

The Source

April 8, 2013

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THINGS YOU
SHOULD KNOW:

COMMODITY
ALERT:

Small Granny-Smith
apples are extremely
short

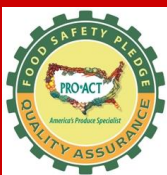
Weather: *Tim Lynch*

As high pressure builds out west very strong winds (25-40mph) will impact much of California through Tuesday. In Southern California forecasts suggest winds gusting up to 80mph today. Temperatures will range in the 60s along the coast and mid 70s to low 80s in the inland valleys through the week.



Freight: *Mike McIntire*

Trucks in California will remain tighter than normal as we finish up transition. Trucks in the Northwest are steady. Crude oil remained steady and is currently 93.11 per barrel. The national average on diesel fuel dropped to 3.993 per gallon last week. It should trend down again this week when the national average comes out later today.



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Commodity Updates

APPLES/PEARS *John Tole*

New York is still packing Golden Delicious, Red delicious, Red Rome's, McIntosh, Wine saps, Stamens, and Empires. The availability remains fair and most of the fruit is heavy to the larger sizes other than the McIntosh which have ranged in size. The larger New York shippers are still expecting to pack through April. Washington Reds are steady and are still peaking on extra-fancy 88/100's. The smaller sizes & lower grades remain relatively short. Golden's are steady and are still heavy to extra-fancy 88/100's. Lower grade Golden availability is fair. Granny-Smiths are steady and are still heavy to higher grade 64-80's. Small and the lower grade Granny's are still very limited. Galas are still peaking on 80-100's and the Washington extra-fancy grade. The Gala market is steady and the demand remains very strong. Washington Fuji's are peaking on 64-80's and are producing more of the Washington extra-fancy grade. Fuji volume is up this year and there are still deals to be had. Pink-Lady's, Cameo's, Jonagolds, Braeburns, Rome's, and the other varieties are still available with most suppliers but some are finishing up. Washington D'Anjou's are still peaking on the larger sizes and the US#1 grade but the availability is down as we approach the end of the season. A few Bosc pears remain and the remaining fruit is of the US#1 grade and mostly 110's and larger. There are also a few Red pears.

ASPARAGUS *Gabe Romero/Mike Pacheco*

This market has remained unchanged. Mexico supplies have lessened, however domestic supplies have picked up. Peruvian grass is available in LA, as well. Expect good supplies throughout the week. Suppliers are listening to offers on large volume type orders. This is a good commodity to promote.

AVOCADO *Tim Kelley*

Mexico is holding steady on harvest and supplies coming into the US. California growers are still waiting to gain size to their fruit, but we are starting to see a better harvest on 48's coming in. Size is still heavy to 60's and 70's. They will continue to increase volume as we move through the month. The market looks to be stabilizing 48's and larger fruit.

Commodities at a glance...

<u>Commodity</u>	<u>Quality</u>	<u>Market</u>
Apples	Excellent	Steady
Asparagus	Good	Steady
Avocado (Mexican)	Excellent	Steady
Avocado (California)	Excellent	Steady
Bell Peppers (Western)	Good	Steady
Bell Pepper (Eastern)	Good	Steady
Berries: Strawberries	Good	Steady
Berries: Raspberries	Good	Steady
Berries: Blackberries	Fair	Steady
Berries: Blueberries	Fair	Higher
Broccoli	Good	Lower
Carrots	Good	Steady
Cauliflower	Fair	Steady
Celery	Good	Lower
Citrus: Lemons	Good	Steady
Citrus: Oranges	Good	Steady
Cucumbers (Western)	Good	Steady
Cucumbers (Eastern)	Good	Steady
Eggplant	Good	Steady
Grapes, Green	Fair	Steady
Grapes, Red	Good	Steady
Green Onions	Fair	Steady
Lettuce: Leaf	Good	Lower
Lettuce: Iceberg	Fair	Lower
Melons: Cantaloupe	Good	Lower
Melons: Honeydew	Good	Lower
Onions	Good	Steady
Pears	Good	Steady
Potatoes	Excellent	Steady
Squash (Western)	Good	Steady
Squash (Eastern)	Good	Steady
Stone Fruit	Good	Higher
Tomatoes (Western)	Good	Steady
Tomatoes (Eastern)	Fair	Steady
Watermelon	Good	Steady

Commodity Updates continued

BELL PEPPERS

Western Bells: *Mike Cantu*

Green bell market is very unsettled; market is moving upward on large fruit. Supplies are mostly on choice and smaller fruit. New spring crops are around the corner. Open field colored Red bell market is settling due to better weather and increased production from new districts. Wide range of pricing and quality. Gold bells market continues unsettled as production is sporadic. Slight demand exceeds.

