



WEEKLY MARKET REVIEW

June 20, 2019

OVERVIEW

Due to the recent rainfall followed by extreme heat in our Salinas growing region, we are now experiencing shortages and escalated prices in **iceberg, romaine, and leafy greens**. We are also seeing a significant drop in yields in our Northern CA strawberry and blackberry production due to the recent rains and high temperatures. Celery is still in a very **EXTREME** situation. Smaller-sized lemons are also **EXTREME**.

MARKET ALERTS



AVOCADO - EXTREME



BERRIES (BLUEBERRIES, BLACKBERRIES, RASPEBERRIES, STRAWBERRIES) - EXTREME



SNOW PEAS – ESCALATED
SUGAR SNAP PEAS - ESCALATED



CABBAGE (RED) - ESCALATED



CELERY- EXTREME



LEMONS (SMALL SIZES) - EXTREME



LETTUCE (ICEBERG, ROMAINE, GREEN/RED LEAF, Butter) - ESCALATED



PARSLEY: (CURLY, ITALIAN)– ESCALATED



GREEN BEANS ESCALATED

TRANSPORTATION & WEATHER



Freight rates continue to be above average and available trucks are still an issue nationwide. Mexico is experiencing a National Fuel Shortage due to alleged corruption. We have not seen this affect supply crossing into the United States quite yet, but it could affect imports over the next several weeks. We will keep you informed when we have updates.








COACHELLA:










Thu 6/20	Fri 6/21	Sat 6/22	Sun 6/23	Mon 6/24	Tue 6/25	Wed 6/26
106° 73° F	99° 70° F	104° 73° F	107° 75° F	108° 74° F	105° 72° F	104° 72° F
Sunny/Wind	Sunny/Wind	Sunny	Sunny	Sunny	Sunny	Sunny

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BAKERSFIELD:

Thu 6/20	Fri 6/21	Sat 6/22	Sun 6/23	Mon 6/24	Tue 6/25	Wed 6/26
96° 65° F	91° 65° F	95° 67° F	101° 70° F	101° 69° F	96° 65° F	92° 63° F
 Sunny/Wind	 Sunny	 Sunny	 Sunny	 Mostly Sunny	 Sunny	 Sunny








LAKE PARK:

Thu 6/20	Fri 6/21	Sat 6/22	Sun 6/23	Mon 6/24	Tue 6/25	Wed 6/26
89° 74° F	92° 74° F	93° 73° F	94° 72° F	95° 72° F	94° 72° F	93° 71° F
 Partly Cloudy	 Scattered Thunderstorms	 Mostly Cloudy	 Isolated Thunderstorms	 Sunny	 PM Thunderstorms	 Partly Cloudy

SALINAS:

Thu 6/20	Fri 6/21	Sat 6/22	Sun 6/23	Mon 6/24	Tue 6/25	Wed 6/26
65° 54° F	72° 53° F	75° 57° F	81° 57° F	75° 55° F	73° 55° F	70° 53° F
 AM Clouds/PM Sun	 Partly Cloudy	 Partly Cloudy	 Sunny	 Partly Cloudy	 Partly Cloudy	 Partly Cloudy

JALISCO, MX:

Thu 6/20	Fri 6/21	Sat 6/22	Sun 6/23	Mon 6/24	Tue 6/25	Wed 6/26
88° 66° F	89° 63° F	88° 61° F	88° 61° F	87° 61° F	87° 63° F	87° 64° F
 Mostly Sunny	 Mostly Sunny	 Sunny	 Sunny	 Sunny	 Sunny	 Partly Cloudy

GOOD BUYS

Each week, our team spotlights commodities based on how favorable prices, quality, and supply are in the market. Stay ahead of the trends and look to these good buys for their stellar performance in the fields! Please see each individual product for more information below and reach out to your PA representative for order guide information.

