







SLADE GORTON & CO SEAFOOD MARKET REPORT

May 2017



Global Supply Conditions




Species	Market Activity
<p data-bbox="256 583 375 611">Calamari</p> 	<p data-bbox="492 583 1453 688">Loligo Chinensis. Prices continue to inch up as new containers arrive with higher costs, prices for cleaned products are increasing. Expect slightly higher prices through spring. Volumes so far are steady but mostly smaller sizes.</p> <p data-bbox="492 737 1349 842">Todarodes. Harvests are trickling in and pricing has seemed to stabilize, processors are starting to get raw material to process, still a good value alternative to Loligo on the larger sizes.</p>
<p data-bbox="269 875 362 903">Catfish</p> 	<p data-bbox="492 875 1422 940">Domestic Catfish. Prices are steady and all sizes of fish are currently available and there continues to be a good supply of Chinese Catfish available.</p> <p data-bbox="492 1031 1450 1096">Chinese Catfish. Prices are stable. All sizes are readily available. Prices expected to remain stable.</p>
<p data-bbox="207 1138 428 1165">Chilean Sea Bass</p> 	<p data-bbox="492 1138 1463 1472">Chilean Sea Bass. The Ross Sea Mawsonii Species has arrived and is currently being sold in USA. The Ross Sea fishery is Mawsonii and thus tends to cost less than true Eleginoides Species. Look for Mawsonii to sell at \$.50-\$.75 per lb below the price of Eleginoides. Mawsonii is selling around \$15.75-\$15.95 while Eleginoides is selling between \$16.15 and \$16.35. Current replacement costs on Eleginoides could see the prices go to \$16.50. As long as Asian demand remains strong, so will prices remain high. There has been some cheaper portions and fillets in the market but likely due to higher percentage of water salt injections. Sales are steady.</p>
<p data-bbox="282 1642 354 1669">Clam</p> 	<p data-bbox="492 1642 1458 1822">Clam. The offshore winds are being recorded at higher speeds than ever before with more frequency. This issue keeps the clam boats docked and unable to fish. Also they have to go further out to sea to harvest the clams, which leaves them more exposed to the weather conditions. This is the biggest reason for shortages in the market. The supply situation will improve with the weather.</p>



SLADE GORTON & CO SEAFOOD MARKET REPORT



May 2017




<p>Cod</p> 	<p>Atlantic Cod / Pacific Cod. The market for Atlantic and Pacific Cod continues to see stronger pricing. It is expected that cod pricing will be higher than haddock this year.</p>
<p>Crab</p> 	<p>King. Red King Crab. prices have softened with lack of demand. All sizes are available in either Red or Brown crab at this time.</p> <p>Snow Crab. 2016 Snow crab prices were at an all time high. 2017 Canadian snow crab is just starting to come into the US market. The largest area is now open and all are waiting to see if the prices will come down to at least Dungeness prices. The prices are close now but typically Snow crab is less. We are not there yet.</p> <p>Dungeness. This product is still cheaper than snow crab. Dungeness is a sweeter crab with a sweeter price. We have both clusters and whole cooks currently in inventory.</p> <p>Jonah Crab. The Catch was a bust. Supplies are nill. We have limited stock and continue to look for substitutes. We do not anticipate any relief until the fall.</p>
<p>Crawfish</p> 	<p>Crawfish. The market continues to advance on large whole cooked. Most importers are out of 10-15 whole cooked of any origin. New Season production is underway and arrivals should hit US in June. We are booking product now. New Season production will be BAP Certified product. Meat and smaller whole cooked remain stable.</p>



SLADE GORTON & CO SEAFOOD MARKET REPORT



May 2017






<p>Grouper</p> 	<p>Chinese Grouper. All sizes available in multiple locations. Prices continue to remain relatively stable. Sales have picked up in the South as there season plays out.</p> <p>Mexican Grouper. Mexican closure is officially over. New production will be based on raw material costs of product landings. Prices are just beginning to hit freezing levels but demand is climbing as demand for most white fish is.</p>
<p>Haddock</p> 	<p>Haddock. Pricing on skin-on fillets and skinless loins are starting to see increases. Haddock has been at all-time lows for the past year, even with the increases haddock is a great value.</p>
<p>Lobster, Canadian</p> 	<p>Canadian./Maine Lobster. Imports of lobster products from Canada are down 10.3 percent for the month and 18.3 percent year-to-date.</p> <p>Live was down 8.8% for the month and 12.4% YTD.</p> <p>In-Shell, which includes tails and whole cooked, was up 8.5% in February, but is down 18.1% YTD</p> <p>Meat was down 23% for the month and 50.4% YTD.</p> <p>Large tails , 5 oz. and larger, are extremely short. <u>There are many new friends looking for 5-12 oz tails and we've seen an up tick in CK demand.</u> Some end users will be forced at some point to switch to using small tails and using 2 tails per plate in order to serve the 5-10 oz portions if they want to keep on their menus. Most meat prices are steady at current prices but there are some cheap prices on CKL. Keep in Mind that on Lobster meat, there are always 20 ways to make something \$3.00 cheaper or more expensive. There are many different specs in the market today. The May Season has begun and boats are out fishing, much of the first production will go to live and whole cooked. Prices for live are very high now. We should have a better idea of market prices on tails and meat in the next 2 weeks. Spring season tends to yield smaller tails and look for 6 oz up tails to remain short for the Spring Season. Furthermore, the EU has completely eliminated their tariffs on Canadian Lobster so there will naturally be more demand this year. The Tariff was 8% and now is 0%. Big cost savings for EU countries now. Finally China too reduced their tariffs on North American Lobster from 15-10%.</p>



