

Weekly Market Review

October 5, 2018

Overview

Valencias and lemons are still showing higher prices than normal for this time of the year, but they continue to improve weekly. There are also some quality issues showing up for lettuce and tender leaf commodities.

Market Alert

- Cabbage (Green and Red) – **EXTREME**
- Cilantro – **EXTREME**
- Green Onions – **EXTREME**
- Lemons – **EXTREME**
- Mushrooms – **ESCALATED**
- Oranges (Valencias) – **EXTREME**
- Sugar Snap Peas - **EXTREME**

Watch List

- Sweet Potatoes and Yams
- Squash Zucchini
- Roma, Grape, and Cherry Tomatoes (East, West, and Mexico)

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

HERMOSILLO:

Thu 10/04	Fri 10/05	Sat 10/06	Sun 10/07	Mon 10/08	Tue 10/09	Wed 10/10
96° 68°	96° 64°	93° 66°	87° 63°	81° 60°	84° 60°	87° 64°
						
Clear	Clear	Clear	Clear	Partly Cloudy	Clear	Clear

JALISCO:

Thu 10/04	Fri 10/05	Sat 10/06	Sun 10/07	Mon 10/08	Tue 10/09	Wed 10/10
82° 62°	81° 61°	78° 60°	77° 58°	79° 55°	80° 55°	80° 58°
						
Partly Cloudy	Chance of a Thunderstorm	Thunderstorm	Chance of a Thunderstorm	Chance of a Thunderstorm	Partly Cloudy	Chance of a Thunderstorm

SALINAS:

Thu 10/04	Fri 10/05	Sat 10/06	Sun 10/07	Mon 10/08	Tue 10/09	Wed 10/10
67° 52°	68° 52°	68° 52°	72° 50°	72° 50°	68° 50°	66° 49°
						
Fog	Clear	Clear	Clear	Clear	Clear	Clear

MOULTRIE:

Thu 10/04	Fri 10/05	Sat 10/06	Sun 10/07	Mon 10/08	Tue 10/09	Wed 10/10
90° 65°	92° 67°	91° 67°	89° 71°	89° 71°	88° 70°	87° 71°
						
Clear	Clear	Clear	Chance of Rain	Chance of a Thunderstorm	Partly Cloudy	Chance of a Thunderstorm

PALMETTO:

Thu 10/04	Fri 10/05	Sat 10/06	Sun 10/07	Mon 10/08	Tue 10/09	Wed 10/10
90° 74°	91° 72°	91° 71°	90° 73°	90° 74°	91° 74°	90° 74°
						
Partly Cloudy	Chance of a Thunderstorm					

SELMA:

Thu 10/04	Fri 10/05	Sat 10/06	Sun 10/07	Mon 10/08	Tue 10/09	Wed 10/10
77° 56°	78° 55°	79° 52°	79° 51°	81° 51°	80° 52°	77° 50°
						
Partly Cloudy	Clear	Clear	Clear	Clear	Clear	Clear

Good Buys

Bananas!

Whether you're baking them into breads or snacking on them during the day, one thing is for sure. The world would be a much sadder place without our beloved bananas.

The banana market is currently showing wonderful field results with both supplies and quality expected to remain solid for the rest of 2018. Talk about perfect news going into the winter months! We can count on this trusty tropical fruit to keep our taste buds satisfied all year long.

Because pumpkin spice is taking over dishes everywhere this season, it's only appropriate to provide a fall-themed recipe on a classic. Enjoy a warm slice of Pumpkin Spice Banana Bread and sleep well tonight know bananas are available for all your menu needs.

