

The Source

Commodity of the Month - Citrus



MARKET ALERTS

Raspberries - Supply is steady and the quality is good.

Onions - Supply is limited and the quality is fair.

Potatoes - Steady supply and the quality is excellent.

FEBRUARY 21, 2024

CROP UPDATES

California will finally get a break from the rain as the storm system moves off to the east today. Warmer temperatures look to continue in the Desert regions with morning lows remaining above frost levels into next week. This will help with recovery and growth rates in the area hampered by previous rains and very cold mornings this week. [Read more](#)

WEATHER

Arizona - Rain chances in Yuma County are minimal due to a frontal boundary moving eastward. Central Arizona and Mexicali may experience a few hundredths of an inch of rain.

California - Today, showers are expected, but the rain threat will end by sunset. The weather will be cool with lows in the 40s to 50s and warm with highs in the mid 50s to 60s.

Florida - Northern Florida faces a slight frost chance today, with light showers on Friday, drier and warmer weather on Thursday, and cooler weather over the weekend. Winds will be less than 20 mph.

Mexico - Morning frost in wind-sheltered areas, temperatures may cool slightly below frost point. Lows in the 30s-40s, highs in the 40s-50s, and no rain in the next five days.

FREIGHT

Be advised that loading product from McAllen, Texas will come with significant delays due to slow crossings and product availability. Please be advised of these delays and plan accordingly.



COME SEE US AT THE



Brian Kane
COO



Roni Sakay
Distributor Relations
Manager



Joey Piedimonte
Sourcing Manager

PRO*ACT

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Commodity Updates



Apples

Apples are still in good supply for most varieties. Seeing lighter supplies in galas, gold dels., and pinks.

Commodity/Region	Supply	Price	Quality
Hudson, New York (September - June)	Steady	\$\$\$	Good



Asparagus

With temperatures in the 80 degree range, which is ideal for asparagus growing, asparagus volume continues to be good out of Caborca this week. In the absence of adverse weather conditions, supplies should remain adequate.

Commodity/Region	Supply	Price	Quality
Caborca (Year Round)	High	\$\$\$	Good
Ciudad Obregon (Year Round)	Light	\$\$\$	Fair
Peru (Year Round)	Light	\$\$\$	Good



Avocados

The markets are steady. The 48ct remains escalated. Due to higher dry matter, ripening times are shortening.

Commodity/Region	Supply	Price	Quality
Mexico (Year Round)	Steady	\$\$\$	Good



Bell Peppers

Not much has changed. Green bells are available & prices are somewhat negotiable. Over the weekend, most pepper growers were rained out, causing harvesting to be delayed. Colored bells are selling at the quoted prices, with orange being the most scarce color. Long-term projections for Nogales appear to remain on the lighter side. As Canadian pepper season begins in April, the situation may improve with the arrival of Canadian supplies.

Commodity/Region	Supply	Price	Quality
Florida (November - May)	Light	\$\$\$	Good
Mexico (November - May)	Steady	\$\$\$	Good

Price Key: \$\$\$ -Low, \$\$\$ -Steady, \$\$\$ -High

Key Partners



Commodity Updates



Berries (Blackberries)

Transfers in Central Mexico are light with some arrival delays reported. From CMEX, steady but lighter supplies are crossing in. Production is being held back by cooler weather in the growing areas.

Commodity/Region	Supply	Price	Quality
California (Year Round)	Steady	\$\$\$	Fair
McAllen, Texas (October-May)	Steady	\$\$\$	Fair



Berries (Blueberries)

The market is being pushed downward by the arrival of product from Baja, Central Mexico, and Chile in good numbers. Product is arriving from Chile in good numbers and shippers are taking volume deals to help keep product moving. There is a steady increase in the number of products being crossed by CMEX into McAllen, Texas. This increase will continue into next month.

Commodity/Region	Supply	Price	Quality
California (Year Round)	High	\$\$\$	Good
Dover, Florida (Year Round)	Steady	\$\$\$	Good
McAllen, Texas (October-May)	High	\$\$\$	Good



Berries (Raspberries)



The West Coast has yet to begin production. California relies on light amounts of product transferred from Central Mexico and Baja. CMEX production has been reduced due to cooler weather in the growing regions. Supplies are spotty particularly on product being transferred to California and Florida.

