We insist upon top quality products from nationally recognized manufacturers. Our broad inventory of more than 15,000 supplies features the finest items, from gourmet to everyday.

Never content to rest on our laurels, we strive to continuously improve and innovate our products and services.

This commitment to excellence has served our customers well for more than 80 years, and continues to serve as our standard for success.

-Byron Russell
Chairman & CEO
MARKET UPDATE

Tomatoes: Florida’s round and roma production is on the upswing with good volumes available this week. Fruit size is progressively getting larger as weather conditions become more conducive for sizing up the crops. Expect more of the same next week, with continued excellent quality. Grape tomatoes are available in promotable volumes, with quality varying by grower.

In the West, vine-ripe round tomato volumes are a little less this week, as Baja and Central Mexico continue to work from existing acreage. Larger sizes are short and color is light, as growers stay on top of fields to fill orders. Romas are available in better volumes, as there are more acres of them planted than rounds. Grapes are available in promotable volumes, with supply coming from Baja, Central Mexico and Sinaloa.

Bell Peppers: With Georgia and multiple areas in Florida bringing product to market, the East continues to have an abundant supply of bell peppers available. Georgia has experienced some cold weather which will move their farms closer to the season end, but there are new growers in Florida ready to come on line and take their place. Aside from some cold damage in Georgia, overall quality is good. The West also has a plentiful supply of bell peppers available. Multiple areas in Mainland Mexico offer all sizes with good quality. Growers in the California desert continue to ship fruit, but will likely finish up over the next 7-10 days.

Cucumbers: Mainland Mexico is now bringing solid volumes of cucumbers to market and expects increases for the next three weeks. Quality is nice, with all sizes available. With Georgia finished up, Eastern sourcing is focused on Florida for cucms this week. Yields have been light, but there is ample supply and a variety of sizes to meet market demand. Honduran fruit has started in a light way, but won’t provide volumes for another few weeks.

Summer Squash: Florida growers continue to offer a consistent supply of zucchini squash to the market but are spoty with retail-appropriate yellow squash. The West continues to have good squash supply during the transition from Hemisillo, Mexico to more Southern growing areas. Stronger volumes will come as more growers in the Southern areas come on board with fruit.

Green Beans: Despite North Florida’s bean producers wrapping things up due to cold weather, there are plenty available with good quality in South Florida and the Lake area for business. Western supply is increasing as Guasave growers get further into crops and more Cullasao farms add to the mix.

Eggplant: Eggplant supply continues to be steady in the West as many growers are flush with nice fruit. The East also has good supply and quality on eggplant this week, primarily from Florida.

Chili Peppers: Florida is knee-deep in its Winter chili pepper production and has most varieties available with good quality. Although Baja still has some fruit crossing into the States, the majority of Mexico’s chili pepper production has transitioned to Sonora and Sinaloa in Mainland Mexico. Growers are now able to offer all varieties. Supply is good and quality has improved.

Hard Squash: Although availability is sporadic, there continue to be hard squash storage crops available on both coasts. However, quality, sizing and availability are definitely best on new crop fruit from Georgia in the East and Sonora in the West.

TRANSPORTATION FACTS

* The National Diesel Average dropped another $.02 this week, moving from $2.44 to $2.42 per gallon.

* The average price for a gallon of diesel fuel is $0.02 less than the same time last year.

* Fuel prices fell in all areas of the country with the largest decline coming from the Rocky Mountain zone (-$.04) for two weeks in a row.

* California reports the highest-priced diesel fuel at $2.80 while the Gulf Coast region still offers the best bargain at $2.30 per gallon.

* The WTI Crude Oil price increased 4.9% this week, moving from $45.81 to $48.03 per barrel.

* Transportation supply is on the short side in Central and South Florida as well as in potato shipping states. All other areas report adequate numbers of trucks.

**On-Highway Diesel Fuel Prices**

<table>
<thead>
<tr>
<th></th>
<th>Jan '15</th>
<th>Jan '16</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.</td>
<td>2.0</td>
<td>2.44</td>
</tr>
<tr>
<td>East Coast</td>
<td>2.0</td>
<td>2.44</td>
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<tr>
<td>New England</td>
<td>2.0</td>
<td>2.44</td>
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<tr>
<td>Central Atlantic</td>
<td>2.0</td>
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<tr>
<td>Lower Atlantic</td>
<td>2.0</td>
<td>2.44</td>
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<tr>
<td>Midwest</td>
<td>2.0</td>
<td>2.44</td>
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<tr>
<td>Gulf Coast</td>
<td>2.0</td>
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<tr>
<td>Rocky Mountain</td>
<td>2.0</td>
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<tr>
<td>West Coast</td>
<td>2.0</td>
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</tr>
<tr>
<td>California</td>
<td>2.0</td>
<td>2.44</td>
</tr>
</tbody>
</table>

Source: Energy Information Administration
Commodities at a glance…

**Lettuce**
The Desert Winter growing areas are in full swing with production running heavy due to the early start brought on by the warmer than normal temperatures this Fall. Cooler more seasonal weather forecast for the next couple weeks should help improve quality but seeders, tip burn and heavy rib discoloration continues to plague arrivals. The market will likely firm by the end of next week as quality improves and production catches up.

**Mix Leaf**
Similar to Iceberg, overlapping supplies and quality issues have dominated the category. Heavy discoloration on arrival has been the norm. Improved quality is already underway and will likely help improve the market once customers clean up existing quality issues.

**Brussels Sprouts**
Heavy production continues from Salinas with increasing production from Mexico. Demand has been good and will continue to improve as Canadian regional production winds down this week. The market has been steady despite the excess supplies although there are still deals available for volume orders. Quality continues to be very nice and should continue to improve demand through the traditionally strong Holiday season.

