

# Weekly Market Review

## April 27, 2023

### Overview

Markets remain slightly elevated on eastern veg as we see a steady rain pattern settle in across Florida this week. Transition is well underway in Ruskin/Palmetto region on tomatoes. Production is down on peppers, squash, and cucumber, while corn remains steady. We are scratching on soft squash in South Georgia and the hot pepper market is slowly improving with serrano, shishito and anaheim the highest priced and shortest available. Supply is stable on round, roma and snacking tomatoes out of Mexico through all shipping points, however sizing curve has shifted a bit leaning towards smaller fruit on rounds, romas are peaking on xl and jumbo. Offshore honeydews continue to be tight and are expected to be this way through the rest of the season and transition will be in May. Transition is almost complete with most shippers having transitioned to Salinas with the final few to be fully transitioned this week except for GreenGate which will transition the first week of May with their start date set for May 8th. Look for supplies to continue to be very unstable going through the month of May, as the Salinas Valley finds itself behind schedule on all major commodities. This will continue to keep the USDA prices very volatile and will last for several weeks on most of the wet veg items coming from Salinas, Watsonville and Santa Maria. We will continue to feel the effect of the heavy rains and flooding and we continue to anticipate disruption in the coming month with prorates and 10-week averages that will likely continue in the coming weeks.

### Market Alert

- Asparagus – **ESCALATED**
- Bok Choy – **ESCALATED**
- Broccoli – **ESCALATED**
- Carrots – **ESCALATED**
- Cauliflower – **EXTREME**
- Garlic – **ESCALATED**
- Ginger – **EXTREME**
- Grapes (All Colors) - **EXTREME**
- Green Beans - **ESCALATED**
- Hot Pepper (Shishito, Serrano, Anaheim)- **ESCALATED**
- Lettuce, Green Leaf - **ESCALATED**
- Lettuce, Iceberg – **ESCALATED**
- Lettuce, Red Leaf - **ESCALATED**
- Lettuce, Romaine - **ESCALATED**
- Limes – **ESCALATED**
- Melons (Cantaloupe, Honeydew) - **ESCALATED**
- Mushrooms – **ESCALATED**
- Napa - **ESCALATED**
- Parsley (Curley & Italian) - **ESCALATED**
- Potatoes – **ESCALATED**
- Snow Peas and Sugar Snap Peas – **ESCALATED**

### Watch List









- Anise/Fennel
- Celery
- Florida Veg (Tomatoes, Soft Squash, Cucumber, Peppers, Eggplant)

### Transportation









Although diesel rates are near record highs truckload rates continue to decline as consumer spending on durable goods declines reducing demand in the truckload market.

### Weather









#### SALINAS, CA

Thu 4/27	Fri 4/28	Sat 4/29	Sun 4/30	Mon 5/1	Tue 5/2	Wed 5/3	Thu 5/4
74°   53°F	73°   55°F	73°   53°F	66°   49°F	59°   48°F	60°   48°F	60°   48°F	61°   48°F
							
Sunny	Sunny	Partly Cloudy	Partly Cloudy	Mostly Cloudy	Partly Cloudy	AM Showers	Partly Cloudy









#### OXNARD, CA:

Thu 4/27	Fri 4/28	Sat 4/29	Sun 4/30	Mon 5/1	Tue 5/2	Wed 5/3	Thu 5/4
64°   52°F	64°   53°F	68°   56°F	66°   54°F	62°   52°F	58°   50°F	58°   50°F	59°   50°F
							
Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Mostly Sunny	Partly Cloudy	Partly Cloudy	Partly Cloudy









## JALISCO, MX

Thu 4/27	Fri 4/28	Sat 4/29	Sun 4/30	Mon 5/1	Tue 5/2	Wed 5/3	Thu 5/4
84°   51°F	83°   51°F	83°   53°F	85°   53°F	82°   52°F	83°   54°F	84°   56°F	84°   60°F
							
Sunny	Sunny	Mostly Sunny	Partly Cloudy	Partly Cloudy	Partly Cloudy	Mostly Cloudy	Partly Cloudy