Commodity/Region	Supply	Price	Quality
California (Year Round)	Steady	\$\$\$	Good
Dover, Florida (Year Round)	Steady	\$\$\$	Good
McAllen, Texas (October - May)	Light	\$\$\$	Good



Berries (Strawberries)

In McAllen, TX, strawberries have not changed much from last week. The open market volume remains scarce. Rain over the weekend left some areas with up to 3 inches of precipitation. Growers are entering fields to clean up the plants, removing about 50% of the berries. As fields dry out, production should increase slightly from Friday into next week. Estimates continue to fall short of demand for growers. During the first half of this week, shippers were rained out on Monday and have been slowly recovering. The number of productions is forecast to increase sharply next week as a warming trend is forecast.

Commodity/Region	Supply	Price	Quality
California (Year Round)	Light	\$\$\$	Fair
Dover, Florida (Year Round)	Steady	\$\$\$	Fair
McAllen, Texas (October-May)	Steady	\$\$\$	Fair

Price Key: \$\$\$ -Low, \$\$\$ -Steady, \$\$\$ -High

Commodity Updates



Broccoli

The broccoli supply continues to be very good this week. The market should remain steady this week. A good supply is also coming out of Santa Maria. The market is expected to remain steady next week.

Commodity/Region	Supply	Price	Quality
Mexico (Year Round)	Steady	\$\$\$	Fair
Santa Maria, California (Year Round)	Steady	\$\$\$	Fair
Yuma, Arizona (November-May)	Steady	\$\$\$	Fair



Brussel Sprouts

Brussels sprouts are in good supply. Oxnard and Mexico have grown in size and production. Next week, the market is expected to remain steady.

Commodity/Region	Supply	Price	Quality
Mexico (December-August)	Steady	\$\$\$	Fair
Salinas, California (July-December)	Steady	\$\$\$	Fair



Carrots

As suppliers finish up in the Bakersfield growing region, which will run towards the end of February, the market on whole carrots is a bit lower with slightly better availability. The Imperial Valley region is next. The Grimmway facility in Lake Park, GA has also begun shipping.

Commodity/Region	Supply	Price	Quality
Kern County, California (May-July) (October-February)	Light	\$\$\$	Good
Lake Park, Georgia (December - May)	Light	\$\$\$	Good



Cauliflower

There is a shortage of cauliflower supplies. The colder weather has slowed growth. The market is expected to remain tight into next week.

Commodity/Region	Supply	Price	Quality
Mexico (Year Round)	Light	\$\$\$	Good
Yuma (November - May)	Light	\$\$\$	Good
Santa Maria, California (Year Round)	Steady	\$\$\$	Good



Celery

The market remains steady. The demand is low. Southern California is expected to have good supplies. Yuma will have production as well as light availability in Florida. Large sizing will continue to be in high demand, but all sizes will be available. Quality continues to be good, with slight pith reported. Shippers continue to flex so promote this item as much as possible.

Commodity/Region	Supply	Price	Quality
Oxnard, California (Year Round)	Light	\$\$\$	Good
Yuma, Arizona (December - April)	Steady	\$\$\$	Good

Price Key: \$\$\$ -Low, \$\$\$ -Steady, \$\$\$ -High

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Commodity Updates



Citrus (Lemons)

The overall peak size is 140/165ct. The main growing region is District 1. Sizes smaller than 165ct are extremely tight.

Commodity/Region	Supply	Price	Quality
CA Desert/Yuma (October - February)	Steady	\$\$\$	Fair



Citrus (Limes)

Markets are on the rise. The new crop will yield less fruit than the prior crop, which will run until April. There has been an improvement in quality and shelf life; fruit is currently peaking at 110/150ct; however, the size manifest is expected to shift to smaller fruit at 230/250ct. Offshore Columbian fruit is available from NJ and FL, with a good quality and a slightly lower price than Mexican fruit from Texas.

