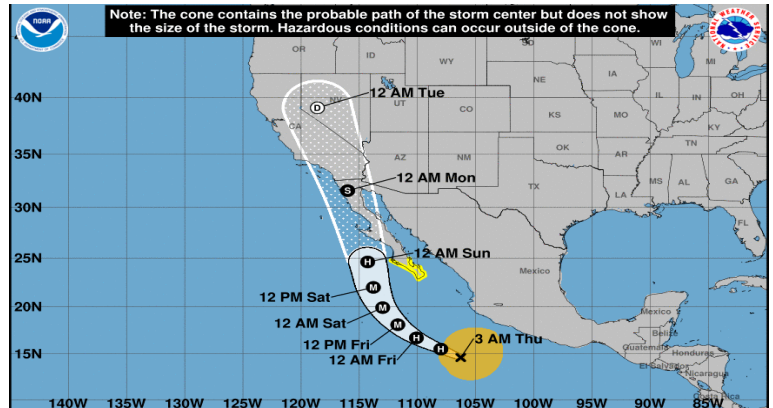


# Weekly Market Review

## August 18, 2023

### Overview

We are tracking a tropical storm that is likely to become a hurricane off the west coast of Mexico and is certain to impact summer vegetable production on the Baja Peninsula, and possibly some parts of California. We will be monitoring this over the next 5 days. Grape tomatoes are extremely short this week and the east coast is experiencing major delays due to rain washing out fields as well as causing harvest delays. Grapes tomatoes are very sensitive to moisture, and they need to be dry and sorted properly or they will not have the legs to ship post-harvest. Between the need to allow fields to dry out, fruit to dry out and clean up picks, we expect to see escalated markets for the next 2-3 weeks at minimum. Hot pepper and tomatillo market remains very active with Sinaloa completed and Baja late to start, which is driving prices higher with strong demand on the Mexican national market keeping a majority of the product in Mexico. California volume continues to ramp up on hot peppers. Cantaloupe and honeydew production is now in full swing out of Firebaugh and Patterson. We are seeing tight supply on Pineapples and expect this to continue through October. The shortage of large avocados, 40s & larger, will last through September, possibly longer. With a lot of the industry sized down to counter high price points and availability concerns, there are now slightly more 48s available. There hasn't been an adjustment to the size curve out of Mexico, so a low volume week or two can easily keep prices on 48s elevated. Late September can potentially be another volatile time as Mexico will be going through a crop transition, coinciding with Peru programs transitioning back into Mexico.



### Market Alert

- Avocados – **EXTREME**
- Asparagus – **EXTREME**
- Bok Choy – **ESCALATED**
- Brussels Sprouts – **ESCALATED**
- Carrots – **ESCALATED**
- Ginger – **EXTREME**
- Green Onions - **ESCALATED**
- Hot Pepper (All Varieties and Tomatillo) – **EXTREME**
- Lettuce, Iceberg – **ESCALATED**
- Limes – **ESCALATED**
- Napa – **ESCALATED**
- Onions – **ESCALATED**
- Parsley (Curley & Italian) – **ESCALATED**
- Pineapple-**ESCALATED**
- Potatoes – **ESCALATED**
- Snow & Sugar Snap Peas – **ESCALATED**
- Tomatoes (Grapes) – **EXTREME**
- Tomatoes (Cherry) – **ESCALATED**

### Watch List

- Blackberries
- Green Beans
- Lemons
- Strawberries
- Raspberries
- Tomatoes (Mexico)
- French Beans

### 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 8/17	Fri 8/18	Sat 8/19	Sun 8/20	Mon 8/21	Tue 8/22	Wed 8/23	Thu 8/24
71°   61°F	72°   59°F	74°   60°F	73°   62°F	79°   65°F	75°   63°F	75°   61°F	74°   60°F
Partly Cloudy	Mostly Sunny	Mostly Sunny	Partly Cloudy	AM Clouds/PM	Partly Cloudy	Mostly Sunny	Mostly Sunny

