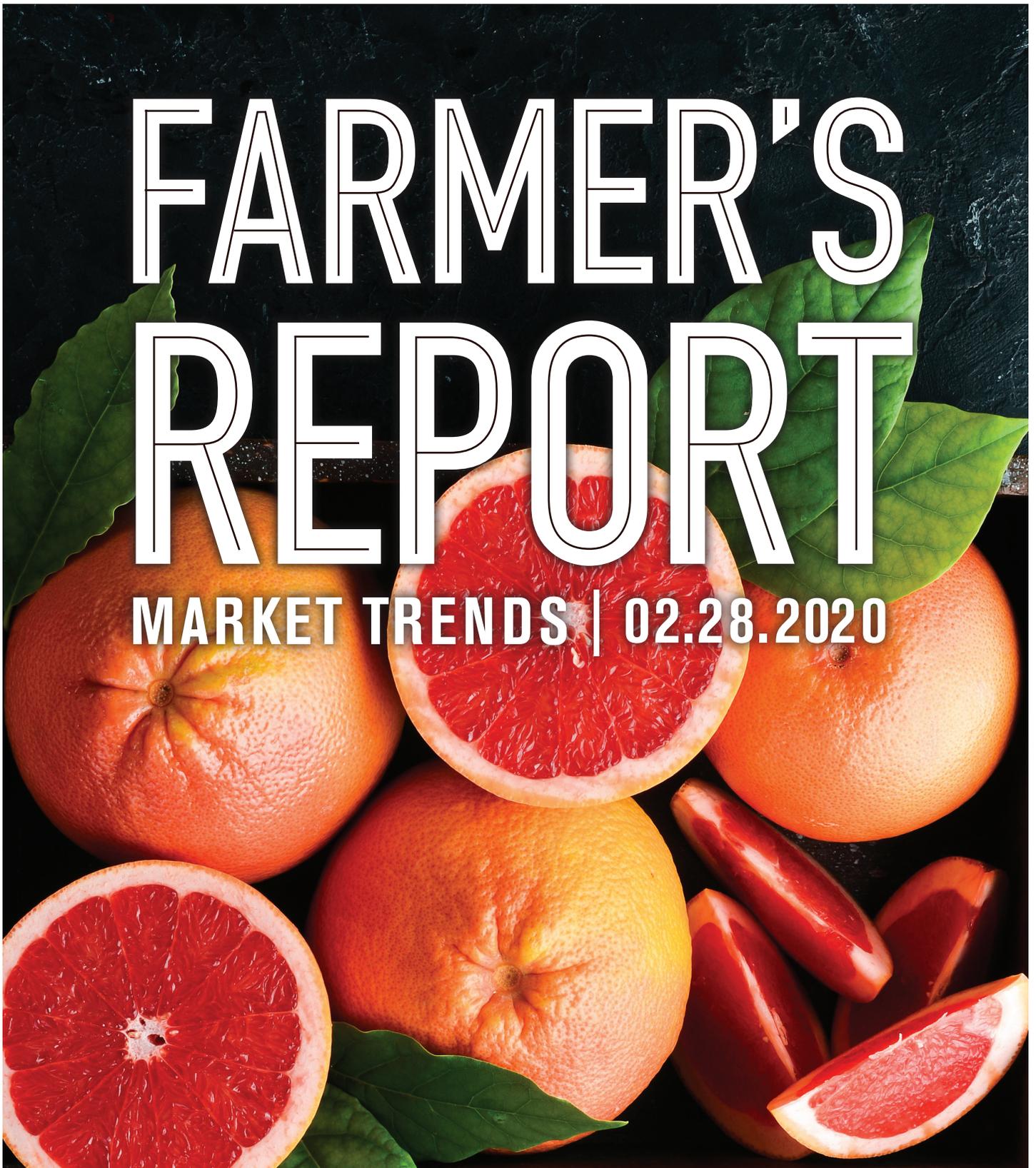


FARMER'S REPORT

MARKET TRENDS | 02.28.2020



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. 25, 2020.

VEGETABLES

POTATOES



- **Russets:** The russet market is steady to down this week. 70 ct. and 6 oz. size Burbanks/Norkotahs out of Idaho are steady. 90 ct. Burbanks/ Norkotahs are down, while 90 ct. Norkotahs are steady. There is moderate supply and good demand reported. 70 ct. and 90 ct. Norkotahs out of Washington/ Oregon are steady, with moderate supply and good demand reported.
- **Reds:** The red potato market is steady this week. Product out of Minnesota is steady, with moderate supply and light demand reported. Product out of Florida is steady also, with lighter supply and demand exceeding supply 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 up this week. Supply, quality, and demand are good this week.

