



# FARMER'S REPORT

MARKET TRENDS | 03.27.2020

**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 March 24, 2020.

## VEGETABLES

### POTATOES



↓ **Russets:** The russet market is mixed this week. 70 ct. Burbanks and Norkotahs out of Idaho are down. 90 ct. Burbanks and Norkotahs are up. Supply on 40-70's exceeds demand. 6 oz. min. size are down on Burbanks and on Norkotahs. 70 ct. and 90 ct. Norkotahs out of Washington/Oregon are up, with moderate supply and demand exceeding supply. Quality is fair out of both growing regions.

↑ **Reds:** The red potato market is up this week. Product out of both Minnesota and Florida is up. There is moderate 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 down this week. Supplies are reporting as steady this week, while demand continues to be good.



### LEAF LETTUCE

↓ **Green Leaf:** The green leaf market is down this week, with supplies reporting as good. Green leaf quality and demand are reporting as good.

↓ **Romaine:** The romaine market is down this week, with supplies reporting as good. Romaine quality is generally good too, with some twist and some mechanical damage.



### ICEBERG LETTUCE ↓

The iceberg market is down this week, with supplies reporting as good. Quality is still reported variable across all shipping points. California supplies will be heavy heading into next week.



### GARLIC →

California is having quality issues for garlic coming out of storage, which could lead to problems with peeling the garlic. Some suppliers are holding to averages.



### ONIONS ↑

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



### MUSHROOMS →

No issues to report on mushrooms coming from the East Coast, with good supply, demand, and quality. There continues to be issues with mushrooms coming from the West Coast, including supply and quality.



### CILANTRO →

The cilantro market is steady to down this week. Product out of Oxnard, California is down on 30's and steady on 60's, with moderate supply and light demand reported. Product out of Texas is steady on 30's and 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 light demand reported. Quality will vary by growing region.



### CUCUMBERS →

Cucumber prices are steady to down for the week. Florida has started to post prices as import season ends. Mexico is seeing a larger price drop, due to better volumes. Quality is reported as good for the week.



### CELERY ↑

The celery market is up this week, with supplies reporting as good. The market remains high, as harvesting issues are still prevalent on the West Coast. Quality and condition are variable out of all shipping points.



### YELLOW SQUASH ↓

Yellow squash prices are down for the week. Supply remains fair, but due to low demand, prices have dropped. Quality remains poor in the East and fair in the West. Price drops will vary between size and grade.



### ZUCCHINI ↓

Zucchini prices are down for the week. Supply has improved, allowing prices to drop. Quality looks to be fair for the time being. Price changes will vary between size and grade.



### GREEN BEANS ↓

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



### BELL PEPPERS

↑ **Green:** Green bells are up in both Eastern and Western growing regions, due to a dip in supply. Price changes will vary between size and grade. Quality looks to be good in both regions.

↑ **Red:** Red bell peppers are up in both growing regions. Supply is tight for now, with quality reporting as good.



### TOMATOES

↓ **Rounds:** Round tomato prices are down for the week. Supply has improved in both Florida and Mexico. Quality looks to be good for the time being.

↓ **Romas:** Roma prices are down in both growing regions for the week. Supply is fair in the East and good in the West. Quality looks to be good in both regions.

↓ **Cherry:** Cherry tomato are down in price for the week. Currently only Florida is posting for the USDA. Quality looks to be good in both growing regions.

↓ **Grape:** Grape Tomato prices are down across all growing regions for the week. Supply has improved, allowing prices to drop, even with retail pushing the demand. Quality looks to be good.



### CARROTS ↑

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



### GREEN ONIONS ↑

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



### CAULIFLOWER ↑

The cauliflower market is up this week, with supply and demand both reporting as light. Quality out of Arizona is variable, while quality out of California is reportedly good.



### ASPARAGUS ↑

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



### BROCCOLI ↓

The broccoli market is down, with supplies reporting as light for the week. Rains in California are causing production issues, with a high variance in movement. Quality is variable out of California and good out of Mexico. Movement out of Mexico is strong, with warm weather spurring on additional supplies.

## HANGING FRUIT



### APPLES AND PEARS

- ➔ **Apples:** All varieties out of Washington are steady except for Granny Smith, which is up. There is good supply, demand, and quality 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 up 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 April. Quality is fair to good for the time being. Rain in the forecast could slow down harvests and loading.



### LIMES ↑

Lime prices are steady to up for the week. 200 and 230 ct. are stable, with all other sizes seeing a price increase. Quality continues to be a struggle, with thin skin, blanching and scarring being reported in harvest. Harvests will start to slow down as Holy Week approaches.



