



SLADE GORTON

America's Original Seafood Family™

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Booth #705 March 17 - 19, 2019

Boston Convention & Exhibition Center Boston, MA

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Use Promo Code: SENA1930324

**March 2019
Market
Report**



We are a direct source for Icelandic Arctic Char

March 2019 Market Report



ICYBAY Iceland Arctic Char

Arctic Char

Arctic Char: Farm raised, product of Iceland is available fresh and frozen. ICYBAY Iceland Arctic Char is harvested in state-of-the-art land based facilities by our partners in Iceland. Arctic Char boasts a high fat content and clean taste. Arctic Char has an edible skin and is great for the grill or the oven. Contact your Slade Gorton sales representative for direct shipment options.

March Market Trend: Steady ↔

Edible Skin

Did you know Arctic Char has no scales? The skin is completely edible.

Try crisping it in the fryer for tasty addition to any plate.



ICYBAY ICELAND®



FRESH Arctic Char

A Uniquely Icelandic Fish

Farm Raised • Expertly Processed • Fully Traceable • Non-GMO



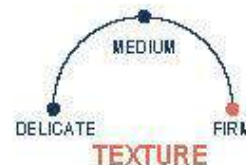
ICYBAY Iceland fresh Arctic Char is responsibly farm raised in land-based operations that use cutting-edge technology to maximize production efficiency while minimizing environmental impacts. Arctic Char has a rich flavor and firm texture and features an edible skin that crisps when cooked.



Farm raised in land-based operations

GMO-free

Expertly processed at state-of-the-art facilities Transparent supply chain from farm to plate



VERTICALLY INTEGRATED VALUE CHAIN



Pelagic fishing



Fish oil and meal production



Fish feed production



Roe hatched in fresh water



Nursery - fresh water
12 months - 100 g



Brackish water
12 months - 1.2 kg



State-of-the-art processing
technology



Bon appétit!

March 2019 Market Report



Fresh Bronzino
Whole fish and fillets available

Bronzino

Fresh Bronzino: Farm raised, product of Turkey. Fresh bronzino is non-GMO and antibiotic free. We offer whole fish and fillets at competitive prices. Contact your Slade Gorton sales representative to learn more about setting up a program.

February Market Trend: Steady ↔

Roasted bronzino is found on over one quarter of foodservice menus across the US market. Whole roasted bronzino is often stuffed with lemon slices and herbs. Pairs well with a seasonal vegetable and roasted fingerling potatoes.

Roasted Bronzino

appears on

27%
of restaurant
menus



March 2019 Market Report



ICYBAY IQF Catfish Fillets
Domestic and Imported



ICYBAY Oven Ready
Breaded Catfish Fillets
PC#21788

Catfish

Chinese Catfish: Chinese producers have resumed operations from the Chinese New Year holiday. Expect demand among restaurant and retail operators to increase with Lent in full swing. Uncertainty continues to circle the industry among ongoing tariff talks between the US and China.

March Market Trend: Higher ↑

Domestic Catfish: We are well supplied in anticipation of Lent demand. Call your Slade Gorton sales representative for pricing.

March Market Trend: Steady ↔



Frozen Vietnamese Whole Hard-Shell Clams
Frozen PC# 21444 & 21451



ICYBAY Breaded Clam Strips
Frozen PC# 2105, 21130 &
21160

Clams

Domestic Meat: Offshore production remains limited. Contact your Slade Gorton sales representative for pricing on our full range of frozen ICYBAY clam products. **March Market Trend: Steady ↔**

Whole Hard Shell Clams: We are stocked with retail ready bags of Vietnamese whole cooked clams at competitive prices. **March Market Trend: Steady ↔**