**Celery**
This market continues to settle after the holiday pull. With product coming out of Salinas and Oxnard areas, we are seeing plenty of supplies for the upcoming weeks. Expect a stronger market in early to mid-December as Christmas business picks up and Salinas production comes to an end. Oxnard will be the primary production area until Yuma begins. We expect quality issues for the first few weeks of the Yuma season.

**Broccoli**
Most Salinas shippers have finished shipping for the season, loading will now take place in Santa Maria and the Desert regions. Quality out of these areas is good. Nice color and tight domes. Market on bunch has been depressed and should remain at low levels going into next week. Crown prices remain fairly stable at the current trading levels.

**Cauliflower**
Good supplies out of Santa Maria and the Desert growing regions for next week. Markets have dropped slightly over the last couple of days. Expect prices to be sub $10.00 FOB going into next week. Quality is good in both areas.

**Artichokes**
Steady production from Salinas is expected to continue with improving demand. Additional growing areas in Oxnard and the Desert should start up early next month. Predominate sizing will be large sizes with very good quality. Thornless or seeded varieties continue to dominate the category with the preferred Heirloom or Green Globe not scheduled till the Spring.

**Strawberries**
The market is experiencing some softness due to slower retail sales and the Thanksgiving holiday. We expect a wide range in pricing next week as volume should be picking up out of Mexico. The Oxnard area has a chance of rain for the weekend. Quality out of this Area remains fair at best and the impending rain could compound problems.

**Cantaloupes**
For all intents and purposes domestic cantaloupes have finished up with only traces left. Mexico is still going, but once again, they are not well accepted domestically. That leaves the Caribbean as the main source of supplies until spring. That deal is going not quite at full speed yet, but increasing consistently. Sizes are skewing large (jbo 6s, jbo 9s and 9s) with very few 12s and virtually nothing smaller. The market was dull and steady. Next week supplies should be increasing from the basin. Demand will be unevenful in the face of whatever post holiday leftover inventories stores are carrying and the lack of seasonality. We look for a lower market next week.

**Honeydews**
Like cantaloupes they all but done domestically. Mexico still is going strong with an oversupply of fruit. Demand is dull due to the unseasonable nature of the fruit. Next week off shore supplies should increase keeping the market cheap in Mex and lowering the price of off shore fruit.
**Commodity Updates**

**Bell Peppers (Western)**

Green bell pepper is heavy supply peaking on mostly Large to Extra Large sizes. Very good quality color and sizing. Harvest is in both Southern California (Coachella Valley) and Northern Mexico (crossing in Nogales). Red and yellow bell pepper are also coming from Southern California (Coachella Valley) and Northern Mexico. Good supply on red and very limited offering on yellow. Quality is mostly good with both blocky and elongated varieties being packed.

**Berries (Blackberries)**

Supply has tightened from recent weeks, especially on the west coast. Rain in Central Mexico and California over the past 2 weekends has slowed production and delayed transfers bound for the US. Quality has been affected with some reports of broken fruit, water damage, soft berries and red cell.

**Berries (Blueberries)**

Supply is steady with continued shipments from South America and Mexico. As production winds down out of Argentina, we may see supplies tighten somewhat but do not expect any major shortages or supply gaps as Chilean production will be picking up as the Argentina production winds down. Markets are likely to increase over the next few weeks as the number of air shipments decline and higher volume orders are placed on ocean going vessels to make the 3 week ride to US ports. About 3-4 weeks from now, we'll see increased volume back in the market places and pricing will begin to come off again in mid-late December. The biggest issues we have faced in recent weeks have been with logistics of getting fruit into ports and across borders, through inspections, fumigation, temperature holds, etc. and on to the coolers where product can be loaded on cold trucks. Quality has been good on all imported product thus far.

**Berries (Raspberries)**

Supply is somewhat tighter than recent weeks as rain and cooler weather in Central Mexico and California has slowed production. Quality remains favorable with only a few reports of wet, broken fruit.

**Berries (Strawberries)**

Supplies remain limited. Wet weather in California over the past weekend reduced production in all growing areas. Salinas and Watsonville growing regions have all but finished for the season. A few growers are still packing product but with limited shipping options as this fruit has been exposed to multiple rain events over the past 6 weeks and is at the end of the season for this crop. Quality will be fair at best with limited shelf life. Santa Maria production was already struggling after recent rains and once again received measurable rainfall over the past weekend. The Portola variety that is favored by growers in this region does not withstand rain very well. Growers will be stripping fruit this week and cleaning up plants before returning for a fresh harvest. This area will typically continue to produce until it experiences a hard freeze. Oxnard’s summer planted “early” crop has passed peak and the fall planted “late crop” is expected to begin producing between the first and second weeks of December. Quality and sizing vary across growers. After a weekend of rain, cool weather has arrived in California as well. Highs have been in the 60s and lows in the 40s. This has slowed production down as fruit is not coloring up as quickly. Quality of California fruit has varied by region and by grower. Reports have ranged from white shoulders and green tips to soft, overripe and light decay with water damage. Mexican production continues to increase and volume bound for the US is growing. However, quality has been questionable with water damage, bruising, light mold and sizing remains very small. Florida production has begun in a light way but most of the fruit has been kept locally thus far. They have had near perfect growing conditions up to this point and crops looks healthy and strong to begin the season. Production is expected to increase in the coming weeks.
Commodity Updates

**CHILI PEPPERS**

*Poblano* - Good quality and condition with improved supply.

*Tomatillo* - Good supply and quality on fresh crop, both peeled and husked. Sizing is good. Color and condition are excellent.