[Pumpkin Spice Banana Bread](#)

Ingredients

For the bread:

- 3/4 cup granulated sugar
- 1/2 cup vegetable oil
- 1/4 teaspoon salt
- 2 overripe bananas
- 2 large eggs
- 7 tablespoons sour milk or add 1 teaspoon vinegar to the milk to sour it
- 1 teaspoon vanilla extract
- 1 teaspoon baking soda
- 1 1/2 teaspoons [pumpkin pie spice](#)
- 2 cups all purpose flour

For the glaze:

- 1 3/4 cups powdered sugar
- 1/4 teaspoon salt
- 1 teaspoon [pumpkin pie spice](#)
- 1 1/2 teaspoons vanilla
- 2 tablespoons heavy whipping cream

Directions

1. Preheat oven to 375°F. Grease a 9x5 or 10x5.5" loaf pan with shortening or butter and coat it with sugar. (You do this like you would grease and flour a pan. Grease it first, then add about 2 tablespoons sugar to the pan and move the pan side to side until the bottom and sides are coated with sugar. Do NOT substitute cooking spray for the butter. You can skip the sugaring and just use cooking spray, if you wish.)
2. Stir oil, sugar, and salt with wooden spoon or spatula. Set aside.
3. Add bananas, eggs, milk, vinegar, vanilla, baking soda, and pumpkin pie spice to a blender jar and blend until smooth.
4. Pour half the banana mixture into the oil mixture with 1 cup of flour. Stir until just incorporated, then add the remaining banana mixture and flour. Stir until just incorporated. Pour into prepared pan.
5. Bake for 45-60 minutes, or until a toothpick comes out clean alongside the crack. (If you put the toothpick in the crack it will come out with just a little batter/crumbs sticking to it.) The edges will be a dark brown and there will be a nice crack down the center. (There is a wide range of cooking time because all ovens bake differently, as do all pans. My banana breads never bake in the same amount of time!)
6. Cool completely before removing loaf from pan and frosting.
7. To make the frosting: whisk powdered sugar, pumpkin pie spice, and salt in a medium bowl. Whisk in vanilla and 1 tablespoon heavy whipping cream, adding more cream as needed for consistency (up to 2 tablespoons). Frost banana bread. Chill to set. Store in an airtight container for up to 3 days or slice and freeze for up to 1 month.

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 as strikes in Costa Rica continue. We hope to see this improve over the next two weeks. Quality and sizing are stable; and we do expect good volumes for October through the remainder of the year.

Grapes: Red grapes are mostly Scarlet Royal. Allison and Vintage Reds will begin harvest in 2-3 weeks. Green grapes that are currently being harvested are Autumn King. These are showing great size and flavor. Red Globes are available with good volumes, and Autumn Royals have started being harvested as the Summer Royals are finishing up.

Kiwi: Good supplies available on Chilean product.

Berries

Blueberries: Quality is good and supplies are plentiful.

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

Raspberries: Supplies are average; the heat and rain in the Northern growing area of California is causing the berries to show some quality issues.

Strawberries: The heat and the rain in the Northern growing area of California is causing the berries to show some quality issues. Supply is currently short and prices are rising.

California / Arizona Citrus

The lemon market is **showing some improvement and prices are coming down**. The Valencia market is improving slightly as well. Markets will remain high all year as the domestic crop has come up extremely short.

Valencia's: EXTREME However, we are seeing weekly improvement in this market with good quality and better prices.

Lemons: EXTREME However, we are seeing improvement in this market. As stated previously, this is primarily due to the very hot weather causing the fruit to mature much faster than normal leaving us with virtually no supply and very standard grade fruit. Please note, prices will be somewhat higher than normal. We expect weekly improvement until November when we expect stable prices.

- 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: Summer Marsh Ruby variety is available right now in Southern CA. Sizes are peaking for 36/32/27, mostly fancy grade. Desert crop grapefruit will be expected to start in November.

Imports/Specialties available:

- South African/Chilean/Australian navels A
- Australian mandarins
- Chilean clementines

- Uruguayan mandarins
- Cara Caras/Blood Oranges

California Lettuce

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

Green and Red Leaf: Green leaf supplies are very light, quality is fair, and demand is good. Red leaf supplies are light, demand is good, and quality is fair.

Iceberg Lettuce: Supplies continue to be below budget. The market has been very active, but prices have lowered. There is a good chance prices could bounce back higher.

Romaine: Supplies are slightly below normal, and demand and quality have both been fair.

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

Eastern and Western Vegetables

Green Bell Pepper: There are still a handful of local Eastern deals still lingering, but there is no real volume from these programs. GA & SC are both the major players here, but also have light supplies. FOBs are steady moving into next week with great quality coming from both regions.