March 2019 Market Report

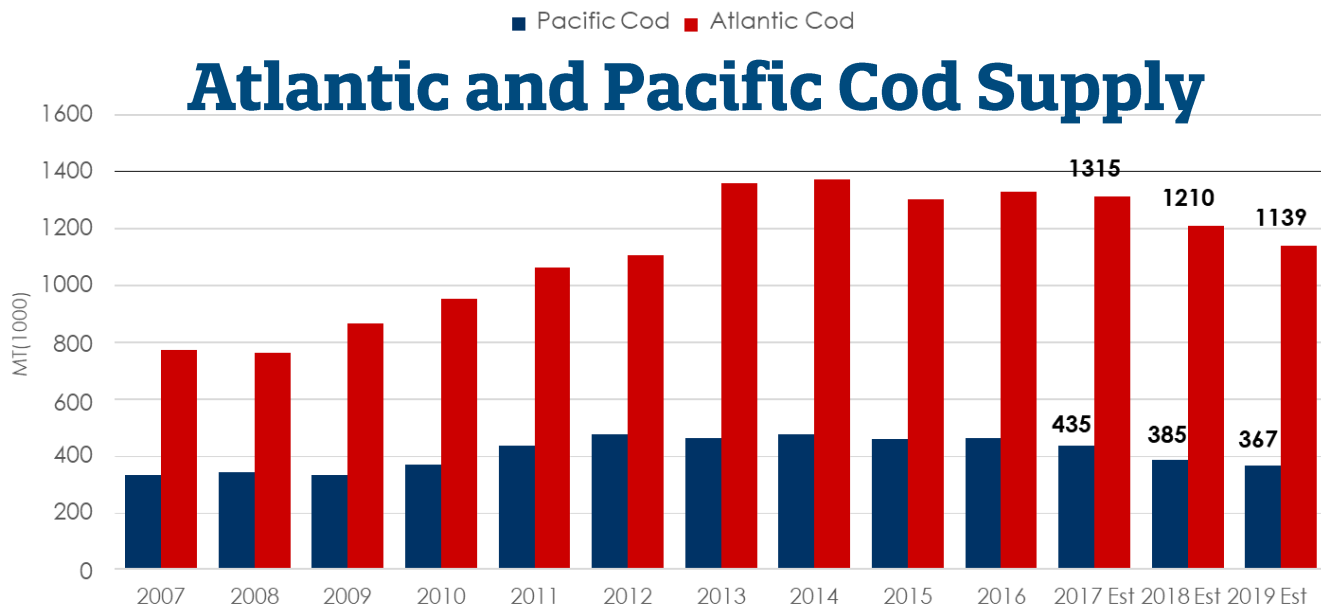


ICYBAY 4 oz. Atlantic Cod Loins
PC# 8496

Cod

Atlantic Cod: The market remains under considerable upward pressure, Expect market conditions to go unchanged with Lent now in full swing. Chinese producers have resumed operations from the Chinese New Year holiday. Renewed discussions between the US and China to negotiate tariff rates on seafood products imported from China do not apply to Atlantic cod products imported to the US market. We are well supplied on all sizes and origins. Contact us for pricing. **March Market Trend: Higher ↑**

Pacific Cod: Similar to Atlantic cod, expect limited availability and higher prices with raw materials limited from cuts to Alaskan cod fishing. Demand is high due to Lent, which will place additional pressure on pricing and availability as we move into March. See our comments above for the latest details surrounding US and China trade relations. We are well supplied on all sizes. Contact us for pricing. **March Market Trend: Higher ↑**



Source: Groundfish Forum

March 2019 Market Report



Seafood Made Simple Baked Icelandic Fish n' Chips Fresh PC# 7528601



ICYBAY Iceland Skinless Cod Portion
Available Fresh or Frozen

Cod

Icelandic Cod: Iceland's cod fishery represents the only bright spot for the global cod complex with Icelandic production expected to remain flat in 2019. However, decreases in Norwegian and Alaskan cod production continue to push the market higher. Additionally, unfavorable exchange rates between the US dollar and Icelandic krona are contributing to higher prices.

March Market Trend: Higher ↑



Icelandic Cod

from the place that invented seafood sustainability
Skinless & Boneless, All Natural , IQF
Loins

Available 4 oz. 5oz. 6 oz. 6-7 oz

Tails, Portions and Fillets also available from 4 -7 oz

TEST KITCHEN
ICELANDIC COD 2 WAYS

WATCH Icelandic Cod 2 Ways

March 2019 Market Report



ICYBAY Split Alaskan Red King Legs
PC# 46770



Gulf Snow Crab Clusters

Crab

King Crab: Production from Alaska's fall fishing season has been sold into the marketplace; supplies are low and prices are high. We note increased demand for live red king crab in overseas markets. Russian brown and golden king crab supplies are comparatively plentiful. High prices across the crab complex are making it an increasingly cost prohibitive item to feature outside of traditional end users like retailers and buffet houses.