## CULIACAN, SINALOA

Thu 4/27	Fri 4/28	Sat 4/29	Sun 4/30	Mon 5/1	Tue 5/2	Wed 5/3	Thu 5/4
96°   59°F	94°   59°F	96°   61°F	95°   63°F	93°   59°F	92°   60°F	92°   65°F	94°   63°F
							
Sunny	Mostly Sunny	Sunny	Mostly Cloudy	Partly Cloudy	Partly Cloudy	Cloudy	Partly Cloudy

## IMMOKALEE, FL

Thu 4/27	Fri 4/28	Sat 4/29	Sun 4/30	Mon 5/1	Tue 5/2	Wed 5/3	Thu 5/4
97°   71°F	97°   71°F	99°   72°F	96°   70°F	94°   61°F	94°   61°F	98°   64°F	99°   67°F
							
PM Thunderstorms	Partly Cloudy	PM Thunderstorms	Scattered Thunderstorms	AM Showers	Mostly Sunny	Mostly Sunny	Sunny

## COACHELLA, CA

Thu 4/27	Fri 4/28	Sat 4/29	Sun 4/30	Mon 5/1	Tue 5/2	Wed 5/3	Thu 5/4
102°   72°F	106°   70°F	103°   71°F	106°   70°F	97°   60°F	86°   55°F	81°   55°F	82°   57°F
							
Sunny	Sunny	Sunny	Partly Cloudy	Mostly Sunny	Sunny	Sunny	Mostly Sunny

## Good Buy

Each week, our team spotlights commodities based on how favorable prices, quality, and supply are in the market. Stay ahead of the trends and look to these good buys for their stellar performance in the fields! Please see each individual product for more information below and reach out to your PA representative for more information on adding this to your order guide.

Commodity	Expert Tip
Florida Sweet Corn	With these two classic summertime ingredients you can make a simple sweek corn *succotash. Place corn (freshly off the cobb), and onion in a skillet with some salt and pepper. Once tender, add garlic, and grape or medley tomatoes until soft. Then remove and add cooked lima beans, basil, and parsley. Enjoy! <i>*A Succotash is a vegetable dish consisting primarily of sweet corn with lima beans or other shell beans.</i>
Grape and Medley Tomatoes	

## Fruits & Vegetable

**Avocados:** Harvest for last week closed out at 78.8M pounds for the U.S. for a strong Cinco de Mayo. Projections for the next two weeks drop down to allow ample time to move through this high-volume week. Volumes continue to increase out of California, and May and June will be the biggest harvest months. The overall crop estimate remains at 243 million pounds for the season, and the late start will likely result in higher volumes through July and not extend the overall season. Volumes from Peru are beginning to enter the market, but supply is very minimal. Expectations remain for a 13% increase in volume to the U.S. this season, and the Peru season is expected to stretch later into the fall. There is a lot of volume in the pipeline, and Cinco de Mayo is falling on a Friday, so we expect A LOT of avocados and guacamole consumption through the weekend.

**Bananas: WATCHLIST** Volume remains lighter than normal this month mainly due to seasonal dips in yield combined with higher global demand. No quality issues, but we are seeing smaller fruit, discolor and very light inventory entering the ports. Make certain you are staying ahead of inventory during this next several weeks.

**Pineapples:** Supply is tighter this week at the ports as we see a seasonal dip in production. Sizing options can be limited, quality remains good. We expect to see tighter supply and higher markets through April.

**Table Grapes: EXTREME** We are starting to see a rapid decline in volume decreasing on offshore grapes and now spot market inventory is becoming difficult to source. Importers are holding onto remaining inventory in order to manage programmed business while any additional volume from Chile has been diverted to Europe and Asia due to weak U.S. markets in February and March leaving much less fruit in the U.S. for April. Brazil's second crop is beginning to arrive on the east coast, but those supplies will not be enough to meet overall demand and Mexico will be delayed several weeks. The industry may experience a supply gap in the coming weeks, pushing spot market pricing to extremely elevated levels on all colors. We do not expect supply to be available out of Mexico until the 3rd week of May. In the coming weeks, substitutions to alternative colors or items such as mixed melons/other fruit may be necessary to keep the supply chain constant.

