

Weekly Market Review

April 5, 2019

Overview

We are currently in the beginning phases of transition. We are seeing some quality issues with product out of the desert region mainly due to bugs; we will begin to see improvement now and into the next weeks as we transition fully into Salinas. Celery is still in a very **EXTREME** situation. See below for more details.

Market Alert

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

Watch List

- Green Bell Pepper
- Mushrooms
- Sweet Potatoes and Yams

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 4/4	Fri 4/5	Sat 4/6	Sun 4/7	Mon 4/8	Tue 4/9	Wed 4/10	Thu 4/11	Fri 4/12	Sat 4/13
84° 60° F	82° 61° F	87° 62° F	96° 67° F	101° 69° F	93° 63° F	88° 59° F	86° 55° F	75° 53° F	78° 54° F
									
Partly Cloudy	Mostly Sunny/Wind	Partly Cloudy	Mostly Sunny	Mostly Cloudy	Partly Cloudy/Wind	Sunny	Partly Cloudy	Mostly Sunny	Mostly Sunny

CULIACAN:

Thu 4/4	Fri 4/5	Sat 4/6	Sun 4/7	Mon 4/8	Tue 4/9	Wed 4/10	Thu 4/11	Fri 4/12	Sat 4/13
94° 56° F	93° 53° F	92° 53° F	93° 56° F	96° 57° F	95° 58° F	94° 57° F	93° 56° F	91° 56° F	88° 55° F
									
Partly Cloudy	Partly Cloudy	Sunny	Sunny	Sunny	Sunny	Sunny	Sunny	Partly Cloudy	Partly Cloudy

WIMAUMA:

Thu 4/4	Fri 4/5	Sat 4/6	Sun 4/7	Mon 4/8	Tue 4/9	Wed 4/10	Thu 4/11	Fri 4/12	Sat 4/13
84° 66° F  Isolated Thunderstorms	88° 65° F  Partly Cloudy	89° 69° F  Mostly Cloudy	89° 69° F  PM Thunderstorms	87° 70° F  Partly Cloudy	78° 64° F  Scattered Thunderstorms	81° 62° F  Partly Cloudy	85° 66° F  Mostly Sunny	85° 64° F  Partly Cloudy	87° 65° F  Partly Cloudy

YUMA:

Thu 4/4	Fri 4/5	Sat 4/6	Sun 4/7	Mon 4/8	Tue 4/9	Wed 4/10	Thu 4/11	Fri 4/12	Sat 4/13
82° 61° F  Partly Cloudy	80° 60° F  Partly Cloudy	83° 59° F  Mostly Sunny	92° 65° F  Mostly Sunny	99° 70° F  Mostly Cloudy	95° 64° F  Partly Cloudy/Wind	85° 59° F  Mostly Sunny	86° 56° F  Mostly Sunny	75° 53° F  Mostly Sunny	77° 55° F  Sunny

SALINAS:

Thu 4/4	Fri 4/5	Sat 4/6	Sun 4/7	Mon 4/8	Tue 4/9	Wed 4/10	Thu 4/11	Fri 4/12	Sat 4/13
63° 49° F  AM Showers	62° 49° F  Rain	68° 53° F  Cloudy	72° 53° F  Cloudy	73° 52° F  Cloudy	65° 48° F  Mostly Sunny	67° 48° F  Mostly Sunny	62° 48° F  PM Showers	62° 49° F  Mostly Sunny	62° 47° F  AM Clouds/PM Sun

Good Buys

Commodity	Market Update	Produce Expert Tip
Soft Yellow Squash	Squash prices are steady this week as demand is light in the east, as well as the west. Quality is good in the west and mixed in the east.	Have you ever thrown squash on the BBQ? Well, now is your time to try it! Use a brush to gently cover slices of yellow squash with the oil and sprinkle with a little garlic salt and pepper. Grill squash slices for 5 to 10 minutes per side, or until they reach the desired tenderness.

Fruits & Vegetables

Avocados: EXTREME At this time we are experiencing a very active avocado market; pricing has increased by over 15 DOLLARS in one week and we do not see that momentum stopping. At this time Mexican growers are holding back volume, driving the field prices higher. Additionally, we are seeing spiked demand due to retail pulls for Cinco D' Mayo adds. To add to what's already taking place in the import market, we are seeing lighter estimates out of California, which are only adding further uncertainty. We anticipate a very active market for the next 6 to 8 weeks; currently there are no shortages or pro-rates being reported, but we will keep you posted should there be any issues or concerns. We will keep you posted of any and all updates when they are provided to Produce Alliance.