March Market Trend: Higher ↑

**US king crab supply decreased in 2018
for the third consecutive year.**

Dungeness Crab: Cluster supplies are light and prices are higher. The 2018/19 season is wrapped up with industry observers calling the season a bust. Frozen production is limited and just starting to make it to the domestic marketplace at higher prices. Contact us for pricing and availability. **March Market Trend: Higher ↑**

Snow Crab: Global snow crab output is forecast to fall to an 8-year-low in 2019. The projection is based on an expected 35-45% decline in production from the Newfoundland snow crab fishery. US and Japanese buyers will compete for available supplies, which will support prices at record high levels.

March Market Trend: Higher ↑

March 2019 Market Report



Whole Cooked Crawfish



Crawfish Tail Meat

Crawfish

Crawfish Meat: Crawfish meat supplies from China remain limited and prices are high. Contact your Slade Gorton sales representative for pricing and availability. **March Market Trend: Higher ↑**

Whole Cooked Crawfish: Like crawfish meat, availability of whole cooked crawfish out of China continues to trend lower. We have Egyptian whole cooked crawfish on our inventory. Contact your Slade Gorton sales representative for details. **March Market Trend: Higher ↑**



Frog Legs
Product of Vietnam

Frog Legs

Chemical-free Vietnamese frog legs are on inventory. The supply situation has improved as shipments are successfully clearing through FDA and US Customs. Contact your Slade Gorton sales representative for pricing and availability. **March Market Trend: Higher ↑**

March 2019 Market Report



ICYBAY Flounder
IQF, Skinless, Boneless

Flounder

Frozen: Chinese production is underway after the Chinese New Year work stoppage. However, fishing production in Alaska is off, which is limiting material availability. Expect strong prices as the industry navigates through the supply shortage with Lent demand in full swing. Uncertainty also circles the industry amid tariff talks between the US and China. **March Market Trend: Higher ↑**

Fresh: Fishing is well underway but Icelandic supplies continue to be tight because of high demand and small fishing quotas. Prices will remain high from EU market demand. Additionally, unfavorable exchange rates between the US dollar and Icelandic krona are contributing to higher prices.

March Market Trend: Higher ↑



ICYBAY Grouper
Frozen, Skinless, Boneless



Red Grouper
Fresh, Whole

Grouper

Grouper: Supplies for prime sized fillets remain in short supply across the marketplace. Industry observers are wary of tariff talks between China and the US. Ask your Slade Gorton sales representative about our smaller sized grouper options. **March Market Trend: Higher ↑**

Mexican Grouper: The Mexican fishery is on conversation as of February 1st and supplies are extremely limited. **March Market Trend: Higher ↑**

March 2019 Market Report



Try it today! Norwegian Haddock Fillets
Skin-on, Boneless



ICYBAY Chinese Haddock
Frozen, Skinless or Skin -On, IQF

Haddock

Haddock: Chinese production has resumed from the Chinese New Year holiday work stoppage. However, raw materials remain limited and the market is strong. Lenten demand will keep the haddock market at elevated levels. Imports from China are subject to US tariffs, which is also contributing to higher prices. There is little sign of relief in the haddock market. We have frozen-at-sea, once frozen, twice frozen and cello wrapped haddock on the inventory.

March Market Trend: Higher ↑



Langostino Meat P&D

Langostinos

Meat: The market is moving higher on Langostino meat. We offer 100% dry chemical free, large cooked meat from Chile.

March Market Trend: Higher ↑

March 2019 Market Report

Lobster



Gourmet Bay Frozen CK Lobster Meat
Retail Ready 8 oz. Dry Pack PC#59630



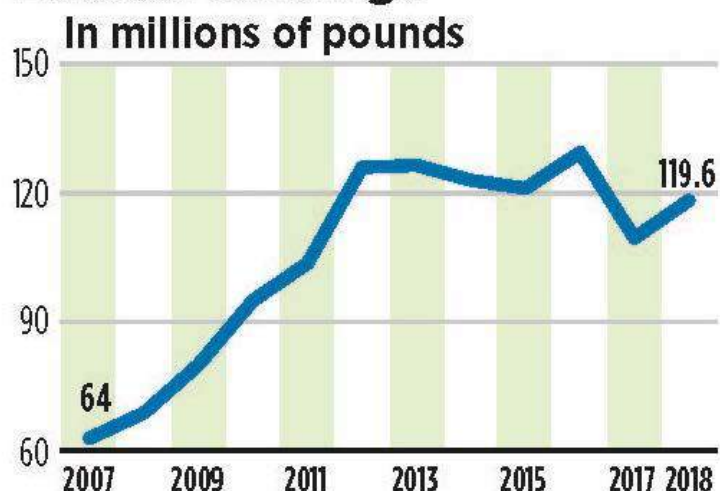
ICYBAY Frozen CK Lobster Meat
Frozen, Vacuum Packed, Cooked PC#
59678