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): WATCH LIST Supplies on the East Coast are tight as local deals wind down and South Georgia and Florida are slow to pick up the slack. Quality is fair and FOB prices are up an average of \$2.00 across the entire category. West Coast markets are very short as California recovers from rain showers. Baja is slow to recover and growers are evaluating the damage left behind by Rosa. Expect markets to jump by 4 to 5 dollars in the West.

Eggplant: Cooler temps have slowed production, but light demand is keeping FOBs steady. GA is expected to get into new blocks next week which may bring some pricing relief. Quality has been fair to good. New winter crop will be available out of Nogales the 3rd week of October and South Georgia will begin early next week.

Cucumbers: Things are still a little tight in the East, but improving. We are at the top end of pricing, but are expecting markets to fall by early next week. GA is producing good numbers, but not enough to meet demand. NC usually helps at this time of year, but Florence took this away, with only fair quality coming from this region. GA's quality is good to excellent. West Coast product crossing through Nogales is expecting to start 3rd week of October. Baja supplies remain snug. FOB markets remain firm and quality is mixed due to current supply being harvested from old and tired plantings. However, the new crop product looks great.

English Cucumbers: Supplies are improving as volume increases from Spain and Holland eliminating pro-rates as well as decreases in the market. We should continue to see improvements; new crop Mexico should ramp up in two weeks.

Green Beans: Markets are active as the North Carolina crop winds down and Georgia is slow to start. Quality is hit and miss right now in the East due to weather-related issues. We are seeing a firmer market in the West as well with cooler and rainy days this week. Quality is just fair in the West.

Zucchini and Yellow Squash: WATCH LIST Supplies continue to ramp up out of South Georgia; quality is excellent. Market remains tight on green, and yellow is readily available. Nogales is now crossing and ramping up. California is winding down.

Pumpkins: Now available out of Indiana and Michigan.

Herbs

We are still in our transition from California to Mexico for the next two weeks. Because of the transition, supplies may be limited on basil as logistics get settled in for the winter. We will keep you posted on any issues.

MARJORAM, BAY LEAVES and TARRAGON: All of these herbs continue to be limited in supply due to weather (too hot) and some rain (Mexico).

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	Steady	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	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	Steady	Good	USA/MEXICO
Thyme	Steady	Good	USA
Lemon Thyme	Steady	Good	USA
Lavender	Steady	Good	USA
Lime Leaves	Steady	Good	USA

Melons

Cantaloupe: Poor weather has hit California and Arizona, which will affect supply as we prepare for transition from the Central Valley to the Desert. Smaller-sized fruit is now becoming more available and anticipated to be the norm through October. We do expect a very unstable market through November.

Honeydew: Honeydew supplies have also taken a hit by the weather and expect to be very short on all sizes through the transition and well into November. We expect fair quality over the next few weeks.

The offshore program is slated to begin in approximately 6 weeks.

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: Supplies are steady, and prices and quality are good.

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

Broccoli / Broccoli Florets: The market is higher on prices and demand continues to be good. Supplies are steady.

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

Carrots: We are seeing both good quality and volume.

Cauliflower: Supplies are normal and quality is good. The market is steady.

Celery: Supplies are normal and quality is good out of Salinas. Michigan celery is small with some quality issues.

Corn: This market is done in the north, and Georgia is ramping up slowly. Markets are up this week, and quality is fair.

Cilantro: **EXTREME** Supplies and quality are fair.

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: **EXTREME** The cabbage market has turned back around and have firmed up as supplies have become critically short in the West causing escalation of pricing for the entire category.

Green Onions: **EXTREME Iced** –Due to the rain coupled with already light supplies and local production winding down in the East, we will see demand exceeding supplies over the next two weeks. **Iceless** – As with iced market, the iceless market is also anticipated to see demand exceeding supplies over the next two weeks.

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 below normal this week. Demand is 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: **EXTREME** The cabbage market has firmed up as supplies have become critically short in the West causing escalation of pricing for the entire category.