LEAF LETTUCE



↑ **Green Leaf:** The green leaf market is up this week, with supplies reporting as good. Green leaf quality is reporting as good, and is continuing to improve, with strong/good texture, and occasional insect damage, mechanical damage and epidermal peel/blistering.



→ **Romaine:** The romaine market is flat this week, with supplies reporting as good, but quality reporting as fair. The most commonly seen defects/attributes are ribby, occasional broken ribs/mechanical damage, minimal light insect damage, occasional twist and less epidermal peel/blistering.

ICEBERG LETTUCE ↓



The iceberg market is down this week. Iceberg supplies are reporting as good. Overall quality is reporting as steady to improving.

GARLIC →



Domestic garlic is steady, but suppliers are starting to see storage problems that could lead to problems with peeling the garlic.

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. There are bigger issues than normal for mushrooms coming from the West Coast, as Monterey is not producing.

CILANTRO ↓



The cilantro market is mixed this week. Product out of Oxnard, California is down on 30's and down on 60's, with moderate supply and demand reported. Product out of Texas is steady on 60's, with moderate supply and 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 mixed for the week. The East is seeing steady to up pricing on the imports from Honduras. Price changes will vary between size and grades. The West, however, is seeing steady to down pricing as their supplies improve. New crop in Mexico is expected to start soon. Quality is good in both regions.



CELERY ↓

The celery market is down this week, with supplies reporting as good. Celery quality is reporting as fair, with inconsistent sizing, bowed structure, mechanical damage, occasional cracked nodes, muddy stalks and minimal light insect damage.



YELLOW SQUASH ↑

Yellow squash prices are mixed for the week. The East is seeing a price increases due to lighter supplies. The West is seeing price drops as their supplies improve. Quality is very poor in both regions.



ZUCCHINI ↑

Zucchini prices are mixed for the week. The East is seeing larger price increases due to lighter harvest. The West is steady to up in pricing for the week. Price changes will vary between sizes and grades. Quality is a mix of fair to good.



GREEN BEANS ↑

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



BELL PEPPERS

- ↓ **Green:** Green bell peppers are down in both growing regions.
- ↓ **Red:** Red bell peppers are down for the week as supplies improve in both regions. Quality is reported as strong in both field-grown and hothouse products.



TOMATOES – “ACT OF GOD” STATUS

- ↑ **Rounds:** Round tomatoes are mixed in pricing for the week. “Act of God” is still in effect. The East is steady to up pricing on 5 x 6's, seeing a price increase. The West looks to be steady to down for the week as their supplies improve. Quality looks to be good in both growing regions.
- ↑ **Romas:** Roma tomatoes are mixed for the week. “Act of God” is still in play. The East is seeing steady to up pricing due to limited supplies. The West looks to be steady to down as their supplies improve slightly. Quality is good in the East, but poor out of the West.
- **Cherry:** Cherry tomato prices are reported as steady for another week. Supplies continue to be light in both regions. Florida is the only market posting for the USDA this week. Quality is fair in the East, but poor in the West. “Act of God” is still in effect.
- **Grape:** Grape tomatoes are steady to down for the week. Supply is fair in both regions, but due to light demand, supplies have improved a little. Quality is fair to good in both growing regions. “Act of God” is still in effect.



CARROTS ↓

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



GREEN ONIONS ↓

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

PRODUCE



CAULIFLOWER ↑

The cauliflower market is up this week, with supplies reporting as light, due to a production gap. Cauliflower quality is reporting as good, with minimal ricing, good light color, occasional mechanical damages, and occasional bruising.



ASPARAGUS ↓

The asparagus market is down this week out of Mexico, with moderate supply, lighter demand and fair quality reported.



BROCCOLI ↓

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

HANGING FRUIT



APPLES AND PEARS

➔ **Apples:** Red and Golden Delicious varieties out of Washington are down this week, while Fuji, Gala, and Honeycrisp are steady. There is good supply and quality, with moderate demand being reported.

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



CITRUS



LEMONS ➔

Lemons are steady to down for the week. There is better supply on 115's and larger sizes, due to harvest trends. Smaller sizes look to be a little tighter for the time being. D-3 fields expect to finish by early March. Quality is fair to good.