SLADE GORTON & CO SEAFOOD MARKET REPORT



May 2017



Lobster, Warm Water 	Warm Water Lobster. Season ended in February. Catch is only 30% of what was seen last year. Large tails are strengthening in demand. Prices are strengthening. December and 2016 Lobster Imports of warm water lobster tails are down 22.2 percent for the month of December, resulting in a 12-month decline of 32.8 percent or 5.1 million pounds. Individually, the largest suppliers all shipped fewer tails to the U.S. in 2016; Bahamas (-19.1%), Brazil (-37.0%), Honduras (-17.4%), and Nicaragua (-56.7%).
Mahi-Mahi 	Mahi. Mahi season in South America is officially over and reopens Oct 1st 2017. Prices are at record high levels on fillet, pieces, and portions. Product from Taiwan, Vietnam, and Indonesia should start arriving in August.
Mussels 	New Zealand Mussels. Conditions have been excellent for mussel growth this year resulting in quicker growth and larger mussels achieving good meat to shell yield of 52%. Chilean Mussels. Year round production but best meat fill August - January due to more food from sunlight that generates more seaweed.
Octopus 	Octopus. Globally there have been incremental increases in prices with the Indonesian season about to end and the Spanish and Moroccan octopus coming in in low numbers. Price increases can be up to 20 cents for Indonesian product and 15 cents on Spanish.
Oysters 	Supply is spotty, more oysters from the Gulf are being harvested but sizing for the Frozen market is an issue. Expect a shortage of 144ct the trays.



SLADE GORTON & CO SEAFOOD MARKET REPORT



May 2017


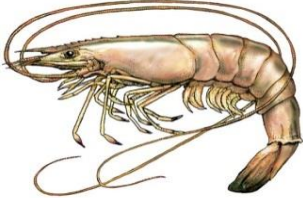



Pollock	<p>Pollock. The fishery for Pacific Pollock has produced only smaller fish, 2-4 oz. fillets. This could cause an inventory issue for frozen loins if they don't start catching larger fish. Larger fillets, 4-6 oz. and 6-8 oz., are very tight.</p>
	
Salmon	<p>Farmed Atlantic Salmon. Fresh prices softened after the Easter holiday. The European whole fish market has been bullish pushing increased volumes in to the US. Chilean supply for May & June is forecasted to be very low. We may see prices trend back up for the start of grilling season. US demand has been steady through Lent, and is expected to continue. Producers continue actively selling other markets, optimizing their return on limited production. Frozen prices are steady and capacities are booked into May/June. Norway supply has been erratic with some forced harvests temporarily lowering prices in the market. The outlook for the remainder of Q2 is limited supply, but mixed demand could intermittently impact prices over the coming months.</p>
	
	<p>Wild Salmon. Chum salmon supply is scarce as suppliers deplete last season's catch. The new Alaskan season occurs early July to early September. Catch is expected to be similar to last season, but demand could be higher as king and sockeye salmon catches are expected to be much lower than last season.</p>



SLADE GORTON & CO SEAFOOD MARKET REPORT



May 2017


<p>Scallops</p> 	<p>Scallops. Domestic Sea new season started on March 1. Processors believe there will be more 20/30s and 30/40s in 2017 & larger scallops will be at a premium this year. Chinese Bay pricing is steady, inventory on larger sizes is tight.</p>
<p>Shrimp</p> 	<p>Asian Shrimp. Replacement prices have inched up over recent weeks across multiple sizes & forms. Prices are expected to remain up for the time being; we have adequate supply across all sizes.</p> <p>Ocean Caught Mexican Shrimp. The season has been average with landings compared to previous years. Look for production on pinks to remain open and steady until early June. The Brown season is over.</p> <p>Cold Water Shrimp. Inventory in Europe on global stocks of cold water shrimp are in surplus by several months. This will slow demand for export sales. Demand is up domestically, but will not have enough impact to level the hang over inventory in Europe. East coast Canada shrimp stocks are way down, and landings will be down substantially.</p>
<p>Sole/Flounder</p> 	<p>Sole/Flounder. Large fillets are very short and smaller fillets, 4 oz. and smaller, are in ample supply. The market remains steady on smaller fillets and very strong for larger sizes especially 6-8 oz.</p>
<p>Swai</p> 	<p>Swai. Pricing overseas continues to move up with the new USDA guidelines adding to these cost. Inventory is expected to get tight in the U.S.</p>
<p>Tilapia</p> 	<p>Tilapia. As predicted prices are inching up slightly. Supplies currently seem to be in good standing in the US and we have adequate supply across all sizes and forms.</p>



SLADE GORTON & CO SEAFOOD MARKET REPORT



May 2017

Tuna	Tuna. Prices are firm due to high demand and low production out of Indonesia. Strong demand is keeping prices firm with a potential minor increase in price.
	
Whiting	Whiting. Both Chilean and Argentine whiting is readily available. Prices are stable while demand is flat.