### ORANGES ↑

Orange prices are up for the week. Demand is exceeding supply on 88's and larger sizes. Retail demand continues to drive the market. Cara Cara demand is also high due to retail. If you are looking to order bags, extra lead time will be needed. Blood Orange supply continues to be good, peaking on 88/113/72. Quality is fair to good for now.

## BERRIES



### STRAWBERRIES ↓

The strawberry market is down this week. Significant rain events over the past 10 days hampered overall production in California. Although a limited number of growers and shippers in Mexico and Florida are continuing to pack, quality and condition are reporting as fair. In the short term, growers expect overall availability to remain fairly limited this week.



### GRAPES ↓

Grapes are mixed on imports from Peru and Chile. Black Seedless from Chile are steady on extra-large, large and jumbo. Red Globes from Peru are down on extra-large, jumbo and large. Red Seedless from Peru and Chile are up on extra-large/large and steady on medium. There is moderate supply and demand reported out of both growing regions.

## TROPICAL



### PINEAPPLES ↑

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



### BANANAS ↑

Banana prices are up this week, due to an increase in demand and supplies tightening up. Banana quality is good, but sizing is slightly down, due to some typical weather patterns in the tropics. Now that the winter has ended in the tropics, warmer weather will help improve quality.



### AVOCADOS ↓

Avocado prices are down on all sizes right now. Retail continues to drive the market, and shippers have not found a home for foodservice sizes. Mexico continues to be the main harvester for the time being. As Holy Week approaches, harvest delays are expected.



## MELONS

### CANTALOUPE AND HONEYDEWS

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

➔ **Honeydews:** The honeydew market is flat 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 March 25, 2020. Last week's trends refer to the USDA market for the full week of March 16, 2020.

Last week, Boxed Beef and Bulk Ground Beef markets experienced some of the largest price increases in the history of published USDA pricing. This week, the prices are even higher. Although the week-over-week increases are not as large as a week ago, record-high prices are being traded through three days of the trading week. Analysts attribute the price increases to exponential demand from the retail sector. Again, analysts are adamant that seasonal pricing trends should not be taken into account, given the rapid demand shift from foodservice to retail. Analysts are unsure exactly how long this will last, or how high prices could go. All data provided for the Boxed Beef and Ground Beef markets below is from either the USDA or Urner Barry.

The bulk of cash cattle traded around \$110-112/cwt. last week. Light trading has occurred at \$116/cwt. this week. Over the last few weeks, the live market has followed the trends of the Dow Jones, and beef experts project that trend to continue in the near term, with this week being no exception thus far.

Last week's harvest came in at 653K head, about 15K higher than the analysts' projections. 490K were steers or heifers. Harvest is expected to be around 655K head this week.

The grade for the week ending March 14, 2020 came in with 83.6% of all the steers and heifers grading Choice or higher. Select product graded at 13.1% and Ungraded reported at 3.3%..

## GRINDS

**GROUND CHUCK:** Ground chuck closed at a record-high price last week. This week, the price has only gone higher. There are still two days left to trade before the weekly average is determined, but all analysts are pointing to closing at another weekly record-high price.

**GROUND BEEF 81/19:** 81/19 ground beef also was up last week. Similar to ground chuck, the market is seeing prices for this blend that the industry has not experienced in years, according to analysts. Through three days of trading, the price increase of 81/19 ground beef is the largest out of all Ground items.

**GROUND BEEF 73/27:** The 73/27 ground beef is also currently experiencing large price increases after doing so a week ago.

## ROUNDS

**PEELED KNUCKLES:** Peeled knuckles took a very large price increase last week. This has been an item prominent in retail. Both grades are experiencing even higher prices this week.

**INSIDE ROUNDS:** Similar to knuckles, inside rounds are featured heavily in the retail sector, and the large price increases last week and currently this week reflect that.

**BOTTOM ROUND FLATS:** Bottom round flats also traded at high prices last week that have not been seen in years with this item. Although this week's price increases have not been as dramatic as other Round cuts, analysts still expect this week's close to outpace last week.

**EYES OF ROUND:** Eyes of rounds have followed the trends of bottom round flats both last week and this week. Analysts expect higher prices, but not as drastic of a climb in price as they expect on knuckles and insides.

## LOINS

**STRIPS:** Strips were up last week. New York Strip Steaks are a prominent retail cut of beef, and that factor is driving the price up again this week, according to analysts.

**TOP BUTTS:** Top butts, traded higher on all grades last week as well. Prices have been reported only slightly higher this week than they were a week ago.

**TENDERLOINS:** While most beef markets experienced record-high price gains week-over-week, tenderloins took one of their largest week-over-week price drops. That trend has continued this week, due to the lack of demand in the retail sector. If there ever was a time to get a good price on a filet mignon, it is now.

