

May 1, 2017



Marketplace

PROTIEN UPDATE

Beef

Beef harvesting has been running at or above average for the past couple of weeks. Cuts from the chuck remain steady (shoulder clod). Hip cuts are steady to lower as we move into May. Loin cuts and ribs are moving higher, striploins and tenderloins are strong and will keep on climbing as we get into the hot weather months. The value of the Canadian dollar will also have an affect on pricing.



Pork

The belly market has been steady, bacon pricing has leveled out over the past couple of weeks, anticipating it will remain steady.

Chicken

The chicken wing market still remains strong. Do not anticipate pricing coming down until June. Chicken breast meat demand has been higher than average, this may start to put pressure on pricing.



Seafood

Wild Caught Species

GROUNDFISH



Atlantic Cod

- Recent landings in Russia and Norway have not been great due to weather
- Demand for A Cod expected to remain strong
- Fish size remains a challenge as the Russians/Norwegians are catching a high percentage of 3kg+ cod which is not suitable for production



Pacific Cod

- Overall quota is slightly down versus prior year
- Alaskan vessels are currently catching larger fish than what they have seen in the past few years
- Demand continues to be strong for P Cod



Haddock

- Barents Sea 2017 quota decreased by 10,000 mt's vs the previous year
- Pricing in the market remains firm



Wild Pacific Salmon

- Anticipating less available supply in 2017 vs 2016 due to cyclical nature of the fishery (boom/bust cycle with higher landings in odd numbered years)
- Final catch was 38 million fish compared to a forecast of 90 million and prior year catch of 180 million



Flats (Flounder/Sole)

- Market expected to be stable for small size fish while supply of larger sizes will continue to be limited



Pollock

- Expect the global demand to flatten as we continue to move into 2017
- Although supply will be positive, with the US dollar expected to remain strong, Canada will be impacted by the currency exchange as we purchase material from the US

Wild Caught Species

OTHER



Squid

- Catches in Thailand continue to be very poor. No improvement in sight.
- With the current supply situation, pricing will continue to be impacted
- High Liner is working to help establish a FIP for Asian Squid

Seafood

Aquaculture Species



Atlantic Salmon

- High demand for Atlantic Salmon has continued to outpace supply, causing market prices to remain firm/increase.
- Low harvesting season in next 2-3 months puts additional pressure on supply.
- Wild West Coast species harvest crash also impacting global demand. Prices remaining higher than year ago levels.
- Faroe Islands and Norway market prices also increasing due to global conditions.

Seafood

Aquaculture Species



Tilapia

- Inventory for global market is good while prices remain steady.
- North American market is slow so production will be reduced in Asia



Basa

- Slight upward pricing pressure.
- Supply is adequate to meet global demand.
- Some inventory building in US in anticipation of USDA inspection may impact production capacity.

Shellfish, Mollusks & Crustaceans



Black Tiger Shrimp

- Vietnam showing some optimism for 2017 but still too early to understand pricing and ship dates.
- Guidance is to switch to PW as BTs are likely to be volatile.



Pacific White Shrimp

- Slow season for Asian harvests.
- India: steady volume and strong support for NA market.
- Indonesia: Stronger supply than other COO; competitive pricing.
- Vietnam: spotty supply with firm pricing; some delays noted.
- Thailand: Smaller sizes are challenged; firm pricing.



Cold Water Shrimp

- More offerings from the gulf resources than in previous years
- Market pricing remains



Mussels

- Domestic fall and winter harvest is off to a good start
- Supply out of Chile remains stable



Lobster

- Market demand remains strong with firm pricing
- New season starts May 1
- Market price at record high levels



Snow Crab

- New season will be starting in the spring
- Production will take place during the summer
- Supply seems to be stable along with price

PRODUCE UPDATE

APPLES, PEARS & GRAPES

Apples

No changes this week on all varieties.

Available Varieties:

Ontario

• Empire • Red Delicious • Royal Gala (promotable)

Nova Scotia

• Ambrosia • Honeycrisp

USA

• Red Delicious • Fuji • Royal Gala • Granny Smith • JAZZ • Kanzi • Pink Lady • Golden Delicious

Pears

Steady volumes continue out of the US, South Africa and South America. No major changes to report.

