

Weekly Market Review

January 5, 2024

Overview

We continue to see very short markets on mixed vegetables, which include, but are not limited to, beans, corn, tomatoes (all Varieties), squash, bell pepper (red and green), cucumber and eggplant. Tomatoes out of Florida and Mexico remain short this week but should start to see some improvement over the next ten days. We still have a few shippers in an. Act of God this week but expect that to be gone next week. With the weather unseasonably cool in South Florida and Mexico this fall, harvest delays and harvest forecasts have been impacted and we expect to see higher markets through January. The avocado industry will be harvesting the biggest volumes of 2024 in the next four weeks – with projections at 300M pounds for January. The size curve was predicted to remain small. Balancing supply & demand is needed to support market stability, and as the size curve out of Mexico continues to size up, additional movement on larger fruit is needed. In Yuma, temperatures have dropped this week, with much lower daytime and nighttime temps. With these lower temperatures, expect to see some frost in all wet veg growing areas.

Market Alert









- Avocados – **ESCALATED**
- Asparagus – **EXTREME**
- Basil - **ESCALATED**
- Broccolini - **EXTREME**
- Carrots – **EXTREME**
- Cauliflower - **ESCALATED**
- Celery – **ESCALATED**
- Green Beans- **ESCALATED**
- Table Grapes- **ESCALATED**
- Hot Pepper (All Varieties) – **EXTREME**
- Limes - **ESCALATED**
- Mushrooms - **ESCALATED**
- Onions – **ESCALATED**
- Pepper Red Bell- **ESCALATED**
- Potatoes – **ESCALATED**
- Snow & Sugar Snap Peas – **ESCALATED**
- Tomatoes - (Romas, Grape & Cherry) **EXTREME**

Watch List









- Artichokes
- Broccoli
- Florida Veg
- Ginger
- Melons
- Oranges, small sizes
- Raspberries
- Strawberries

Weather









YUMA, AZ

| Thu 1/4 | Fri 1/5 | Sat 1/6 | Sun 1/7 | Mon 1/8 | Tue 1/9 | Wed 1/10 | Thu 1/11 |
|---|---|---|---|---|--|---|---|
| 67° 42°F | 67° 43°F | 65° 45°F | 61° 43°F | 61° 37°F | 62° 37°F | 65° 41°F | 63° 41°F |
|  |  |  |  |  |  |  |  |
| Sunny | Sunny | Sunny | Partly Cloudy | Sunny | Sunny | Mostly Sunny | Sunny |









OXNARD, CA

| Thu 1/4 | Fri 1/5 | Sat 1/6 | Sun 1/7 | Mon 1/8 | Tue 1/9 | Wed 1/10 | Thu 1/11 |
|---|---|---|---|---|--|---|---|
| 63° 44°F | 63° 45°F | 62° 47°F | 58° 39°F | 60° 42°F | 60° 43°F | 61° 43°F | 59° 43°F |
|  |  |  |  |  |  |  |  |
| Partly Cloudy | Partly Cloudy | Mostly Sunny | Partly Cloudy | Sunny | Mostly Sunny | Partly Cloudy | Partly Cloudy |









CULIACAN, SINALOA

| Thu 1/4 | Fri 1/5 | Sat 1/6 | Sun 1/7 | Mon 1/8 | Tue 1/9 | Wed 1/10 | Thu 1/11 |
|---|---|---|---|---|--|---|---|
| 80° 50°F | 80° 49°F | 82° 50°F | 82° 51°F | 76° 45°F | 79° 49°F | 77° 51°F | 80° 50°F |
|  |  |  |  |  |  |  |  |
| Sunny | Mostly Sunny | Mostly Cloudy | Sunny | Mostly Sunny | Partly Cloudy | Mostly Cloudy | Partly Cloudy |









JALISCO, NAYARIT

| Thu 1/4 | Fri 1/5 | Sat 1/6 | Sun 1/7 | Mon 1/8 | Tue 1/9 | Wed 1/10 | Thu 1/11 |
|---|---|---|---|---|---|---|---|
| 72° 51°F | 69° 49°F | 68° 52°F | 71° 53°F | 70° 46°F | 73° 48°F | 71° 49°F | 71° 50°F |
|  |  |  |  |  |  |  |  |
| Mostly Sunny | Partly Cloudy | Mostly Cloudy | Partly Cloudy | Partly Cloudy | Partly Cloudy | Mostly Cloudy | Mostly Cloudy |

