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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 Nov. 12, 2019.

**VEGETABLES**

**POTATOES**
- **Russets:** The market on russets is steady to up this week. Norkotahs out of Idaho are steady on 70 ct., 90 ct. and 6 oz., with lighter supply and good demand reported. Norkotahs out of Washington/Oregon are up, with moderate supply and good demand reported.
- **Reds:** The red potato market is steady, this week out of both growing regions. Product out of Minnesota is steady with light supply and demand exceeding supply reported. Product out of Wisconsin is steady also, with light supply and demand 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 flat, with supplies, quality, and demand all reporting as good this week.

**LEAF LETTUCE**
- **Green Leaf:** The green leaf market is up this week, as growers stated supplies on this vegetable will be hit or miss for the remainder of the Salinas season, due to heat damage. Yuma supplies are also expected to be light, due to damage caused by poor weather conditions.
- **Romaine:** The romaine market is up this week. Again, our vendors are stating supplies are expected to be hit or miss for the remainder of the Salinas season, due to heat damage. Yuma supplies are expected to be light, due to damage caused by poor weather conditions.

**ICEBERG LETTUCE**
- The iceberg market is also up, again with vendors reporting supplies are expected to be hit or miss for the remainder of the Salinas season, due to heat damage. Yuma supplies are expected to be light, due to damage caused by poor weather conditions.

**GARLIC**
- No issues to report on domestic garlic this week, as suppliers are seeing good supply, quality, and demand.

**ONIONS**
- The jumbo yellow onion market is mixed this week. Product out of Washington/Oregon is up, while product out of Idaho is down. There is moderate supply and demand reported.

**MUSHROOMS**
- No issues to report on mushrooms from the East Coast, with moderate supply and good demand and quality. Supplies are expected to tighten as the holidays approach, especially on Crimini. Mushrooms from the West Coast continue to see supply and quality issues.

**CILANTRO**
- The cilantro market is mixed this week. Product out of Oxnard, California is down on 30’s and 60’s, with moderate supply and demand reported. Product out of Central Coast, California is down on 30’s and 60’s, with moderate supply and light demand reported. Product out of Mexico is up on 60’s, with moderate supply and good demand reported. Quality will vary by growing region.

**CUCUMBERS**
- Cucumber prices are steady to up for the week. Both Mexico and Florida are showing price increases on certain grades and sizes. Quality continues to look good out of both regions.

**CELERI**
- The celery market is up this week, with supplies varying, depending on the vendor. Prices are expected to remain high through the holiday season, according to analysts.

**YELLOW SQUASH**
- Yellow squash prices are steady to up. Mexico is showing a price increase out of both crossing points. Florida looks to be flat, while Georgia prices go up as they battle with cooler weather. Quality continues to be good, with wind scarring being the main issue.

**ZUCCHINI**
- Zucchini prices are up for the week. Supply continues to be good, but there has been an uptick in demand, causing supplies to tighten up a bit. Quality looks to be good in all regions.

**GREEN BEANS**
- The green bean market is mixed this week. Machine-picked product out of South Georgia is up, with lighter supply and good demand reported. Machine-picked product out of South Florida is up, with light supply, and demand exceeding supply reported. Handpicked product out of Coachella Valley, California, is steady, with lighter supply, and demand exceeding supply reported. Imported haricot verts are steady, with heavy supply and moderate demand reported. Quality will vary by growing region.

**BELL PEPPERS**
- **Green:** Green bell peppers are mixed this week. Florida and Georgia are seeing a price increase as they battle cooler than normal weather. Mexico is seeing steady to down pricing as their harvest ramps up more. Quality looks to be good in both regions.
- **Red:** Red bell pepper prices are up for the week as supplies tighten up. Canada hothouses have seen a lighter harvest, tightening up the supply. Quality, however, still looks good out of both hothouses and field harvest.