*Jalapeño* - Good quality on new crop pepper, mostly large sizing with good color and excellent size.

*Anaheim* - Good quality and condition and size are expected to continue as supply improves.

**CILANTRO**

The cilantro supplies are abundant from all growing regions. The market has remained steady as well. There have been some arrivals with yellow to black leaves. But for the most part quality has been really good with little dehydration. The cooler weather that we are about to experience could slow growth by the end of next week. And as a result we could see and upward trend in the market.

**CITRUS (LEMONS)**

The Desert crop is in full production with good supplies of both fancy and choice grades. Desert fruit can be loaded in Yuma, Coachella and in Oxnard. The Central Valley crop harvest is still slow and supplies are limited, we should start to see better production toward the end of December. Meyer Lemon season is in full swing and is shipping out of Oxnard, Coachella, Yuma and the Central Valley.

**CITRUS (LIMES)**

The lime market is steady right now at the current levels. Shippers ran up the market too fast over the past two weeks which slowed demand down to a crawl and it adjusted downwards from there. New crop limes are being harvested so quality is very nice. No adverse weather is being reported for the near future so we should experience normal market fluctuations as we come in and out of holiday demand and export shipments to other countries.

**CITRUS (ORANGES)**

California Navels are in full swing with all shippers packing. Flavor and internal color are very good. Cooler weather is firming the rind and naturally setting the color. There are a good range in sizes, with peak on 88s/72s/113s and heavy to fancy grade. There was some rain this weekend and no harvest on Monday, but there were bins already in storage, so no disruption in packing. Look for Cara Cara oranges to start next week and Blood oranges to start the week of December 5th.

**CUCUMBERS (EASTERN)**

The cucumber market remains stronger on supers, but steady on other sizes with Georgia season mostly finished. Most supplies are coming from central and southwest Florida. Small volume of off shores from Honduras are trickling in; demand for supers is still up, with cartons and selects at a steady pace.

**CUCUMBERS (WESTERN)**

Good supply on cucumber coming out Mexico, Excellent color, quality and condition on all grades sizes and pack styles. Supply will continue to as we move into the month.

**Eggplant (EASTERN)**

The eggplant market remains steady; cooler weather has moved in down South, but overall still sunny and dry with no minimal humidity. There are still good supplies of eggplant in South Carolina, Georgia and Florida. Quality continues to hold up well in all areas, with Florida production increasing in volume. Look for this market to remain on the cheaper side moving into this week.

**Eggplant (WESTERN)**

Quality and condition on eggplant will continue to be very good on #1 product, excellent supply will continue as we move into the Nogales winter season.
Commodity Updates

PEARS

Stockton, California - There are a few Bartlett pears left but most suppliers have finished for the season.

Washington - C.A. Bartletts are steady and still peaking on US#1 70/80/90s. Some shippers will flex on pricing for volume of the larger sizes. 110 size and smaller bartletts are limited. D’anjou pears are steady and are still peaking on US#1 80/90/100s. Some shippers will flex on volume orders of the larger sizes. 110 and smaller size D’anjou supplies are limited. Bosc pears are steady and continue to peak on US#1 80/90/100s. There is some volume available on smaller size Bosc. Red pears are steady and are still peaking on US#1 45/50 half cartons. The quality for all varieties pears has been good.

PINEAPPLES

Supplies are good for all shippers and so in demand. Look for demand to back off some the next week, then start to kick back up as we move toward Christmas and New Years. Supplies from the tropics will drop off at the end of the year and the first couple of weeks of January due to lack of labor to harvest during the holidays.

POTATOES

The potato market is steady out of all areas. Look for this to be the trend into the first of the New Year. NorKatohas is the main variety being packed with a few growers in Idaho packing Burbanks. Burbanks are getting a slight premium. Quality is good on both varieties. NorKotah storage crop has a large size profile which is peaking on 60 count. Burbanks are slightly smaller and are peaking on 70 count. Dakota Crip (Chipping variety) is available out of both Idaho and Washington till around April. Limited truck available is the main issue.

POTATOES (COLORED)

Bakersfield, California - The red, white, and gold potato markets are steady along with supplies. All colors continue to peak on A size. Remember to plan ahead as this product is transferred down from Washington and the holidays will tighten up trucks. The quality has been good.

Idaho - Red and gold potatoes are steady and they are peaking on B size, while As are more limited. The availability is off this week due to limited run-time but we should supplies return to normal next week. The quality is good.

Western Washington - Reds and golds are all steady and continue to peak on A size. Storage supplies will remain steady but we could see some small manifest holes due to limited pack-time around the holiday. Whites are still limited. The quality has been good.

North Dakota - Red and gold potatoes are steady on all sizes and continue to peak on A size. Supplies will remain steady but expect lighter availability this week due to limited pack-time. The quality has been good.

Wisconsin - Reds and golds are steady and both are peaking on A-size. Expect limited availability this week due to the holiday. The quality has ranged from fair to good.

Canada - Reds, golds, and whites are steady on all sizes. Sacks are more available while cartons are limited. The quality has been good.

SQUASH (EASTERN)

The squash market is still on the higher side coming out of the weekend. Yellow squash has gotten much tighter and green supplies have dwindled. Most southern shippers called it quits early with the poor market they faced for an extended amount of time, leaving Florida as the primary source to date. The shorter days and cooler temperatures have caused a decrease in yields all-around. The excellent weather the southeast has experienced is keeping the quality with most shippers very good. Central Florida will continue into the second or third week on December, South Florida has started packing both colors.
"At the holidays, people are stressed out period," said registered dietitian nutritionist Felicia Stoler. "Post-election, there is so much more going on." Along with the usual shopping, cooking and busy calendar of parties and school pageants, comes the anxiety of lingering post-election tension.