Eastern Bells: *Janine Baird*

The pepper market continues its climb as south Florida product begins to dwindle and the Nogales dries up. We could see this market continue to rise until Plant City area is ready to go in another couple of weeks.

BERRIES *Mike Gorczyca*

Strawberries: Strawberries are being harvested out of Oxnard, Santa Maria and Salinas/Watsonville areas currently. Some growers in the Oxnard area have switched their fields to freezer due to quality and market conditions. Best quality is coming out of Santa Maria. Market is steady to slightly firmer with a split market starting. The Santa Maria and Salinas/Watsonville growing areas getting a premium due to better quality and larger fruit. All growing areas are getting hit with high winds gusting to 40 miles hour today into Tuesday. Then a short lived warming trend into Thursday with cooling followed into the weekend.

Raspberries: The main area that raspberries are coming out of currently is Mexico with limited supplies in Oxnard and Salinas. Supplies are still limited and will be for the next couple of weeks. Quality is being reported as good. Market is steady but firm

Blackberries: Supplies are starting to improve with most shippers. Market is steady. Some shippers still have limited supplies but that should improve as this week moves on. Quality is fair with a few good lots.

Blueberries: Chilean supplies of blueberries are done for the season. Florida and California have started with limited but building supplies. Market is firm but will start to weaken over the next week or two as supplies build out of these new areas. Quality is being reported as good.

BROCCOLI *Gabe Romero/Mike Pacheco*

This market is softer. Better deals are being offered in Santa Maria. Production has picked

up in Salinas compared to the previous week. Supplies in Yuma are finished. The overall quality is reported as being good.

CARROTS *Tim Kelley*

California carrot supplies are lighter will yields lower and sizing is small. Demand remains good and market is rising.

CAULIFLOWER *Gabe Romero/Mike Pacheco*

This market is firm. The lightest supplies exist with the twelve counts, and this sizing is commanding a higher price. Supplies out of Yuma are finished. Salinas and Santa Maria are light in availability. There continues to be sporadic reports of brown spotting being reported upon arrival.

CELERY *Gabe Romero/Mike Pacheco*

This market is softer on large sizing celery. Supplies are good out of the Oxnard region. Supplies in Yuma are finished. Salinas has not yet begun production. Small sizes, 36s and smaller are commanding a higher price with most suppliers. The higher price on the small sizing, it should be noted is twice the cost of a twenty-four count pack.

CITRUS *Tim Kelley*

Lemons: The Ventura and the Central Valley are now the lemon producing areas. Volume is good on the small sizes of 165's and 200's, while the larger sizes are less abundant. We are seeing good demand. Quality is good.

Oranges: The Navel crop volume is good. Fruit quality and flavor is very good. Fruit is currently peaking heavy to the Fancy grade and on 88's/72's/113's, with 56's and larger are very tight with heavy export demand.

Limes: Supplies look to be a little better to start the week off. Still some quality issues showing. Demand still is good.

CUCUMBERS

Western Cucumber: *Mike Cantu*

Market is settling down as weather and production have improved. Market is not freefalling but gradually coming off.

Eastern Cucumbers: *Janine Baird*

The cucumber market seems to have settled with plenty of availability, with the exception of the #1 product. With more domestic product available in Florida and markets dropping out

Commodity Updates continued

west, we should see this market progress downward through the week.

EGGPLANT

Western Eggplant: *Mike Cantu*

Market is on an upward tick. Demand exceeds current supplies.

Eastern Eggplant: *Janine Baird*

The eggplant market continues to be strong as supplies out of South Florida dwindle. This market will tighten up continually until the spring deal gets going farther north.

GRAPES: *Amy Grolnick*

The strike is over in Chile. However, we will see effects from it with several shippers gapping about 10 days on arrivals starting April 15. With the market order April 10 as well we will see fewer grapes coming in anyway, especially on the greens. Look for the market to strengthen at the end of this week into next week on both the red and green grapes. The black grape market has strengthened and is firm. Globes are available with good quality.

GREEN ONIONS *Gabe Romero/Mike Pacheco*

This market is steady, like the previous week. Supplies are good with most suppliers out of the Mexico region. Overall, supplies are expected to be good for the week. There continues to be issues of yellowing, slime and decay being reported upon arrivals. The complaints are sporadic.

