

Weekly Market Review

September 13, 2018

Overview

Most commodities are steady. Valencias and lemons are still in an **ACT OF GOD** with higher prices and shortages in supply. Most West Coast veg items are steady.

Market Alert

- Cilantro – **EXTREME**
- Lemons – **ACT OF GOD**
- Mushrooms – **ESCALATED**
- Oranges (Valencias) – **ACT OF GOD**

Transportation - EXTREME

With full implementation of the ELD now in place as well as a nationwide shortage of available trucks on the market, rates are expected to continue to be above normal through the remainder of the summer. We are seeing an average increase of 15 to 20 percent over last year's comps.

Weather

ASHVILLE:

Thu 09/13	Fri 09/14	Sat 09/15	Sun 09/16	Mon 09/17	Tue 09/18	Wed 09/19
90° 72°	92° 72°	92° 70°	89° 69°	90° 70°	90° 70°	92° 70°
						
Chance of a Thunderstorm	Partly Cloudy	Clear	Clear	Clear	Clear	Clear

JALISCO:

Thu 09/13	Fri 09/14	Sat 09/15	Sun 09/16	Mon 09/17	Tue 09/18	Wed 09/19
78° 60°	76° 59°	77° 59°	77° 59°	78° 59°	79° 59°	79° 59°
						
Chance of a Thunderstorm	Chance of a Thunderstorm	Thunderstorm	Thunderstorm	Chance of a Thunderstorm	Chance of a Thunderstorm	Chance of a Thunderstorm

SALINAS:

Thu 09/13	Fri 09/14	Sat 09/15	Sun 09/16	Mon 09/17	Tue 09/18	Wed 09/19
68° 54°	67° 53°	69° 48°	69° 51°	67° 50°	66° 51°	69° 50°
						
Clear	Partly Cloudy	Partly Cloudy	Clear	Partly Cloudy	Partly Cloudy	Clear

SELMA:

Thu 09/13	Fri 09/14	Sat 09/15	Sun 09/16	Mon 09/17	Tue 09/18	Wed 09/19
85° 51°	86° 54°	87° 52°	85° 53°	88° 54°	87° 54°	86° 55°
						
Clear						

HUDSONVILLE:

Thu 09/13	Fri 09/14	Sat 09/15	Sun 09/16	Mon 09/17	Tue 09/18	Wed 09/19
77° 57°	80° 57°	85° 63°	86° 64°	84° 63°	81° 57°	73° 55°
						
Partly Cloudy	Clear	Clear	Clear	Clear	Clear	Chance of Rain

Good Buys

Red Peppers!

Green and yellow and red, oh my! Red Bell peppers are a hot item on the market and this week's Market Report good buy. Did you know that this produce item is packed full of vitamins and minerals such as vitamin C, B6 and folate? In fact, one medium red bell pepper has about 37 calories, protein and fiber.

The taste of ripe peppers can also vary with growing conditions and post-harvest storage treatment; the sweetest fruits are allowed to ripen fully on the plant in full sunshine, while fruit harvested green and after-ripened in storage is less sweet. These beauties are great for stuffing, pickling, sautéing or just eating raw with some delicious dip!

Try roasting red bell pepper and turning it into a Hot Roasted Red Pepper Dip and using it at your next fall gathering.

[Hot Roasted Red Pepper Dip](#)

Ingredients

- Nonstick cooking spray, for the baking dish
- 2 roasted red bell peppers (jarred)
- 2 cloves garlic
- One 8-ounce package cream cheese, at room temperature
- 1/2 cup mayonnaise
- 1/2 cup grated Parmesan
- 1/2 teaspoon kosher salt
- 1/4 teaspoon freshly ground black pepper
- 6 large fresh basil leaves
- 1/4 cup shredded mozzarella
- Toast rustic bread, for serving

Directions

1. Preheat the oven to 325 degrees F. Grease a 2-quart baking dish with cooking spray.
2. In a food processor, blend the roasted red peppers and garlic until combined. Add the cream cheese, mayo, Parmesan, salt, pepper and basil to the processor and blend. Spoon into the prepared baking dish. Top with the mozzarella. Bake until bubbling and the top is golden brown, 20 to 25 minutes. Serve with toasted rustic bread.

