



## THINGS YOU SHOULD KNOW:

### COMMODITY ALERT:

Cantaloupes are very extremely short this month due to transition of growing regions

Idaho large cartons 60 counts and larger very limited

Truck availability for Onions and Potatoes are in a demand exceeds supply situation

Apples-Washington is into larger fruit so stay ahead on the smaller sizes

Asparagus is extremely limited due to lack of supplies from Mexico and Peru  
Pears- the smaller sizes are limited and supplies will remain short



December 24, 2014

© 2014 PRO\*ACT, LLC

# The Source

## Weather *Tim Lynch*

The first in a series of approaching cold fronts bring cooler temperatures (mid-50s to low 60s) to California and the Southwest Desert regions into early next week. These relatively dry systems will bring strong, gusty winds (25-45mph) and likely freezing morning temperatures to these regions, especially in the colder small valleys, over the weekend. The duration of these cold temperatures looks to remain below hard freeze thresholds at the moment but we will be watching ground temperatures closely this week.



## Freight: *Mike McIntire*

Trucks in CA and AZ will be tight the balance of the week. Washington and Idaho trucks continue to be very tight which is normal for this time of year. Please continue to get your orders in as early as possible. The national average on diesel fuel dropped again this week and is now 3.281 per gallon. CA price dropped as well and is currently 3.415 per gallon. Crude oil remains steady and is currently \$55.63 per barrel.



Happy Holiday

# Commodity Updates

## APPLES/PEARS *John Tole*

New York continues to pack McIntosh, Empires, Red Romes, Red Delicious, Golden Delicious, and Honeycrisp. The New York is steady on everything but the availability is light. Michigan continues to pack Braeburns, Empires, Fuji's, and Gala's, Golden Delicious, Honeycrisp, Jonathans, McIntosh, Red Delicious, and Red Romes. Most Michigan fruit is peaking on 88/100's and larger. Most Michigan shippers are only packing the larger fruit to order because the Washington markets are so low. Washington Red Delicious is steady and is peaking on 80's and larger in the WX#1 and premium grades. 113 and smaller reds remain short. Golden Delicious are steady on all sizes and are still producing more 88's and larger. Granny-Smiths are steady on all sizes but the market for 100's and smaller is still very strong! Granny-Smith is peaking on Washington extra-fancy 80/88's. Washington Gala's are steady and are still are peaking on 88/100's. The Fuji market is steady on all sizes and they are still peaking on 88's and larger. Braeburns, Jonagolds, Sweeties, Jazz, Red Romes, Cameo's, Honeycrisp, and Pink Lady's are all available in Washington. Most of the Washington varieties are peaking on the larger sizes. The Honeycrisp market is steady but remains strong. Cameo availability is light on all sizes. Washington Bartlett pears are slightly higher on all sizes due to strong demand and less in storage. The Bartlett's are still peaking on US#1 90/100's & larger while 110's and smaller remain short. Washington D'Anjou pears are steady & continue to peaking on 80/90's. Small D'Anjou's are still limited. Washington Bosc is steady and is peaking on 80/90's now. Small Bosc are now limited. Washington red D'Anjou's are steady on all sizes and they are peaking on 45/50'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/Lower
Bell Pepper (Eastern)	Good	Lower
Berries: Strawberries	Fair	Steady
Berries: Raspberries	Fair	Higher
Berries: Blackberries	Fair	Lower
Berries: Blueberries	Fair	Steady
Broccoli	Good	Steady
Carrots	Good	Higher
Cauliflower	Fair	Steady
Celery	Good	Lower
Citrus: Lemons	Good	Steady
Citrus: Oranges	Good	Steady
Cucumbers (Western)	Good	Steady
Cucumbers (Eastern)	Good	Steady
Eggplant (Western)	Good	Steady
Eggplant (Eastern)	Fair	Steady
Grapes, Green	Good	Steady
Grapes, Red	Good	Higher
Green Onions	Good	Steady
Lettuce: Leaf	Good	Steady
Lettuce: Iceberg	Good	Steady
Melons: Cantaloupe	Good	Steady
Melons: Honeydew	Good	Steady
Onions	Good	Steady
Pears	Good	Steady
Potatoes	Good	Steady
Squash (Western)	Good	Steady
Squash (Eastern)	Fair	Lower
Stone Fruit	Excellent	Higher
Tomatoes (Western)	Fair	Lower
Tomatoes (Eastern)	Good	Lower
Watermelon	Good	Higher

# Commodity Updates continued

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

This market is firm. Mexican supplies are light and will be gapping until the middle of January. Peruvian product is light in availability as well. Shippers are extremely light on jumbo sizing. This will continue through the month of January.