Coldwater Tails: A major Canadian producer lost two processing plants to fires in February. The fires destroyed lobster tail and meat inventory in an already tight market. New season raw material is at least two months away. Meanwhile, global demand for live lobsters continues to contribute to higher raw material prices. **March Market Trend: Higher ↑**

Meat: Once robust, lobster meat inventories are now coming into balance with demand. Supplies were further impacted after a major Canadian producer lost two processing plants to fires. Supplies will tighten until at least early May when production from the Prince Edward Island fisheries reaches the market. Similar to tails, global demand for live lobsters and lack of raw material is expected to support prices at current levels or even contribute to higher prices as we move into March and April. **March Market Trend: Unsettled ⇅**

2018 Maine
Lobster Landings:
+8%
vs. 2017 Figures

Lobster landings



March 2019 Market Report



Frozen, CO Treated Mahi Fillets
Skinless, Skin-On



ICYBAY Frozen Mahi Portion
6 oz Portion, Skinless, Boneless Bloodline Out

Mahi

Frozen: Mahi is making a comeback this Lenten season as prices have dropped considerably since last fall. We are well supplied on fillets and portions at competitive prices. Contact your Slade Gorton representative about our frozen mahi opportunities. **March Market Trend: Lower↓**

Fresh: Fishing seasons in Central and South America have wrapped up. Fresh availability will tighten and prices will strengthen as we move through March. Contact your Slade Gorton sales representative about fresh mahi opportunities. **March Market Trend: Higher↑**

Mussels



ICYBAY Frozen Chilean Mussels
Whole, VP, Cooked PC# 81435 & 81459



Frozen Large Half Shell Greenlip Mussels
Product of New Zealand PC# 74814

New Zealand: Availability is loosening up as production recovers from an algae bloom. Market prices remain elevated but the expectation is for prices to soften as inventories are restocked. Contact your Slade Gorton sales representative for opportunities on our greenlip mussels.

March Market Trend: Steady↔

Chilean: Market is stable and inventories are plentiful.

