



# The Source

November 21, 2012

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**THINGS YOU SHOULD KNOW:**

**COMMODITY ALERT:**

Stem strawberries are very limited due to small sizing currently in California

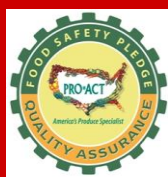
Industry wide problem with quality and supplies of strawberries shipping out of California. Lowest production point of the year currently

Stone fruit is done for the season

Melons finishing up in the desert and moving to offshore fruit

Limes supplies have drastically dropped due to rains in the Mexican growing areas

Cauliflower supplies are extremely tight with prices going up daily due to raw product supplies



## Weather: *Tim Lynch*

A Pacific storm system approaching the West coast will bring moderate rainfall to Central California today. Southern California will remain dry with slightly cooler temperatures and breezy conditions into weekend as this system moves out. These systems will remain well north of the desert growing regions as they increase production next week. The desert regions will see mostly skies with temperatures slightly above normal in the high 70s to low 80s through the weekend.



## Freight: *Mike McIntire*

Trucks in California have tightened up and will remain tight thru the Thanksgiving holiday. Trucks in the Northwest and Idaho remain tight and will most likely remain that way throughout the fall season. Crude oil remained steady and is currently 86.84 per barrel. The national average remained steady and is currently 3.976 per gallon while California dropped slightly to 4.142 per gallon.

# Commodity Updates

## **APPLES/PEARS** *John Tole*

New York continues to pack Gala's, Empires, Golden Delicious, Macouns, Red Delicious, and McIntosh. They also have limited numbers of Cortlands, Staymens, Crispins, and Red Romes. All New York varieties are large except the McIntosh which is small. Washington Reds are still peaking on Premium grade 88's & 100's. The availability for small lower grade fruit is better but they are still limited. Golden are peaking on size 88/100's and the Washington extra-fancy grade. The Golden's are yielding lower grade fruit. Washington Granny-Smith is still heavy to Premium grade 72's & 80's. The lower grade Granny availability is better although 125's and 138's are still limited. Gala's are producing more of the Washington extra-fancy grade and are peaking on 80-100's. The demand for small lower grade Gala's still exceeds supplies. Washington Fuji's are heavy to 64/72/80's and are producing more of the Washington extra-fancy grade. Pink-lady's, Cameo's, Jonagolds, Braeburns, Romes, and Jazz are also available in Washington. California still has Pink Ladies and they are peaking on extra-fancy 100/113's. Washington Bartletts are still producing mostly 110 and larger fruit. Washington D'anjous is also heavier to the larger sizes. Bosc and red pears are also available.

## **ASPARAGUS** *Gabe Romero/Mike Pacheco*

The market is steady but prices remain high. Demand exceeds supply. Jumbo sizing is not available in Yuma. Peruvian jumbos can be purchased in LA and Miami if desired. Standard sizing is the most readily available. There is a 2 tiered market with product from Mexico and product from Peru. Prices are higher on the Mexican asparagus out of the West Coast. Peruvian product out of Miami is a few dollars cheaper. Mexican grass will continue to be light to moderate in supplies throughout the week.

## **AVOCADO** *Tim Kelley*

Mexico continues with good volume. California has only very limited availability as most shippers are finished. We are starting to see some limited supplies of Chilean fruit starting to hit the market. Mexican fruit remains the major supplier and aggressively priced.

## Commodities at a glance...

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

# Commodity Updates continued

## **BELL PEPPERS**

**Western Bells:** *Jaime Contreras*

Green bell market is on an upward trend. Expect lighter supplies on larger fruit as some growers are sizing down on current fields and/or transitioning to other districts which will affect availability. Expected weather disturbance in California may affect harvesting and production. Light crossings through Nogales; expect increased volume next couple of weeks. \*Colored Red bell market is on an upward trend. Growers are anticipating slightly lighter production as older districts are playing out and cold weather passes through. Coachella is starting up first/ second week of November. We expect cooler temperatures and some rain which will slow some harvesting. Extreme Demand exceeds market. Gold bells are settling but, they continue demand exceeds supplies.

**Eastern Bells:** *Janine Baird*

Florida is starting to ramp up their pepper volume as both south and central Florida are working pepper. Quality has been excellent on the new crop pepper and remains good in Georgia as well. Demand is steady and prices should remain at the current levels for the better part of the week.

