

Weekly Market Review

September 27, 2019

Overview

Broccoli is still in an **EXTREME** market. Artichokes are a good buy.

Market Alert

- Broccoli - **EXTREME**
- English Cucumbers - **ESCALATED**
- Limes (Large) - **ESCALATED**
- Potatoes – **ESCALATED**

Watch List

- Tomatoes – Rounds and Romas (East Coast)
- Sweet Potatoes and Yams

Transportation

Rates continue to remain stable and no shortages are foreseen through the rest of September. Last week's national average for diesel was \$3.10 per gallon, with California coming in the highest at \$3.878/gallon.

Weather

BAKERSFIELD, CA

Thu 9/26	Fri 9/27	Sat 9/28	Sun 9/29	Mon 9/30	Tue 10/1	Wed 10/2
96° 65°F	87° 62°F	79° 52°F	72° 49°F	70° 47°F	72° 48°F	80° 52°F
						
Mostly Sunny	Sunny	Sunny	Sunny	Sunny	Sunny	Sunny

ASHVILLE, NC

Thu 9/26	Fri 9/27	Sat 9/28	Sun 9/29	Mon 9/30	Tue 10/1	Wed 10/2
84° 61°F	84° 64°F	84° 64°F	86° 64°F	83° 64°F	84° 61°F	86° 61°F
						
Partly Cloudy	Partly Cloudy	Scattered Thunderstorms	PM Thunderstorms	Scattered Thunderstorms	PM Thunderstorms	Partly Cloudy

SALINAS, CA

Thu 9/26	Fri 9/27	Sat 9/28	Sun 9/29	Mon 9/30	Tue 10/1	Wed 10/2
78° 60°F	71° 56°F	67° 49°F	65° 47°F	65° 44°F	68° 46°F	73° 48°F
						
Partly Cloudy	Partly Cloudy	Partly	Sunny	Sunny	Sunny	Sunny

JALISCO, MX

Thu 9/26	Fri 9/27	Sat 9/28	Sun 9/29	Mon 9/30	Tue 10/1	Wed 10/2
80° 62°F	81° 62°F	80° 62°F	73° 61°F	72° 58°F	78° 60°F	78° 60°F
						
PM Thunderstorms	AM Clouds/PM Sun	Isolated Thunderstorms	Thunderstorms	Scattered Thunderstorms	Isolated Thunderstorms	PM Thunderstorms

Good Buys

Commodity	Market Update	Produce Expert Tip
Artichokes	There is an average supply of artichokes available this week, with steady supply forecasted for the coming weeks. Most of our volume this week is estimated to be 12s and 18s. Quality is excellent. Demand for artichokes is good; prices are steady-to-higher depending on size.	Beautifully exotic looking, but also a little intimidating, artichokes are this week's Good Buy! Cut off the tips of the leaves and slice about an inch off the top, rice the artichoke and steam them on the stove, or in a pressure cooker. The artichoke is done when you can easily pull off the oyster leaves. Make a dip, & enjoy!

Fruits & Vegetables

Avocados: Market conditions are stable this week, and Mexico continues to produce decent numbers. The challenge we face, despite the good numbers, is a market shortage on 60ct fruit and smaller, which is expected to be the case through the end of October. Peru fruit will continue to arrive at the ports in a VERY light way this week; inventories are strong on the east coast, but quality is still in question and will not impact the Mexican crop. California is done for the season. Based on the projections, we are anticipating another market jump sometime in October, then the long-term outlook is that November/December will be stable.

Bananas: Bananas are in good supply. Quality is good with no issues to be expected in the near future.

Pineapples: Good availability and good quality. Sizing will be trending large for the next 4-8 weeks.

Grapes: Red Seedless---Krissy is finishing up and Scarlet Royal are going strong; the market remains stable. Allisons will begin in about 2 weeks, and the market should remain steady deep into October. Green Seedless—Autumn Kings are the main green variety that will take the industry to the finish; a few specialty varieties are being harvested with higher FOB's on them. The Autumn King Green market should continue to rise through October. Black Seedless—Switching over to Autumn Royals as Summer Royals clean up.

Berries

Blueberries: The PNW season is coming to an end, with low volumes forecasted for the next two weeks.

