FARMER’S REPORT
MARKET TRENDS | 03.20.2020
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All produce pricing trends are based on USDA data as of March 17, 2020.

VEGETABLES

POTATOES

- **Russets**: The russet market is mixed this week. 70 ct. Burbanks and Norkotahs out of Idaho are steady. 90 ct. Burbanks and Norkotahs are up. Supply on 40-70's exceeds demand. 6 oz. min. size are steady on Burbanks and Norkotahs. 70 ct. Norkotahs and Burbanks out of Washington/Oregon are up, with moderate supply, and demand exceeding supply reported. Quality is fair out of both growing regions.
- **Reds**: The red potato market is up this week. Product out of Minnesota is up, with moderate supply and good demand reported. Product out of Florida is up also, with 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 up this week. Supplies are reporting as steady this week, while demand continues to be good.

LEAF LETTUCE

- **Green Leaf**: The green leaf market is up this week, with supplies reporting as good. Green leaf quality is looking good, with an improvement on overall texture, and occasional defects such as light insect damage, sporadic epidermal peel, and mechanical damage.
- **Romaine**: The romaine market is up this week, with supplies reporting as light, due to quality issues.

ICEBERG LETTUCE

The iceberg market is up this week, with supplies reporting as good. Prices continue to rise dramatically. Production issues and excess rain in the southwest are causing some availability problems. No quality issues to report.

GARLIC

California garlic supply is having problems as there are quality issues coming out of storage, which will 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 good demand reported.

MUSHROOMS

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

CILANTRO

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

CUCUMBERS

Cucumber prices are up for the week. Supply continues to be fair to be for now in both regions. Quality is a mix of fair to good for now. Price changes will vary between sizes and grades.

CELERY

The celery market is up this week, with supplies reporting as good. Southern California and Arizona are experiencing production and quality issues due to heavy rains. Celery remains in good quality.

YELLOW SQUASH

Yellow squash prices are up in both growing regions for the week. Quality continues to be poor, due to weather in both growing regions. Price changes will vary between sizes and grades.

ZUCCHINI

Zucchini prices continue to go up in both growing regions, as supply continues to be light in the East and West. Price changes will vary between sizes and grades. Quality is a mix of fair to good.

GREEN BEANS

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

BELL PEPPERS

- **Green**: Green bell pepper prices continue to go up in both growing regions. Supply continues to be light as analysts indicate that this is driving up the price. Quality, however, still looks to be good in both regions. Price changes will vary between sizes and grades.
- **Red**: Red bell pepper prices are up again for another week. Price changes will vary between sizes and grades. Quality is reported as strong in both field-grown and hot house products.

TOMATOES

- **Rounds**: Round tomatoes are mixed for the week. Florida rounds are down as supply improves, but Mexican rounds are up. Quality looks to be good in both regions.
- **Romas**: Roma tomato prices are up for the week. Supply has tightened up in both growing regions. Quality is good in both regions.
- **Cherry**: Cherry tomato prices are down for another week. Supplies continue to be light in both regions. Florida is the only market posting for the USDA this week. Quality is fair in the East, but poor in the West region.
- **Grape**: Grape tomato prices are up for the week, as supply has tightened. Quality is fair to good in both growing regions.

CARROTS

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

GREEN ONIONS

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

CAULIFLOWER

The cauliflower market is up this week, with supplies reporting as good. The first report out of Salinas saw successful harvesting, with no quality issues to report. Prices are expected to rise into next week. Movement is expected to be lower, as Southern California and Arizona have reduced harvests significantly due to the heavy rain. Quality is reporting as fair to good.
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**PRODUCE**

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

**BROCCOLI**
- The broccoli market is up, with supplies reporting as good for the week. Rain in California has driven the market up very quickly, and will potentially cause quality issues in the coming weeks. Mexico’s volume is good, with very few quality issues reported. Overall broccoli quality is reporting as good, too.

**HANGING FRUIT**

**APPLES AND Pears**
- **Apples**: All varieties of apples out of Washington are steady, with 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**
- Lemon cases look to be steady for another week. D-1 and D-2 continue to support the majority of the harvest as D-3 winds down. Yuma and Coachella crops are expected to finish near the end of March into early April. There is rain in the forecast in Southern California which could cause loading and harvesting delays. Peak sizes continue to be 115/140 cts. with quality trending toward fair.