Commodity/Region	Supply	Price	Quality
Veracruz (Year Round)	Steady	\$\$\$	Good



Citrus (Oranges)

There is a peak in fruit size for 72ct and larger; 88/113/138ct are extremely scarce and will remain so throughout the navel season. Due to low fruit set and rain events, fruit will continue to grow in size as the season progresses. In light of this short Navel season, we would appreciate your flexibility with size and grade. It is very important to send orders 5-7 days in advance. Brix ranges from 12-14; quality is good. At this time, there is no gassing.

Commodity/Region	Supply	Price	Quality
San Joaquin Valley (Year Round)	Light	\$\$\$	Good



Cucumber

It is an escalating market with low offshore volume in the east and FL is just a few weeks away from the spring crop. The Nogales market is in a skip with strong demand pushing prices much higher this week. In the next two weeks, expect a high market.

Commodity/Region	Supply	Price	Quality
Florida (November - May)	Light	\$\$\$	Good
Mexico (November - May)	Light	\$\$\$	Good



Eggplant

The markets are steady. There is still a lot of choice grade in Florida. Mexican supplies are adequate and of good quality.

Commodity/Region	Supply	Price	Quality
Florida (November - May)	Light	\$\$\$	Good
Mexico (November - May)	Light	\$\$\$	Good

Price Key: \$\$\$ -Low, \$\$\$ -Steady, \$\$\$ -High

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Commodity Updates



Garlic

Overall, garlic supplies are tight. Recent months have seen a good harvest of Argentinian garlic in South America. However, this will not be enough to fill the overall supply gap. The garlic market will become tighter and more volatile over the next few months.

Commodity/Region	Supply	Price	Quality
East Coast (Year Round)	Light	\$\$\$	Good
Bakersfield, California (Year Round)	Light	\$\$\$	Good
Gilroy, California (Year Round)	Light	\$\$\$	Good



Grapes (Green)

There are much more green grapes available than red grapes. As Peru has finished its harvest and Chile has started late, imported grapes remain very tight overall. As a result of heavy seas in the Pacific and a bottleneck at the Panama Canal, ship arrivals have been delayed on both coasts. Through February and into March, the market is expected to remain tight and high.

Commodity/Region	Supply	Price	Quality
Chile (January - April)	Light	\$\$\$	Good



Grapes (Red)

It is an extreme "demand exceeds supply" situation for red seedless grapes. As a result of continued delays in ship arrivals and a late start to the Chilean season, imported grapes are in short supply. 85% of inbound grapes are reported to be green. Color substitutions will be necessary to ensure the pipeline doesn't go dry.

Commodity/Region	Supply	Price	Quality
Chile (January - April)	Light	\$\$\$	Good



Green Onions

The supply of green onions continues to be limited. Harvesters are still trying to catch up in the fields after last week's rain. As Mexico's weather improves, supplies should improve this week.

Commodity/Region	Supply	Price	Quality
Mexico (Year Round)	Steady	\$\$\$	Good



Kale

Heading into the weekend, supplies and quality are good.

Commodity/Region	Supply	Price	Quality
Mexico (Year Round)	Steady	\$\$\$	Good
Oxnard, California (Year Round)	Steady	\$\$\$	Good
Yuma, Arizona (November- May)	Steady	\$\$\$	Good

Price Key: \$\$\$ -Low, \$\$\$ -Steady, \$\$\$ -High

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Commodity Updates



Lettuce Iceberg

This market is extremely active. The demand exceeds supply and this will continue for at least the rest of the week. Please be aware that all value-added lettuce items will be escalated by Thursday. Throughout the Yuma region, hail and rain caused damage to this crop. The yields are down. Since value-added items have a shorter shelf life, they should be purchased closer to the weekly numbers. Epidermal peel and discoloration will be seen upon arrival. There are multiple shippers reporting these defects. On average, the liner weighs thirty-five to forty pounds.

Commodity/Region	Supply	Price	Quality
Mexico (Year Round)	Steady	\$\$\$	Fair
Santa Maria, California (March-December)	Light	\$\$\$	Fair
Yuma, Arizona (November-May)	Steady	\$\$\$	Good



Lettuce Leaf

Although romaine and green and red leaf have gained strength in the market, overall demand is down. Compared to previous weeks, there are fewer Romaine hearts available, resulting in higher prices. Throughout the week, expect steady activity. The issue of lettuce makes it a great idea to promote all other leaf items throughout the week. There are a few shippers who are flexing for volume orders. The overall quality is fair with blisters and peels continuing to exist with shippers. This is an industry wide issue.

