



**THINGS YOU SHOULD KNOW:**

**No Commodity Alerts at this time**



# The Source

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## **Weather:** Mike Pacheco

The West Coast appears to have seen its last rainfall for the rest of the week. Light precipitation ended on Tuesday night. Over the next few weeks, we will see the effects of the rainfall this past week. Daytime temperatures in the growing regions are expected to be in the low 60s throughout the week with plenty of sunshine.

Yuma, Arizona has a slight 10 percent chance of showers today and sunshine is expected for the rest of the week. Temperatures will be in the low 70s in the growing regions.

South Florida will have mostly sunny days with temperatures in the 70s up to Friday. The weekend is expected to have cloudiness and isolated showers. Lower temperatures and breeziness will be characteristics of the weekend weather in this region.



## **Freight:** Mike McIntire

The availability of eastbound trucks in California, Washington and Idaho has lightened up a little from the previous two weeks; expect that to remain the same this week. Crude oil prices are currently at \$73.21 down \$2.20 per barrel from last Wednesday. The National Average on diesel remained steady at 2.833 down 3.7 cents from last Tuesday.

# Commodity Updates

## **APPLES/PEARS** *Jim Murphy*

Red Delicious, Gold Delicious and Granny Smith, along with most all varietal apples, remain in short supply on small sized fruit. The market will continue to increase gradually on the small sized Granny Smith, Red and Gold Delicious Apples throughout the season. This will be a season long dilemma and each week the supplies will get lighter causing market pressure until the apple harvest commences in the late summer. Demand continues to be very strong on small fruit and will continue to be very strong in comparison to the available supply. Deals remain in the larger sized fruit, and quality is excellent on all apples. Specialty apples, including the Honeycrisp variety, are still available and in adequate supply. D'Anjou Pears are in excellent shape with good supplies in Washington. Bartlett pears are in short supply. There are also varietal pears available including Bosc, Seckel, Concorde, Comice and Crimson Red. Please consider different varieties on red apples in order to fill orders that require 100's, 125's, 138's and smaller.

## **ASPARAGUS** *Gabe Romero/Mike Pacheco*

The asparagus market has remained steady. Supplies are light on jumbo and standard sizing from Mexico. Supplies are good on small, large and extra large. Peru still has supplies coming into the East and West Coast. Prices remain steady with availability on all sizes. The Quality of Mexican product continues to be good.

## **AVOCADO** *Tim Kelley*

Mexico and Chile shipments are steady. However, California fruit harvest continues to be slowed by the recent rains. The over all supplies remain good. Demand is good.

**Mexican Fruit:** Mexico still represents about 2/3 of the market at this time. They continue to have excellent quality and good steady supplies.

**California Fruit:** Shippers have started to harvest again, but picking is light due to the rains that California has had.

**Chilean Fruit:** Chilean fruit season is approaching the end. There will be a final push for the Superbowl. Quality remains very good.

## Commodities at a glance...

| <u>Commodity</u>       | <u>Quality</u> | <u>Market</u> |
|------------------------|----------------|---------------|
| Apples                 | Excellent      | Steady        |
| Asparagus              | Good           | Steady        |
| Avocado (Mexican)      | Good           | Steady        |
| Avocado (Chilean)      | Good           | Steady        |
| Bell Peppers (Western) | Good           | Higher        |
| Bell Pepper (Eastern)  | Fair           | Higher        |
| Berries: Strawberries  | Fair           | Lower         |
| Berries: Raspberries   | Good           | Steady        |
| Berries: Blackberries  | Fair           | Higher        |
| Berries: Blueberries   | Good           | Higher        |
| Broccoli               | Good           | Lower         |
| Carrots                | Good           | Steady        |
| Cauliflower            | Fair           | Lower         |
| Celery                 | Good           | Lower         |
| Citrus: Lemons         | Good           | Steady        |
| Citrus: Oranges        | Good           | Steady        |
| Cucumbers (Western)    | Good           | Steady        |
| Cucumbers (Eastern)    | Fair           | Lower         |
| Grapes                 | Good           | Steady        |
| Green Onions           | Good           | Higher        |
| Lettuce: Leaf          | Fair           | Lower         |
| Lettuce: Iceberg       | Good           | Lower         |
| Melons: Cantaloupes    | Good           | Steady        |
| Melons: Honeydews      | Good           | Higher        |
| Onions                 | Good           | Higher        |
| Pears                  | Excellent      | Steady        |
| Potatoes               | Good           | Steady        |
| Squash (Western)       | Fair           | Steady        |
| Squash (Eastern)       | Good           | Steady        |
| Stone Fruit            | Good           | Steady        |
| Tomatoes (Western)     | Good           | Lower         |
| Tomatoes (Eastern)     | Fair           | Steady        |
| Watermelons            | Good           | Higher        |

# Commodity Updates *continued*

## **BELL PEPPERS** *Tim Kelley*

### **Western Green Bells and Colored Bells:**

Supplies of green bells coming in from Mexico is light in volume, and looks to remain so for 7 to 10 days. Colored bell supplies from Mexico will start dropping off over the next 7 to 14 day as growers are at the end of their initial flush in production.