**TOMATOES**
- **Rounds:** Round tomatoes are mixed in price for the week. Mexico is steady to up on pricing, depending on the size and grade. Florida has seen another drop in price, and is now similar to the price out of Mexico. Quality continues to be good in both regions.
- **Romas:** Roma tomatoes are steady to down for the week. Harvest in both Florida and Mexico continues to be light, but it is improving slowly. Quality continues to be good in both regions.
- **Cherry:** Cherry tomatoes are down for the week. Both Florida and Mexico are seeing slight price drops. Quality continues to be good.
- **Grape:** Grape tomato prices are down in both regions. Grape tomato supply continues to be strong, with a moderate to light demand. Quality continues to be good in both growing regions.

**CARROTS**
- The jumbo carrot market is mixed this week. Product out of California is steady, while product out of Mexico is down. There is moderate supply and demand out of both regions reported. Quality continues to vary out of Mexico.

**GREEN ONIONS**
- The green onion market is steady to up this week. Product out of Mexico is up on medium and on small, with moderate supply and demand reported. Product out of South Carolina is steady, with light supply and good demand reported. Quality will vary by growing region.

**CAULIFLOWER**
- The cauliflower market is up this week, with supplies varying, depending on the vendor. According to analysts, prices are expected to increase throughout the week. Quality is good.

**ASPARAGUS**
- The asparagus market is mixed this week. Product out of Peru is steady, with heavy supply and moderate demand reported. Product out of South Georgia is steady, with light supply and demand reported. Quality will vary by growing region.

**BROCCOLI**
- The broccoli market is up this week, with supplies light and under budget. Demand is fair, while quality varies.
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**PRODUCE**

**HANGING FRUIT**

**Apples and Pears**
- **Apples**: All varieties out of Washington are steady this week, with moderate supply, good quality and demand reported.
- **Pears**: The pear market out of Washington remains stable, with moderate supply, good quality and lighter demand reported.

**CITRUS**

**Lemons**
- Domestic lemon prices are steady for the week. D-3 continues to be the main source of the current domestic lemon program. Sizes are continuing to trend toward the smaller range, with the peak being on 155/200 counts. Quality is a mix of fair and good for now. Mexico prices are reported as steady.

**Limes**
- Lime prices are up for the week. Demand has increased, which analysts believe is adding pressure on supplies. Quality is good.

**Oranges**
- Navel prices out of California are steady to down for the week. Valencia still have some limited availability out of California as their season winds down, with an expected finish date of mid-November. Navel production and volumes are expected to increase to meet holiday demand.

**BERRIES**

**Strawberries**
- The strawberry market is up this week. Mild weather in California has kept Watsonville and Salinas growers packing much longer than expected. Overall quality and condition are fair now, and most are looking toward Mexican supplies to support demand. Supplies south of the border are still slower to come, as the strawberry growing regions of Mexico have experienced persistent rain events over the past two weeks. Additional precipitation looks to be in the forecast this week, which will continue to hamper overall crossings into the U.S. market.

**Blueberries**
- The blueberry market is up this week. Mexico’s cloudy weather and cool temperatures are continuing to affect the maturation of the blueberry crops. However, more growers are starting to harvest, and most are increasing their production. Conventional quality is looking good, with big fruit, firmness and bloom. Chilean blueberry production is expected to be good this season. Overall, quality has been good in South America.

**Grapes**
- The grape market is steady to up this week. Autumn Royal, Scarlet Royal, Red Globe, and Red Seedless out of Kern District and San Joaquin Valley, California, are steady. Autumn King out of Kern District is up on L-XL. There is moderate supply and good demand reported.

**TROPICAL**

**Pineapples**
- Pineapple prices are steady for the week. Pineapples continue to trend toward larger sizes. Volumes are expected to increase to meet holiday demand.

