



THINGS YOU SHOULD KNOW:

COMMODITY ALERT:

Blackberries and Raspberries are in demand exceeds supply situation

Cantaloupes and Honeydews are winding down in the Westside district. The markets are active

Rain in the Idaho Potato growing areas will limit supplies this week

Limited Trucks in the Northwest to load potato and onions

Apples and Pears- the eastern supplies are short and Washington is in large fruit so stay ahead on the smaller sizes

Lemon demand is exceeding supplies on all size and grades

Oranges demand is exceeding supplies on the small sizes 113's and 138's



The Source

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Weather *Tim Lynch*

Temperatures moderate to near normal in Central California as low pressure returns over the next couple of days. High pressure returns with substantial warming over the weekend into early next week. Remnant moisture from tropical depression Simon will bring strong winds, substantial rainfall and thunderstorms to the Southwestern desert regions mid-week with isolated heavy rains possible.



Freight: *Mike McIntire*

Trucks in California continue to be steady early in the week but seem to tighten up at the end of the week. Washington and Idaho trucks remain extremely tight. Please get your orders in as early as possible. The national average on diesel fuel dropped slightly again this week and is currently 3.733 per gallon. CA price also dropped and is now 3.998 per gallon. Crude oil is down as well and is at 87.77 per barrel.

Commodity Updates

APPLES/PEARS *John Tole*

New York continues to pack McIntosh, Gala's, Macoun's, Cortland's, Honeycrisp, Empires, and red and golden delicious. The reds, golden's, Mac's, Gala's, and Macoun's are peaking on 80/88/100's and the markets are all steady. The Cortland's are peaking on 72-88's, the Honeycrisp are peaking on 56/64's, and the Empires are peaking on 88/100's. Small size fruit is limited for all varieties in New York. Michigan is still packing Cortland's, Empires, Fuji's, and Gala's, Golden Delicious, Honeycrisp, Jonagolds, Jonamacs, Jonathans, McIntosh, Reds, and Romes. Michigan has better availability of smaller fruit but is producing more of the US extra-fancy grade right now, fancy grade fruit is limited. California is still packing light volume of Granny-Smiths but the remaining shippers are trying to finish up. New-crop Red Delicious continues to peaking on 80/88's in the #1 and premium grades but they have good availability on the larger sizes too. Small size reds remain short. The Red market is steady on the smaller sizes and steady to lower on the larger sizes. The Golden Delicious market remains steady and they are spread evenly from large to small. Granny-Smiths are steady to lower and are still producing mostly 72-88's in the premium grade. Washington Gala's are steady to lower and are still peaking on to 100/113's with good color. The Fuji market is generally lower. Most Fuji shippers are peaking on 48-64's and have better availability on 100's and larger. Braeburns, Sweeties, Jazz, Red Romes, and Honeycrisp are all available in Washington. California still has a few Bartlett pears but supplies are light. Most of the remaining fruit is in the 80 and 90 sizes. Washington Bartlett pears are steady and still peaking on US #1 100/110's. Washington D'Anjou pears are also steady to lower and remain a couple dollars above the Bartlett's. California Bosc pears are available but the volume is light and the market remains relatively strong. Washington Bosc is available and the market is slowly falling. Washington red pears are mostly steady with some lower.

Commodities at a glance...

Commodity	Quality	Market
Apples	Good	Lower
Asparagus	Good	Steady
Avocado (Mexican)	Good	Lower
Avocado (California)	Good	Steady
Bell Peppers (Western)	Good	Higher
Bell Pepper (Eastern)	Good	Steady
Berries: Strawberries	Fair	Steady
Berries: Raspberries	Fair	Higher
Berries: Blackberries	Fair	Higher
Berries: Blueberries	Fair	Steady
Broccoli	Good	Steady
Carrots	Good	Steady
Cauliflower	Fair	Steady
Celery	Good	Steady
Citrus: Lemons	Fair	Steady
Citrus: Oranges	Fair	Steady
Cucumbers (Western)	Good	Steady
Cucumbers (Eastern)	Good	Steady
Eggplant (Western)	Good	Higher
Eggplant (Eastern)	Good	Steady
Grapes, Green	Good	Steady
Grapes, Red	Good	Higher
Green Onions	Good	Steady
Lettuce: Leaf	Fair	Higher
Lettuce: Iceberg	Fair	Higher
Melons: Cantaloupe	Fair	Higher
Melons: Honeydew	Fair	Higher
Onions	Good	Steady
Pears	Good	Steady
Potatoes	Good	Steady
Squash (Western)	Good	Steady
Squash (Eastern)	Good	Higher
Stone Fruit	Excellent	Higher
Tomatoes (Western)	Fair	Higher
Tomatoes (Eastern)	Fair	Higher
Watermelon	Good	Steady

Commodity Updates *continued*

ASPARAGUS *Gabe Romero/Mike Pacheco*

Mexico production remains steady in the marketplace. Supplies will be heavier to standard and small sizing. Extra large and Jumbos will be tight and will command a higher price. Production in Peru will be moderate. Loading out of Florida is an option if desired.