**OXNARD, CA:**

Thu 8/17 71°   61°F  AM Clouds/PM Sun 0 in	Fri 8/18 72°   61°F  Partly Cloudy 0 in	Sat 8/19 74°   63°F  Partly Cloudy 0 in	Sun 8/20 74°   68°F  PM Showers 0.51 in	Mon 8/21 72°   65°F  Rain 0.5 in	Tue 8/22 72°   64°F  Partly Cloudy 0 in	Wed 8/23 73°   63°F  Mostly Sunny 0 in	Thu 8/24 73°   63°F  Partly Cloudy 0 in
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**JALISCO, MX**

Thu 8/17 81°   66°F  Scattered Thunderstorms 4 AM 0.45 in	Fri 8/18 78°   65°F  Scattered Thunderstorms 0.33 in	Sat 8/19 80°   65°F  Scattered Thunderstorms 0.2 in	Sun 8/20 79°   66°F  Scattered Thunderstorms 0.23 in	Mon 8/21 83°   66°F  PM Thunderstorms 0.12 in	Tue 8/22 84°   66°F  PM Thunderstorms 0.13 in	Wed 8/23 86°   68°F  PM Thunderstorms 0.2 in	Thu 8/24 85°   67°F  Thunderstorms 0.42 in
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**VIZCAINO, BAJA SUR**

Thu 8/17 107°   72°F  Partly Cloudy 0 in	Fri 8/18 102°   77°F  Mostly Sunny 0 in	Sat 8/19 84°   78°F  Thunderstorms 1.04 in	Sun 8/20 81°   71°F  Rain/Wind 0.64 in	Mon 8/21 87°   68°F  Partly Cloudy 0 in	Tue 8/22 89°   68°F  Mostly Sunny 0 in	Wed 8/23 91°   68°F  Mostly Sunny 0 in	Thu 8/24 94°   69°F  Partly Cloudy 0 in
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**ARVIN, CA**

Thu 8/17 108°   71°F  Sunny	Fri 8/18 103°   69°F  Sunny	Sat 8/19 103°   74°F  Mostly Sunny	Sun 8/20 86°   71°F  Showers	Mon 8/21 81°   70°F  Rain	Tue 8/22 89°   72°F  Partly Cloudy	Wed 8/23 92°   73°F  Sunny	Thu 8/24 93°   73°F  Sunny
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**SELMA, CA**

Thu 8/17 105°   68°F  Sunny 0 in	Fri 8/18 99°   65°F  Sunny 0 in	Sat 8/19 99°   70°F  Mostly Sunny 0 in	Sun 8/20 87°   69°F  PM Showers 0.19 in	Mon 8/21 82°   67°F  Rain 0.24 in	Tue 8/22 88°   68°F  Mostly Sunny 0 in	Wed 8/23 93°   68°F  Sunny 0 in	Thu 8/24 95°   68°F  Sunny 0 in
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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
<b>Slicer Cucumber &amp; Celery</b>	Celery and cucumbers are both high in water content which makes them great for juicing. These two ingredients also make for a delicious and fresh salad dice celery, cucumbers, fresh flat leaf parsley, mint, a drizzle of olive oil and sprinkle with salt and pepper.

## **Fruits & Vegetables**

**Avocados: EXTREME** Last week closed at 63.3M pounds for the U.S. an increase of 28% from two weeks ago. Mexico is the largest contributor, with volumes increased by 65% over the last two weeks. The size curve hasn't changed out of Mexico, but demand has sized down to better match the harvest profile. Declining volumes out of California will continue through August, with the size curve continuing to favor the 60s and smaller as fruit didn't size up as hoped after the winter rains. With the newly reduced crop estimates, the industry is adjusting for an early end to the Peru season. Original projections called for 14% growth over 2022, which was reduced to 8% in June, and now Peru is expecting to close the year with no growth over last season for the U.S. Weather contributed to smaller fruit and trees dropping fruit prematurely. This season 70% of Peru's volume was shipped to Europe as their season began earlier than the U.S.