On Nov. 8, the battle between President-elect Donald Trump’s supporters and those of Hillary Clinton did not end. As Trump prepares for inauguration on Jan. 20, protests and Facebook posts remain a daily reminder of the divide not only in the nation, but among family and friends.

If cornered by someone with beliefs different from her own at holiday event, Stoler, who lives in New Jersey, said she plans to try to "calmly quell the question. I'll just say, 'It's the holidays. Can we just cool it and talk about this next year?'"

"Sometimes you're just not going to change someone who is so set in their ways, so there's no point in spinning your wheels," she said, adding that she does think that people should try to recognize and respect that some may have specific, personal worries. "I would say there's a lot of uncertainty," she said. "People may have a health condition and be concerned about health insurance and health care. If somebody is LGBTQ, people in that community are nervous."

No matter one's position on the election and issues, however, the best way to handle a stressful holiday season well is to take care of yourself in the first place, she said. The classic tips for reducing stress are even more important in 2016. For example, if you know that you use food to comfort yourself, you may find yourself packing on more pounds and inches this holiday than usual. If you turn to alcohol, you may find yourself even more depressed. "Food is an easy thing to go to whether you're at work or at someone else's house. It's easier and more readily available than a manicure and back massage," she said.

Stoler advises having a health strategy and sticking to it throughout the holidays.

**Sleep.** Get a full night's sleep, especially the night before the holiday meal. "Sleep is essential. Just like everybody plugs in their devices at night to recharge, we need to do the same thing with our body."

**Eat well.** Eating right away in the morning will help get your metabolism moving, and prevent you from overeating later, she said. Choose low-calorie healthy snacks. Never starve yourself before gatherings. It can cause blood sugar dips, which affect mood and, make it harder to make healthy choices when you do eat.

**Exercise.** Find time. This boosts your metabolism and your mood. "Exercise helps your mood tremendously. We are not meant to sit on our rear ends all day. This can include gardening, cleaning or a walk around the block as well as the gym.

**Drink water.** Sip it throughout the day to avoid dehydration, which can lead to fatigue and irritability.

**Slow down.** Before dessert, take a post-dinner walk to speed up digestion and, maybe, get a break from the crowd. Added benefit: Your brain will have to time to get the message to your stomach that you are full, and maybe you won't eat as much dessert (or any) or have that third glass of wine.
## Global Supply Conditions

