

# Dale's Market Update 6/25/18

## Apples

- Galas, Honeycrisp, Red Delicious, Gold Delicious, Pinks, Granny Smith, Fuji, Jonagold are available

## Asparagus

- Central Mexico will see rain for the next seven days – We should know early next week what effect the rain has on production.
- Gonzales, CA volume has started to drop due to seasonality – Their season will wrap up in the next two weeks.
- Washington State is done for the season.
- Peru volume is also going to stay steady and remain unchanged from its two growing regions (of Ica and Trujillo).
- Markets on both coasts are steady to lower due to local supplies, and Central Mexico has good supplies before the rain.

## Avocados – Imported & Domestic

- Steady supplies out of Mexico and California expected through the July 4<sup>th</sup> holiday and into the first weeks of July. The typical shorter Mexican 'Flora' crop will go into production in early July and pricing will rise and supplies will become tighter going into August. Although Peru was late in starting, their production is increasing to which will help supplies in August and September. Proper ad planning and volume projections will be critical going through the summer and into September.

## Bananas

- Market is stable and healthy.
- Supplies are good as production is beginning to peak.
- Quality is good!

## Berries

### Strawberries:

- Great production/Promotional volume in California.
- Organic volumes are primarily now in California. Santa Maria volumes are now past peak volumes. Watsonville volumes also are slowing down due to weather.

### Raspberries:

- Volume will get better due to better weather in California. Central Mexico has also started with some light volume. Baja Mexico will start end of this week also.

### Blackberries

- Conventional volumes overall have been challenged due to:
- Estimates have also come in lower as a result of weather in Watsonville. There is small production in Baja and California. California volumes start to fill in during the June timeframe but are behind.
- Georgia has also started but due to wet weather volume has been challenging
- Organic volumes production also came in lower last week due to the weather. Central Mexico is decreasing and will be done by mid-June. Baja and our California production which is in Oxnard have been increasing volumes. The Santa Maria and Watsonville and Salinas regions are all behind as well. Georgia volume also has been affected by wet weather

### Blueberries

- Volumes in Central Mexico will be done by mid-June. Baja will continue to trend downward thru June. California volumes are starting to peak. PNW looks to start around the middle of June. Availability is short in West.
- North Carolina/Georgia volumes are in peak and expecting to drop off quickly. New Jersey has started in a light way this week. Availability is short in the East.
- Organic volume in Baja is light will be decreasing to very minimal volumes. California peak is done and will continue to decrease. PNW should be starting the last week of June. Production is short in West.

## Broccoli

- Moderate supplies in CA as some fields came forward this week. However, some production in Mexico hampered by hurricane/heavy rain impacting overall supplies. Market has eased from recent week but remains very active. Mostly nice quality with good green color, occ branchy and loose beads.

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## Cauliflower

- Heavy supplies continue through this week then should moderate for next couple weeks. Attractive short-term deals.

## Celery

- Very good supply continues through the transition from Oxnard to Salinas. Production now centered in Salinas starting this week. Expecting very good production throughout the summer! Very nice quality and condition.

## Cherries

- Market will stabilize on Red cherries as the July 4<sup>th</sup> ads are shipping this week and next week. Volume will pick up on Rainiers. Market should drop the end of the month.

## California Citrus- Domestic

Please book ahead and we will get inspectors in shed. We have a complete summer citrus program ready to serve to you.

- **Navels** – are done we have moved 100% in Valencia's
- **Mandarins** – CA mandarins finished, shipping imported
- **Lemons** – supply is tight, book ahead as most sheds are not running everyday

## Imported Citrus

**Our program is supported by the eyes of three inspectors to make sure we are avoiding all of the issues that come with imported fruit.**

- **Mandarins** – Supplies are ok and improving weekly, quality is ok with brix 11.5-12 and improving.
- **Imported Navels** – first fruit will arrive at the end of June.
- **Imported Lemons** – Argentina lemons shipping, Chilean lemons arrive in July, CA shipping ongoing.
- **Limes** - we have supplies loading out of Philly and McAllen. TX.

## Corn

- Corn is abundant right now and quality is excellent. Weather has been great, mixed with the perfect amount of rain. A lot of suppliers are blowing out what they have in their coolers.
- Most growers will be looking to finish up next week, before moving north. Supply is excellent for the holiday as is quality.

## Garlic

- Steady, suppliers are good. No major issues to report

## Grapes

- **Mexican crop update:** The market for green grapes remains very strong while supplies of reds have improved for the short-term putting slight downward pressure on that market. However, there is still some uneasiness amongst growers surrounding the weather from Tropical Storm Bud. Rain is in the forecast for Friday and any significant precipitation could have a drastic impact on how the crop finishes. This short crop could suddenly get much shorter and we are still nearly three weeks away from the 4<sup>th</sup> of July and any noticeable supplies out of the San Joaquin Valley. The market is further complicated by some retailers raising prices to growers in an attempt to claim more fruit for their programs.
- Even if rain does not create major issues, supplies of reds for us are declining and greens will be very tight for the rest of the deal regardless of what happens with the weather. We hope to have product through the end of the month, but that is all subject to change in this roller coaster of a season.
- **SAN JOAQUIN VALLEY OUTLOOK**  
With lighter volume in Mexico, and in Coachella, and the weather in San Joaquin right now cooler than usual, we don't see a lot of volume coming out of Arvin, CA until closer to First week of July. End of June might be light for grapes and they are seeing retailers trying to lock "turn volume" for that time period so they don't run out. all as of now, everything looks good out of California.

