# Aug 15, 2016 CONTROL OF CONTROL

## Weather Update

A series of weak upper level low pressure troughs move over California through the week stalling off the Central California coast. This will continue to bring a heavy marine layer to the Salinas Valley lingering near the coast. Below average temperatures are expected through the week.

Meanwhile high pressure stalls over Northern Mexico producing above average temperatures in this region as well as Baja. An increase in monsoonal moisture along with a cool down is expected mid week. Central Mexico will continue with seasonal temperatures and scattered showers with increasing moisture expected late this week.

Typical scattered showers and thunderstorms are forecast in the southeast as weak storm systems pass to the north of Florida.





# Market Alerts

**Berries (Blueberries):** Domestic production is coming off and supplies are continuing to tighten up.

**Berries (Raspberries):** Demand remains strong and supply is becoming more tight as the crop starts to decline this week.

**Berries (Strawberries):** Demand is very good, supplies are becoming tighter and overall availability is less than any time in the recent weeks.

**Cilantro:** The cilantro market continues to be strong with limited supplies and fair quality.

**Grapes (Red):** Warm weather will slow down production by the weekend. Market prices are up and will remain firm.

**Green Onions:** Heat in Mexico is causing quality issue which in turn is affecting supplies. The market is active.

**Stone Fruit:** Smaller sized fruit is very limited. Market prices are climbing.

# The Source





# Truckin' Along

California trucks remain steady and look to remain that way again this week. Washington and Idaho potato trucks remain steady as well. The National Average for diesel remained steady and is currently at 2.306 per gallon. A difference of .305 from this time last year. California prices remained steady as well and are currently at 2.696 per gallon. Crude oil is on the rise and is at 45.91 per barrel.

U.S. On-Highway Diesel Fuel Pri	full history				
				Change from	
	08/01/16	08/08/16	08/15/16	week ago	year ago
U.S.	2.348	2.316	2.310	<b>♣</b> -0.006	♣ -0.305
East Coast (PADD1)	2.354	2.321	2.314	<b>-</b> 0.007	♣ -0.382
New England (PADD1A)	2.396	2.378	2.368	♣ -0.010	♣ -0.435
Central Atlantic (PADD1B)	2.441	2.412	2.406	♣ -0.006	<b>♣</b> -0.410
Lower Atlantic (PADD1C)	2.279	2.241	2.233	♣ -0.008	♣ -0.350
Midwest (PADD2)	2.304	2.275	2.273	♣ -0.002	♣ -0.266
Gulf Coast (PADD3)	2.224	2.184	2.179	♣ -0.005	<b>↓</b> -0.299
Rocky Mountain (PADD4)	2.419	2.396	2.394	<b>♣</b> -0.002	♣ -0.233
West Coast (PADD5)	2.630	2.595	2.583	♣ -0.012	♣ -0.248
West Coast less California	2.492	2.454	2.441	♣ -0.013	♣ -0.249
California	2.741	2.707	2.696	<b>₽</b> -0.011	♣ -0.249

# Transitions & Temperatures

Apples: Washington has one shipper going with Honey Crisp now and one will start packing tomorrow. New York and Michigan will start packing Ginger Golds and Paula Reds next week. Expect supplies to be light.

Berries (Blueberries): Peru, Argentina and Uruguay blueberries should begin to hit US ports with light volume by the end of August. Some growers are already picking fruit and have mentioned airfreighting some blueberries even earlier than expected, possibly end of this week.

Berries (Strawberries): Santa Maria has just begun packing their new (summer planted) fall crop. Volume is limited out of the area so far. Sizing is in the high teens to low twenties. Fruit is firm with some white shoulders and green tips and salmon (overall lighter color.) Grower/shippers are charging a premium for the new crop berries.





#### **APPLES**

Washington - Red delicious are steady to higher on all sizes and grades with only light availability of the fancygrade. Most shippers continue to peak on extra-fancy 72-88s but supplies are light due to strong demand. Expect the market to remain strong through the balance of the storage season. Earli Golds & Ginger Golds are steady to higher and supplies are light. The remaining fruit is still peaking on Wash-Extra 88/100/113s. Supplies of lowergrade fruit are esp limited. Granny Smith are steady to higher on most sizes and continue to peak on 88-113s. New-crop Galas are still limited due to strong demand but supplies are improving as more shippers get started. The Galas are peaking on higher grade 100/88/113s. One supplier has started packing Honey Crisp and one will start tomorrow. The quality for C.A. reds, goldens, and grannysmith has been good. The new-crop Gala quality has also been good.