<table>
<thead>
<tr>
<th>Species</th>
<th>Market Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Calamari</td>
<td>Loligo Chinensis. As new containers arrive with higher costs, prices for cleaned products are increasing an additional $0.10-$0.15/lb. on smaller size Squid and $0.20-$0.25 on larger sizes. Expect higher prices through the new catching season that began in August and shortages on larger sizes. Volumes so far are steady but mostly smaller sizes. Todarodes. Harvests are down, processors are starting to get short on raw material, but still a good value alternative to Loligo on the larger sizes.</td>
</tr>
<tr>
<td>Catfish</td>
<td>Domestic Catfish. Larger fish continue to be in short supply; relief not expected until end of October. There are a good amount of domestic 3/5oz available for sale. Or sub Chinese when possible. Chinese Catfish. Prices continue to be firm. Larger sized fillets continue to tighten up with the short supply of Domestic large fillets. Prices expected to remain firm.</td>
</tr>
<tr>
<td>Chilean Sea Bass</td>
<td>Chilean Sea Bass. No change to this market as the market continues to advance on all product forms due to higher replacement costs and fewer offerings. The recent Chilean fresh sea bass season opened and closed and will not reopen until early 2017. All product forms including headed and gutted whole fish, portions, and fillets are strong in price, much of it due to overseas Asian demand.</td>
</tr>
<tr>
<td>Cod</td>
<td>Atlantic Cod. Replacement costs continue to inch up for Atlantic cod with a firm bias noted on pricing. Pacific Cod. Replacement costs and pricing are inching up reflecting increased demand anticipated prior to Chinese New Year.</td>
</tr>
<tr>
<td>Crab</td>
<td>King Red King Crab. Prices are still high with limited inventories. Brown crab has started to come in and will be the cheaper alternative to the price conscious buyer. Larger crab in general is in short supply. Snow Crab. Limited quantities available. Prices remain firm while supplies last. Dungeness. Supplies are not expected to last until next season. Prices remain stable. We have both clusters and whole cooks currently available.</td>
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<tr>
<td></td>
<td>Jonah Crab. The Catch continues to be off. Suppliers are behind on orders. No relief in sight until maybe mid to late November. Pasteurized Crab. Supply is steady. Inventory levels are still good on Lump items and a bit short on Jumbo. Heavier than normal stock in the US is keeping prices lower than expected.</td>
</tr>
<tr>
<td>Fish</td>
<td>Description</td>
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<tr>
<td>Haddock</td>
<td>Haddock continues its gradual price moderation as improved raw material pricing favorably effects the finished goods pricing in the market place. Haddock is a great value today!</td>
</tr>
<tr>
<td>Lobster, Canadian</td>
<td>Canadian/Maine Lobster. Maine continues to produce and two significant Canadian openings will occur in the next eight weeks after which many plants, especially in Canada, will idle for the winter. Live lobster prices remain strong in anticipation of holiday and Chinese New Year demand. Large tails, 6 oz. and larger, are currently short with supply improvement expected by late November. Meat prices, especially claw/knuckle, are steady with some price moderation seen for claw, knuckle, and leg. Adverse late November/December weather could impact supply.</td>
</tr>
<tr>
<td>Lobster, Warm Water</td>
<td>Warm Water Lobster. Season is in full gear but demand from Asia and Europe is leaving the US with little to no stock. Prices still soft due to an overabundant previous season but as that stock dries up and Brazil season ends you will see that price spike. In fact, prices have already begun to increase. Lock in product while you can at these lower prices.</td>
</tr>
<tr>
<td>Mahi-Mahi</td>
<td>Mahi Season officially began October 2016. So far little to no raw material is available for frozen containers. Hopefully will improve by December. Fresh prices are running in the $6.00/LB range for H&amp;G. Peru and Brazil seem to be the only countries even seeing the fish. Prices remain strong.</td>
</tr>
<tr>
<td>Mussels</td>
<td>New Zealand Mussels. New season production starts this week. El Nino weather pattern is expected to affect the first part of the new season with better growth and sizes. This weather is expected to dispel itself Spring (October 2016) onwards and things will return to normal.</td>
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<tr>
<td></td>
<td>Chilean Mussels. Year round production but best meat fill August - January due to more food from sunlight that generates more seaweed.</td>
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<tr>
<td>Octopus</td>
<td>Octopus. Demand for octopus in the US is high. Philippine prices have gone up 10 cents on 1/2 and 2/4 due to strong demand of the of the small sizes from Asian countries like Korea and Japan. Slade Gorton carries a dry, non-processed Philippine octopus with a high cooking yield.</td>
</tr>
<tr>
<td>Oysters</td>
<td>Supply is steady, more oysters from the Gulf are being harvested, making their way into frozen. Prices remain stable.</td>
</tr>
<tr>
<td>Pollock</td>
<td>Pollock. There is adequate supply to meet current demand. Prices should remain stable.</td>
</tr>
<tr>
<td>Fish</td>
<td>Description</td>
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<tr>
<td><strong>Scallops</strong></td>
<td>Scallops. U/10 &amp; U/12 market is still high and it does not appear that will change. 10/20s have gone up slightly, 20/30s have stayed stable. Japan imports will be down by 30% this year and prices will be very high. China large sizes are scarce but smaller sizes are reasonably priced. Peru landings are still insignificant.</td>
</tr>
<tr>
<td><strong>Shrimp</strong></td>
<td>Asian Shrimp. Indian harvest started in May. Ocean Caught Mexican Shrimp. The pink season is over until next year. Brown shrimp season opened this past weekend. Cold Water Shrimp. Pacific P. Jordani season ends October 31st but a lot of boats are switching over gear type to ground fish early due to poor fishing for shrimp. Most shrimp is 250/500 size so 250/350 will be a hot commodity. East Coast P. borealis market in Europe is slowly moving up, maybe reacting to the quota cuts in Atlantic waters. The price will be picking up but not as high as last year, because there are still 2015 shrimp that are being used now.</td>
</tr>
<tr>
<td><strong>Sole/Flounder</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Swai</strong></td>
<td>Swai. This item remains steady in price as the market. Supply is ample to meet current demand.</td>
</tr>
<tr>
<td><strong>Tilapia</strong></td>
<td>Tilapia. Less Larger fillets being offered out of China. Larger fillets remain in high demand as the expectation is that there will continue to be limited availability until after CNY. Price are stable.</td>
</tr>
<tr>
<td><strong>Tuna</strong></td>
<td>Frozen CO-treated Yellowfin Tuna prices continue to remain stable. All sizes and forms are available.</td>
</tr>
<tr>
<td><strong>Whiting</strong></td>
<td>Whiting. Supply and demand are about steady at this time. Some underlying weakness is felt due to seasonal low demand for fillets, a situation which should correct itself after the Christmas holidays. Many plants will not resume 2017 shipments until late January.</td>
</tr>
</tbody>
</table>
Trio Low Sodium Poultry Mix is a full flavored gravy with chopped parsley and seasonings

CHICKEN GRAVY

CBI# 066040

You can always trust Trio for:

Superior, consistent flavor

Ease of use—one minute prep time and no slurry required

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Low Fat & Low Calories per serving

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PUNTA GORDA DIVISION – Gina DeAngelo 941-323-7049
RIVIERA BEACH DIVISION – Jonathan Fisher 954-296-8999
Although many retailers look to Black Friday as the most successful shopping day of the holiday success, restaurants should not be among them, according to research from Revel Systems.

Based on data collected from order totals during past Black Fridays at restaurants in the four large metropolitan areas of New York City, Los Angeles, Chicago and San Francisco, Revel predicted that the majority of restaurants will see significantly fewer orders this coming weekend as compared to other, non-holiday weekends.

Findings included:

♦ Nationally, restaurants see a 34 percent drop in the average total number of orders on Black Friday weekend.
♦ In New York City, orders drop 49 percent this weekend.
♦ In Los Angeles, there's a 39 percent decline in order totals.
♦ In Chicago, there are 38 percent fewer total orders.
♦ San Francisco sees just 7 percent fewer total orders this weekend.
Keep Your Eye on the Consumer

The Harris Poll Reveals Americans’ Favorite Things About Thanksgiving


Thanksgiving is just around the corner and Americans across the country are planning what to serve, who they’ll dine with, and where they’ll eat. According to a recent Harris Poll, vast majority of adults indicate they celebrate Thanksgiving (96 percent), but it’s not always all about the food. Nine in 10 Americans agree Thanksgiving is more about who you’re with than what you’re eating (90 percent).

While food may not be the most important part of the holiday, it’s certainly a critical part for many. Nearly three quarters (73%) agree having a fridge full of leftovers is the best thing about hosting Thanksgiving. Turkey sandwiches may be the very thing they’re looking forward to as seven in 10 adults agree it’s not a proper Thanksgiving meal if there’s no turkey (70 percent).

