flanks are up through three days of trading this week, and this up trend is expected to continue through April, per cattle analysts.

SKIRT STEAK: The skirt steak market took a slight increase in price last week. Analysts forecast outside skirt steak prices to gradually climb between now and Cinco de Mayo.





PORK

Pork market information is from the week ending Feb. 7, 2020.

Last week the USDA-estimated hog slaughter was almost 2.7 MM, marginally lower than the previous week, but up 7.2% from the same week last year.

The USDA reported that December 2019 pork exports to China and Hong Kong were 40% higher than in November 2019. This represents a new record for month-over-month increase in exports to China and Hong Kong.

LOINS

The loin complex, both bone-in and boneless, traded lower due to ample product supply. The USDA reported an increase in retail features for loin cuts and pork chops for mid-February. Bone-in and boneless loin cuts are trending slightly lower this week, but analysts expect prices to firm up and find support during March.

TENDERS

Tenderloin prices declined last week. Prices are trending higher this week, and the USDA reports that forward sales have been fairly steady for the last five weeks. The tenderloin market historically remains soft and unsettled until the March-April timeframe, when retailers really start to ramp up tenderloin features in lieu of warming weather.

BUTTS

Pork butts continued to post substantial declines. Historically, the pork butt market begins to decline in January and February, due to decreasing demand. Pork butts remain on their downward trajectory this week; however, from a seasonal perspective, pork butts typically begin their move higher during March.

RIBS

Both the loin back and sparerib markets traded lower, as ample supplies overwhelmed current demand levels. Analysts predict rib prices to firm and move higher, as packers continue to actively freeze and convert ribs for freezer programs. This is likely restricting the availability of fresh ribs. Historically, both rib items show bullish tones into February, until packers begin meeting quotas. At that time, some brief easing is possible before the markets recalibrate higher again in March and April for last-minute summer demand.

BELLIES/BACON

The belly market continued to post further declines. Historically, there is some brief easing in the belly markets in February, so current movement is aligned with seasonal tendencies. Analysts forecast gradually increasing belly prices during March. Additionally, retail bacon activity is down compared to the previous week and year.

HAMS

Ham prices took additional declines, but appear to be firming this week. The ham markets traditionally observe an increase in seasonal demand once again in March, as processor demand picks up for Easter. Ham prices have been trending considerably higher than last year at this time, and should be considered volatile.

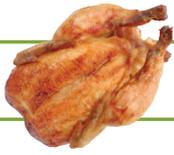
TRIMMINGS

Pork trimmings continue their decline. Fat 42% trimmings and lean 72% trimmings are lower this week. From a seasonal perspective, pork trimmings begin their gradual move higher starting in late February, and continue their uptrend through mid-May. Unanticipated export demand may support higher trimming prices during Q2.

PICNICS

The picnic complex is steady to weaker. Bone-in picnics have just fallen from peak season, and historically remain relatively steady. Boneless picnics continued their decline, and usually move lower into March on a seasonal basis.





TURKEY

BONELESS, SKINLESS TURKEY BREASTS

Boneless, skinless turkey breasts were down this week. In the near term, analysts expect a flat to slightly downward market.

WHOLE FROZEN TURKEYS

The whole turkey market was flat this week. Analysts expect this market to trend flat to upward.



CHICKEN

Poultry market information is from the week of Feb. 10, 2020.

Jumbo wings were down this week as we enter the historical period of decreased demand between the Super Bowl and March Madness, with small and medium wing categories remaining unchanged. Small, medium and jumbo breast also remained unchanged. Analysts state the demand in the breasts markets from retail and Further Processors have eased up, which has contributed to oversupply in the market. There were not any changes in price for select tenderloins this week, but jumbo tenderloins continued to increase. In the near term, analysts forecast that these markets should trend flat to upward, as Further Processors continue to move in and out of these markets. This week, leg quarters, leg meat and thigh meat all experienced declines. Analysts are predicting these markets will trend flat to downward in the near term. Whole birds/WOG demand is balanced. As supply increases, analysts report that the market may experience a flat to slightly downward trend.

BROILER-TYPE EGGS SET IN THE UNITED STATES UP 5%

Hatcheries in the United States weekly program set 240 million eggs in incubators during the week ending Feb. 8, 2020, up 5% from a year ago. Average hatchability for chicks hatched during the week in the United States was 81.8 percent. Average hatchability is calculated by dividing chicks hatched during the week by eggs set three weeks earlier.