**California** - Galas are steady and they are still peaking on smaller fruit but supplies are light due to light packing. The quality has been good.

**Chile** - Chilean Pinks Ladys are steady but only 70s are available. Chilean Fujis are also steady and peaking on 80-size. The import quality has been good.



#### **ASPARAGUS**

Volume from Peru is lower. Central Mexico is almost done while Northern Baja Mexico has just started.



# AVOCADO (CALIFORNIA)

California harvest volumes have decline significantly. Southern groves are cleaned up, northern groves are declining quickly. Many shippers expect to be done with California fruit by next week and all expect to be done by first week of September. Crop is still skewed towards smaller fruit, with good supplies of 60s and smaller fruit.



# AVOCADO (MEXICAN)

Mexico's has been harvesting steadily and supplies are good on 60s and 48s have better availability.



# BELL PEPPERS (EASTERN)

The green bell pepper market is steady/ lower. There is good production of Bell pepper being produced from the Mid Atlantic to the Northeast and west to Michigan. The whole northern part of the US and Canada is in good supply of green pepper and with so much local product demand has fallen significantly. Supply is heavy to jumbo size No. 1 fruit, quality is good for the most part. With the low prices, movement has picked up and we don't think the cheap prices will last much longer.



# BELL PEPPERS (WESTERN)

Bell pepper's are now coming out of the Central and Southern San Joaquin Valley. Better supply on Green and Yellow bells than Red bells. Red bells are becoming short and reds are still showing the effects of the heat with some condition defects, quality is expected to improve as we move forward. Extreme high temps have dropped in California. Red bells are availability has become better.



## BERRIES (BLACKBERRIES)

Production is trending down and supply is tightening. Demand has been steady but getting stronger. Quality is good overall but there have been a few reports of overripe and red cell.





# BERRIES (BLUEBERRIES)

Domestic production is slowing down out of the Pacific Northwest and the Upper Midwest. Rain events and warm weather over the past few weeks have affected production in both regions - quality and availability. Volume is winding down out of both areas. Availability is less than previous weeks and markets continue to strengthen. Overall, quality has been fair to good. We have seen some shrivel, wet and mold in lots that were previously exposed to weather, etc. and seeing good fruit in other lots.



## BERRIES (RASPBERRIES)

Production is expected to start coming off this week and will continue to decline until the Central Mexican deal picks up at the end of September. Supplies will become more limited than in recent weeks and demand is remaining very good. Quality has been good overall.



## BERRIES (STRAWBERRIES)

Production has slowed down in Salinas and Watsonville. Cooler weather is reducing the harvest estimates and lack of labor is slowing down the harvesting of ripe fruit. Berries are running smaller, 18-28 berries per 1 pound clamshell. Therefore, it is taking more berries to fill each clamshell and pickers are covering more ground to do so as well. Quality has been good overall but we have received some reports of light bruising and overripe fruit as well. The marine layer has been leaving additional moisture on the plants and fruit which is also resulting in some wetness in the packs and subsequent quality concerns.

It is imperative that the cold chain be maintained from loading until end user delivery, berries should be held at 32-34 degrees continuously. Any exposure to warmer temps will accelerate decay and increase severity of bruising. Expectations of quality must also be adjusted as we are late in the summer season and fruit will not be as strong as you are used to. Order for quick turns and do not get long on berries.



#### **BROCCOLI**

Broccoli supplies from all growing regions continue to be abundant. This has kept the market at such low levels. Quality has been really good with an occasional arrival issue here and there.



#### **BRUSSELS SPROUTS**

Supplies are slowly getting better. But this has not affected the market in any way. It remains strong at current price levels. Quality has been excellent from both Oxnard and the Salinas Valley. Nice green color with little defects.



