

Weekly Market Review

September 14, 2017

Overview

Lemons and oranges continue to be in a very EXTREME MARKET. We are noticing a shortage in supply as well, which will continue until early fall. There is heat damage in almost all leaf and tender leaf products, as well as broccoli florets due to the heat. Strawberries are poor in quality and we are seeing a short supply. Asparagus is also in an extreme market. Melons and pineapples continue to be a good buy, as well as fennel and pears.

Market Alert

- Apples – **EXTREME**
- Avocados – **EXTREME**
- Asparagus – **EXTREME**
- Berries (strawberries, raspberries, blueberries, blackberries) – **EXTREME**
- Broccoli florets – **ESCALATED**
- Carrots – **EXTREME**
- Cilantro – **ESCALATED**
- Cucumbers – **ESCALATED**
- Garlic – **EXTREME**
- Green Onions – **ESCALATED**
- Lemons – **EXTREME**
- Oranges – **EXTREME**
- Onions – **ESCALATED**
- Potatoes – **ESCALATED**
- Grape Tomatoes (East, West and Mexico) – **ESCALATED**
- Cherry Tomatoes (East, West and Mexico) – **ESCALATED**
- Round Tomatoes (East, West and Mexico) – **ESCALATED**
- Roma Tomatoes (East) – **ESCALATED**

Good Buy

As the new season approaches, create the perfect fall side dish with both of this week's Market Report Good Buys: fennel and pears!

Caramelized Fennel and Pear Hash

Ingredients

- 1 ½ pounds fennel (1-2 bulbs), top fronds removed
- 1 shallot
- 2 tablespoons olive oil
- Salt and pepper
- 1 pear, cored and diced
- 1 tablespoon white balsamic vinegar
- ¼ cup toasted, slivered almonds
- Parmesan cheese and thyme sprigs for garnish

Directions

Cut each fennel bulb in half, then in half again. Cut out the core from each quarter. Slice horizontally into strips. Set aside.

Cut the shallot in half and remove papery outer coating. Slice the shallot halves horizontally into strips about the same size as the fennel.

Heat a pan over medium heat and add the oil. Add the fennel and shallot and some salt and pepper. Cook, stirring occasionally, about 15-20 minutes, until the mixture is starting to brown and caramelize. Add the diced pear and almonds and cook for about 5 more minutes.





Drizzle with the white balsamic vinegar and taste. Adjust salt, pepper, and balsamic as needed.

Serve in a large bowl. Garnish with the fresh thyme leaves and strips of Parmesan cheese, using a vegetable peeler to shave the cheese.

[Source.](#)







Weather

SOUTHEAST: Improving conditions through next week with ample sunshine and warm temperatures in the








Thu 09/14	Fri 09/15	Sat 09/16	Sun 09/17	Mon 09/18	Tue 09/19	Wed 09/20
73° 56°	78° 57°	80° 56°	80° 56°	80° 57°	81° 58°	81° 58°
						
Chance of Rain	Mostly Cloudy	Clear	Clear	Clear	Clear	Clear

forecast.

BAKERSFIELD/ CENTRAL VALLEY: A return to more seasonal conditions over the next 7 to 10 days.

Thu 09/14	Fri 09/15	Sat 09/16	Sun 09/17	Mon 09/18	Tue 09/19	Wed 09/20
86° 64°	86° 63°	89° 66°	90° 64°	86° 61°	77° 57°	77° 59°
						
Partly Cloudy	Clear	Clear	Clear	Clear	Clear	Clear

CENTRAL COAST: A return to more seasonal conditions over the next 7 to 10 days.