** Starting in 2018, the 19 State totals have been discontinued. **

BROILER-TYPE CHICKS PLACED IN THE UNITED STATES UP 4%

Broiler growers in the United States weekly program placed 191 million chicks for meat production for the week ending Feb. 8, 2020, up 4% from a year ago. Cumulative placement from the weeks ending Jan. 4 through Feb. 8, 2020, for the United States were 1.14 billion. Cumulative placements were up 4% from the same period a year earlier.

** Starting in 2018, the 19 State totals have been discontinued. **

WHOLE CHICKEN & CUT-UP PARTS

Analysts report that small bird supply and demand is still out of balance, pushing pricing higher, as demand is harder to fulfill. Analysts believe this trend may continue through 2020. The market for larger-size whole birds and WOGs is in a balanced position. As jumbo bird availability increases, analysts believe this could develop into slight decreases in pricing for the near term.

BONELESS, SKINLESS BREASTS & CHICKEN TENDERLOINS

The select/small boneless breast market was flat this week. Analysts report that this market continues to be supported by the YTD headcount deficit in the small bird category. As the market moves into what is historically a higher-demand boneless breast season, analysts believe the select/small market could trend flat to slightly upward in the near term. The medium boneless breast market was unchanged, with minimal spot load offerings. The jumbo boneless breast category was flat this week, with spot product offerings available, with attractive pricing. Analysts believe that seasonal interest from Further Processors, foodservice and retailers could encourage markets to trend flat to slightly upward in the near term.

This week, select/small tenderloins were unchanged. Jumbo tenderloins saw a slight increase. Analysts reference that processors and retailers continue to move in and out of these markets, which could result in a flat to upward trend in the near term.

WINGS

This week, the small wing market was unchanged. Analysts expect the small wing market will trend flat to upward for the near term. They expect that the medium wing supply will be harder to uncover, due to lack of processors growing medium size birds. Analysts expect the medium market to remain flat to upward in the near term. The jumbo wing market was down this week, with spot product offerings readily available, and with attractive pricing. The jumbo wing market is expected to trend flat to slightly downward in the near term.

BONELESS, SKINLESS THIGHS

The boneless, skinless thigh meat market was down this week. Spot offerings of boneless thighs have become easier to uncover, with processors accepting competitive bids to move product. Analysts expect this market to trend flat to downward in the near term.



COMMODITY OIL

SOY, CANOLA AND PALM OIL

SOY OIL:

- Soybean oil futures closed 24 points higher for the week of Feb. 3, 2020

Reported market drivers:

- The China trade deal was signed on January 15, 2020, but analysts stated disappointment, as China has not made any large purchases to date
- CONAB raised their estimate of the 2020 Brazilian soybean crop by over 1 million metric tons, as favorable weather conditions continue to prevail, with harvest just a few weeks away. Brazilian soybean prices are currently 40 to 50 cents per bushel cheaper than the U.S. in global markets
- NOPA reports came in higher than expected by analysts, with oil stocks at +300MM

CANOLA OIL:

- Canola seed futures have steadied, after moving higher over the past few weeks

PALM OIL:

- Palm oil prices have leveled off, after they made record highs over the last few weeks



DRY COMMODITY

SUGAR AND DRY BEANS

SUGAR:

- Early freezes in key beet growing areas, such as Louisiana, did not allow for a full harvest of the beet crops. According to reports, the damages to the beet crop forced both United Sugars Corp. and Western Sugar Cooperative to issue force majeure notices
- Since the October WASDE report, estimated amounts of U.S. sugar production have been reduced by 900,000 mts (700,000 mts beet and 200,000 mts cane). Analysts state the industry will look to cane refiners to offset this shortfall
- The market that had been trading at \$35 net bulk basis is now trading at \$43-\$44 cwt. net bulk basis CY-2020

DRY BEANS:

- Bean crops experienced shortages, due to weather conditions at harvest. The crop was unable to dry completely from early snow, and it was difficult for farmers to get crop out of the fields. Once the crops were harvested, moisture levels were higher than normal, so further processing in terms of drying, extra cleaning, and segregating was required at the processing facilities, which further impacted yield and available quantity
- On Jan. 10, 2020, the USDA released the crop summary report for 2019:
 - Total dry bean production of 20.8 million cwt., down more than 16% from the 2018 crop





DAIRY

All dairy pricing trends are based on USDA and CME data as of Feb. 12, 2020.