LIMES ↑

Lime prices are up for the week, due to harvest being down. All sizes of limes are going up in price for the week. Quality, however, has started to become a bigger issue. Scarring, skin breakdown and blanching are starting to come up more.



ORANGES ➔

Orange prices are steady to down for the week. Navels continue toward 88/72/56 counts. If there is flexibility to move customers to larger sizes, this would benefit them in terms of price and supply. Cara Cara continue to peak on 88/72/56 counts as well, with good supplies. Quality is reported as good for now.

BERRIES



STRAWBERRIES ↓

The strawberry market is down this week. Overall production in California, Mexico and Florida is coming on all at once. Overall supply and demand are expected to start balancing out over the next few weeks. Weather forecasts look to be clear and mild in all growing regions, and expectations are to see increased supply in the next few weeks.



GRAPES ➔

Grapes are steady to down on imports from Peru and Chile. Black Seedless from Peru are down on extra-large, large and jumbo. Red Globes are steady on extra-large, jumbo and large. Red Seedless are down on extra-large and large. Black Seedless from Chile are down on extra-large, jumbo and large. Red Seedless from Chile are steady on extra-large and large. There is moderate supply and lighter demand out of both growing regions. There is a wide range of quality out of Chile.

TROPICAL



PINEAPPLES ➔

Pineapple prices are steady for the week. Import volumes continue to be low. Smaller sizes continue to be less available. There is better availability on larger-size pineapples.



BANANAS ➔

Banana quality is good, but sizing is slightly down due to some typical weather patterns in the tropics. Now that winter is near the end in the tropics, warmer weather will help improve quality.



AVOCADOS ➔

Avocados are mixed for the week. Mexico continues to provide the majority of the current supply. California harvest continues to be ramped up, with full production occurring in mid-March. The current harvest in Mexico is trending toward 60 ct. and smaller sizes. 48's and larger sizes are tight. 70 and 84 ct. out of Mexico could see a slight price drop. Quality is fair right now, with a rougher than normal appearance.

MELONS



CANTALOUPE AND HONEYDEWS

↓ **Cantaloupes:** The cantaloupe market is down this week, with sizing continuing to trend towards the jumbo 9 ct. sizes and regular 9 ct. sizes.

↓ **Honeydews:** The honeydew market is down this week, with sizing trending towards the jumbo 5 ct. sizes and the regular 5 ct. sizes.





BEEF

All current beef pricing trends are based on USDA data as of Feb. 26, 2020. Last week's trends refer to the USDA market for the full week of Feb. 17, 2020.

The bulk of cash cattle traded around \$119/cwt. last week. This week, there have been light sales at \$115/cwt.

Last week's harvest was 628K head, which was slightly higher than analysts had projected. Of that amount, 482K were of the steer/heifer variety. Cattle analysts are projecting this week's harvest to be steady.

The grade for the week ending Feb. 15, 2020 came in with 83.1% of all the steers and heifers grading Choice or higher. Select product graded at 13.8% and Ungraded reported at 3.1%.

GRINDS

GROUND CHUCK: Ground chuck traded at a discount last week, and in the current week, we are experiencing counter-seasonally lower trading.

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. Similar to ground chuck, the market is acting atypical for this time of year.

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 at a slight decline last week, and are following the same trend so far this week. Analysts are expecting this market to trade steady to down over the next several months.

INSIDE ROUNDS: Inside rounds saw mostly negative trading last week. Through three days of trades this week, both grades have started to rebound. Analysts are forecasting prices to peak in the February/March timeframe, and then drift lower into June.

BOTTOM ROUND FLATS: Bottom round flats saw mostly negative trading last week as well. This week, the Choice grade is trading higher, but the Select grade has continued to slip in price. The outside round market is expected to drop over the next few months.

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

LOINS

STRIPS: For the second week in a row, strips unexpectedly traded at a discount. Analysts are forecasting that both grades of New York Strips will trade higher over the coming weeks and months. In line with analysts' forecasts, through three days of trading this week, the Choice grade has recovered from the recent losses and is trading higher. Mid-week trading, however, suggests that the Select grade might take a rather large dip in price.

TOP BUTTS: Choice top butts were down last week as well. Top butts historically take a slow climb higher in price from now through early April, but trading has been down to flat on the limited number of trades that have occurred this week.