Thu 09/14	Fri 09/15	Sat 09/16	Sun 09/17	Mon 09/18	Tue 09/19	Wed 09/20
67° 57°	67° 55°	73° 56°	72° 56°	69° 54°	67° 54°	69° 54°
						
Partly Cloudy	Clear	Clear	Clear	Clear	Clear	Clear

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 We continue to see very low production numbers out of Mexico. Harvest forecasts are off by more than forty percent. Major contributing factor of this condition has been the fruits' inability to mature due to very poor growing conditions. Contract volume and pricing will remain unsustainable and will be based on the market through the month of September, at the earliest. Long term market forecasts call for critically short supplies and no guarantees of availability crossing through the border on a day-to-day basis.

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

Grapes: Weather has started to cool down, so the days are longer and volume is picking up. Quality is good: Greens, the Samson Sorbet, and our Great Green label/variety are in. Quality on Scarlet Royals, Lindy Black and Red Globes are great! Fall Items have started, so the season is about to change.

Kiwi: Shipments are for the most part finished out of Chile. What is in storage will be it for the season. Still looking for California to begin harvesting over the next 3 to 4 weeks. Markets remain very active with limited availability on the horizon. Quality is still very nice.

Berries

Blueberries: EXTREME Blueberry availability will continue to decline. Quality is not good due to the heat.

Blackberries: EXTREME Blackberries are decreasing in volume. Quality is average due to the heat.

Raspberries: EXTREME Volume is light. Flavor and quality have decreased due to heat.

Strawberries: EXTREME The market is getting very active. The heat caused significant damage and quality is not good. We are seeing high prices and shortage in supply.

California / Arizona Citrus

Small Valencia's are extremely tight as the domestic season comes to an end. Many shippers will be finishing up harvesting in the next week or two. Navel harvest is expected to start the week of 10/16 (expecting a lighter crop this year). Import Navels, lemons, murrcotts, cara caras and clementine's are available. 140S and larger lemons will remain tight until D3 production is fully ramped up by late September.

Navels/Valencia's: EXTREME Import Navels are available, few larger sizes left. Valencia's are tight, especially 113-138S, quality declining with the hot weather and end of season approaching. Organics are available. Domestic Navels are expected to be ready mid-October.

Lemons: EXTREME Domestic lemon supply will remain tight on larger sizes until D3 reaches maturity. South American/Mexican lemons are available, good quality. Import lemons are available on the east and west coast. New Zealand/Meyer lemons are available.

Limes: Limes are available. Recent weather in Mexico will have an impact on quality. We are seeing some light color.

Grapefruit: California Summer Marsh and Rio Reds are available. Organic is available. Mostly small, fancy grade.

Specialties:

- Import Cara Caras are available in limited supply.
- Import clementine's are available.
- New Zealand Meyers are available.
- Peruvian Minneola's are available.
- Chilean murrcotts are available as well.
- Domestic satsumas will start mid-October.

California Lettuce

Butter: Prices are stable. Quality is average due to the heat.

Green and Red Leaf: Quality is fair, as we are seeing fringe burn. Demand is steady. Supply is ok.

Iceberg Lettuce: Supplies are plentiful this week. Quality is good. We are seeing lighter weights and yields in the fields.

Romaine: Good supply. Quality is overall fair to poor. We are still seeing fringe burn and yellowing on the outer leaves and other heat related issues.

Romaine Hearts: Supplies are good and prices are up. Quality is good to average; however, we can control some of the quality issues by peeling off some of the outer layers.

Eastern and Western Vegetables

HURRICANE IRMA UPDATE: We will see a very active market and potential supply interruptions on all east coast vegetable items due to the aftermath of Hurricane Irma. Several of our partner growers have sustained severe damage to infrastructure, as well as crops. Fortunately, the forecast calls for favorable weather in the region over the next several days, which will assist in the recovery process. We expect to see very active markets over the next two to three months due to the damage of the fall crops in North Florida and South Georgia. We are anticipating a bold recovery in the Immokalee and Naples area in the next 4 to 6 weeks barring no additional severe weather events.