VIZCAINO, BAJA SUR

| Thu 1/4 | Fri 1/5 | Sat 1/6 | Sun 1/7 | Mon 1/8 | Tue 1/9 | Wed 1/10 | Thu 1/11 |
|---|---|---|---|---|--|---|---|
| 69° 41°F | 69° 43°F | 69° 39°F | 69° 43°F | 61° 42°F | 65° 43°F | 70° 46°F | 69° 45°F |
|  |  |  |  |  |  |  |  |
| Sunny | Sunny | Sunny | Mostly Sunny | Mostly Sunny | Partly Cloudy | Partly Cloudy | Sunny |

IMMOKALEE, FL

| Thu 1/4 | Fri 1/5 | Sat 1/6 | Sun 1/7 | Mon 1/8 | Tue 1/9 | Wed 1/10 | Thu 1/11 |
|---|---|---|---|---|---|---|---|
| 73° 52°F | 78° 65°F | 76° 64°F | 69° 57°F | 77° 69°F | 81° 58°F | 71° 54°F | 75° 64°F |
|  |  |  |  |  |  |  |  |
| Mostly Cloudy | Partly Cloudy | Thunderstorms | Showers | PM Showers | PM Thunderstorms/Wind | Partly Cloudy | Mostly Cloudy |

Fruits & Vegetables

Avocados: ESCALATED Last week's harvest came in at 45.5M pounds, a substantial number for a holiday week. Industry inventories for week one is reported at 54.1M pounds. The sizing continues to trend toward 60 counts, but it shows signs of sizing up as 40s & larger become more available. Normal crop harvest has begun & dry matter is higher. Dry matter out of Michoacán is about 31%.

Bananas: Steady volume expected through Q4 and Quality to be good.

Pineapples: Steady volume out of Costa Rica and Quality remains good.

Table Grapes: ESCALATED Offshore table grapes are now in full production, markets will be firm through mid-January. Overall Quality is good.

Berries

Strawberries: WATCHLIST Strawberry markets are expected to remain higher with limited volumes over the next few weeks. California's growing regions continue to see rainfall, which has halted harvests. California's fruit is showing extreme water damage and these issues have resulted in limited volumes out of California. Florida's growing region has received scattered showers throughout last week, and temperatures drop down into the low to mid-60s through the weekend. Production will remain light through January and will pick up in February. Quality varies by variety out of Florida. Fortunately, the weather is improving out of Mexico, and rain is no longer in the forecast. With the improved weather, quality should begin to improve, and crews already see less decay. Packs are 90-100% color with firm fruit.

Blackberries: Production has declined slightly due to cooler temperatures. Overall quality is good, with occasional quality issues.

Raspberries: WATCHLIST Volumes are expected to remain low until the end of January or the beginning of February due to broken fruit and uneven ripening caused by temperature swings.

Blueberries: Harvests last week were slow out of Mexico due to the holiday and no-shows within the crews. This winter's rain and humidity have caused increased mold pressure and yellowing leaves. Pruning will start soon, and crews will be scratching new crops soon. Chilean fruit is beginning to hit the markets. Harvests last week were better than expected but still down due to previous weather events. However, the reduction in harvests growers were experiencing should be recovered in this week's production. Fruit quality is strong.

California Citrus

Oranges: WATCHLIST ON SMALL SIZES Quality is good, market is extremely tight on small sizes. We are continuing to monitor size structure as small fruit is becoming scarce. Expect shippers to start adjusting sizing up to larger sizing to get orders filled. We will see small sizes extremely short for the remainder of the Navel season.

Lemons: Demand is high on large fancy as growers are ramping up in D1 although we are seeing fruit from all 3 districts, with sizing peaking on 140/165. Rain in California is slowing harvesting in some areas, orders need to be booked well in advance!!

Limes: ESCALATED Quality is very good, supply crossing the border is steady. Market continues active.