### **Eastern Bells:** *Janine Baird*

Supplies of peppers in Florida are getting scarce again. There is nothing left in the fields to pick, the demand is constant and Nogales prices are rising rapidly. Going into the weekend, there will be little to no off grade pepper in Florida to ship. A sharp spike in the pepper market is expected for the weekend with another spike on Monday. Quality is fair.

## **BERRIES** *Mike Gorczyca*

**Strawberries:** The Calm before the Valentine's Day pull starts next week is here. Demand is very light this week which has weakened the strawberry market on both coasts. Don't be fooled into thinking things will be easy with the weaker market this week. Valentine's Day pull has set itself for a very challenging week as you will see. Florida has had a push of fruit come on this week and has flooded the East and Midwest markets. California volumes are very light due to the wet weather we have been getting the last week and half. Quality is being reported as good out of Florida and only fair out of California. The forecast for California is clear weather till the middle of next week. Quality will remain problematic with white shoulder, bruise, pin rot, mold and water damage likely to be prevalent as fields recover in California. Only order what you need. It will take some time for fields to recover and produce quality fruit with upcoming weather patterns the determining factor or crucial to future volume and quality. All packs of strawberries including long stems for Valentine's Day will be very hard to come by to say the least.

**Raspberries:** Supplies have increased this week with slightly weaker market. Quality is being reported as good. Driscoll is the main supplier at this time of the year.

**Blackberries:** Blackberry supplies are limited due wet and windy weather in the growing areas. Market is slightly higher. Quality is fair.

**Blueberries:** Good retail demand this week has firmed up the market. Availability is also limited on all pack sizes. Quality is great. Look for supplies to get limited the middle of February due to the freeze Chile had a few months ago.

## **BROCCOLI** *Gabe Romero/Mike Pacheco*

The market is softer. Supplies are good and many suppliers have come out at the beginning of the week very aggressive on bunch and crown product. Supplies look to be good throughout the week. The quality is strong, coming out of Santa Maria, Yuma, and Scottsdale. There is some product being harvested in Salinas if desired.

## **CARROTS** *Tim Kelley*

California carrots coming out of Bakersfield are finally starting to size up and there is a little better supply of jumbo carrots.

## **CAULIFLOWER** *Gabe Romero/Mike Pacheco*

This market has eased up. Demand is down. Brown and black spotting and discoloration continues to be seen sporadically upon arrivals on this commodity. Past cold weather is the cause of this defect. Supplies will be good throughout the week.

## **CELERY** *Gabe Romero/Mike Pacheco*

Product is more readily available on large sizing and pricing varies from 3-4 dollars compared to the smaller sizes. There are a few shippers having product in Yuma if Oxnard and Santa Maria is not desired. With Florida still recovering from the freeze, pressure will continue to be put on California production to pick up the slack. The best deal is on 24 count and deals can be made on volume orders.

## **CITRUS** *Tim Kelley*

**Lemons:** Supplies are good on 115's and larger, with 165's and especially 200's becoming very tight. Quality is very good.

**Limes:** There are good supplies available with a good run of sizes.

**Oranges:** Demand remains steady. Rain forecast for this week and next could keep supplies light. Crop continues to peak on fancy 72's, 56's and 88's. The supplies of choice grades remain tight.

# Commodity Updates continued

## **CUCUMBERS**

### **Western Cucumber:** *Tim Kelley*

Mainland Mexico production continues with good steady supplies and looks to hold this way for the next 1 to 2 weeks.

**Eastern Cucumbers:** *Janine Baird* The off shore supplies are gradually increasing and with the dropping market on the west, the East is beginning to see the cucumber market decline. Quality has been fair at best – typical on the first few shipments out of Honduras.

### **GRAPES** *Amy Grolnick*

Chilean flames with good availability but product is still very small. Thompsons and Sugarones are in good supplies with product peeking to the med/large size. There should be good supplies for the Valentines Day pull on red seedless but we may see greens gapping next week. Good availability on the seeded Red Globe with excellent quality. Black seedless with limited supplies and very good quality.

### **GREEN ONIONS** *Gabe Romero/Mike Pacheco*

This market is steady. Supplies are on the light side out of Mexico but all orders are being filled. Demand has definitely been stronger these past few weeks and it looks to be strong throughout the week, as numbers will be light from Mexican production. Pencil sizes are still the largest volume available. The quality continues to be good with no significant problems to report. Processors have had minimal problems with the raw product available.

### **LEAF LETTUCE** *Gabe Romero/Mike Pacheco*

Suppliers have attempted to raise pricing, but demand has not justified this. Red leaf continues to demand a higher price compared to other leaf items. Florida has started packing romaine. Romaine and romaine hearts continue to show some blister and epidermal peel from the cold temperature experienced last month out of Yuma. Quality has been average with tip burn and fringe burn showing up in some lots. Weather issues will inevitably cause quality issues towards the end of the week on all leaf items.

### **LETTUCE** *Gabe Romero/Mike Pacheco*

The lettuce market is softer, with a variance in pricing by 2-3 dollars with different shippers.

