


















Sales Market Insights

Week of March 9, 2026











CATEGORY	NEAR-TERM MARKET PRICING TREND	SUPPLY vs. DEMAND	MARKET INSIGHTS COMMENTARY
 Beef (Commodity)	Steady 	Available - Mixed	Reduced harvest levels have further tightened product availability. Shortages are increasing. Packers are expected to maintain this posture through the Spring Grilling season, into Memorial Day weekend, and through the July 4th holiday. As seasonal demand for beef peaks with warmer weather, harvest levels are not expected to increase. Market turbulence lies ahead, reinforcing and strengthening spot market pricing.
 Pork (Commodity)	Mixed 	Available - Steady	The pork market this time of year traditionally is unremarkable across all items. Back and Spare ribs are stable, butts are on the decline, and the belly is on the rise (think input cost for bacon). Loins are price risk upward, but not sharply.
 Pork (Value-Added)	Increasing 	Available - Steady	The belly price is on the rise now through the end of February, so bacon prices will follow. Now would be a good time to buy in extra bacon as the belly should be 30% higher by the end of February than it is now...so bacon pricing should follow the same trend.
 Poultry (Chicken)	Steady 	Available - Steady	The front half of the bird has remained steady in price. Demand has started to increase on Jumbo and medium wings, typical for this time of year as we head into Super Bowl and March Madness. Expect availability on wings to be short of demand. The back half of the bird remains steady and supply is broadly available.
 Poultry (Turkey)	Increasing 	Short – Strong	Pricing on breast meat has remained steady, but availability is short of demand by far. This is expected to continue near term. Avian Influenza has begun to strike in various areas, likely to continue near term which further affects supply.
 Seafood	Mixed 	Available - Steady	Seafood markets remain fragmented by species. Supply-driven strength continues in lobster, cod, and pollock amid tight availability and elevated replacement costs. Farmed salmon remains under pressure on fully adequate supply and muted demand. Shrimp and pasteurized crab are mixed as buyers remain selective. With Lent approaching, early positioning interest is emerging in traditional Lent items, but demand has not yet materially shifted overall market direction.
 Butter	Increasing 	Available - Steady	Domestic butter demand ranges from steady to stronger nationwide, supported by ample cream supplies and very active churning schedules, while some manufacturers build inventories and international buyers keep higher butterfat products snug. In the East, strong Class I and II utilization, including seasonally increasing ice cream output, supports steady butter production, with retail and food service demand described as balanced and accounting for most milk use in the region. In the Central region, butter makers are running busy schedules and pulling in additional spot cream as Class II and IV demand strengthens ahead of spring holidays, indirectly supporting downstream foodservice channels. In the West, robust milk output is providing plenty of cream, Class II and III demand is stronger, and overall demand for cream and butter is steady to stronger, underpinning active manufacturing that serves both retail and foodservice needs. Source: USDA AMS 2/27/2026
 Cheese	Increasing 	Available - Steady	U.S. cheese markets are generally well supplied with steady-to-strong production, while demand patterns differ by region and channel. In the East, cheese output is steady to strong with retail-size packaging at typical seasonal levels, bulk demand slower than expected, and growing bulk inventories despite efforts to secure export outlets. In the Central region, strengthening milk production supports busy cheese schedules; retail sales are steady to stronger, food service demand is unchanged, and strong export interest helps keep spot availability adequate and inventories manageable. In the West, increasing milk output and higher-fat components support busy cheese production and tighter spot availability, while domestic demand is steady and international interest from steady to strong prevents excessive inventory build. Abroad, foreign-type cheese faces strong retail demand and steady-to-strengthening food service demand in Europe, with robust export interest but tight spot availability, which can support global cheese values and indirectly underpin U.S. export and demand opportunities. Source: USDA AMS 2/27/2026
 Fluid Dairy	Class I - Decreasing Class II - Steady	Class I - Available - Steady Class II - Available - Steady	Class I: March, decrease on whole milk & 2%, skim steady. Class II: March, Creams & Cultured mostly steady.

