

Weekly Market Review

November 24, 2023

Overview

Stable supply out of the Southeast and Nogales on squash, cucumber and pepper are snug. Tomato supplies are extremely light with limited supply to Florida in the east. In the west, volume is down out of Mainland Mexico making for some active markets between now and Mid-January. Grape tomato volume will remain extremely low. Hot peppers will be very active over the next several weeks with habanero, poblano and serrano the shortest. Corn and bean supply is slowly improving. There is plenty of fruit in the U.S., Mexico packhouses are running light due to limited harvest, and plenty of fruit on the trees. Getting through the next ten days will prove challenging due to timing restraints. USDA pricing is declining, but field prices are beginning to rise. Looking ahead to December, demand and price points typically pick up. Combined with a size curve that is starting to 'normalize' for this time of year, we can expect to have a strong December with a push to increase volumes nationally. Mexico's strawberry growing regions are encountering temperatures cooler than usual, with the added challenge of frost. This has delayed the ripening process, impacting the growers' initial estimates. Anticipate a continuation of light volume over the next couple of weeks, with an expected increase in volume starting in mid-December. Yuma transition is complete. There are still a few items left in Salinas such as celery and a small supply of cauliflower, but majority of commodities are coming from the Desert for the winter.

Market Alert









- Avocados – **ESCALATED**
- Asparagus – **ESCALATED**
- Basil - **ESCALATED**
- Blueberries – **EXTREME**
- Broccoli – **ESCALATED**
- Broccolini - **ADD**
- Brussels Sprouts – **ESCALATED**
- Carrots – **EXTREME**
- Celery – **ESCALATED**
- Hot Pepper (All Varieties) – **EXTREME**
- Limes – **ESCALATED ON LARGER SIZES**
- Mushrooms- **ESCALATED**
- Onions – **ESCALATED**
- Potatoes – **ESCALATED**
- Snow & Sugar Snap Peas – **ESCALATED**
- Table Grapes- **EXTREME**
- Tomatoes - **ESCALATED**

Watch List










- Artichokes
- Lemons
- Oranges, small sizes
- Strawberries
- French Beans

Weather










YUMA, AZ

Wed 11/22	Thu 11/23	Fri 11/24	Sat 11/25	Sun 11/26	Mon 11/27	Tue 11/28	Wed 11/29	Thu 11/30
79° 52°F	76° 49°F	72° 49°F	71° 48°F	69° 47°F	70° 47°F	72° 47°F	72° 46°F	72° 49°F
								
Sunny	AM Clouds/PM	Mostly Sunny	Mostly Sunny	Mostly Sunny	Partly Cloudy	Sunny	Sunny	Partly Cloudy










OXNARD, CA

Wed 11/22	Thu 11/23	Fri 11/24	Sat 11/25	Sun 11/26	Mon 11/27	Tue 11/28	Wed 11/29	Thu 11/30
76° 53°F	68° 53°F	65° 51°F	67° 52°F	67° 55°F	68° 52°F	69° 50°F	68° 52°F	66° 52°F
								
Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy










CULIACAN, SIN

Wed 11/22	Thu 11/23	Fri 11/24	Sat 11/25	Sun 11/26	Mon 11/27	Tue 11/28	Wed 11/29	Thu 11/30
88° 61°F	87° 61°F	87° 61°F	86° 61°F	86° 63°F	85° 63°F	89° 62°F	85° 62°F	85° 62°F
								
Sunny	Mostly Sunny	Mostly Sunny	Partly Cloudy	Cloudy	Partly Cloudy	Mostly Sunny	Partly Cloudy	Mostly Sunny










JALISCO, NAYARIT

Wed 11/22 70° 58°F  Scattered Thunderstorms	Thu 11/23 74° 53°F  Partly Cloudy	Fri 11/24 76° 54°F  Sunny	Sat 11/25 78° 58°F  Mostly Sunny	Sun 11/26 79° 61°F  Partly Cloudy	Mon 11/27 78° 61°F  Mostly Cloudy	Tue 11/28 82° 62°F  Partly Cloudy	Wed 11/29 80° 60°F  PM Showers	Thu 11/30 77° 60°F  Scattered Thunderstorms
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VIZCAINO, BAJA SUR

Wed 11/22 84° 52°F  Sunny	Thu 11/23 82° 53°F  Partly Cloudy	Fri 11/24 78° 52°F  Partly Cloudy	Sat 11/25 76° 52°F  Mostly Sunny	Sun 11/26 77° 53°F  Mostly Sunny	Mon 11/27 78° 53°F  Mostly Sunny	Tue 11/28 79° 54°F  Partly Cloudy	Wed 11/29 79° 54°F  Sunny	Thu 11/30 79° 54°F  Mostly Sunny
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ADEL, GA

