

The Source

October 21, 2020



Market Alerts

Apples – Market steady on good supplies. Some smaller fruit a little harder to find in quantity.

Asparagus – Supplies gradually getting better from Peru and Mexico. Look for this market to continue to adjust downward.

Avocados – Mexican avocado market is steady with good demand. Availability has improved on all sizes but, 60's & smaller continue to dominate the pack out. The industry will see ample supplies for the balance of the month. California season has concluded but here is domestic fruit in the pipeline. Keep in mind, late season fruit has shorter shelf life and a creamer flavor profile.

Bell Peppers – **Green bells** with small gap have a stronger market; **red** and **yellow bells** are holding their own. Coachella to start in 7-10 days.

Berries (Blackberries) – Plenty of availability moving forward this week out of central Mexico and transfers out west. Market will remain flat on this item.

Berries (Blueberries) – Good numbers of imported fruit will be available towards the end of the week look for pricing to get somewhat lower as Mexico begins to produce promotable volumes through the month of November.

Berries (Raspberries) – Raspberries are in very good supply right now fob Texas and out West. numbers are expected to increase and markets will remain steady with lower undertones.

Berries (Strawberries) – The northern districts are cleaning up & shippers are moving south to the Santa Maria & Oxnard areas with Mexico also coming into play out of Texas. Look for the market to stabilize with lower undertones.



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Continued

Broccoli – Plenty of supplies in the Santa Maria and Salinas Valley as the quality has improved.

Brussels Sprouts – Market continues to stay steady on the higher side.

Carrots – Snack pack and baby whole peeled production is reaching limits for coverage. Jumbo carrot supplies still are short out West.

Cauliflower – Like Broccoli, there are plenty of supplies in the Salinas Valley and Santa Maria to promote Cauliflower.

Celery – Steady supplies and good quality continues to be the story with this commodity. Southern California has the best production, pricing and quality so shop in this region as much as possible. All sizing is available and this will continue throughout the week.

Citrus (Lemons) – **D3 (Desert crop)** is starting, supplies are improving weekly. Markets are steady. Fancy grade is holding firm and choice market is holding steady. Reach out if you have any interest on imports.

Citrus (Limes) – Supplies are looking steady across the board. Markets are starting to soften up and quality is looking nice. Please place orders with lead time.

Citrus (Oranges) - We're almost to transition time from Valencia's to Navels. Majority of shippers to start Navels in the next few weeks. Current markets are still holding strong. Quality is still looking tired. Please keep sending orders in advance.

Continued

Cucumbers – Lots of opportunity buys on many sizes with multiple growing areas producing. Quality and condition have been great.

Eggplant – Light supplies right now, however, Sonora will start producing and putting more in the system in next 7-14 days. Condition and quality have been great.

Garlic - Steady supplies on this commodity for the week. Overall quality is good. The market has remained unchanged.

Grapes (Green) – Pricing is actually mixed. The price is steady to up on best. Lower quality fruit being discounted.

Grapes (Red) – Pricing is actually mixed. The price is steady to up on best. Lower quality fruit being discounted.

Green Onions – Plenty of supplies coming out of Mexico. Market continues to be flat.

Kale – Goody supplies continue on this commodity. The market will be steady throughout the week.

Lettuce (Iceberg) – This market has softened as production in Huron has begun. Escalated pricing is in effect on value added lettuce items. Supplies in Salinas continues to be scarred with soil disease, misshapen heads, lightweights and decay being seen upon arrivals. Huron production is cleaner with weight averaging 38-41 pounds. Production in Yuma is expected to begin the first week in November.

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Lettuce Leaf – We continue to be in a demand exceeds supply situation on romaine as well as all leaf items. Escalated pricing on value added items are in effect. Tip and fringe burn, discoloration of leaves, and decay have been reported upon arrivals. Expect strong markets throughout the month of October. Yuma will begin production approximately the second week of November.

Lettuce Tender Leaf – Supplies continue to be light on spinach, parsley and cilantro due to the recent heat waves.

Melons (Cantaloupe) – Cantaloupe market has come off and availability has improved. Currently peaking on 9's/J9's. Quality on new crop fruit has been good and continues to improve. Growers on the westside have concluded their 2020 season and working off of inventory. Production out of the desert is improving as well as Mexico. With November quickly approaching, offshore arrivals from Central America (Honduras, Guatemala, Costa Rica) are expected to hit the US in week 45.

