

Weekly Market Review

May 4, 2023

Overview

Transition to the Ruskin/Palmetto region on tomatoes is complete, product is good, but volume is light. We are also seeing lighter numbers on peppers and cucumbers, while corn remains steady setting the stage for transition to South Georgia. 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 crossing through Nogales and McAllen. The 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 expected to be this way through the rest of the season; transition to the desert will be soon. GreenGate will be starting in Salinas on Monday and there are a few shippers still shipping from Huron through next week but all other wet veg is shipping from Salinas and Santa Maria. Look for supplies to continue to be very unstable through the month of May as the Salinas Valley is behind schedule on many major commodities. This will continue to keep the USDA prices very volatile for several weeks because of heavy rains and flooding from January-March. We continue to anticipate disruption in the coming month with prorates and 10-week averages will most likely continue in the coming weeks.

Market Alert

- Asparagus – **ESCALATED**
- Bok Choy – **ESCALATED**
- Broccoli – **ESCALATED**
- Brussels Sprouts - **ESCALATED**
- Carrots – **ESCALATED**
- Cauliflower – **ESCALATED**
- Celery - **ESCALATED**
- Garlic – **ESCALATED**
- Ginger – **EXTREME**
- Grapes (All Colors) - **EXTREME**
- Green Beans - **ESCALATED**
- Hot Pepper (Shishito, Serrano, & Anaheim) – **ESCALATED**
- Lettuce (Green Leaf, Iceberg, Red Leaf, & 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

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 5/4	Fri 5/5	Sat 5/6	Sun 5/7	Mon 5/8	Tue 5/9	Wed 5/10	Thu 5/11
62° 50°F	63° 51°F	63° 49°F	63° 47°F	64° 49°F	62° 49°F	62° 49°F	65° 50°F
							
Cloudy	Mostly Cloudy	Cloudy	Mostly Sunny	Partly Cloudy	Partly Cloudy	Partly Cloudy	Mostly Sunny









OXNARD, CA:

Thu 5/4	Fri 5/5	Sat 5/6	Sun 5/7	Mon 5/8	Tue 5/9	Wed 5/10	Thu 5/11
61° 49°F	62° 49°F	62° 50°F	62° 50°F	62° 50°F	63° 50°F	61° 50°F	62° 52°F
							
Mostly Cloudy	Mostly Sunny	Partly Cloudy	Partly Cloudy	Sunny	Mostly Sunny	Partly Cloudy	Sunny









JALISCO, MX

Thu 5/4	Fri 5/5	Sat 5/6	Sun 5/7	Mon 5/8	Tue 5/9	Wed 5/10	Thu 5/11
86° 61°F	89° 62°F	90° 62°F	89° 62°F	88° 60°F	87° 57°F	86° 55°F	85° 53°F
							
Mostly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Sunny	Mostly Sunny	Partly Cloudy









WIMAUMA, FL

Thu 5/4 88° 61°F  Sunny	Fri 5/5 92° 69°F  Partly Cloudy	Sat 5/6 90° 70°F  Partly Cloudy	Sun 5/7 89° 69°F  PM Thunderstorms	Mon 5/8 90° 70°F  Partly Cloudy	Tue 5/9 90° 71°F  Mostly Cloudy	Wed 5/10 91° 72°F  Partly Cloudy	Thu 5/11 92° 72°F  PM Thunderstorms
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ADEL, GA

Thu 5/4 81° 55°F  Mostly Sunny	Fri 5/5 83° 61°F  Mostly Cloudy	Sat 5/6 86° 64°F  Partly Cloudy	Sun 5/7 89° 65°F  Partly Cloudy	Mon 5/8 88° 66°F  PM	Tue 5/9 88° 67°F  PM	Wed 5/10 91° 67°F  Partly Cloudy	Thu 5/11 90° 65°F  Isolated
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COACHELLA, CA

Thu 5/4 75° 53°F  Partly Cloudy	Fri 5/5 81° 56°F  Sunny	Sat 5/6 85° 57°F  Mostly Sunny	Sun 5/7 89° 59°F  Sunny	Mon 5/8 93° 60°F  Sunny	Tue 5/9 93° 57°F  Sunny	Wed 5/10 86° 58°F  Sunny	Thu 5/11 93° 64°F  Sunny
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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
Italian Squash/ Yellow Squash	We are beyond excited to see these items on the Good Buy list because this means, SUMMER VEG IS HERE! There is nothing better than a grilled veggie salad to pair with any protein! Slice squash is rounds, bell peppers in half and use the whole sweet corn cob (husk on), and place these on the grill. Once grill marks show, take them off, and dice into smaller chunks. Drizzle with olive oil, a sprinkle of fresh herbs, salt, and pepper, and even top with some feta for a delished grilled veggie treat!
Green Bell Pepper	
Sweet Corn	

Fruits & Vegetables

Avocados: Last week Mexico brought another very strong harvest closing at 73.5M pounds for the U.S. This was the second largest week of the year and solidified a strong position for supporting Cinco de Mayo pulls. This Monday (5/1) was a holiday in Mexico with no harvest, and the projected weekly totals drop down to 54M pounds. California volumes exceeded the 10M pound mark and have now unofficially entered their peak, continuing through June. 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. Peru volumes continue to trickle in. 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 with the holiday on Friday, expectations are high for a lot of avocados and guacamole consumption.

Bananas: 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 programed 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 MX until the 3rd week of May.