March Market Trend: Steady↔

March 2019 Market Report



ICYBAY Pangasius Fillets
Frozen



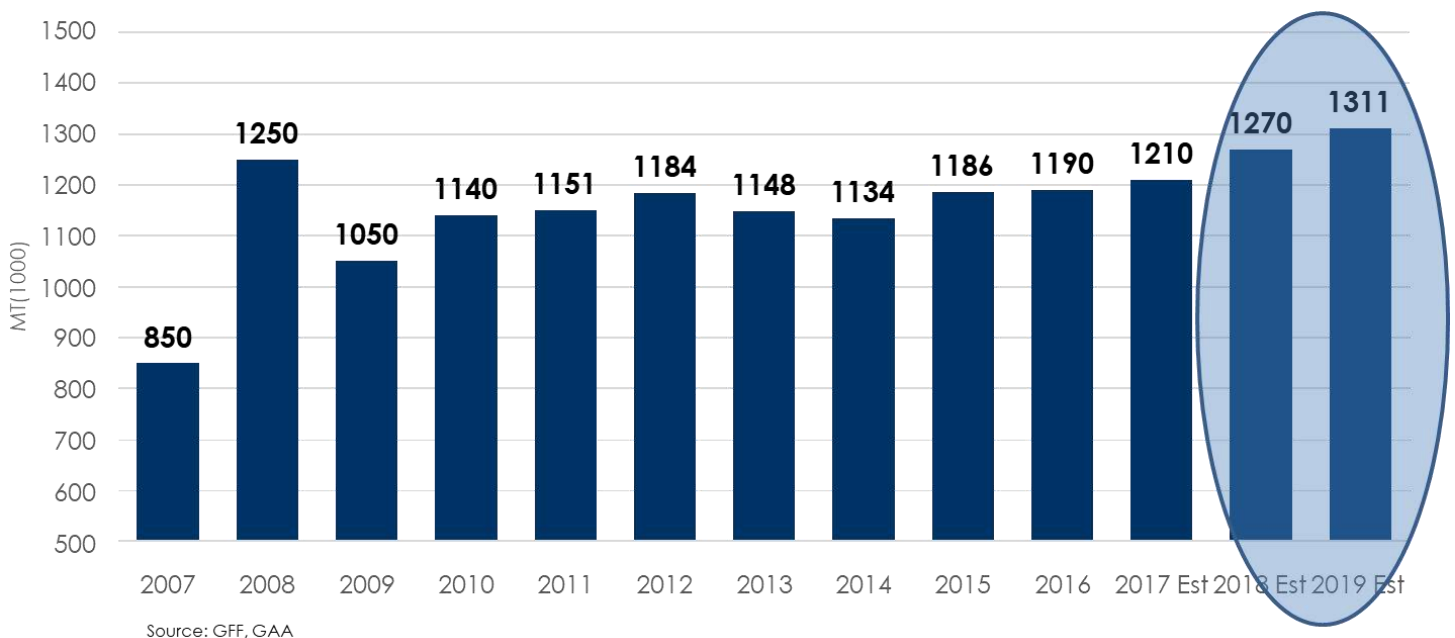
ICYBAY Pangasius Fillets
Frozen

Pangasius

Pangasius: Supplies for 5-7 oz fillet remain tight across the marketplace. We are stocked in all other sizes. Vietnamese producers have reportedly worked through fingerling shortages. Expectation is for pangasius production to increase in 2019. Pangasius demand is strong in all regions of the country regardless of price. Expect robust market activity for pangasius as Lent is in full swing while supplies for other whitefish options are comparatively short and more expensive.

March Market Trend: Higher ↑

Pangasius Supply Forecast



March 2019 Market Report



Whole Grain Breaded, 1 oz. Pollock Nuggets
Reduced Fat, Lower Sodium
MSC Certified, PC# 25142



ICYBAY Pollock Fillet
Available Frozen, Skinless, Boneless, IQF

Pollock

Chemical Free: The Alaskan catch is reportedly short of expectations and producing smaller fish. Expect 4/6 oz fillets to be tight. Additionally, there is increased demand for H&G pollock in Russia, Asia and the EU, which could support higher prices. As a reminder tariff rates on seafood products imported from China do not apply to Alaskan Pollock products imported to the US market. **March Market Trend: Higher ↑**

Saithe (Atlantic Pollock): Priced competitively to cod, pangasius, tilapia and pollock. Frozen-at-sea, chemical free, all natural and Marine Stewardship Council Certified, this fish is known as saithe in European markets. Product of Germany. Available in 8-16 oz and 16-32 oz shatterpacks. **March Market Trend: Steady ↔**



Frozen Red Drum
BAP Certified, IQF, Farm Raised
PC#s 8093, 8095, 8097

Red Drum

Red Drum: The market is stable. This is a highly versatile whitefish that can be baked, broiled and pan seared. Ask your Slade Gorton sales representative for pricing. **March Market Trend: Lower ↓**

March 2019 Market Report



Fresh Atlantic Salmon Fillet
BAP Certified, D-Trim PC# 86491



Seafood Made Simple Shrimp with Nashville
Hot Rub & Salmon Tips with Maple Rub
Fresh PC# 7503601, Frozen PC# 9742101

Atlantic Salmon

Fresh: Weekly market prices were erratic in February. The expectation is for pricing to start a seasonal increase as we move through Lent. Historically, Q1 and Q2 represent the busiest sales cycles for fresh salmon, particularly for retailers. Fresh fillet supplies continue to exceed 20185 levels, but inventories are in balance with demand—supporting strong market conditions. **March**