Wed 11/22 65° 43°F  AM Showers	Thu 11/23 61° 50°F  Mostly Cloudy	Fri 11/24 64° 47°F  AM Clouds/PM Sun	Sat 11/25 67° 44°F  Mostly Sunny	Sun 11/26 66° 53°F  Partly Cloudy	Mon 11/27 66° 46°F  Cloudy	Tue 11/28 61° 41°F  Partly Cloudy	Wed 11/29 61° 42°F  AM Showers	Thu 11/30 59° 41°F  Partly Cloudy
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RUSKIN, FL

Wed 11/22 80° 57°F  Scattered Thunderstorms	Thu 11/23 70° 58°F  Mostly Cloudy	Fri 11/24 69° 62°F  PM Showers	Sat 11/25 76° 62°F  Partly Cloudy	Sun 11/26 80° 62°F  Partly Cloudy	Mon 11/27 79° 62°F  Partly Cloudy	Tue 11/28 73° 58°F  Showers	Wed 11/29 71° 56°F  Partly Cloudy	Thu 11/30 72° 57°F  AM Showers
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Fruits & Vegetables

Avocados: ESCALATED Harvests increased slightly from last week and came in at 50M pounds, a .47% increase. Also, there were no harvests on Monday due to the holiday. However, demand has remained sluggish, and Mexico is letting the fruit size up vs. continuing to harvest heavily with declining field pricing. The size curve coming off the trees shows signs of sizing up as 40s and larger become more available.

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

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

Table Grapes: EXTREME We expect the California season to wrap up over the next week; fortunately, we are starting to see Peruvian fruit at the ports and expect to see high demand and very high pricing. With the Peruvian volume down and the front end of the Chilean forecast down, markets are expected to remain very active through January. We still recommend scaling back portions and consider subbing to other options. California quality will be hit and miss while the offshore fruit looks good.

Berries

Strawberries: WATCHLIST California's growing regions saw a few days of rainfall last week, mainly on Friday and Saturday. At the beginning of the week, growers had crews stripping plants for rain-related issues. As a result of the rain, there are anticipated issues such as pin rot, cracked tips, and some bruising. We will likely see limited supplies over the next 7-10 days. Temperatures vary by region but anywhere from mid-60s to mid-70s and are expected to decline next week, with highs in the high 60s. No rain is forecasted over the next week. Growers have begun in a small way, harvesting out of Florida.

Blackberries: WATCHLIST Quality remains satisfactory out of Mexico, but growers are still battling issues with softness and color regression (red cell.) The volume will increase in the next 5-7 days.

Raspberries: We are entering a small peak in production for the next couple of weeks. Quality remains good with no concern for the next 5-7 days.

Blueberries: Extreme Overall, industry supplies have increased out of South America, with more arrivals hitting the east coast of the U.S. We expect South American arrivals to continually increase over the coming weeks as more vessels arrive and are unloaded. There are smaller, less significant increases coming out of Mexico as well. This is mainly due to a return to more normal yields in Peru's crops as we get later in the season and, therefore, more arrivals heading into U.S. ports. However, supplies are still lower than in previous years. Once this slight influx of volume comes off in November, we expect supplies will lighten up again heading into December. We believe production and supplies will return to more "normal" levels with the start of Chilean volume in late December or early January.

California Citrus

Oranges: Expect fruit to continue tight across the board again next week as the Navel season is slow getting ramped up.

Lemons: WATCHLIST Very good demand and quality. The desert growing region is currently peaking on fancy 140/165s. The Central Valley is still very light on supplies but new crop is expected to start the first week of December, also expecting to peak on large sizing. Product is available in Oxnard, the desert and central valley.

Limes: ESCALATED ON LARGE SIZES Available supplies have decreased as demand has declined, along with a slight increase in supplies. Expect steady to slightly lower pricing going into next week. Sizing is still running heavier to small fruit, but there is a slow increase in crossings on big sizes.

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: Lettuce is 100% in Yuma. Crop is looking very good, although we are seeing slightly smaller than normal heads and lower weights. Supplies are increasing and with the Holiday demand slowing, market is slightly weaker with lower pricing.

Romaine, Romaine Hearts: The winter season has started in Yuma, and quality looks very good on both items with good supplies.

Green Leaf, Red Leaf & Butter: The winter season has started in Yuma, and quality looks very good on all items with good supplies.

Eastern and Western Vegetables

Green Bell Pepper: Better volume available out of Coachella, South Georgia and Florida this week. Improving numbers crossing through McAllen and Nogales as well. Peaking on large and XL's. Overall quality is good.

Red Bell Pepper: Lighter supply available out of California and Baja as our growers are into newer blocks of fall pepper.

Yellow Bell Pepper: Lighter supply available out of California and Baja as our growers are into newer blocks of fall pepper.

Orange Bell Pepper: Lighter supply available out of California and Baja. Quality remains strong.