These are some of the results of The Harris Poll of 2,037 U.S. adults aged 18 and up surveyed online between Nov. 2 and 4, 2016.

The People

Seven in 10 adults also agree it’s not a proper Thanksgiving meal unless you celebrate with family (71 percent). And along these lines, over six in 10 Americans (62 percent) say they prepare Thanksgiving meals with family, while 15 percent do so with friends. Adults planning to attend a meal with family will have two Thanksgiving meals, on average. This number jumps up to an average of about three meals among those who are part of multi-ethnic/multi-cultural families.

Twelve percent also indicate they celebrate the tradition of “friendsgiving” — a Thanksgiving meal exclusively celebrated with friends. “Friendsgiving” is particularly popular among 18-34 year olds compared to older adults (19 percent 18-34 vs. 14 percent 35-44; 6 percent 45-54; 11 percent 55-64; 9 percent 65 and up). Those who are planning to attend a “friendsgiving” meal will have about two meals with friends, on average.

The Places

A majority of Americans say they typically celebrate Thanksgiving at their own home (61 percent) or a family member’s home (52 percent).

The latter is, perhaps unsurprisingly, most common for those ages 18-34 (64 percent) compared to older adults. Those with kids in the house are more likely than those without to host in their own home (67 percent vs. 67 percent), as are those with multi-cultural families (69 percent vs. 50 percent with non-multi-cultural families). About one in 10 celebrate at a friend’s home (11 percent) or a restaurant (8 percent).

Whether it’s at their home or someone else’s, most Americans prefer the homely feeling of Thanksgiving meal as just 26 percent of adults say they would much rather eat in a restaurant on Thanksgiving than cook dinner. Eating at home has other perks as well as nearly three in 10 (28 percent) say they typically have the television on while eating their Thanksgiving meal.

Diverse Dishes

A majority of Americans indicate their holiday meals typically consist of several “traditional American” dishes including turkey or ham (80 percent), side dishes – like mashed potatoes and green beans – (77 percent), and dessert, including apple pie or pecan pie (72 percent). However, not everyone’s Thanksgiving are as traditional as one might picture. Interestingly enough, nearly three in 10 Americans, prepare these same traditional dishes with an ethnic twist or cooking method from another culture (29 percent). As well, these meals now include side dishes (22 percent), a main dish (16 percent), or dessert (14 percent) from another ethnicity or culture. Some non-traditional, ethno-inspired dishes that will be served up at holiday meals include kimchi, ceviche, enchiladas, halal dishes, gorton, pierogis, pellin, rutamas, and kishka.

Those who have a multi-cultural family are significantly more likely than those who don’t to serve a culturally-diverse dish: 47 percent serve a side dish from another ethnicity or culture (vs. 18 percent among non-multi-cultural families); 45 percent serve a “traditional American” dish prepared with a cooking method or flavor from another ethnicity or culture (vs. 26 percent); 39 percent serve a main dish or entrée from another culture (vs. 12 percent); and 27 percent serve a dessert from another culture (vs. 12 percent).

While cooking from scratch may be seen as the traditional way, nearly two in 10 (18 percent) say they’d prefer to make Thanksgiving dinner from a meal kit, with ingredients and instructions pre-portioned and delivered to their doors. Younger adults, those 18-54, are significantly more likely than older Americans to be open to the idea of holiday meal kits (32 percent 18-34; 27% 35-44; 16 percent 45-54; 8 percent 55-64; 5 percent 65+). Those with kids in the house are also more likely to agree they prefer meal kits – nearly three times as much as those without kids in house (31 percent vs. 11 percent, respectively).

"Thanksgiving traditions are shifting, affecting everything from how people shop to what they cook to who they’re celebrating with," says Jordan Rost, vice president of consumer insights at Nielsen. "As the U.S. becomes increasingly more diverse and digital continues to transform the retail environment, Americans will start to trade out some of their traditional plans to modernize the holiday, such as opting for click-and-collect grocery purchases to delivery kits to celebrate the festivities this year.”
November 8, 2016

To: All Authorized Distributors of Minute Maid Juice and Juice Drink Products

Subject: 2017 Minute Maid, Bacardi & Simply List Price Increases

The purpose of this letter is to communicate 2017 pricing for our frozen concentrate and chilled juices sold in Foodservice.

Please note the price changes listed below are effective with orders shipped on or after January 1, 2017:

- 4.0% Increase Minute Maid Orange Juice & Orange Juice Drinks
- 3.0% Increase Minute Maid Apple Juice & Apple Juice Drinks
- 3.0% Increase All Other Minute Maid Juices and Juice Drinks
- 2.0% Increase Frozen Minute Maid Smoothies & Bacardi Mixers
- 3.8% Increase Simply Single Serve
November 8, 2016

To: Authorized Coca-Cola Postmix Distributors

Subject: 2017 Pricing and Agency Bill Chain Customer Delivery Fee Information

Postmix Syrup Pricing

Effective January 1, 2017, Coca-Cola North America, (CCNA) will be increasing the list price of its postmix syrups.