Commodity	Market Update	Produce Expert Tip
Peaches	Domestic peaches are available out of South Carolina and Central Georgia.	Hope you're feeling peachy! Peaches are this week's good buy. Loaded with Vitamin C, eating peaches can improve your skin texture, reduce wrinkles, and help fight skin damage caused by the sun and pollution. It is officially summer time, so protect your skin, stay hydrated, and eat your peaches!

FRUITS & VEGETABLES



AVOCADOS EXTREME - We are continuing to experience a very active avocado market due to ongoing record high field prices in Mexico with no relief in sight. We are still experiencing decent volume arriving from Peru, while California continues to produce steady numbers despite their seasonal decline. However, at this time, there is not enough supply to counteract the decreased volume in Mexico. We are requesting that customers be flexible on sizing as well as origins. We will need to shift regions to Peru where necessary as well as sub sizes where needed in order to maintain the integrity of the supply chain. At this time there are no shortages, but we do anticipate pro-rates and will keep you posted should there be any issues or concerns. As always, thank you for your patience and we apologize for any inconvenience this may cause.

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BANANAS Markets remain steady with consistent production and supply. Fruit quality is not an issue at this time.



PINEAPPLES Pineapple markets are trending toward smaller sizes. We are expecting to see less 5s and more 7s and 8s for the next 2 months. Quality is very good right now; climate in Costa Rica has improved, which is optimal for maintaining good quality.



GRAPES Grape sizing is Large/XL on both Red and Green grapes. Del Monte is shipping US Domestic grapes currently.



KIWIS Good Supply available on Chilean product.



BLUEBERRIES EXTREME Blueberries are in a harvest gap with the Pacific NW being weeks behind schedule. Blueberries will be our toughest item for June. Prices will remain high and product is still very short in supply.



BLACKBERRIES EXTREME Due to the previous rain and high temperatures, we are seeing a significant drop in yields in our blackberry production in Northern CA. We expect to see a shortage in supply and rising prices.



RASPBERRIES EXTREME Raspberries will be the least affected as they are grown under hoops and at elevations where they have not been heavily impacted by heat.



STRAWBERRIES EXTREME We are still experiencing severe shortages and higher prices due to the past rain followed by extreme heat in the berry growing region. We will hopefully have more of an idea of when the issues will resolve over the next few days.

CALIFORNIA-ARIZONA CITRUS



GRAPEFRUIT CA Star Ruby Grapefruit is available. Fruit is excellent.

Imports/Specialties available:

- Blood Oranges
- Gold Nugget
- Ojai Pixie
- Sunkist Delite



LEMONS EXTREME Due to an increase in demand we are seeing tighter supply and higher prices on smaller sizes (165s/200/235s). This is also impacting the 140s as customers move up in size. For now, we have good supply of 115s and larger, but supply may get tight. Prices are rising.



LIMES (PERSIAN) : The market is steady to slightly higher compared to last week. Rain in Mexico reduced the volume of shipments into South Texas. Quality is good with occasional issues of scarring and yellowing.

NAVELS/ VALENCIAS Navels are starting to wind down quickly. We will have fruit next week and will be on finals after that. We should have a good run of sizes, but there may be some sizes that will continue to be tight. Valencia's are ramping up and fruit is very good.

WEST COAST LETTUCE



GREEN & RED LEAF

ESCALATED The market is up this week. Supply is tight due to quality issues caused by the previous poor weather.



BUTTER ESCALATED The market is up this week. Supply is tight due to quality issues caused by the previous poor weather.

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ICEBERG LETTUCE ESCALATED We continue to have extremely short supply. Weather has had a huge impact, and quality has also been affected by the heat. There are slightly more cosmetic issues than normal. The market is active and will continue to be that way, with lighter volumes overall.



ROMAINE ESCALATED We have shortages in supply and higher prices. Quality is fair with some tip burn and mildew stains.



ROMAINE HEARTS ESCALATED Supply for the week is low. Quality is fair due to some cupping and twisted rib. Overall color and texture are both good. Demand is increasing due to the heat wave coupled with short supply.