## RIBS

**RIBEYES:** Ribeyes traded similar to most of the beef markets last week and took drastic price increases. The whole complex is up again this week, but only modestly, compared to items such as ground beef and round cuts.

## CHUCKS

**CHUCK ROLLS:** Chuck rolls took one of the larger price increases in beef last week. Prices are up again this week on the Choice grade, but only modestly. The Select grade has already depreciated slightly in price.

**TERES MAJORS:** Teres Majors was another one of the few exceptions that took a large decline in price last week, as they are not retail-driven. Prices are slightly down again this week.

**BRISKETS:** Briskets were up last week in price. Similar to Teres Majors, however, they are trading at a slight discount this week, due to a lack of retail demand.

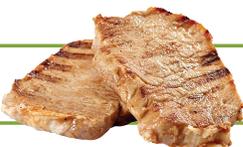
## THIN MEATS

**BALL TIPS:** Ball tips took significant price increases last week, and prices are up again this week.

**FLAP MEAT:** Flap meat experienced some of the largest increases across all of beef last week. Prices have continued to climb higher this week.

**FLANK:** Compared to other beef cuts, the price increases on flank steak last week were modest. flank steak is currently trading slightly up through three days of trading this week.

**SKIRT STEAK:** The skirt steak market traded at a fairly large discount last week, according to analysts. The USDA has reported that the price of outside skirts is trending much lower again this week, through Wednesday's close.



# PORK

Pork market information is from the week ending March 20, 2020.

Last week the USDA estimated slaughter was 2.79 MM hogs, roughly 5% higher than the previous week, and over 11% higher than the same week last year.

The USDA released the monthly Cold Storage Report for the month of February. Total frozen stocks of pork were up 6% over January, and 7% higher than last year

## LOINS

Prices in the loin complex continued sharply higher. Historically, the loin markets move higher this time of year on a seasonal basis, due to warming weather and an uptick in retail promotions for grilling season. Loins are following an upward trajectory that happened last year at this time.

## TENDERS

Tenderloin prices continued to increase sharply. 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.

## BUTTS

Bone-in pork butts continued to increase sharply. Historically, the pork butt market pushes higher week-over-week into early May as grilling season and restaurant traffic begin to drive demand.

## RIBS

The rib complex moved higher. Packers continue to actively freeze and convert ribs for forward bookings, which is supporting the markets. Eventually, packers will transition to fresh ribs for customers who demand them during peak season, further supporting demand. Historically, the rib markets move higher beginning now, and through at least May and June.

## BELLIES/BACON

The belly market continued higher on average, but analysts believe that the market is beginning to show signs of some possible softness. The belly markets are still at a discount compared to last year at this time, and an anticipated uptick in seasonal demand is expected. Current implications for foodservice bacon demand may create some unsettled conditions according to analysts.

## HAMS

The ham markets continued lower. Last year, there was a surge in ham markets right before Easter, followed by a brief lull, and then a resurgence higher into early June.

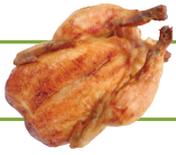
## TRIMMINGS

Pork trimmings were mixed. Historically, trimming prices take a seasonal trajectory higher, as processors ramp up production for upcoming hot dog and sausage season, due to warming weather and grilling season.

## PICNICS

The picnic markets were sharply higher. Historically the bone-in market holds relatively steady and begins to move moderately higher, beginning in the April-May timeframe. The boneless picnics continued higher, and are reflecting a very seasonal pattern.





## TURKEY

### BONELESS, SKINLESS TURKEY BREASTS

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

### WHOLE FROZEN TURKEYS

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



## CHICKEN

Poultry market information is from the week of March 23, 2020.

This week, small, medium and jumbo wings prices declined. Small boneless breasts remained unchanged this week. The jumbo and medium boneless breasts moved upward, as the market appeared to be fully supported by retail. However, at the end of the week, the retail momentum has weakened. The jumbo tenderloin market was slightly up, then experienced a slight decline, but no price changes to select tenderloins this week. In the near term analysts forecast that these markets should trend flat to downward, as Further Processors and retail stabilize.

This week, leg quarters and thigh meat increased, as well as bone-in thighs and drumsticks. Analysts are predicting these markets will trend flat to upward in the near term. Whole birds/WOG demand is balanced. As retail demand increases, analysts report that the market may experience an upward trend.