Commodity/Region	Supply	Price	Quality
Mexico (Year Round)	Steady	\$\$\$	Good
Oxnard, California (Year Round)	Steady	\$\$\$	Good
Yuma, Arizona (November-May)	Steady	\$\$\$	Good



Lettuce Tender Leaf

This week, the supply of arugula and spinach has improved slightly. As we head into the weekend, the weather is improving. With this ideal growing weather, quality should improve.

Commodity/Region	Supply	Price	Quality
Mexico (Year Round)	Light	\$\$\$	Fair
Oxnard, California (Year Round)	Steady	\$\$\$	Good
Yuma, Arizona (November-May)	Light	\$\$\$	Fair



Melon (Cantaloupe)

As we monitor upcoming weather events, there are several hot buys from the Northeast. California will be hit by several storm systems this weekend and early next week. There is now much less rain predicted in the Southwestern Desert regions and northern Baja/Mexico than previously predicted. Desert morning lows will remain above frost levels next week. Rain and cold mornings have hampered recovery and growth in the area. Supply will meet demand for the remainder of the month. Demand has declined and supply has increased on cantaloupes, resulting in a flat market. Good quality and sugar in off-house cantaloupes. The market should remain firm for two weeks. Spring promo deals are being worked on by retailers. 13-15% Brix range. The overall quality and shelf life of most crops will be challenged if rotations are not kept in check.

Commodity/Region	Supply	Price	Quality
Central America (December - May)	Steady	\$\$\$	Good

Price Key: \$\$\$ -Low, \$\$\$ -Steady, \$\$\$ -High

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Commodity Updates



Melon (Honeydew)

For the remainder of the month, supply is expected to meet demand. An increase in supply paired with a decrease in demand has created a flat market for honeydews. Brix levels range from 12-14%. In terms of quality and sugar levels, Mexican Honeydews have been fair, with lower sugar levels. There will be Mexican Honeydews available with better sizing, focusing on Honeydew 6s and 8s.

Commodity/Region	Supply	Price	Quality
Arizona (June-July) (October-November)	Steady	\$\$\$	Good
Central America (December - May)	Steady	\$\$\$	Good



Melon (Watermelon)

Bins and cartons for offshore seedless watermelons are in high demand. With brix levels above 10, the price remains stable. The domestic product should be available by the end of March. As a result of the availability of product from Southern Mexico, supplies have improved. Bulk of product crossing is in cartons, bin supplies are limited.

Commodity/Region	Supply	Price	Quality
Arizona (June-July) (October-November)	Light	\$\$\$	Fair
Central America (December-May)	Light	\$\$\$	Fair



Mushroom

Supply and availability are excellent.

Commodity/Region	Supply	Price	Quality
Nationwide	Steady	\$\$\$	Good



Onions



Supplies in the Northwest are winding down. Pricing remains elevated.

Commodity/Region	Supply	Price	Quality
South Texas (July-April)	Light	\$\$\$	Fair
Tri-Cities, Washington (July-April)	High	\$\$\$	Excellent
Eastern Oregon/Parma, ID (August-April)	Steady	\$\$\$	Excellent
San Joaquin Valley (May-August)	Light	\$\$\$	Fair
Hatch, New Mexico (July-April)	Light	\$\$\$	Fair



Pears

The Anjou is now the dominant green pear. Prices are slightly higher than last month. Food service sizes are becoming harder to find due to the crop's large size profile. There are a lot of small boscs available.

Commodity/Region	Supply	Price	Quality
Hood River, Oregon (August-July)	Steady	\$\$\$	Good
Yakima, Washington (August-July)	Steady	\$\$\$	Good

Price Key: \$\$\$ -Low, \$\$\$ -Steady, \$\$\$ -High

Key Partners



Commodity Updates



Pineapples

This week's pineapple market is mixed; 5 counts, 6 counts, and 7 counts are down, while 8 counts are steady. The most need has been for subs on 6ct crowned. La Mirada and Philadelphia report light demand for product. There are volume deals available in the Northeast. While suppliers prepare for Easter, pink pineapple is available.