EASTERN & WESTERN VEGETABLES



PEPPERS

Green Bell Pepper: Green bell peppers are steady to up for the week. The West looks to be flat out of California, with supply meeting the demand. The East is seeing short supply due to transitions into new fields. Quality will vary due to the transition period.

Red Bell Pepper: Red bell prices are flat to up for the week. California prices look to be flat week after week. Hothouses are seeing a price increase due to a decrease in their supply. Offshore volumes continue to slow down as domestic season approaches. Quality is fair to good for the time being.

Yellow Pepper: The yellow pepper market is mixed with higher prices in Nogales and deals being made crossing through San Diego. Supply is expected to improve over the next several weeks as Baja ramps up production.

Mini Sweet Pepper: Mainland Mexico's production will decrease next week as most growers finish up for the season. Baja is still a few weeks from starting with any volume, so supply could get snug in the meantime.

Mixed Chili Pepper: Hot peppers are winding down in Nogales and quality is a little sketchy on some items, especially jalapenos and poblanos. Nicer fruit is coming from Baja, but not all varieties are available. In the East, GA has a decent amount and variety of items to keep Eastern customers at home.



EGGPLANT Eggplant is thriving in Georgia. There's an abundance of supply this week, with mostly good quality. Mexico is finishing up this week, which will leave the deal to the CA desert where supply is finally starting to come on and quality is nice.



CUCUMBERS Georgia's cucumber crops are beginning to wind down as May's heat took a toll on production and quality of the later plantings. Strong volume has been available in NC where harvests will continue for a few weeks. However, starting next week, numbers will slack up as later plantings were also hurt by weather. Small pockets of local product are popping up in NJ, KY, and VA, which will provide a little help with supply. Quality is varied by area and grower. In the West, Nogales is slowing but expects to have product for another 10-14 days. Baja's volume has been slow to come due to cool weather, but crossings are improving as we move toward the weekend. Quality has been good from both areas.



ENGLISH CUCUMBERS There is a steady supply available from Florida, Mexico, and Canada. Volume deals are being made.



GREEN BEANS Despite various transitions and weather issues, we are seeing tighter markets on beans and expect this to continue through the Middle of July.



ZUCCHINI AND YELLOW SQUASH Zucchini / Yellow Squash: WATCHLIST (Baby Squash) Eastern squash production is now scattered among several states--GA, NC, KY, VA, and NJ, to name a few. With many of the current growing areas experiencing weather this week, there's a variety of quality, particularly on yellow squash. Zucchini numbers are much better than yellow, but there's no overabundance of either. We'll see better availability as more areas and growers get up and running for the season. Western markets are looking to Baja, Santa Maria, and Fresno for squash. All three areas are a bit shy on yellow, but there's plenty of good-quality zucchini available.



MELONS

Cantaloupe: Central Arizona production is in full swing but will begin to seasonally wind down by early next week, with some production continuing until approximately July 6th. We will begin harvesting melons in the San Joaquin Valley by this weekend which will begin a slow transition up to that region for some as early as next week. Cantaloupe sizing will lean mostly towards the larger fruit, but we will have decent percentages of 12s available, with 15s being limited. Quality out of the desert remains strong, with solid internal quality showing a range of 11-15% brix levels.

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Honeydew: Honeydew production remains mostly limited overall out of the desert. Mexican crossings have been limited the past few weeks, which has not affected the domestic market. Mostly larger fruit is expected on the honeydews--similar to the cantaloupes--with enough 6/8s to cover regular business. Quality has been clean externally with brix levels ranging from 11-14%.

Watermelon: Good supply crossing through Nogales and McAllen. New crop is also available out of the desert and South Georgia. Quality is outstanding and promotions are available.



HERBS

EPAZOTE is in short supply due to recent rains in Mexico. We anticipate this quality issue to last at least one week.

