



**THINGS YOU
SHOULD KNOW:**

**COMMODITY
ALERT:**

Small Granny-Smith
apples are extremely
short

Seeder is an issue
with celery that all
suppliers are dealing
with. This is an
industry wide issue



The Source

May 8, 2013

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Weather: *Tim Lynch*

A fairly typical spring weather pattern will take shape in California as a weak ridge of high pressure builds into next week. The result will be a gradual warming through the weekend. Temperatures will reach the 80s to low 90s inland with low 70s expected near the coast with typical marine layer each morning.



Freight: *Mike McIntire*

Trucks in California continue to remain tighter than normal as we see less and less trucks running into California. Trucks in the Northwest are steady. Crude oil remained steady and is 96.15 per barrel. The national average on diesel fuel remained steady and is currently 3.845 per gallon. California price remained steady as well and is now 4.001 per gallon.

Commodity Updates

APPLES/PEARS *John Tole*

New York is finished packing for the season. Washington Reds are steady to slightly higher and continue to peak on extra-fancy 88/100's. The smaller sizes and lower grades remain short especially now that the varietal supplies are low. Golden Delicious is steady to higher as well and is also peaking on extra-fancy 88/100's. Lower grade Golden's are also short. Granny-Smiths are also steady to higher and continue to peak on extra-fancy grade 64-80's. Small granny-smiths are still extremely limited in all grades. Galas are still heavy to the 80-100 sizes but supplies are very limited. Washington Fuji's continued to peak on 64-80's and are producing more of the Washington extra-fancy grade. The market for small Fuji's is higher. Pink-Lady's, Braeburns, Rome's and the other varietals are almost finished for the season. Washington D'Anjou's are still peaking on the larger sizes and the US#1 grade but the availability is light esp. on the 110's and smaller. There are a few Red pears left but supplies are very limited.

ASPARAGUS *Gabe Romero/Mike Pacheco*

This market is active. Domestic supplies are moderate at best and Mexican supplies are light. Better pricing with Peruvian product exist, loading out of Florida if this is an option. Twenty-eight pound cases are extremely tight with all suppliers. Mexico supplies continue to have issues with quality.

AVOCADO *Tim Kelley*

Mexico is holding steady on harvest and supplies coming into the US. California growers are harvesting good volumes on 48's and smaller fruit.

BELL PEPPERS

Western Bells: *Mike Cantu*

Green bell market is very unsettled; market is settling. Supplies are mostly on choice and smaller fruit. New spring crops are currently shipping. Southern California has started with mostly large fruit available. Open field colored Red bell market is strong and on an upward trend. We're at extreme demand exceeds as fields are sizing down and approaching lighter supplies the next couple weeks. We expect Southern California to start mid May. Gold bells

Commodities at a glance...

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

Commodity Updates continued

market continues unsettled as production is sporadic. Demand exceeds.

Eastern Bells: *Janine Baird*

The pepper market remains stable. Quality on the new crops out of Plant City has been excellent while there continues to be issues on the South Florida product.

BERRIES *Mike Gorczyca*

Strawberries: We are in a demand exceed situation with strawberries due to heavy demand for Mother Day. Demand will start to lighten up slightly going into the weekend then pick right back up for Memorial Day. Market is very active. Quality is being reported as good out of Santa Maria and Salinas/Watsonville growing areas. The weather is to warm up slightly by the weekend. Sizing out of Santa Maria and the Salinas/Watsonville is running large to medium.

Raspberries: Supplies have started to improve with a slightly weaker market. Quality is being reported as good.

Blackberries: We are in a demand exceeds supply situation as supplies are winding down quickly in Mexico and California is still a few weeks away before they start to harvest. Quality is being reported as fair to good depending on the lot.

Blueberries: Florida growers are starting to finish up for the season. They also have been getting hit with rain which has slow production. This has caused the market to firm up. Quality out of this area is fair. Georgia growers are going but have been slowed down by the rain. Once the weather clears, there are good supplies coming. Quality is being reported as good. California growers have started with building supplies. Market is starting to steady. Quality is being reported as good.

BROCCOLI *Gabe Romero/Mike Pacheco*

This market is steady, like the previous week. Demand was expected to pick up due to the Mother's day pull, but this just did not happen. Supplies are only moderate on bunched product. There is a good on crowns however. . Some suppliers are expecting this market to turn around by the end of the week. The overall quality is reported as being good.

CARROTS *Tim Kelley*

California carrot supplies are lighter will yields

lower and sizing is small. JBO carrots are short in supply. Demand remains good and market is firm.

CAULIFLOWER *Gabe Romero/Mike Pacheco*

This market is steady. Stronger supplies continue to be available, twelve counts in particular. Salinas and Santa Maria continue to be the main growing areas for this commodity. There have been some reports of brown spotting being reported upon arrival. Good production numbers are expected throughout the week.

CELERY *Gabe Romero/Mike Pacheco*

This market is firm. Seeder continues to be a major issue with this commodity. **All** suppliers are dealing with this. Although supplies are mostly coming out of Oxnard, Santa Maria is coming in with some production. Salinas has not yet begun harvesting. All sizing is up in price. This market will likely be active throughout the week.

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 is starting to run short on small size, 113's/138's fruit. Fruit is currently peaking heavy to the Fancy grade and on 88's/72's, with 56's and larger are very tight with heave export demand. Shippers are starting Valencia in a light way.

Limes: Supplies are better on smaller sizes, but the larger ones are still very short. Still some quality issues showing. Demand 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*

As South Florida winds down and Georgia is still a week away from working any cukes, this market is strengthening. Central Florida has started showing the initial signs of demand exceed supply and that trend is expected to follow through the next several days.

