



**THINGS YOU SHOULD KNOW:**

**COMMODITY ALERT:**

Light supplies on cauliflower and broccoli will continue throughout the week. Escalated pricing is in effect.

**Blackberries:** Heavy rain in Mexico late last week has hurt arrivals into the U.S. this week



# The Source

November 11, 2013

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## Weather: *Tim Lynch*

Slight cooling trend begins today out west as the next low pressure system moves into northern California. Precipitation will remain north of the Salinas Valley as high pressure builds mid-week. Temperatures will remain in the mid to upper 70s with cool mornings in the mid 40s. The desert regions will continue with unseasonably warm temperatures (Upper 80s) early this week cooling to seasonal norms (Upper 70s) by the weekend.



## Freight: *Mike McIntire*

Trucks in California remain steady this week. Trucks in the Northwest continue to be tight with rates higher than normal. The national average for diesel remained steady last week at 3.857 per gallon and should trend steady when it comes out later today. Crude oil remains below 100.00 per barrel and is currently at 95.06 per barrel.



# Commodity Updates

## **APPLES/PEARS** *John Tole*

New York is packing McIntosh, Galas, Red Delicious, Empires and Courtland's. The New York fruit is still peaking 88/100 sizes for all variety's. Michigan is packing Reds, Fuji's, Golds, Gala's, McIntosh, Jonagolds, Jonathans, and Red Romes. Most of the Michigan fruit is in the 113 to 138 size range. Washington Red Delicious is steady and is still peaking on the larger sizes in the Washington extra-fancy #1 grade. Smaller size reds are limited. Golden Delicious continues to peak on 80/88's and the extra-fancy grade. Golden delicious are spread evenly across the size spectrum. Washington Granny-Smith is steady and is peaking on 88/100's. Galas are heavier to 88/100's and the market is steady on regular storage but higher on C.A. Washington Fuji's are steady and most packers are still peaking on 80's and larger. Honeycrisp, Braeburns, Pink Ladies, Cameos, and Jonagolds, are available now. Washington Bartlett pears are steady and are still peaking on US#1 100/110's. D'Anjou pears are also steady and continue to peak on US#1 100/110's. Washington Bosc pears are steady and are producing more of 80 & 90 sizes. Washington Red Pears steady and are peaking on size 45's.

## **ASPARAGUS** - *Gabe Romero/Mike Pacheco*

This market is steady. Supplies are moderate to good out of Mexico. The best sizing continues to be with standards followed by large. Supplies are lighter on jumbos. Peruvian product continues to have moderate availability and can still be loaded out of Miami if desired. The overall quality continues to be reported as being good in both growing regions.

## **AVOCADO** *Tim Kelley*

Demand still remains good on all sizes. Mexico's supplies are steady. Sizes are mostly 48's and smaller. The California season is done. Chilean fruit is arriving in limited volumes. Market is steady to lower.

## **BELL PEPPERS**

### **Western Bells:** *Mike Cantu*

Green bell market is higher. Crops are currently shipping from Southern California and from Baja. An expected cooling trend may

## Commodities at a glance...

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

# Commodity Updates continued

press markets slightly higher as this is slowing down production. Coachella has started with light production. Nogales will see increased crossings in the next coming weeks. Open field colored Red bell market is definitely Higher as cooler weather approaches this week. Demand still exceeds availability from Southern California. Tardiness in Coachella and Mexico startups will keep markets high. New districts are set to come online by mid-month (Coachella). Gold bells markets continue steady availability depends on growing district. Extreme demand exceeds.

## **Eastern Bells:** *Janine Baird*

The market remains steady with fairly strong demand. Supplies have dropped as Florida is still a few days away from working pepper. Quality, however, has been excellent.

## **BERRIES** *Mike Gorczyca*

**Strawberries:** - Good demand and lighter supplies is creating a firm market for this week. Salinas/Watsonville supplies are winding down for the season. Currently Oxnard/Santa Maria are the main shipping point on strawberries out of California. Santa Maria fall crop peaked about two weeks ago and is slowly winding down. Oxnard fall crop supplies are still building but will not have enough volume to cover the demand once the Northern areas are done. Mexico has started with lighter supplies loading out of McAllen, Texas and Florida expects to start up in the next month or so. This market will remain active for next couple weeks and the quality is being reported fair for all grower areas. The extended forecast is calling for warmer temperatures all week in all strawberry growing regions.

**Raspberries:** Supplies and demand are moderate with good quality being shipped currently. Market is steady. Supplies are being harvested in Mexico, Oxnard and Watsonville currently. Look for supplies to start to lighten up over the next couple of weeks which will firm the market. Quality is good.

