



Dale's Market Update 1/21/19

Apples

- Galas, Honeycrisp, Red Delicious, Gold Delicious, Jazz, Pinks, Granny Smith, Fuji, Jonagold, and Braeburn available from Washington

Asparagus

- Peruvian market is very active. Supplies are extremely tight. Air shipments are delayed and some are being cancelled. This is causing major problems in supply and loading times for trucks.
- Another week or so Mexico begins production
- Supplies very limited. January 28th is the tentative start date for new season

Avocados – Imported & Domestic

- Steady supplies and although there have been some industry concern over logistics shortages in Mexico, most importers are being pro-active in making sure supplies are not compromised. Promotional availability, quality etc. all look very favorable for running significant Super Bowl ads. Fruit sizing has increased and the crop is now peaking on 40ct and 48ct. In addition, as the winter season is in its final stages, there has been a larger influx of #2 fruit, primarily going to the Food Service sector.

BERRIES

- **Strawberries:** have been challenged last week and this week due to wet weather in CA and FL still struggling with weather issues. It will continue to be a challenge for this week and next as California gets rain this week then cleans up next week. On paper, everything looks to “normalize” for the Valentine's Day pull
- Conventional and organic **raspberries:** overall production is steady. Day to Day volume
- CV/OG **blackberries:** overall supply is steady with next peak in March. Overall quality and condition have improved from last month
- CV/OG **blueberries:** overall production continues to increase week over week. Pints are now the prevalent pack size as Chilean vessel arrivals increase into the United States. Good volume on OG blues end of January and beginning of February

Broccoli

- Light supplies as previous cold weather reduces sizing, yield and production! Crowns especially limited due to the smaller crown sizing. Seeing occ purpling in color due to previous cold weather.

Cauliflower

- Very limited production as previous cold weather slows growth and reduces harvest and packouts. As current fields are getting pushed back, we will see improvement soon as weather improves.



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Celery

- Below normal production continues this month due to weather and reduced acreage. Current production slightly improving but current heavy rain could now impact harvest, quality and yields.

California Citrus– Domestic

- **Rain Rain Rain**
 - California will experience 7-10 days of half and on rain - this will impact harvesting and drive markets to tighten.
 - LEAD TIME IS A MUST
- **CA Navels** – rain market, please communicate and push lead time. Fruit size is running on the small side 88/113, but we have good volume on 48/56ct and we are booking ads on large navels. Look to run 4# and 8# bags.
- **Mandarins – Sumo's have started.**
- **Lemons** – D1 lemons have started and we are seeing large fruit. Overall there is a good crop and most shippers are size picking to hold up the small fruit market
- **Organic Oranges** – we have good supplies of organic navels. Fruit quality is strong
- **Organic Lemons** – good volume and supplies

Cucumbers

- Lack of supply coming from Mexico is causing prices to rise on import cucumbers.
- Florida is finished for the season.
- Cold temperatures in Mexico during the past week have cut supplies coming across the border creating a lot of demand for import cucumbers loading in Florida.
- Temperatures in Honduras this week will be moderate, so supplies should continue at their current pace but not increase.
- Quality has been good with all shippers and should remain that way through the week

GRAPES

We are all starting to see the impact of the grape shortage has done to the markets and to our temperaments. We are do everything in our power to make sure all our members are getting fruit. This shortage, at some point, will start to diminish and we will get back to a more normal situation. Look to be in this situation for another 10 – 14 days with each day getting a little better.

Green grapes are still the biggest culprit of the shortage. Peru in the southern region is also delayed two weeks as they are fighting color and on both red and green grapes. Chile has pulled out over 2 million boxes in the north in lieu of newer, better varieties that are producing bigger sizes. That has basically eliminated the bottom of the market from going into the abyss. As we look to arrival schedules, the fruit is just not coming in



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waves. Chilean vessels are arriving about once every 8 days or so and the containers from Peru are trickling in at best. Red grapes will soon follow suit as they have been the last varieties to go short. Some of that is due to California still covering some red business. As we get deeper into January, that will end and demand will rise on reds. We have already started to witness that this week.

Green grapes

- Markets here have continuously risen. I simply don't see this market changing in the near term. Promotions on green grapes in January should be watched carefully, until we get a better feel for the southern regions' volumes and expectations. The good news is quality. Green grape quality has been excellent. Peru continues to do a great job and the few arrivals from Chile have also been great.

