



THINGS YOU SHOULD KNOW:

COMMODITY ALERT:

Offshore small cantaloupe and honeydew will continue to be very limited the next few weeks

Large and extra large red and green grapes are limited

Freeze on California Navel oranges. Losses are now looking in the 50% or higher estimates. Small oranges a very limited



The Source

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Weather: *Tim Lynch*

Hot temperatures will continue this week in the western desert growing regions. High pressure out west remains in place deflecting the storm track to the north once again this week. Desert area temperatures remain unseasonably warm in the low to upper 80s this week with strong winds possible (20-40mph) as the storm systems pass by to the north. Florida will remain dry for the most part this week with rain possible moving into the weekend.



Freight: *Mike McIntire*

Trucks in California and Arizona are steady. Trucks in Washington and Idaho are tight due to weather delays. The national average on diesel fuel rose last week to 3.977 per gallon and should trend steady when it comes out later today. Crude oil remains over 100.00 per barrel and is 100.80 per barrel.



Commodity Updates

APPLES/PEARS *John Tole*

New York is packing Empires, Macs', Rome's, Red Delicious, Galas, and Golden delicious. Most of the New York varieties are peaking on 88/100's and the markets are all steady. Michigan is packing mostly Red Delicious and Golden Delicious now but the volume is down because the smaller shippers are finishing up. Michigan C.A. fruit is still peaking on 113 and 125's with very few if any 138's. Washington Red Delicious is steady on the larger sizes and higher on 113's and smaller. The smaller size Reds getting tighter as the early varietal volume is disappearing. Golden Delicious is steady to slightly and are peaking on 80/88's in the Washington extra-fancy grade. Granny-Smith is steady to higher and they are peaking on extra-fancy 88/100's. Galas are still peaking on 88/100's but the market is starting to climb. Smaller size Gala's remaining very short especially 138's. Washington Fuji's are higher and most packers are still peaking on 80's and larger. Expect the Fuji market to continue to climb. Washington Honeycrisp is almost finished for the season. Braeburns, Pink Ladies, Cameos, and Jonagolds are all still available in limited quantities. Most of the varietal fruit is large but some varieties have smaller sizes. Washington Bartlett pears are steady and are still peaking on US#1 90/100's but supplies are light. D'Anjou pears are also steady and continue to peak on US#1 90/100's. Both pear varieties are short on 120's and smaller. Washington Bosc pears are steady and are producing more of the larger sizes as well. Washington Red Pears steady and are peaking on size 45's.

ASPARAGUS *Gabe Romero/Mike Pacheco*

This market is softer. Supplies in Peru are light; however production in the Mexican region continues to be strong. Jumbo asparagus has good availability as well. Salinas has begun production in a light way. The availability looks to be good throughout the week on all sizing out of the Mexico region.

AVOCADO *Tim Kelley*

Demand is good on all sizes. Mexico's supplies are lower. Fruit quality is nice. The market is beginning to show some firming under tones on 48's.

Commodities at a glance...

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

Commodity Updates continued

BELL PEPPERS

Western Bells: *Mike Cantu*

Green bell market is unsettled as large fruit is maintaining strong FOBs. Crops are currently shipping mostly from Nogales. Sizing is heavier towards med and choice fruit; larger fruit is scarcer and moving well. Choice bells and small fruit seem to be moving better and market is higher. We anticipate warmer days and evenings and expect production will increase. Cold weather in the east has also tempered the market. Nogales will see increased crossings in the next coming weeks. Cool evening temps will still factor in production. Open field colored Red bell market is steady but, wide range of pricing as fields are starting to color up as evenings are starting to warm up. Mexico has started with increasing crossings through Nogales. Eastern demand may pressure market if their weather improves. Markets are very unsettled as both Hot House and open field color bells are trying to find their spot. Quality is good in both open field and hothouse colored bells. We do however see this market settling as warmer evenings may allow for better production. Gold bells markets continue steady availability depends on growing district. Demand exceeds as Mexican production has started in earnest. We are starting to see some hot house product crossing but still light.

Eastern Bells: *Janine Baird*

Pepper is tightening back up as many growers move into their fields that were affected by the recent freeze. However, there is little demand, keeping the pricing from getting too steep.

BERRIES *Jonathan Mule'*

Strawberries: The strawberry market will remain steady with lower demand and good supplies. Mexico supplies will be limited as projection estimates have fallen off due to high humidity and warmer temperatures. Florida is expecting dry conditions until Thursday and rain is forecasted starting on Friday thru Sunday. Product out of this area will remain very limited. The quality out of Florida and Mexico is fair with few good lots being harvested. Currently, the best quality will remain out of California with larger to median size. Forecast for California, is calling normal temperatures throughout the week.

Raspberries: Supplies will continue to be light for all shippers till the start of March. Market is firm but steady. Quality is being reported as good with a few fair lots showing up.

Blackberries: Supplies are good with light demand is causing a weaker market. Quality is fair due to high humidity/temperatures in Central Mexico growing areas. This should correct itself in about two weeks.

