

Weekly Market Review

March 14, 2019

Overview

We are quickly approaching transition; most growers will start transition towards the end of March, and we expect to be fully transitioned by the end of April. Celery is still in a very **EXTREME** situation. We have seen improvements in most West Coast veg commodities. Strawberries have also improved.

Market Alert

- Bell Pepper (Green, Red & Yellow) - **EXTREME**
- Cabbage (Red/Green) – **ESCALATED**
- Carrots (Jumbo) - **ESCALATED**
- Cauliflower - **ESCALATED**
- Celery – **EXTREME**
- Limes -**ESCALATED**
- Onions (White) - **EXTREME**

Watch List

- Mushrooms
- Sweet Potatoes and Yams
- Tomatoes (Rounds and Romas)

Transportation

Freight rates continue to be above average and available trucks are limited.

Mexico is experiencing a National Fuel Shortage due to alleged corruption. We have not seen this affect supply crossing into the United States quite yet but it could affect imports over the next several weeks. We will keep you informed when we have updates.

Weather

COACHELLA:

Thu 3/14	Fri 3/15	Sat 3/16	Sun 3/17	Mon 3/18	Tue 3/19	Wed 3/20
74° 49° F	78° 54° F	84° 56° F	87° 58° F	89° 59° F	89° 59° F	80° 57° F
						
Sunny	Partly Cloudy	Sunny	Sunny	Sunny	Sunny	AM Showers

HERMOSILLO:

Thu 3/14	Fri 3/15	Sat 3/16	Sun 3/17	Mon 3/18	Tue 3/19	Wed 3/20
77° 43° F	78° 44° F	79° 47° F	83° 50° F	86° 53° F	89° 55° F	89° 55° F
						
Sunny	Partly Cloudy	Sunny	Mostly Cloudy	Sunny	Sunny	Partly Cloudy

JALISCO:

Thu 3/14	Fri 3/15	Sat 3/16	Sun 3/17	Mon 3/18	Tue 3/19	Wed 3/20
80° 52° F	79° 55° F	76° 54° F	78° 55° F	79° 51° F	82° 49° F	82° 51° F
						
Mostly Sunny	Mostly Cloudy	Cloudy	Cloudy	Partly Cloudy	Sunny	Sunny

TORREON:

Thu 3/14	Fri 3/15	Sat 3/16	Sun 3/17	Mon 3/18	Tue 3/19	Wed 3/20
87° 49° F	68° 43° F	66° 40° F	64° 43° F	73° 44° F	74° 46° F	76° 48° F
						
Mostly Sunny	Cloudy	AM Clouds/PM Sun	Cloudy	AM Clouds/PM Sun	Partly Cloudy	Partly Cloudy

CULIACAN:

Thu 3/14	Fri 3/15	Sat 3/16	Sun 3/17	Mon 3/18	Tue 3/19	Wed 3/20
91° 54° F	84° 54° F	87° 57° F	85° 56° F	90° 55° F	92° 56° F	91° 56° F
						
Mostly Sunny	Mostly Cloudy	Mostly Cloudy	Cloudy	Sunny	Sunny	Mostly Sunny

PALMETTO:

Thu 3/14	Fri 3/15	Sat 3/16	Sun 3/17	Mon 3/18	Tue 3/19	Wed 3/20
84° 66° F	83° 67° F	80° 61° F	72° 58° F	75° 58° F	68° 57° F	71° 54° F
						
Partly Cloudy	Partly Cloudy	AM Showers	Showers	Cloudy	Rain	Mostly Sunny

YUMA:

Thu 3/14	Fri 3/15	Sat 3/16	Sun 3/17	Mon 3/18	Tue 3/19	Wed 3/20
69° 51° F	74° 57° F	82° 59° F	84° 58° F	86° 58° F	87° 60° F	82° 58° F
						
Sunny	Mostly Cloudy	Sunny	Sunny	Sunny	Sunny	Mostly Sunny

Good Buys

Commodity	Market Update	Produce Expert Tip
English cucumbers	Supply has improved through Nogales.	Cooking cukes may not be the first thought that comes to mind, but do not knock it until you try it! Cut them into large chunks and sauté them in butter for 5 minutes tops. Add some fresh herbs like parsley or dill to brighten up the dish a bit. Enjoy!