Bananas: Banana supplies have transitioned back to "normal" with on-time vessels and arrivals from the tropics. Fruit quality remains good with no real changes in the short term.

Pineapples: Pineapple volumes have slowed as yields are lower coming off a strong Q1. There will be promotable supplies for the Easter Holiday, however not an oversupply as we have seen in previous periods. Weather patterns are the culprit here, but quality is otherwise very good with sizing availability more in the mid-range of 6/7ct.

Grapes: The markets for red and green grapes are fairly consistent, with green being slightly more problematic to source than the red. Green will be challenging for the remainder of the import season where red should continue to be plentiful. Sizing is consistent with good color and overall quality across all varieties. Market pricing is about average for this time of the season.

Berries

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

Blackberries: We anticipate blackberries will continue trending up week after week.

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

Strawberries: The strawberry market has improved, and we hope to see continuous improvement. There is rain forecasted this weekend, which may play a part in the availability. Quality is improving as well as supply.

California / Arizona Citrus

Navels: Navels are in good supply. We will get a little short on 88s and 113s fancy for the next few weeks. We will continue to have a good supply of all sizes choice. Quality has been holding up considering how much water this fruit has had on it.

Lemons: Lemon availability is changing--the wet weather has been good for the fruit, except that there has been tremendous size growth. The smaller fruit is now tight. Please allow for subs of larger-size fruit.

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

Grapefruit: Star Ruby Grapefruit is available. Fruit is very nice and as of right now we have a good run of sizes both grades.

Imports/Specialties available:

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

West Coast Lettuce

Butter: Supply is good. Quality is fair.

Green/Red Leaf: Supply is right on budget. We are planning to start Salinas Valley soon. Quality is good. Demand is good, and weights are in the 18-20lbs range.

Iceberg Lettuce: Lettuce supply is good; however, there are some very uneven fields, and possible light weights on the bins. With demand up, the market is forecasted to be very active. Quality continues to be fair. We are getting close to the end of the desert season. Huron has pushed back a week, and now is projected for the first week of April.

Romaine: Supply is right on budget. Quality is fair because of some bug pressure in the desert. Fields in the Salinas Valley are a bit behind and should be ready sometime in April. Weights are hovering around 33-35lbs.

Romaine Hearts: Quality is average due to some bug pressure and internal burn. Weights on the 12x3's have been in the 21-23lb range, with the 48ct weighing 27-31lbs.

Eastern and Western Vegetables

Green Bell Pepper- WATCH LIST: The green bell pepper market turned back around; we are seeing supply GAPS in Florida and projections falling short from our contract programs in Mexico.

Red Bell Pepper: The red bell pepper market has turned back around as numbers are falling short crossing through Nogales. We expect a three-week active market and should see relief once Baja and Coachella ramp up.

Yellow Pepper: The yellow pepper market has turned back around as numbers are falling short crossing through Nogales. We expect a three-week active market and should see relief once Baja ramps up.

Mini Sweet Pepper: Good supply the next several weeks.

Mixed Chili Pepper– Escuinapa is in with good supply, Sonora's new sets have started, and a corridor of Sinaloa (Culiacan, Guasave, and Los Mochis) is in full swing on chili peppers. Quality has been fantastic with good size, and good shaped peppers. Look for April to be a good month for hot pepper supply out of Mexico. South Florida farms have light volumes of most varieties available with no serious quality concerns. Look for more Eastern volume in 3-4 weeks as Plant City starts new crops.

Eggplant: Eggplant continues to be steady in price. Supply out of Mexico continues to meet demand and Florida is starting to ramp up some new fields. Quality is fair until some warmer weather hits the growing regions.

Cucumbers: The cucumber market is flat with plenty of supply available for promotions. Quality is good in Mexico and fair in the east.

English Cucumbers: There are steady supplies available through Nogales.

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

Zucchini / Yellow Squash: Squash prices are steady this week as demand is light in the east as well as the west. Quality is good in the west and mixed in the east.

Herbs

The warmer weather has helped our local winter crop to rebound, and supplies should be stronger by the end of the month on **MINT, OREGANO, PARSLEY,** and other herbs.

