

Weekly Market Review

August 3, 2017

Overview

Lemons are still in a very EXTREME MARKET and we are seeing a shortage in supply with oranges as well. Asparagus is also escalated on larger sizes. Lettuce is active but stable. However, we may start seeing some quality issues in tender leaf products.

Market Alert

- Apples- **EXTREME**
- Avocados – **Extreme**
- Asparagus- **(All sizes)-EXTREME**
- Cherry Tomatoes / - **ESCALATED**
- Cilantro- **Escalated**
- Garlic – **EXTREME**
- Lemons- **EXTREME**
- Oranges- **EXTREME**
- Potatoes- **(Large Sizes)-ESCALATED**
- Roma Tomatoes- **(East) ESCALATED**

Good BUY

Mann's Roma Blend is a Good Buy this week. This product is a great combination of Arcadian and chopped romaine. Use Mann's Roma Blend for any salad! California Passion fruit is also a Good Buy this week. Passion fruit has great coloring and a delicious pulp! Try making a Passion Fruit and Mango smoothie with passion fruit juice, coconut water, fresh mango and yogurt!

Weather

SOUTHEAST: Lower daytime temps with a mix of rain and thunderstorms expected through next week.

Thu 08/03	Fri 08/04	Sat 08/05	Sun 08/06	Mon 08/07	Tue 08/08	Wed 08/09
82° 61°	82° 62°	83° 61°	82° 65°	78° 65°	79° 62°	79° 64°
						
Partly Cloudy	Chance of a Thunderstorm	Partly Cloudy	Chance of a Thunderstorm	Thunderstorm	Chance of Rain	Chance of a Thunderstorm

BAKERSFIELD/ CENTRAL VALLEY: There will be plenty of sunshine with more seasonal daytime temps.

Thu 08/03	Fri 08/04	Sat 08/05	Sun 08/06	Mon 08/07	Tue 08/08	Wed 08/09
101° 81°	102° 79°	101° 77°	101° 75°	100° 74°	100° 74°	100° 75°
						
Mostly Cloudy	Partly Cloudy	Clear	Clear	Clear	Clear	Clear

CENTRAL COAST: No major forecast changes over the next 7-14 days. Plenty of sun, mild days and cool evenings.

Thu 08/03	Fri 08/04	Sat 08/05	Sun 08/06	Mon 08/07	Tue 08/08	Wed 08/09
81° 61°	79° 60°	76° 57°	73° 55°	71° 55°	71° 55°	71° 55°
						
Mostly Cloudy	Clear	Clear	Partly Cloudy	Clear	Partly Cloudy	Partly Cloudy

Transportation

Trucks are in good supply in California, Arizona, Washington and Texas. Freight rates are firm. Availability has tightened in Florida and Eastern Oregon

Fruits & Vegetables

Avocados: Extreme – Market is very high. We are seeing very high prices. We will continue to see a dip in domestic production while Mexico is also anticipating lighter volume. Smaller sized fruit is still lighter than normal but improving. Long term market forecasts call for lighter than normal production with continued increased demand and active pricing through the first of September. Peruvian volume is expected to remain unchanged. We anticipate a very unpredictable avocado market over the next several weeks.

Bananas: Demand and quality are good and inventories are unchanged this week.

Grapes: We have transitioned to the Central Valley where we will see good volume on larger sized fruit across all three colors. There is some desert fruit still out on the market, however, be cautious of the quality. Mexico is done for the season. Quotes are sticking in the high teens to low 20's on larger sizes.

Kiwi: Shipments are beginning to wind down out of Chile and we are starting to see upward pressure on FOB prices. California should start in 3-4 weeks. Quality is still very nice.

Berries

Blueberries: - Production is increasing in Baja California and Oxnard; prices will remain unchanged this week while prices are varied by region. Quality is good.

Blackberries: Blackberries are good in supply through this month. Quality is good.

Raspberries: Good quality and supply. Central California growers are now harvesting as well.

Strawberries: Availability is good, although quality in the Santa Maria is not that favorable. Quality is good out of Salinas but prices are getting higher.