TENDERLOINS: Tenders took a dip in price last week across all product grades. Both Choice and Select markets have started rebounding this week. Analysts don't expect these low prices to last for long. Tenders are a value-buy right now.

RIBS

RIBEYES: All ribeyes traded at discounted prices last week. Choice light and heavy ribeyes are showing large price increases through three days of trading this week. The Select-graded ribeyes have been steady so far. Analysts predict ribeyes will have price appreciation in the coming months.

CHUCKS

CHUCK ROLLS: Chuck rolls traded at steady money last week. Chuck rolls have historically experienced discounted prices from now through late March, but as of Wednesday's close, chuck rolls are trading flat to slightly higher.

TERES MAJORS: Teres Majors traded at a discount last week on all grades. Through three days of trading this week, the market is experiencing slight discounting. Prices are forecasted to climb higher between now and May, according to analysts.

BRISKETS: Briskets traded down last week, and are showing similar declines through three days of trading this week. However, analysts do project briskets to show some strength over the next 3-4 weeks, anticipating strong demand for St. Patrick's Day.

THIN MEATS

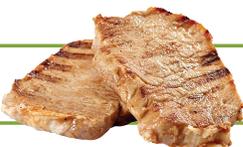
BALL TIPS: All grades of ball tips traded at increased prices last week. Analysts are expecting a steady to up market for the next few months, and current week trading is showing price increases for Choice product.

FLAP MEAT: Similar to ball tips, flap meat traded at an increased price last week. The Choice grade is up again so far this week, and analysts expect this to continue for the next few months.

FLANK: Both grades of flank steaks were down last week in the market. Flank steak prices are expected to rise over the next few months, according to analysts, and current trading reflects that both grades are showing price appreciation so far this week.

SKIRT STEAK: The skirt steak market traded up 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. 21, 2020.

Last week, the USDA-estimated hog slaughter was 2.622 MM, 1% higher than the previous week and up 5% over the same week last year.

The USDA released Cold Storage (freezer) inventories for the month of January. Total pork inventories were up 11% over 2019 and increased 8% from the previous month.

LOINS

Prices in the loin complex were mixed. Boneless continued lower, diving to their lowest reported market in five years. Bone-in loins spiked higher, as retail features are up over last year. Last year loin prices reached their low at the end of February before moving progressively higher.

TENDERS

Tenderloin prices dipped lower. 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 and Spring promotions. Pork tenderloins remain a great value.

BUTTS

Bone-in pork butts experienced their first uptick in the past six weeks. The current drop in the market is very seasonal, and similar in nature to what happened last year. Historically, after this market dip, the markets become attractive enough to accelerate demand across various channels, especially with Spring promotions on the horizon. Forward and export sales were also reported higher.

RIBS

The rib complex continued to see mixed markets. Backribs continued slightly higher, while spareribs continued slightly lower. Packers continue to actively freeze and convert ribs for forward bookings, which is likely creating tightness in the current fresh markets. Last year, a moderate lull hit the rib markets between February and late March, which could be a possibility this year as well.

BELLIES/BACON

Downward momentum continued in the belly market, but at a slower pace. Retail features were reported higher than the previous week. Historically there is some brief easing in the belly markets in February, so current movement is aligned with seasonal tendencies.

HAMS

The ham markets continued on an upward trajectory. Hams traditionally observe an increase in seasonal demand once again in March, as processor demand picks up for Easter. Current ham markets have been trending considerably higher than last year at this time, and should be considered volatile.

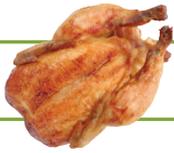
TRIMMINGS

Pork trimmings were unsettled. Fat 42% trimmings moved marginally lower, and historically begin to trend consistently higher through Spring. Lean 72% trimmings continued to drop, but are at a point where they historically begin to recover as processor demand ramps up.

PICNICS

The picnic markets are somewhat unsettled. The bone-in markets continue to see good support and some acceleration since their massive plummet at the end of January. Bone-in picnics are generally steady but choppy over the next couple months. The boneless picnics appear to be forming a bottom, very similar to last year at this time, and historically begin to recover higher at any moment, as processor demand ramps up.





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 up this week. Analysts expect this market to trend flat to upward.



CHICKEN

Poultry market information is from the week of Feb. 24, 2020.