- 3.8% Increase Postmix Syrups in the 5 Gal BIB Pkg
- 3.8% Increase Postmix Syrups in the 2.5 Gal & 2/1 Gal BIB Pkg
- 3.8% Increase Freestyle Non-Nutritive Sweetener
- 10.2% Decrease Freestyle HFCS Sweetener
- No Change Honest, FUZE, Gold Peak Brewed Tea, Gold Peak Brewed Coffee, or Georgia Express Liquid Coffee
Date: November 18, 2016

Dear Valued Customer:

This is to inform you that due to extremely high demand on the Chef-mate brand the following supply issues are expected. Corrective action has been implemented to re-build inventory levels as soon as possible. Item detail and estimated back in stock dates are listed below:

- CHEF-MATE CornedBeefHash Case6x107oz US and CHFMT Corn Bf Hash Club Plt 288x107oz US will be temporarily out of stock, and have anticipated back in stock date of December 15th, 2016

### PRODUCT INFORMATION

<table>
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<tr>
<th>PRODUCT CODE</th>
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<td>CHEF-MATE CornedBeefHash Case6x107oz US</td>
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NATIONAL WEATHER SPOTLIGHT

Weekly Precipitation and Temperature Deviation

PRODUCE BAROMETER

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<th>ITEM</th>
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<td>Cucumber</td>
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<tr>
<td>Eggplant</td>
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<td>Lower</td>
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<tr>
<td>Green Beans</td>
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<td>Jalapenos</td>
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<tr>
<td>Onions</td>
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<tr>
<td>Squash</td>
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</tr>
<tr>
<td>Tomatoes</td>
<td>Good to Excellent</td>
<td>Steady</td>
</tr>
</tbody>
</table>

NOVEMBER CALENDAR

- All Month
- Vegan Awareness Month
- November 25th
- National Eat with a Friend Day
- Buy Nothing Day OR Black Friday
- November 26th
- Small Business Saturday
- November 29th
- Throw Out Your Leftovers Day

Weather Forecast:

<table>
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<tr>
<th>Day</th>
<th>Temperature</th>
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<tr>
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<td>N 7 MPH</td>
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<tr>
<td>Fri</td>
<td>81°F</td>
<td>NNW 5 MPH</td>
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<tr>
<td>Sat</td>
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<tr>
<td>Mon</td>
<td>79°F</td>
<td>SSE 9 MPH</td>
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<tr>
<td>Tue</td>
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<td>S 16 MPH</td>
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Soy Complex

Soy oil pushed to a new high for the latest correction, before losing momentum to close Tuesday’s session weaker. Beans and meal were the leaders of the Complex, and unwinding of oil/meal spreads was a noted feature in the session. It is interesting to note that much of the recent strength in meal has spilled over from Chinese markets. It would be nice to see that kind of strength in the US export or domestic markets, but that’s not the case just yet. We hear that some US meal is being loaded for shipment at the Gulf, but it is said to be the execution of existing routine business. Will the cold of winter or a production shortfall in South America rekindle demand for crush? The jury is out on that one for now, but weather is to be watched with El Nino beginning to show her effects.

Before the open yesterday, USDA flashed that exporters had sold 30 TMT of US soybean oil to China for shipment in the 2016/17 marketing year. This came as a bit of surprise to some analysts, given the fact that spot offers at the Gulf are listed well about South American counterparts. The shipment period is thought to be early in the next calendar year, ahead of new-crop South American supplies. Remember that USDA wrote down its export forecast in this month’s WASDE after a slow start to this year’s soybean oil export program. At this point, we don’t see this as a game changer.

The Soy Complex traded lower overnight as the market heads into its final session ahead of Thanksgiving. It would not be a surprise to see pre-holiday selling given the recent strength in the market, but direction will likely reflect any last minute business that hasn’t already been taken care of. The market will reopen on Friday for a shortened session, but Stratas will remain closed. If we don’t talk to you, safe travels and have a Happy Thanksgiving.

Macroeconomics

Tuesday proved to be another banner day for the Dow, S&P and Nasdaq as all three major indices posted their second-consecutive new highs. The Dow was able to close above 19,000 for the first time. On the data front, October US Existing Home Sales rose 2.0% to reach an annualized rate of 5.6M. This was better than expected, and the report included an upward revision for September data as well. Monthly sales were the highest since February 2007, and were supported by an increase in single family homes. The Dollar has turned choppy at recent high levels, but expectations for positive US data out later today has the Greenback trading firmer this morning. Energy markets remain in the spotlight, as traders look for more proof that OPEC will indeed curb their production.

Opening Call

- Soybeans — 6-10 cents lower
- Soy meal — $2-3 lower
- Soy Oil — 20-30 points lower

Calendar

Today — Durable Good Orders, Jobless Claims, New Home Sales
Thursday — Markets, Stratas Closed
Friday — Export Sales, Nov Options Expiration, Stratas Closed

Quotable:

“I am grateful for what I am and have. My thanksgiving is perpetual.” — Henry David Thoreau

Information contained herein is based on reports, communications, or other sources believed to be reliable. Neither the information contained herein nor any opinion expressed shall be construed as a solicitation to buy or sell any securities mentioned, but merely an expressed opinion.
Whole broiler/fryer prices are generally steady. Supplies of all sizes are light to moderate. Retail demand is light to moderate entering the weekend. Food service demand is light to moderate with the Central area mostly moderate entering the weekend. Floor stocks are balanced with buyers limiting purchases to immediate needs. Market activity is slow to moderate. In the parts structure, prices are no better than steady on wings. White and dark meat items are weak. Offerings of wings are sufficient and the remaining parts are moderate to heavy. In production areas, live supplies are moderate. Weights are mixed, but noted as mostly desirable.

**Note:** The pricing below is USDA commodity and/or wholesale pricing. It should be used as a guide to monitor market conditions and is not in any way comparable to distributor invoice pricing.

