



The Source

February 2, 2015

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THINGS YOU SHOULD KNOW:

COMMODITY ALERT:

Blueberry availability is light on the west coast due to delayed arrivals and transfers.

Honeydew supplies are going to be very limited through February. Rainy weather during planting and abnormal overcast weather has hampered supplies

Issues of quality continue to come up on many row crop items. Past weather conditions has created mediocre quality for many commodities.

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



Weather *Tim Lynch*

High pressure sets in for the Yuma Desert growing region. Maximum temperatures will be approaching the mid 80's. Mid-range 90 degree temps forecasted for the front side of this week in the Central Mexico (Sinaloa) growing region. The Salinas Valley growing region is experiencing steady temperatures this week, with a possibility of rain on Friday 2-6.



Freight: *Mike McIntire*

Trucks in CA and AZ remain plentiful. Washington trucks are steady but Idaho remains tighter than normal. Please continue to get your onion and potato orders in as early as possible. The national average on diesel dropped again last week to 2.866 per gallon. Look for pricing to drop again this week when it comes out later today. Crude oil is up but remains below 50.00 per barrel at 49.61 per barrel.

Commodity Updates

APPLES/PEARS *John Tole*

New York continues to pack McIntosh, Empires, Red Romes, and Red Delicious. The markets are all steady and most varieties remain large. Michigan is packing Braeburns, Empires, Fuji's, Gala's, Golden Delicious, Idareds, Jonathans, Jonagolds, McIntosh, Red Delicious, and Red Romes. The Michigan varieties are also heavier to 88/100's and larger. The Michigan markets are also steady. Washington Red Delicious is steady on all sizes but the availability of 113's and larger is fairly good while 125's and smaller are limited. The fruit is peaking on 80's and larger in the WX#1 & premium grades. Golden Delicious are steady on all sizes and continues to peak on 88/100's but all sizes are available. Granny-Smiths are still peaking on Washington extra-fancy 80/88's and larger. Grannies are steady on 88's and larger while the 100's and smaller are mostly higher with light availability. Washington Gala's are steady and are still peaking on 88/100's. Fuji is also steady and still peaking on 64/72's. Braeburns, Jonagolds, Jazz, Red Romes, Honeycrisp, Cameo's, Pink Lady's, and Lady Alice are all available in Washington. The Honeycrisp market continues to slowly rise and the volume is light Washington Bartlett pears are steady to higher and strong on all sizes due to light supplies. The Bartlett's are peaking on US#1 70-90's. Most Washington shippers will finish Bartlett's between now and mid February. Washington D'Anjou pears are steady & continue to peak on 80/90's. 120 are smaller D'Anjou's remain very short. Washington Bosc is steady and they are peaking on 80/90's. Small Bosc is also short. Washington red D'Anjou's are steady on all sizes and they are peaking on 45/50 half-cartons.

ASPARAGUS *Gabe Romero/Mike Pacheco*

Good supplies are expected out of Mexico this week. This market is softer. Some shippers plan to pack twenty-eight pound

Commodities at a glance...

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

Commodity Updates *continued*

cases in standard and large sizing later in the week. Standard and large sizing will be the main sizing available. Extra large and jumbos are light in availability. This will continue throughout the week. Peruvian product is available as well. Good quality is being reported from all areas.

AVOCADO *Tim Kelley*

Supplies from Mexico are steady and beginning to catch up at shipping points. 48's continue to be short and slower to come up in supplies, and look to be another week before the catch up. California fruit is starting to come to market with light supplies. Overall supplies and quality are good. Demand for all sizes of fruit is good and market is steady to lower.

BELL PEPPERS

Western Bells: *Mike Cantu*

Colored bells are increasing in production and supplies ought to meet demand. Market is slightly unsettled, we anticipate them slowly settling. Green bells are promotable supplies and excellent quality but recent rain has interrupted harvesting. Gold bells market is steady. Some greenhouse gold bell peppers are crossing through South Texas and Nogales.

Eastern Bells: *Janine Baird*

The market is still down but is no longer on the floor. It should stay at this level for the remainder of the week

BERRIES *Tom Smith*

Strawberries: Currently loading in three primary areas: Southern CA, Central FL and McAllen, TX. We begin this week with increased demand for Valentine's Day pull and expect availability will tighten up as we hit mid-week. All areas are reporting good quality overall, some issues being reported are white shoulders and some green tips. Weather outlook for FL shows a chance of showers (moderate to heavy rainfall possible at times, up to 0.50") through

Thursday of this week. A cold front follows this storm and could produce freezing temperatures in some regions. Weather outlook for CA shows moderate temperatures and little chance for precipitation this week. There is a weather system coming into northern CA that has potential to reach the Central Coast but most models do not show it tracking any further south toward our primary berry growing region.