Commodity Updates continued

EGGPLANT

Western Eggplant: *Mike Cantu*

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

Eastern Eggplant: *Janine Baird*

Though the eggplant market looked to be dropping for awhile, it has evened back out as the shipper continues to struggle for quality eggplant. No real change is expected for another week or two.

GRAPES: *Amy Grolnick*

Good availability and quality on Crimson grapes continues this week. The offshore green grapes are very limited on fair quality fruit and the market is very strong. There is a limited amount of Mexican green Perlettes now crossing into Nogales, the market is very strong. Offshore grapes will finish up mid to the end of the month on red. Domestic red flames have started in a very light way in Coachella with small fruit, limited volume and a very high market. The black grape market has all but finished for the offshore fruit. Globes are available with good quality. Both crops look to have good volume and quality.

GREEN ONIONS *Gabe Romero/Mike Pacheco*

This market is steady. Supplies are good as demand has fallen off. There are a few issues of yellowing, slime and decay being reported upon arrivals. The complaints are sporadic. Good production numbers are expected throughout the week.

LEAF LETTUCE *Gabe Romero/Mike Pacheco*

Romaine and romaine hearts will be in good supplies throughout the week with most shippers. Salinas is the main area of production with most suppliers. Santa Maria also has production on all leaf items. Good supplies do exist on red and green leaf as well. Pricing is steady. Expect pricing to be competitive throughout the week.

LETTUCE *Gabe Romero/Mike Pacheco*

This market is steady. Most suppliers are willing to deal on load volume orders. The weather conditions aside from a few high winds this past weekend has been ideal. Lettuce production is strong. There continues to be a few issues on mechanical damage, heavy weights, and pink ribbing, been seen upon arrivals. The quality has been sporadic

amongst the different suppliers in the Salinas valley.

MELONS: *Amy Grolnick*

Cantaloupe: The market is steady this week. There is still a good supply of offshore fruit on the east coast with limited availability out west as vessels are late and getting held up by inspections. We should continue to see offshore fruit available through next week. There are Mexican cantaloupe available loading in Nogales with good availability. Brawley has started up in a very light way with the first of the domestic fruit.

Honeydew: Offshore dewes are cleaning up with most shippers but we should still have some availability with a limited number of shippers through next week. Mexican dewes are still available in Nogales mostly peaking to small fruit. Domestic fruit should be available by the end of May.

ONIONS *John Tole*

California is mostly steady on jumbo yellows and is lower on Colossal & Supers. Mediums are limited in California. Texas is also lower on yellows but supplies are spread between the valley and the Winter garden area. Washington still has some jumbo yellows but is finished with reds. California is steady on reds while Texas is down slightly. Jumbos are the bulk of the red supplies in both states while mediums are limited. Whites are steady in both California and Texas. The onion quality has been good in all areas and on all colors.

POTATOES *John Tole*

Idaho cartons are steady to slightly higher on all sizes. Most shippers are peaking on 80-count and smaller. Demand has been steady. There are volume deals on small #2's and consumer bags. Idaho Norkotahs are extremely limited. Washington is steady to slightly higher on all sizes and they continue to peak on the larger counts. Colorado is steady on all sizes and they also continue to peak on 60's and larger. They have taken some of the demand for big counts from Idaho. The russet quality has been good to good to excellent in all areas. Bakersfield, California continues to pack new-crop desert red, gold, and white potatoes. California reds are larger while the gold's and whites are smaller. Florida continues to pack all colors but the availability

Commodity Updates Continued

is light as the end of the season is approaching. The markets for all three colors are steady. Idaho is almost finished. The new crop quality has been good in Florida & California.

SQUASH

Western Squash: *Mike Cantu*

Market continues unsettled on both Italian and Yellow S/N. Lighter supplies of yellow s/n as some older fields have played out. Italian squash showing an upward tick as some older fields play out also.

Eastern Squash: *Janine Baird*

The market on green and yellow squash has nudged up a bit. Unseasonably cool temperatures in South Georgia are preventing that crop from coming on and the quality out of South Florida has been dismal.

STONE FRUIT *Amy Grolnick*

The California stone fruit season is started and still somewhat limited on nectarines and peaches. Apricot volume is increasing but still mostly small fruit. Quality is excellent and sugars are ok. Brix will continue to increase over the coming weeks as will volume. Fruit is still running small mostly 60's and 70's. June will have good promotable volume. Cherries are going with limited availability as well.

TOMATOES *Aaron Aliotti*

Western: Mexico's supply remains limited and larger sizes remain scarce. Prices are near premium for quality fruit due to late season pickings in Nogales and grape and cherry tomatoes are experiencing strong demand. Prices will firm up even more in the coming weeks until quality improves and supplies increase.

Eastern: The forecast for larger sized fruit over the next few weeks remains light on larger sized fruit. Newer crops being harvested in the Palmetto/Ruskin region are coming online, however rain is causing harvest delays and plants are producing smaller sized fruit due to poor weather in previous weeks. Quality varies and is reported as average.

VALUE ADDED *Gabe Romero/Mike Pacheco*

The supplies on lettuce will be strong throughout the week. There have been a few issues on quality. The Romaine supplies are good. Most of the leaf is now being harvested

in Salinas. Broccoli supplies have increased with some suppliers. The cauliflower supplies have picked up and there will be plenty to fill the processors needs.

WATERMELON *Mike Cantu*

Market continues unsettled but availability is improving. Larger fruit are light supplies due to cool evenings. Demand exceeds on s/less watermelon. Supplies however continue light. Availability on seeded watermelon is sporadic.