AVOCADO *Tim Kelley*

California supplies are declining quickly with only very limited amounts available as we near the end of this year's crop over the next couple of weeks. Mexico's new crop is going well with volume stabilizing as we get into a normal flow of fruit. Remember that this New Crop will take longer to ripen, and have a tendency to remain green when ripe and ready to eat, and also have a thicker skin making it difficult to detect the degree of ripeness.

BELL PEPPERS

Western Bells: *Mike Cantu*

Supplies are steady but will start lightening up in the next couple of weeks. California green and colored bells are poised to go up in market transitions will take place soon to southern California. Current supplies are meeting demand but we anticipate with transitions, gaps in supplies to take place. Texas currently has good supplies in mostly hothouse colored bells with some open field bells available. We have some colored hot house bells in Nogales. We anticipate an active market in October/ November as we project the lack of production from Baja California due to hurricane Odile to press markets up. Nogales will have its traditional start in bell pepper production by November/ December Gold bells markets are slightly higher as transitions and gaps will begin. Some greenhouse gold bell peppers are crossing through South Texas.

Eastern Bells: *Harry Sheaffer*

Green Bell Pepper is in better volume.

BERRIES *Tom Smith*

Strawberries: Unseasonably warm temperatures (mid-upper 90s) have dominated the daily forecasts in all berry growing regions of California from the middle of last week and through the past weekend. Today we are closer to average along the central coast with highs in

the mid 70s. Temperatures are forecasted to rise back up into the 90s as we head into the coming weekend. For the Salinas/Watsonville growing districts, extreme heat is another setback for the already tired plants. Increased defects on soft, bruised and overripe fruit are to be expected. It is likely that we will see sunburn on the berries in the next weeks to come as well as "checkerboarding" with mixed color and variance of ripeness in the clamshells. While crews are working to divert substandard fruit, it is likely you will see defects quoted in the 20% range at loading point. One area that has improved is that we have had nighttime temperatures in the high 40s – low 50s the last few nights. This will give the plants an opportunity to rest and help with sizing and firming up the fruit. However, it also decreases fruit volume coming on the plants.

The Santa Maria growing district has passed its peak volume and with the recent heat, we will see increased quality issues and defects loading there. Oxnard is finally coming on with some light volume and good quality is being reported. We will try to move as many orders to loading out of this region as possible to get the newest crop, best quality fruit.

Raspberries: California growing regions continue to decline in volume. The recent heat has slowed production. Although we are at the end of the domestic crop and the quality is an issue, volume is increasing from Mexico and we believe the volumes should increase greatly over the next weeks.

Blackberries: California blackberries are in the last weeks of production. Most shippers are saying this crop will be done in 10-20 days. While the heat is not as much a factor with the blackberries themselves, this fruit is already at the end of season with quality issues present. Soft berries reported with red cells and some mold. Mexican product has come on but they are keeping most of it local due to quality and fear of rejection at the border crossing. Volume continues to be a struggle between both areas. There is another tropical storm which potentially threatens the growing regions in Mexico. Barring any type of major catastrophe, we should see better volumes after this passes.

Blueberries: Domestic supplies are dwindling from the Pacific Northwest and Michigan growing regions. The remaining fruit is mostly if not all controlled atmosphere storage berries. Quality is

Commodity Updates continued

fair at best. Demand is strengthening for new offshore fruit. Argentine and Uruguayan volume is available in Florida and sporadically in Los Angeles. Supply continues to increase. Quality is reported as being good.

BROCCOLI *Gabe Romero/Mike Pacheco*

This market has remained steady, and this will likely continue for the rest of the week. There is a gap in pricing by two-three dollars. Processors are not watching averages like in past weeks. Santa Maria, Salinas and Mexico are the main growing areas for this commodity. Supplies are expected to be moderate to good for the rest of the week.

CARROTS *Tim Kelley*

Bakersfield crop is dropping in volumes on Jumbo size carrots and with good demand we are see markets firm up. Quality of carrots is still very good.

CAULIFLOWER *Gabe Romero/Mike Pacheco*

This market continues on a steady path. There is a gap in pricing up to three dollars depending on the supplier. There are a few better deals in Santa Maria compared to Salinas. The quality has been up and down with issues of brown spotting and discoloration. Expect this commodity to be moderate in availability for the rest of the week.