### **Berries**

**Strawberries:** Warmer/dry weather have fields loaded up, with estimates increasing daily in all CA growing regions. There is potential for rain next week, but as of now, growers do not believe it will significantly impact supply. Oxnard is entering its peak season this week, but the volume is lighter due to cooler weather. In Mexico, volume is steadily down trending.

**Blackberries:** Supply is expected to descend gradually due to the main producing region in Mexico being in post-peak production. The rest of the Mexico regions will be in peak production for a week or two before descending. We expect the Mexico regions to descend in mid-May. California is expected to increase its supply rapidly in mid to late May or early June.

**Raspberries:** Conventional volumes will remain flat for the next two weeks before down-trending slightly due to the downtrend of Central Mexico's season. Baja's gradual uptrend and Oxnard delayed yet soon-to-be strong uptrend will help keep volumes elevated in the later weeks of May and June. The North will begin small quantities of harvest next week, and Santa Maria at the beginning of May.

**Blueberries:** Mexico's volume will begin to decrease rapidly next week now that fields are post-peak. High temps and labor shortages are impacting receiving in Mexico; with this, we will start seeing less volume coming into the US. Georgia is also reporting rain this week and again next week, affecting harvests. Because the Georgia season is so short, any weather events are a cause for concern when it comes to supply shortages. California production continues to be pushed back as growers are still assessing fruit development following weather events over the last few months.

### **California Citrus**

**Oranges:** Navels continue to show very good quality, as we approach the end of the Navel season. Size structure is peaking 72/88 choice. Some shippers are starting to get into Valencias, with more available on smaller sizes.

**Lemons:** The market is continuing to get tighter on 165/200s. Particularly 200s. No surprise really given all the rain we have had. We do not see foresee this situation getting better anytime soon as it is starting to have an impact on the 140s as well. What we are seeing now is longer wait times to get trucks loaded as trucks are having to wait for product to be packed. Moving from a 200 to a 165 or 140 will help.

**Limes: ESCALATED** Supplies on smaller sizes are accounting for approx. 60% of the overall yields, although large sizes remain extremely light and will remain scarce for the foreseeable future. Recent rain events have promoted fruit growth and coloring but expect a potential price gap between small and large sizes to continue through the first to second week in May.

**Grapefruit:** Good supply and very good quality out of Texas and California.

**Imports/Specialties:** The California mandarin is in full swing, good availability and outstanding quality. Bloods and Caras are available, and Minneolas are available as well.

### **West Coast Lettuce**

**Iceberg: EXTREME** Lettuce market continues strong with much disruption in supplies. Yuma has finished for the season and Huron should be finished in the next 10 days. Rain and cool weather in northern California over the last 4 to 6 weeks has affected available supplies, in Salinas and Huron, with each shipper having varied availability different days/weeks depending on growing area. The market is still very strong with most shippers holding to averages and we do not anticipate any major changes heading into next week.

**Romaine, Romaine Hearts: ESCALATED** We have seen adequate supplies on romaine and romaine hearts to start the Salinas season with an active market. Shippers are expecting a slight decrease in available supplies as we start the month of May with the possibility of the market strengthening.

**Green Leaf & Red Leaf: ESCALATED** Markets continue strong with limited availability through the balance of the month. We will see varying available supplies and anticipate a steady market as we head into the month of May.

### **Eastern and Western Vegetables**

**Green Bell Pepper: ESCALATED** Supply out of Florida remains snug this week as overall production remains light and demand good. We expect tighter markets over the next few weeks. South Georgia is approximately 3 weeks out. Nogales and McAllen continue to have the stronghold on volume despite crossings being at all-time lows. Transition to Coachella is expected to be 2 weeks late.

**Red Bell Pepper:** Supply expected to be tight as volume begins to decrease out of Mexico. We will also see lighter volume in Florida. Red Pepper supply could get tricky over the next several weeks as we transition to Baja, Coachella and Canada.