California / Arizona Citrus

The lemon and Valencia markets remain tight. Large lemons, sizes 79-140S, are the most difficult and anything over contract will not get booked. Import lemons have started arriving

on the east and west coast, although market prices remain high. Import clementines are now available as well. Mexican lemons are available.

Navels/Valencias: EXTREME

Import Navels are now available from Chile and South Africa. Valencias are tight, as temperature has affected picking. Quality is good. Organics are available.

Lemons: EXTREME

Supplies on domestic lemons will remain very tight on all sizes for the remainder of summer. South American and Mexican lemons have started to arrive.

Limes: We have seen an increase in price in the lime market. Quality is still good.

Grapefruit:

California Star Ruby and White grapefruit is available. Organic is also available.

PINEAPPLE: Supplies are good. Loading is at the ports as well as forward distribution centers. Fruit is cutting nicely with good brix.

California Lettuce

Butter: Prices are stable. Quality has been good.

Green and Red Leaf: Quality is good except for the occasional fringe burn. Demand is steady. Supply is steady. We may see more quality issues coming up with the hot weather.

Iceberg Lettuce: Supplies are still light this week and markets are seeing an increase in price. Quality is very good.

Romaine: Good supply. Quality is overall good. However, we are still seeing occasional fringe burn and yellowing on the outer leaves. Prices are higher.

Romaine Hearts: Supplies are good, prices are up. Quality is good.

Eastern and Western Vegetables

Green Bell Pepper: Pepper supplies and quality are improving slightly through North Carolina. Quality and shelf life remain a concern due to the recent rains. We are beginning to see light numbers from the Mid-Atlantic and Michigan regions as well, which should relieve some of the pressure on North Carolina. Central California production will continue to improve as well. We should see improving FOB prices over the next several weeks. We do need to keep an eye on Michigan as quality will be a struggle due to recent heavy precipitation.

Red Bell Pepper: Supplies are improving daily. Quality is excellent and FOB prices are down.

Yellow Pepper: Extremely Light supply crossing through Otay. Coachella is out and could be done due to the heat wave.

Mini Sweet Pepper: Light supplies expected over the next 7-14 days

English Cucumber- Good supply available out of California and Eastern Canada.

Cucumbers- North Carolina production has increased and better quality is being reported from the fields. We are also seeing more availability. Michigan production has backed off slightly as cooler weather has hit the region. Good supplies will continue from Baja and Central Mexico. We do need to keep an eye on Michigan as quality will be a struggle due to recent heavy precipitation.

Green Beans: Supplies are good out of Michigan and Tennessee this week. Quality has also improved, seeing less rust and mildew issues. Lighter than expected supplies will continue in the west as heat is causing some quality issues and supply issues. FOB prices are mostly unchanged.

Zucchini & Yellow Squash: GREEN Domestic supplies are still good in the southeast and Michigan, prices are stable. In the west, Fresno and Santa Maria production continue to ramp up. **YELLOW-** Supplies are improving daily and finally driving FOB quotes down. We do need to keep an eye on Michigan as quality will be a struggle due to recent heavy precipitation

Herbs

Fresh herbs continue to be in steady supply and quality except for the following:

CHERVIL: The heat continues to do damage to this very sensitive fresh herb. The heat has caused some yellowing and burned leaves. There is little to no good quality supply of chervil. You can use tarragon and parsley as a substitute. You can also try micro chervil, but this item is also in very limited supply.

DILL: The heat has caused the fresh dill to go a little “limp” and with some occasional yellowing.

MARJORAM: The heat has caused this herb to start to flower. We are cleaning and removing as best as we can.

OREGANO: The heat has caused this herb to start to flower. We are cleaning and removing as best as we can. Supplies are very limited.

SORREL: The heat has caused some tip burn which will be present in all pack outs. Very hard to remove at the packing facility.

BASIL, MINT, CHIVES and PARSLEY remain in very good supply and quality is very strong. Our growers have done a fantastic job this summer dealing with the heat and maintaining our quality on our fresh herbs!