**Bananas**
- Banana prices continue to be steady. Supply continues to be good, with no quality issues being reported.

**Avocados**
- Avocado prices are mixed for the week. The majority of sizes from 32’s to 70’s are seeing a price decrease out of Mexico. 84 cts. are the only size seeing an increase, as fruit trends toward the larger sizes. There is more #2 product available, and quality is still good.

**MELONS**

**Cantaloupes and Honeydews**
- **Cantaloupes**: The cantaloupe market is flat this week. Cantaloupe production and volumes are shrinking this week, due to the low temperatures last week. The cantaloupe size profile will trend to the smaller end for the brief remainder of the domestic season.
- **Honeydews**: The honeydew market is flat this week. Honeydew production and volumes are shrinking this week, due to the low temperatures last week. The honeydews will be sizing smaller for the brief remainder of the domestic season.

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### BEEF

All current beef pricing trends are based on USDA data as of Nov. 13, 2019. Last week’s trends refer to the USDA market for the full week of Nov. 4, 2019.

Cash cattle traded between $112-$117/cwt last week. This week’s cash asking price from feeders are listed from $118/cwt., although the consensus among market analysts is that the cash price will remain steady.

Last week’s ending harvest came in at 651K head, down from the previous week, and of that, 518K were of the steer/heifer variety. Cattle analysts are projecting this week’s harvest to be around 653K head.

The grade for the week ending Nov. 1, 2019 came in with 78.4% of all the steers and heifers grading Choice or higher, steady from the week prior. Select product was up at 17.9% and Ungraded reported down at 3.7%.

According to analysts, prices are currently being inflated due to a large single day advance in this week’s market. This week’s market has taken on a new price level that was not seen for many years. This advance in price could have been caused by the USDA’s September cattle inventory report. The report stated that the cattle market could impact this market to trade flat to slightly, up according to market analysts.

Top butts traded at a healthy price increase across all grades last week. Although both grades are currently trading similarly to last week through three days of trading this week, all graded light and heavy ribeyes are trading higher than last week.

### TENDERLOINS

Tenders continued to climb in price last week. Choice tenderloins are currently trading at record numbers, according to analysts, and last week’s price was the second-highest weekly close in history. Price relief is not in sight, as both grades of tenderloins are up again, through three days of trading in the current week. If Choice tenderloins end up closing at or around the Wednesday close price, the number will not only break the all-time record for highest price; it will shatter it.

### RIBS

### CHUCKS

### GRINDS

**GROUND CHUCK:** The ground chuck market saw an increase in price last week. This market historically takes seasonal gains through mid-November.

**GROUND BEEF 81/19:** 81/19 ground beef experienced a gain in price last week. Like ground chuck, 81-blend ground beef historically increases in price through mid-November.

**GROUND BEEF 73/27:** The 73/27 ground beef market also took a price increase last week. The 73-blend ground beef market is historically like ground chuck and 81/19 ground beef, in terms of the short-term outlook.

### ROUNDS

**PEELED KNUCKLES:** Peeled knuckles traded up across both grades last week. Peeled knuckles historically trade relatively flat through the remainder of the year. China’s current beef purchasing trends could cause this market to continue to rise, according to analysts.

**INSIDE ROUNDS:** Inside rounds increased in price in last week’s market. Although prices are above their three-year seasonal averages for inside rounds, the high import market could impact this market to trade flat to slightly, up according to market analysts.

**BOTTOM ROUND FLATS:** Bottom round flats also experienced strength in last week’s market on all grades. Choice bottom round flats are the only round cut that is down in price through three days of trading this week. Analysts expect the import market to have an impact on pricing for bottom round flats.

**EYES OF ROUND:** Like the rest of the round cuts, eyes of round traded up last week. Eyes of round historically gain in price from now through early November, although analysts expect the gains to continue a bit longer, due to the limited supply coming from the import market.

### LOINS

**STRIPS:** Strips traded down last week. Historical data would suggest that this market may trade relatively flat to down for the next few weeks, but some cattle analysts are forecasting that this market may be near the bottom.