Fruits & Vegetables

Avocados: Avocado prices are steady to up, depending on size. 48s are steady, while smaller-sized avocados will see a slight increase this week. #2 fruit supply is tight. We expect a steady weekly price increase through May as we are seeing the possibility of a production GAP in Mexico as the winter harvest winds down and summer crops have yet to begin. We are also seeing labor issues and strikes taking place in Michoacán, which could delay imports through Texas.

Bananas: According to our team in the tropics, the issues we have been experiencing are coming to an end. We are expecting good grade, excellent quality and back to normal supplies.

Pineapples: Conditions in Costa Rica are very dry, which has resulted in slightly lower volumes than expected for this time of year. We do expect the situation to improve within the next couple of weeks. We are preparing for Easter and will have good volumes.

Grapes: Red Seedless market is steady and should remain steady for the next couple of weeks. There will not be the huge crimson volumes that arrive this year. Green Seedless market will start to rise rather quickly as we head towards April. Chile was finished picking 10 days ago, and the volume is very light compared to recent years. Red Globes market is stable with a mixture of Peru and Chilean available.

Berries

Blueberries: Supply will be low for the next three weeks and then begin to increase.

Blackberries: We anticipate blackberries will continue to trend up week after week.

Raspberries: We expect to be stable over the next couple of weeks.

Strawberries: With some favorable weather forecasted this week, we should expect growers to get back on track.

California / Arizona Citrus

Navels: Navels will be available in good volumes for 72s and smaller fancy and choice. We are short on 56s and larger and it should remain that way for most if not all of the rest of the season. Quality has been very good and I hope that will continue. Flavor is also very good and gets better as we get farther into the season.

Lemons: Spring brings warmer weather and that creates higher demand. We continue to watch the small fruit get tighter.

Limes: **ESCALATED** Supply remains tight due to lower volume crossing through the border as a result of weather issues in Mexico.

Grapefruit: Texas grapefruit supply is tight. California Star Ruby Grapefruit loading out of the Riverside area only.

Imports/Specialties available:

- Blood Oranges
- Cara Caras
- Sun Delite
- Pummelos
- Gold Nugget

West Coast Lettuce

Butter: Supply is good. Quality is fair.

Green Leaf: Supply is normal. There is slight peel, blister, and tip burn present. Lighter weights will be an issue over the next week or two.

Red Leaf: Supply is good. Quality is fair.

Iceberg Lettuce: Lettuce supply continues to be lower than anticipated. Weights are lower and there has been some irregular sizing. Quality is slightly better, but there still continues to be some frost damage. The market has started to lower as a result of less demand back East due to weather-related issues.

Romaine: Supply is fair and demand has been very strong. Warmer temperatures are predicted for the weekend. We anticipate the market staying fairly steady. Epidermal peel and blister are still present, but quality is improving.

Romaine Hearts: Supply and quality are fair due to weather-related issues.

Eastern and Western Vegetables

Green Bell Pepper: EXTREME The green bell pepper market is skyrocketing this week. Growers in the East are in between their winter and spring crops. Mexico has been battling cold weather, which is slowing the growth of peppers and causing a slight gap. Supply is tight, and quality is a mix between fair and good.

Red Bell Pepper: EXTREME Red bell peppers are also skyrocketing this week. The market is extremely tight in both regions after farmers picked heavy the last couple of weeks. Quality is fair at best, with heavy discoloring being seen in the fields.

Yellow Pepper: EXTREME Yellow bell peppers are skyrocketing this week. The market is extremely tight due to cooler weather.

Mini Sweet Pepper: Better supply, good volume for the next several weeks; great promo item.

Mixed Chili Pepper— The chili pepper market has eased but remains mixed due to newer fields breaking in central Mexico. Quality and volume continue to improve through McAllen whereas Nogales is seeing lighter volume and slightly higher prices this week. South Florida is coming on with improving quality and volume as well.

Eggplant: Eggplant prices look to be steady for another week. Supply is meeting the current demand in both regions. Quality is fair due to weather and the lack of heat, which helps eggplant thrive.

Cucumbers: Cucumber prices are continuing to rise this week. The supply out of Honduras is slowing down, and Florida has not yet started, causing a slight gap in the East. Mexican supply remains steady, but they are picking up the Eastern demand. Quality is fair to good.

English Cucumbers: Supply has improved through Nogales.

Green Beans: The green bean market is down this week. Imported haricot verts are down, with moderate supplies and demand. Machine-picked product out of Florida is down, with moderate supply and lighter demand. Quality is good. Hand-picked product out of Mexico is down, with moderate supply and demand and a wide range in quality.