While medium wings remained unchanged this week, jumbo wings were down, and small wings moved upward. Small boneless breast remained unchanged this week, with jumbo and medium boneless breasts moving upward, as they appear to be fully supported by retail and Further Processors at this time. The jumbo tenderloin market was up, but there were no price changes to select tenderloins this week. 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 remained unchanged. 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 3%

Hatcheries in the United States weekly program set 239 million eggs in incubators during the week ending Feb. 22, 2020, up 3% from a year ago. Average hatchability for chicks hatched during the week in the United States was 81.2 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 3%

Broiler growers in the United States weekly program placed 190 million chicks for meat production for the week ending Feb. 22, 2020, up 3% from a year ago.

Cumulative placement from weeks ending Jan. 4 through Feb. 22, 2020, for the United States were 1.52 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 up this week, with minimal spot load offerings. The jumbo boneless breast category was up this week as well, with diminished spot load offerings. 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 tenders were unchanged, with jumbo tenders moving upward. 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 up. Analysts expect the small wing market will trend flat to upward for the near term. Analysts expect that the medium wing supply will be harder to uncover, due to lack of processors growing medium-size birds. Demand is returning in this market, and consequently the market was unchanged this week. 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 hard to find but still offered at competitive pricing. The jumbo wing market is expected to trend flat to upward as we approach the beginning of March Madness.

BONELESS, SKINLESS THIGHS

The boneless, skinless thigh meat market was unchanged this week. Spot offerings of boneless thighs can be uncovered, with processors offering attractive pricing 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 7 points higher for the week of Feb. 17, 2020.

Reported market drivers:

- The China trade deal was signed on Jan. 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 traded steady.

PALM OIL:

Palm oil prices have dropped slightly, 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 is now trading at \$43-\$44 cwt net bulk basis CY-2020. 2020/21 offers are trading between \$35.50 and \$36.50.

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 was 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. 26, 2020.

BUTTER

Butter prices again worked lower this past week, setting new 3+ year lows in the process.

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. Analysts believe that this should keep prices near their recent lows in the near term, as inventories are seasonally building.

CHEESE

The continued mild winter has kept nearby supplies of milk readily available, as spot loads continue to trade at discounts to class, incentivizing strong cheese production rates. With processors trying to clear as much milk through vats as possible, this is benefitting barrel production. Blocks are also benefitting from strong production rates, as overall inventories are seasonally building. The demand that had been supporting block values has started to disappear, helping to bring prices back down towards last year's levels.

SHELL EGGS

Retail demand saw some improvement, due to colder weather and aggressive pricing. Analysts state this has helped stabilize the market, ahead of the seasonal demand strength that tends to pick up before Easter and Passover. However, analysts also report there are still more than enough supplies out there, given the large flock sizes, which is why prices are currently steady.

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. 26, 2020.

SHRIMP, DOMESTIC

(WHITES AND BROWNS): The Spring season should start around the middle of April/ first of May. Our Harbor Banks® supplier has reported that the Army Corps of Engineers is saying they will not be opening the spillway this year that put a large amount of fresh water in the Delta, which pushed a large amount of shrimp further out into the Gulf of Mexico, which caused a slow start to last year's season.

(DOMESTIC PUDS): The Spring season should start around the middle of April/ first of May. Our Harbor Banks supplier has reported that the Army Corps of Engineers is saying they will not be opening the spillway this year that put a large amount of fresh water in the Delta, which pushed a large amount of shrimp further out into the Gulf of Mexico, which caused a slow start to last year's season.

SHRIMP, IMPORTED

(BLACK TIGERS AND WHITES): The seafood industry reports stable pricing on Tigers. Urner Barry is reporting slight decreases on Whites.

(MEXICAN BROWNS AND WHITES): Pricing is currently being reported by Urner Barry as steady.

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. Head and gutted product continues to be firm.

IMPORTED: After last week's decline, Urner Barry is now reporting steady pricing.

SALMON

ATLANTIC FARMED SALMON: Analysts report that the frozen market is stable. The fresh whole fish is reported slightly lower, per Urner Barry.

MAHI-MAHI

Harbor Banks Mahi-Mahi recently took some price declines just in time for Lent. 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.

PANGASIUUS

Inventory levels are in great shape in the U.S., as reported by Urner Barry. They also report vendors are looking for Lenten sales, and there may be discounting in the near future.

WHITEFISH COMPLEX

COD: Pricing is softening, supply is fair, and other species (e.g., haddock) are declining. Analysts believe that 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, 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, according to analysts. 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. 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 50% 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. We should see the quota next week.

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.