#### CARROTS

The Bakersfield crop is in full production. Growth is good and producing good percentage of Jumbo size and supplies are good. Supply of baby peeled carrots are good.



# **CAULIFLOWER**

Cauliflower supplies from both growing regions to start the week are steady. There are talks of lighter supplies as the week progresses. This will trend the market higher. But for now the market is steady. Quality is really nice with white color and little yellow discoloration or bruising.



#### **CELERY**

Good quality and steady supplies continue to be the story with this commodity. Michigan, Southern California as well as Salinas continues to produce high quality product. Shippers are expected to be very competitive all week with flexing occurring throughout the industry. Large sizing continues to have the best availability, but small sizing is readily available as well.





**Pablano** - Good quality and condition expected to continue.

**Tomatillo** - Good supply of tomatillo shipping from California. Good color and fresh husk . Good quality over all on tomatillos.

**Jalapeño** - Good quality on new crop pepper, mostly large sizing with good color.

Quality and Condition are good overall. California supply has remained steady.



#### CILANTRO

The cilantro market is still trending strong with limited supplies form all growing regions. Quality is fair to good depending on growing region. Better quality is being reported out of the Salinas growing region but the acreage can't meet demand.



# CITRUS (LEMONS)

The Ventura crop is our main supplier of domestic fruit. Demand is strong and continues to build. We are seeing 140s/165s/200s/235s supplies getting very tight. Chilean fruit is available in good supplies.



# CITRUS (LIMES)

The larger 110ct and 150ct are less expensive than the smaller sizes. Demand is good on all sizes across the board. Limes are peaking on the 150ct now. Quality is good overall with some leaf shading (yellow color) showing up. The overall supplies are lower than previous weeks and the trend looks to continue in this direction for the next few weeks. The market is steady on the limes and prices look to possibly increase later this week.



## CITRUS (ORANGES)

Shippers have good supplies of Valencias and peaking on 88s/113s/138s. Demand for 113s and 138s is high and increasing as school demand continues to ramp up. These smaller sizes are beginning to get tight and market is firming up on them.



#### CUCUMBERS (EASTERN)

The cucumber market is steady at a slightly higher market. Cucumber supply is coming from Virginia to New England and west to Michigan. Shippers have dropped older fields due to quality issues and are transitioning to newer ones this week. Quality is getting better this week and there is good demand for number one product, off grade product has not reacted as fast but is starting to pickup. Retailers are grabbing most of the number 1 product and off grades are moving well but still enough product to satisfy demand.



## **CUCUMBERS (WESTERN)**

Good quality and condition on cucumbers coming out of Northern Baja coast. All sizes are being packed in 11/9 bushel boxes. Also 24's-36's-42's being packed. With rain's in Baja, California availability has dropped slightly which has perked the market up slightly. Demand is starting to become stronger.



# EGGPLANT (EASTERN)

The eggplant Market is steady. There seems to be a split market between Michigan and the east coast. Michigan has started to pickup a little volume and New Jersey is in steady volume, keeping the market a little lower in the east. Those are the two biggest supply regions this time of year. There is some supply from Ohio, Virginia and Pennsylvania. With the west being very short on supply some of the pressure on Michigan shippers has been eased. We expect a steady market through the week.





# EGGPLANT (WESTERN)

Quality and condition on eggplant has become better coming out of Fresno. Minimal cosmetic issue's like scaring being shown. Showing green calyx on all size's. Volume has increase on all sizing.



## GRAPES (GREEN)

Green grapes remain consistent. We have multiple varieties to choose from with a wide range of size. Quality has been reported as excellent on all the new varieties. With the warm weather this week, we expect to see production slow down by the weekend. However, market prices have been very steady and I do not expect to see much change.



## GRAPES (RED)

We continue to have consistent supplies of new variety red grapes. The Flame variety has phased out and Scarlet Royal variety is now the main harvest with some Crimsons and Magentas in the mix. Quality has been very strong and sizes are peaking in the large range. Market prices have jumped up a bit and are expected to stay firm all week. The weather has started to warm up again and shippers are expecting production to slow down by the weekend. This will keep inventories to a minimum and market prices level.