Raspberries: Both Mexico and California supplies will continue to tighten up through mid-late February. Fruit quality reported as fair. We are still seeing issues with fruit crossing through the MX borders and arrivals of transfer loads.

Blackberries: Mexico is crossing larger volumes of fruit this week and reporting improved quality. We are still seeing issues with fruit crossing through the MX borders and arrivals of transfer loads.

Blueberries: Supplies are very limited, especially in the small pack clamshells (4.4oz and 6oz.) Delayed Chilean arrivals and transfers continue to be an issue. Soft and wrinkled fruit is also showing up in the packs. Mexican fruit is also a challenge as fruit crossing the border and transfer trucks are being delayed at inspection or by weather in transit.

BROCCOLI *Gabe Romero/Mike Pacheco*

This market is steady to start the week. Pin rot continues to be an issue that growers are dealing with. Other issues include yellow beading, and purple casting. Supplies are expected to be moderate to light throughout the week. Santa Maria, Yuma, Scottsdale and Mexico are the main growing regions for this commodity.

CARROTS *Tim Kelley*

California desert crop has started and we are seeing an improvement in size on coming out of the fields. Jumbo size carrots availability has improved. Quality of carrots is good.

Commodity Updates *continued*

CAULIFLOWER *Gabe Romero/Mike Pacheco*

This market is steady. Demand is light and shippers are listening to offers. Santa Maria and Yuma continue to be the main growing regions for this commodity. Issues on quality include rough curd, and yellow casting. Weights are ranging 26-34 pounds. Demand was expected to be stronger but so far this has not happened.

CELERY *Gabe Romero/Mike Pacheco*

Large sizes, twenty-four counts in particular continue to demand a higher price in the marketplace. Overall, the market is steady on this commodity. The best sizing available continues to be in 36 count packs. Production continues to be out of Santa Maria, Oxnard, and Yuma. There are a few issues on quality such as slight bowing and light insect damage. The complaints have been minimal.

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 very tight on supplies.

Oranges: Navels are in full production. External color is very good. Internal maturity is good and eating quality is excellent. Size is currently peaking on 88's/72's /113's/56's/138's.

Limes: The market is holding steady at current levels. We should have good supplies through February with a forecast of lighter supplies March and April. The overall quality continues to be acceptable with some yellowing and minor defects showing.

CUCUMBERS

Western Cucumber: *Mike Cantu*

Market is slightly higher. Production from Sonora is lower volume with the majority of the production now coming from Sinaloa. Some rain this weekend kept harvest crews out. We ought to see some incremental increases by week's end production.

Eastern Cucumbers: *Janine Baird*

The off shore deal is in full swing now and the quality has been excellent. Market remains steady.

EGGPLANT

Western Eggplant: *Mike Cantu*

It appears production had slowed slightly due to previous cool/ cold weather. Production appears to be getting back to its normal seasonal rates. Supplies have been meeting demand.

Eastern Eggplant: *Janine Baird*

Volume is fair and quality has been marginal.

GRAPES: *Brad Tremblay*

The market on red seedless grapes is beginning to moderate as sizing is improving and supplies are increasing. With the advent of larger fruit available we expect to see the large price spreads between the sizes diminish. Late vessel arrivals and a slowdown at the ports on West Coast are still issues but the effects are slowly dissipating. Demand remains about steady and quality continues to be generally good with few arrival issues. The green seedless grape market is steady with adequate supplies of all sizes and good quality being reported.

GREEN ONIONS *Gabe Romero/Mike Pacheco*

Supplies have picked up coming out of Mexico. This market is softer. There are still some complaints of wilted tops, light color, burnt tips and flopping. The complaints however have been much less compared to the prior week. Production in Mexico is expected to be steady this week. Most sizing is available at this time.

LEAF LETTUCE *Gabe Romero/Mike Pacheco*

The quality of romaine, green and red leaf continues to be consistent with all suppliers. Epidermal peel and blister are standard defects that are being seen upon arrivals. This market is firm. Demand exceeds supply.

Commodity Updates Continued

on romaine. Shippers are peeling back leaves as much as possible. Weights on romaine are ranging from 30-38 pounds. Green and red leaf items are available, but have the same issues as romaine. All leaf items are active. Please emphasize that **ALL suppliers** are having the same issues and credits are going to be difficult to come by. The defects will not go away for weeks to come.