**Yellow Bell Pepper:** Good supplies crossing through McAllen and Nogales. Quality is good.

**Orange Bel Pepper:** Good supply crossing through McAllen and Nogales. Quality is good.

**Mini Sweet Pepper:** Hit and miss supply, and quality available loading in Nogales.

**Mixed Chili Pepper: ESCALATED** In the east, chilies were still tighter than normal however expect to see some improvement in two weeks on (Cubanelle, Long Hots, Poblano, Hungarian Wax, Jalapeno and Shishito-very short). In McAllen, volume is gradually improving on all varieties but Yellow Caribe and serrano. Pricing is remains firm but there is downward pressure on most varieties. Tomatillos are stable.

**Eggplant:** Good quality and supply in South Florida and crossing through Nogales.

**Slicer Cucumbers:** Light volume out of Florida and expect transition to South Georgia in approximately three weeks. McAllen and Nogales we continue to see strong volume and outstanding quality.

**English Cucumbers:** Good supply available with excellent quality.

**Pickles:** Steady volume available this week and quality will be mixed out of Mexico.

**Green Beans: ESCALTED** Beans demand remains strong, and markets have reacted. Overall quality is mixed. Markets in Nogales are extreme as the season starts to wind down, transition to Coachella very soon.

**French Beans:** Production continues to be excellent.

**Zucchini/Yellow Squash: WATCHLIST** Excellent supply and quality available in Nogales on Italian and Yellow. In Florida squash supply will be fair; We will also see an increase in scarring due to the wind from the storms going through the region this past week. We are beginning to scratch on squash in South Georgia.

### **Herbs**

Domestic supply is steady for all herbs. Out of Mexico, Supply has improved on most herbs. We are still battling with occasional weather-related issues. Quality will continue to be fair at best. The situation should be further improved in the next week or two. Weather continues to impact herbs from Colombia. Labor issues continue to improve in Mexico.

HERB	SUPPLY	QUALITY	COUNTRY OF ORIGIN
Arugula	Steady	Steady	USA
Basil	Steady	Steady	MEXICO
Opal Basil	Steady	Steady	USA/MEXICO
Thai Basil	Steady	Steady	MEXICO
Bay Leaves	Steady	Steady	COLOMBIA
Chervil	Limited	Marginal	USA
Chives	Steady	Steady	MEXICO
Cilantro	Steady	Steady	USA
Dill	Steady	Steady	USA
Epazote	Steady	Steady	MEXICO
Lemongrass	Steady	Steady	USA
Marjoram	Limited	Flowering	MEXICO
Mint	Steady	Steady	USA
Oregano	Limited	Flowering	MEXICO
Italian Parsley	Steady	Steady	USA
Rosemary	Steady	Steady	MEXICO
Sage	Steady	Steady	MEXICO

Savory	Steady	Steady	USA
Sorrel	Limited	Steady	USA
Tarragon	Limited	Steady	MEXICO
Thyme	Steady	Steady	USA
Lavender	Steady	Steady	USA
Lemon Thyme	Steady	Steady	USA
Lime Leaves	Steady	Steady	USA

### Melons

**Cantaloupe:** ESCALATED We are seeing a rapid shift in the cantaloupe market now that we have passed the peak production of the past two weeks; we are also seeing a shift in sizing away from the excessive jumbo fruit and more to 9/12s. Demand has started to pick up as springtime temperatures are experienced in most regions of the country with large retail promotions developing. Overall volume will begin to decrease each week over the next month until our season is completed. We should see some fruit out of the desert right around Memorial Day. Quality on the cantaloupe has been outstanding with excellent color externally and a strong flavor profile. Brix levels have been mostly in the 13-15% range with some peaking higher.

**Honeydew:** ESCALATED The honeydew market remains very strong and seeing more larger sized fruit. 6-8 ct are drawing a premium. Overall quality remains strong with very good internal/external color and brix levels are in the 12-14% range. Flexibility on sizes to fill orders might be needed this week due to limited availability of the smaller sizes.

**Watermelon:** Overall quality is very nice, still seeing firm pricing and moderate demand. Nogales and McAllen are the primary shipping points yet still seeing offshore watermelons available at the

### Mixed Vegetables

**Artichokes:** We are seeing a slight increase in supplies, market remains very active, and most artichokes are frosted due to cold weather.

