

Weekly Market Review

May 3, 2018

Overview

Most commodities are steady this week and showing better quality. Oranges have hit an **EXTREME** market with higher prices and shortages in supply as well as lemons. Mother's Day is fast approaching which means asparagus and berries may remain slightly active until after the holiday. Green leaf and avocados are escalated.

Market Alert

- Avocados - **ESCALATED**
- Cucumber – **ESCALATED**
- Green Leaf- **ESCALATED**
- Lemons- **ESCALATED**
- Limes – **ESCALATED**
- Mushrooms – **ESCALATED**
- Oranges – **EXTREME**

Watch List

Zucchini and Yellow Squash: In the produce industry, weather can make an impact as quickly as overnight. For these nightshade plants, overnight temperatures in growing regions were below normal, and ended up briefly stunting the plants. As a result, production yields are down causing the market to slightly spike. We will keep you updated on market developments of these items.

Transportation

Rates, although higher than expected, have eased as overall demand is lower. However, we do expect to see rates begin to increase as we approach the summer months as there is still an overall shortage of drivers. ELD's will be creating longer transit times which, as demand increases, will force rates to firm.

Weather

SOUTHEAST:

Thu 05/03	Fri 05/04	Sat 05/05	Sun 05/06	Mon 05/07	Tue 05/08	Wed 05/09
90° 65°	90° 65°	88° 71°	85° 71°	86° 70°	88° 69°	88° 70°
						
Clear	Clear	Chance of a Thunderstorm	Chance of a Thunderstorm	Partly Cloudy	Chance of Rain	Partly Cloudy

HERMOSILLO:

Thu 05/03	Fri 05/04	Sat 05/05	Sun 05/06	Mon 05/07	Tue 05/08	Wed 05/09
86° 55°	96° 63°	101° 68°	103° 69°	103° 69°	100° 66°	98° 65°
						
Clear	Clear	Partly Cloudy	Partly Cloudy	Clear	Clear	Clear

CULIACAN:

Thu 05/03	Fri 05/04	Sat 05/05	Sun 05/06	Mon 05/07	Tue 05/08	Wed 05/09
98° 69°	103° 70°	105° 71°	103° 68°	102° 68°	100° 66°	98° 65°
						
Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Clear	Clear	Clear

SALINAS:

Thu 05/03	Fri 05/04	Sat 05/05	Sun 05/06	Mon 05/07	Tue 05/08	Wed 05/09
67° 50°	73° 51°	70° 49°	66° 49°	72° 51°	72° 53°	70° 50°
						
Partly Cloudy	Partly Cloudy	Mostly Cloudy	Clear	Clear	Clear	Clear

COACHELLA:

Thu 05/03	Fri 05/04	Sat 05/05	Sun 05/06	Mon 05/07	Tue 05/08	Wed 05/09
90° 63°	100° 68°	105° 72°	107° 72°	105° 72°	107° 73°	105° 71°
						
Clear	Clear	Clear	Partly Cloudy	Clear	Clear	Clear

Good Buys

Spinach: Blanch it, sauté it, blend it, or eat it raw, the list goes on and on for this superfood! With summer right around the corner, why not try your hand at this refreshing and protein-packed hummus recipe? Hummus, made from chickpeas and other protein-rich ingredients, is a healthy alternative to high-fat and high-salt dips, as long as you do not eat this entire recipe in one sitting. It is filling, full of vitamins and nutrients, and by adding spinach this packs in even more fiber, protein, and essential vitamins into the mix. Enjoy!

SPINACH AND BASIL HUMMUS DIP (YIELDS ABOUT 2 CUPS)

- One 15-ounce can garbanzo beans [chickpeas], drained
- 2 cups fresh spinach leaves, washed
- 1 cup fresh basil leaves
- 1 tablespoon olive oil
- 2 tablespoons water (to start)
- 1 1/2 teaspoons lemon juice
- 1 tablespoon tahini
- Salt and pepper to taste (optional)

1. Add all ingredients to food processor and blend until smooth, about 2-3 minutes.
2. Scrape down sides of the food processor and add an additional tablespoon of water if the hummus is thicker than you desire.
3. Process again and then transfer into a bowl. [Source](#)

Fruits & Vegetables

Avocados: ESCALATED Arrivals have increased in preparation for Cinco de Mayo. Volumes are likely to return to normal by mid-May. In California we are seeing high quality fruit come in from the fields. The Peru season has had a slower start but the fruit coming in from the fields looking very clean. Mexico's late season fruit quality is rough. Growers are preparing for the Flor Loca crop.