#### **GREEN ONIONS**

The heat in the growing region of Mexico is taking its toll on supplies of both iced and iceless. The heat will obviously affect the quality. This will bring on more yellow to brown discoloration. The market is trending higher because of these factors.



#### KALE

Steady supplies of kale are still the theme here. Quality has been excellent with minimal dehydration and yellowing. The market is steady from all growing regions.



## LETTUCE ICEBERG

Although schools have begun across the nation, this commodity remains flat in the marketplace. Shippers are expecting stronger markets possibly y the end of the week. For now, deals continue to be available. Pricing is very competitive. The weights continue to average 42-48 pounds on palletized. Processors are expected to ramp up their business in the next week or two. This will be a direct cause for a stronger market to be seen.



#### LETTUCE LEAF

Although markets were expected to increase with the emergence of schools opening, business continues to be flat. Very warm temperatures this past week may hinder quality in the next few weeks. For now, however the quality is good and plentiful on romaine and all leaf items. The weights on romaine continue to average 34-38 pounds. All other leaf items are also having strong reports on good weights as well. Expect processors to begin to purchase larger acreage of raw material by the start of next week.



## MELON (CANTALOUPE)

The supplies are holding steady but demand has weakened. The market is lower on the larger sizes and steady at the low levels on the smaller ones. Many of the growers are packing 9ct through 15ct with a few packing 18ct. 9ct supplies are not as plentiful as the 12ct or 15ct. Quality out of the West Side is excellent with good sugar levels.



#### MELON (HONEYDEW)

Growers are harvesting steady supplies of honeydews currently. Demand has weakened a bit from earlier levels which is causing the market to be slightly lower to steady than it was last week. Weather has been favorable for high quality honeydews out of the West Side and they are arriving in excellent condition.





# MELON (WATERMELON)

Seedless Watermelon supply has dropped. Extreme heat in the last few months brought most of the crop to harvest. The current availability is limited and offering medium to smaller sizes. Mostly 60 size fruit being offered.



#### ONIONS

Supplies are winding quickly in the New Mexico Onion growing areas as most shippers will finish up this week. Quality is good to fair. Market is steady. California is winding down quickly with some shippers finishing this week and the rest will finish up at the end of this month. Quality is still being reported as good out of both growing areas. Market are steady. Idaho and Washington are building supplies quickly and have taken over as the main shipping areas. Quality and sizing is good. Market is steady but soft.



#### PEARS

California - Bartlett pears are steady on all sizes and they continue to peak on 100/110/90s . Wraps are still more limited than tight-fills and most suppliers don't have any fruit smaller than a 120-size. The quality has been good. Crimson pears are steady and continue to peak on half carton 45/40s but supplies are short. Bosc are available in limited quantities and they are peaking on smaller fruit. The quality has been good.

**Washington** - Bartlett pears are steady to slightly lower and are now peaking on 90/100/110s. The market is steady to lower on most sizes and the availability is improving as more suppliers get in. The quality is good.



#### PINEAPPLES

Supplies are light from the tropics and are going to be so through August and possibly into September.



#### **POTATOES**

All growing areas are packing and shipping new crop Norkotah potatoes which have good size and quality except for the Colorado growing area. Colorado will get into better size as they move into their later fields in the next 10days. Wisconsin was fighting for size until this week as they switch into field with good size potatoes. Market is steady out all growing areas. Idaho has about half of their packing sheds going on new crop this week with the balance coming back on line by the end of this month. Look for the market to stay steady until the all the potatoes are in their storages.



#### POTATOES (COLORED)

**Stockton, California** - Reds, whites, and golds remain steady and all colors continue to peak on A size. Baker and premium whites and gold A size are short. The quality has been good for all colors.

**Muleshoe, Texas** - Red potatoes are steady but supplies are very light and most suppliers are cleaning up for the season. The quality has been good.

**Minnesota** - Red and gold potatoes are steady to slightly lower with good availability. The quality and color have been good.

**Wisconsin** - The red potato market is steady and the availability is improving as they now have more A-size. A couple suppliers have golds now as well. The quality is good.

**Washington** - Eastern red potatoes are steady and are peaking on A-size. Some suppliers have finished with golds. The quality is good.