**Limes**
- Lime prices are slightly down as supplies improve. Limes continue to trend toward the 175 to 200 cts. Limes continue to battle quality issues, as thin skin, blanching and scarring continuing to be seen in harvests. There is a transition occurring between old and new crop, so quality will be mixed.

**ORANGES**
- Orange prices are steady for the week. Navels continue to peak on 88/72/56 counts. Quality is reported as a mix of fair to good for now. Cara Cara demand is also up. Cara Cara are peaking on 88/72/56 cts. Blood Orange supply continues to be good, and is expected to last through May. Blood Oranges are peaking on 88/72/113 counts.

**BERRIES**

**STRAWBERRIES**
- The strawberry market is up this week. California has been dealing with intermittent rainfall in both Santa Maria and Oxnard over the past five days, and meteorologists are forecasting additional rain towards the end of the week. Mexico supply will not have much of an impact this week, so all the pressure will be on Florida and California. With so many unknown variables heading into the week, analysts are telling buyers that they should be prepared to see a wide range of pricing and availability.

**GRAPEs**
- Grapes are steady to up on imports from Peru and Chile. Black Seedless from Chile are steady on extra-large, large and jumbo. Red Globes from Peru are up on extra-large and steady on jumbo and large. Red Seedless from Peru and Chile are up on extra-large/large and steady on medium. There is moderate supply and good 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**
- Bananas 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 is near the end in the tropics, warmer weather will help improve quality.

**AVOCADoS**
- Avocado prices continue to be on the rise as the markets tighten. Mexico continues to generate Most of the supply. There will be lighter harvest as Holy Week approaches. California is batting rainstorms, which has delayed harvest. Quality is fair for the time being. Retail is now driving the commodity sales, as they react to fill shelves.

**MELONS**

**CANTALOUPES 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, which reduces the percentage of small fruit in the upcoming weeks.
- **Honeydews**: The honeydew market is flat this week, with sizing trending towards the jumbo 5 ct. sizes and the regular 5 ct. sizes, which means the volume on 6 ct. sizes will be light.
All current beef pricing trends are based on USDA data as of March 18, 2020. Last week’s trends refer to the USDA market for the full week of March 9, 2020.

According to analysts, Boxed Beef and Bulk Ground Beef markets are currently experiencing some of the largest price increases in the history of published USDA beef pricing. Analysts attribute the price increases to exponential demand from the retail sector. Analysts reiterate 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 will 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 $105-110/cwt. last week. Asking prices are between $110-112/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.

Last week’s harvest came in at 633K head, right around the analysts’ projections. 505K were steers or heifers. Harvest is expected to be around 637K head this week.

The grade for the week ending March 7, 2020 came in with 83.3% of all the steers and heifers grading Choice or higher. Select product graded at 13.2% and Ungraded reported at 3.2%.

GRINDS

GROUND CHUCK: Ground chuck traded up last week. This week, ground chuck has posted the highest price increases of any item in the beef market. Analysts report that this market has only experienced prices over $3/lb. in three weeks over the span of the last 20 years, and the prices that were traded on Tuesday and Wednesday of this week are higher than Ground Chuck has ever traded. There are still two days left to trade before the weekly average is determined, but all analysts are pointing to closing at a 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.

GROUND BEEF 73/27: The 73/27 ground beef is also currently experiencing extremely large price increases.

ROUNDS

PEELED KNUCKLES: Peeled knuckles slipped slightly in price last week. However, for both the Choice and Select grade, prices have taken large increases this week.

INSIDE ROUNDS: Choice inside round traded at a discount, but Select and Ungraded product increased in price. As retail demand is driving this market, inside round prices are much higher.

BOTTOM ROUND FLATS: Bottom round flats slipped in price slightly last week. However, similar to the inside rounds, outside rounds are experiencing extremely high prices.

EYES OF ROUND: Eye of rounds traded relatively steady last week on all grades. Current week prices have jumped dramatically.

LOINS

STRIPS: Choice strips were up last week, and Select strips were down. Although strips are not at record prices, the current markets are still showing a large increase week-over-week.

TOP BUTTS: Top butts traded a bit higher last week on all product grades. The USDA is reporting price increases on top butts this week similar to strips. Not record-setting, but through three days of trading this week, the price has taken a significant increase.