**TOP BUTTS:** Top butts traded at a healthy price increase across all grades last week. Through three days of trading this week, Choice product is down slightly, and Select product has not traded.

**BALL TIPS:** Choice ball tips traded steady, and Select ball tips were up in last week’s market. This market historically trades relatively flat throughout the remainder of the year, although both grades are currently trading similarly to last week through three days of trading.

**FLANK:** Flank steaks were mixed last week, with Choice product up and Select product down. Both grades are trading up through three days in the current week.

**SKIRT STEAK:** The outside skirt market traded at discounted prices last week. Outside skirts historically trade relatively flat for the remainder of the year.

**TERES MAJORS:** Teres Majors traded at a price increase on all grades last week. Historical data suggests that the Teres Major market typically trades flat for the remainder of the year, although both grades are up through three days of this week.

**BRISKETS:** Briskets traded up last week. The brisket market historically takes a slow climb through the remainder of the year; however, prices are relatively steady through three days of trading this week.

**HISTORY OF BEER:**

**CHUCK ROLLS:** Chuck rolls took price increases last week, and more increases are expected this week. Analysts believe that the chuck roll market is affected by the current import market.

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**RIBS**

**RIBEYES:** Choice light ribeyes took what analysts would consider a sharp decrease in price, as some packers are starting to see more supply available. Heavy ribeyes continued to increase across all grades last week. Through three days of trading this week, all graded light and heavy ribeyes are trading higher than last week.

**CHUCKS**

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**THIN MEATS**

**BALL TIPS:** Choice ball tips traded steady, and Select ball tips were up in last week’s market. This market historically trades relatively flat throughout the remainder of the year, although both grades are currently trading similarly to last week through three days of trading.

**FLAP MEAT:** Choice flap meat traded up, and Select flap meat traded down last week. Through Wednesday’s market close, Choice product is looking at a moderate decline in price, while the Select product is experiencing an increased price.

**FLANK:** Flank steaks were mixed last week, with Choice product up and Select product down. Both grades are trading up through three days in the current week.

**SKIRT STEAK:** The outside skirt market traded at discounted prices last week. Outside skirts historically trade relatively flat for the remainder of the year.
PORK

Pork market information is from the week of Nov. 4, 2019.

Last week the USDA-estimated hog slaughter was 2.693 MM, slightly higher than the previous week, but up 4% over a year ago. In addition, analysts are forecasting December hog harvest numbers at 3% above year-ago levels.

The USDA Monthly Export Data for September revealed that total pork exports outside the U.S. were 8% higher than a year ago, with over half the volume going to Mexico in the form of hams.

LOINS
Prices in the loin complex remained firm. Boneless loin prices held steady, and bone-in loins moved marginally higher. Pork loin promotions are still active in retail, remain compared to the previous week and year. Bone-in loin prices are running 10% above year-ago levels, but analysts believe current price levels are not sustainable. Historically, loin prices trend lower during November, as retailers focus on Thanksgiving promotions.

TENDERS
Pork tenderloin prices continued their move lower, as retailers shifted focus to Thanksgiving promotions. Analysts are forecasting steady to lower tenderloin prices through Thanksgiving, which is in line with seasonal trends. Historically, pork tenderloin prices find some support during December, then firm up during January.

BUTTS
Pork butt prices traded higher, as stronger demand supports current prices. Analysts are forecasting stronger export demand, which could continue to support higher pork butt prices during the November timeframe. Historically, pork butt prices trend lower during November; however, this year analysts are forecasting November pork butt prices to be steady to slightly higher.

RIBS
The rib complex moved higher. Packers are allocating product to freezers for forward bookings, which is creating some tightness in the sparerib markets. Historically, rib prices find a floor sometime in the October-November timeframe before they begin to trend higher. Analysts agree that export demand, along with freezer programs, should keep rib prices above year-ago levels through the end of the year.