**Delaware** - They have good availability on red, white, and gold A and B size with some premiums and bakers as well. The quality has been good.







# SQUASH (EASTERN)

The squash market is steady on green and yellow. With the warmer temperatures in the northeast production has picked up enough to satisfy demand. Quality on green squash has gotten better, good yellow squash is harder to find. There has been some weather around the various growing regions in the past week, not enough to do any real damage but some wind is all it takes to scar tender yellow squash and that is what we are dealing with at the moment.



# SQUASH (WESTERN)

Production on both Italian and yellow squash are being offered in volume. Sizing is mostly larger due to warm weather. Quality is mostly good and improving, minimal scarring and certain lots. Quality will continue to improve as weather gets cooler. Demand has picked up.



#### STONE FRUIT

Smaller sized stone fruit availability is becoming more limited. As the weather continues to stay warm, the fruit continues to grow. Nectarines and peaches continue to be available in large size tray packs, but volume fill fruit is very limited. Harvest is also being pushed forward by the warm weather with some varieties coming on as much as 2 weeks early. If the weather does not cool down, we may seem the domestic peach and nectarine season come to an early end. Plums are also being affected by the warm weather with all fruit peaking on the large to extra large range, making smaller fruit (VF 60's and 70's) virtually non existent. Market prices have started to climb and are expected to remain firm.



## TOMATOES (EASTERN)

Light national demand spanning the month of August so far, has been met with softer markets as segmented growing regions in the east out supply the summer marketplace. North Carolina, Maryland, Virginia, Tennessee, Alabama, and Michigan are all in play and the market is steady overall. Roma supplies are plentiful and quality varies by growing area as shippers struggle to move product. Not much change to the cherry tomato market this week and grape tomatoes remain steady as well as the eastern shore is backed up with supplies. With students returning to school in the next 2 weeks we may see prices firm up as availability shrinks to meet new national demand.



### TOMATOES (WESTERN)

Supply is consistent with demand in the west. California hit a small gap in production during the middle of last week, but low demand has allowed shippers to gear up without prices being affected overall. Roma tomatoes continue to be available in abundance and the market is steady. Strong crossings out of Mexico keep the cherry market steady. Grape tomatoes continue to oversaturate the west driving prices down last week. There are still plenty available and quality varies by shipper as packers struggle to move product to meet lagging demand. National demand is expected to pick up by the end of the month as school programs return to session.

# Lommodities at a Glance



Apples  Wenatchee/Yakima, WA and Hood River, OR Steady/Hi  Asparagus  Ica, Peru to Trujillo Stead  Central Mexico Highe  Northern Baja California Norte, Mexico Highe  Avocado (California)  Oxnard/Ventura, CA Stead  Avocado (Mexican)  Michoacan, Mexico Stead  Bell Peppers (Eastern)  Seneca / Summit County, OH Lower/Ste  Bell Peppers (Western)  Northern San Joaquin Valley, CA Stead  Berries (Blackberries)  Watsonville, CA Steady/Hi  Berries (Blueberries)  Salem, OR Highe  Magaziraali, WA	ly Good er Fair er Good
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Mossyrock, WA Highe	er Good
Grand Junction, MI Highe	er Good
Demotte, IN Highe	er Good
Berries (Raspberries)	
Watsonville, CA Steady/Hi	igher Good
Santa Maria, CA Steady/Hi	igher Good
Berries (Strawberries)	
Salinas Valley, CA Highe	er Good
Watsonville, CA Highe	er Good
Santa Maria, CA Highe	er Good
Broccoli	
Salinas Valley, CA Stead	ly Good
Oxnard/Santa Maria, CA Stead	ly Good
Celaya Guanjuato Mexico Stead	