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### Kiwi

- Steady, suppliers are good. No major issues to report

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

- Very good supplies and nice quality! Soft demand out west with regional deals going. Summer planting out West helps offset some of the expected lighter demand but good production keeps market very soft. Production in Salinas and Santa Maria.

### Iceberg Lettuce

- Light to moderate supplies, production slightly down from previous weeks with improved demand! Market significantly stronger. Good quality with cello weights ranging mostly 40-44lbs.

### Mangos – Imported

- Varieties out of Mexico, availability is getting better but pricing is still high.
- Markets are expected to level out towards the end of June.

### Melons

#### **Cantaloupe & Honeydew**

- Yuma/Maricopa is flowing with plenty of product of all sizes available 9/9/12's. Honeydews are being harvested but tighter as Mexican honeydews are crossing for another week.
- Cantaloupes 9/9J/12 (USA)
- Honeydew 5/6/8 (USA)
- Honeydew (Mexico)
- Specialty melons (USA)
  
- Cantaloupes (USA)

#### **Watermelons**

- Mexican (Loading in Nogales, AZ / McAllen, TX) continues to flow with good quality (brixing 10-12). New areas are being harvested letting Nogales continue for another 2 weeks. California/Arizona is beginning to scratch with bigger sizes available (36cts/45cts). Florida continues to have rain daily slowing production down. North Florida is just scratching with limited product available. Georgia is estimated to begin.
- FOB Nogales – 45/60
- FOB FL – 45/60ct bins

### Organic Veg – Lamont/Salinas

- Iceberg Lettuce – Good supplies available, Market Steady
- Leaf- Limited supplies on Green, Red and Romaine- Market Steady
- Broccoli- Decent supplies available, Market Steady
- Cauliflower- Tight supplies, Market Higher
- Celery/Celery Hrts- Tight supplies, Market Higher
- Cilantro- Good supplies available.
- Green Cabbage- Limited supplies available /Market Higher
- Mix (Chards, Kales, Parsleys)- Good supplies- Market steady
- Red Beets- Good supplies available, Market steady

### Pears – Domestic

- Danjous, and Red Pears from Oregon, and Washington are available

### Peppers

Florida is winding down for the season with offerings of only fair quality and smaller sized bells now. Georgia will see an increase in production this week providing the rains cease allowing growers to harvest with no delays. Mexico is finishing for the season with fair quality only (thin walls) and mostly small sizes. California (Coachella) is still into production with good

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quality and steady supplies. Transition in California from Coachella to Bakersfield and the coastal regions of California will start in another 7 – 10 days.

- Coachella, CA will continue with good production of red bells, yellow bells are also available from both Coachella, CA and Baja, CA.
- Hot House colored bell supplies from Mexico are in good supply (with their transition in growing regions), Canada's production of all colors will stay in good volume.
- Areas into production include the following: California, Canada, Florida, Georgia, Mexico

### Pineapples

- Availability is good. Peak sizes on 6s/7s
- Small seasonal decline expected for the summer and fall
- WI is still the best quality out there and the price reflects this. They also have the most storage volume out of all the areas.
- New crop Idaho Harvest is slated for first week of August. WI, CO is slated for Labor Day weekend.

### Stone Fruit

This past week has been challenging to say the least – with the cooler temperatures throughout the growing regions and the high demand of the Memorial Day pulls...it has made for exciting days!! Throughout the weekend and into next week our temperatures will start to rise just a bit – but will still remain fairly moderate. Nice to live in...but the crops need warmer temps to help the fruit come on stronger and to size up as well.

- **Yellow Nectarines** – Started the Zee Fire variety – very nice color and sweet good flavor. Sizing at this time is peaking on 56's.... with a few 48's. Once we get warmer weather – we will start to see larger sizing.
- **Yellow Peaches** – Packing the Crista and Honey Queen varieties. Supplies are steady – and will continue to be throughout the coming weeks. Sizing peaking on 56's...followed by 48's.
- **White Nectarines** – Harvest is off to somewhat of a slow start – but supplies will start to ramp up in the weeks to come. Week of 5/28 will be a big start for them with good volume coming. Sizing will continue to be primarily 64's... but will size up to 56's as the crop gets going.
- **White Peaches** – Next week will be a fair week but supplies will start to taper off at the end of the week. This variety will bring large yields and larger sizing too!!
- **Apricots** – Starting the Honey Gold variety bringing with it good volumes and good sizing throughout. Supplies will be steady for the next several weeks.
- **Apriums** – Golden Sweets – Good supplies – great sweet flavor – good sizing. Supplies will be steady for the next several weeks.
- **Pluots – Mottled** – Estimating to start **Honey Red Dino** first week of June. Reds/Blacks will follow about (5-7) days later.
- **Black Velvets** - Starting

### Tomatoes – Field Grown

- **Rounds** are steady. Expected to remain steady and eventually coming down in the next 2 weeks.
- **Roma** are very limited, main COO – Mexico.

### Tomatoes – Greenhouse

- Stem and Hydro are steady, suppliers are good, no major issues to report.