Bananas: Demand on this item remains firm; however, prices will continue to ease. Quality will remain inconsistent due to weather that has impacted the growing regions in Guatemala, Mexico, and Costa Rica. This only further complicates an already short banana market across the country due to virus impacts. Due to improving inventories, we should no longer see ripening issues.

Pineapples: Demand remains firm, and quality and supplies are gradually improving. FOB quotes at the port are mostly unchanged.

Grapes: Good quality continues on the offshore programs, and pricing is normal for this time of year (mid 20's for premium sizing and deals being made on small fruit). Quality continues to be good. Pearlettes out of Mexico should begin crossing mid-May with the desert to follow. Thompsons are now available, pricing in the upper 20's to low 30's. Other varieties that are available include: Crimsons, Globes, and Autumn Royals. Projected start dates for Mexico are late April to early May. We are expecting overall volume to be down from last year.

Kiwi: California supplies are very limited; lighter supplies are also expected on Italian fruit coming through the East Coast. Markets continue to firm up.

Berries

Blueberries: Availability is good, Georgia blues will start up soon adding more availability to this commodity.

Blackberries: The market is steady, and quality is good.

Raspberries: We are seeing some shortages in supply in this market, quality is good.

Strawberries: The market has improved showing better quality and steady supplies. Supplies usually tighten up before Mother's Day.

California / Arizona Citrus

Demand on lemons has improved; however, it's still a lower yield than in years past. Upcoming issues with weather may potentially create issues with supply and quality. We will keep you posted. The demand for CA navels has far exceeded supply. Markets will remain high until domestic Valencia market kicks in.

Navels/Valencia's: EXTREME We are still seeing a shortage in supply and higher prices. This market may become even shorter in supply and will last until the domestic Valencia market takes over.

Lemons: ESCALATED This is a very active market. Prices are still higher than normal, but quality is good. Imports start in June.

Limes: ESCALATED Big Fruit continues to remain tight and we are having to grade the fruit to obtain quality needed for shipping. This has caused some tighter supplies on the 175-200ct and pricing remains elevated although it is a lot better. We expect to see prices alleviate even more over the next couple weeks.

Grapefruit: Texas grapefruit is available. Florida Star Ruby/Red is available. California grapefruit has started.

Specialties:

- Pink Lemons are available.
- Gold Nugget mandarins are available.
- Ojai Pixie Tangerines are available.
- Only a few Minneola's are left.
- Domestic Blood oranges and Cara Caras are available showing good quality.
- New Zealand Meyers are available.
- Halos and Cuties are available.

California Lettuce

Butter: Demand is good. Quality is average.

Green and Red Leaf: ESCALATED on Green Leaf Quality is good and supplies are normal on red leaf. Green leaf is very active due to the past situation with romaine, we are seeing prices rise and product is in escalation as well as shortages in supply.

Iceberg Lettuce: This market is active due to cool weather slowing down supplies and demand from Mother's Day. Quality is very good.

Romaine: Produce Alliance continues to purchase CA product only. Supplies have returned to normal. Quality is good with occasional fringe burn.

Romaine Hearts: Supplies are normal. Demand and quality are good.

Eastern and Western Vegetables

Green Bell Pepper: Supplies out of Florida are good, however, there are some early signs of quality issues due to the colder temperatures. Overall quality in the East is good despite some reports of lighter colored fruit in the fields. We will see new summer production out of South Georgia over the next 2 to 3 weeks. Supplies are less in Nogales and quality is deteriorating due to older plants throwing weaker fruit, demand has been shifting to the desert where quality is outstanding. FOB prices are expected to firm up this week.

Red Bell Pepper: Supplies are limited, and FOBs are higher this week. We should start to see some relief over the next two weeks as Coachella and Thermal ramp up production.

Yellow Pepper: Production is light and is pushing the market higher. Quality is still very nice.

Mini Sweet Pepper: Markets remain mixed by region. Good supplies are available in the East and supplies are winding down through Nogales. We should see new crop crossing through Otay late next week.

Eggplant: Warmer weather continues to improve availability on both coasts; FOB prices are unchanged this week and quality is very nice.

English Cucumber: There are excellent supplies crossing through Nogales and McAllen.