BELLIES/BACON
The pork belly market turned higher, as retailers promoted bacon items and packers put low-priced bellies in the freezer for later use. Analysts expect belly prices to turn lower during December as large harvest levels create additional supplies. A similar bell curve happened last year, as belly prices moved lower during December.

HAMS
The ham markets continued higher. Previously reported forward buying and export demand are likely driving the momentum in this market. With hams being a key export and holiday item, analysts report that volatility is possible for the balance of the year.

TRIMMINGS
Trimming prices continued weaker. Historically, trimming prices move lower from October through December. Larger harvest levels may be contributing to downward pressure on prices for pork trimmings.

PICNICS
The picnic complex continued to move higher. Based on previous years, bone-in picnics historically move higher for the balance of the year. Analysts report increased export demand is also supporting higher prices for bone-in picnics. Boneless picnics continue their move higher, and may be experiencing strength from its derivative, the cushion.
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**TURKEY**

**BONELESS, SKINLESS TURKEY BREASTS**

Boneless, skinless turkey breasts were down this week, as buyers have completed filling any voids for the holidays. In the near term, analysts expect a flat to slightly downward market.

**WHOLE FROZEN TURKEYS**

The whole turkey market was flat this week. Spot loads are difficult to uncover, due to the upcoming holidays. Analysts expect this market should trend flat to slightly upward, as vendors finish their buying to cover any shortfall.

**CHICKEN**

Poultry market information is from the week of Nov. 4, 2019.

This week, small, medium and jumbo wing markets remained unchanged, as well as small, medium and jumbo boneless breasts. There were not any changes in select or jumbo tenderloins this week. In the near term, analysts forecast that these markets should trend flat to downward. Analysts are referencing the USDA projections of increased jumbo headcount, along with decreased demand going into the holiday season, which could keep pricing flat to slightly down. Jumbo and small tenders settled out this week, as supply and demand appear to have stabilized, according to reports. Analysts state the demand in this market from retail and further processors has continued to be weak, however, they also state that this could change rapidly if Further Processors step back into these markets.

Export demand continues to be reported as balanced, with domestic demand declining slightly. Leg quarters, thigh meat and leg meat were unchanged this week. With increasing jumbo supply, analysts predict these markets could trend flat to downward in the near term. Whole birds/WOG demand is balanced for now. As supply increases, analysts report that this could result in a flat to slightly downward market trend.

**BROILER-TYPE EGGS SET IN THE UNITED STATES UP SLIGHTLY**

Hatcheries in the United States weekly program set 222 million eggs in incubators during the week ending November 9, 2019, up slightly from a year ago. Average hatchability for chicks hatched during the week in the United States was 82.2 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 179 million chicks for meat production for the week ending Nov. 9, 2019, up 4% from a year ago. Cumulative placements from the weeks ending Jan. 5, 2019 through Nov. 9, 2019 for the United States were 8.36 billion, up 2% 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 when demand is harder to fulfill. Analysts believe this trend may continue into 2020. The market for larger-size whole birds and WOGs is in a balanced market. 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. It is reported 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 lower demand boneless breast season, analysts believe the select/small market could trend flat to slightly downward in the near term. The medium boneless breast market was unchanged, with spot load offerings being minimal. The jumbo boneless breast category was unchanged this week, with spot product being uncovered sporadically and held with confidence.