## **AVOCADO** *Tim Kelley*

Mexico's volume this week and next will drop as holiday work schedules will limit harvest. Supplies going in to the holiday weeks are good, but will get a little tight by the time we come to the end. The demand for all sizes of fruit is good and market remains fairly stable, with some slight firming trend. Maturity of fruit is good and still improving weekly, but will still 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 beginning to show improvement on color bells and green bells are starting to increase in supplies also although some districts are gapping slightly. Current supplies on colored are improving and with mid-week holidays market is settling slightly. Green bell remain steady and so is market. Gold bells market is steady. Some greenhouse gold bell peppers are crossing through South Texas and Nogales.

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

Florida pepper market is beginning to weaken a bit as volume increases and demand is off.

## **BERRIES** *Tom Smith*

**Strawberries:** Increased volumes started coming out of both McAllen and Florida this week which has helped to soften the market in all areas. This is offering some relief to loading fruit in California and giving us

better availability and options for loading. Both McAllen and Florida fruit is being reported with good quality, some white shouldering. Oxnard region has reported some quality issues with soft and bruised berries. Light volumes of fruit coming out of Coachella, Irvine and Oceanside have been reported with better quality.

**Raspberries:** Market continues to firm up and fruit is lighter availability as we move throughout December and into early January.

**Blackberries:** Demand has been lighter and markets have loosened. Volume continues to increase and promotional opportunities are available. Fruit is reported to be in better quality than previous weeks.

**Blueberries:** Chilean fruit shipments have increased arrivals at US ports. Fruit availability has increased in both CA and on the east coast. Fruit is reported with good quality. Mexican volumes are light as many plants have gone dormant after recent rains and pest issues earlier in the season.

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

This market is looks to be steady for the rest of the week with most suppliers. There was more activity last week on bunched product and crowns. This week demand is off. Expect steady supplies coming out of Santa Maria, Yuma, Scottsdale and Mexico throughout this week. Good quality is expected from all suppliers.

## **CARROTS** *Tim Kelley*

The long hot California summer and drought is now really showing on the Bakersfield crop. The fields are not sizing well and the volume on Jumbo size carrots continue to drop off in supplies. We expect tight supplies on Jumbo and medium carrots for next 1 to 2 months until we get into the desert crop. Markets continue to rise on Jumbos. Quality of carrots is still good.

# Commodity Updates continued

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

This market is steady overall. There is a pricing gap of three to five dollars depending on the shipper. Escalated pricing is no longer in effect. Santa Maria and Yuma continue to be the main growing regions for this commodity. Yellow discoloration and slight spotting is still being reported sporadically upon arrivals.

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

This market continues to come off. Supplies are expected to be steady for the rest of the year. Production continues to be out of Santa Maria, and Oxnard. Yuma production has begun in a light way as well. Smaller size celery has picked up in availability. There are no major quality issues to report at this time. Overall, demand is lighter.

## **CITRUS** *Tim Kelley*

**Lemons:** The market is steady. Desert fruit size is now much larger and is peaking on 140's and larger with the 165's and smaller fruit getting tight on supplies.

**Oranges:** Navels are in full production. External color continues to develop with cooler nights. Internal maturity on the Navels is ahead of normal. Size is currently peaking 88's/113's/72's/138's/56's.

**Limes:** The market is holding steady on all sizes. Supplies are lightening up slightly but demand is also. The overall quality continues to be acceptable with some yellowing and minor defects showing.

## **CUCUMBERS**

### **Western Cucumber:** *Mike Cantu*

Market is steady. Production from Sonora is steady but we're experiencing some lots with quality issues. Supplies should be adequate from here on out barring any weather issues. Sinaloa production has started with excellent quality and in promotable volumes.

### **Eastern Cucumbers:** *Janine Baird*

Florida is beginning to see the end of the domestic cuke season and the off shore deal

is in good supply. Market is softer on the domestics. Quality on off shores is excellent.

## **EGGPLANT**

### **Western Eggplant:** *Mike Cantu*

Adequate supplies are meeting demand.

Market continues to be in single digit markets. Promotable production is available.

### **Eastern Eggplant:** *Janine Baird*

The eggplant market has finally loosened up a bit with more availability in Florida.

## **GRAPES:** *Brad Tremblay*

The market on domestic red grapes looks to remain steady through the end of the month. We are transitioning to Chilean red seedless the week of the 29<sup>th</sup> and there appears to be more than adequate supplies of domestic and imported fruit to meet the current demand. The green seedless market has already transitioned to all imported fruit and the supplies on these should be improving next week as well. We expect to see a softening of the market price on next week with a higher market on the horizon the first few weeks of the New Year. The forecast for a stronger market is based upon a projected push at retail for the first few weeks of January.

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

This market is steady. Production in Mexico is expected to be good throughout the week. Demand should be light. Small sizing continues to be the sizing most readily available. Mexico's weather in the growing regions continues to be ideal.

## **LEAF** *Gabe Romero/Mike Pacheco*

Supplies continue to be good on romaine. A few suppliers are listening to offers for bulk type orders so promote as much as possible. The quality is good and weights are ranging from 34-38 pounds. Green and red leaf items are readily available as well. Colossal romaine hearts have better suppliers compared to past weeks. There are good

# Commodity Updates Continued

inventories on regular romaine hearts.