Cucumbers: ESCALATED Select cucumbers have triggered on the East Coast programs. Florida production continues and Georgia is close to starting; however, we are seeing lower volume across the region as cooler temps have slowed the plants down. FOB prices are getting active showing ticks upward of \$2-\$3 across the category in the East. Quality remains very nice. West coast supplies are experiencing the same circumstances as the East, with cooler than normal temps slowing production down and driving FOB prices up. Quality remains great.

Green Beans: Markets are settling, and quality is excellent, in the East. The transition from Mexico to the desert is still occurring. Supplies are limited, FOB's are high, and quality remains excellent.

Zucchini and Yellow Squash: WATCH LIST FOB markets are up in the East due to struggling quality, however, we will see production out of South Georgia later this week. Still seeing high winds affecting product out of Hermosillo and we will see some relief once California ramps up. FOB prices remain firm and expected to stay this way through Mid-May.

Herbs

LAVENDER: Local frost has affected this crop and we will be out for several weeks.

OPAL BASIL: This commodity is back and there should be a steady supply now as a result.

ROSEMARY: Local supplies are average.

SAVORY: Supplies should improve this week as local supplies ramp up.

OREGANO: This commodity started to flower early this year.

All other herbs supplies continue to look steady and quality has been very good. We do not for see any supply issues for the next two weeks.

HERB	SUPPLIES	QUALITY	COUNTRY OF ORIGIN
Arugula	Steady	Good	USA
Basil	Steady	Good	USA/MEXICO
Opal Basil	Limited	Good	USA
Thai Basil	Limited	Fair	USA/MEXICO
Bay Leaves	Steady	Good	USA
Chervil	Steady	Good	USA
Chives	Steady	Good	MEXICO
Cilantro	Steady	Good	USA
Dill	Steady	Good	USA
Epazote	Steady	Good	MEXICO
Lemongrass	Steady	Good	USA
Marjoram	Steady	Good	USA
Mint	Steady	Good	USA
Oregano	Steady	Good	USA
Italian Parsley	Steady	Good	USA
Rosemary	Steady	Good	USA
Sage	Steady	Good	USA
Savory	Steady	Good	USA

Sorrel	Steady	Good	USA
Tarragon	Limited	Good	MEXICO
Thyme	Steady	Good	USA/MEXICO
Lemon Thyme	Limited	Fair	USA
Lavender	Limited	Good	USA
Lime Leaves	Limited	Good	USA

Melons

Cantaloupe: The cantaloupe market is mostly stable with continued arrivals from Guatemala and Honduras. We are being told the sizes are shifting from mostly large to majority 12/15ct. Promotional volume is available going into the first week of May. Quality is outstanding right now as we are seeing optimal production, brix levels (11-14%) with occasional higher levels.

Honeydew: Good demand has kept the market steady. There has also been a swing back to larger sized fruit (4/5) ct. Quality has been clean with brix levels mostly in the 11-13% range. Our growers anticipate an active market for the next three weeks.

Watermelon: Seedless watermelons remain steady with a decent demand on larger sizes (4/5s). Movement on smaller sizes has been limited. Growers of seedless melons from Central America are done for the season.

Mixed Vegetables

Artichokes: We are seeing improvement in this market. Quality is better.

Arugula: Quality has improved, and supplies are good.

Asparagus: Expect small shortages in the next week due to Mexico finishing up and Peru not harvesting all fields. There are also limited flights due to flowers taking priority for Mother's Day.

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

Broccoli / Broccoli Florets: Supplies are very good. Quality is good and demand is steady.

Brussels Sprouts: Supplies are light and quality is average. Prices are higher.

Carrots: We are seeing both good quality and volume.

Cauliflower: Quality is good. Cooler temps are slowing down production.

Celery: Demand is steady and quality is good.

Corn: Good volume continues on yellow and bi-color. The desert should ramp up in the next 7 to 10 days.

Cilantro: Supplies are good and quality is fair due to the colder weather.

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

Garlic: EXTREME We are about 50% done with the 2017 crop. Supplies will remain tight between now and July. Prices remain high.

Ginger: Chinese ginger markets are mixed, but quality is good. Also, product is available at higher costs from Brazil, Costa Rica and Honduras and Peru with no major quality issues being reported.

Green Cabbage: Supplies have improved in the southeast as well as in the West. FOB calls are down and quality remains very nice.