This week, select/small and jumbo tenderloin markets were flat. Analysts reference Further 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**

All categories of the wing markets were flat this week. Analysts expect the small wing market will trend flat to downward for the near term. Medium wings will consistently be harder to uncover, due to lack of processors growing medium-size birds. Analysts’ expectations are that the medium market will remain flat to upward in the near term. The jumbo wing market went unchanged this week, with spot product offerings still available and varying degrees of discounting reported. 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 flat this week. Analysts speculate that this market could be hampered by lack of Further Processor demand and jumbo supply increasing. Boneless thighs continue to be offered on the spot market at attractive prices. Analysts’ expectations are that this market will trend flat to slightly downward in the near term.
COMMODITY OIL

SOY, CANOLA AND PALM OIL

SOY OIL:
- The December soybean oil contract was mainly flat the week of November 4, 2019, closing at $.3150, down 37 points for the week.
- The November 8, 2019 USDA supply/demand report left the soybean yield unchanged at 46.9 bushels per acre. The crush was lowered by 15 million bushels, pushing the 2019/2020 ending stocks estimate up by the same amount to 475 million bushels, up 15 million. 2019/2020 soybean oil ending stocks were lowered 80 million pounds, to 1.449 billion, on lower production related to the reduced crush.
- The U.S. soybean harvest was reported at 75% complete last week, up from 62% the prior week, and compared to the five-year average of 87%. Analysts expect harvest progress to come in between 85 and 87% complete on this afternoon’s update, given recent weather.
- The mid-November APEC meeting in Chile, where the U.S./China “Phase 1” trade agreement was to be signed, has been cancelled due to civil unrest in the country. News reports are stating that China is said to be hesitant to agree to big U.S. agriculture purchases over a specific time period, preferring to buy at the most favorable price, not just to fulfill a quota.

CANOLA OIL
- Canola seed futures remain weak, as analysts point to Canadian harvest totals not being as detrimental as analysts once thought, as well as the continued lack of progress in the political dispute between Canada and China. Canola oil basis levels weakened by 25 points on the lower seed prices last week.

PALM OIL
- Palm oil prices hit 19-month highs last week, as the seasonal cycle of production declines kicked in and export business remains solid. According to analysts, expectations for higher biodiesel mandates in both Malaysia and Indonesia in 2020 continue to lend underlying support to the market as well. Palm oil prices were up almost 15% just in the month of October.

DAIRY

All dairy pricing trends are based on USDA and CME data as of Nov. 13, 2019.

BUTTER
Analysts report that butter prices are at their lowest levels since early 2018, as they continue to feel seasonal pressure. Production remains firm, as cream supplies are comfortable across the U.S. Analysts report the lower prices are starting to attract some additional inquires for the first half of next year, but adequate butter supplies in cold storage will help keep prices relatively stable.

CHEESE
Cheese production increased throughout the country last week, as milk availability continues to increase. Analysts report the more available milk supplies have allowed producers to add extra days of production, with softer milk values also incentivizing increased run rates. The surprisingly large premium of barrels to blocks is certainly not sustainable long-term according to analysts, and should start to shrink as more nearby supply comes to market. Manufacturers are still allocating a large portion of production schedules to cheddar, due to the lofter prices. Seasonally, analysts, expect some weakness as we head further into Q4, but will first need to see the nearby interest continue to dry up further.

SHELL EGGS
Analysts report increased demand and stockpiling ahead of heavy promotional activity for Thanksgiving has caused orders to jump sharply, helping to support even higher prices. Cooler temperatures have also playing a role in the increased shell egg demand. Export demand had been increasing in recent weeks, but the firm prices are starting to reduce global interest. It is also reported that the higher prices are reducing foodservice volumes, as they work through the large inventories that had been stockpiled ahead of this sharp move higher in prices.

MILK & CREAM
Milk production in the U.S. is trending higher, as is seasonally the case. Analysts report cooler temperatures and some regions increasing herd numbers are contributing to the better output. However, nearby milk availability is still considered tight, as fluid milk demand was stable for bottlers, with school demand is in full swing. Holiday demand is also starting in the cream market, as seasonal Class II demand is picking up.
All seafood pricing trends are based on Urner Barry data and supplier quotes as of Nov. 13, 2019.

SHRIMP, DOMESTIC
(WHITES AND BROWNS): Analysts continue to see firmness in both Whites and Browns, due to strong demand and low levels of raw material available.