Zucchini / Yellow Squash: Squash prices are on the rise this week, with supply tight in both Mexico and Florida. Quality continues to be a challenge, with heavy scarring and discoloration being reported. Zucchini prices are now on the rise due to tight supply. Both Florida and Mexico are showing a price increase. Zucchini quality is a mix between fair and good.

Herbs

Fresh herbs continue to be in steady supply. **BASIL, DILL** and **TARRAGON** are really the only fresh herbs with weather concerns. We continue to work diligently to clean up the basil and dill, but the cold wet temps are having some affect. We will keep you posted of any changes. All other herbs are steady as we start off the week.

Lime Leaves continue to be light in color and limited in supply.

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

Lemon Thyme	Steady	Good	USA
Lavender	Steady	Good	USA
Lime Leaves	Steady	Fair	USA

Melons

Cantaloupe: New arrivals this week, and projected arrivals for next week, have seen a significant shift in sizing to larger fruit, which will begin to put a premium on the smaller fruit (12/15s). With many national retailers running melon promotions, the larger fruit (9s and larger) is quickly moving with a vacuum effect, causing the market to stabilize at higher levels. Solid arrivals are expected next week, but we anticipate a sizable decrease in volume the week of 3/25, which could put additional pressure on an already short market. This decline in volume is directly attributed to the whitefly situation in Guatemala. Cantaloupe quality has been strong with solid brix levels in the 11-14% range.

Honeydew: Honeydew production remains strong and will continue to be strong for the next few weeks. Sizing has been mostly tiered to the larger sizes (5s), with smaller fruit (8/9s) being very limited. We are anticipating this market to remain stable over the next 7-10 days. Current quality has been very clean externally with brix levels showing a range of 10-13%.

Watermelon: Seedless watermelons have a final push as the import season comes to a close. Final arrivals are anticipated early next week, so be sure to provide your estimated needs to ensure product is held as we conclude the season.

Mixed Vegetables

Artichokes: Supply industry-wide is fair. Demand is fair and prices are steady to higher.

Arugula: Supply is steady-fair and we may start to see some mildew.

Asparagus: Quality is good, and supply has increased.

Bok Choy: Supply 50lb is short, but 30lb is good. Quality is good.

Broccoli / Broccoli Florets: Supply is going to be short for the next 3 to 4 weeks.

Brussels Sprouts: Cool weather in the desert and Mexico is slowing down production and the market is up from last week. Prices are rising and may continue to rise into next week.

Carrots: **ESCALATED** Jumbos are still escalated, but we are seeing improvements.

Cauliflower: **ESCALATED** Supply is improving.

Celery: **EXTREME** We will continue to have very low volume this week. The weather has warmed up slightly, but sizing is still on the smaller side. Volumes are still below average.

Corn: Steady supply and good quality out of Florida and Mexico.

Cilantro: Quality is fair due to recent rain.

Fennel: Supply on fennel will be short for the next few weeks due to frost damage and the Yuma season finishing with light supply. We will continue to see a majority of smaller fennel this week - 18s and 24s will remain limited.

Garlic: Supply is firming up and markets are active.

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: **ESCALATED** Due to the cold weather, there will be lighter supply for the next two weeks.

Green Onions: Supply, quality and demand are all good.

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

Kale (Green): Supply has increased a bit.

Mache: Availability is adequate.

Mushrooms: **WATCH LIST:** 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: We will have limited supplies of the 50lb, but we have good supplies of 30lb. Quality is fair.

Parsley: (Curly, Italian) Quality is fair due to recent rain. We are expecting supplies to be steady.

Rapini: Supply has improved, and markets are steady. Quality has improved.

Radishes: Markets are firming up due to heavy precipitation and wind damage to fields. We see FOB pricing ticking up this week.

Red Cabbage: **ESCALATED** Supply continues to be light.

Sugar Snap/Snow Peas: Quality is good, and supply has increased.

Spinach (Bunched): We are seeing some mechanical damage; however, quality is fair.

Spinach (Baby): Supply is good. There could be some quality issues, due to cold weather.

Spring Mix: There are possible cold-weather defects causing premature breakdown. The recent rain could cause this issue to continue.

Sweet Potatoes and Yams: **WATCH LIST** Hurricane Florence damage, coupled with heavy rains over the winter months, has driven down supply. Growers can't get into the fields to harvest/move product quickly enough to meet demand, and therefore market pricing is up. We do not anticipate any change as most all regions and weather have magnified the short year's issues with availability. We anticipate pricing will only rise further come summertime.

