

MARKET TRENDS

APRIL 1, 2010

WE CLOSELY MONITOR MARKET TRENDS TO ENSURE THAT WE ARE VERY COMPETITIVELY PRICED IN THE MARKETPLACE, AND TO KEEP OUR VALUED CUSTOMERS IN THE KNOW ABOUT PRICING TRENDS ON THE PRODUCTS THEY PURCHASE FROM WESTERN EDGE TO HELP MAKE BETTER BUYING DECISIONS.

TILAPIA

POST LENT PRICES REMAIN HIGH IN CHINA DUE TO SHORT RAW MATERIALS. BUT DEMAND HAS BEEN LOW AS LOWER COST INVENTORIES REMAIN IN THE US. IN COMING WEEKS WE WILL SEE US INVENTORIES DEplete CAUSING PRICES TO REMAIN FIRM. AS RAW MATERIALS START TO LOOSEN IN CHINA IN MAY, PRICE SHOULD DROP.

CATFISH

NO NEW PRODUCTION ON CATFISH IN CHINA UNTIL JULY. INVENTORIES IN US ARE ADEQUATE CURRENTLY BUT LESSENING. PREDICT PRICE TO RISE AS INVENTORIES ARE CONSUMED.

OCEAN PERCH

SUPPLY AND DEMAND SEEM TO BE EVENLY MATCHED. NEW FISHING WILL START SOON. PRICE MAY REACT TO SUCCESS OF EARLY FISHING.

POLLOCK

POLLOCK COST IN CHINA HAS DROPPED AND THE US MARKET HAS FALLEN SLIGHTLY AND MAY ADJUST DOWNWARD SLOWLY AS LOWER COST INVENTORIES COME IN FROM APRIL ON. THE RAW MATERIAL PRICE SHOULD BE MUCH MORE EVEN THAN LAST YEAR. CATCHING FROM THE A SEASON IS AT MORE NORMAL LEVELS NOW IN 2010 THAN IN 2009.

SWAI

INVENTORIES ARE HIGH IN THE USA KEEPING THE PRICE STABLE. BUT THERE IS LESS AND WILL BE LESS RAW MATERIALS IN VIETNAM. LOOK FOR UPWARD PRICES IN THE USA FROM MAY ON.

 ON THE RISE

 STEADY

 DECREASING

 STEADY W/POSSIBLE INCREASE

 STEADY W/POSSIBLE DECREASE

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