Blueberries: Good supplies and moderate demand has this market steady. Quality is being reported as good to fair depending on the lot. The main pack size is switching into 6oz with limited supplies of larger packs (pints and 11oz). Blueberries hit the peak production last week and expect to see supplies to start decreasing out of Chile next four to six weeks.

BROCCOLI *Gabe Romero/Mike Pacheco*

The broccoli supplies continue to be good. The market overall is steady. Supplies continue to be heaviest to crowns and this is where the best deals are being offered. Production areas include Santa Maria, Scottsdale and stronger in Yuma. The quality has been reported as good in all the growing regions. There is production in Salinas for West coast customers.

CARROTS *Tim Kelley*

Supplies no JBO carrots are beginning to lighten. The market is starting to show some firming on prices. Quality is good.

CAULIFLOWER *Gabe Romero/Mike Pacheco*

The cauliflower market overall is softer. There is however a pricing gap of 3-5 dollars amongst the different shippers and quality has varied. There have been some issues of yellowing and brown spotting seen upon arrival, sporadically. Supplies due to lack of demand has increased with many shippers.

CELERY *Gabe Romero/Mike Pacheco*

The celery market remains unchanged. Production continues to be strong in Yuma and Oxnard. Production numbers are pretty equal in all sizing so promote any size as much as possible. The quality continues to be reported as being good. Shippers are listening to offers, so feel free to promote as much as possible.

Commodity Updates continued

CITRUS *Tim Kelley*

Lemons: The freeze in the Central Valley has now started to affect this districts lemon crop. This is not a larger crop, but will have an impact on overall supplies as we move in to the late winter through summer months. We already see the market beginning to firm up. Demand still remains very good on all sizes from all shippers. The Desert fruit supplies are good on 140's and larger. Demand on the smaller fruit (165's/200's/235's) are exceeding supplies.

Oranges: California Freeze may be over, but damage has been done. Growers are reporting at least 40 to 50% or higher for some. Supplies on the smaller sizes of 113's & 138's are very limited and now moving into 88's. Market is steady.

Limes: Supplies have become very tight. Past rains in the growing areas have taken their toll on the crop. Quality is just fair, with many lots showing weather related issues (Stylar, Brown spots and lighter color).

CUCUMBERS

Western Cucumber: *Mike Cantu*

Market is steady. Crossings through Nogales are steady as weather improves. Market somewhat unsettled as some inferior lots are quoted on lower end as better lots are selling at quoted pricing to slightly higher than average quotes. The east coast weather is adversely affecting markets for lack of movement. We anticipate the weather and evening temps will improve and supplies to increase. Supplies adequate.

Eastern Cucumbers: *Janine Baird*

Supplies on off shore product are plentiful and demand is off. The market remains soft and should continue like this for the rest of the week.

EGGPLANT

Western Eggplant: *Mike Cantu*

Market is settling and supplies are improving. Weather is improving and production increasing. Warmer daily temps have brought up production and cold weather in the east has tempered demand. Movement is better and at quoted prices. We do expect the market to inch up as transitions will take place soon and the Lenten season will start.

Eastern Eggplant: *Janine Baird*

Eggplant market is not as active this week. Prices are off and supplies are plentiful.

GRAPES: *Amy Grolnick*

Chilean red and green new crop fruit is available on both coasts. The quality is good and the market is still in the low 20's to low 30's depending on size on both colors. Due to the freeze a couple months ago the fruit will continue to be very small with minimal large fruit available. The west coast is limited on product with very few vessels coming in.

GREEN ONIONS *Gabe Romero/Mike Pacheco*

This market is steady. Production from the Mexico region is strong and the quality has been good. The weather has been warm in Mexico and supplies are expected to be good throughout the week. Mexico and California are the major growing regions currently.

LEAF LETTUCE *Gabe Romero/Mike Pacheco*

The romaine market remains unchanged. Suppliers continue to listen to offers as supplies flurry in the Yuma region. Demand is off. Weights continue to range from 35-39 pounds in Yuma, Thermal and Santa Maria. The green and red leaf is plentiful as well. Blister, epidermal peel and fringe burn continues to be seen sporadically upon arrivals. Seeder is also been reported on romaine. Romaine hearts have good availability.

LETTUCE *Gabe Romero/Mike Pacheco*

This market is steady. Pricing remains flat as most shippers continue to listen to offers. Supplies continue to be in surplus. The weights continue to range from 42-48 pounds depending on the supplier. Yuma production is expected to be good throughout the week. Epidermal peel, cracking, misshapen heads and ribbing appearance have been seen sporadically upon arrivals.

MELONS: *Amy Grolnick*

Cantaloupe: Fruit is running very large to 9's with very limited availability of small fruit. Better volume on the east coast, the west coast is still struggling on availability.

Honeydew: As with the cantaloupe the

Commodity Updates Continued

honeydew are running large. The better volume is again on the east coast with the west struggling on availability. Nogales is still getting fruit in from Mexico that is also now very large fruit. Small fruit is extremely limited.