(DOMESTIC PUDS): It is reported the market is firming as processors bid up product.

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 to weaker market, according to analysts.

(MEXICAN BROWNS AND WHITES): Analysts report that suppliers may have a concern on Browns, as well as large-size shrimp, as they are in very tight supply.

CATFISH
DOMESTIC: Production is being reported by vendors as steady. Pricing is expected to be steady for the next 30 days, according to analysts.

IMPORTED: Urner Barry reported higher pricing, due to the Chinese consuming more fish because of the lack of pork caused by the African Swine Fever outbreak.

SALMON
ATLANTIC FARMED SALMON: Analysts report that the frozen market is stable. The fresh market is split. The European market is up slightly; however, the Chilean market is down slightly.

MAHI-MAHI
Analysts report that pricing is steady, with fewer offerings. Inventory is in good shape along all size portions. The 2019-2020 season is getting underway in Peru now.

SCALLOPS
SEA: Reports indicate that pricing has shown some volatility on the fresh side. Frozen prices continue to be stable to slightly down.

BAY: Pricing is stable for next week, but analysts indicate that bay scallops could move higher, with further receipts that would have the additional tariff associated with it.

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

PANGASIUS
Pricing is now steady, as reported inventory levels on 5-7’s and 7-9’s are in good supply. There are some reports that 3-5’s are tight. Reports are showing a possible higher price point for the Lenten season (end of February to early April in 2020).

WHITEFISH COMPLEX
COD: It is reported that pricing is stable. Reports indicate that inventory is firm, behind strong demand, as other similar species increase in price.

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 4-6 and 6-8 oz. are very tight.

HADDOCK: Vendors are reporting that pricing is expected to continue to firm, due to high demand and tight supply. Analysts report that this will improve moving into Q1 of 2020.

FLOUNDER: Inventory levels are in good shape. 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 in very good shape.

KING CRAB
(RED & GOLDEN): Analysts report product is very short in the marketplace, and is expected to be tight ongoing. Golden product of Russia is increasing in price. Operators should start booking holiday needs now.

CRABMEAT
(BLUE & RED, PASTEURIZED): Analysts report that the Blue Swimming Crab market is stable.

Mexico Blue Crab season is in full production now, on both East and West Coasts. Distributors should see more inventory imported into the U.S.

SNOW CRAB
ALASKAN: Most vendors are off the market, with very little if any product out there currently. The 2019-2020 quota has been announced; there will be an increase of 20-25%, and the expectation is the majority of the catch will fall into the 5-8 oz. size range.

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. Distributors will have to start looking at 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. Operators should review holiday needs now. 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.
## U.S. TRADE DISPUTE WITH CHINA – PRODUCTS IMPACTED

### Products with Price Increases

<table>
<thead>
<tr>
<th>Tariff Group</th>
<th>USF Product Group Impacted</th>
<th>PIM Categories Impacted</th>
</tr>
</thead>
<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,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Basket Liners</td>
</tr>
<tr>
<td>Metals - Iron, Steel, Aluminum</td>
<td>CES</td>
<td>Heavy Equipment, Smallwares, Parts &amp; Supplies</td>
</tr>
<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 Pastas, 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>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>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,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Food Containers, Lids, Pastry Bags, Urinal Deodorizer, Aprons, Bibs, Headware (Disposable), Tray &amp; Film</td>
</tr>
<tr>
<td>Paper</td>
<td>Disposables</td>
<td>Bags, Cups, Drinking Straws, Facial Tissue, Food Containers, Lids, Napkins, Paper Towels,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Pizza Boxes &amp; Circles, Toilet Seat Covers, Toilet Tissue, Register Tape (Disposable), Labels, Paper Wraps &amp; Boxes</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>Mandarins, Nuts, Cauliflower, Other Fruits &amp; Veg.</td>
</tr>
</tbody>
</table>