Available varieties:

Washington

• Anjou, Red & Green

South Africa

• Bosc • Forelle

South America

• Abate (Argentina) • Packham



Grapes

Cooler weather in Mexico has slowed the start of the harvest. We will be offering Green seedless Mexican Grapes by the 9th of May. Red seedless from Chile (Crimsons) are good for 2 more weeks.

BERRIES

Blackberries

The market remains very short this week and we expect prices to increase!

Raspberries

California fruit is available now with lots of big volumes. Ask your sales rep for promotional pricing!

Strawberries

California fruit is available now. Volumes are very good and we can offer some very attractive pricing for ads. Peak production is expected for June/July for California fruit and they could be a great ad item for the Canada Day long weekend.

Blueberries

We will continue with 4.4oz and 6oz clamshells out of Florida. Prices have become very promotable; ask your sales person for opportunities. We will start with fruit out of the Carolina's in mid-May.

CITRUS & STONE FRUIT

Stone Fruit

The California Tree Fruit season will begin next week. We are expecting to have Apricots, Peaches and Nectarines available for sale by the end of the week. We are expecting a great season out of California this year. Good volumes with great quality.

Oranges

We continue this week with California Navels; arrivals have been very good. We will have decent supplies this week with some gaps in smaller sizes, mostly 113's. Early indications are that California will be finished with Navels by about the first of June. There may be a slight gap between US and South African arrivals. Egyptian Oranges have arrived and the quality is very nice. Blood Oranges are also available with our final arrivals in now.

Juice Oranges

Florida Juice Oranges continue this week; 100 and 125ct of Valencias. FOBs are beginning to move back up again and this means our prices will be going up.

PRODUCE UPDATE

Grapefruit

56's continue to be short out of California. Look for more 48's and 32's.

Minneolas

The quality has been excellent. Supplies have been good. We have 64's and 80's Sunkist for promotions. Contact your sales rep asap

Clementines

Stem & Leaf Clementines "Nadorcotts" are almost finished for the season. The W. Murcotts out of California are excellent and we have larger sizes to promote.

Tangerines

Honey Tangerines are nearing the end. Looks like final arrivals will be in this week. We are down to just 100s and 120s.

Lemons

California fruit is excellent and prices are firm. Spanish fruit quality is good and we just have 80's and 90's left for the season. South Africa and Argentina fruit will not hit until the first or second week of May and indications are that the market will be strong through the summer.

Limes

Supplies are steady and the market is stable. No changes expected!

Cherries

We are about 60 days away from California Cherries! Expect them to be very expensive.

Loquats

A new item, fresh from Spain. Get them before they are gone!

TROPICAL FRUIT & MELONS

Watermelon

Mini Watermelons remain tight this week and prices are up. Regular seedless melons will remain the steady with no changes. Both are coming out of Mexico and Texas at this time with Florida expected to start in the second week of May.

Cantaloupes

Cantaloupes and Honeydews are great promotion items for next week. Quality is at its peak and we will have lots of supply. The California season will begin in Mid May

Pineapples

The market is stable and prices are down. No changes expected this week.

Bananas

The market remains steady with no major changes.

Kiwi

We have transitioned to Chilean Kiwi with fresh arrivals of Green fruit available now and Gold expected early this week. New Zealand Kiwi fruit will be here by the end of May but we expect prices to be high and availability to be limited as the season starts.

Avocados

Prices remain high. We should have better supply coming in over the next week. Quality remains good, but keep in touch with your sales person as product is moving very quickly on each arrival.

Mangoes

Mexican Mangoes continue this week, both Tommy and Ataulfo varieties.

Pomegranates

Pomegranates are available now, fresh from Peru! We have sizes 6, 7, 8 & 9 in stock. The quality continues to be very good.

Papaya

We can offer both Brazilian Papaya by air and Formosa varieties at this time.



PRODUCE UPDATE

COOKING VEGETABLES

Broccoli

Prices have come down from where they have been over the last few weeks and supplies have improved. It will be a little easier going forward but not yet promotable.

Cauliflower

Cauliflower is in the same boat as Broccoli but is still very volatile. It will continue this way for at least another 2-3 weeks. Moderate supplies shipping from Oxnard and Yuma. Heavy rains in Oxnard are expected to affect the crop in the coming months. A steady market is expected to continue into next week.