HERB	SUPPLIES	QUALITY	COUNTRY OF ORIGIN
Arugula	Good	Good	USA
Basil	Good	Good	USA/MEXICO
Opal Basil	Good	Good	USA/MEXICO
Thai Basil	Good	Good	USA/MEXICO
Bay Leaves	Good	Good	COLUMBIA
Chervil	Fair	Fair	USA
Chives	Good	Good	USA/MEXICO
Cilantro	Good	Good	USA
Dill	Good	Good	USA/MEXICO
Episode	Good	Good	MEXICO
Lemongrass	Good	Good	USA
Marjoram	Steady	Good	USA
Mint	Good	Good	USA
Oregano	Good	Good	USA
Italian Parsley	Good	Good	USA
Rosemary	Limited	Good	USA
Sage	Good	Good	USA/MEXICO
Savory	Good	Good	USA
Sorrel	Good	Good	USA
Tarragon	Good	Good	MEXICO
Thyme	Good	Good	USA
Lemon Thyme	Good	Good	USA
Lavender	Good	Good	USA
Lime Leaves	Good	Good	USA
Hora Santa	Good	Good	USA

Melons

Cantaloupe production continues the recent trend of providing mostly larger fruit (9ct and larger). The supply of 12ct and 15ct will remain very limited again this week. Overall cantaloupe quality is very good with brix levels in the 11-14% range.

Honeydew production follows a similar situation with fields providing 5ct and larger with few 6ct, and even fewer 8ct. Honeydew quality has been clean with brix levels in the 12-14% range.

Watermelon- Good supplies are now available out of Texas, the Carolinas and Georgia. California supplies are also improving. Fruit is cutting beautifully, deep red and sweet

Mixed Vegetables

Artichokes: We are seeing prices come down. Quality is good.

Arugula: Supplies are good for baby and wild. Quality is fair. Prices are rising.

Asparagus: EXTREME (ALL SIZES except Standards) the market is tight; we are in short supply and seeing shortage by about 50%. This is due to the heat in Mexico. We usually pull from Mexico this time of the year but are having to pull from Peru due to quality. Peru lacks the supply, so we are seeing supply issues and high prices. We have seen some relief in standard size.

Bok Choy: Quality is good and we are seeing some higher quotes on WGA cartons.

Broccoli: Prices are slightly higher and supplies are on the lighter side. Quality is good.

Brussels Sprouts: Higher prices and tighter supplies remain but are leveling out. Quality is improving.

Carrots: There is a good supply with solid quality.

Cauliflower: Market is good; supplies are lighter and quality is very good. Prices are steady.

Celery: Oxnard is done and we are now in Salinas for 100% of supply. Prices are stable and quality is good.

Corn: Georgia Sweet Corn is for the most part finished, seeing more production now available out of Michigan. White, Yellow and Bi-Color corn loading in the Central CA District is now available with good volume.

Cilantro: (ESCALATED) Quality is poor; there is still yellowing with some decay. Prices are high.

Fennel: Supplies for the week will be light.

Garlic: EXTREME the 2017 crop is dying down. We are shipping US product; the market has somewhat stabilized.

Ginger: Chinese ginger supplies have tightened up putting upward pressure on prices across the country. This is still a better dollar value than ginger from Hawaii, Brazil, Thailand and Costa Rica.

Green Cabbage: Green cabbage is steady and quality is good on both coasts.

Green Onions:

Iced: Prices are up, quality is good.

Iceless: This market is steady with good volume.

JICAMA: Normal prices and quality is good.

Kale (Green): Demand is steady and quality is just fair. Supplies are starting to lighten up with product being affected by heat damage.

Mache: Availability is adequate.

Napa: Supplies are normal. Quality is good.

Parsley (Curly, Italian): We are seeing prices that are still higher, the warm temperatures

Radishes: Quality is good and supply is slowing down. Expect to see stronger markets through the summer.

Red Cabbage: Quality and sizing have been great with good color. Market is stable.

