**PRODUCE**

<table>
<thead>
<tr>
<th>KEY</th>
<th>– Anticipating an up market</th>
<th>– Anticipating a steady market</th>
<th>– Anticipating a down market</th>
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</thead>
</table>

All produce pricing trends are based on USDA data as of Jan. 21, 2020.

**VEGETABLES**

**POTATOES**
- **Russets:** The market on russets is mixed this week. 70 ct. Burbanks out of Idaho are steady, while 70 ct. Norkotahs are up. 90 ct. Burbanks are up and Norkotahs are down. 6 oz. size Burbanks are steady, while Norkotahs are down. Idaho is seeing lighter supply, and reported demand exceeding supply on 40-70 cts. 70 ct. Norkotahs out of Washington/Oregon are up, while 90 ct. Norkotahs are down, with moderate supply and demand exceeding supply on 40-70 cts. reported. Quality will vary by growing region and variety.
- **Reds:** The red potato market is mixed this week. Product out of Minnesota is steady, while product out of Wisconsin is down. There is moderate supply and lighter demand reported out of both growing regions.
- **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 fair due to the cold weather, with quality reporting as fair and demand good.

**LEAF LETTUCE**
- **Green Leaf:** The green leaf market is down this week, with supplies reported as good. Green leaf quality is reported as fair to good, with some inconsistent sizing, light weight, occasional insect damage, some epidermal peel, and some mechanical damage. Demand is reported as good.
- **Romaine:** The romaine market is down this week, with supplies reported as good. Romaine has fair to good quality, with defects or attributes like ribby, broken ribs, twist, minimal insect damage and mechanical damage. Epidermal peel is the growers’ biggest concern. Demand is being reported as fair.

**ICEBERG LETTUCE**
- The iceberg market is down this week. Iceberg supplies will be good for the week. According to analysts, prices are decreasing but are still high, due to planting gaps in the West. Iceberg is still dealing with inconsistent weights and mishapen, puffy heads.

**GARLIC**
- No issues to report this week on domestic garlic, with good supply and quality and moderate demand reported.

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

**MUSHROOMS**
- No issues to report this week on mushrooms coming from the East Coast, with moderate supply, and good quality and demand reported. Supply and quality issues continue for mushrooms coming from the West Coast.

**CILANTRO**
- The cilantro market is down this week. Product out of Oxnard, California is down on 30’s and on 60’s, with moderate supply and light demand reported. Product out of Texas is down on 60’s, with moderate supply and light demand reported. Product out of Imperial, Coachella, Pal 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 this week. The East is slightly up, as import harvests continue to ramp up from Honduras. The West is steady to down, with good supply coming from Mexico. Quality looks to be good in both regions.

**CELERY**
- The celery market is down this week. Celery volume is expected to be good this week. Celery has occasional inconsistent sizing, bowed structure, occasional mechanical damage, minimal cracked nodes, occasional muddy stalks and light insect damage.

**YELLOW SQUASH**
- Yellow squash continues to climb in price this week. Both Florida and Mexico are reporting lighter harvests, which is causing supplies to tighten up. Quality is poor on yellow squash in both regions.

**ZUCCHINI**
- Zucchini prices continue to rise in both regions for this week. Harvest is lighter in both regions, with quality reported between poor and fair.

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

**BELL PEPPERS**
- **Green:** Green bell peppers dropped big for the week. Supplies have improved in both Florida and Mexico. Quality is good in both regions as well. Price changes will vary between size and grade.
- **Red:** Red bell peppers are steady to up for the week. Supply is fair in the East and good in the West. The West is battling some discoloration issues with their harvest, but that is the only quality issue being reported. Price changes will vary between grades and sizes.

**TOMATOES**
- **Rounds:** Round tomatoes are steady to down for the week. Florida prices look to be steady, with light supplies being reported during harvest. Mexico supply has improved slightly, allowing the price to drop slightly. Quality is good in both regions. “Act of God” is still in effect for round tomatoes. Price changes will vary between size and grade.
- **Romas:** Roma tomato prices are up for the week. Both Florida and Mexico are reporting increases, due to inventories tightening up. The supply in the East is light, and has started to get support from the West in order to cover demand. Quality is good in both regions.
- **Cherry:** Cherry tomatoes are mixed this week. The East is seeing an increase, due to light harvests. The West looks to be steady for now. USDA is only posting Florida for the week. Quality looks to be fair on cherry tomatoes.
- **Grape:** Grape tomatoes are up in price for the week. Harvest is a little light, which has caused inventories to tighten up. Quality is fair at best for the week.