**Bananas:** Steady volume on the horizon expected and no quality issues; fruit size will remain smaller than normal but should be improving.

**Pineapples: ESCALATED** We expect to see tighter availability on pineapples through the remainder of the quarter due to a decrease in yields throughout the tropics; most of this can be attributed to the changing of the weather patterns from La Nina to El Nino. As a result of this, many farmers saw their fruiting season start approximately five weeks earlier than normal; factor this with the high drought conditions we are now seeing, the result is some of the lowest fruit production in this current cycle we have seen in years for this time of year. We are also seeing some growers decide to cease operations due to inflationary pressure which is limiting their cashflow for day-to-day farming costs such as labor and fertilizer. Our growers are doing everything they can to navigate through this to ensure we keep the supply chain stable. However, we do feel there might be occasional shortages or pro-rates until we resume a normal availability cycle. We recommend staying in front of this condition by keeping additional inventory on hand as well as planning and placing orders well ahead of time and not on the same day. We hope these adjustments, as well as the ability to be flexible on sizing, will avoid the need to make product substitutions or cause any major shortages. Overall quality remains good.

**Table Grapes:** Good supply available on all varieties, markets ticked up this week as demand strengthened with schools going back in session and retail demand is higher. Overall quality is good.

## **Berries**

**Strawberries: WATCHLIST** Availability will continue to be limited through the month of August. While the second push out of Watsonville and Salinas is starting to show and numbers are projected to increase, the increase will be slow, and it is not expected to allow much room for additional business. Santa Maria's fall crop start date has been pushed back again, expected to start the last week of August with no notable volume until mid-September. Berries in Watsonville/Salinas are sizing down, conv 18-22, and organics are 28-32. Crews are dropping between 30-50% of damaged fruit in both conventional and organic fields to aid in keeping packs clean. Still no reports of any labor shortages which has helped to keep fields rotated in hopes to extend the season and support the growers as long as possible this year.

**Blackberries:** Watsonville growers are past their initial early season push; we will see volume trend down slightly with limited availability until the projected peak in mid-August. Mexico's production continues to decrease and will do so until the end of September when the previously pruned crop comes back into play. Watsonville's quality has been great. Very little occurrence of red cell and leaky. Berries are large. Overall, availability will be limited for the next few weeks.

**Raspberries:** Volume is steady out of both Watsonville and Mexico. Acreage in Watsonville is limited so availability will remain limited until the peak in mid to late August. The quality is exceptional with large berries, full ripe salmon color, and meaty texture with classic raspberry flavor. Availability will be limited for the next few weeks.

**Blueberries:** The Pacific Northwest is coming off-peak production. Demand and pricing are just beginning to turn up ever so slightly, but we expect that will continue to increase over the next 10-12 days. Both Oregon and British Columbia production volumes are coming off significantly over the next several weeks. Peru will not come in as early or with as much volume as last year so this may help to extend seasons out of the Pacific Northwest. Quality has been good in both OR and BC, BC is slightly better with firmer fruit.

## **California Citrus**

**Oranges:** Valencia's are peaking on 88/113/72 with very good eating quality. As we approach August, we may see some re-greening. Small fruit is expected to remain tight through the valencia season.

**Lemons: WATCHLIST** Demand continues to be very strong with light supplies, especially on Fancy grade and small sizes. Please be sure to provide plenty of lead time on orders. Argentina and Chile are expected to finish early this season and D3 is scheduled to start in early to mid-October.

**Limes: ESCALATED** Crop is transitioning to new areas in most operations. Peak sizing consists of small fruit, including 230's & 250's; large fruit will remain limited in availability. As we progress through the summer months, weather will continue to play a role in overall quality, which again, will impact the market and Pricing may fluctuate based on prevailing supply and demand trends.

**Grapefruit:** Star Ruby Grapefruit is being packed in Riverside and the central valley. Currently peaking in a 56/48/40.