Grapefruit: California Grapefruit is being packed in Riverside and the central valley.

Imports/Specialties: Domestic mandarins are available in the central valley of California. Currently peaking in a 28/32 size structure. Pummelos are available in the central valley of Calif, Cara's and Blood Oranges are also available.

West Coast Lettuce

Iceberg: Supplies are steady, and Quality has been good with slightly lower than average weights and size along with some light peeling from the cool weather over the last few weeks The market has leveled out and the forecast is for steady prices at current levels. **Due to episodes of freezing temperatures, all Iceberg Lettuce, Romaine, Romaine Hearts, Green Leaf, Red Leaf and Butter Lettuce will exhibit some degree of blister and peel.**

Romaine, Romaine Hearts: Good supplies with very good quality and market looks to remain steady. Lower temps going into next week will delay harvest start times. **Due to episodes of freezing temperatures, all Iceberg Lettuce, Romaine, Romaine Hearts, Green Leaf, Red Leaf and Butter Lettuce will exhibit some degree of blister and peel.**

Green Leaf, Red Leaf & Butter: Production is steady. A few shippers are reporting a slight uptick in bug pressure, but overall Quality is looking great. Current markets are steady with good demand. **Due to episodes of freezing temperatures, all Iceberg Lettuce, Romaine, Romaine Hearts, Green Leaf, Red Leaf and Butter Lettuce will exhibit some degree of blister and peel.**

Eastern and Western Vegetables

Green Bell Pepper: WATCHLIST Better volume out of Mexico this week. Florida will be shorter due to cooler weather and rain, but overall Quality is good.

Color Bell Pepper: ESCALATED Lighter supply available out of Nogales and Florida as our growers are into newer blocks. We expect to see some pro-rates over the next week and hope to see improvements as volume increases.

Mini Sweet Pepper: WATCHLIST Lighter supply this week loading in Nogales.

Mixed Chili Pepper: EXTREME In the east, the hot pepper market is hit or miss. Supply to of Central Mexico will be done for the season and transition to Culiacan. This will be extremely challenging not just due to a lack of supply but also a lack of logistics during the holiday week. We will see border delays/ crossings this week further impact very light volume across the entire category. Serrano, Poblano, Tomatillo and Habanero will continue to be the shortest. Quality will be fair at best on all varieties.

Eggplant: WATCHLIST Overall supply is good out of Nogales while Florida will be short this week. Overall Quality is good.

Slicer Cucumbers: WATCHLIST Steady volume available out of Mexico crossing through McAllen and Nogales. Florida will be shorter this week due to cooler weather and rain. Overall Quality is very good.

English Cucumbers: Steady volume crossing from Mexico; markets were firmer this week. Quality is good.

Pickles: WATCHLIST New crop available out of Florida this week, we are seeing a few more cross in Nogales, and Quality is good.

Green Beans: ESCALATED Markets are higher due to lighter volume of Florida and Crossing through Nogales. Overall quality is mixed.

French Beans: Production and quality have been good. Some growers have noticed slower production due to the frost. Markets are beginning to firm up.

Zucchini/Yellow Squash: WATCHLIST Lighter supply available out of Florida, McAllen and Nogales and Quality is good.

Herbs

Overall quality has improved, except for basil and oregano. Rain continues to affect basil supply and quality—tighter supplies of chives and tarragon due to cooler temperatures and rain.

| HERB | SUPPLY | QUALITY | COUNTRY OF ORIGIN |
|---------|--------|----------|-------------------|
| Arugula | Steady | Marginal | USA |
| Basil | Steady | Steady | MEXICO |

| | | | |
|-----------------|---------|---------|------------|
| Opal Basil | Steady | Steady | USA/MEXICO |
| Thai Basil | Steady | Steady | MEXICO |
| Bay Leaves | Steady | Steady | COLOMBIA |
| Chervil | Limited | Limited | USA |
| Chives | Steady | Steady | MEXICO |
| Cilantro | Steady | Steady | USA |
| Dill | Steady | Steady | USA |
| Epazote | Steady | Steady | MEXICO |
| Lemongrass | Steady | Steady | USA |
| Marjoram | Steady | Steady | MEXICO |
| Mint | Steady | Steady | USA |
| Oregano | Steady | Steady | MEXICO |
| Italian Parsley | Steady | Steady | USA |
| Rosemary | Steady | Steady | MEXICO |
| Sage | Steady | Steady | MEXICO |
| Savory | Steady | Limited | USA |
| Sorrel | Steady | Steady | USA |
| Tarragon | Steady | Steady | MEXICO |
| Thyme | Steady | Steady | USA |
| Lavender | Steady | Steady | USA |
| Lemon Thyme | Steady | Steady | USA |
| Lime Leaves | Steady | Steady | USA |