BUTTER

Trading continues to spike and decline, alternating week to week with swings ranging from 3 to 5 cents per pound. Last week, butter prices started to decline as the week progressed, a result of the previous weeks rise, which analysts noted caused additional inquiries to cease. Churn rates have remained active, as increased cream availability and cheap multiples have encouraged producers. Supplies are still outpacing demand, despite end-user stockpiling ahead of baking season and holiday demand. This should keep prices rangebound near current levels in the near term.

CHEESE

The mild winter so far has kept nearby supplies of milk readily available, as spot loads continue to trade at discounts to class, incentivizing strong cheese production rates. Offers of barrels have been increasing, leading to the continued weakness in that market. Analysts predict the large gap between blocks and barrels will impact production schedules, which would lead to downward pressure on block prices in the near term. If milk outputs can stay elevated, analysts expect strong cheese production rates and plenty of supply into the early parts of the year.

SHELL EGGS

February is typically a slower demand month, and analysts have seen retail orders slowing down from prior weeks, helping to pressure prices. Furthermore, unseasonably warm weather this past week has called into question some demand for hot breakfasts. These factors have combined to cause price easing in the Urner Barry shell egg markets.

MILK & CREAM

Milk production was steady this past week, as mild temperatures this winter continue to benefit output. This has kept milk yields elevated, with more than enough supply coming to market. Spot milk loads saw further weakness this past week, and are now trading \$1-\$3 below class. Processors are taking full advantage of the cheaper prices. Strong milk butterfat levels have kept cream prices weak, and supplies at abundant levels.





SEAFOOD

All seafood pricing trends are based on Urner Barry data and supplier quotes as of Feb. 12, 2020.

SHRIMP, DOMESTIC

(WHITES AND BROWNS): Whites - Supply is reported to be in fair shape. Pricing has become steady as reported by Urner Barry. Browns - Supply is reported as unfavorable. Pricing has moved up due to lack of inventory.

(DOMESTIC PUDS): Analysts report that the market is firming, as processors bid up product. Smaller PUD's are seeing inventory issues.

SHRIMP, IMPORTED

(BLACK TIGERS AND WHITES): The seafood industry reports stable pricing on Tigers. However, bidding is moving to White shrimp, resulting in a steady market, according to analysts. Product from Latin America is reported by Urner Barry as showing some weakness, due to lack of inventory being sent into mainland China.

(MEXICAN BROWNS AND WHITES): Analysts report that suppliers have supply concerns, as the catch has been off and political challenges, including fuel charges, are causing many fishermen to cancel their third trip. Consequently, pricing will be firming, and availability will be tight, according to analysts.

CATFISH

DOMESTIC: Production is reported as fair. The colder temperatures are expected to cause the fish to feed at a slower rate. Pricing is expected to be steady for the next 30 days, according to analysts. H&G product continues to be firm.

IMPORTED: Urner Barry is now reporting slightly lower pricing.

SALMON

ATLANTIC FARMED SALMON: Analysts report that the frozen market is stable. The fresh market is trending downward, due to an increase in raw material arriving into the country.

MAHI-MAHI

Harbor Banks[®] Mahi-Mahi is expected to see some price relief in February, according to our suppliers. Inventory is good for all size portions, and production is steady. Some producers are concerned about the availability of larger-sized portions.

SCALLOPS

SEA: Reports indicate that pricing has shown some volatility on the fresh side with price increases. Frozen prices are stabilizing and are a great value.

BAY: Analysts expect pricing to be stable next week, but bay scallops could move higher, with further receipts that would include the additional tariff.

TILAPIA

Demand has been steady, as analysts point to the market settling into higher costs.

PANGASIU

Pricing is steady as reported by Urner Barry. Inventory levels now seem to be in good shape on all sizes.

WHITEFISH COMPLEX

COD: Pricing is softening, supply is fair, and other species (e.g., haddock) are declining. Analysts believe this could force this market to decline as well.

POLLOCK: The fishery for Pacific pollock has produced only smaller, 2.4 oz. fillets. Analysts expect that this could cause an inventory issue for frozen loins if fisheries don't start catching larger fish. Larger fillets of 4-6 and 6-8 oz. are very tight.

HADDOCK: Vendors are reporting that pricing will eventually soften with the removal of the 25% tariff, expected sometime in February, according to suppliers.

FLOUNDER: Inventory levels are good. Vendors report seeing lower pricing on Argentine fillets, as they have reported more inventory in the U.S. than they want to hold.

TUNA, YELLOWFIN

(FROZEN STEAKS & LOINS): Analysts report that tuna pricing and inventory is stable.