Commodity/Region	Supply	Price	Quality
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Costa Rica (Year round)	Steady	\$\$\$	Good
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Potatoes

ALERT

The 40 CT burbanks have been demanding a premium. Prices are aggressive for all sizes.

Commodity/Region	Supply	Price	Quality
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Bancroft, Wisconsin (August-July)	Steady	\$\$\$	Excellent
Idaho Falls, Idaho (August-July)	High	\$\$\$	Excellent
Monte Vista, Colorado (August-July)	Steady	\$\$\$	Excellent
Pasco, Washington (August-July)	High	\$\$\$	Excellent



Squash

As a result of improved FL supply from spring crops, prices have declined a bit. In the coming weeks, more growers will come online. Mexico's squash crop is moderate, with yellow squash being the tightest. There are some concerns about a late start to the crops in Sonora when they transition in March.

Commodity/Region	Supply	Price	Quality
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Florida (November - May)	Steady	\$\$\$	Good
Mexico (November-May)	Steady	\$\$\$	Good



Stone Fruit

This week will be the last week for domestic Asian pears to be shipped. Both coasts are receiving small amounts of imported peaches, plums, and nectarines. Peach supplies are very low. Domestic Kiwis are steady. It is late in the season and the crop is starting to show its age. The domestic crop is supplemented by imported Kiwi from Greece and Italy.

Commodity/Region	Supply	Price	Quality
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San Joaquin Valley (May-October)	Steady	\$\$\$	Fair
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Tomatoes

The volume of Roma tomatoes remains steady, with a very good demand. The volume of round tomatoes has decreased, and today's quotes are significantly higher than last week, with very limited availability. As a result of adverse weather conditions, Florida's bloom drop has resulted in a significant reduction in supply, leading to all supplies being sold out Monday morning. Meanwhile, the grape tomato market shows a slight decrease.

Commodity/Region	Supply	Price	Quality
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Mexico (Year Round)	Steady	\$\$\$	Good
Florida (November-May)	Light	\$\$\$	Good

Price Key: \$\$\$ -Low, \$\$\$ -Steady, \$\$\$ -High

Key Partners



Weather Updates



CALIFORNIA

There will be a few showers over the area today, but the rain threat will end by sunset. It will be a cool morning with lows in the low 40s to low 50s and a warm day with highs in the mid 50s to mid 60s. Through the end of the week, skies will clear allowing minimum temperatures to fall a few degrees and maximum temperatures to climb a few degrees. Through early next week, the next system will bring light to moderate rain. This weekend, we can expect tenths to half inches of rain.



MEXICO

Patchy light morning frost over wind-sheltered areas this morning. It is possible for temperatures to cool close to or slightly below the frost point at ground level in wind-sheltered areas. Lows in the low 30s to low 40s this morning, and upper 30s to upper 40s through the weekend. Through February 25, temperatures will reach the mid 70s to mid 80s. Over the next five days, there will be no rain.



FLORIDA

There is a slight chance of patchy frost over Northern Florida today. There may be a few light showers across the state on Friday, followed by drier and warmer weather on Thursday. It will be drier and cooler over the weekend. Through Thursday, winds will gust near or less than 20 mph in and around Tampa and southeast Florida, and closer to 35 mph on Friday.



ARIZONA

As a frontal boundary moves eastward over Coachella Valley, rain chances in Yuma County are minimal. A few hundredths of an inch may fall over central Arizona and Mexicali this morning, then it will be dry across the board through the weekend. Morning lows in most valleys will be in the mid 40s-mid 50s today, cooling to the low-upper 40s on Thursday, then returning to the mid 40s-mid 50s by Sunday morning. Highs in the mid 60s and mid 70s this afternoon, warming to mid 70s and low 80s by the weekend.

For more information: <https://www.ventusky.com/?p=31.4;-89.7;3&l=rain-3h>

Freight Updates



Be advised that loading product from McAllen, Texas will come with significant delays due to slow crossings and product availability. Please be advised of these delays and plan accordingly.