**Arugula:** Expect unstable supplies to continue to start the month of May, overall quality is good.

**Asparagus:** ESCALATED Growers in Caborca/San Luis continue to close fields due to seasonality and lack of labor. Some Mexican regions are seeing heavy seeding and spreading due to heat. Peru's volume is still low due to warm weather in the region; quality has been fair at best. Markets remain active due to the weather, and transition from Sonora to Baja in Mexico.

**Bok Choy:** ESCALATED Market continues active with very light supplies.

**Broccoli/Broccoli Crowns:** ESCALATED Supplies are slowly improving and although pricing is still escalated, market is slowly adjusting downward. Quality is good and we look for volume to slowly increase going into next week.

**Broccolini:** Escalated Supplies remains light with good demand.

**Brussels Sprouts:** Demand has improved significantly, and we continue to see some supply challenges. Quality on the 25lb bulk packs from Oxnard have improved with some quality issues on product coming from Mexico. Market is stronger.

**Carrots: (JUMBOS)** ESCALATED Overall supplies are improving, Jumbos are still slow getting ramped up. Quality is good.

**Cauliflower:** EXTREME Supplies on flower remain limited due to the cooler temps and continues to be more impacted than other crops. The current market remains in a demand exceeds supply situation and supplies continue light at to start the month of May.

**Celery:** Shippers are still reporting some seeder pressure, but overall quality is good. Market is slightly stronger.

**Cilantro:** With the excess amount of rain, we have received the cilantro has absorbed a lot of water in the leaves and following up with the warmer weather we are starting to see some breakdown post-harvest.

**Corn:** Supply is steady, quality is good out of Florida. We still face the possibilities of rain delays in the east but do not expect any major issues. In the west fair quality continues due to insect pressure impacting appearance; we are about 3 weeks from new crop in the desert.

**Fennel:** Supplies are improving but are still below average. Quality is very good; Market remains active for the next 10 days to 2 wks.

**Garlic:** EXTREME Quality is good with moderate supplies.

**Ginger: EXTREME** Chinese supply will be very sporadic due to delays in unloading containers and inspecting at the ports. Pricing will be climbing daily.

**Green Cabbage:** Quality remains good with increasing supplies.

**Green Onions:** - We are seeing good supplies with very good quality.

**Kale (Green):** Supply is steady with good quality. Market is active.

**Mushrooms: ESCALATED** Quality is good despite supply being lighter than expected. We continue to see lack of labor, shortages in component of growing such as peat moss and other inflationary pressures. We expect to see this continue to be a challenge until some of the growing costs can get under control of this particularly labor intensive and cost sensitive item.

**Napa Cabbage: ESCALATED** Warm weather last week in the desert, along with the weather events in California in March are impacting quality on Napa out of all areas. Market is active.

**Parsley (Curly, Italian): ESCALATED** Some shippers are starting to see some minor seeder in the Italian/parsley as well as some slight yellowing/burn in some of the fields.

**Rapini:** Supplies are improving but still below average. Quality is very good, market remains active.

**Red Cabbage:** Supplies are improving, quality is very good.

**Snow Peas and Sugar Snaps:** Production remains the same on snow peas, but sugar snaps continue to be slow due to the weather. We continue to see quality issues on sugar snaps and have started to see some quality issues on snow peas.

**Spinach (Bunched & Baby):** Expect unstable supplies to continue to start the month of May, overall quality is good.

**Spring Mix:** Expect unstable supplies to continue to start the month of May, overall quality is good.

**Snow Peas and Sugar Snaps:** Production on Snow peas has improved slightly. Sugar snaps continue to be limited due to the weather. We continue to see some quality issues on arrival in the sugar snaps.

#### **Onions:**

Onion demand continues to remain flat. The market does not appear to be moving anywhere fast any time soon now. Northwest supplies are beginning to dwindle in Idaho/Oregon. Washington will be able to ship longer than Idaho/Oregon based on their remaining supply. We are beginning to see Colossal and Super Colossal onions get very tight. This is pretty typical for this time of year as the longer-term storage varieties generally do not size as big as the earlier varieties. The Northwest continues to battle internal onion quality, which is not abnormal for this type of year. We are seeing the occasional rotted brown ring, and some random translucent scales. Mexican onions continue to cross as they are into the bulk of their product. Texas product will begin to ramp up in the coming weeks to finish off the month of March. April will be a mixed bag of remaining supplies in the Northwest, coupled with both Mexican grown onions and Texas onions shipping out of McAllen, and then finally – Imperial Valley, CA toward the end of the month. The biggest headwind expected for Q2 is how the cool temps and rain will affect the California and New Mexico onions. There is expected to be some size challenges, and potentially some gaps in supply in July/August as the later fields were delayed in planting due to fields being too wet. New Mexico does appear to be in better shape from this regard.