TENDERLOINS: Tenderloins were down last week on all grades. Unlike most of the other beef items this week, Choice Tenderloins have experienced a discounted price. There is not much retail demand for this item.

RIBS

RIBEYES: Choice heavy ribeyes traded up last week, but all other ribeyes slipped in price. However, all types and grades of ribeyes have gone up significantly in the current week. The relative prices that ribeyes have traded at this week would be considered average prices for peak ribeye season, which is between Thanksgiving and Christmas.

CHUCKS

CHUCK ROLLS: Chuck rolls traded slightly higher last week. Following the other beef markets, chuck rolls have also experienced significant price increases this week. Current prices for chuck rolls are on the higher end for any point in the year.

TERES MAJORS: Teres Majors traded at a premium this week. Similar to tenderloins, this is one of the only beef items to experience discounted prices this week. Teres Majors are not featured heavily in retail, and prices are reflecting that, according to analysts.

BRISKETS: Briskets experienced discounted prices last week. For this time of year, briskets are seeing prices this week right on average with where they had been for the previous six years. Analysts expect that the market will experience a noticeable price increase from the week prior, due to brisket pricing being lower than average up to this point.

THIN MEATS

BALL TIPS: Ball tips were down last week. There have been significant price increases on all grades through three days of trading this week.

FLAP MEAT: Flap meat traded slightly up to moderately down last week on the Choice and Select grades, respectively. Current week prices have jumped drastically due to retail demand. Current prices are on the high end for this time of year.

FLANK: Flank steak was slightly up last week. Both grades are showing price increases this week, but not nearly at the levels other items are seeing. Flank steak prices are in line with how they would typically trade this time of year.

SKIRT STEAK: The skirt steak was slightly discounted last week. To date, skirt steaks are only trading slightly higher than the week prior, and prices are staying in line with seasonal averages for the last three years.
PORK

Pork market information is from the week ending March 13, 2020.

Last week the USDA-estimated slaughter was 2.648 MM hogs, marginally down from the previous week, and almost 8% over the same week last year.

U.S. pork export data for the month of January 2020 was released by USDA. Total volume was up 36% over last January.

Increased consumer-driven buying is accelerating retail demand for some pork cuts, according to analysts.

LOINS
Prices in the loin complex were sharply higher. Historically, the loin markets move higher this time of year, 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 increased moderately, marking the third consecutive week of increases. 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 moved sharply higher, marking the fourth consecutive week of market increases. 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. Last year, a moderate lull hit the rib markets in March before rebounding higher into spring and summer.

BELLIES/BACON
The belly market continued to move higher. The belly markets are still at a discount compared to last year at this time, and an anticipated uptick in seasonal demand is on the horizon, according to analysts. Retail features of bacon were less frequent than the previous week, but are up against the previous year. Last year the belly markets pushed higher into April.

HAMS
The ham markets continued lower. Historically, hams push higher leading up to Easter. The ham markets have been holding at a premium for the past several months, but the recent dip has essentially closed the gap. The ham markets should be considered volatile, due to their relationship with the export channels.

TRIMMINGS
Pork trimmings were higher. Historically, trimming prices take a seasonal trajectory higher, as processors ramp up production for upcoming hot dog and sausage season.

PICNICS
The picnic markets were mixed. The bone-in markets experienced some continued weakness. Bone-in picnics are historically choppy over the next 30 days or so. The boneless picnics continued higher, and are entering a timeframe that historically starts to observe seasonal increases.
CHICKEN

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

Poultry market information is from the week of March 16, 2020.

Small and medium wings remained unchanged, while jumbo wings slightly declined. Small boneless breasts remained unchanged this week, with jumbo and medium boneless breasts moving upward, as they appear to be fully supported by retail and Further Processors at this time. The jumbo tenderloin market was slightly up, but no price changes to select tenderloins this week. In the near term analysts forecast that these markets should trend flat to upward as Further Processors and retail continues to support this category.

