



## Dale's Market Update 1/30/19

### Apples

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

### Asparagus

- Peru continues to dwindle down on supplies, Mexico coming on with better supply
- Weather has been more favorable the last couple weeks in Mexico
- Harvest and production picking up momentum
- Look for market to stay firm and active for next 2 weeks
- 28# will be in more dependable volume end of February

### Avocados – Imported & Domestic

- Going into the biggest pull period of the year, any concern of trucking shortages in Mexico have been for the most part resolved and there is an excellent supply of very good quality Mexican fruit for the Super Bowl. As the weather may impact overall sales, we should continue to see a significant increase in consumption of avocados, especially west of the Mississippi. Expect good supplies through February and into March with prices expected to gradually increase.
- The California crop will be significantly down from last year. The total harvested ended up in the 310-million-pound range last year. This year, the California Avocado Commission's most recent estimate is about 160 million pounds which is about half of the volume as last year.

### Berries

#### **Strawberries** - Conventional

- **Florida:** Lighter production is expected for most of the week as cooler temperatures have been in the picture the last week and continue through mid-week. The back side of the week shows more favorable temperatures with no rain in the forecast until next Monday. Expect tight supplies this week and into next.
- **Mexico:** Production, on paper is set to increase starting this week and next. Cooler nighttime temperatures have kept this area from really coming on, but we do expect a gradual improvement of nighttime temps with ideal daytime temps.
- **Oxnard:** Oxnard is still on the mend from the rain events earlier in the month. Although that looked promising this week, we are now facing another forecast of rain for several days in row later this week.
- **Raspberries** - Conventional  
Steady numbers on raspberries this week with good production out of Central Mexico and Oxnard. Production is forecast to remain at the same or similar levels through February and then take a slight increase the first week of March.
- **Blackberries** - Conventional  
Decrease in production continues this week and will continue through February
- **Blueberries** - Conventional



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Steady production this week. Offshore arrivals look to remain steady this week and next and then start to decrease week over week.

### Broccoli

- Good supplies next 2 weeks. Recent favorable has improved production and quality. Crown sizing has improved considerably.

### Cauliflower

- Heavy flush this/next week has market bottomed out for the short term. After flush passes market will quickly strengthen. Market will continue to fluctuate and have strong volatility as temperatures during the winter months change quickly and dramatically.

### Celery

- Well below normal production continues through next month. Reduced planted acreage and lower yields due to weather and quality, will keep supplies tight and market elevated well above normal.

### California Citrus– Domestic

Good supplies as we begin to emerge from the rain the last few weeks. In looking at long term forecast we expect rain at the end of the week and through the weekend. We will be back into a rain market.

- **Navels:** Fruit size is running on the small side 88/113, we are seeing large fruit tighten.
- **Mandarins: Sumo's have started.**
- **Lemons:** Fruit is coming from D1, D2 and D3, overall fruit is small with 75ct fancy being a deal on the carton but not at a piece cost. 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
- **Organic Mandarin:** We are packing Murcotts and the fruit is very nice.

### Cucumbers

- Supplies coming from Mexico are picking up taking some of the pressure off importers in FL.
- Markets are remaining steady.
- Quality is good with all importers, inventories have been kept fresh and moderate temperatures in Honduras are producing good color on the fruit

### Grapes

We are all starting to see what the impact of the grape shortage has done to the markets and to our temperaments. We are doing everything in our power to make sure all of our members are getting fruit. This shortage, at some



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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 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. Another factor has been lower price commitments. At the beginning of the year several importers went out in advance at very aggressive prices. In an effort to cover and honor those commitments, the spot market was driven higher. On top of that, a few much larger retailers have reevaluated their season pricing and raised those levels adding further fuel to the fire.

### Green Beans

- Bean production has been delayed due to rains, but this shouldn't affect supply too badly.

### Green Bell

- Bell peppers are very tight due to wet weather.
- The effects of the storm that passed through the region just before the New Year are showing up now in reduced fields and on top of that the very wet weather/cold temperatures have delayed a lot of the harvest for the past week.
- Quality is still holding up, but size is trending smaller with very few jumbo and XL size being packed.
- Supply should be tight for a few weeks

### Leafy Lettuce (green, red, romaine)

- Good production next few weeks. Demand fairly good on green and red but still below normal demand on romaine. Previous cold weather continues to show its residual impact on quality which is epidermal peel! 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 favorable weather has enhanced production. Seeing slightly above weekly production numbers this/next week. Market very soft while production remains above normal. Previous cold weather continues to show its residual impact on quality which is epidermal peel! 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.



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### Organic Veg – California/Yuma (desert)

- Iceberg Lettuce – Limited supplies available, Market Steady
- Leaf-Limited supplies (expect pro-rates) Market Higher
- Broccoli- Decent supplies available, Market Steady
- Cauliflower- Decent supplies, Market Steady
- Celery/Celery Hearts- Extremely tight supplies, Market Higher
- Cilantro- Good supplies available, Market Steady
- Green Cabbage- Good supplies available /Market Steady
- Mix (Chards, Kales, Parsleys)- Good supplies- Market steady
- Red Beets- Good supplies available, Market steady

### Pineapples

- Market remains steady.
- Quality is good. Full range of sizes available. Promotable volume!
- More supply crossing Mexico is taking some of the pressure off eastern shippers but production has been once again slowed by the cold/wet weather over the weekend.

### Stone Fruit

- Volume has been very light; peaches, plums and nectarines are moving out of inventories at a furious rate. Initial volumes are not staying long in the warehouses as sizing and quality are good. Nectarines remain somewhat snug as we are awaiting arrivals to full orders. Light arrivals until 1/22 or so will remain constant, but should start to see better sizing and availability towards the first week of February. Peaches are always in better supply early then they make way for nectarines and become lighter. We are seeing a few red plums enter the markets, mostly in 50 size and smaller. Black plums arriving next week have good size and good varieties. Promotions on black plums beginning the first two weeks in February are a good bet.

### Tomatoes

#### **Greenhouse**

- TOV – very tight and the market is increasing
- Hydro/Beef – continue to remain tight
- Cold weather in Mexico is the main contributor to availability issues and higher markets