**Imports/Specialties:** Imported mandarins on both the east and west coasts.

**West Coast Lettuce**

**Iceberg: ESCALATED** Supplies are steady at normal to slightly lower numbers. Quality has been good with smaller heads and lower yields on pounds per acre. The market has been very active with the start of schools and one factor that may have an impact is warmer weather this. The forecast is for the wide range in prices to narrow down and current prices to firm up.

**Romaine, Romaine Hearts:** Quality on romaine is fair as we are seeing occasional tip or fringe burn present based on specific growing regions throughout the Salinas Valley. There has also been a slight increase in insect pressure because of the warming trend we have seen recently, market is stronger.

**Green Leaf, Red Leaf & Butter:** Supplies are good with very good quality. Market is steady to slightly stronger with good demand.

**Eastern and Western Vegetables**

**Green Bell Pepper:** Lighter supply, good demand has firmed up the pepper market. Supplies are stable out of the Central Valley; the Central coast is about 2 weeks away. East coast volume is steady out of North Carolina and Michigan.

**Red Bell Pepper:** Markets have firmed up and supply is lighter this week. Good supply on 11# fruit crossing through Texas but demand is stronger Quality remains strong.

**Yellow Bell Pepper:** Markets have firmed up and supply is lighter this week. Good supply on 11# fruit crossing through Texas but demand is stronger Quality remains strong.

**Orange Bell Pepper:** Markets have firmed up and supply is lighter this week. Good supply on 11# fruit crossing through Texas but demand is stronger Quality remains strong.

**Mini Sweet Pepper:** Light supply this week loading in Nogales.

**Mixed Chili Pepper: EXTREME** In the east, chilies and tomatillo are still tighter than normal but available on the following varieties: Cubanelle, jalapeno, long hot, poblano. Shortest industry wide are red Fresno, poblano, Anaheim, serrano, shishito, red jalapeno. In the west, we are seeing lighter volume crossing from Mexico this week and Sinaloa is done and Baja is late to start causing very high demand on the Mexican National Market. Markets are escalated on all varieties. We expect active markets for upwards of 2-3 weeks until we can get some steady volume out of the growing regions in Mexico.

**Eggplant:** Good quality and supply out of Michigan and other local regions. In the west Fresno continues to produce decent numbers. Overall quality is good.

**Slicer Cucumbers:** Volume is steady out of McAllen and Baja. North Carolina and some of the other local deals, like Michigan, continue to see stable numbers. Overall, the quality is good.

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

**Pickles:** Lighter supply out of Michigan this week and quality will be mixed.

**Green Beans: WATCHLIST** Markets are mixed with a wide range of quality by region.

**French Beans: WATCHLIST** We continue to see weather-related quality issues upon arrival. Rain in Guatemala has affected shelf life. Light supply of conventional out of Mexico.

**Zucchini/Yellow Squash:** Markets are stable this week with stable numbers North Carolina, Michigan, and Tennessee in the east. In the west we continue to cross supply in McAllen, and Nogales is done until October. Fresno and Santa Maria are going strong on Italian and yellow.

**Herbs**

Supply is steady on all standard varieties but expects sporadic heat-related quality issues on the more delicate varieties. Weather continues to affect all herbs from Colombia. Domestic and imported chervil production continues to be low due to rain.

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**

Steady production expected on cantaloupe and Honeydew out of the Central Valley.

**Cantaloupe:** Cantaloupe quality is excellent with high shell color and very minimal rind with outstanding internal color. The brix levels are averaging 14-16%. Sizing is trending mostly to regular 9s followed by 12s. Jumbo fruit is limited.

**Honeydew:** Honeydew is now in full production peaking on 5's and 6's. Large sized fruit is limited. Quality is outstanding with clean and smooth skin, and brix levels averaging 13-15%.

**Watermelon:** Overall quality is good, and availability is good. Many local deals are peaking that complement the primary shipping points in the Central Valley, North Carolina, Texas, and Arizona.