U.S. On-Highway Diesel Fuel Prices*(dollars per gallon)

[full history](#) [XLS](#)

	02/05/24	02/12/24	02/19/24	Change from	
				week ago	year ago
U.S.	3.899	4.109	4.109	0.000	↓ -0.267
East Coast (PADD1)	4.043	4.201	4.240	↑ 0.039	↓ -0.332
New England (PADD1A)	4.324	4.350	4.320	↓ -0.030	↓ -0.641
Central Atlantic (PADD1B)	4.275	4.317	4.355	↑ 0.038	↓ -0.515
Lower Atlantic (PADD1C)	3.929	4.143	4.189	↑ 0.046	↓ -0.232
Midwest (PADD2)	3.738	4.042	4.010	↓ -0.032	↓ -0.184
Gulf Coast (PADD3)	3.702	3.865	3.844	↓ -0.021	↓ -0.256
Rocky Mountain (PADD4)	3.650	3.805	3.957	↑ 0.152	↓ -0.664
West Coast (PADD5)	4.551	4.723	4.721	↓ -0.002	↓ -0.251
West Coast less California	4.054	4.264	4.254	↓ -0.010	↓ -0.339
California	5.121	5.250	5.258	↑ 0.008	↓ -0.149

*prices include all taxes

For more information: <https://www.eia.gov/petroleum/gasdiesel/>

Crop Updates



California will finally get a break from the rain as the storm system moves off to the east today. Warmer temperatures look to continue in the Desert regions with morning lows remaining above frost levels into next week. This will help with recovery and growth rates in the area hampered by previous rains and very cold mornings this week.

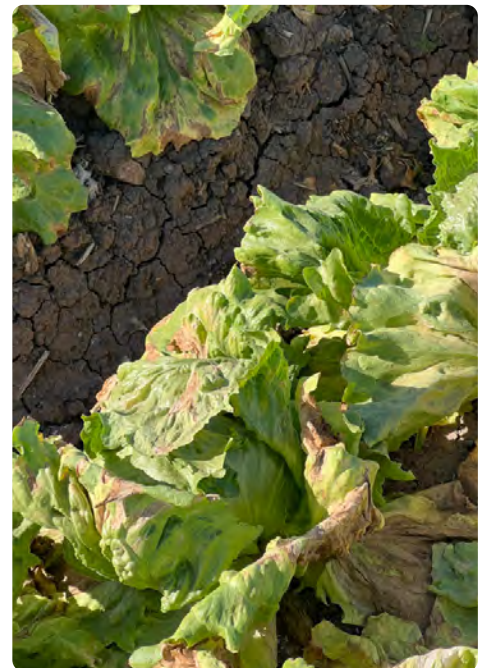
The strawberry growing regions of Southern California (Oxnard) received an additional 2-4 inches of rain from the recent storms. Growers will continue stripping and cleaning up fields this week. The plants remain strong with good fruit sets and flowers currently.

Recent weather patterns have impacted supplies and overall quality in many of the leafy green crops with iceberg currently in light supply for the near term. The hailstorm has caused significant damage to some iceberg acreage as well as other crops in the region. Iceberg, romaine and leafy green fields continue to exhibit epidermal peeling, blistering and rib discoloration along with increasing reports of weak tip, tip burn, mildew and disease showing up lessening yields in the fields. (See attached picture of disease in iceberg)

Harvesting crews will be trimming out the outer leaves in an effort to reduce these defects in the box resulting in a smaller head size along with lighter color and carton weights. These supplies will likely continue to show some premature pinking along the rib that tends to show up during transit and storage. Processed leafy green items will also likely see an increase in this pinking showing up in the bag.

The spring mix and tender leaf items will continue to show some yellowing and discoloration along with weaker texture and lesser shelf life due to the rains, hail and morning frost conditions in the region. Broccoli fields are seeing increasing amounts of large beads and slightly loose crowns along with some knuckling/branchy crowns in current supplies. Cauliflower supplies are showing generally white to creamy color with occasional discoloration and mold spotting at pack out.

It is important to keep your rotations in check as the overall quality and shelf life of most crops will be challenged. We will keep an eye on the upcoming weather and the impact on the various crops to keep you up to date as we gather more information.



TIM LYNCH
QUALITY ASSURANCE