Red grapes

- We are seeing about 4 million boxes less of flame varieties. This is starting to have an impact on volumes especially on M/L sizing and to some extent large sizing. We have to start getting our heads around this phenomenon. Small sizing and an overwhelming supply have done nothing to inspire more plantings. New varieties with better sizing and eating quality. The down side, if there is any, is that it takes three years for the real volumes to kick in and provide us with enough fruit to supply a continent. We continue to move in this direction, shipping schedules will be reevaluated and will make for a smoother transition from domestic supply into imports. We will start seeing this market catch up to the green market.

Green Bells

- Green bells are in very tight supply and may get tighter by the weekend
- Supply is concentrated in south Florida on both coasts where two weather fronts have passed through the region in 3 weeks producing tropical storm force winds, blowing blooms and small fruit off plants
- Planted acreage in south FL is down considerably over the last two years which magnifies the situation that recent weather has caused

Leafy Lettuce (green, red, romaine)

- Seeing fairly moderate to good production. Demand fairly good on green and red but light on romaine. Recent cold weather has impacted quality! Although growers are removing additional leaves to minimize the defect, expect to see light blistering and epidermal peel on outer leaves. This will appear as brown discoloration (10-15%) several days following and by arrival.

Iceberg Lettuce

- Recent cold weather has slowed production. Most significantly, the quality has been impacted by the ice on the lettuce. Although growers are removing additional leaves to minimize the defect, expect to see light blistering and epidermal peel on outer leaves. This will appear as brown discoloration (10-15%) several days after packing and by arrival. This condition will continue for several weeks and much longer if any more cold-fronts come through the growing area. Should see a slight improvement in supplies this coming week.



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Mangos – Imported

- Markets are on the rise due to high level of demand
- Volume will improve next week with peak of Peru arrivals inbound for end of January / early February.
- Peruvian sizing has shifted to larger fruit, peaking on 8/9s. 10/12s have fallen off. When new growing regions start in a week or so, we can expect more 10s. **Do not expect many 12s this season from Peru.**
- Peruvian Kent quality has been good, eating quality is great
- Mexican Honey Mangoes (Ataulfos) are starting in the next week, but do not expect to see promotable volume until late February

MELONS

Cantaloupe & Honeydew

- Imports (Guatemala) are limited but all sizes available (9s Jumbo 9s and 12s) with no quality issues. Honeydews from Guatemala are tight with processing sizes available (4s and Jumbo 5s), no spotting or signs of decay / underripe.
- Honeydew 5/6/8 (Mexico)
- Cantaloupe 9/9J/12s (Guatemala)
- Honeydew 5/6/8 (Guatemala)

Onions

- Conventional onion market is steady with moderate demand- quality is good
- Try "Sunion" Sweet onions grown in the USA for your sweet onion needs. You'll find them the best eating sweet onion in town!

Organic Veg – California

- Iceberg Lettuce: Decent supplies available, Market Steady
- Leaf: Decent supplies on Green, Red leaf (expect pro-rates) but Romaine will have decent supplies, Market Steady
- Broccoli: Decent supplies available, Market Steady
- Cauliflower: Limited supplies, Market Higher
- Celery/Celery Hearts: Extremely tight supplies, Market Higher
- Cilantro: Good supplies available, Market Steady
- Green Cabbage: Good supplies available /Market Higher
- Mix (Chards, Kales, Parsleys): Good supplies- Market steady
- Red Beets: Good supplies available, Market steady

Pears – Domestic

- Bartlett, Bosc, Danjou, and Red Pears available from Washington



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Pineapples

- Market remains steady
- Quality is good. Full range of sizes available.

Potatoes – Western

- ID market is steady, yields are on the small size

Bagged Salads

- No major issues at this time. Be aware the quality of raw product going into the salads is weaker than normal. It is very important to order load-to-load and stay fresh.

Squash

- Very tight supplies. Plants seem to have shut down overnight.
- Squash plants tend to run in cycles and we are in a down cycle plus demand is up with less volume crossing from Mexico.
- Weather this week will not be conducive for good production so look for tight supplies to continue through the week at least.
- Quality is holding up on green, there are some scarring issues with yellow.
- High winds from weather fronts the past few weeks have temporarily hurt squash fields.

TOMATOES

Field Grown Tomato

- Market dropping sharply. Best to be poised to react as quickly as possible.

Greenhouse

- TOV – very tight and the market is increasing.
- Hydro / Beef – continue to remain tight.
- Snacking varieties are also tight, specifically cherry.
- Cold weather in Mexico is the main contributor to availability issues and higher markets.