Melons

Cantaloupe: WATCHLIST We are seeing lower than expected yields. Cantaloupe production is shorter this week, which has pushed the market higher. Current sizing is primarily 9/9Js with some 12s coming, but we should see a shift down to more normal sizing by next week. Quality from the new growing area is showing good external and internal characteristics. Melons have a slightly higher shell color compared to what was experienced the past seven weeks. Internally brix levels remain strong in mostly the 12-14% range. Flexibility of sizing will likely be necessary.

Honeydew: WATCHLIST Overall honeydew production is expected to be challenging the next 3-4 weeks as Honduras works through their early season issues. With very limited Mexican production, the majority of North America has turned to offshore product. Please note, there will only be enough to cover contract commitments leaving the open market in a tough position with higher pricing forecasted. Sizing from Guatemala is projected to be over 90% 5ct and larger, putting tremendous pressure on the needs for smaller sizing for at least the next two weeks. Quality on dewes has been fair to good up to this point of the season (some spotting/discoloration) and we are hopeful the new growing regions in Guatemala provide better consistency. Flexibility of sizing will likely be necessary.

Watermelon: Overall quality is good out of Mexico and markets were much higher this week. The first arrivals of the offshore fruit is scheduled to arrive in 7 to 10 days.

Mixed Vegetables

Artichokes: WATCHLIST Overall industry supplies continue to be very light with strong demand. and most shippers are only able to cover averages until supplies increase. Expect supplies to start increasing in early January.

Arugula: Supplies are good with good Quality

Asparagus: EXTREME Asparagus production is still limited in all growing regions in Mexico due to cooler temperatures. Peruvian production continues to be low due to field transitions and seasonality. Quality is fair due to heat in Trujillo, the northern growing region. Larger sizes are still extremely limited in all regions and markets continue to be extremely active with less production from all regions. Supply out of Carborca should begin in the next two weeks, weather permitting.

Bok Choy: Good supplies with good Quality.

Broccoli/Broccoli Crowns: WATCHLIST Overall Quality is good although we are still getting some reports of light mildew. Available supplies are trending slightly lower which will extend into next week. Market is strengthening.

Broccolini: ESCALATED – Broccolini continues light in supplies. Volume in Salinas remains light, and Mexico is behind in getting started for the season. Other varieties such as Artisan Broccoli and Sweet Baby Broccoli are plentiful with good Quality.

Brussels Sprouts: Quality is very good with good supplies.

Carrots: (JUMBOS, MEDIUMS and CELLOS) EXTREME Very limited supply on Jumbo and Medium Carrots in California and growers are in a demand exceeds supply situation. Fields in the Salinas and Bakersfield region are not sizing up. Expect Jumbo carrots to remain in light supply, well into Q1, 2024.

Cauliflower: ESCALATED Supply is improving, quality is good, and pricing is still escalated although the market is adjusting down.

Celery: ESCALATED Quality is good, overall supplies are improving although pricing is still escalated. Demand has settled now that the holiday pull is over, market is slightly lower.

Cilantro: Cilantro supplies, and Quality continue to improve.

Corn: WATCHLIST Lighter supply continues due to cooler weather in Florida while in the west light supply available in Nogales. Markets will be higher this week, supply short, but Quality is good.

Fennel: WATCHLIST Current supplies are light, Quality is good. Expect supplies to remain light.

Garlic: The 2023-2024 California Garlic is in full swing. Quality is good.

Ginger: Supplies and market are steady

Green Cabbage: Supplies are steady with very good Quality. Demand is good.

