



SLADE GORTON & CO
SEAFOOD MARKET REPORT
February 2014






****February Feature****

ICYBAY® Red Swimmer Pasteurized Crab Meat

ICYBAY® Fresh Pasteurized Red Crab Meat is hand picked and produced to high standards to provide reliable product performance.

- **ICYBAY crab is wild caught at optimum size to ensure consistent supply, quality of meat and piece sizes.**
- **Our inspection for cartilage and shells results in a virtually shell free product. ICYBAY crab is wild caught at optimum size to ensure consistent supply, quality of meat and piece sizes.**
- **Red swimmer crab meat remains an excellent value compare to blue swimmer crab meat.**






Call your Slade Gorton representative today for more information!

Species	Market Activity
Calamari 	The market situation remains the same as last month, as suppliers return from Chinese New Year and prepare themselves for the opening of the new season.
Catfish 	Domestic Catfish there is plenty of fish available for processing because demand was down through holiday season but will pick up for Lent. Chinese Catfish prices are fairly stable but there are reports that farmers are increasing production in Zhejiang province and many buyers expect they will see lower prices after the Spring festival.
Chilean Sea Bass 	Quota reductions in Chile for 2014 will impact the price of raw material in upcoming months. The Ross Sea production will arrive in March/April. In general, H+G prices have recently increased and are not expected to fall significantly in 2014, Q2. On the value added side, since most fillets and portions are produced in Chile, the quota reduction will maintain a firmer undertone on market pricing.



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Cod	No change to this market from our January report. Replacement cost for Pacific Cod has increased slightly and the Atlantic Cod market has remained stable. We see no down side to cod pricing in the next 30 days. Supplies appear to be ample for current sales. The Chinese New Year celebration began at the end of January and it remains to be seen whether there will be any impact on supply in the first quarter of 2014 since plants will remain closed for two weeks in early February.
	
Crab	<p>Dungeness. Season was a total bust. Very limited amount of frozen product available at extremely high prices. Customers are substituting Red crab and Jonah crab products as cheaper alternatives.</p> <p>King Crab. Lack luster demand continues to cause softening on some sizes.</p> <p>Snow Crab. Larger clusters (8/10oz & 10oz up) are being discounted in an effort to move off inventory prior to the new Canadian season that is expected to start in April.</p> <p>Jonah Crab. Product available in all forms. Good value alternative.</p> <p>Red Crab. Hand picked all natural Red crab meat products are now of interest for substitution on Dungeness and Rock crab meats.</p>
	
Crawfish	No change in the crawfish market for both whole cooked as well as tail meat. Supplies are ample.
	
Grouper	6/8oz short. All other sizes are in inventory. There are some bargains to be had on off sizes.
	
Haddock	Recent replacement cost for haddock has decreased slightly but this development must be tempered with the fact that there is very little raw material in China since producers were reluctant to pay high prices for raw material before Chinese New Year. Skinless/boneless fillets from China continue trade at or above the \$4 level. Haddock loins are trading in excess of \$4.50/lb. This development is due to significant quota reductions in the Barents Sea which took place in 2013 and will remain in effect for 2014. How much haddock demand moves to cod is still unknown since cod will represent a significantly better value.
	



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<p>Lobster, Canadian</p>	<p>There is no production on frozen tails nor meat since most plants have closed for the next 2-3 months. Expect no relief in lobster prices for the foreseeable future since most plants closed in early 2014 due to lack of raw material and high raw material cost. Prices will remain high, with spot shortages appearing on 5-6 oz. tails and larger. Inventories in cold storage must carry the industry until mid May.</p>
	
<p>Lobster, Warm Water</p>	<p>All prices for ww tails are up, especially on 8 oz. The trend will continue upward due to the end of the season till July/2014.- We are seeing shortage of all the sizes.</p>
	
<p>Mahi-Mahi</p>	<p>Central and South American Mahi season is coming to an end. Prices remain high on all forms.</p>
	