**BERRIES** *Mike Gorczyca*

**Strawberries:** We have entered the lowest production point of the year for strawberries. Harvest numbers have dropped over 50% from October. We will see extremely light supplies for the next 4 to 6 weeks. The intermittent inclement weather in Mexico as well as the unseasonably cool wet weather in California has not helped this situation. Sizing continues to run very small and quality is marginal. Stem berries will be non-existent for the foreseeable future. Most shippers are switching to 8/1# berries and subbing for other packs in order to extend their ability to cover orders; as well as protect the quality of the fruit. We expect to see this continue well into the near term as normal production does not begin to ramp up until the first few weeks of December.

**Raspberries:** Lighter demand with moderate supplies is keeping this market steady. Quality is being reported as good to fair.

**Blackberries:** Supplies range from plentiful to fairly tight depending upon which shipper we

are dealing with. Despite this inconsistent supply quality remains good across the board. We currently have a wide range in price and expect that to continue for the near term.

**Blueberries:** Supplies have tightened up for most shippers. Market is stronger with limited availability. Quality is being reported as good. The main pack size is 6oz with a few 4.4oz being packed.

**BROCCOLI** *Gabe Romero/Mike Pacheco*

This market is stronger as Salinas finishes and the Yuma growing region not quite ready yet. Prices will remain strong all week. Santa Maria has production if desired. Overall, the quality has been favorable with little to no major issues worth reporting. Yuma production will be mostly non-existent until later this week.

**CARROTS** *Tim Kelley*

California carrot supplies are beginning to lighten. Demand is much better as other growing regions finish for the season. Market is rising.

**CAULIFLOWER** *Gabe Romero/Mike Pacheco*

This market is extremely active with all suppliers. Supplies are light to moderate at best. Demand is up. There have been complaints of brown spotting in some lots. As the Salinas season is finishing this week, there are supply issues in Yuma as product is not ready to harvest. Supplies will remain tight all week.

**CELERY** *Gabe Romero/Mike Pacheco*

This market is steady. Smaller sizing, 36s and smaller continue to have the lightest availability. The supplies on 24 counts have tightened up with many suppliers. Salinas and Santa Maria production continues. Oxnard's production has picked up. The reports on quality have been good out of the Oxnard region.

**CITRUS** *Tim Kelley*

**Lemons:** Ventura crop harvest is done. The Desert crop volume is good. Size continues to be heavy on the smaller fruit (140 and smaller). Quality is good and improved availability on the larger fruit is beginning to show with some shippers.

# Commodity Updates continued

**Oranges:** The Navel crop volume is continues to increase as more shippers begin packing. Fruit is testing well, but color is improving with the cooler nighttime temps that growing areas are now getting. Fruit is currently packing on heavy to the Fancy grade and peaking on the smaller sizes. 72's and larger are still limited.

**Limes:** Supplies have drastically dropped this week due to rains in the growing regions in Mexico. Many shippers are not receiving any at all this week and others only very limited volume. The market has made a big jump for what is available.

## CUCUMBERS

**Western Cucumber:** *Jaime Contreras*

Market is steady; production has increased as well as new acreage coming online. Cucumbers have started crossing through Nogales good quality though, has kept market up on good lots. This week's cloudy and slightly cooler weather will slow down production in the Mexican growing areas. Weather on the west coast has also hampered production and harvesting.

**Eastern Cucumbers:** *Janine Baird*

Florida is into good volume on cukes now and Georgia is still working. Demand remains steady and market should remain at the current levels for the better part of the week.

## EGGPLANT

**Western Eggplant:** *Jaime Contreras*

Market is unsettled and we anticipate an upward tick in the Market. Expect lighter supplies on large fruit due to field production sizing down. Light supplies crossing through Nogales; excellent quality on first crossings. Cool weather will slow down production in both Southern California and Mexican growing areas.

**Eastern Eggplant:** *Janine Baird*

Georgia is finishing up with their eggplant for the season and Florida's cooled weather has brought about a very slow start to their eggplant season. With limited supplies and good demand, we should see this market stay strong.

**GRAPES:** *Amy Grolnick*

The market is steady on grapes as the Thanksgiving ads have ended. Most shippers have finished their harvest for the season on

both red and green and are pulling from storage. Color is a little better than it has been but still mostly 80-85%. Greens continue to be limited, Brazilian green have started with good quality but still very pricey. Black Seedless with good supplies and Red Globe are limited.

**GREEN ONIONS** *Gabe Romero/Mike Pacheco*

This market is stronger. Suppliers have lightened up out of Mexico. We have a split market currently as the pencil onions seem to be readily available while the larger sizes are tighter.