Mini Sweet Pepper: Lighter supply this week loading in Oxnard.

Mixed Chili Pepper: EXTREME In the east, the hot pepper market is hit or miss out of South Georgia on the mainland of Mexico, we are seeing very light volume continue; Serrano, Poblano, and Habanero seem the shortest. There is some volume out of Baja which seems to be improving post-Hilary. California production remains hit or miss currently. Tomatillo will firm up and quality will be fair at best on all varieties.

Eggplant: Overall supply is good out of South Georgia/ Florida as well as Nogales. Overall quality is good.

Slicer Cucumbers: Steady volume available out of South Georgia/ Florida and Mexico crossing through McAllen and Nogales. Prices were mixed this week due to higher demand. Overall quality is very good.

English Cucumbers: Steady volume crossing from Mexico. We should see availability improve over the next few weeks.

Pickles: New crop available out of Florida this week and seeing a few more cross in Nogales and quality is good.

Green Beans: Markets seem to be easing back as we see more volume out of South Georgia and the desert. Overall quality is improving.

French Beans: WATCHLIST Quality and supply were affected by the weather in Guatemala last week. We should see an overall improvement next week with better weather this week. There is light supply and fair quality of conventional french beans out of Mexico.

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

Herbs

Supply continues to be inconsistent on most varieties due to weather-related quality issues and an occasional hiccup here and there. Sage supplies have been steady, but high winds restricted harvesting this week, which caused a reaction to the market. As we move past the holiday, we anticipate supplies to be steady. Quality basil has moved up in price as supplies remain tight. The basil plants continue to recover from Hurricane Norma.

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

Yuma is done and we will transition to our primary shipping point in Florida. There are a few deals on Mexican Honey in Nogales available as well. We do expect to see offshore fruit on the west coast by late next week.

Cantaloupe: Offshore Cantaloupe production is yielding larger fruit, heavy to 9's. Shell cast color is a bit greener than expected, but brix levels are good, reports are ranging 14-17%.

Honeydew: Offshore honeydew supplies are limited with stable supply crossing in Nogales. Markets were strong on all sizes with the bulk of the availability in Yuma. Sizing is good on 6-8's. External quality has been good except for a few scars and internal quality is providing brix levels in the 10-13% range.

Watermelon: Overall quality is good out of Mexico.

Mixed Vegetables

Artichokes: WATCHLIST Supplies are tight in the growing areas of Salinas and Oxnard as cold weather is slowing growth and pushing back harvest dates, coupled with strong Holiday demand. Overall industry supplies are very light, adding to the strong

demand. Most shippers are only able to cover averages until supplies increase. Depending on the weather, expect better production for the first or second week of December.

Arugula: Supplies are good with good quality

Asparagus: ESCALATED Asparagus production in southern Baja and Caborca continues to be steady on standard. Due to the heat during the summer, we're not seeing good production on large and jumbo sizes. Peru's production remains unchanged due to the effects of El Niño, but we should see volume increase in about ten days. Markets remain less active with very few Thanksgiving ads this year.

Bok Choy: Good supplies with good quality.

Broccoli/Broccoli Crowns: ESCALATED There is still product coming from the Salinas Valley; however, we will see an increase in Yuma production. Market is steady, overall quality is good.

Broccolini: ESCALATED Expect to see a large supply gap of broccolini as growing regions transition. This gap is expected to last at least a few weeks beginning this week. This supply shortage is caused by lower than expected production as the Salinas growing region finishes for the season and the transition to the Mexico growing region - we are expecting low yields due to weather. Prorates and limited supplies are expected.

Brussels Sprouts: ESCALATED Demand is still strong for the holidays; quality is very good with good supplies. Expect strong demand through the holidays.

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: Supplies are increasing with very good quality as supplies will be coming from the Yuma growing region.

Celery: ESCALATED Celery is shipping out of Salinas and Oxnard with very good quality. Demand has slowed with the Thanksgiving demand over, and the market has weakened. Expect demand to increase heading into Christmas.

Cilantro: Cilantro supplies, and quality are improving.

Corn: Improving supply available out of South Georgia and Florida. In the west, we are seeing lighter supply out of the desert. 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: Good supplies with very good quality. As we get into the holiday season, expect some volatility in the market as labor becomes hard to find with workers heading home for the holidays.

Mushrooms: ESCALATED Quality is good, and supply is volatile as growers scaled back some of their production due to lack of demand in recent weeks. We are seeing very short markets on white and cremini mushrooms. We expect the seasonal volatility to further increase as Thanksgiving demand will increase at retail over the next few weeks. Markets will most likely remain volatile through December.

Napa Cabbage: Supplies and quality are improving. This is the last week in Salinas.

Parsley (Curly, Italian): Supplies and quality continue to improve.

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 Snows and sugar snaps markets are active with light supply. Domestic supply is gapping, while Mexico has started with limited quantities, and Guatemalan quality and production on both peas are good, not great.