#### **Potatoes: ESCALATED**

Potato demand on cartons has returned to normal levels during Q1. While we have not seen carton pricing take any sharp increase, we are seeing product significantly tighten up. We are beginning to approach the point where growers start to wind down on their Norkotah supplies. Once we get to the middle/end of April, we should see growers shipping Burbanks just about exclusively. Growers continue to receive record offers from processors (even higher than last season), and reports of further record breaking offers for the Spring continue to roll in. Because of this, the fresh market has a 'safety net' of where pricing will likely not fall beneath. We anticipate we will continue to see this trend to get growers to release product on the fresh side as we head into the Spring/Summer. Other growing regions are echoing the same sentiments as well. We have already seen Nebraska finish up, and we are seeing much less supply out of Colorado and Wisconsin as well. Both regions will finish up over Q2, and it could potentially mean a volatile Summer ahead. National supply reports are showing that there are approximately 3% less potato stocks on hand than there were during this time last year. Depending on how product stores, as well as what happens with demand, will really determine where the market will climb to.

#### **TOMATOES**

### East Coast

- **Round Tomatoes:** WATCHLIST Markets ticked up a bit this week as transition from Immokalee to Ruskin/Palmetto begins. Peaking on 5X6's this week with smaller sizes being a bit tighter. Overall quality is good. Rain delays slowed down production in general but should see some improvement early next week.
- **Roma Tomatoes:** WATCHLIST Markets firmed up slightly this week. We are seeing harvest delays due to the rain, but overall quality remains good on all sizes.
- **Grape and Cherry Tomatoes:** Markets remain flat this week despite the rain and harvest delays. Good quality available on all sizes.

### Mexico

- **Round Tomatoes:** Excellent supply on larger sizes as we are in the crown pick out of Sonora; smaller fruit was lighter this week but should improve over the next week. Overall quality is very nice crossing through Texas and McAllen.
- **Roma Tomatoes:** Lighter crossings this week firmed markets up a tad as we transition from Sinaloa to Sonora. We expect to see upward pressure on romas in general over the next several weeks. Excellent quality available this week crossing through Texas and McAllen.
- **Grape Tomatoes and Cherry Tomatoes:** Strong numbers and excellent quality continue out of Mexico. Currently seeing larger sized fruit as growers break new shade house production. This should settle back into a good mix of sizing over the next week.
- **Medley Grape Tomatoes:** Strong numbers and excellent quality continue out of Mexico.
- **Tomato on the Vine:** Excellent quality and supply available.

### APPLES, PEARS, STONE FRUIT

**Apples:** Washington State Apple Crop looks to be around 100M boxes vs. 122M the last two years and 132M 3 years ago. With the number of Trees in the ground – this number is shocking. The last crop we saw 100M boxes was in 2007. Mid-April 2022 – Eastern Washington experienced 20-degree temperatures with apple trees in bloom which caused a significant loss in the crop. Additionally, cooler temperatures in the Spring with extreme Summer Temps also played a negative role in the supply of apples combined with two devastating hailstorms causing some blocks of Orchards not to be harvested. Furthermore, Fujis and granny smiths are known for alternate-bearing crops. Last year were heavy crops, so this year both are down significantly.

**Pears:** This year's pear crop will likely be down significantly due to severe high temps last July and extremely low temps in mid-April 2022. Cooler temperatures in the Spring with extreme Summer Temps also played a negative role in the supply of pears combined with two devastating hailstorms causing some blocks of Orchards not to be harvested.

### On the Horizon

**Cherry, Yellow Peaches, Nectarines, & Apricots:** All should start scratching in about two weeks.