Onions:

White Onions: **EXTREME** White onions are extreme as supply is very limited. Idaho/Oregon is finishing up and Mexico is crossing in limited supply.

Onions have increased rapidly over the last 5 days as storage reports indicated lower stock on hand than expected. Additionally, Mexico is very short supplied and keeping the majority of their crop within Mexico. Texas is 3-4 weeks away from starting domestic supply, and their crop is also short by about 25-30%. It is likely we will see this market remain volatile for the next 6-8 weeks until summer onions really ramp up in May. It is imperative to stay ahead of this market while also remembering that it is mid-March already, and these onions have been out of the ground for 7+ months so shelf life is shorter.

Potatoes:

The Potato market has increased demand with very limited availability on all large cartons. Pricing continues to rise each week on cartons while the consumer market has been steady. The size profile remains on the smaller side. Much of the Norkotah crop is winding down and many growers are moving to Burbanks with higher pricing.

TOMATOES - EAST

Tomatoes are in a production dip out of Mexico as we are now harvesting the part of the crop that was affected by the deep freeze that sunk into Mexico in January. We do not anticipate any supply interruptions but please place orders in advance to get them filled with the right quality and color.

- **Rounds:** **WATCH LIST** Round tomato prices continue to rise this week. Florida is nearing the end of their winter crop, with relief not expected until late March/early April when their spring crop starts. We are seeing some shelf life issues, quality issues such as decay, and struggling with size issues.
- **Romas:** **WATCH LIST** Roma prices are up this week, with tight supply. Relief isn't expected until late March. We are seeing some shelf life issues, quality issues such as decay, and struggling with size issues.
- **Grapes:** Grape tomato prices are steady to up this week. Demand has started to pick up due to the tighter supply. Eastern supply is tight. Quality is trending between fair and good.
- **Cherries:** Cherry tomatoes are steady to up this week. Supplies remain light, which is causing the slight price increase. Quality is mixed between fair and good in both Eastern and Western growing regions.
- **Organic Tomatoes:** Supply is improving, and markets are easing. Overall quality is good.

TOMATOES - WEST AND MEXICO

Tomatoes are in a production dip out of Mexico as we are now harvesting the part of the crop that was affected by the deep freeze that sunk into Mexico in January. We do not anticipate any supply interruptions but please place orders in advance to get them filled with the right quality and color.

- **Rounds:** **WATCH LIST** Round tomato prices continue to rise this week. Mexico is seeing the same issues as they start to finish their winter crop. Quality is fair, with some reports of stem decay and yellow coloring.
- **Romas:** **WATCH LIST** Roma prices are up this week, with tight supply. Relief isn't expected until late March. Quality is good.

- **Grapes:** Grape tomato prices are steady to up this week. Demand has started to pick up due to the tighter supply. Mexican supply remains steady. Quality is trending between fair and good.
- **Cherries:** Cherry tomatoes are steady to up this week. Supplies remain light, which is causing the slight price increase. Quality is mixed between fair and good in both Eastern and Western growing regions.

APPLES & PEARS

Apples:

GRANNY SMITH - The Granny Smith holdings in Washington are low as compared to last year's crop. We will have some supply of Grannys through the balance of the season. The best values will be on Exfcy # 1 72s to 88s although the pricing will continue to increase throughout the balance of the marketing season.

FUJIS - Fujis are peaking on 64s to 88s with most grower lots heavy to Exfcy # 1 grade.

GALAS - The quality of the Gala apples is very good. Most grower lots are peaking on Premium Exfcy 80s to 113s.

HONEYCRISP - We will pack Honeycrisp through about the middle of June. The overall pricing on Honeycrisp this season is much less than the past several years due to increased production. Prices will increase over the next couple of months.

CRIPPS PINK - We will have Cripps Pink apples through the summer months. Most grower lots are peaking on Premium Exfcy 80s to 113s. The pricing is fairly high at this time and should remain fairly steady through the spring months.

BRAEBURNS - We will have Braeburn apples through June. Most grower lots are peaking on Premium Exfcy 80s to 100s.

CRIMSON DELIGHT - The Crimson Delight is a sweet, tart apple with good blush red color. They are very crisp and keep very well. We will have plenty of supply through about the 1st of June.

Pears: The Anjou, Bosc, and red pears are available, and we will have good supply of US#1 pears available through about the 1st of June. The pear market has been lower this season due to additional supply, so pears are a great value at this time.