CELERY *Gabe Romero/Mike Pacheco*

This market is steady with most suppliers. A few shippers continue to listen to offers on twenty-four counts. Small sizing continues to be a problem and is demanding a higher price. The quality continues to be strong out of Salinas and Santa Maria. Local production is winding down in many areas across the country. Oxnard production will begin the first week of November.

CITRUS *Tim Kelley*

Lemons: Demand continues strong and is still exceeding supply on all sizes and grades. Oxnard/Ventura is peaking on 165's and smaller, with very little of the larger sizes. The Desert crop is slowing coming on with peak sizing on 165's and looking at another 4 to 5 weeks before we see a higher proportion of larger fruit. Expect tight supplies to continue for 3 to 4 weeks.

Oranges: Valencia supplies are steady. Sizing continues to favor the larger sizes of 72's/56's. Demand is exceeding supplies on the smaller fruit, 88's/113's/138's. California Navels look to start in a limited way by week of October 13th.

Limes: We are into latter part of this seasonal crop and we are seeing more of larger sizes (110's/150's) and less of the smaller sizes. Market is rising on 175's and smaller. The overall quality continues to be acceptable with some yellowing and minor defects showing.

CUCUMBERS

Western Cucumber: *Mike Cantu*

Market is steady. The remnants of Simon are passing through Baja California. We anticipate at the very least interruption of harvesting and possibly some weather related damage to current crops. We will monitor the situation and relay any new updates. Supplies are light in both growing areas and foresee market to remain at high FOBs

Eastern Cucumbers: *Harry Sheaffer*

Quality is good and supply should stay good.

EGGPLANT

Western Eggplant: *Mike Cantu*

California eggplant is showing a slight uptick in pricing. Weather and customary growing transitions may cause market to in upwards until Mexico starts production in November. Demand slightly outpacing supplies. We will see slight gaps due to transitions and weather.

Eastern Eggplant: *Harry Sheaffer*

Eggs are in better supply and quality.

GRAPES: *Brad Tremblay*

The market on green seedless continues to gain momentum. Quality is excellent on the Autumn King's; demand is strong and shows no signs of letting up. We can expect to see an improving market throughout the month of October. Many shippers have already moved into the \$20.00 to \$22.00 range for the larger fruit. The red seedless market is also improved but not nearly as strong as the green market. Better supplies and a more varied offering of varieties are keeping this market slightly more subdued. Most shippers are quoting the larger red seedless at the \$18.95 to \$20.95 level. **Future cast:** The domestic harvest on green grapes should continue through the month of October on

Commodity Updates Continued

Autumn Kings and into mid November on the last of the green varieties. The Scarlet's are looking to finish about the end of October. The Vintage Red's are projected to continue until about November 15. The last of the Crimson's should make it until the weather turns and quality fails. We expect to be shipping out of storage about mid November on both colors.

GREEN ONIONS *Gabe Romero/Mike Pacheco*

This market has firmed up. Production in Mexico has taken a swing downward once again. Storms have hit the growing regions. Production is moderate to light. Expect this commodity to be moderate to light in availability for the rest of the week. The quality overall has been reported to be good.

LEAF *Gabe Romero/Mike Pacheco*

The romaine market is up and this commodity will continue to gain strength throughout the week. The issue of fringe burn, seeder, tip burn and decay on romaine continues to be defects reported upon arrivals. All suppliers are having these problems. Green leaf and Red Leaf have firmed up in pricing. Colossal romaine hearts will continue to be very light in production. Regular romaine hearts are also light in availability. High temperatures in the growing regions have not allowed hearts to cup properly.

LETTUCE *Gabe Romero/Mike Pacheco*

This market is active. Supplies are moderate to light in availability. Weights are fluctuating between 37-43 pounds. There continues to be issues on this commodity. Pinking, seeder, rib discoloration, bottom rot and russet spotting are the main defects being reported. Supplies are expected to be moderate to light throughout the week.

MELONS: *Jim Murphy*

Cantaloupe: The current supply of melons overall is extremely short. The market is climbing fast, especially on 9's, 12's, and 15's. The Westside district is winding down quickly. Arizona is starting off extremely slow with rains today and tomorrow. Quality is fair on the Westside crop as well as the new crop from Arizona

Honeydew: The Westside fruit has fair quality and is peaking on smaller sizes. The market is

now rising on all sizes. Good demand along with lower supplies has created a rising market. Mexico has started and looks to be heavy towards 5 and 6 count.