**CARROTS**
- The jumbo carrot market is steady to up this week. Product out of Kern District, California is steady, with moderate supply and lighter demand reported. Product out of Mexico is up, 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 mediums, but continues to be above second tier trigger level. Mexico is seeing lighter supply and good 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 supplies expected to be light. Cauliflower has a good light color, but a few are exhibiting mechanical damage, bruising and ricing, with no signs of mildew.
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**PRODUCE**

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

**BROCCOLI**
The broccoli market is down this week, with supplies reported as good. Mexico inventories are fully supplied, while California inventories are expected to come into volume at the end of this week. Broccoli quality is reported as good, with firm/light crowns, minimal spread, knuckling and occasional mechanical damage.

**HANGING FRUIT**

**APPLES AND Pears**
- Apples: All apple varieties are steady out of Washington, with good supply, moderate demand and good quality 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 steady for the week. D-1 is starting to produce more, as desert crop is expected to wind down near the end of February. Quality is fair to good. Isolated storms and heavy fogs for the week could delay some harvests.

**LIMES**
Lime prices are down for the week. Supplies have improved, allowing the price to drop. Quality is fair to good for now. Price changes will vary between size and grade.

**ORANGES**
Navel orange prices are steady to up. Demand continues to be strong on 86 cts. and smaller sizes. There is better availability on 72s and larger sizes. Cara Cara are peaking on 86 sizes, with good supply, and Blood Oranges are peaking on 113/86/138 sizes. There are storms in the forecast, along with heavy fog, which could delay harvest. Quality is fair to good.

**BERRIES**

**STRAWBERRIES**
The strawberry market is up this week. Overall volumes from both growing regions, Mexico and Florida, continue to be low. Similarly, both regions experienced varying degrees of precipitation last week and over the weekend. According to analysts, another week of light supplies, higher pricing, and continued pro-rates are expected, as shippers struggle to meet daily demand.

**GRAPES**
The grape market is steady to down this week on imports out of Peru and Chile. Extra-large Crimson Seedless out of Peru and Chile are down. Large Crimson Seedless out of Chile and Peru are also down. Red Globes and Sugarones out of Peru and Chile are steady on extra-large and large. Red Seedless out of Peru is down on extra-large and jumbo. There is moderate supply and demand reported. There is a wide range in quality out of Chile.

**TROPICAL**

**PINEAPPLES**
Pineapple prices have increased for another week. Supplies are very tight, due to low import volumes; sizing continues to shift to smaller sizes.

**BANANAS**
Banana prices continue to be steady. Supply continues to be good, with no quality issues reported. Sizing is slightly down, due to the weather pattern in the tropics.

**AVOCADOS**
Avocados are mixed for the week. 40 ct. and larger sizes are slightly down, while 48 ct. and 60 ct. are flat. 70 ct. and smaller sizes are up, due to limited inventory. Large fruit continues to be the trend out of the fields. Mexico continues to be the main producer, with California’s harvest starting off very light. Dry matter and flavor continue to improve.

**MELONS**

**CANTALOUPES AND honeydews**
- Cantaloupes: The cantaloupe market is flat this week, with moderate supply and demand reported.
- Honeydews: The honeydew market is also flat this week, with moderate supply and demand reported.

Cash cattle traded between $123-$126/cwt. last week. This week’s cash asking price is $126/cwt.

Last week’s harvest was 631K head, which was a bit lower than analysts had projected. Most of that amount, 496K were of the steer/heifer variety. Cattle analysts are projecting this week’s harvest to be around 635K head.

The grade for the week ending Jan. 11, 2020 came in with 82.8% of all the steers and heifers grading Choice or higher. Select product graded at 14.1% and Ungraded reported at 3.1%.

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**GRINDS**

**GROUND CHUCK:** Ground chuck traded at a premium in last week’s market. The market is up mid-way through this week, and analysts are expecting another week or two of upside before prices begin to show relief.

**GROUND BEEF 81/19:** 81/19 ground beef also saw a premium to price in trading last week. Through three days of trading this week, the market is trading up very slightly.

**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.

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**ROUNDS**

**PEELED KNUCKLES:** Peeled knuckles traded up across all grades last week. Historically, this market dips in mid-January before rising again through early February, although both grades are showing more upside through three days of trading this week.