**LEAF LETTUCE** *Gabe Romero/Mike Pacheco*

The market is steady as we move from Salinas to the Yuma growing region. Quality should get better as the week progresses and we have moved out of the Salinas Valley. Sizes and weights are reported to be good out of Yuma. The weather has been ideal for growing.

**LETTUCE** *Gabe Romero/Mike Pacheco*

This market is stronger. Weights on palletized range from 38-42#S. Issues on lettuce continue to center on brown butts, discoloration and ribbing. Most shippers are ahead of the Seeder problems. Yuma is the main growing area for this commodity now.

**MELONS:** *Amy Grolnick*

**Cantaloupe:** The desert is finishing up their season by the end of the month. Offshore fruit has started coming into the Pompano area with good availability on the larger sizes. There is also some limited availability on large Cantaloupe out of the West Coast. Quality is good on the first shipments we're seeing in.

**Honeydew:** Good availability of Mexican honeydew coming in with shippers looking to move the fruit. The desert is finishing up with good quality and availability mostly to the smaller sizes. Offshore has started on the East Coast with mostly large fruit available.

**ONIONS** *John Tole*

Idaho/Oregon & Washington are steady and strong with limited availability this week. The demand is lighter now with most shippers being closed after today the availability is low. Jumbo & medium reds are steady in both areas and mediums are still short. Whites are steady but strong due to light packing schedules this

# Commodity Updates continued

week. The quality has been good in all areas and on all colors.

## **POTATOES** *John Tole*

The Idaho market is flat on all sizes and in both varieties. They are still peaking on 70's and larger and are short on the smaller counts. The Washington market is also steady on all size and they are also heavier to the larger counts. Colorado is also producing more of the larger counts and is more limited on 80's and smaller. The Colorado market is steady on all sizes as well. Expect Colorado to continue to follow the Idaho market. The russet quality has been good to excellent in all areas. Stockton, California is still packing whites and golds. Both varieties are still heavier to A-size. Washington, Wisconsin, and Minnesota continue packing pack new-crop reds & golds and they are all mostly steady and also have better availability in the A-size. Idaho reds and golds are also both peaking on A-size and the availability is good. B-size is limited in Idaho for both varieties. The colored potato quality has been fairly good to excellent in all areas.

## **SQUASH**

### **Western Squash:** *Jaime Contreras*

Market continues unsettled on both Italian and Yellow S/n. Weather in both Southern California and Mexico will slow down supplies this week. Supplies are improving as new acreage begins harvesting but, some current growing areas are experiencing un-anticipated gaps. California continues with light production from Coachella, Ca. New acreage coming online from Coachella this week, light numbers expected.

### **Eastern Squash:** *Janine Baird*

Mostly Georgia growers are done with their squash fields and volume in Georgia is dropping off considerably. Cool weather in Florida has slowed down the squash considerably, leading to a very tight market on squash, particularly the green. As weather warms up through the week, we should see more availability.

## **STONE FRUIT** *Amy Grolnick*

Domestic fruit has finished for the season. There are both Hichiya and Fuyu persimmons and pomegranates available with good availability and quality.

## **TOMATOES** *Aaron Aliotti*

### **Western & Eastern:**

The tomato market is steady this week with Florida helping the transition of rounds from California. Demand remains very good as California cleans up their last pickings. Florida growers/shippers are not quite at 100% of production, and we are still a few weeks away from full production in Mexico. We are seeing overall good demand with the holidays amongst us and continue to anticipate a stable market as more growers come on line. Mature greens from Florida are rumored to be of excellent quality with loads shipping this week but remain a little tight in the West. Buyers remain optimistic as production ramps up in Florida in the coming weeks. Roma tomatoes have been up and down in the last several weeks but should see some stability as additional production begins. Grapes and Cherries are both of good supply and excellent quality.

## **VALUE ADDED** *Gabe Romero/Mike Pacheco*

The quality on lettuce is up and down, but there is enough to fill all processor's needs. The Romaine supplies have good availability. Now that we are in the Yuma growing region, we should see signs of improved quality of romaine. Broccoli supplies are tightening up as we transition to Yuma for raw product. The cauliflower supplies have also tightened up. Raw product for cauliflower will be short all week. Overall, processors are being covered.

## **WATERMELON:** *Jaime Contreras*

Market is steady. Demand exceeds on s/less watermelon. Most availability will be in cartons. Availability on seeded watermelon is sporadic. W/melon has started crossing through Nogales, supplies are improving as other growers start harvesting.