ONIONS *Mike Gorczyca*

Good supplies and moderate demand is keeping the onion market steady on all sizes and colors. Look for this to continue till the growers get everything into storage. Quality is good out of all areas.

POTATOES *Mike Gorczyca*

Idaho – Demand is moderate with good supplies of most sizes. Few shippers are peaking on 80ct and smaller with a handful of shippers peaking on 70ct and larger. Quality is being reported as good. Main variety being shipped currently is Norkotahs. A few growers are shipping field running Burbanks which are being price higher. Still couple of weeks away before the Burbanks comes out of the sweat.

Washington – Most shippers are into large potatoes 80ct and larger with smaller sizes being limited. Market is steady with good quality being reported.

Colorado – Market and demand is steady. Quality is being reported as good. Sizing is peaking on 70ct.

Wisconsin – Market and demand is steady. Sizing is peaking on 70ct. Quality is being reported as good.

Stockton, California is higher on reds due to lighter supplies and they are steady on gold's and whites. Stockton will pack for another week to two weeks. Minnesota red potatoes are nearly finished for the season. North Dakota has started packing reds and gold's and they are steady on both colors. The N.D. reds and gold's are both heavier to A-size Idaho continue to pack reds and gold's and both colors are heavy to A-size. The Idaho red B market is down slightly and A's are up slightly because of a size shift. Wisconsin continues to pack reds and gold's and they are both steady and both peaking on A-size. The B reds are shorter than they were in Wisconsin.

SQUASH

Western Squash: *Mike Cantu*

California squash is currently shipping out of Santa Maria and Fresno. Supplies are very light

Commodity Updates Continued

due to gapping and recent hot weather in both growing areas. Demand has outpaced supplies in all growing areas. Nogales has started but with light production. Sonoran production ought to pick up pace within the next couple of weeks. Continued high FOBs in all growing areas. Some growing areas may be affected by the remnants of Simon.

Eastern Squash: *Harry Sheaffer*

Squash is over in Michigan for the most part and has moved to Georgia. Quality is good and supplies are tight.

STONE FRUIT *Brad Tremblay*

Red and black plums continue to be the principal item available in stone fruit. Quality on the late season varieties in both the red and black plums continues to be good. Sizing is trending towards the larger fruit as the season approaches its' end. However, we still have a wide range of sizes available. The 60-70 count is showing some bargains in the \$16.85 - \$19.85 range with the 50-40's running as high as \$24.85. There are still a few of the late season peaches available in the larger tray packs. **Future cast:** Expect plums to wind down dramatically over the next few weeks. That leaves us waiting for the off shore stone fruit. Chilean cherries are expected to start showing up as early as mid to the end of November. We should see the rest of the Chilean stone fruit starting to hit the U.S. around January of next year.

TOMATOES *Aaron Aliotti*

Western/Mexico: In the West, California growers are seeing smaller-sized rounds and less roma volume as they near the end of the season. Grape volumes should be steady from the Oxnard area but are falling off in the Central Valley. Most Mexican growing areas have experienced weather, which has caused mixed effects on quality and production. Southern Baja, where Hurricane Odile left its mark, has significant damage which will impact October-December production. Growers are still assessing damage but early reports indicate the most substantial effects will be on Romas and rounds. Northern Baja production remains steady, although rains and humidity have affected quality. Weak to fair quality and supply of grape tomatoes is keeping most fruit local not

being able to withstand long transit times. Cherry tomatoes are better available out of California.

Eastern/Tomatoes: As Tennessee, Alabama, the Carolinas, and smaller local programs in the East begin to wind down the season, the Quincy growing area in Northern Florida is starting up. Larger sizes of rounds are more plentiful than smaller fruit, but there is plenty of product available. Grapes continue to be harvested in strong volumes followed by cherries in the East while Romas are on the light side. Quality is varied as some growing areas have seen substantial rains. With shippers still sorting out the effects of pacific storms on western plants, supplies may tighten going into the next few weeks causing prices to rise.

VALUE ADDED *Gabe Romero/Mike Pacheco*

Fringe burn continues to be an issue on romaine. All growers are having this issue. The warm temperatures in the growing regions are the main reason. Lettuce supplies are moderate to light. The quality problems of pinking and russet spotting will continue. This is industry wide. Broccoli supplies are better along with cauliflower. Twelve week averages are not being watched for now from processors.

WATERMELON *Mike Cantu*

Current crops are mostly packed in bins and cartons packed by request. Very light supplies in all growing areas. Current production is in South Texas and some in Sonora. We ought to see watermelon crossings in Nogales to increase in the next couple of weeks. Extreme demand exceeds.