Blackberries: Supply will be tight as the next two weeks will be a transition period.

Raspberries: In the next few weeks volume out of Central Mexico will increase sharply, and the volume in CA will decrease. CV rasp will start to increase supply if heat doesn't prevent this.

Strawberries: We expect volumes to continue dropping out of the North. Oxnard plantings are starting to increase, which will offset some of the downtrend volume out of the North.

California / Arizona Citrus

Valencias: Good supply available through October on larger sizes. Small sizes are tight.

Lemons: Lemons are in steady supply and quality is good. The industry is seeing a better supply on larger sizes than small. Quality continues to improve each week.

Limes: (**Large ESCALATED**) Mexico's past and present drought in the lime-growing regions is still prevalent. Trees are still stressed and, in some cases, dying due to lack of water. The irrigation system wells that would help during this time are dried up. All of this is resulting in very limited supply of big fruit, 150ct and 110ct. 175ct are still tight but have eased up. There is smaller fruit now on the market, and we are seeing that reflected in the pricing. But overall, we are not going to see very low pricing because supply remains down overall. Quality and light-colored fruit will remain a factor due to the drought issues.

Grapefruit: Good supply available.

Imports/Specialties available:

- Blood Oranges
- Cara Cara
- Offshore Delites

West Coast Lettuce

Butter: There continues to be occasional irregular sizing. Demand is steady.

Green Leaf: Green leaf fields are producing strong yields. There is occasional irregular sizing and fringe/wind burn. Demand is constant, while market pricing is steady.

Red Leaf: Red leaf volumes are strong. Quality is good. Demand has increased some as market pricing remains steady.

Iceberg Lettuce: Supply is good, and the market has decreased from last week. High temps during the days and damp nights in the Salinas growing regions are going to create some quality issues with tip burn and mildew.

Romaine: Supply is forecasted to be on budget for the next couple of weeks. There is still occasional fringe burn, twist, and seeders in the romaine products. With some recent changes in temperatures, we could begin to see decreases in yield at the field level. Market pricing is steady to firm.

Romaine Hearts: Supply is forecasted to be on budget for the next couple of weeks. There is still occasional fringe burn, twist, and seeders in the romaine products. With some recent changes in temperatures, we could begin to see decreases in yield at the field level. Market pricing is steady to firm.

Eastern and Western Vegetables

Green Bell Pepper: Green bell pepper prices are steady to down for the week. The West and East pricing will vary on size and grade, with some sizes going down while the rest are steady. Quality continues to be strong.

Red Bell Pepper: Red bell peppers are steady to down for week. Volumes have improved, which analysts believe is allowing field and hothouse prices to drop. Quality is good for the time being.

Yellow Pepper: The yellow pepper market is improving, and quality is good out of Mexico and Somis.

Mini Sweet Pepper: Baja remains on the lighter side of production, but new blocks will begin over the next 2 weeks. CA and WA programs continue to offer steady availability and overall nice quality.

Mixed Chili Pepper: (Jalapeno, Tomatillo, Serrano, Poblano, Anaheim) With multiple production areas in play, Mexico continues to have steady volumes on most chili pepper items. Los Mochis is seeing mixed sizing on tomatillos, smaller than normal serranos, and some shelf-life issues on the thinner-walled chilies but should see improvements in 10 days when new blocks get started. CA's Santa Maria area will continue to add to the mix until first frost or quality declines, whichever comes first. The East has a consistent supply out of MI and continues to see fruit from various local deals.

Eggplant: Eggplant is in good supply this week. CA's Central Valley is plugging along as the weather cools down a bit, providing better supply on 24ct than 18ct fruit. We're already seeing Mexican product in Nogales, so the fall transition looks to be a smooth one in the West. Eastern farms in MI, NC, SC, GA, etc. have more than enough product to meet market needs, and quality is good from most areas.

Cucumbers: Cucumber prices are mixed for the week. Mexico is seeing mixed pricing, depending on the size and grade. Some sizes are tighter, so prices are up, while other sizes are dropping in price due to size. The East is seeing price drops in Michigan and New York, with Georgia just starting to report this week.

English Cucumbers: **ESCALATED** The market will continue to be firm through the end of October as production GAPS are expected in Canada and they are beginning to wind down for the season. Mexico will start light production the third week of October.