Snow and Sugar Snap Peas: **EXTREME** Sugar snap peas are currently experiencing a shortage in supply resulting in price increases. This is due to the fact that the Salinas growing region has completed its growing season, and the next seasonal region in Mexico has been negatively impacted by the rains from Hurricane Rosa. This extreme weather has affected the crop resulting in very poor quality and a delay in harvest.

Spinach (Bunched): Quality is fair and product is available.

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

Spring Mix: Supplies are improving and quality is fair.

Sweet Potatoes and Yams: WATCHLIST This market has spiked due to heavy damage in the Carolinas. Growers are currently assessing the damage, so it is still too soon to react. However, supplies are still good out of Mississippi. We are reviewing daily and will continue to keep you posted.

Onions:

Idaho/Oregon and Washington will wrap up harvest over the next two weeks. Quality is strong to start, and sizing and yields appear to be very good. Skin is starting to get better as the onions continue to cure down. We are seeing a surplus of Colossal and Super Colossal in better supply, which has resulted in some reduced pricing on these items. 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 reduced size in part to the heat wave that the Northwest has been experiencing over the last several weeks.

Potatoes:

Harvest season continues and all growers are shipping Norkotahs out of the field. Quality and availability have been very strong across the board on most sizes. There is an abundance of large potatoes with somewhat unstable pricing. 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:** As TN & AL quickly wind up with only about 10 days left of light production, we are seeing more pressure on GA & FL to ramp up. Quincy has started in a very light way with no real volume yet, but it is expected to pick up soon. VA is completely done with round production. Rain has played a factor in older fields in the East forcing fields to end quicker than growers hoped. There is a range of FOBs from all growing areas with Quincy quoting the highest and the scattered fields quoting about \$1 over from last week. Quality from all areas has been fair to good.
- **Romas: WATCH LIST** Romas are still the tightest and most firm market. Rain has played a significant role in this category. TN & NC are about 10 days away from finishing, however, the rain could end things sooner. GA & Quincy will have limited supply while Palmetto/Ruskin is still about a month away from beginning. Until Palmetto/Ruskin begins, Romas will continue to be light. FOBs are fairly steady for next week, but pending weather conditions, we could see things tighten up even more. Quality has been fair to good recently due to rain.
- **Grapes: WATCH LIST** VA will continue for another 1-2 weeks while TN, NC, & AL volume remains extremely light. Most growers with supply hope to make it to the 15th, but with rainy conditions their crop could end early. Quincy & GA have very light supplies. We look forward to Palmetto/Ruskin beginning late this week/early next week. There is significant upward pressure on FOBs with the scattered supply. Look for pricing to increase roughly \$4-5. Quality has been fair to good.
- **Cherries: WATCH LIST** Cherry supply has lightened up a bit putting some pressure on FOBs to move upward. Some areas are up by about \$1. Quality is fair to good due to rainy conditions.

- **Organic Tomatoes:** We expect good supplies to ramp up on organic tomatoes from our grower by mid-October.

TOMATOES - WEST AND MEXICO

- **Rounds:** These are not on the watch list because the markets are flat, and supplies are still decent on both coasts.
- **Romas: WATCH LIST** Supplies are snug and prices continue to firm up this week. Supplies are light due to delays between blocks, markets should in approximately two weeks. Quality is fair across the region due to weather-related impacts; we are seeing rain damage out of Mexico and soft fruit in California.
- **Grapes: WATCH LIST** Demand is up and supplies are snug due to production GAPS in Baja. Markets are higher this week. We expect a firm market for the next 2 to 3 weeks. Quality is fair.
- **Cherries: WATCH LIST** Supplies remain snug and FOB prices are up. Quality is mostly good, but some shippers are showing lighter 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 continue to get snug on black and red varieties. The season will be winding down over the next few weeks.
- **Peaches:** Supplies are winding down rapidly out of California and should clean up by the end of the month. Yellow and white flesh varieties are available out of the PNW loading in Yakima.
- **Nectarines:** Supplies are winding down rapidly out of California and should clean up by the end of the month. Yellow and white flesh varieties are available out of the PNW loading in Yakima.
- **Italian Plums:** Steady production and good quality continue to come out of the PNW.