ONIONS *John Tole*

The northwest and Mexico are all up slightly on yellows due to stronger demand. The northwest packers are still dealing with higher than average shrink which is also helping to keep the market strong. Medium yellows are still relatively short in the northwest. Above average shrink is still helping to keep the northwest market strong. Mexican yellows are still mostly sack mediums and carton sweet jumbos. Red onions are mostly steady with some higher in Washington, Oregon, and Idaho. The red onion growers are still bullish due to the higher than average shrink. Mexico is still buying medium reds so the availability is low. White onions are steady to higher and most shippers have limited supplies. The quality has been good in all areas and on all colors.

POTATOES *John Tole*

The Idaho market is steady on 70's and smaller. Some Idaho suppliers will deal for volume orders of 40's-60's in both varieties. 100-count and smaller and consumer bags are very short due to the potato-lovers month demand. Both varieties are still peaking on the larger counts. The Washington market is steady to slightly lower and they continue to peak on 70's and larger as well. Colorado & Nebraska are also both steady and they also continue to peak on 70's and larger. Wisconsin russets are steady on all sizes and the availability is fair. Bakersfield, California has good availability on red and gold potatoes. The California market is steady to lower on both colors, while the Whites are steady but strong due to limited supplies. The California potatoes are peaking on A-size in all colors. Western Washington reds and Golds are both peaking on A-size and the markets for both are steady. Washington's season will end next month. Wisconsin red potatoes are mostly steady on all sizes now but supplies are light and they are nearing the end of season. N.D. red potatoes are steady and continue to peak on Red A's.

Florida continues packing Red and a few Whites. The Florida reds are heavier to A-size.

SQUASH

Western Squash: *Mike Cantu*

Market is slightly higher on Yellow S/N and steady on Italian squash. Most production is from southern Sonora and Sinaloa. Warmer weather is in the forecast and we anticipate better production. Some lots offered will be of coming from older fields and expect the poorer quality on lower end of markets; better quality will sell at quoted market.

Eastern Squash: *Janine Baird*

The squash market is a bit more active this week, bringing the pricing up on both colors. Supplies and demand are both good and should remain so for the rest of the week.

STONE FRUIT *Amy Grolnick*

Chilean cherries are available on both coasts mostly large fruit coming in. Chilean Peaches and Nectarines are now available as well. The sugars are low in this fruit but quality is good.

TOMATOES *Aaron Aliotti*

Western/Mexico: Round tomatoes in Mexico remain plentiful this week due to favorable weather and yields. Gas Greens remain snug but will improve as Florida supplies rebound late this week. Pricing should drop a little on packing house pinks and 2 layers into next week and should remain steady by mid next week. Roma tomatoes remain plentiful in Mexico and should stay that way for the next 2 weeks. Due to the supply exceeds demand situation there are deals to be made in order to move product. Mexican Cherry and Grape tomatoes will remain steady in both supply and demand for the next couple weeks. As Florida comes into more supply, especially on the Grape tomatoes, the pricing will continue to drop and remain low for this week and next.

Hothouse and on-the-vine tomatoes stay relatively steady this week, as limited demands are being met with limited supply. Low pricing from a couple weeks ago tried to push the market up last week, but that did not work with buyers who knew the state of the Mexican round market. This market will continue to follow the regular rounds in Mexico, which, as mentioned previously, should remain stable for the next couple of weeks.

Commodity Updates Continued

Eastern Tomatoes: The round tomatoes in Florida have found some relief this week. This has allowed for more supply on all sizes, especially the bigger fruit, in turn easing pricing. The weather across the country continues to affect the buying markets which are also driving the pricing down due to lesser demand. The weather together with Mexico flooding the market has allowed for deals to be made on all products, especially 6x6 and 6x7 varieties. As the Florida temperatures continue to rise and the growing regions avoiding rain the pricing should continue to drop into next week.

Roma tomatoes supplies in Florida remain low while demand has followed. There may be some deals to be found on the larger fruit but the smaller fruit remains competitive. The warmer weather predicted for the coming week will bring more fruit to the market and will bring pricing down to a more competitive level with Mexico. Cherry and Grape tomatoes in Florida are on the rebound with plants yielding more product. Pricing should continue to fall into next week with deals to be made on the grape tomatoes due to high volumes. Expect the pricing to fall and remain low for the next couple weeks, then shippers will harvest fewer products and drive the pricing back up.

VALUE ADDED *Gabe Romero/Mike Pacheco*

Lettuce supplies will be strong for the entire week. Epidermal peel and misshapen heads are being seen upon arrivals. The Broccoli supplies are strong. Cauliflower inventories are stronger with many suppliers. The romaine supplies look to be good throughout the week... Seeder is being seen with this commodity.

WATERMELON *Mike Cantu*

Market is definitely high. Current Nogales crossings are extremely low. Transitions are taking place and supplies are sporadic and very light. New district crops will be at a premium. Quality is varies as some are harvesting from tired fields volume will remain light for the rest of the month. Other districts have wrapped up and/or at same high FOBS. The Jalisco watermelons will be at premium. Growers are projecting this lack of supplies to continue for approximately a month or so until Northern spring crops start. One good sign is we have some northern growers starting up late this week/ early next week.