Celery

The market continues to be very strong and supplies will be limited for another 3 weeks

Zucchini

We have a very good supply of Zucchini, with product coming from Mexico, Georgia and Florida. Promote

Corn

Florida's Spring crop continues to bring us plenty of supply and attractive pricing ideal for promotion.

Eggplant

The market is steady with no major changes expected.

Asparagus

Supplies are very limited out of Mexico. Local Asparagus has started but in a very small way. If the warm weather continues we should see more volumes out of Ontario by the third week of May.

Onions

No changes this week as the quality remains excellent and availability is still good. Look for these under our Go Fresh Label in 2lb, 5lb and 10lb bags. 10lb Red Onions will transition to US product by the end of the week

Vidalia Onions

Sweet Vidalia Onions are available now from Georgia. The quality is excellent and pricing is very attractive; promote.

Carrots

We have some Mexican Jumbo Carrots in stock now along with a limited supply of local product. We also have some US Cello Carrots in 2lb bags.

Potatoes

We have some PEI Yellow Fleshed and Russet Potatoes here to supplement the Ontario product. Florida Potatoes are done for the season and we have transitioned to California Ruby Red, Avalanche White and Yellow. The quality is excellent

Field Peppers

Supplies are steady out of Florida with no changes expected.

Hot House Peppers

The market is up this week but there are still lots of availability on Ontario Red, Yellow and Orange Peppers out of Leamington's greenhouses. These are still a good promotional item in comparison to the high cost of other vegetables.

LETTUCE

Romaine and Hearts

It is getting a lot easier to get product out of California, and prices have come down quite a bit. Expect volatility to continue for another few weeks.

Iceberg Lettuce

Supplies are extremely short out of California. A very strong and firm market is expected to continue through next week.

Green & Red Leaf Lettuce

No immediate change is expected in the market. Supplies have improved but expect volatility for another 2-3 weeks.



PRODUCE UPDATE

TOMATOES & SALAD COMMODITIES

Hot House & Cluster Tomatoes

The market on Hot House and Cluster Tomatoes has seen a slight increase this week, but quality and demand remains very good. Prices are still promotable in comparison to other vegetables.

Field Tomatoes

The Spring crop is ahead of schedule and we are seeing good pricing out of Florida this week. Quality and sizing is very good; promote

Roma Tomatoes

The market is firm and we expect the prices to remain consistent for the next few weeks

Grape / Cherry Tomatoes

We now have exclusively Ontario product. Supplies are good and pricing is average for this time of year. Expect some promotional opportunities in mid-May.

Seedless Cucumbers

Ontario's Greenhouses are bursting with fresh and local Cucumbers! Ask your sales person for promotional pricing on all sizes. Also available are 6ct Mini Cucumbers. Look for these under the Go Fresh label!

Good Things Grow in Ontario:

- Apples
- Asparagus
- Beets - Red
- Cabbage - Green & Red
- Carrots
- Cucumbers
- Fiddleheads
- Mini Eggplants
- Mushrooms
- Onions - Cooking & Red
- Peppers - Red, Yellow, Orange
- Tomatoes
- Potatoes



PRODUCT PRICE UPDATE

MCCAINS – has announced a price increase on these items effective June 1, 2017

- Sweet Potato Fries
- Wong Wing Entrees, Egg Rolls & Spring Rolls
- Mac & Cheese Wedges
- Pickle Spears
- Pickle Chips
- Spinach and Artichoke Dip
- Turnovers
- Brew City Jalapeno Bottlecaps
- Deep Fried Brownie Bites
- French Toast Sticks

511 – has announced a price increase on the following product lines effective June 1, 2017

- Hy-Pax
 - Bio Boxes
- Hy-Stix
 - Cutlery
 - Meal-Kits
- Swipes

DAINTY – has issued a price increase Basmati Rice code 477782 effective May 1.

GEORGIA PACIFIC PLASTIC – has issued a price increase as of May 1st, except for these 6 items that will have their increase on June 9th.

- 723091
- 723228
- 723814
- 752682
- 752792
- 753344

WESTERN PLASTICS - has issued a price increase for all items, effective immediately.