Green Beans: The green bean market is mixed this week. Imported haricot verts are up, with lighter supply and good demand reported. Machine-picked product out of New York is down, with moderate supply and lighter demand reported.

Zucchini/ Yellow Squash: Yellow squash prices are steady to down for the week. Supply in the East is seeing good volumes in their growing areas. Quality is fair, with the biggest issue being wind scarring. Zucchini prices are steady to down for the week. Both growing regions are seeing good harvests, which analysts believe is allowing prices to fall a little bit, depending on the size or grade. Quality is good on zucchini.

Herbs

CHERVIL, ROSEMARY, LAVENDER and MINT have recovered due to the cooler weather.

HERB	SUPPLY	QUALITY	COUNTRY OF ORIGIN
Arugula	Steady	Good	USA
Basil	Steady	Good	USA
Opal Basil	Steady	Good	USA

Thai Basil	Steady	Good	USA
Bay Leaves	Steady	Fair	USA
Chervil	Extremely Limited	Fair	USA
Chives	Steady	Good	MEXICO
Cilantro	Steady	Good	USA
Dill	Steady	Good	USA/MEXICO
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	Steady	Good	USA/MEXICO
Thyme	Steady	Limited	USA/MEXICO
Lemon Thyme	Steady	Good	USA
Lime Leaves	Steady	Good	USA

Melons

Cantaloupe: Hot weather is forecasted to return to the San Joaquin Valley over the next few days before significantly cooling off again by Sunday. These hot temperatures are accelerating some fruit to be harvested a few days earlier than originally projected, which should give us some better numbers (and sizing) to work with the rest of this week after being in a demand-exceeds-supply situation the past two weeks. We are expecting there to be a slight void created by early next week, which should allow for the market to remain fairly stable. Quality has remained good, but as we move into the much-cooler October expect sizing to fall off and for some of the golden shell color to turn slightly greener. Internal quality, because of the seed varieties used, should be unaffected and continue to produce consistent brix levels in the 11-13% range.

Honeydew: Honeydew production has remained strong with a handful of growers at the end of their seasons. Watch for larger fruit to begin fetching a premium as colder weather slows down the maturity of the fruit, leaving more mid-to-small sizes hitting the market. Scarring, with some discoloration, have been common external defects over the past few weeks due to winds and morning dew, but fruit has been strong with good internal quality.

Watermelon: Supply is limited. Quality is still pretty good overall.

Mixed Vegetables

Artichokes: There is an average supply of artichokes available this week, with steady supply forecasted for the coming weeks. Most of our volume this week is estimated to be 12s and 18s. Quality is excellent. Demand for artichokes is good; prices are steady-to-higher depending on size.

Arugula: Good supply. Hot weather will have an effect on quality.

Asparagus: Volume is tight due to flight issues out of Peru.

Bok Choy: All pack sizes are in short supply.

Broccoli / Broccoli Florets: **EXTREME** Supply continues to be light due to poor yields and quality issues.

Brussels Sprouts: Supply and quality are good.

Carrots: Supply and quality are good.

Cauliflower: We are expecting lighter supply this week due to the unusually hot weather we have been experiencing.

Celery: Plenty of supply is available. Quality is excellent.

Corn: Markets are stable despite lighter supply out of New York and Michigan; we will see Georgia and Florida ramp up any time this week or next. Out west, California will be ramping up for the fall crop, and Colorado will continue bringing market prices down in the west.

Cilantro: Supply is good and quality is fair.

Fennel: Supply is slightly under budget this week. Demand will be high due to Columbus Day, and we can expect the market to remain strong. Quality continues to be strong overall.

Garlic: Supply is fairly tight, and the overall market remains volatile. The market is higher.

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 steady; demand and quality are good.

Green Onions: The market is seeing lighter supply from Northern Mexico due to the very hot and humid conditions over the past six weeks. The heat and humidity have reduced yields for many growers in the region. We will continue to see lighter volume for the balance of month, along with slightly higher prices.

JICAMA: Storage product available--will see blemishing due to the fact it's storage fruit. Good supply available.

Kale (Green): Supply is plentiful and quality is good.

Mache: Availability is adequate.