Onions

The market appears to have settled out in Northwest. While California is down to only a few shippers, they are still showing a presence on the USDA Market Report. For the most part, everything is coming out of the Northwest. White onions remain in tight supply and their elevated price is reflective of that. We are seeing much better size on yellows in the Northwest as well, with Colossal and Super Colossal sizes being in good supply. To the surprise of many, the market has remained relatively stagnant across the board on all colors and sizes. It was expected to come down fast with the typical tidal wave of new supply entering the market all at once. This season, there has been enough rain delay during harvest that has made the volume much more manageable from a shipping standpoint. It is believed that next week growers will hit their harvest stride and supply could become much more plentiful in both Idaho/Oregon and in Washington. Barring any unexpected weather setbacks, there are no major headwinds expected in this year's Pacific Northwest onion crop. Truck rates continue to increase back to more healthy rates as well and should continue to remain firm or increase as we move into Q4.

Potatoes: ESCALATED

We are beginning to see some stability in the market at the current price levels. Even though potatoes have not been through the sweat yet, and cannot be stored, there is not much room left for the market to fall. Growers will likely have the luxury of being able to turn down prices if they are too low and focus on storing. 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. Truck rates continue to increase back to more healthy rates as well and should continue to remain firm or increase as we move into Q4.

Tomato Update:

As you know we are getting close to the end of the year which means we are going to see the typical seasonal challenges in the tomato category. This time of year, as it gets colder and local production comes to an end, the country leans on Mexico and the smaller transition crop out of North Florida until we settle in South Florida for the winter. We expect to see lighter volume this year out of Mexico due to the impacts of rain events over the past month which have depleted quality and volume. We do expect to see our contracts perform but at escalated pricing; we expect to maintain service level however we need to be proactive as much as we can by placing orders well in advance and be prepared to see some color challenges due to lighter volume and quicker turnover of inventory at shipping point. As a precaution we recommend holding inventory in distribution to act in the management of color; wrapping pallets and storing inventory in warmer areas of the cooler that can aid in the ripening process. We also need to be cognizant of the possibility we will see shorter shelf life due to the current quality.

What we can expect over the next two months.

- A later than normal start to the Sinaloa season due to the recent hurricane that impacted the growing regions which could impact the overall tomato supply should Florida not have the ability to support the imbalance.
- Seasonal escalations in the tomato markets due to lighter supply and higher demand. We could see markets in the mid 20-dollar range over the next three weeks.
- Impacts to quality: I have attached a picture of tomatoes that have spotting on them...this is a result of rain called rain check until we cycle through the cycles impacted by weather.

When can we expect to see some relief?

- Possibly the first of December but could be as late as Mid-January due to the rain events in Mexico causing damage and delays.
- Is there a need to sub?
- At the moment we do not anticipate the need to sub over to rounds or vice-versa; we expect volume in general to be snug but if we are staying ahead of the inventory, we hope to avoid that practice.
- Please review your alternate specifications should subs be necessary over the coming weeks.

Tomatoes: East Coast

- **Round and Roma Tomatoes: ESCALATED** A series of storms will slow down production in Florida this week, further impacting an already light supply. The holiday demand should far outpace the supply available. We started to see some new crop production out of South Georgia and South and Central Florida we expect markets to be volatile through the end of the year.
- **Grape and Cherry Tomatoes: ESCALATED** Grape tomato supply will be short this week, FOB prices will continue to escalate this week. We may see lighter markets for the next two to three weeks.

Tomatoes: Mexico

- **Round and Roma Tomatoes: ESCALATED** Markets firmed up this week as fruit gets tighter from the seasonal decline as weather cools and the impacts of Hurricane Normal to Sinaloa growers supply cannot keep up with demand. Overall quality is fair and prices have increased significantly.
- **Grape and Cherry Tomatoes: ESCALATED** Record low supply and increased demand from the east has pushed pricing higher this week on volume crossing through McAllen, Nogales and Otay. Overall quality is good off the mainland crossing in McAllen while still hit and miss in Otay from the Baja. We could see stronger markets for the next 3-4 weeks.
- **Medley Grape Tomatoes:** Lighter volume this week with fair quality.
- **Tomato on the Vine:** Lighter supply this week and quality is good.

APPLES

Apples: We will see excellent availability now through the new year on apples as growers continue harvesting the new crop. Apple supplies are anticipated to be 30% higher than last year. Growers are seeing higher percentages of extra fancy and premium apples.

Pears: We will see excellent availability now through the new year on pears as growers continue harvesting the new crop. Unfortunately, pear supplies are expected to be slightly lower than last year but will be plentiful through Q4.

Other Fruit

Pomegranates: Early Granada varieties available in the west.

Persimmons: Fuyu and Hachiya varieties available.