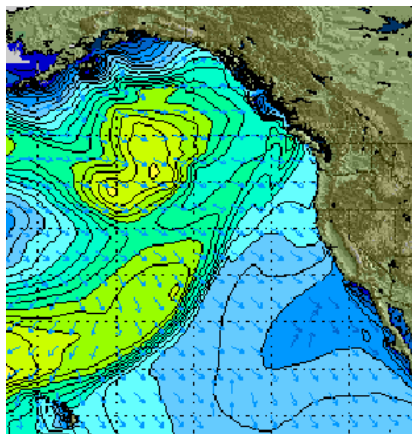




## West Coast Weather



Monday wave model from [www.stormsurf.com](http://www.stormsurf.com)

## Season Openers & Holidays

March 11 – Daylight Savings

March 17 – Halibut Opener

March 17 – St. Patrick's Day

## Wild Salmon

**Kings** – Fresh Alaskan troll kings have finally started to show up. Effort and catch remain low but this quota fishery will pick up in late February and March. Several of the larger processors shut down for the winter due to lack of activity. Typically the winter troll quota is reached by mid-April with the last few weeks being the largest landings.

Fresh Canadian troll kings have just begun to show up as well. They are working on a 2500 fish quota which will not last long once the weather improves. These fish tend to be smaller than the Alaskan trolls but unfortunately priced about the same.

Fresh Columbia River Spring Chinook, or "Springers" as they are referred to, will begin to show up early March. Select area fisheries are Blind Slough, Knappa Slough, Tongue Point and South Channel, Deep River and Young's Bay. We should have tangle net openers in March and April as well. This year's "Springer" run is expected to be one of the largest in history with over 300,000 kings expected.

**Sockeyes** – The first opportunity for fresh sockeyes will come from the world renowned Copper River fishery which will

open in mid-May. Until then plenty of H & G, Fillets, and Portions are available frozen. Coho - The first fresh Coho of the season should begin around the 1st of July from the SSRAA (Southeast Southern Regional Aquaculture Association). These are the infamous "Snow Pass" hatchery return Cohos from Prince of Wales Island near Ketchikan Alaska.

**Ketas** – The first fresh Ketas of the year will begin to show up in May from Prince William Sound.

**Pinks** – The first fresh pink salmon will begin to show up in June from Prince William Sound.

**Copper River update:**

**Kings** – Harvest estimate of 27,000 kings compared to 2010 harvest estimate of 9,000 kings.

**Sockeyes** – Harvest estimate of 1.43 million sockeyes compared to 2010 harvest estimate of 1.2 million sockeyes.

**Coho** – The harvest estimate is 350,000 Coho.



## Farmed Atlantic Salmon

The current supply is very good. It looks like the supply is more than demand. It will only take one supplier to fold and this market will come down fast. The supply will continue to increase throughout Lent and farther out. The 3rd quarter will see supply far exceed demand, with wild salmon coming on. Watch for prices to drop during that time.



## Steelhead

Our Columbia River Steelhead farm is in full production. This product, which is high in Omega oils, is available in dressed, fillets, portions both fresh and frozen forms. If you are looking for a consistent supply of USA product with a low carbon footprint call your sales rep now.

## Live Lobster

The market will be driven by weather. If there is fishing, the market will remain stable. If the weather is bad we will see some price increases and the quality will be suspect. Pacific Seafood sources all #1 hard-shell lobster, so buyer beware as you are being quoted; verify what you are getting.



## Cold Water Shrimp

Opening day for West Coast shrimp season is April 1st, and we are looking forward to another good season. Fresh Cooked and Peeled shrimp will be back in supply soon. Check with your sales representative for new season details. Pacific Seafood now has the only BRC certified shrimp plant on the coast = Pacific Shrimp in Newport Oregon. This positions Pacific Seafood to meet the ever growing demand for food safety. Our customers can rest assured they are buying the safest shrimp available. Pacific Seafood Woodland has automated weighing/bagging program and is producing 4 oz, 8 oz and 16 oz bags of cooked shrimp. These smaller unit bags are perfect for both foodservice and retail application. Please check with your sales representative to get more information on this pack.

## King Crab

Red King Crab is available in all sizes; however the largest crab will dry up quickly. Expect availability of 9/12 and smaller to be in ample supply. Prices are relatively stable at higher levels.