### BROILER-TYPE EGGS SET IN THE UNITED STATES UP 3%

Hatcheries in the United States weekly program set 238 million eggs in incubators during the week ending March 21, 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 4%

Broiler growers in the United States weekly program placed 192 million chicks for meat production for the week ending March 21, 2020, up 4% from a year ago. Cumulative placement for the weeks ending Jan. 4 through March 21, 2020, for the United States were 2.29 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 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 and jumbo boneless breast market was up this week, with minimal spot load offerings. However, by the end of the week, both markets were declining, with additional spot load offerings. Analysts indicate that as retail and Further Processors' pipeline is filled, this has encouraged a flat to downward trend in the near term.

This week, select/small tenders were unchanged, with jumbo tenders moving slightly downward. Analysts reference that processors and retailers continue to move in and out of these markets, which could result in a flat to downward trend in the near term.

### WINGS

This week, the small, medium and jumbo wing markets declined. Analysts expect the small wing market will trend flat to downward for the near term. The medium wing market declined this week. Analysts expect the medium market to trend flat to downward in the near term. The jumbo wing market was down this week, with spot product offerings plentiful at reduced pricing. The jumbo wing market is expected to trend flat to downward in the near term.

### BONELESS, SKINLESS THIGHS

The boneless, skinless thigh meat market was up this week. Spot offerings of boneless thighs are limited, with stable to upward pricing. Analysts expect this market to trend flat to slightly upward in the near term.



# COMMODITY OIL

## SOY, CANOLA AND PALM OIL

### SOY OIL:

- Soybean oil futures closed 65 points higher for the week of March 16, 2020

#### Reported market drivers:

- Drastic declines in soybean oil demand for food and biodiesel.
- High production levels of soybean meal
- Domestic soybean oil yields below last year's levels

### CANOLA OIL:

- Canola seed futures have risen for the past two weeks

### PALM OIL:

- Palm oil prices have bounced back after slight declines last week



# DRY COMMODITY

## SUGAR AND DRY BEANS

### SUGAR:

- USDA is allowing another 200,000 tons of refined sugar to be imported from Mexico
- Global sugar prices have fallen 35% since early February, as markets expect more Brazilian production to be shifted to sugar
- The market is now trading between \$44 and \$46 cwt. net bulk basis CY-2020. 2020/21 offers currently are around \$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
- In January, 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 March 25, 2020.

## BUTTER

Analysts report that butter prices have declined to their lowest levels since 2015. In general, butter manufacturing is active in all regions of the nation, as abundant volumes of low-cost cream continue clearing into churns. Bulk butter inventories are still building into cold storage for later use, especially during the summer. Demands for print/bulk are improving a bit ahead of spring holidays.

## CHEESE

Analysts note that retail demand has surged amidst stockpiling of consumer essentials. While milk remains abundant as the country approaches the start of the spring flush, the nearby demand from bottlers this upcoming week could start to reduce the large discounts for spot loads. Foodservice demand has slowed. Processors are still running at very strong levels, 7 days a week, trying to keep up with nearby demand, and still building inventories, as is seasonally the case.

## SHELL EGGS

Urner Barry is reporting shell egg prices have nearly tripled in the past month, with strong retail demand driven by consumers stockpiling the essentials. Retail demand should stay firm, as retailers see increased demand. Foodservice demand has slowed, given restaurant and school closures across the country. Analysts expect prices will continue to increase in the upcoming weeks, as grocery stores continue to pay more for the limited available supplies. Urner Barry is currently reporting record-high prices for shell eggs.

## MILK & CREAM

Milk production was steady this past week, as mild temperatures this past 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 March 25, 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 that 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 has stabilized.

**(MEXICAN BROWNS AND WHITES):** Pricing is currently being reported by Urner Barry as steady. Imports into the US will be suspended on April 8, which could cause the market to tighten.

## 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, 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 market is volatile on both product of Chile and Europe, according to analysts.

## 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 stability on the fresh side. The 2020 quota will be reduced 16-20%, which could firm the market, according to analysts. 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 US, 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 as we enter Q2 on Pacific Cod. Atlantic Cod is stable.

**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 be flat to slightly down as we enter Q2.

**FLOUNDER:** As reported from our vendor, Argentina has halted fishing of flounder, whiting and trout. We currently have inventory, but we expect to get tight in the next few months. They also report that larger fish of 10-12 oz. will be very tight. The tariffs have been removed on product from China, so we should see lower pricing once the tariffed inventory has moved through the system.

## 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 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, with small sizes softening. Large sizes are expected to firm as we enter the summer season.

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 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 expect a 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:** Canada was set to open in one zone on March 25 (Wednesday). The quota is not officially set yet, but they are going to allow fishing. Analysts estimate the market is going to open in the \$7 range for 5-8's. Current inventory remains tight.

## LOBSTER

**NORTH AMERICAN LOBSTER:** Pricing is stable; small-size tails are showing some softness. 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.