The quality has been good with weights in the 40-44 pound range. Florida has started production also. Suppliers are expecting stronger production numbers at the end of the week in Yuma. Rain is not expected for the rest of the week. Suppliers are looking to move bin lettuce, and deals can be made.

### **MELONS** *Amy Grolnick*

**Cantaloupe:** Honduran fruit is now available but supplies are dependent on when containers come in. Small fruit 15's and smaller are still extremely limited. Shipping points in Pompano Beach and Port Manatee, FL as well as Los Angeles, CA and Camden, NJ continue to receive fruit but again sizes are mostly large (12ct and larger). The prices remain at higher levels on the small size fruit. There are extremely limited supplies of Mexican cantaloupes crossing through the Nogales, AZ point of entry and quality is fair at best. Overall quality for the offshore fruit is still very good.

**Honeydew:** Offshore fruit is still arriving into Florida, California and New Jersey with volume supplies mainly in 5's and 6's. All sizes are tightening up for loading next week out of Florida. Good supplies of honeydew out of Mexico and the quality is good.

### **ONIONS** *John Tole*

The Idaho/Oregon yellow onion market is steady to lower with light demand. The export demand remains but time will tell how it affects the domestic pricing. For now it's not having an affect. Quality is still very nice and sizing remains heavy to jumbos and larger. Reds are up steady however we are nearing the end of the storage deal for most packers so expect a stronger market in the near future. Now is a good time to go heavier on reds. The white onion market is still in a demand exceeds supplies situation as Mexico is buying all they can although the market is down. Whites will remain strong into the Mexican/Texas deal.

### **POTATOES** *John Tole*

The Idaho potato market is steady to slightly lower with light demand. Most shippers are hungry for business and peaking on between 70 and 90 count depending on the variety. Quality is good with a few shippers reporting some light peepers showing up in their storages. The norkotah, western, and Burbank varieties are being packed in Idaho.

# Commodity Updates continued

Washington Norkotahs are going strong with good quality and availability, and also light demand. Washington shippers are peaking on 60ct and larger. Colorado is going strong steady supplies and quality, with light demand. Colorado is heaviest to 70 & 80 count. Mount Vernon, Washington has good availability on red and Yukon-gold potatoes, while they have some whites but not as many. The quality in Mount Vernon is excellent. North Dakota and Wisconsin have good supplies of red & yellow potatoes with few whites. Some California packers have good supplies of reds, whites, and yellows while some are experiencing low pack-outs on the Yukon's.

## **SQUASH**

### **Western Squash:** *Tim Kelley*

Yellow squash remains very short with no increase in volume until mid February. Italian supplies are good, but expect to lighten over the next 2 weeks.

### **Eastern Squash:** *Janine Baird*

Domestic supplies of squash in Florida have been all but wiped out by the weekend freeze. Many Florida shippers are bringing yellow squash in out of the West just to try to cover. The market on green, however, appears to be dropping as Nogales continues to lower their prices.

## **STONE FRUIT** *Amy Grolnick*

Cherries are cleaning up and demand remains strong for good quality fruit. Peaches are in good supply and will remain that way over the next week. All other stone fruit including nectarines, plums and apricots are limited.

## **TOMATOES** *Ryan Frayo*

**Eastern:** The temperatures in Florida are continuing to remain cooler than normal (but not freezing) and will continue into this week for the southern growing areas with a high of around mid 60's to low 70's. The damage the frost caused is becoming a bit clearer as growers are finding out if they need to re-plant or get another harvest off of existing plants. There has been significant crop loss and supplies out of Florida will be down and won't rebound probably until spring. Growers have initially picked as much fruit as possible to salvage as much of the crop as they could, but

are now running out of that fruit. We can expect to see higher fob's probably up through the Spring accompanied with shortened supplies. Quality issues are appearing with some light spotting and some softer than normal fruit, but for the most part growers are doing a good job packing decent fruit.

**Western:** Limited harvesting in Florida has increased interest in Nogales, but supplies are plentiful and what demand is there is not overbearing or exceeding supplies. There has surprisingly enough there has been a price decrease out of Nogales and San Diego. They both have certainly loaded on fruit with color, which is the primary because from the price decreases that we are currently seeing. As the shippers clean up on the color they may try to take price back up (production and demand will dictate). The Roma market is at the bottom right now with prices based off of Mexican Minimums. The tighter fruit are cherry and grape tomatoes.

## **WATERMELON** *Amy Grolnick*

There is very little fruit coming in from Mexico and FOB's continue to rise on both seeded and seedless. The seeded being the shortest in supply as some shippers are no longer growing of them. The mini seedless are very limited and what is out there is disappearing quickly. Quality continues to be excellent on the fruit that is available.

## **VALUE ADDED** *Gabe Romero/Mike Pacheco*

Chopped romaine and romaine blended items continue to experience brown and red discoloration on finished product. Suppliers are working diligently to use the best raw material available for the processing facilities. The cold weather Yuma Arizona has been experiencing has resulted in product having a shorter shelf life. The processed cauliflower has had a few issues on brown and black spotting. Again, processors are using the best product available.