Commodity / Region	Market	Quality
Brussels Sprouts		
Salinas Valley, CA	Steady/Higher	Excellent
Oxnard, CA	Steady/Higher	Excellent
Carrots		
Bakersfield/Santa Maria, CA	Steady	Excellen
Cauliflower		
Salinas Valley, CA	Steady/Higher	Good
Oxnard/Santa Maria, CA	Steady/Higher	Good
Celery		
Michigan	Steady	Good
Oxnard/Santa Maria, CA	Steady	Good
Salinas Valley, CA	Steady	Good
Chili Peppers		
Northern Baja California Norte, Mexico	Steady/Higher	Good
Cilantro		
Salinas, CA	Higher	Good
Oxnard/Santa Maria, CA	Higher	Fair
Baja, MX	Higher	Fair
Citrus (Lemons)		
Oxnard/Ventura, CA	Steady	Good
Citrus (Limes)		
Veracruz, Mexico	Steady	Good
Citrus (Oranges)		
Merced to Bakersfield, CA	Steady/Higher	Good
Riverside, CA	Steady/Higher	Good
Cucumbers (Eastern)		
Ottawa / Kent / Berrien County, MI	Steady/Higher	Good
Seneca / Summit County, OH	Steady/Higher	Good
Cucumbers (Western)		
Northern Baja California Sur, Mexico	Steady	Good
Eggplant (Eastern)		
Ottawa / Kent / Berrien County, MI	Steady	Excellen
Seneca / Summit County, OH	Steady	Excellent
Eggplant (Western)		
Fresno, CA	Steady	Good

# Lommodities at a Glance



Commodity / Region	Market	Quality	
Grapes (Green)			
Arvin, CA	Steady	Good	
Grapes (Red)			
Arvin, CA	Higher	Excellent	
Green Onions			
Mexicali, Baja	Steady/Higher	Fair	
Salinas Valley, CA	Steady/Higher	Good	
Kale			
Salinas, CA	Steady	Excellent	
Oxnard/Santa Maria, CA	Steady	Excellent	
Baja, MX	Steady	Excellent	
Lettuce Iceberg			
Oxnard/Santa Maria, CA	Steady	Good	
Salinas Valley, CA	Steady	Good	
Lettuce Leaf			
Oxnard/Santa Maria, CA	Steady	Good	
Salinas Valley, CA	Steady	Good	
Melon (Cantaloupe)			
Mendota, CA	Lower/Steady	Excellent	
Firebaugh, CA	Lower/Steady	Excellent	
Melon (Honeydew)			
Firebaugh, CA	Lower/Steady	Excellent	
Mendota, CA	Lower/Steady	Excellent	
Melon (Watermelon)			
Central California	Steady	Good	
Onions			
Huron/Metler, CA	Steady	Good	
Las Cruces, NM	Steady	Good	
Quincy/Hermiston, WA	Steady	Good	
Ontario, OR to Nampa, ID	Steady	Good	
Pears			
Wenatchee/Yakima, WA and Hood River, OR	Lower/Steady	Good	
Stockton, CA	Steady	Good	

Commodity / Region	Market	Quality
Pineapples		
Alajuela, Costa Rica	Higher	Good
Heredia, Costa Rica	Higher	Good
Limon, Costa Rica	Higher	Good
La Ceiba, Honduras	Higher	Good
Retalhuleu, Guatemala	Higher	Good
Retalhuleu, Guatemala	Higher	Good
Potatoes		
Hamer/Rupert, ID	Steady	Good
Quincy/Hermiston, WA	Steady	Good
Eastern Colorado	Steady/Higher	Fair
Plover/Bancroft, WI	Steady	Good
Potatoes (colored)		
Stockton, CA	Steady	Good
Muleshoe, TX	Steady	Good
Big Lake Minnesota	Lower/Steady	Good
Plover, WI	Steady	Good
Pasco/Tri-Cities, WA	Steady	Good
Squash (Eastern)		
Ottawa / Kent / Berrien County, MI	Steady	Good
Seneca / Summit County, OH	Steady	Good
Squash (Western)		
Southern San Joaquin Valley, CA	Steady/Higher	Good
Stone Fruit	3	
	Chandy // limbar	Cand
Madera south to Arvin, CA	Steady/Higher	Good
Tomatoes (Eastern)		
Benton Harbor/Byron Center, MI	Steady	Good
Western North Carolina	Steady	Good
Benton Harbor/Byron Center, MI	Steady	Good
Tomatoes (Western)		
Coachella Valley, CA	Steady	Good
Southern California Coast	Steady	Good
Northern Baja California Sur, Mexico	Steady	Good