Green Bell Pepper: Pepper supplies and quality are favorable; however, we anticipate a shift in sizing due to cooler overnight lows throughout the Mid-Atlantic, Michigan and North Carolina growing regions. We could see this change as the seasonal transition to South Georgia will be in jeopardy due to the damage caused by Hurricane Irma. California/ Central Coast production is very good; however, we will need to keep a close eye on quality during the next 10 to 12 days due to this week's heat wave hitting the central valley and intercoastal regions. Currently, quality is outstanding and FOB prices are down.

Red Bell Pepper: Red Pepper Supplies are good this with additional intercoastal fields breaking. We expect good quality over the next week however this could change should the extreme heat levels remain constant for the next several days combined with higher than normal overnight lows. We could see this affect shelf life and lower yields over the next 10 to 12 days.

Yellow Pepper: Supplies have tightened up again as growers picked ahead earlier in the month to avoid any heat related crop damage. Supplies have been manageable and expect good quality over the next week.

Mini Sweet Pepper: Good supplies expected over the next 7-14 days, deals available on volume.

Eggplant: We will see major supply issues out of Georgia due to flooding and wind damage from Hurricane Irma. There is still some product being shipped out of Michigan and quality has been fair. We are still seeing good supply in the west. We expect to see new crop product out of Nogales Mid October.

English Cucumber: Supplies are mostly unchanged. We should see some improvement as greenhouse production in Mexico is anticipated to ramp up over the next 10 to 14 days. Markets remain mostly unchanged.

Cucumbers: ESCALATED We are beginning to see yields dip as the summer harvests out of the eastern growing regions show no relief in sight, as fall plantings in South Georgia have been severely damaged by Hurricane Irma. We expect to see escalated markets and potential supply interruptions through November. We are also seeing a slight production gap in the west due to field transitions which is putting additional pressure on an already decreasing supply. Quality in the west is good, but we still are seeing issues in the east. It is too soon to fully evaluate the damages to the offshore programs, but we will keep providing information as its supplied.

Green Beans: Supplies are good out of Michigan and Tennessee this week. Quality has also improved, seeing less rust and mildew issues. Supplies in the west have improved slightly as well however need to watch as there are some heat related issues which are expected to be ongoing through the remainder of the California season. FOB prices are mostly unchanged for next week.

Zucchini and Yellow Squash: Domestic supplies continue to shrink in the east as the Carolinas and Michigan production forecasts continue to drop due to seasonal cooler overnight temperatures. We are seeing daily increases in FOB quotes and quality remains marginal. We will see this market remain very tight through November as the fall transition crop in South Georgia has been severely damaged due to Hurricane Irma. In the west, high temperature, rain and humidity have impacted production in Fresno and Santa Maria. We expect to see lighter supplies and quality issues such as surface mold, pitting and scarring. We expect to see production begin in Nogales mid-October.

Herbs

California was hit with a major heat wave where we saw temperatures at over 100 degrees for almost a week. Fields suffered a little, but our farmers did a great job of keeping the fresh herbs protected.

EPAZOTE: It will be very limited due to the rains in Mexico and this should last for about two weeks.

OREGANO: It continues to be limited in supply and this should last for about 4 weeks.

BASIL: It has struggled a little, but supplies have not been affected as of yet.

All other fresh herbs remain steady.

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 has continued to decrease and has pushed the market higher. We anticipate the firmer pricing to remain as overall volume should begin to slow down over the next few weeks. Sizing is anticipated to be mostly regular 9s and 12s with some 15s being available. Strong retail business is expected to keep the larger fruit at more of a premium.

Honeydew production is also beginning to decline as our growers are seeing a virus impacting to their fruit. We could see a steady increase in fob prices through the rest of the summer harvest. Sizing has also shifted, peeking on 5's and 6's. Good internal quality is being reported as well. Brix levels are ranging from 11 to 14.

Watermelon: The Westside region will continue to have supply through the middle of October. Seed varieties used in the Fall the past few seasons have been expanded as they proved to be resistant to cooler weather that hits that region in October. Central Arizona should be ready in early October and Guatemala started planting last week with an early to mid-November start expected.