Snow and Sugar Snap Peas: Snow and sugar snap peas are in high demand with good quality.

Spinach (Bunched): Supply is good and quality is fair due to heat related issues. We are seeing prices rise.

Spinach (Baby): Baby and clipped spinach supplies are good. Quality is fair due to heat related issues and occasional reports of mildew. Prices are somewhat up.

Spring Mix: There is plenty of product with quality being fair.

Onions

Pricing has stabilized on yellow onions as supply and demand are equal. Washington is starting in a small way and Idaho/Oregon is expecting to start in the next 14 days. With this, it is likely we will see the market start to come off as the regions overlap. Red and White onions remain stronger as New Mexico and California are winding down supplies before the Northwest is starting. It is likely we will see those colors elevated until the Northwest ramps up volume.

Potatoes- ESCALATED

Demand on consumer packs is very strong with higher prices. Limited supplies in Colorado and Wisconsin is probably the reason behind the demand and higher prices. Demand on cartons in the state remains good with stable pricing.

We have seen a few operations finish up with their old crop Idaho's and you will see a few more ending their season late next week. You will not have new crop available until the 7th of August at the earliest, and it will be limited supplies. You do have new crop russets out of Nebraska and New Mexico. You can expect supplies of the old crop to remain tight until the end of the season with limited availability on the new crop once it starts.

TOMATOES- EAST:

Rounds –Supplies in the east are tightening up through all regions: The Carolinas, Tennessee and Virginia. We are seeing a slight tick up on FOB prices on all sizes. Quality will be hit and miss with continued showers throughout the region this week.

Roma ESCALATED- Despite good volume, prices are still elevated. Quality has also become questionable due to rain related pressures.

Grapes- Supplies are mostly unchanged out of the Carolinas. Demand have improved and seeing an increase in FOB prices. Quality is becoming an issue as the region continues receiving precipitation.

Cherries-ESCALATED- Supplies are lighter and demand is mostly unchanged. We have seen upward pressure on price. Quality is marginal fair.

TOMATOES- WEST AND MEXICO:

Rounds- Vine-ripe production is now in full swing through Otay and McAllen in addition to the California production on greens. However, we are seeing some heat related quality issues and expect to continue seeing this for some time. FOB prices are varying based on sizes and are seeing upward pressure as production numbers are down in California due to the heat. San Diego County is now in full production.

Romas-ESCALATED Supplies are down substantially through Otay and McAllen due to cooler weather in Baja and rain on the mainland. Prices are up significantly and we do not see any relief in sight for the next several weeks.

Grapes-Crossings are good from Baja. Quality has also improved. FOB Prices are unchanged this week.

Cherries- ESCALATED-Supplies are mostly unchanged over last week. Quality is good. FOB prices are escalated as there is more demand from the east due to lighter regional supply.

APPLES, PEARS, & TREEFRUIT

Apples EXTREME: Demand from retail is extreme causing shortages industry wide. Golds and Grannys remain extremely short causing a shift in demand to all other varieties. We expect to see this continue through the rest of the season. Offshore deals are also very active due to the shortages in the Pacific Northwest.

Pears: Bosc and Anjou are readily available domestically out of Washington. We expect to see California begin in July. Offshore Bosc and Packham supplies are steady.

Stone Fruit: Domestic Loading Central Valley, CA (Cherries- Washington)

Cherries: BING Excellent quality out of the Yakima and Wenatchee Districts. 9 and 10 row available and seeing upward pressure on FOB prices. RAINIER- Demanding a premium and limited.

Nectarines: Yellow and White Available Yellow Peaking 50s-80's, Whites Peaking 50's, 60's and 70's. VF Yellow Nectarines available out of New Jersey.

Peaches: Yellow and White available- Yellow Peaking 50s, Whites Peaking 60's and 70's. VF Yellow Peaches are also available out of New Jersey, Georgia and South Carolina

Plums: Friar, Fortune and Owen Varieties: 40's, 50's, 60s and 70's available.

Apricots: Hit and miss out of California.