**INSIDE ROUNDS:** Choice inside rounds traded at a premium last week, and Select and Ungraded product traded steady. Historically, inside rounds hit their yearly low prices in mid-January, although analysts have reported that the Choice grade is up through three days of trading this week.

**BOTTOM ROUND FLATS:** Bottom round flats traded down last week. Both grades are showing more declines through three days of trading this week.

**EYES OF ROUND:** Eyes of round traded higher last week. Eyes of round historically trade relatively steady for the month of January, but mid-week trading would suggest that eyes of round will have increased prices for another week.

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**LOINS**

**STRIPS:** Strip loins took what analysts would consider to be healthy price increases last week, which was expected. Analysts are forecasting that both grades of New York Strips will trade higher over the coming weeks and months.

**TOP BUTTS:** Top butts traded up last week across both grades. Top butts historically take a slow climb higher in price from now through early April, and current market trading would support that.

**TENDERLOINS:** Choice-graded tenders experienced a price increase last week for the first time since record-high prices in early December, but Select tenderloins were discounted. Tenders historically trade relatively steady in January and February. Even with the price increase in the Choice grade, tenders at this price could still be seen as a value buy.

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**RIBS**

**RIBEYES:** All graded ribeyes, both light and heavy, traded at a premium last week. Through three days of trading this week, the light ribeyes are trading at a discount on all grades, but Choice heavy ribeyes are trading at a very healthy increase.

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**CHUCKS**

**CHUCK ROLLS:** Chuck rolls traded at a price increase across the board last week. Chuck rolls have historically experienced discounted prices from now through late March, and mid-week trading on both grades this week has been relatively flat.

**TERES MAJORS:** Graded Teres Majors took price increases last week. Through three days of trading this week, Choice grade has taken a significant discount, and the Select grade has taken a significant increase.

**BRISKETS:** Choice briskets traded at a premium last week, but Select briskets were down a few pennies. Historically, briskets trade flat to slightly down from now through early February.

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**THIN MEATS**

**BALL TIPS:** Ball tips traded up last week. Both grades are trading relatively flat through Wednesday afternoon’s market close, and analysts are expecting a steady to up market for the next few months.

**FLAP MEAT:** Flap meat traded at a sharp premium across both grades last week. Analysts expect both grades of flap meat to continue to take price increases this week.

**FLANK:** Flank steaks traded at a premium last week. Both grades of flank steaks are up slightly through three days of trading 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 Jan. 17, 2020.

Last week, the USDA-estimated hog slaughter was 2.57 MM, roughly 4.5% lower than the previous week, but up 3.5% from the same week last year. Some disruptions were reported as the result of a winter storm in the Midwest.

**LOINS**

Prices in the loin complex moved lower. Retail activity is down on boneless loins, but up on bone-in loins. The boneless loin market is currently trading within pennies of the lows established last year, and should be considered a great value. Historically, loins find strength in January, and then ease lower into February.

**TENDERS**

Tenderloin prices remained choppy, this time to the upside. 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 are now in their second consecutive week of decreases. The pork butt market historically begins to decline in January and February, but the markets are holding together better than in previous years.

**RIBS**

Both the loin back and sparerib markets continued higher. Packers continue to actively freeze and convert ribs for forward bookings, which is likely creating tightness in the current fresh markets. Historically, both rib items show bullish tones into February, until packers begin meeting quotas. According to analysts, at that time, some brief easing is possible, before the markets recalibrate higher again in April for last-minute summer demand.

**BELLIES/BACON**

The belly market continued to rebound higher. According to analysts, opportunistic buying activity is driving the current rally, due to unforeseen weakness in the market. Retail bacon activity is on par with the previous year. Last year, the belly market eased lower in February before spiking in March and April. The belly market remains highly volatile, according to analysts.

**HAMS**

The ham markets continue to rebound higher, as a recent drop in the market is fueling demand. Historically, the ham market experiences a brief uptick in pricing during January, as buyers utilize timing of the new year to negotiate forward bookings, including the Easter holiday needs. In addition, hams remain a key item for exports and cold storage. Current ham markets have been trending roughly 30% higher than last year.

**TRIMMINGS**

Pork trimmings continued to find strength. Fat 42% trimmings historically move gradually higher from now through summer. Lean 72% trimmings are climbing, but analysts believe this may ease in February, like it did last year.

**PICNICS**

Bone-in picnics are declining, which is also pulling down the boneless picnics. As analysts expect, bone-in picnic demand spikes at the end of each calendar year, and goes down quickly thereafter. Historically, bone-in picnics quickly level off following this drop in price, and remain somewhat choppy through February.
Boneless, skinless turkey breasts were down this week. In the near term, analysts expect a flat to slightly downward market.