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

This market is steady with most shippers. Like romaine there are multiple suppliers looking for business on this commodity. Demand is off. Weights continue to be reported between 40-44 pounds. Slight seeder still exists but the overall quality is good. Expect good supplies throughout the week. Pricing is flexible for volume type orders.

## **MELONS** *Jim Murphy*

**Cantaloupe:** Offshore melons are arriving very slowly in Florida and are extremely tight. The sizing continues to peak on 9's and 12's with fewer 15's and even fewer 18's. Offshore melons have been arriving on the west coast but are extremely limited also. The market is steady on what little is available. Lower than normal temperatures in the growing areas have slowed down production. Quality is good on all lopes.

**Honeydew:** The desert is finished for the season. Mexican supplies have lowered down for the season as growing areas finish. Offshore dewes are arriving now with 5's and 6's being the main sizes and volumes are not keeping up with the current demand. Demand is good on all sizes. The market is steady on all sizes. Quality is good on all of them.

## **ONIONS** *Mike Gorczyca*

Super Colossal and Colossal supplies are lighter as the shippers move into some later storage that have smaller sizing. This could be the trend for the balance of the season so expect a slightly stronger market for the big yellows in the short-term. All other sizes and colors are steady with good quality. Trucks are still limited and most likely will not get any better till after the first of the year.

## **POTATOES** *Mike Gorczyca*

Idaho – The market for 70-count and larger

is slightly higher and will continue to rise due to light supplies. 80 counts are steady to slightly higher, and 90 count and smaller are steady with some volume flex. Burbank's are still peaking on 80ct and smaller while the Norkotahs are peaking on 60-90's. Quality is being reported as good on both varieties. 40ct and 50ct are still very limited. Some Idaho shippers are bringing over Washington 40ct and 50ct to fill orders. Trucks are still tight and will be till the middle of January.

Washington/Colorado/Wisconsin – Market has firmed up slightly on 40ct through 70ct which is due to other states not having enough large size to cover the demand. Smaller size potatoes are steady. Quality is good. Trucks are still short.

## **COLORED POTATOES** *John Tole*

Bakersfield, California – Reds and Gold's are steady and the sizing is still average. Premium and Bakers reds and gold's remain limited. White supplies are short and that market is higher on all sizes. Western Washington – the markets for Reds and Gold's are steady along with the sizing. Whites are higher due to light supplies. The Washington reds and whites continue to peak on A-size while the golds are more evenly split between A & B's. North Dakota - the red market is steady on all sizes and they are still heavier to size-A while B's are limited. Gold's are steady on all sizes.

Idaho - reds and gold's are both steady and both are still peaking on A-size. Idaho also has better availability of Premium and Baker size in both colors.

Wisconsin - reds and gold's are both steady. The Wisconsin reds are still heavier to A-size while the Gold's are split between A's and B's.

## **SQUASH**

**Western Squash:** *Mike Cantu*

# Commodity Updates Continued

Market is unsettled as some new farms come online. Supplies' improving on newer field product as older field product and/or as number two product is available; the market remains unsettled and two tiered market follows. Yellow squash continues short but is starting to settle slightly.

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

Homestead's volume has picked up and Plant City continues to work squash. That coupled with no demand has weakened the market which should continue to drop into the weekend.

## **STONE FRUIT** *Brad Tremblay*

Light demand and light supplies of Nectarines and peaches has held the market about steady for the month of December. This should change as the first wave of Chilean fruit hits the ports in greater volume the last few days of the month. We expect to see promotable volumes in both with the greater emphasis placed on the 50 to 60 count fruit. Cherries are also increasing in available volume as the first few weeks of January should bring peak volumes in the Chilean deal. Quality on all is reported as good.

## **TOMATOES** *Aaron Aliotti*

### **Western/Mexico:**

Roma volume from Mexico is finally starting to pick up as new growers begin crossing fruit into Nogales. Round volumes are in steady, but limited supply from Eastern Mexico while Western Mexico is beginning to increase in production. Mainland Mexico is hitting its stride on grape tomatoes and expects good quality and volume for the next several weeks, pending no weather disturbances.

### **Eastern/Tomatoes:**

The East remains steady, limited supply of round and roma tomatoes. Large sizes from new crops are snug, but there is an abundance of small fruit in the market. Grape and cherry tomatoes are in good

supply as Florida growing areas have made it past previous weather issues.

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

Romaine supplies will be strong throughout this week. Lettuce supplies are abundant. Broccoli supplies are good. Cauliflower inventories have picked up. Escalated pricing is no longer in effect. Basically, processors will have good inventories of product for the rest of the year.

## **WATERMELON** *Mike Cantu*

There is current production in South Texas and some in Sonora. Watermelons are extremely short as transitions begin. The northern crop is wrapping up and Jalisco is a week or so away from starting. The market will continue short and high FOB's for the rest of the winter.