Fruits & Vegetables

Avocados: Markets continue to ease back as inventories begin to improve and relieve pressure on the markets. Sizing is still mixed and shorter on the smaller grades. We expect this condition to continue through the first week of October. Due to the lower markets, the growers in Mexico are scaling back production to stabilize the freefall. Outlook for September remains volatile. October should return to normal supply barring no weather events or unrest.

Bananas: Demand on this item remains firm and supplies are expected to remain good through the rest of the year. Quality is good.

Pineapples: Volumes will remain light through September. Sizing has, and will continue to improve on larger sizes. We do expect good volumes for October and the remainder of the year.

Grapes: Grapes out of California continue to plug along with good supplies and quality. Green prices are expected to begin to trend upward in the coming weeks as the supplies will begin to be limited.

Kiwi: Good supplies available on Chilean product.

Berries

Blueberries: Quality is good and supplies are plentiful.

Blackberries: Supplies are good; however, the heat in the northern growing area of California is causing the berries to mature faster causing some issues with quality.

Raspberries: Supplies are steady; however, the heat in the northern growing area of California is causing the berries to show some quality issues.

Strawberries: The heat in the Northern growing area of California is causing the berries to mature faster than normal. This also causes a drop in size and soft/bruising berries; however, supply is good.

California / Arizona Citrus

The lemon market is in an **ACT OF GOD**. We are seeing extreme shortages in supply as well as much higher prices. The demand for Valencias has far exceeded supply as well. Markets will remain high as the domestic crop has come up extremely short this year.

Valencia's: ACT OF GOD Our Valencia growers in the San Joaquin Valley were affected by extreme heat which caused post bloom conditions in our fruit. As a result, this has caused a lighter crop and there is virtually no small fruit available. At this time, our growers suggest moving to a larger size Valencia. We also have one supplier that will not have any small fruit at all and has evoked an **ACT OF GOD**. We apologize for this disruption and recommend that you take oranges off your menu or change to a larger size at this time. We are monitoring this situation closely and will

update you with more information regarding Valencias as the week continues. Thank you again for your support and understanding.

Lemons: ACT OF GOD As stated previously, this is primarily due to the very hot weather which has matured the fruit much faster than normal leaving us with virtually no supply and very standard grade fruit. Please note, prices will be very high, and product will be short until this is resolved. Other contributing factors:

- Arrivals from Argentina into the East Coast are fewer than expected.
- Chile has been sending fruit to locations outside of the US, in expectation of Argentina arrivals into the USA, which as noted above, are not happening at the usual volume.
- Various rain events in Argentina and Chile causing gaps in harvest/packing.
- Uncertain Mexico supply remains in question in terms of total volume for the season due to cold weather which slowed fruit production at the beginning of the year.

Between now and October (when desert production is in full swing), we expect to see severe pro rates. Produce Alliance recommends accepting flexibility in size and grade as a key to mitigating this situation.

Limes: Demand has been steady this past week, though large fruit remained a little bit tighter. New crop will start to appear in a few weeks. Pricing remains steady and we should see a little drop once new crop is in full swing.

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: Supplies are normal, and demand and quality are both good.

Green and Red Leaf: Red leaf quality is good, supplies are normal, and demand is average. Green leaf supplies are normal quality and demand are good.

Iceberg Lettuce: Supplies and demand are steady, and quality is good.

Romaine: Supplies are slightly above normal. Demand and quality are both good.

Romaine Hearts: Supplies are slightly above normal. Demand and quality are both good.

Eastern and Western Vegetables

Green Bell Pepper: Supply is starting to tighten with FOBs moving up about \$2 across the market. Quality continues to be a bit of a challenge due to vicious rain and heat cycles.

Red Bell Pepper: Supplies and quality are excellent; deals are being made on volume.

Yellow Pepper: Supplies and quality are excellent; deals are being made on volume

Mini Sweet Pepper: Good supplies are available. These are excellent for fajitas and stir fry, call for deals on mini sweet peppers!

Mixed Chili Pepper (Jalapeno, Anaheim, Poblano, Serrano): Supplies are lighter and FOB prices are up a few dollars across the entire category. West Coast remains consistent on price; however, quality is suffering due to heat-related issues.