Mixed Vegetables

Artichokes: Steady market with higher prices. Quality is good.

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

Asparagus: EXTREME Due to Hurricane Irma we are very limited in supply. We have not been able to receive product as quickly as were planning. Flights are still being prioritized for passengers, leaving very limited space

for cargo. We do expect flights for cargo to become more available over the weekend. Our growers will be extremely limited on supply for the remaining part of the week.

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

Broccoli: Prices are higher and supplies are on the lighter side due to the heat. Quality is average. **Broccoli florets are ESCALATED** and we are seeing a shortage in supply.

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

Carrots: EXTREME Due to the heat and rain, we are seeing some quality issues and a shortage on jumbo supplies as well as tables and cellos.

Cauliflower: Market is good; supplies are plentiful and quality is very good. Prices are low.

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

Corn: Volumes are declining in all markets; however, demand is flat. The market is mostly unchanged, and quality is still good on yellow, white and bicolor.

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

Fennel: Supplies for the week will be good and quality is good.

Garlic: EXTREME We just finished our 2017 harvest this week. We have fortunately harvested our most normal crop since 2014. Our yields were pretty much as expected, nothing extraordinary, but a good crop of garlic. Presently, demand for domestic garlic still exceeds supply. We had a slight lull the first week of back to school/Labor Day, but otherwise, demand has been good and strong.

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: Supply is good on both coasts, quality is good.

Green Onions ESCALATED:

Iced: Prices are up, quality is poor with heat related damage.

Iceless: This market is steady and we are seeing heat related quality issues.

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 have cause quality issues.

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 ESCALATED

All supplies are shipping from the northwest and all indications are showing that supplies are significantly shorter than previous seasons. It is likely we will see pricing remain elevated as demand exceeds supplies. Sizing continues to be a serious issue. Sizing is peaking mostly on mediums and jumbos with very few big onions. We can expect that this will get better as we transition from the harvest onions into storage onions, but even with this, it is likely we will see pricing on large onions remain elevated this season and supplies to remain tight.

Potatoes: ESCALATED

Demand on consumers in the state appears to be good with steady prices. Demand on cartons is poor with lower prices on 40's thru 70's. Prices are stable for the moment for the remaining sizes. Harvest is well underway, with approximately 18% harvested now. You can expect harvest will get into full gear next week. Growers have been taking their crop to the fresh market and to the fryers to fulfill their early contracts. It has been too warm to put product into storage, but that will change next week. We are expecting cooler temperatures that will allow growers to safely store their crop. Rain is expected in the next few days and that may curtail harvest along with packing of fresh product. Quality has been very good with no major issues to report. The yields at this time have been below average for the first early weeks, but we expect to see average yields. Not an over burdensome large top, but a good middle for the new crop. We have been struggling the last few days with tight supplies on truck transportation out of the state and you can expect this to continue for the next few weeks.

TOMATOES-

EAST

HURRICANE IRMA UPDATE: We will see a very active market and potential supply interruptions on all east coast vegetable items due to the aftermath of Hurricane Irma. Several of our partner growers have sustained severe damage to infrastructure as well as crops. Fortunately, the forecast calls for favorable weather in the region over the next several days which will assist in the recovery process. We expect to see very active markets the next two to three months due to the damage of the fall crops in North Florida and South Georgia. We are anticipating a bold recovery in the Immokalee and Naples area in the next 4 to 6 weeks barring no additional severe weather events.