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<thead>
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<th>Origin</th>
<th>Price (Week Prior)</th>
<th>Price (Year Prior)</th>
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<tbody>
<tr>
<td>Thighs, Boneless Skinless</td>
<td>1.07</td>
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<td>Breast, Boneless Skinless</td>
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<td>Breast, Line Run</td>
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<td>Drumsticks</td>
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<td>Front Halves</td>
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<tr>
<td>Leg Quarters (4/10)</td>
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<td>Leg Quarters (Bulk)</td>
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<td>Legs</td>
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<td>Thighs</td>
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<td>Wings (Cut)</td>
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<tr>
<td>Wings (Whole)</td>
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</table>
BUTTER

Butter went up .0200 this past week for a 2-week total of .1375 to close the week at 2.0300 on another 25 trades.

- Butter is now up .2750 since reaching its low point of the year on October 20th when the CME butter market closed at 1.7550.
- The GDT price on butter is up as European supply is down and speculation is we could have quite a hiccup in Oceania production due to an earthquake in New Zealand.
- The GDT price is still low to domestic pricing by about .1700 but this gap should close more as domestic markets fall after the holiday demand season is over.
- Some are saying retail demand could be in for another year of increased demand in 2017. We will see.

Butter in my opinion anyway has likely peaked for the year. We could possibly see a bit of upside early this coming week, but the peak demand orders are all in the system now except for a few late rush orders which may or may not be able to be filled based on ¼ lb. machine time availability. Look for butter to start to drift slowly by the end of the week and likely settle in the high 1.70’s to low 1.80’s.

CHEESE

Block cheese was up .0250 while barrel cheese was down .0050 to close at 1.9100 and 1.7500 respectively.

- The block/barrel spread widened even further this past week opening up to .1600 per lb. The normal spread is .0200 - .0400.
- It appears now that retail demand may be the only hope for strength in the cheese markets. Food service demand continues to decline and was especially bad in October.
- We are still about .2200 high domestically to the GDT price on block cheese but the gap is closing somewhat.
- An interesting paradox is the fact that a strong dollar hurts us on the export side of things. Not just on cheese but on any product.

Once again we have a huge gap in the block/barrel spread. We are about .1200 higher than the average spread. We were even higher until barrel jumped over .0800 on Friday. I would expect the gap to close but likely on a slight lowering of the block market possibly into the low to mid 1.80’s. We could see barrel push up just a bit to meet block half way.
mithfield Foods to Acquire Farmer John, Saag's Specialty Meats and Three Farm Operations

Source: Smithfield Foods

November 22, 2016

Smithfield Foods, Inc. is pleased to announce that it has begun the process to acquire Clougherty Packing LLC from Hormel Foods Corporation. Through this agreement, which is expected to be complete within a month pending closing conditions and regulatory approvals, Smithfield will add the Farmer John and Saag's Specialty Meats brands to its lineup as well as two processing facilities and three farms to its operations.

"By folding Farmer John into our operations, we are better positioned to take advantage of our long-term strategic growth goals, which includes an increasingly diversified customer and consumer base and greater supply chain efficiency," said Kenneth M. Sullivan, president and CEO of Smithfield Foods. "As we continue this transition and expand our operations, we are proud to welcome these new West Coast employees into our growing Smithfield family."

Clougherty Packing LLC is based in Southern California and is a leading integrated producer and processor of a full line of branded pork products. Founded in 1931, Farmer John is the No. 1 bacon and sausage brand in Southern California. Saag's Specialty Meats is a premium brand of deli meat and specialty sausage made without any artificial flavors, colors, fillers, extenders or MSG. Along with two California-based processing facilities, Smithfield will acquire three PFFJ LLC farms located in Arizona, California and Wyoming. Altogether, the operations will add 2,000 employees, growing Smithfield's total workforce to 52,000.

The purchase price for Clougherty Packing LLC is $145 million, pending capital adjustments at closing. The transaction is expected to take place within the next 30 days pending customary closing conditions and regulatory approvals.

This news release may contain "forward-looking" information within the meaning of the federal securities laws. The forward-looking information may include statements concerning the company's outlook for the future, as well as other statements of beliefs, future plans and strategies or anticipated events, and similar expressions concerning matters that are not historical facts. The forward-looking information and statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in, or implied by, the statements. These risks and uncertainties include availability and prices of livestock, raw materials and supplies, livestock costs, livestock disease, food safety, product pricing, the competitive environment and related market conditions, ability to make and successfully integrate acquisitions, operating efficiencies, access to capital, the cost of compliance with environmental and health standards, adverse results from ongoing litigation and actions of domestic and foreign governments.

About Smithfield Foods

Smithfield Foods is a $14 billion global food company and the world's largest pork processor and hog producer. In the United States, the company is also the leader in numerous packaged meats categories with popular brands including Smithfield®, Eckrich®, Nathan's Famous®, Farmland®, Armour®, John Morrell®, Cook's®, Kretschmar®, Gwaltney®, Curly's®, Margherita®, Carando®, Healthy Ones®, Krakus®, Morliny® and Berlinki®. Smithfield Foods is committed to providing good food in a responsible way and maintains robust animal care, community involvement, employee safety, environmental and food safety and quality programs. For more information, visit www.smithfieldfoods.com.
Mission Statement

We insist upon top quality products from nationally recognized manufacturers. Our broad inventory of more than 15,000 supplies features the finest items, from gourmet to everyday. Never content to rest on our laurels, we strive to continuously improve and innovate our products and services. This commitment to excellence has served our customers well for more than 80 years, and continues to serve as our standard for success.

We understand that our customers rely on accurate and prompt deliveries. Our technological systems ensure that every order reaches customers on time and in optimal condition. Our state-of-the-art warehousing systems process every order with precision. A fleet of modern, temperature-controlled delivery trucks is equipped with satellite positioning technology to provide customers with faster, more efficient deliveries. These advances inspire customer confidence and satisfaction, which has been our goal since 1925.

Thank you for visiting,
Byron Russell
Chairman & CEO
Cheney Brothers, Inc.