This week, leg quarters, leg meat and thigh meat all remained unchanged. Analysts are predicting the leg quarter and leg meat markets will trend flat to downward in the near term. Thigh meat has started gaining attention this week, which analysts predict could promote slight price increases. 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 240 million eggs in incubators during the week ending March 14, 2020, up 3% from a year ago. Average hatchability for chicks hatched during the week in the United States was 81.3 percent. Average hatchability is calculated by dividing chicks hatched during the week by eggs set three weeks earlier. ** Starting in 2018, the 19 State totals have been discontinued. **

BROILER-TYPE CHICKS PLACED IN THE UNITED STATES UP 3%

Broiler growers in the United States weekly program placed 191 million chicks for meat production for the week ending March 14, 2020, up 3% from a year ago. Cumulative placement from weeks ending January 4 through March 14, 2020 for the United States were 2.1 billion. Cumulative placements were up 4% from the same period a year earlier. ** Starting in 2018, the 19 State totals have been discontinued. **

WHOLE CHICKEN & CUT-UP PARTS

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

BONELESS, SKINLESS BREASTS & CHICKEN TENDERLOINS

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

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

WINGS

This week the small wing market went unchanged. Analysts expect the small wing market will trend flat to upward for the near term. The medium wing market remained flat 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 unchanged this week. Spot offerings of boneless thighs are available, with stable pricing. Analysts expect this market to trend flat to slightly upward in the near term.
SOY OIL:
Soybean oil futures closed 120 points lower for the week of March 9, 2020.

Reported market drivers:
- China has acknowledged that they will push back the dates by which they will hit their agricultural purchases target per the Phase 1 trade agreement.
- China and India are reporting higher than normal soybean oil stockpiles.
- Biodiesel demand is weakened by a dramatic drop in crude oil prices.

CANOLA OIL:
Canola seed futures are up slightly this week.

PALM OIL:
Palm oil prices have decreased over the past week.

SUGAR AND DRY BEANS

SUGAR:
- USDA has lowered U.S. forecasts for beet sugar production and drastically cut import forecasts, due to a poor harvest in Mexico.
- Eight senators sent a letter to Agriculture Secretary Sonny Perdue on February 24, 2020, asking the department to take steps to ensure adequate supply of refined sugar later in the year, when shortages are expected.
- The market is now trading at $46 cwt. net bulk basis CY-2020. 2020/21 offers are very limited, as suppliers wait until more is known about the supply situation.

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.
All dairy pricing trends are based on USDA and CME data as of March 18, 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 indicate that consumer stockpiling of cheese is driving the markets higher. While milk remains abundant, as the country approaches the start of the spring flush, the nearby demand caused prices to spike late in the week. Inventories are still increasing, as cheese processors are running near full capacity, taking advantage of the nearby milk prices that continue to trade at sizable discounts to class.

**SHELL EGGS**
The main driver in the price rally continues to be the stronger than usual retail demand, according to analysts. Prices should remain firm in the upcoming weeks. There are still enough birds in the pipeline, but the demand story is in command of the price direction.

**MILK & CREAM**
Milk production was steady this past week, as mild temperatures this winter continue to benefit output. This has kept milk yields elevated, with more than enough supply coming to market. Spot milk loads saw further weakness this past week, and are now trading $1 to $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.
All seafood pricing trends are based on Urner Barry data and supplier quotes as of March 18, 2020.

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

**SHRIMP, IMPORTED**  
(Black Tigers and Whites): The seafood industry reports stable pricing on Tigers. Urner Barry is reporting slight decreases on Whites.  
(Mexican Browns and Whites): Pricing is currently being reported by Urner Barry as steady. Imports into the US will be suspended on 4/8, 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 for the next 30 days, according to analysts. Head and gutted product continues to be firm.  
Imported: After last week’s decline, Urner Barry is now reporting steady pricing.

**SALMON**  
Atlantic Farmed Salmon: Analysts report that the frozen market is stable. The fresh market is volatile, 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.

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

**WHITEFISH COMPLEX**  
COD: Pricing is softening as we enter Q2 on Pacific Cod. Atlantic Cod is stable.  
Pollock: The fishery for Pacific pollock has produced only smaller, 2-4 oz. filets. Analysts expect that this could cause an inventory issue for frozen loins if fisheries don’t start catching larger fish. Larger filets 4-6 oz. 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 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 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, 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: Production has ended in Canada. Vendors are reporting that all sizes are getting tight with inventory. Urner Barry is reporting higher pricing now on all size clusters, with very limited offerings available. Analysts believe that distributors should look to Russia and Norway for additional product. We should see the quota next week.

**LOBSTER**  
North American Lobster: Pricing is 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

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<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), Trays &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>Mandarins, Nuts, Cauliflower, Other Fruits &amp; Veg.</td>
</tr>
</tbody>
</table>