**Blackberries:** Central Mexico received heavy rains this past week, which has held up transfer trucks and lowered harvest estimations. Most shippers are sold out throughout the week with very limited supply. Look for this market to remain tight with good demand and lighter supplies for next couple weeks. Quality is still

fair depending on shipper.

**Blueberries:** Blueberry supplies out of Argentina are getting better on both coasts. The quality is being reported as good. Next grower region will be coming out Chile. Most shippers will start loading vessels in Chile by mid-November and expect the first arrival into Los Angeles the 1<sup>st</sup> or 2<sup>nd</sup> week of December. This market will remain steady.

## **BROCCOLI** *Gabe Romero/Mike Pacheco*

The broccoli market continues to gain strength in the market with all suppliers. Demand exceeds supply. Escalated pricing does not exist on value added items as well as contract business. Salinas and Santa Maria continue to be the main growing regions with light availability in Mexico as well. Yuma will not begin production of this commodity until approximately Thanksgiving.

## **CARROTS** *Tim Kelley*

Supplies of JBO carrots are good as carrots grown in the coastal areas of California are going and size is good. Quality is good.

## **CAULIFLOWER** *Gabe Romero/Mike Pacheco*

The cauliflower market is steady. Demand exceeds supplies with all shippers. This will continue throughout the week. Santa Maria and Salinas are the main growing areas for this commodity. Yuma will not begin production until after Thanksgiving with most suppliers. Escalated pricing continues this week and all averages on value added items are being watched closely by suppliers.

## **CELERY** *Gabe Romero/Mike Pacheco*

The celery market is firm. Supplies are light to moderate out of Salinas, Santa Maria and Oxnard. Expect supplies to get better in the next week or two with most shippers. Early forecasts indicate overall production will stay moderate for this week. The quality is reported to be good in all the growing regions.

## **CITRUS** *Tim Kelley*

**Lemons:** Demand remains very good on all sizes from all shippers, supplies are meeting the demand. New crop Desert fruit supplies are now starting to build some inventory. The new

# Commodity Updates continued

crop Ventura fruit will come on in limited volume by the end of November.

**Oranges:** New crop California Navels are very nice, with color and brix improving weekly. Sizing peaking on 72's/88's/56's, small fruit is extremely limited. All shippers have switched into navels now but the outlook on 113's and 138's looks to become progressively worse as fruit continues to size up. We advise booking all small fruit orders as far in advance as possible.

**Limes:** Supplies are good. Quality has improved on limes, but there are still some quality issues showing (stylar, Brown/sugar spots and lighter color).

## **CUCUMBERS**

**Western Cucumber:** *Mike Cantu*

Market is steady. Crossings through Nogales are increasing and supplies are adequate. Quality is good. Baja California cucumbers are decreasing in supplies as they are slowing wrapping up.

**Eastern Cucumbers:** *Janine Baird*

South Georgia's cuke deal is going strong and central Florida is ramping up. Supplies are plentiful and this has kept the market down to some extent. No big changes are expected in the cuke market this week.

## **EGGPLANT**

**Western Eggplant:** *Mike Cantu*

Market is showing an uptick as we are seeing increased crossings not meeting demand. Demand still exceeds supplies. Coachella is shipping but demand is outpacing supplies. Market is higher.

**Eastern Eggplant:** *Janine Baird*

Eggplant is finishing up in Georgia and Florida is still weeks away from starting, causing this market to gain strength. Supplies will remain limited, particularly on the fancy grades, through the week.

**GRAPES:** *Amy Grolnick*

Crimson, Scarlet Royal and Vintage reds are all available with excellent quality. The market is a mixed bag right now depending on varietal, color and size you need. The green grapes are still plentiful with Autumn King, Thompsons and Pristines shipping out. The market is steady with good demand mostly larger size fruit available. Black seedless grapes have excellent quality and very good availability as well. Seeded

Globe grapes are available with excellent quality.

**GREEN ONIONS** *Gabe Romero/Mike Pacheco*

There is no change with this commodity in the marketplace. This market is steady. Production continues to be good out of the Mexico region. Currently the weather has been favorable with little issues to report. Mexico and California are the major growing regions currently. Supplies will be steady throughout the week.

**LEAF LETTUCE** *Gabe Romero/Mike Pacheco*

The romaine market is firm. There continues to be light flexing with a few suppliers. The green and red leaf availability is good and the market is flat. Supplies are stronger this week in Yuma if needed for all leaf items. Most suppliers are still in Salinas. There is also some production in Huron as well.

**LETTUCE** *Gabe Romero/Mike Pacheco*

This market is steady. Suppliers are flexing so promote this commodity. Supplies are good in the Huron region. Weights have increased in all the growing regions, which include Huron, Santa Maria and Yuma. The market overall is sporadic in pricing. Expect availability to be strong throughout the week. Next week we will see more shippers harvesting in Yuma.

