Date 5/30/2025

To:
From:

Re: May Market Update – *Portunus pelagicus* and *Monomia haanii*

Blue Swimming Crab / *Portunus pelagicus* (SE Asia)

Indonesia has been in full production for the last six to seven weeks. The expectation was for a slow down in production post Ramadan, but the announcements of the reciprocal tariffs (32%) and then the deferment until 7/9, led to a scramble on the beach. Importers, attempting to pack/ship in May to avoid the July deadline, drove demand through the roof. Beach prices have followed suit, up steadily over the past few months. In terms of US supplies, a late start to the season and continuing strong demand on the street have resulted in tight supplies right now across most grades. High beach prices, tight in-country supplies and continued strong demand have combined to keep pricing high. Between now and the July 9th deadline, expect firming prices on improving supplies.

Red Swimming Crab / *Monomia haanii* (Vietnam, China)

As was the case a few years ago, the red crab fishery in Vietnam is late in starting. The necessary monsoon rains and cooler temperatures only kicked in over the past 10 days, so fishing and processing won't begin in earnest until June. The delayed start means that we won't see a steady supply of new containers until late July or August. At this point, Vietnamese product arriving post 7/8 will be subject to an additional tariff of up to 46%. China is, for all intents and purposes, shut down for new production. The fishery will remain in conservation through mid-August and anything shipping between now and then is either last season's production, previously frozen, or substituted sand crab (*Ovalipes*), a poor eating alternative to *haanii*. When the new season does start in China, any new shipments will be at a minimum tariff of 55%. From a pricing standpoint, the scarcity of red crab has driven prices up for new container commitments yet to ship. Between now and the July 9th deadline, expect higher prices on limited supplies.

Supply Chain Update

Diesel pricing remains flat, down only $0.01/gallon over the past 30 days. As importers, across all product categories, attempt to beat the 7/9 deadline for reciprocal tariffs, we expect somewhat of a surge in inbound arrivals in June. The one factor that mutes this is China, still dealing with high tariff rates and curtailing its exports to the USA. That should lessen the overall congestion at the ports and not inhibit the clearance of the inbound containers.