HERB	SUPPLY	QUALITY	COUNTRY OF ORIGIN
Arugula	Steady	Good	USA
Basil	Steady	Fair	MEXICO
Opal Basil	Steady	Fair	USA
Thai Basil	Steady	Good	USA/MEXICO
Bay Leaves	Steady	Good	COLOMBIA
Chervil	Steady	Good	USA
Chives	Steady	Good	MEXICO
Cilantro	Steady	Good	USA
Dill	Steady	Good	USA/MEXICO
Epazote	Steady	Fair	MEXICO
Lemongrass	Steady	Good	USA
Marjoram	Steady	Good	MEXICO
Mint	Steady	Good	USA/MEXICO
Oregano	Steady	Good	USA/MEXICO
Italian Parsley	Steady	Good	USA
Rosemary	Steady	Good	USA/MEXICO
Sage	Steady	Good	USA/MEXICO
Savory	Steady	Fair	USA
Sorrel	Steady	Good	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: Strong retail promotions continue driving the cantaloupe market with very good demand. Sizing is primarily 9s and larger with smaller percentages of 12/15s coming. Supply from Guatemala will start to decrease over the next 7-10 days which is a direct result of whitefly influence either with lower yields or acreage having been converted to honeydews. Quality has been excellent on the cantaloupe with good shell color and brix levels mostly in the 11-14% range.

Honeydew: Honeydew supply remains consistent with larger fruit being the predominant sizing. Good volumes will remain over the next 14-21 days which will keep the market in a steady price range. The honeydew quality remains very clean with good brix levels in the 10-13% range.

Mixed Vegetables

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

Arugula: Supply is steady to good.

Asparagus: Growers have good supply. Quality is good and the steady.

Bok Choy: Supply for 30lb and 50lb are both short and prices are up.

Broccoli / Broccoli Florets: Supply is very light this week because we are finished in the desert and supply in Salinas will be light for the next few weeks. The demand remains good and the market is firming.

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: Supply is tight, as normal winter varieties are not cooperating this year for us. We continue to struggle with labor; this is also impacting supply.

Celery: **EXTREME** We are still experiencing an ongoing extreme market with celery. We do not expect to see improvement for a few weeks and will continue to see tight supplies and higher prices into August.

Corn: The market ticked up a tad, but there is still good supply and good quality out of Florida and Mexico.

Cilantro: Quality is improving, and supply is good.

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, Peru and Thailand.

Green Cabbage: Supply is good with available loading through Texas.

Green Onions: Demand, supply and quality are good.

JICAMA: Steady supply crossing through Texas.

Kale (Green): Supply is steady.

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 to good. Supply is 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: Supply is tight, quality is good, demand should be increasing.

Spinach (Bunched): Quality has improved, and supply is good.

Spinach (Baby): Supply is good, and quality has improved.

Spring Mix: Supply has improved.

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 quick 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 continued to increase as storage reports indicated lower stock on hands than expected.

Additionally, Mexico is very short supplied and keeping 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 been stable with good availability on all sizes. Pricing has leveled off and the consumer market has been on the slower side. The Burbanks remain a smaller profile with limited availability on large

cartons. There have been no transportation issues during this time.

TOMATOES - EAST

- **Rounds:** Supplies are improving as transition to spring crops are complete. Expect good volume and quality for the next several weeks.
- **Romas:** Supplies are improving as transition to spring crops are complete. Expect good volume and quality for the next several weeks
- **Grapes:** Supplies are improving as transition to spring crops are complete. Expect good volume and quality for the next several weeks
- **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 regions.
- **Organic Tomatoes:** Supply is improving, and markets are easing. Overall quality is good.

TOMATOES - WEST AND MEXICO

- **Rounds:** Supplies are improving as transition to spring crops are complete. Expect good volume and quality for the next several weeks
- **Romas:** Supplies are improving as transition to spring crops are complete. Expect good volume and quality for the next several weeks
- **Grapes:** Supplies are improving as transition to spring crops are complete. Expect good volume and quality for the next several weeks
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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 72's to 88's although the pricing on will continue to increase throughout the balance of the marketing season.
- **FUJIS** - Fujis are peaking on 64's to 88's 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 80's to 113's.
- **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 months.
- **CRIPPS PINK** - We will have Cripps Pink apples through the summer months. Most grower lots are peaking on Premium Exfcy 88's to 113's. 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 80's to 100's.
- **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.

STONE FRUIT

- **Peaches** are available
- **Nectarines** are available