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 <p>Oils/Shortening/Margarine</p>	<p>Increasing </p>	<p>Available - Steady</p>	<p>Pricing on most domestic commodity oil products does continue to climb and we are now seeing localized pricing at higher levels than we have seen in a long time. This is primarily based on the expected biofuel announcement which will likely require higher use of Soybeans for fuel in the long term. Though this will put pressure on the supply of soybeans, there are currently no product shortage implications. We do expect that these higher prices will prevail in the near term until the policy is finalized and speculation has settled. Expect similar to higher prices on Commodity Oils through the Month. This will likely impact Premium Shortenings and Blended products in the near term as well.</p> <p>Palm Oil prices have softened in recent days due to increased production in Indonesia and Malaysia and a reduction in import Tariffs. This should translate to slightly lower prices in Margarine and many cube shortening products in the near term.</p> <p>Tallow Prices remain firm as demand continues to grow. Supply in some markets is tight and some suppliers may be reluctant to take on new business at this time. The long term outlook on Tallow is difficult to pinpoint at this time.</p>
 <p>Produce</p>	<p>Decreasing - Lemons Steady - Avocados, large Oranges, Strawberries, Onions, Idaho Russets Increasing - Small Apples, Bell Peppers, Romaine, Iceberg, Value Added Iceberg & Broccoli, Tomatoes, Broccoli, Small Oranges</p>	<p>Increasing/Steady - Lemons, Strawberries Available/Steady - Avocados, Romaine, large Oranges, Onions, Idaho Russets Decreasing/Strong - Small Apples, Small Oranges, Broccoli, Iceberg, Tomatoes, Bell Peppers, Value Added Lettuce & Broccoli</p>	<p>Apples, WA 125/138 very limited until fall, trending higher. Avocados, MX market slightly higher. Peaking on 40/48ct. Bell Peppers, FL & MX supplies limited through April. Market higher. Broccoli, supplies continue to tighten. Market higher. Iceberg, Yuma very warm temps, tighter supplies, avg. quality. Romaine, Yuma high temps causing tip burn pink rib. Market higher. Tomatoes, freeze dmg. in FL&MX, light supplies into April. Higher cost. Strawberries, FL rebounding, but CA rains has reduced supplies. Oranges, Navels peak 56/72ct. 113/138 very ltd. until June. Higher. Lemons, new area harvest starting, costs easing. 140/115 peak sizes. Onions, N.west storage quality good. Yellow Red steady. White high. ID Potato Russets 100/120sz tight. Market on the floor. Nice quality.</p>
 <p>Sugar</p>	<p>Mixed </p>	<p>Available - Steady</p>	<p>There has been little movement in pricing levels for domestic cane and beet sugar products. We have seen a lessening in the imports of Mexican Sugar in some markets based on their limited crop. Imported product will likely vary based on region. Overall we do not expect to see much change in the pricing of bulk sugar in the near term.</p>
 <p>Shell Eggs</p>	<p>Mixed </p>	<p>Available - Steady</p>	<p>Shell egg demand remains soft overall, with most current buying focused on marketers and, by extension, foodservice distributors beginning to build supplies for the approaching Easter period, while retail feature activity has slowed from earlier cycles. Wholesale and breaking operations are running mostly full-time with moderate supplies, but trading for both shell and further-processed eggs is described as slow to moderate, and inventories of Large shell eggs and many specialty categories have increased as movement into marketing channels has eased. Food service demand is not called out as a major driver this week, but steady processing schedules and modest increases in eggs sent to breakers suggest ongoing support from institutional and manufacturing channels rather than active growth. On disease risk, USDA AMS reports no new Highly Pathogenic Avian Influenza outbreaks in commercial table egg layer flocks in the latest Egg Markets Overview, while noting prior 2026 losses of 7.8MM hens concentrated in Colorado and Pennsylvania. Source: USDA AMS 3/4/2026</p>
 <p>Wheat (Flour Based Products)</p>	<p>Decreasing </p>	<p>Available - Steady</p>	<p>World Supply of wheat appears to be solid based on increased acreage from various other countries. This has impacted demand for US Wheat exports in recent days. As we are currently in a solid stock position and winter wheat crops appear to be progressing fairly well, we are likely to see some localized softening in the pricing of various types of flour in the short term.</p>

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