Mushrooms: Supply is currently stable, and quality is good.

Napa: Supply is steady and quality is fair.

Parsley: (Curly, Italian) Supply is good. Heat will be affecting quality.

Rapini: We're scheduled to be slightly under budget on this week, and demand will be very strong due to Columbus Day pull. There are no issues to report on quality at this time.

Red Cabbage: Supply is steady this week.

Sugar Snap: Volume is tight due to weather issues in Guatemala.

Snow Peas: Volume is good, weather could become an issue.

Spinach (Bunched): Supply and quality are fair to good.

Spinach (Baby): Supply and quality are fair to good.

Spring Mix: Supply is good. High heat will be affecting quality. Look for shippers to have fewer blends.

Sweet Potatoes and Yams: **WATCH LIST** Growers are just now beginning to dig their new crop of sweet potatoes for the upcoming season. This past year was a very volatile one for sweet potatoes due to hurricanes on the east coast affecting much of the crop; we saw prices on #1 sweets rise to almost \$30 FOB. Growers are hoping the weather this year is much more favorable to avoid another year of tight supply and high prices.

Onions:

The onion market has settled out as we are exclusively shipping out of the Northwest. Intermittent rain has interrupted harvest this past week, and has helped control supply that growers are able to run. Demand has improved and growers are no longer long on any particular size or color. We are continuing to see sizing peak on mediums and Jumbos, with volume on colossal and supers being limited. Straight load red deals are available out of both Washington and Idaho/Oregon. Overall, The Idaho/Oregon and Washington crops appear to be mostly normal, with some regions down in yields a bit more than others. We believe there will be strong supply and quality throughout the season, but not a surplus of supply at any point. Available transportation has started to tighten up, and railcar availability is expected to be limited once the onions are through the sweat.

Potatoes: ESCALATED

Growers are full steam ahead with harvest, and simultaneously storing product. There have been straight load deals on most sizes, particularly on 40-70ct. While it is believed that size profile will still lean heavier to a smaller-size profile to start, we are starting to see better availability on the mid-to-large sizes, with consumer small bags being in short supply. Availability seems to be peaking on the 60/70/80 size range at the moment.

#2 grade potatoes are easing up as well, as growers are beginning to generate a little more of an inventory on them. Warm temperatures in Idaho may help the Norkotahs and Burbanks still left in the ground size up better, but we will have a better outlook once harvest is complete around the second week of October. We do not anticipate seeing new crop Burbanks until around the first or second week of October.

TOMATOES – EAST

- **Rounds:** The East continues to see lighter harvests due to record temperatures hitting the growing regions. Quality is poor to fair, with softness being the main issue due to high temperatures.
- **Romas:** Supply will continue to be light out of the East, with Mexico helping with inventory issues.
- **Grapes:** Grape tomato prices are down for the week. Supply has slightly improved. Quality for now is a mix of fair and good.
- **Cherries:** Cherry tomatoes are steady to down for the week. Quality is a mix of fair and good.
- **Organic Tomatoes:** Seeing a mixed market as we transition from Jasper to the Carolinas and Virginia. FOB prices will be up this week and quality will vary due to the transition.

TOMATOES - WEST AND MEXICO

- **Rounds:** The West continues to be supplied by California and Mexico for the time being. Quality is poor to fair, with softness being the main issue due to high temperatures.
- **Romas:** The West continues to see supply from California and Mexico. Quality is best in Mexico right now, with fair product in the rest of the growing areas.
- **Grapes:** Grape tomato prices are down for the week. Supply has slightly improved. Quality for now is a mix of fair and good.
- **Cherries:** Cherry tomatoes are steady to down for the week. Quality is a mix of fair and good.

APPLES & PEARS

Apples: Gala apples are finishing. Granny Smiths are available.

Pears: Bartletts are in good supply. Bosc are limited. Fair supply of red pears. Asian pears have started.

STONE FRUIT

- **Cherries:** Limited supply out of Canada and Washington; almost done for the season.
- **Nectarines:** Nectarines are done for the season.
- **Peaches:** Supply is light and almost done for the season.
- **Plums:** Splendors are still available out of California. Quality is fair.
- **Figs:** Light offerings on Calimyrna, Black Mission, and Brown Turkey are available.