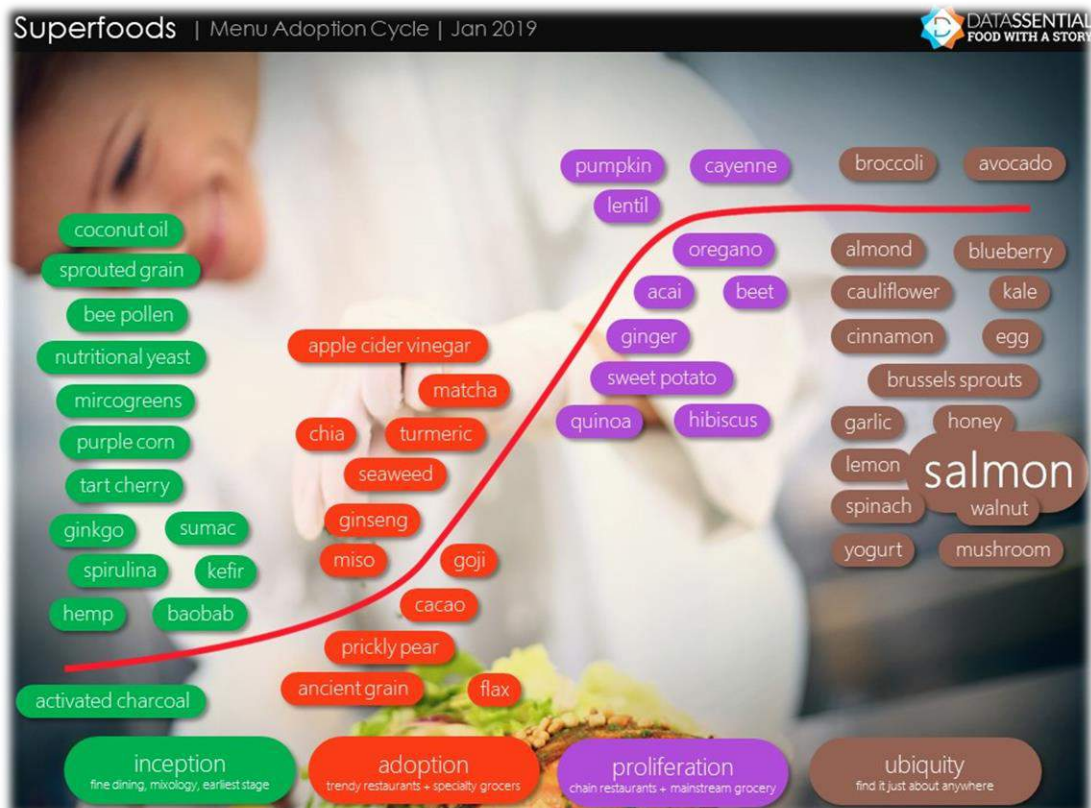
Market Trend: Higher ↑

Frozen: Similar to fresh, frozen market activity should begin to pick up as retailers look to book post-Lenten season programs for the spring and summer.

March Market Trend: Unsettled ⇅

Super Salmon

Salmon is among the most popular “superfoods” on restaurant menus. Superfoods contain exceptionally high levels of essential nutrients. Salmon’s high Omega-3 content makes it an easy choice for superfood seekers.



March 2019 Market Report



ICYBAY 10-20 Domestic Scallops
Frozen, IQF PC# 14807



Peru 30-35 Ct. Half Shell Scallops
Frozen, IQF PC#15260

Scallops

Domestic: Scallop prices remain elevated with fresh season production very limited. Meaningful new season production will not reach the market until May at the earliest. **March Market Trend: Steady ↔**



Frozen Chilean Sea Bass
Available H&G; Fillets and
Portions



All Natural Chilean Sea Bass
Chemical Free, Nitrogen Frozen



ICYBAY Farm Raised Sea Bass
Skin-on and Skinless; BAP Certified,
IVP

Sea Bass

Chilean H & G: We have supplies across the full range of sizes. Market activity is mixed. Contact your Slade Gorton sales representative for pricing. **March Market Trend: Steady ↔**

Chilean Portions: The prolonged government shutdown impacted portion & fillet availability to the US market. Pricing for portions and fillets typically trend in the direction of the H & G market. **March Market Trend: Steady ↔**

March 2019 Market Report

Sea Bass (cont.)

“Delgado” Sea Bass Portions: Slim cut Chilean Sea Bass item boasts a uniquely shaped, competitively priced sea bass option. A great item to suggest to end users looking for value. **March Market Trend: Steady ↔**

Farm Raised Sea Bass: We have BAP certified, farm raised IVP fillets at competitive prices. Available skin-on and skinless in a range of sizes. The market is stable and supplies are plentiful. Call your Slade Gorton sales representative for pricing.