## Snow Crab

Weather and ice flows have continued to play a factor in the first few weeks of the Alaska season. Supplies have been short due to fishing slow down and prices have remained firm. First deliveries to Seattle docks are beginning as we write this report. Expect continued deliveries through March and April. East coast of Canada will get



underway in April, and we are expecting good production from those waters as well. Between these two fisheries supplies will be good through the coming months.

### Exotics

Mahi tonnage, in terms of volume, reported at the source is less than forecasted. We foresee prices to tighten up as this news will come to the market.

Chilean Sea Bass Markets for both Patagonian and Mawsoni are even at this time. The ice in the Ross Sea is now breaking up as summer is peaking there, where Mawsoni are harvested. Smaller fish (which are 12 KG and smaller) are being traded at higher levels of about .30 - .50 a pound. Asia's demand for smaller fish contributes to these higher markets. Costs are at lower levels for larger fish of 15KG and up. There are good supplies of both the Patagonian and Mawsoni and there are no upward trends in the forecast in the future. Pre-cut fillets of all sizes are costing at levels which have been in place for the past 6 months and no change in those markets. Sizing ranges from 2-4 pounds to over 15#s which in some cases may be as large as 25#. Value added portions markets are even but continue to have gaps in supply as demand continues to increase in this category.

### Domestic Catfish

The market is softening a bit, which should set up for a good Lenten season. We anticipate prices relaxing a bit in the next 4-6 weeks, but as we move into summer, it should increase. However, we don't envision prices getting any higher than where we have been recently. The recent farmer report indicated what we have been anticipating: that there will be less fish available this summer than last.

### Swai

Raw material prices have increased in Vietnam again and supply remains tight. Demand has noticeably increased for Lent.

### In Shell Oysters

- Shigoku – Willapa Bay, WA
- Fanny Bay Petite – Vancouver Is.
- Naked Roys X-Small-Samish Bay
- Samish Bay – Samish Bay, WA
- Pacific Oyster 3-4" Hood Canal, WA
- Maple Point – Hood Canal, WA
- Kumamoto-Humbolt Bay, CA
- Penn Cove Select-Samish Bay, WA
- Kusshi-Stellar Bay- B.C. Canada
- BBQ's – 4-8" – Hood Canal, WA
- Baynes Sound 2-3" – BC Canada
- Dabob Bay – Hood Canal, WA
- Pacific 2-3" Clean- HC, WA
- Virginica – Totten Inlet, WA
- Pressure Shucked-Willapa Bay, WA



### Mussels

We currently have 3 varieties of mussels:

**Penn Cove Mussels** - Plenty of product, readily available, these have the majority of the beard removed.

**Taylor Mediterranean Mussels** - Meat fill has been excellent. Both medium and large sizes available.

**Whales Cove Mediterranean** - Our favorite mussels from Mexico; a little larger than local mussels but they are an excellent morsel of meat.



### Clams

**Manila Clams** – Great time of year to feature these northwest morsels.

**Venus Clams** – Venus Clams continue to be both excellent quality and value. Due to our partners seeding efforts, future supply of Venus Clams are very good.

**Savory Clams** – Availability is consistent and will continue to be a great choice.



### Prawns

Currently raw material prices remain high. We will see production in Asia pick up late spring. Due to some failed harvests of black tiger shrimp, farmers in Vietnam will be switching over to white shrimp this year. More white shrimp will also be coming out of India. There are no shortages anticipated for white shrimp in 2012.



### Lobster Frozen

**North Atlantic Lobster** - As of now, there is limited frozen Canadian lobster available. Most plants haven't been producing due to poor fishing conditions and lobster not trapping well (lobster tends to remain dormant as the water gets colder in the winter). The small amount of product being caught right now is going to the "live lobster" market. The shortage in the frozen market has caused a rise in prices on whole cooked lobster, tails, and meat. For example, tails over 7 oz. have been selling in the high \$16 range and CK, CKL meat has been selling in the mid to high \$17 range (Prices are FOB Boston). Prices are expected to remain firm and even rise slightly until the new season opens in the spring. In 2012, once the new Canadian season opens in the spring, there will be more product available, so prices are likely to soften as long as catch rates are high and the weather is suitable for fishing.

### Domestic Squid

Right now inventory is somewhat slim except for bulk pack frozen whole squid in 1x10 kg block for export. The market is holding up but we don't see anything really breaking loose until after the season opens in April. Cleaned squid is in supply and prices are stable at present. There will be the usual market dumping right before April as some packers will want to blow out older and lesser quality inventory to make room for new production. Beware of blow outs and any active price dumps in the whole squid market right before April.