LETTUCE *Gabe Romero/Mike Pacheco*

This market is stronger to begin the week. Supplies are expected to be light throughout this week. Blister, misshapen heads, ribby and epidermal peel continues to be the hot topics of discussion with this commodity. Demand is stronger. Weights will fluctuate between 38-44 pounds throughout the week. Shippers continue to be reluctant on issuing credit. Please educate customers as much as possible as to the situation in Yuma.

MELONS *Jim Murphy*

Cantaloupe: Melons are coming in with better volumes than previous weeks. Supplies are increasing overall and look to remain in this helpful pattern!! The sizing once again continues to peak on 9's and 12's with fewer 15's and even fewer 18's. Offshore melons are arriving on the west coast and are available finally. The market continues to slowly trending lower. Quality is good on all lopes.

Honeydew: Offshore dewes are arriving with 6's and 8's now being the main size. Honduran supplies are the majority of volume. Supplies are going to remain lighter than normal until the end of February. Rainy weather during the planting stages and abnormal overcast weather has caused low yields. The market is coming down on all sizes due to slightly increased volume and lower demand. Quality has been suffering on the older crop Guatemalan dewes.

ONIONS *Mike Gorczyca*

Market has a slightly weaker undertone on Yellows and Red onions. I don't see this

changing over the next couple of week. Everyone is looking to move Medium Yellows and Reds. Quality is being reported as good. White onions are winding down for the season which has this market firming. Mexico has started crossing white onions loading in McAllen, Texas. Colorado supplies of onions are slowly winding down for the season. Trucks availability has improved.

POTATOES *Mike Gorczyca*

Idaho – Sizing is still peaking on 80ct and smaller. A few shippers are long on these sizes and making deals. Be aware that some of these deals being offered are on product that was packed up over a week ago. Supplies of 70ct and larger have improved slightly. Market is steady on large sizes Quality is being reported as good. Trucks availability has improved.

Washington- good supplies of most sizes currently weighted to the larger sizes. Quality is being reported as good.

Colorado/Wisconsin – The main issue out of these areas is light retail demand which has shed running short days. Market is steady but firm. Quality is being reported as good.

COLORED POTATOES *John Tole*

Bakersfield, California – Reds and Gold's are slightly higher on all sizes due to lighter availability. Both colors are peaking on A-size. White supplies are limited on all sizes and that market is steady but firm.

Western Washington – the markets for Reds and Gold's are steady along with the sizing. The Washington reds are peaking on A-size while the golds are more evenly split between A & B's.

North Dakota - reds are mostly steady on all sizes and they continue to produce mostly size-A, which some shippers will deal on for volume. Gold's are steady on all sizes.

Idaho - reds and gold's are both steady and still peaking on A-size. Idaho also has good availability in A-size for both colors.

Commodity Updates Continued

Wisconsin - reds are steady while the gold's are higher due to light availability. The Wisconsin reds are still peaking on A-size.

SQUASH

Western Squash: *Mike Cantu*

Market is unsettled as some new farms come online. Italian squash is settling slightly as supplies improve. Yellow squash is unsettled and slightly lower.

Eastern Squash: *Janine Baird*

Florida squash has become more readily available this past weekend and squash pricing out West remains low, keeping this market down. There is dealing on green, but yellow remains steady.

STONE FRUIT *Brad Tremblay*

Volumes on peaches and nectarines are increasing with an abundance of sizes ranging from tray pack 30's to volume fill 70's. We are seeing promotable volumes especially in the smaller size tray packs. Quality is being reported as generally good. Plums also are coming into volume as well with good quality and promotable volumes in both the black and red varieties.

TOMATOES *Aaron Aliotti*

Western/Mexico:

Western markets have strong supplies of tomatoes. Growers in Western Mexico are shipping increased numbers of Romas and rounds with good quality. Grape tomato production is a little light, but there is more than enough to meet demand.

Eastern/Tomatoes:

With excellent growing weather, South Florida's tomato fields are producing good supply of all varieties. The size profile on rounds is picking up and overall quality has been excellent. Similar production is expected for the next two weeks, as long as favorable weather conditions continue.

VALUE ADDED *Gabe Romero/Mike Pacheco*

Romaine supplies will continue to be light in availability all week. Escalated pricing will be in effect. Blister and peel has made this commodity weak in terms of shelf life. Lettuce supplies are tight as demand has picked up. Broccoli supplies are moderate, overall. Cauliflower supplies are steady. Please keep in mind that all value added items are going to have shorter shelf lives so please go lean and move as quickly as possible.

WATERMELON *Mike Cantu*

The current production is Jalisco. Watermelons are becoming slightly more available but, market is settling just slightly. The northern crop will not be in production until mid-March; Jalisco will be the main source of watermelons until the spring. The market will continue short although there is slight increase in production.