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

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CHICKEN

Poultry market information is from the week of Jan. 20, 2020.

This week, all categories of wings increased in price, due to increased demand caused by professional football games. Boneless breasts remained unchanged this week. Analysts state the demand in the breast markets from retail and Further Processors has eased up, which has contributed to oversupply in the market. There were no changes in select and jumbo 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 and bone-in thighs remained unchanged, with leg/thigh meat categories experiencing declines. Analysts are predicting these markets will trend flat to upward 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 4%

Hatcheries in the United States weekly program set 237 million eggs in incubators during the week ending Jan. 18, 2020, up 4% from a year ago. Average hatchability for chicks hatched during the week in the United States was 81.9%. 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 Jan. 18, 2020, up 4% from a year ago.

Cumulative placements from the weeks ending Jan. 4 through Jan 18, 2020 for the United States were 571 million. Cumulative placements were up 4% from the same period a year earlier.

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

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 plentiful, and with attractive pricing. Analysts believe that with limited Further Processor and retail activity, markets could trend flat to downward in the near term.

This week, select/small and jumbo tenderloin markets were unchanged. 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. 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 up in the near term. The jumbo wing market was up this week. Due to the strong demand associated with seasonal professional football games, spot offerings have declined, and pricing is held with confidence. The jumbo wing market is expected to trend flat to upward 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 slightly downward in the near term.
COMMODITY OIL

SOY, CANOLA AND PALM OIL

SOY OIL:
- The soybean oil futures closed 30 points lower for the week of Jan. 13, 2020, closing at $33.35 on Friday.
- The “Phase 1” trade deal with China was signed on Jan. 15, 2020.
- 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 been moving higher over the past few weeks, gaining just over 5% as a follower to palm and soy.

PALM OIL:
- Palm oil prices have started to retreat, 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 crop. According to reports, the damage 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 was 20.8 million cwt., down more than 16% from the 2018 crop.
  - Pinto production was recorded at 6.7 million cwt., which is down from 8.78 million cwt. in 2018 and 13.8 million cwt. in 2017.
- Analysts state that the pinto bean market has moved significantly stronger in light of lower-than-expected production. Demand has been strong for any available pintos that growers are willing to sell. The market continues to move higher to try to encourage grower selling. Export demand remains strong, as both the Dominican Republic and Mexico are looking for product. The black bean market has firmed, as overall supplies are now tighter than previously expected, and there will be some substitution due to lack of supply in other bean classes. Overall demand remains strong, and the market is watching Mexico to understand what they may need to cover in the first half of 2020, due to their short crop situation as well.
All dairy pricing trends are based on USDA and CME data as of Jan. 22, 2020.

**BUTTER**
Currently, cream is widely available in the U.S. In general, butter manufacturers in all regions are taking advantage of the current cream accessibility to store for the spring holiday uptick in ordering.

** CHEESE **
Nearby supplies of milk have remained readily available and continue to trade at discounts to class, incentivizing strong cheese production rates. Analysts report, however, that the combination of solid demand during the football playoffs, and more milk getting put towards barrels has caused block prices to steadily increase for a few weeks in a row. Analysts are also reporting that the market is closely watching the spread between blocks and barrels. The common perception is that blocks have some room for declines and barrels may firm to close the gap, and that is what the market has seen with barrels this week. Longer-term, if milk outputs can stay elevated, then the market should see strong production rates and plenty of supply into the early parts of the year, according to analysts.

** SHELL EGGS **
After seven straight weeks of market declines, egg prices are moving higher, supported by increased retail and wholesale purchases, as end users believe that prices are done going down for the time being. While supplies had far exceeded demand in prior weeks, it was noted that the reverse was true this past week, and suppliers are holding inventories much more confidently. Retail demand was still firm ahead of the scheduled last half of January promotional activity. The cheaper prices have also kept the export inquiries active.

** MILK & CREAM **
At a national level, farm milk production is generally steady to slightly increasing. Protein/butterfat components are at, or near, their higher levels. Higher milk/cream volumes are keeping processing facilities running at full schedules. With most educational institutions open, bottlers are back, taking considerable intakes of milk, easing some pressure for milk handlers.
All seafood pricing trends are based on Urner Barry data and supplier quotes as of Jan. 22, 2020.