LEAF LETTUCE *Gabe Romero/Mike Pacheco*

Romaine and romaine hearts continue to have strong availability. Huron has good production and Salinas' production is picking up. There is light availability in Yuma if needed. Good supplies do exist on red and green leaf as well. Expect good production numbers throughout the week with all leaf items.

LETTUCE *Gabe Romero/Mike Pacheco*

This market is on the soft side. Some suppliers are better off than others, and a spread of two dollars is being seen in the marketplace. Supplies are good out of Santa Maria, and Huron. Expect supplies in Yuma to be finished by Wednesday or Thursday of this week with the few shippers remaining in this area. There continues to be complaints on mechanical

damage, pink ribbing, and epidermal peel, though the complaints have been much less than in past weeks. The weights in Huron have been reported at 38-42#s.

MELONS: *Amy Grolnick*

Cantaloupe: The market is steady to lower with good availability and quality this week. The west coast has better supplies this week as well.

Honeydew: Both offshore and Mexican dews are available with good supplies this week peaking to large fruit.

ONIONS *John Tole*

Washington and Idaho/Oregon is both steady on yellows but will flex a little for volume. Texas yellow volume is increasing and that market is lower. Most Texas packers are peaking on jumbo yellows. The California desert shippers still expect to begin harvesting yellows the week of April 15th and could start packing that week if the weather cooperates. Reds are steady but strong in Texas and the northwest. Texas/Mexican red volume is still limited and the northwest as well. Expect the red market to stay strong until California's Imperial Valley hits its volume in approximately four weeks. Whites are steady in the northwest and the supplies remain short. Mexican whites are steady but supplies are still light. The onion quality has been good in all areas and on all colors.

POTATOES *John Tole*

Idaho Norkotahs are steady on all sizes but the volume is limited because only a few shippers are packing them. Burbanks are steady on the larger sizes and higher on 80's and smaller. Idaho continues to peak on 70-count and larger in both variety's. Most Idaho shippers are still packing Burbanks. The Washington market is steady on all sizes and they continue to peak on the larger counts. Colorado is also steady 70-count and larger and slightly higher on 80's and smaller. The russet quality has been good to excellent in all areas. The Bakersfield, California packers have started packing new-crop desert potatoes. Expect the California volume to increase as the week goes on. Florida continues to pack all colors but the availability remains light due to strong demand.

Commodity Updates Continued

The markets for all three colors are steady to higher. North Dakota is still packing reds and gold's but the quality is variable. The new crop quality has been good in Florida.

SQUASH

Western Squash: *Mike Cantu*

Market continues unsettled on both Italian and Yellow S/n increasing supplies on Italian squash is pressuring this market downward. Yellow s/n squash continues with wide range of quality and pricing.

Eastern Squash: *Janine Baird*

The market on green squash has loosened up and yellow is finally following suit. Central Florida / Plant City area will begin working some squash by the end of the week.

STONE FRUIT *Amy Grolnick*

Offshore fruit will continue with arrivals through the end of the month. Most fruit is peaking to 50's and larger. Peaches, nectarines and plums are available. The early California season will start in the next few weeks with peaches and nectarines, and better varietal fruit coming on at the beginning of May. Cherries will start with the brooks varietal at the end of this month. Apricots will get going around the first or second week of May.

TOMATOES *Aaron Aliotti*

Western: Mexico's volume crossing the border has increased with larger sized tomatoes slightly behind other sized fruit. Grape and cherry tomatoes vary in quality and are in light supply. Currently the quality for round tomatoes is fair and expected to progress when Jalisco begins its picks. Good weather is expected inland with temperatures in the 80s and sunny skies while there is a 20% - 40% chance of showers in Northern Baja as soon as Sunday this week.

Eastern: Florida's cool weather patterns have cause crops to continue yielding smaller sized fruit of good quality over the past few weeks. Grape and Cherry tomato volumes are slightly down and are expected to return to normal levels with expected warm weather coming though Florida this week. Possible rain will return the end of next week with a speculated cold front bringing possible thunderstorms around April 16.

VALUE ADDED *Gabe Romero/Mike Pacheco*

The supplies on lettuce are good. The Romaine supplies are excellent and the quality is expected to be better in Huron. Broccoli supplies have increased with some suppliers. The cauliflower supplies are light and this pattern of production will continue throughout the week.

WATERMELON *Mike Cantu*

Market continues unsettled but availability is improving. Demand exceeds on s/less watermelon. Northern area is scheduled to start within a week. Supplies however continue light. Availability on seeded watermelon is sporadic.