Eggplant: Supply is a little snug with Michigan done and Georgia just beginning. Prices are up with mostly good quality available.

Cucumbers: There is currently a very active market in the East. Michigan is mostly done with very limited supply coming from the region. Local fall crops are on the horizon, but that could be up in the air now with Florence about to make landfall. FOBs are up with fair to good quality.

Green Beans: Markets are improving, harvest estimates are back on target, and quality is good in the East. On the West Coast, the prices are down a few dollars; however, there are still quality issues with West Coast beans due to the heat. We are seeing a lot of product being transferred from the East to West Coast to compensate for the shortfalls.

Zucchini and Yellow Squash: With Michigan mostly done and the Eastern Carolinas having only light supplies, markets are a little active and moving up. Georgia is just beginning, but the region is not producing enough supply to cover demand. Quality is fair to good.

Pumpkins: Now available out of Indiana and Michigan.

Herbs

BAY LEAVES, OREGANO and MARJORAM: Supplies have been affected by the latest heat wave. Supplies are limited for the next two weeks.

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

Melons

Cantaloupe: Supplies remain good on larger-sized fruit as the continued warm weather pushes the crop forward. Sizing is still leaning heavy to 9's with limited supply on 12's and 15's. Quality on the new crops is outstanding, brix levels are at 14 to 16 with occasional higher levels, and fruit is showing a good external appearance with even netting and full slips. Markets will remain stable through this week.

Honeydew: Supplies are plentiful as the continued warm weather pushes the crop forward. Quality is excellent with sugar levels ranging from 12 to 14. Sizing mix is heavy to 5's with limited supply on 6 and 8's. Markets will remain stable through this week.

Watermelon: The seedless watermelon market is mixed due to lighter supply, mostly a result of heavy rain. Demand remains firm due to warm weather and heavy school business. Supplies are loading out of Texas, Michigan, Oklahoma, Indiana and California.

Mixed Vegetables

Artichokes: Quality is excellent, and demand is good.

Arugula: Quality and supplies have improved and product is available.

Asparagus: There is still a slight shortage on larger sizes, as well as higher prices on the larger-sized product, but expect to see improvement next week. All other sizes remain steady.

Bok Choy: Quality is average, and demand is fair.

Broccoli / Broccoli Florets: Supplies are still on the lighter side this week, but will improve later this week. The demand remains good and the market is strong.

Brussels Sprouts: Supplies are light, and quality is good. Prices are steady.

Carrots: We are seeing both good quality and volume.

Cauliflower: Quality is good, supplies have slightly improved, and demand is steady.

Celery: Supplies are normal and the markets are slightly better, but they are still just average with moderate demand. Quality is good out of Salinas.

Corn: Good quality is mixed out of Michigan and New York. South Georgia will be ramping up this weekend.

Cilantro: Supplies and quality are expected to improve next week, but we are still seeing higher prices and slight shortages.

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

Garlic: The market is about 50% done with the 2017 crop. Supplies are steady and prices remain high on domestic product.

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: The cabbage market is easing in the Midwest (Wisconsin) as well as the West Coast. Markets are still firm.

Green Onions: Iced - The market is active due to lighter supplies. **Iceless** - Like the iced market, the iceless market is active due to lighter supplies.

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 and demand are steady.

Parsley: (Curly, Italian) Quality 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: Markets remain firm despite decent supplies out of the Midwest. Quality has been hit or miss while sizing remains good. Central coast production is good; however, with lighter volume in the East, the market has firmed up in the West.

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

Spinach (Bunched): Quality and supply have improved and product is available.

Spinach (Baby): Baby and clipped spinach supplies are good, and quality is fair.

Spring Mix: Quality and supply have improved and product is available.