**SHRIMP, DOMESTIC**

*WHITES AND BROWNS:* Whites – supply is reported to be in fair shape. Pricing is easing up, due to bidding up of product. Browns – supply is reported in bad shape. 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.

*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 not go out for their third trip. Consequently, pricing will be firming, and availability will be tight, according to analysts.

**CATFISH**

*DOMESTIC:* Production is reported as steady. 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 steady pricing.

**SALMON**

*ATLANTIC FARMED SALMON:* Analysts report that the frozen market is stable. The fresh market is trending higher on whole fish, due to strong demand.

**MAHI-Mahi**

Harbor Banks® Mahi-Mahi is expected to see some price relief next month, 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 U-10’s firming. 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.

**PANGASIUS**

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.

**FLAUNDER:** 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.

**SNOW CRAB**

**ALASKAN:** Most vendors are off the market, with very little, if any, availability. The 2019/2020 quota has been announced; there will be an increase of 20-25%, and the expectation is that the majority of the catch will fall into the 5-8 oz. size range. Crabbing has begun, and analysts report that the market should expect product in the Lower 48 by the end of February or first of March.

**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. The Maine fishery is coming to a close, and it is projected that the fishery will be off 40% YOY.

**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.
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U.S. TRADE DISPUTE WITH CHINA – PRODUCTS IMPACTED

Products with Price Increases

<table>
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<tr>
<th>Tariff Group</th>
<th>USF Product Group Impacted</th>
<th>PIM Categories Impacted</th>
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<tbody>
<tr>
<td>Metals - Iron, Steel, Aluminum</td>
<td>Disposables</td>
<td>Foil Bags, Foil Carryout Containers, Foil Roll, Trays and Pans, Foil Wraps and Sheets, Basket Liners</td>
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<tr>
<td>Metals - Iron, Steel, Aluminum</td>
<td>CES</td>
<td>Heavy Equipment, Smallwares, Parts &amp; Supplies</td>
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<tr>
<td>Metals - Iron, Steel, Aluminum</td>
<td>Grocery</td>
<td>Beverages</td>
</tr>
<tr>
<td>Metals - Iron, Steel, Aluminum</td>
<td>Grocery</td>
<td>PC Savory Condiments</td>
</tr>
<tr>
<td>Metals - Iron, Steel, Aluminum</td>
<td>Canned Goods</td>
<td>Canned Tomatoes, Dry Pack Beans, EB Canned Fruit, Ketchup, Shelf-Stable Entrées, Canned Pasta, Oil, Dessert Toppings, Cocoa</td>
</tr>
<tr>
<td>Metals - Iron, Steel, Aluminum</td>
<td>Value Added Shelf-Stable</td>
<td>Sauces, Shelf-Stable Gelatin, Pudding &amp; Pie Filling, Shelf-Stable</td>
</tr>
<tr>
<td>Metals - Iron, Steel, Aluminum</td>
<td>Canned Goods</td>
<td>Canned Fruit and Veg., Pudding &amp; Custard, Cheese, Sauces, Beans</td>
</tr>
<tr>
<td>Straws and Stirrers</td>
<td>Disposables</td>
<td>Straws, Drinking, Plastic/PLA – Straws, Stirrer, Plastic/PLA</td>
</tr>
<tr>
<td>Metals - Iron, Steel, Aluminum</td>
<td>Value Added Shelf-Stable</td>
<td>EB Gelatin, Pudding &amp; Pie Filling, Shelf-Stable &amp; EB Sauces, Shelf-Stable</td>
</tr>
<tr>
<td>Plastics</td>
<td>Disposables</td>
<td>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), Tray &amp; Film</td>
</tr>
<tr>
<td>Fibers / Molded Fiber</td>
<td>Disposables</td>
<td>100% Cotton Fabrics, Cups &amp; Bowls, Food Containers, Plates, Platters, Lids</td>
</tr>
<tr>
<td>Gloves</td>
<td>Disposables</td>
<td>Latex, Nitrile, PE, Vinyl/Synthetic</td>
</tr>
<tr>
<td>Frozen Seafood</td>
<td>Fish &amp; Shellfish</td>
<td>Catfish, Flounder, Haddock, Tilapia, Pasteurized Crabmeat, Scallops, Squid, Crawfish</td>
</tr>
<tr>
<td>Canned Fruit</td>
<td>Canned Fruit &amp; Veg.</td>
<td>Mandarinins, Nuts, Cauliflower, Other Fruits &amp; Veg.</td>
</tr>
</tbody>
</table>