- **Rounds- ESCALATED:** Supplies in the east are tight through all eastern regions. All sizes and quality will be hit and miss due to the weather-related impacts of Hurricane Irma. We expect a severe supply shortage over the next several months due to the damages done to the fall transition crops in North Florida.
- **Romas- ESCALATED:** Supplies are lighter this week and prices have ticked upward once again. Quality remains an ongoing issue throughout the eastern growing districts due to the ongoing rain issues. We expect a severe supply shortage over the next several months due to the damages done to the fall transition crops in North Florida.
- **Grapes ESCALATED:** Supplies have tightened up significantly out of the Carolinas and Virginia. Prices have escalated and triggered. Quality is becoming an issue as the region continues receiving precipitation. We expect a severe supply shortage over the next several months due to the damages done to the fall transition crops in North Florida.
- **Cherries ESCALATED:** Supplies have tightened up significantly and will continue to see quality issues. We expect a severe supply shortage over the next several months due to the damages done to the fall transition crops in North Florida.

TOMATOES- WEST AND MEXICO

WEST COAST WEATHER STATEMENT: Last week California experienced severe weather including rain, high humidity and wind. Combine these events with several heat waves over the past several weeks, and it does not impact crops in a positive manner. We are seeing heavy bloom drop and damage to fruit maturing on the plants. We expect an early completion of the tomato and squash season in the west adding additional concerns for shortages of supply over the next few months as Florida begins to recover from Irma.

- **Rounds- ESCALATED:** Vine-ripe production continues through Otay and McAllen. The green market in California continues to struggle due to heat related quality issues such as lower shelf life and soft fruit. We could see a potential GAP between the California season and the fall crop in Nogales due to a potential bloom drop as well. We are receiving reports of production issues in Southern Baja as well as added demand from the east as a full evaluation of the damages caused by Hurricane Irma continue. We anticipate a steady increase in FOB prices over the next several weeks.
- **Romas -** Supplies are improving through Otay and McAllen. California is lighter than normal. We are seeing downward pressure on pricing, however the heat could turn things around. California quality will be in question due to the excessive heat. We expect to see tender fruit that will not have good shelf life.
- **Grape Tomatoes ESCALATED:** Crossings are lighter this week from Baja and could see a supply interruption due to production delays and quality issues related to the Tropical Storm Lidia. FOB Prices have increased again this week.
- **Cherries ESCALATED:** Supplies are lighter this week and prices remain firm. Quality and sizing are good.

APPLES, PEARS, & TREEFRUIT

Apples EXTREME: Demand from retail is extreme causing shortages industry wide. Golds and Granny's 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. Gala and Red Delicious are steady and good quality.

Pears: They started in California and we will see them in Washington soon. Anjou pears are steady and supply is good.

STONE FRUIT: DOMESTIC LOADING CENTRAL VALLEY, CA (CHERRIES- WASHINGTON)

- **Apricots:** Done for the season. Thank you for your support.
- **Yellow Peaches:** Packing Autumn Jewel this week. There is excellent quality and condition, and large sizes. Next up is the Autumn Queen that will be the last variety for this season. Supplies are available through September.
- **White Peaches:** Winding up on Lady Empress and Pearl Lady. Full Moon will start next week. There will be good supplies through the month of September, and good volume will be available on the Full Moon variety for September.
- **Yellow Nectarines:** Winding up for the season with Orange Heirloom Variety. There will be limited supplies for 2 more weeks.
- **White Nectarines:** Currently harvesting Artic Snow. Artic Mist will start next week and have good supplies through month of September.
- **Red Plums:** Good supplies on all sizes, and excellent quality and flavor. Supply is plentiful on Flavor Fall variety. There are good supplies on excellent eating fruit through September. We have many new late varieties that will be available through November: October Red, Fall Fiesta, Ruby Sugar, and Autumn Red.
- **Black Plums:** Good supplies on Black Onyx, Black Jack and Black Honey. Angelino's will start next week and have good supplies through October.
- **Ruby Red Velvet Apricots:** Done for the season. Thank you for your support.
- **Red and Black Pluots:** We will have supplies on pluots through October; sweet and juicy varieties.
- **Mottled Pluots:** Mega Dino and Dinosaur Egg varieties are available now. Good supplies available through month of September.