### **Mixed Vegetables**

**Artichokes:** Supplies continue to improve, especially on larger sizes, market remains active.

**Arugula:** Supplies are good with very good quality

**Asparagus: EXTREME** The effects of El Niño continue in all Mexican and Peruvian growing regions. Production has increased, but mostly on small and standard sizing. Markets continue to be short on Large, XL and Jumbo sizes. Mexican and Peruvian quality is fair at best.

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

**Broccoli/Broccoli Crowns:** Normal late summer defects are appearing in low percentages. Otherwise, crop quality is good for both crowns and florets.

**Broccolini:** Good supplies with very good quality. Demand remains strong.

**Brussels Sprouts: ESCALATED** Not much change in the sprout market from last week as the market remains strong with light supplies into the coming week. The outlook is for better supplies starting the week of 8/28 and into 9/4 but for next week we will continue to see light supplies.

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

**Cauliflower:** We are seeing good supplies into next week and the quality, condition, and color remain very nice. The market will be steady heading into next week, but we may see market firm up and get stronger later in the month.

**Celery:** We are in the peak of the season in the Salinas Valley on Celery with very good supplies and quality.

**Cilantro:** Supplies are improving with very good quality. Market remains active although pricing continues to trend down.

**Corn:** Corn markets are mostly stable with moderate demand and quality is good.

**Fennel:** Supply is better, quality is very good.

**Fennel: WATCHLIST** Supply is better, quality is very good. Market remains very active.

**Garlic: ESCALATED** The 2023-2024 California Garlic season has started. Market continues active as supplies ramp up quality is looking good.

**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:** Supplies continue to improve with very good quality. Demand is good.

**Green Onions: ESCALATED** In the green onion growing regions of Northern Mexico, hot weather is always expected this time of year, but this year has been extreme as July had 22 consecutive days of over 110-degree weather. In addition, overnight lows were over 90 degrees along with some recent rain events. We have experienced temperature spikes in the past, but not this many consecutive days. This excessive heat in July has stunted growth and reduced yields and available supply. We expect this situation to last through the balance of August and September. The market is considerably stronger.

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

**Mushrooms:** Quality is good, and supply is stable.

**Napa Cabbage: ESCALATED** Supplies are still very light, and the market remains very active.

**Parsley (Curly, Italian): ESCALATED** Quality is improving, market remains active.

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

**Red Cabbage:** Supplies continue to increase with very good quality. Pricing continues to adjust down.

**Spinach (Bunched & Baby):** Good supplies and good quality.

**Spring Mix:** Supplies are good with very good quality.

**Snow Peas and Sugar Snaps: ESCALATED** Guatemala production on both peas has improved this week. Peruvian pea quality is excellent, and production is also better this week. Out of the west, the snow pea supply is slightly improved, and markets remain active, with good demand and fair to good quality. Sugar snaps demand exceeds supply. The market is very active.

### Onions

The market is in the middle of transition now. The only color we are seeing any major movement and tight supply on is white onions. We may begin to see Colossal and Super Colossal yellows tighten up, as the early Northwest product traditionally does not size very big to start out. California appears to have plentiful amounts of big onions to finish out the remainder of their crop. The short-term concern right now is surrounding medium and jumbo yellow onions. There is a going to be a voluminous amount of supply coming all at once in the coming weeks as more growers in both Washington and Iowa ramp up their supply. Red onions should do ok at maintaining their current price levels as it appears a lot less were planted this season than last year where we saw the Pacific Northwest finish with a heavy surplus of them. Both Idaho and Washington have been extremely hot over the last week, which is causing some stress on the plants and preventing the bulbs from sizing up. This is taking place a lot later than we saw last season, and all reports are that both supply and quality should be much improved over last year's crop. Idaho is expected to get a good bit of rain on Sunday/Monday,

which could delay harvest for some growers as well. We will likely not see the market settle out until California and New Mexico finish packing what they have left. Trucks are beginning to tighten up some, and with fuel increasing and school demand back up, we are beginning to see rates climb.