Berries

Strawberries: The California growing regions have experienced rainfall this week. Still, we do not expect major interruption due to the rain, but the cooler and cloudier weather patterns may possibly slow down the fruit maturation. In the Northern district, the forecast for the next three weeks have been slightly reduced due to weather projections. In Santa Maria, the weather is much cooler than anticipated, with temperatures in the 60s- and 40s-degree range. This has significantly slowed down fruit maturation, leading to a reduction in volume projection for the next five weeks. Oxnard is at its peak this week. Projections for the next two weeks have been adjusted due to a decrease in fruit size.

Blackberries: Supply is entering post-peak production and is expected to begin descending from Central Mexico. The supply will begin its natural descent due to reaching post-peak output and setting the production ready for next season. California regions are expected to increase gradually, with Oxnard leading the way. The California regions will increase in late May and early June and supplies will be lower over the next 3-4 weeks.

Raspberries: Supply volume remains elevated due to an extra fruit flush from Mexico. Mexico will begin to downtrend steadily starting next week. The total conventional volume will downtrend for the next two weeks before remaining stable for another four to five weeks, with California production beginning to ramp up. Baja volume will remain flat this week and next and continue to uptrend towards peak volume. Santa Maria will start production next week with minimal volume.

Blueberries: Mexico's volume has begun to decrease rapidly now that fields are post-peak. High temps and labor shortages are impacting receiving in Mexico so we expect to start seeing less volume coming into the U.S. Georgia is also reporting rain this week, affecting harvests and because 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 are winding down as we approach the end of the Navel season. Size structure is peaking 72/88 choice. Some shippers are starting Valencias with more available on smaller sizes, although they remain tight.

Lemons: The market is continuing to get tighter on 165/200s. We do not see foresee this situation getting better and it is starting to have an impact on the 140sl. What we are seeing now is longer wait times to get trucks loaded as they must wait for product to be packed. Please be flexible on sizing.

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. 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: ESCALATED Lettuce market continues strong with much disruption in supplies. Yuma is finished for the season and Huron should be finished by the end of the week of 5/8. We continue to feel the impact of the rain and cool weather in March and early April as supplies continue to be very unstable. Market continues to be escalated although we are feeling a weaker undertone but most shippers holding to averages. We do not anticipate any major changes heading into next week.

Romaine, Romaine Hearts ESCALATED We are seeing adequate supplies on romaine and romaine hearts with an a very active market. Shippers are expecting a slight decrease in available supplies with the possibility of the market strengthening.

Green Leaf & Red Leaf ESCALATED Quality is good but experiencing lighter weights and sizing is trending on the smaller side. Current markets are active, and demand continues to strengthen. We will see varying available supplies and anticipate a steady market as navigate the month of May.

Eastern and Western Vegetables

Green Bell Pepper: Supply out of Florida remains snug this week and expect to transition to South Georgia this weekend. Nogales and McAllen continue to have the stronghold on volume while Coachella is quickly ramping up. Quality is outstanding.

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 Bell 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. South Georgia expected to scratch in three weeks.

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 and markets in Nogales are extreme as the season starts to wind down, transition to Coachella very soon.

French Beans: Production was very good this week, but with the change in seasons and rain starting in Guatemala, we will see a decrease next week.

Zucchini/Yellow Squash: Excellent supply and quality available in Nogales on Italian and Yellow. In Florida squash supply will be fair and we will also see an increase in scarring due to the wind from the storms going through the region this past week. Good volume out of 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 several weeks. 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. Limited crossings through Nogales.

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 San Luis continue to close fields due to seasonality and lack of labor. Baja has started production, but volumes are minimal. Guanajuato should start in two weeks and go through the end of August. 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 in Mexico.

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

Broccoli/Broccoli Crowns: ESCALATED Supplies are slowly improving and pricing is still escalated, market is slowly adjusting downward. Quality is good and we look for volume to slowly increase but we still anticipate unstable supplies through the month.

Broccolini: Supplies remain light with good demand.

Brussels Sprouts: ESCALATED Supplies will continue to decrease on both bulk pack 25lb and VA category. Yields are dropping and there are still issues with quality. Expect to see short supplies and rising prices for the next 4-6 weeks as we will see a drop in volume.

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

Cauliflower: ESCALATED Supplies are slowly improving, but pricing is still escalated, market is slowly adjusting downward. Quality is good and we look for volume to slowly increase although we still anticipate unstable supplies through the month.

Celery: - ESCALATED Supplies will be much lighter for the next three to four weeks. Disease pressure and seeders are present, so lighter yields. Market is better stronger with pricing escalated.

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. In the west we are seeing new crop out of the desert and quality is outstanding. South Georgia expected to start by Memorial Day.

Fennel: WATCHLIST We will be seeing light supplies for the next 2 to 3 weeks due to quality issues. Market remains active with shippers covering averages only.

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 Effects of the warm weather last week in the desert, along with the weather events in California in March are affecting 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, but quality is improving. 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: ESCALATED Production remains the same on Snow peas. Sugar snaps continue to be slow due to the weather. We continue to see quality issues on Sugar snaps.

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 as a means 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 hit and miss. We anticipate markets over the next few weeks.
- **Roma Tomatoes: WATCHLIST** Markets firmed up slightly this week. Quality is hit and miss on all sizes.

- **Grape Tomatoes:** Markets remain flat this week despite the rain and harvest delays. Good quality available on all sizes.
- **Cherry Tomatoes:** Markets are firm this week due to lighter supply.

Mexico

- **Round Tomatoes:** Excellent supply on mid to smaller sizes this 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.
- **California Tomatoes About** two weeks away from the desert

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, and nectarines, apricots- all should start scratching in about two weeks.