

The Source

November 11, 2020



Market Alerts

Apples – Washington State harvest estimates continue to drop. Small Granny Smith extremely tight.

Asparagus – Good supplies continue out of Peru and Mexico and is keeping this market aggressive.

Avocados – Market on avocados from Mexico is steady. Strong harvest out of Michoacan with ample supplies. Plenty of opportunities to promote avocados for the month of November. Size structure peaking on 60's and 70's. As for large sized fruit, we are seeing a slightly stronger market on 48's.

Bell Peppers – Coachella is going well, Nogales has started with green bells in small way.

Berries (Blackberries) – Blackberries are in good promotable supplies.

Berries (Blueberries) – Blueberries are in good supplies and the market is softening on imported fruit from Mexico and Peru.

Berries (Raspberries) – Good supplies, highly promotable.

Berries (Strawberries) – Market is taking a sharp upturn due to cooler weather and lower yields.

Broccoli – Reduced supplies brought on by sub par quality is driving this market higher.

Brussels Sprouts – Market continues to stay steady with good supplies and good quality.

Continued

Carrots – jumbos and cello carrots are tight and **Snack Pack** sizes are very limited.

Cauliflower – Cauliflower supplies becoming short as we head into transition to Yuma.

Celery – This market is active but orders are being covered. The best deals continue in Oxnard/Santa Maria. Small sizing, thirty six counts in particular are the tightest in availability. Overall quality continues to be strong. This market will get stronger throughout the week as we get closer to Thanksgiving.

Citrus (Lemons) – Supplies and markets are steady. Quality is looking nice. Plenty of opportunities for upcoming bids. Please reach out for any advance prices.

Citrus (Limes) – Supplies are tight this week due to rain in the growing regions and growing region concluding for the season. Markets are active. Please place orders with lead time.

Citrus (Oranges) - Navel supplies are looking good, and markets are coming off. Quality is still looking really nice. Please reach out for any advance prices.

Cucumbers – May see some uptick on market with rains out east.

Eggplant – If you can use some #2 product, there are deals to be made with some scuffing - overall good quality.

Garlic - Market and supplies continue to stay steady.

Continued

Grapes (Green) – Green grape inventory in seasonal decline. Wide range in quality and price.

Grapes (Red) – Domestic red grape supply should last through December. Imports will start to trickle in the week after Thanksgiving.

Green Onions – Plenty of supplies continue and is keeping the Green Onion market steady.

Kale – Steady supplies continue to keep this market steady.

Lettuce (Iceberg) – Heavy activity in the marketplace has put this commodity in a demand exceeds supply situation. Light weights are the biggest concern with lettuce in Huron and Yuma. The lettuce will continue to be on the light side thru this week. The product will be clean however. Escalated pricing on value added lettuce items are on second tier levels.

Lettuce Leaf – Romaine, romaine hearts as well as all leaf items are active. Demand exceeds supplies. Expect inventories with shippers to be minimal for the entire week. Fringe burn, smaller sizing and rib discoloration are common defects being reported. Production in Salinas is minimal. Yuma has light production as well.

Lettuce Tender Leaf – Market and supplies continue to stay steady on **Spinach** and **Arugula**. **Curly Parsley** seeing lighter supplies due to some quality issues.



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Melons (Cantaloupe) – The Sonoran Desert Valley experienced strong gusty winds (40-45 mph), significantly cooler temps (30's/40's), and showers over the weekend. Rainfall should be minimal but this cold front is definitely going to stress the plants, slow down production and potential issues on quality. Good availability on domestic. Fruit will appear with a greener cast but, internal characteristics showing very little rind and minimal seed cavity. Brix sugar levels remain in the 10-13% range. Current size structure trending smaller and peaking on 12's. We are seeing demand increase on 9's/J9's. There seems to be a lot of competition for larger fruit in both retail and foodservice sectors.

Melons (Honeydew) – Honeydew market on domestic fruit has been under constant pressure with cheaper import arrivals out of Mexico. Quality has been fair on domestic while Mexico seems to be shipping a cleaner pack. Quality has been inconsistent but improving. Good availability on import and domestic.

Melons (Watermelon) – Watermelon demand is fairly good. Market on minis and 45ct bins is about steady. All other sizes are at a higher market and in high demand.

Onions – The Northwest is exclusively shipping out of storage. Demand is higher on red and white onions with export to Mexico. Quality is excellent. Deals available on large sized yellow onions in Idaho.

Pears – Peaking on 90's and larger. Smaller sizes very tight supply.

Market Alerts

Pineapples – Supplies are steady out of both coasts. Current markets are stable and quality is looking nice. Reach out for any opportunities.

Potatoes – Idaho has started shipping storage. Burbanks, which have undergone the sweat process, are available but limited and at an upcharge. Quality is excellent, peaking on 70 CT cartons.

Squash – Rains on east and California production finishing, markets getting stronger. Good overall quality.

Stone Fruit – Red plums through November.

Tomatoes – The market is trending higher this week while Tropical Storm Eta brings torrential rain and wind to Florida pausing harvest operations this week. Mexico crossings remain light while farms work through a cold weather pattern reducing yields. Round tomato FOB's have increased by \$5 or more in the East and West. There are very little romas in the East where little acreage is devoted to the crop and Mexico is driving the market which is also up more than \$5 this week. Cherry tomatoes are steady while heavy grape tomato inventory absorb demand at value pricing. Elevated pricing is expected for the foreseeable future pending post storm crop reports.

Weather

California – Very cold morning lows this week with gradual warming going into the weekend.

Mexico – Cool temps may approach freezing today. Temps are likely to warm with seasonable temps returning by the weekend. Dry weather is likely through the weekend.

Florida – Strong winds brought on by Tropical Storm Eta with scattered showers.

Arizona – Currently battling lettuce ice today. Then ideal weather in Yuma for the next 10 days. Highs in the 80's next week will have lows in the mid to high 50's.

Freight

Trucks remain tight in California, Idaho, and the Northwest. The national average remained steady at 2.383 per gallon.

A Peak at Peak Seasons

Apples
Blackberries
Blueberries
Raspberries
Lemons
Limes
Oranges

Onions
Pears
Pineapples
Potatoes
Carrots (PAST PEAK)
Grapes Green / Red (PAST PEAK)
Stone Fruit (PAST PEAK)



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Commodities at a Glance

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