### **Potatoes: ESCALATED**

The bulk of the potatoes being shipped are now new crop Norkotahs. There is very little old crop Burbanks left to speak of in Idaho. We are seeing the market fall fast out of all shipping regions as new crop has brought a lot of supply on board at once. Because these potatoes have not been through the sweat yet, they must be shipped and cannot be stored. We are unlikely to see the market regain its footing until sometime in the middle to end of September. We are seeing Washington's early potatoes sizing on the larger range – so 40ct through 70ct have been plentiful, and there have been a lot of straight load deals. In Idaho, tuber counts are high, which tells us that yields are strong. The unknown there will be how the crop is sizing overall. Due to the high levels of heat, they have experienced over the last several weeks, it is possible we see smaller potatoes more plentiful this season. The outlook remains optimistic this season on yields, sizing, and quality. Barring any unforeseen weather events that would negatively impact harvest or storage, the industry should be in for some much-needed relief on fresh potatoes this season. Trucks are beginning to tighten up some, and with fuel increasing and school demand back up, we are beginning to see rates climb.

### **Tomatoes: East Coast**

- **Round Tomatoes:** Lighter volume available on smaller sizes and that is drawing a premium. Larger sized fruit is in good supply. We have seen a lot of rain that has delays harvesting multiple days but expect several days of favorable conditions for harvesting. weather over the next few days that will dry out the fields and able to see some steady picking days on the schedule. Fruit in general look good, we are seeing some quality issues related to rain but expect that to improve soon.
- **Roma Tomatoes:** Improving volume is expected over the next ten days. We have seen a lot of rain that has delays harvesting multiple days but expect several days of favorable conditions for harvesting. weather over the next few days that will dry out the fields and able to see some steady picking days on the schedule. Fruit in general look good, we are seeing some quality issues related to rain but expect that to improve soon.
- **Grape Tomatoes: EXTREME** Grape tomatoes are extremely short this week as several growing regions were impacted by heavy rain; this is causing major delays. Grapes are super sensitive to moisture; they need to be dry and sorted properly or they will not have the legs to ship post-harvest. Between the crop loss, the need to allow fields to dry out, the fruit to dry out and clean up picks, we expect to see escalated markets for the next 2-3 weeks at minimum.
- **Cherry Tomatoes: ESCALATED** Very light supply available this week.

### **Tomatoes: Mexico**

- **Round Tomatoes: WATCHLIST** Markets remain firm this week; light crossings continue through McAllen and Otay. Overall quality is excellent on new crop fruit. We will need to assess the crops in Baja once Tropical Storm Hillary passes.
- **Roma Tomatoes:** Slightly better availability in McAllen this week on romas. Baja crossings are also improving, we will need to however assess the conditions of the crops once Tropical Storm Hilary passes over the Baja. Quality is generally good.
- **Grape Tomatoes: EXTREME** Crossing are lighter in McAllen and Otay, but demand is very strong due to a lack of supply in the east. We will expect to see extreme market conditions until supply improves on the east coast in 2-3 weeks at a minimum.
- **Cherry Tomatoes: ESCALATED** Very light crossing this week, and we continue to see stronger pricing and good demand on the horizon. Overall quality is good.
- **Medley Grape Tomatoes: ESCALATED** Lighter volume this week with fair quality.
- **Tomato on the Vine:** Excellent quality available. Supply was tighter this week and prices were up due to increased demand.
- **California Tomatoes:** Steady volume and overall good quality.

### **APPLES**

**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.

### **Stone Fruit**

**Apricots:** Supply is light, and the season is winding down out of Washington.

**Cherries:** Steady availability out of Washington and Canada.

**Figs:** Black Mission and Brown Turkey are available out of California

**Peaches:** Markets are strong with good supply out of California on white and yellow flesh varieties. There are some local regions till harvesting fruit as well.

**Nectarines:** Supply is steady on white and yellow flesh out of California.