March Market Trend: Steady ↔



Fresh Sea Bream
Available whole and fillets

Sea Bream

Fresh Sea Bream: Farm raised, product of Turkey. Slade Gorton fresh Sea Bream is non-GMO and antibiotic free. We have whole fish readily available at competitive prices. **March Market Trend: Steady ↔**

March 2019 Market Report



ICYBAY Shrimp P&D, Tail-On
PC# 35146



ICYBAY Coconut Breaded Shrimp
Frozen, BAP Certified 16-20 ct. PC# 38372

Shrimp

Vannamei Shrimp: Pricing for large-sized shrimp is increasing day-to-day. Mid-sizes are priced steady to lower. Expect robust market activity in March during the Lenten season. Generally, shrimp is priced competitively and considered a “safe” seafood item with many whitefish and shellfish items in short supply and commanding premium prices. **March Market Trend: Steady ↔**



Snapper Fillet
Fresh

Snapper

Frozen Snapper: Large Indonesian fillets are on inventory with additional supply inbound. Raw material shortages abound. Contact your Slade Gorton sales representative for pricing. **March Market Trend: Higher ↑**

Fresh Snapper: Most species are available. Call your Slade Gorton sales representative for availability. **March Market Trend: Steady ↔**

March 2019 Market Report



ICYBAY Loligo Calamari
Frozen 5-8" T&T PC# 79635



ICYBAY Calamari Steaks
Frozen 4-6 oz PC# 80660



ICYBAY Loligo Calamari "Portion Pack"
Frozen 3-5" R&T PC#79800

Squid

Loligo: Production has resumed after the Chinese New Year holiday break. Squid imports from China are subject to the 10% tariff. Market participants in need of supply can expect to pay premium prices. We are well supplied on 5-8's at competitive prices, Call your Slade Gorton sales representative for information on our full line of ICYBAY Loligo calamari.

March Market Trend: Higher ↑

Todarodes: Prices are about the same as Loligo; tariffs on Chinese imports have driven up pricing in the market. See commentary above for the latest tariff and Chinese New Year information. **March Market Trend: Higher ↑**

Peruvian Steaks: We note higher prices on Peruvian squid steaks because of raw material shortages. Please call your Slade Gorton sales representative to discuss specs and pricing. **March Market Trend: Higher ↑**

Chinese Steaks: We have competitively priced Chinese squid steaks on inventory. See commentary above for the latest tariff and Chinese New Year information. Contact your Slade Gorton sales representative for details.

March Market Trend: Higher ↑

March 2019 Market Report



5-8 lb Frozen Swordfish Loin



Swordfish Steaks
Skin-on, VP Costa Rica

Swordfish

Frozen: Costa Rican production is now in stock. Market demand is strong, which is supporting higher prices. **March Market Trend: Higher ↑**

Fresh: Swordfish season is underway in Central and South America. We have fresh fish hitting our inventory almost daily. Prices tend to rise at the end of the lunar cycle. **March Market Trend: Steady ↔**



ICYBAY Frozen Tilapia Fillets
Available in a Range of Sizes

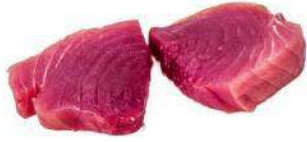


ICYBAY 4-5 oz Breaded Tilapia
"Southern Style " PC# 27484

Tilapia

Tilapia: Chinese tilapia imports to the US market continue to decline. Prices remain at elevated levels from limited inventories and the implementation of a 10% tariff on Chinese seafood imports. End users in the US appear to be moving away from high priced tilapia in favor of higher priced pangasius and other whitefish options. Slade Gorton has fresh and frozen tilapia, including all-natural alternatives, in stock at competitive prices. Call us for program opportunities. **March Market Trend: Higher ↑**

March 2019 Market Report



ICYBAY Yellowfin Tuna Steaks
Available in a Range of Sizes
Product of Thailand



ICYBAY Yellowfin Tuna Poke
PC#87509

Tuna

Frozen Tuna: The CO treated market is short and prices are rising due to the lack of availability of raw material. **March Market Trend: Higher ↑**

Frozen Yellowfin Poke: ICYBAY Yellowfin Tuna Poke is produced in Thailand;. the 2 cm cubes are packed in convenient 1-pound bags (10/case). Poke is great for appetizers and small plates. Call your Slade Gorton sales representative for more information.

March Market Trend: Steady ↔

Fresh Tuna: Due to limited availability, the market is responding aggressively with sharply higher offers. **March Market Trend: Higher ↑**



ICYBAY 2 lb Retail Whiting
Skin On, Boneless
PC# 12863

Whiting

Whiting: Demand for whiting remains high due to limited inventories in the US and prices are higher. **March Market Trend: Higher ↑**

Like what you see? Contact us today!



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GOURMET **BAY**



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Simple** made

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