SWORDFISH

Analysts report that swordfish pricing is stable. Inventory levels are very good.

KING CRAB

(RED & GOLDEN): Analysts report that product is very short in the marketplace and is expected to be tight ongoing. Golden product of Russia is increasing in price.

CRABMEAT

(BLUE & RED, PASTEURIZED): Analysts report that the blue swimming crab market is stable.

Production has slowed for Mexico blue crab, due to reports that many crabs are too small to harvest. Inventory levels will continue to pose a challenge.

Red swimming crab imports are down 52% YOY and will continue to trend in that direction. Tight inventories and higher prices will continue to drive issues. Blue crab is a well-placed alternative.

SNOW CRAB

ALASKAN: Suppliers state that they are expecting a smaller amount of product will be in Seattle in the next week or two. Pricing is not stable at this time, according to analysts. Vendors report that most of the product is falling into the 5-8 oz. cluster size, and they expect a more than normal year of production of 3-5 oz. clusters. Fishing has been slow; Vendors report that only 16% of the quota has been caught.

CANADIAN: Production has ended in Canada. Vendors are reporting that all sizes are getting tight with inventory. Urner Barry is reporting higher pricing now on all size clusters, with very limited offerings available. Analysts believe that distributors should look to Russia and Norway for additional product.

LOBSTER

NORTH AMERICAN LOBSTER: Pricing is moving higher on tails, as production is very slow. Vendors are reporting poor inventory levels.

LOBSTER TAILS, WARM WATER: Vendors are reporting the harvest is now coming in at a decline of 55% YOY. It is expected that overall demand and lack of inventory will continue to put ongoing pressure on this category. Analysts expect this trend to be ongoing.

LOBSTER MEAT: Pricing is moving up, and demand is reported as steady.

U.S. TRADE DISPUTE WITH CHINA – PRODUCTS IMPACTED

Products with Price Increases

Tariff Group	USF Product Group Impacted	PIM Categories Impacted
Metals - Iron, Steel, Aluminum	Disposables	Foil Bags, Foil Carryout Containers, Foil Roll, Trays and Pans, Foil Wraps and Sheets, Basket Liners
Metals - Iron, Steel, Aluminum	CES	Heavy Equipment, Smallwares, Parts & Supplies
Metals - Iron, Steel, Aluminum	Grocery	Beverages
Metals - Iron, Steel, Aluminum	Grocery	PC Savory Condiments
Metals - Iron, Steel, Aluminum	Canned Goods	Canned Tomatoes, Dry Pack Beans, EB Canned Fruit, Ketchup, Shelf-Stable Entrées, Canned Pasta, Oil, Dessert Toppings, Cocoa
Metals - Iron, Steel, Aluminum	Value Added Shelf-Stable	Sauces, Shelf-Stable: Gelatin, Pudding & Pie Filling, Shelf-Stable
Metals - Iron, Steel, Aluminum	Canned Goods	Canned Fruit and Veg., Pudding & Custard, Cheese, Sauces, Beans
Straws and Stirrers	Disposables	Straws, Drinking, Plastic/PLA - Straws, Stirrer, Plastic/PLA
Metals - Iron, Steel, Aluminum	Value Added Shelf-Stable	EB Gelatin, Pudding & Pie Filling, Shelf-Stable & EB Sauces, Shelf-Stable
Plastics	Disposables	Bags, Food Storage (PE) and (PP), Bags T-Shirt, Buckets, Can Liners, Cups, Dust Pans, Food Containers, Lids, Pastry Bags, Urinal Deodorizer, Aprons, Bibs, Headware (Disposable), Trays & Film
Paper	Disposables	Bags, Cups, Drinking Straws, Facial Tissue, Food Containers, Lids, Napkins, Paper Towels, Pizza Boxes & Circles, Toilet Seat Covers, Toilet Tissue, Register Tape (Disposable), Labels, Paper Wraps & Boxes
Fibers / Molded Fiber	Disposables	100% Cotton Fabrics, Cups & Bowls, Food Containers, Plates, Platters, Lids
Gloves	Disposables	Latex, Nitrile, PE, Vinyl/Synthetic
Frozen Seafood	Finfish & Shellfish	Catfish, Flounder, Haddock, Tilapia, Pasteurized Crabmeat, Scallops, Squid, Crawfish
Canned Fruit	Canned Fruit & Veg.	Mandarins, Nuts, Cauliflower, Other Fruits & Veg.