Onions:

Idaho/Oregon and Washington are now shipping all three colors fresh out of the field. Quality is strong to start, and harvest is running smoothly with minimal interruption or weather concerns. Skin is starting to get better as the onions continue to cure down. While sizing on yellows is still peaking to jumbos, the availability of larger-sized onions is improving. We are seeing Colossal and Super Colossal in better supply, which has resulted in some reduced pricing on these items. We are seeing white onions are still in short supply and remain elevated in price. Reds are much more plentiful as well, and those prices have also been reduced. Overall, the season appears to be leaning toward a more 'normal' year in terms of size, yield and quality. What was once expected to be a very large crop, has been reduced size in part to the heat wave the Northwest has been experiencing over the last several weeks.

Potatoes:

Harvest remains underway and all growers are exclusively shipping new crop Norkotahs out of the field. Quality and availability have been very strong across the board on most sizes. Overall, there is a good mix of size throughout the state. We do not anticipate the new crop Burbanks becoming available until around the middle of October. By that time, all potatoes will be coming exclusively out of storage and should be through the sweat and curing process. Transportation has been challenging and we are seeing rates increase.

TOMATOES - EAST

- **Rounds:** With only a few weeks left in the late summer crop, Alabama and Tennessee are still harvesting light, but steady supplies. Fall crop out of South Carolina has begun with Florida still about 4 weeks out, but demand remains very weak. With Hurricane Florence on the horizon, we could see a rapid shake up in the East. These crops generally grow along river banks. Growers are extremely concerned about the high rainfall causing river flooding, which will have a major impact on the last few weeks of their planting cycle. FOBs are actually down about \$2, but we do not expect this to hold into the following week. Quality has been various from all regions and field by field, but overall, it has been good.
- **Romas:** Light supplies are still coming from mostly the Tennessee region. With Hurricane Florence on the horizon, we could see a rapid shake up in the East. These crops generally grow along river banks. Growers are extremely concerned about the high rainfall causing river flooding, which will have a major impact on the last few weeks of their planting cycle. With that, FOBs are steady, but firm. Quality has been various from all regions and field by field, but overall, it has been good.
- **Grapes:** There has been a little bump in supply to go alongside the weak demand. FOBs are down about \$2. Quality is still a little shaky, but overall good.
- **Cherries:** These are experiencing lackluster demand as well, and will move into next week unchanged. Quality is mostly good, but they occasionally will show signs of rain and heat stress concerns.

TOMATOES - WEST AND MEXICO

- **Rounds:** Demand is flat but markets remain firm due to lighter supply and lack luster quality. Prepare to see shorter than expected supply due to the heat-related issues.
- **Romas:** Supplies are snug keeping firm pressure on FOBs. Prices are unchanged this week, but expect them to begin falling as newer blocks come online. Quality is improving out of California and Mexico.
- **Grapes:** Demand & supply has been mostly steady. FOBs are expected to remain the same. Quality is good to excellent.
- **Cherries:** Supplies remain snug, yet steady. FOBs will remain unchanged. Quality is mostly good, but some shippers are showing light color.

APPLES & PEARS

Apples – Northwest: We will continue to have storage supply of the major varieties of apples through the remainder of summer, and we have finished packing all varieties. The quality, condition, and color on almost all varieties looks very good. New crop gold varieties and galas are starting up this week, followed by Fuji in two weeks. Granny and Red Varieties are projected to ramp up the first week of September followed by pinks in October.

Apples – Northeast: There is light volume on reds out of New York and Chilean Granny Smith through the port of Philadelphia.

Pears: New crop Bartlett pears have started with good supply available especially on the larger (70's to 100's) sizes. Expect to see new crop Bosc and D 'Anjou start first week of September.

STONE FRUIT AND CHERRIES

- **Plums:** Markets are firming on black and red varieties. Markets remain firm and should steadily raise as the season winds down.
- **Peaches:** Supplies are good on yellow and white tray packs as well as volume fill out of the San Joaquin Valley. In the Southeast, ½ Bu's are available on yellow flesh varieties. We expect the summer harvest to finish up mid-September. Yellow and white flesh varieties are available out of the PNW loading in Yakima
- **Nectarines:** Supplies are good on yellow and white tray packs as well as volume fill out of the San Joaquin Valley. Volumes will begin a slow decline this week with the end of season expected sometime mid to late September. Yellow and White flesh varieties available out of the PNW loading in Yakima.
- **Italian Plums:** Production is starting up out of the Northwest. The first sign fall is near!