**MELONS:** *Amy Grolnick*

**Cantaloupe:** The fruit available up in Northern California is finishing up this week with small sizing only available. The Arizona grown fruit is a mixed bag of sizes some shippers with large fruit and others only with small fruit available. Mexican cantaloupe is crossing into Nogales with better availability and prices this week. Quality is good. The offshore fruit is beginning to arrive in Florida this week. The fruit is very large with jumbo 9's and larger being the majority of supplies initially.

**Honeydew:** Availability of domestic fruit is still limited but quality is good. Mexican dews are crossing into Nogales with good volume and better quality. We should see the first of the offshore dews arrive towards the end this week in Florida.

**ONIONS** *John Tole*

The northwest is steady on Supers and

# Commodity Updates Continued

Colossals, steady to higher on jumbo yellows, and higher on medium yellows. Thanksgiving demand has been strong on the mediums and is just starting to hit the jumbos and push that market up slightly. Medium red supplies are very limited in the northwest due to retail demand. Retail demand is starting to push the jumbo red market higher. Washington still has the most volume of reds. Colorado reds are steady. The White market has stabilized in all districts due to lighter export demand but is still high. The quality has been good on all colors in all areas.

## **POTATOES** *John Tole*

The Idaho carton market is lower for both varieties. Retail bag demand has created a carton surplus in many sizes. There are still volume deals on Norkotahs number-two's and the larger counts. The Idaho Burbanks are still heavier to the smaller counts. Most shippers have limited supplies of poly and mesh bags. Washington is steady on all cartons and they are still peaking on 80's and larger. Washington still has volume deals on 70's and larger. Nebraska and Colorado are also still heavy to 70's and larger but their market steady on all sizes. Wisconsin russet prices are steady on all sizes as well and they are still peaking on the larger counts. Bakersfield, California still has Reds, Golds, and Whites from Washington. Their market is steady to slightly lower. Western Washington reds, whites, and Golds are all peaking on A-size. The Washington market is slightly lower as well. Wisconsin red potatoes are mostly steady on B's and C's with some flex on A-size. Minnesota red potatoes are steady on all sizes but they also have some flex on volume orders of Red A's.

## **SQUASH**

### **Western Squash:** *Mike Cantu*

Market is on a settling but there are signs of the market trying to inch up on both Italian and Yellow S/N. Nogales has more than adequate supplies on squash and has promotable volume. Squash also loading in Coachella.

### **Eastern Squash:** *Janine Baird*

There are plenty of supplies in South Georgia as well as Central Florida. Georgia's cooler temperatures have depleted some supplies on yellow causing the market in Georgia to jump up a tad. Florida's new crops are plentiful and the market there is weaker.

### **STONE FRUIT** *Amy Grolnick*

Nectarines, peaches and plums are cleaned up for the domestic fruit. California late harvest red plums will be available through November with good quality and a range of sizes.

## **TOMATOES** *Aaron Aliotti*

**Western:** Central Mexico is winding down and production is moving north into Baja over the next week or two. Heavy rain in weeks prior over the region is responsible for current limited supplies and scattered harvests. Strong demand in the West is driving prices upward with light volumes for larger sized fruit and very little vine ripe being exported to the states. Roma tomatoes are steady while grape tomatoes continue to be available in lower volumes due to challenges posed by recent storms. We can expect an active market through the holiday season with things calming down near the New Year when volumes are forecasted to be more consistent.

**Eastern:** All eyes remain on Florida as the tomato market continues to run tight. Quincy is finishing up what is left with second and third picks while the Palmetto and Ruskin Districts get underway with most all growers harvesting this week. Although the transition has been made to Central Florida, yields remain light and volumes are not expected to improve until the end of November. Quality is reported to be very good with larger fruit harder to come by. Roma tomatoes continue to be very tight with prices holding for the time being and should improve in a few weeks with the next crop. Cherry tomato volumes are building and may offer deals to those who are able to substitute for Grape Tomatoes. Grape tomatoes are in lighter production with lower yields than expected and strong demand may cause price

# Commodity Updates Continued

to tick upwards over the next couple of weeks.

**VALUE ADDED** *Gabe Romero/Mike Pacheco*

Supplies are strong on lettuce and this will continue throughout the week. The cauliflower supplies are very tight. Demand exceeds supplies. Twelve week averages are being watched by all suppliers. The romaine supplies will be strong throughout the week. Broccoli supplies are very tight and averages will be watched with all suppliers. Escalated pricing is in effect on cauliflower and broccoli items.

**WATERMELON** *Mike Cantu*

Market is settling and availability is improving in some districts. Current Nogales crossings are increasing. Quality is good. Other districts are limited availability.