Green Onions: Market is firm with good supply, although we are seeing some slight insect damage.

JICAMA: Markets remain firm due to ongoing short supplies and will continue to see some quality and shelf life issues.

Kale (Green): Quality and supplies are good.

Mache: Availability is adequate.

Mushrooms: ESCALATED Mushroom growers are still recovering from the severe damage in the South and Southeast, as well as Puerto Rico. Hurricane Harvey and Irma have resulted in a tightening market, and the American Mushroom Institute has said it expects supply to be affected for several months. We are starting to see some improvement of supply and will keep you informed of any changes.

Napa: Supplies are lower and demand is steady.

Parsley: (Curly, Italian) Quality is fair and supplies are good.

Rapini: Supplies have improved and markets are steady. Quality has improved.

Radishes: Supplies are steady and quality is good shipping through Arizona and Florida.

Red Cabbage: Quality has been hit and miss while sizing remains good. We are seeing some external quality and color issues causing markets to remain firm in the East as well as Texas. West Coast volume is improving.

Snow and Sugar Snap Peas: Snow and sugar snap peas supplies are steady through Miami.

Spinach (Bunched): Quality has improved and supplies are steady, but may tighten up.

Spinach (Baby): Baby and clipped spinach supplies are good and quality has improved.

Spring Mix: Supplies and quality are good.

Onions:

Production has significantly increased in the Imperial Valley, California. This increase in volume is making up for Idaho/Oregon finishing up their crop, with much fewer supplies remaining in Washington. Please note, Washington is susceptible to sprouting and some internal issues shortly after arrival. Texas onions remain shipping in heavy volume; however, they will begin to wind down in the next 7-10 days. The size profile in Texas remains heavier to smaller onions, therefore Colossals and Supers are becoming a bit short as of late, with more availability on Medium Yellows. We are seeing much better availability of Colossal and Super Colossal in California as their onions are running much larger. We are seeing reds that are much heavier than jumbos and mediums being fairly tight in both regions. Yields have been healthy in both Texas, as well as California, and we do not anticipate any major spikes in pricing at this point.

Potatoes:

The market remains stable on all size cartons and consumer packs. There is good availability and no transportation issues right now. The Norkotah supply is about finished and most growers will be running exclusively Burbanks over the next few weeks.

TOMATOES - EAST

- **Rounds:** Weather and overall growing conditions have been outstanding keeping quality excellent. Expecting a smooth spring crop for the next 3-4 weeks. FOB prices are up a tad due to increased demand.
- **Romas:** Roma's are fairly steady this week. Expect a smooth spring crop for the next 2-3 weeks.
- **Grapes:** We anticipate excellent supply for the next 3 weeks. FOBs remain steady and quality is excellent. We do expect the market to turn slightly over the next 10 days and FOB prices to move upward.
- **Cherries:** Supply is steady and volume looks good for the next 3-4 weeks. Quality is excellent

TOMATOES - WEST AND MEXICO

- **Rounds:** Sinaloa continues to wind down through Mid-May while Baja is ramping up, keeping the FOB spot market at or near minimum. Quality is beginning to decline out of Sinaloa as the season ends, please make sure and manage inventory levels properly while Baja quality is outstanding.
- **Romas:** Volume and quality are outstanding from all regions and expected to remain steady through Mid-May.
- **Grapes:** Supply will begin to decline and will see a turn in the market over the next 7-10 days as older fields continue to grow less fruit with ongoing quality issues due to weather impacts.
Cherries: Mainland production continues to show quality issues while new crop out of Baja is outstanding.

APPLES & PEARS

Apples: We will continue to have good supply of the major varieties of apples through the spring and summer. We have finished packing some varieties of apples for the season so the emphasis for balance during the season will be on the six or seven remaining varieties. The quality, condition, and color on almost all varieties looks very good, and since we normally harvest the late storage apples first in the season I expect the condition on the remaining production to be very good.

Pears: Both Anjou and Gold Bosc pears are available especially on the larger (70's to 100's) sizes, but they are beginning to wind down for the season. Most of the supply that is left in the Northwest will either come from the Hood River Oregon area or from the Wenatchee area in Washington.

STONE FRUIT

Stone fruit will be starting up shortly with apricots around April 20th. The week of April 23 there should be some yellow nectarines and white peaches in low volumes to start. The week of April 30th we will start to see white nectarines and yellow peaches. Red and black plums will start mid to end of May.