Melons (Honeydew) – Strong demand keeping the honeydew market elevated. Production in the desert improving weekly. Current size structure peaking on larger sized fruit (4's/5's/J5's). As for quality, Mexico is packing a cleaner honeydew right now. Due to high winds in the desert, we are seeing some scarring and bruising externally on domestic fruit.

Melons (Watermelon) – Market is steady and demand is fair. Good availability on Mexican seedless as well as mini seedless. Quality on Mexican watermelon is good.



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Market Alerts

Onions – The Northwest has finished harvest and will exclusively ship out of storage. Demand is higher on red and white onions with export to Mexico. Quality is excellent.

Pears – Market steady on good supplies. Some smaller fruit a little harder to find in quantity.

Pineapples – The strike in Costa Rica is in negotiations we're hearing containers have been able to leave the ports and we should be okay on supplies. Current markets are stable and quality is looking nice.

Potatoes – Idaho has started shipping storage norkotahs, which have undergone the sweat process. Harvest is complete 2 weeks ahead of schedule. Limited field run burbanks are available at an upcharge. They will become more available early November.

Squash – Abundance of product and opportunity buys on soft squashes as multiple regions overlap in production. Quality has been very good.

Stone Fruit – Mostly just plums available.

Tomatoes – Eastern transition has began in Florida and South Georgia but quality is mixed as operations work through crops exposed to hurricane systems from months ago. California is winding down quickly also due to extreme temps throughout the summer. Mexico has began crossing new fruit but color has been very light this week with much being sent into warming rooms to color up usable product.

Market Alerts

Tomatoes (Cont) – Low round supply has raised demand for **romas** which are also in transition. **Grape** and **cherry** tomato production is also light due to transition. Supply will begin to build over the next 7 to 10 days with markets easing as supply picks up the first week of November.

Weather

California – Steady cooling and a deepening marine layer along the coast will bring seasonal temperatures into early next week.

Mexico – Seasonal temperatures look to continue with a slight chance of scattered showers possible into next week.

Florida – High pressure over the southeast will bring dry conditions with gradual warming into next week.

Freight

Trucks remain tight in California, Washington, and the Northwest. The national average remained steady at 2.388 per gallon.





































A Peak at Peak Seasons

Apples
Blackberries
Raspberries
Strawberries
Citrus (Lemons)

Onions
Pears
Potatoes
Carrots (PAST PEAK)
Stone Fruit (PAST PEAK)

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Commodities at a Glance

 APPLES	Quality is good, pricing is steady	 CELERY	Quality is good, pricing is steady	 LETTUCE LEAF	Quality is fair, pricing is higher
 ASPARAGUS	Quality is good, pricing is lower	 CITRUS (LEMONS)	Quality is good, pricing is steady	 LETTUCE TENDER LEAF	Quality is fair, pricing is steady
 AVOCADO	Quality is fair, pricing is steady	 CITRUS (LIMES)	Quality is good, pricing is steady	 MELON (CANTALOUPE)	Quality is fair, pricing is lower
 BELL PEPPERS	Quality is good, pricing is higher	 CITRUS (ORANGES)	Quality is poor, pricing is higher	 MELON (HONEYDEW)	Quality is fair, pricing is steady
 BERRIES (BLACKBERRIES)	Quality is good, pricing is steady	 CUCUMBERS	Quality is good, pricing is lower	 MELON (WATERMELON)	Quality is fair, pricing is steady
 BERRIES (BLUEBERRIES)	Quality is good, pricing is steady	 EGGPLANT	Quality is good, pricing is steady	 ONIONS	Quality is good, pricing is steady
 BERRIES (RASPBERRIES)	Quality is good, pricing is lower	 GARLIC	Quality is good, pricing is steady	 PEARS	Quality is good, pricing is steady
 BERRIES (STRAWBERRIES)	Quality is good, pricing is lower	 GRAPES (GREEN)	Quality is good, pricing is steady	 PINEAPPLES	Quality is good, pricing is steady
 BROCCOLI	Quality is good, pricing is lower	 GRAPES (RED)	Quality is good, pricing is steady	 POTATOES	Quality is good, pricing steady
 BRUSSELS SPROUTS	Quality is good, pricing is steady	 GREEN ONIONS	Quality is good, pricing is steady	 SQUASH	Quality is good, pricing is lower
 CARROTS	Quality is good, pricing is steady	 KALE	Quality is good, pricing is steady	 STONE FRUIT	Quality is good, pricing is higher
 CAULIFLOWER	Quality is good, pricing is lower	 LETTUCE ICEBERG	Quality is fair, pricing is lower	 TOMATOES	Quality is good, pricing is steady