<p>Mussels</p>	<p>New Zealand Mussel. New season production pricing is up significantly. Global demand and a poor spawn has created this situation.</p> <p>Chilean Mussel. There is no change in this market and demand remains strong for this exceedingly affordable seafood item.</p>
	
<p>Octopus</p>	<p>Prices are moving up a little bit due to Tiffon and weather issues. The Philo octopus heavy catching is from May thru August and slow season from Sep to April. Short of 6/8ct. Indo heavy catching is from November to January and slow production from February to October. Fair supplies with steady prices.</p>
	
<p>Oysters</p>	<p>Supply out of the Gulf remains low and will continue to be an issue for the next few months. Prices are firming on frozen half shells. We have a good supply on the East Coast and in Los Angeles.</p>
	
<p>Pollock</p>	<p>No change in this market for February. The worldwide quota for Alaskan Pollock remains somewhat unchanged. Replacement cost out of China for fillets increased in the last quarter of 2013 and the market should maintain a firm price undertone.</p>
	



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Salmon	<p>Farmed Atlantic Salmon. Global demand continues slightly ahead of supply as we approach Lent. The balance is easily tipped in the fresh market by weather or retail ads. Supply from Chile is adequate for Q1 while Canada remains limited. Prices are expected to stay strong through the first quarter. US frozen inventory is limited and Chilean production is booked through most of March. European prices are stable.</p> <p>Wild Salmon. Frozen chums prices have firmed as a result of the strong Atlantic market. Pinks remain the better value.</p>
Scallops	<p>Bay Scallops. Peruvian product is a good value. Majority of sizes 30/40, 40/50, 50/60 count per pound.</p> <p>Sea Scallops. With few trips left in the domestic fishery, Japanese product will become the alternative for U10 & 10-20ct. The Japanese pricing has been steady but it is anticipated that the market will go up when there is no where else to go for the large sizes.</p>
Shrimp	<p>Asian Shrimp. Shrimp supply continues to improve in Indonesia. Prices have dropped another 5-10 cents/lb. Most packers are looking for new orders. Indonesia has seen supply improvement since December, and will continue into February. Some minor white spot problems have been reported but many farmers that were growing Black Tigers, have converted their ponds to vanname, that should further bolster supply. India should have improved supply by March.</p> <p>Latin American Shrimp. Prices went up for all sizes.- It will go up until March 31/2014. In April/May, prices could crash. The average American table cannot afford the high prices.</p> <p>Ocean Caught Mexican Shrimp (Blue Shrimp; White Shrimp; Brown Shrimp). Short supply. Very low inventory in USA. Prices went up and some fishermen are holding inventory to sell later at higher prices. The last trip catch is being poor with 500-700 k per trip which will affect the costs.</p> <p>Gulf Domestic Shrimp. Short supplies of domestic shrimp is driving the prices up.</p>



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<p align="center">Sole/Flounder</p> 	<p>There is no change in the flat fish market for yellow fin and rockfish fillets. Large sizes, including 7-8 oz's, remain short. Fillets, 4oz's and smaller, remain the best value.</p>
<p align="center">Swai</p> 	<p>No change to this market as producers expect to ship potentially larger than normal quantities into the US prior to the Dept of Commerce tariff review scheduled for March.</p>
<p align="center">Tilapia</p> 	<p>Tilapia supply continues to fall well below demand. China is now 25 million pounds behind 2012 volumes. Most plants are now closed for the Luna New Year. Urner Barry price indicators have not increase in several months despite higher raw material costs at the farm and plant level. Prices should continue to increase until May or June . 7-9 oz. fillets have become more scarce again. They are only comprising about 5% of the harvest. Prices being quoted for shipment after Chinese New Year are 7-9 cents higher.</p>
<p align="center">Tuna</p> 	<p>Tuna market remains stable at the current levels. There are still some bargains to be had on older inventories.</p>
<p align="center">Whiting</p> 	<p>The market is stable. 6-8 skin on is the best value within the whiting family. It sells at a deep discount comparatively speaking to the other skin on sizes.</p>