Green Onions: Available supplies continue light as crews are slowly returning from the holidays, market is slightly higher. Quality is good.

Mushrooms: ESCALATED Quality is good, and supply will remain volatile through January. We are seeing very short markets on white and cremini mushrooms.

Napa Cabbage: Supplies are good with good Quality.

Parsley (Curly, Italian): Supplies and Quality are good, market is steady.

Rapini: Good supplies with very good Quality in both Salinas and Yuma.

Red Cabbage: Supplies are steady with good Quality. Demand is good.

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

Spring Mix: Supplies are good with very good Quality.

Snow Peas and Sugar Snaps: ESCALATED Guatemala's production of snow peas and sugar snaps has slowed due to last week's frost, limited holiday harvesting, and packing hours. Snow and sugar snap pea markets are very active, with a light supply from the west.

Onions:
ESCALATED

Several factors have caused onion markets to double in the last two weeks alone. The first was the hurricane that took place back in the Fall. This weather event negatively impacted the domestic crop due to copious amounts of rain and the Mexican crop. Growers in the Pacific Northwest have been experiencing unusually high levels of shrinkage. On average, they must run 30% more than normal to achieve the same pack out as last year. The early Mexican crop was primarily white onions, so growers were paying top dollar for the domestic product because that crop was lost. We also hear that Japan is without its domestic onions and is leaning heavily on the US crop. This is all leading to a global shortage that should cause the onion market to remain elevated until Mexico's new crop comes into

the mix, which is a big wildcard now. If Mexico's crop is in okay shape and is just delayed, this will help to add supply and alleviate the market a bit. If they are in worse shape than we know, we are likely to see the market remain elevated for a much longer period.

Potatoes:

The market continues to feel stable on all sizes and grades for the moment, except for 40ct potatoes. While potatoes should remain plentiful, we do anticipate 40ct commanding a premium often until the end of the crop. They have continued to be available for mixers, but we are not seeing very much straight load availability, or even availability in heavy volume. There will be some lots that are better than others throughout the season, but this does appear to be a theme moving forward. Because of this, we do anticipate that we may see a big gap between 40ct/50ct and the rest of the sizes. The good news is that food service sized cartons in the middle size range (60/70/80) appear to be plentiful. Unfortunately, at their current return levels on 90s/10s/2s/and retail bags, growers are losing quite a bit of money. The rest of Q1 will be a combination of both Burbanks and Norkotahs being shipped, and during the beginning of Q2 (in April), we will see Norkotahs wind down and will be shipping exclusively Burbanks until new crop in The Fall. In general, there are no major headwinds expected in the potato market during the first half of the year.

Tomato Update:

Most tomato shippers are currently down over 50% on volume but we are seeing some improvement as the crop is closer to steady production. There are a few shippers in Act of God but that should end over the next 10 to 14 days. We will start to see improvement on round and roma tomatoes then eventually followed by the grape and cherry tomatoes. Our team continues to keep a close eye on this situation and will provide updates when needed.

Tomatoes: East Coast

- **Round Tomatoes, Roma Tomatoes: ESCALATED** Supply is slowly improving and will continue over the next two weeks.
- **Grape, and Cherry Tomatoes: EXTREME** We expect to see very short crops, escalated pricing, and potential for pro-rates continue through January.

Tomatoes: Mexico

- **Round Tomatoes, Roma Tomatoes: ESCALATED** Supply is slowly improving and expect this to continue over the next two weeks.
- **Grape, and Cherry Tomatoes: EXTREME** We expect to see very short crops, escalated pricing, and potential for pro-rates continue through January.
- **Medley Grape Tomatoes: EXTREME** Lighter volume this week with fair quality.
- **Tomato on the Vine: EXTREME** Lighter supply and higher prices this week and quality is good.

APPLES

Apples: Washington State Apples remain in good promotable volumes on all varieties. Quality has been very good and is expected to remain good for the foreseeable future. Sizing is trending toward smaller sizes, 100s and smaller.

Pears: We will continue to see good availability and quality of pears over the next several weeks.

Other Fruit

Pomegranates: Early Granada varieties available in the west.

Persimmons: Fuyu and Hachiya varieties available.