HERB	SUPPLY	QUALITY	COUNTRY OF ORIGIN
Arugula	Steady	Good	USA
Basil	Steady	Good	USA/MEXICO
Opal Basil	Steady	Good	USA
Thai Basil	Steady	Good	USA/ MEXICO
Bay Leaves	Steady	Good	COLOMBIA
Chervil	Tight	Good	USA
Chives	Great	Good	MEXICO
Cilantro	Steady	Good	USA
Dill	Fair	Good	USA
Epazote	Steady	Good	MEXICO
Lemongrass	Steady	Good	USA
Marjoram	Steady	Flowering	USA
Mint	Great	Good	USA
Oregano	Steady	Flowering	USA
Italian Parsley	Steady	Good	USA
Rosemary	Steady	Good	USA/ MEXICO
Sage	Steady	Good	USA
Savory	Steady	Good	USA
Sorrel	Steady	Good	USA
Tarragon	Steady	Good	MEXICO
Thyme	Steady	Good	USA
Lemon Thyme	Steady	Good	USA
Lavender	Steady	Good	USA
Lime Leaves	Steady	Good	USA



ARTICHOKES Supply industry-wide is fair. Demand is fair and prices are steady to higher.



ARUGULA Supply and quality are fair due to the recent heat wave.



ASPARAGUS Standard has good volume; the larger sizes have limited volume.



BOK CHOY 50# are in short supply and prices are up.



BROCCOLI / BROCCOLI FLORETS Supply is light this week due to the heat last week; it is expected to be back to normal in the next few weeks.



BRUSSEL SPROUTS Supply and quality are good and demand is fair.



CABBAGE (GREEN) Supply and quality are good in the West; we are seeing the impact of rain, which is causing post-harvest issues, in the South and Mid-Atlantic.



CABBAGE (RED) ESCALATED Supply continues to be light.

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CARROTS Supply and quality on carrots is good. Supply is now available in Georgia as well.



CAULIFLOWER: Supply is expected to be very good this week.



CELERY EXTREME This is one of the longest runs of extreme pricing on celery this industry has ever experienced. We are now harvesting in the Salinas, CA region. Prices are still high but are finally coming down a bit. We expect to see improvement in the next few weeks.



CORN Markets are down, with good supply available on yellow, white, and bi-color out of Florida and the desert. Promotions available.



CILANTRO Supply is tight this week.



FENNEL Supply on fennel will be short for the next few weeks due to frost damage and the Yuma season finishing with light supply. We will continue to see a majority of smaller fennel - 18s and 24s will remain limited.



GARLIC: Supply is firming up and markets are active due to trade tariffs being imposed on products from China.



GINGER Chinese ginger markets are mixed, but quality is good. Also, product is available at higher costs from Brazil, Peru and Thailand.



GREEN ONIONS We are seeing good movement from Eastern demand. Supply is plentiful from Mexico. Growers will be reducing volumes in the next few weeks due to reduced summer planting schedules.



JICAMA Steady supply crossing through Texas.



KALE (GREEN) Supply is good and quality is fair.



MACHE Availability is adequate.



MUSHROOMS Supply is currently stable, and quality is good.



NAPA Supply is tight this week. Quality and supply are fair.



RAPINI Supply has improved and markets are down. Quality has improved.



PARSLEY (CURLY, ITALIAN) ESCALATED Supply is tight due to recent quality and weather-related issues.



RADISHES Markets are firming up due to heavy precipitation and wind damage to fields.



SUGAR SNAP PEAS & SNOW PEAS

Sugar Snap Peas: ESCALATED Many areas are still shut down, but we should start to see some product in the next weeks.
Snow Peas: ESCALATED Many areas are still shut down, but we should start to see some product in the next weeks.



BABY SPINACH Supply and quality are fair due to the recent heat wave.

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BUNCHED SPINACH Spinach supply and quality are fair due to the recent heat wave.



SPRING MIX Supply is fair to good. Quality has been fair because of recent rain followed by hot weather.



SWEET POTATOES AND YAMS WATCH LIST The sweet potato market continues to be tight after many growers were affected by Hurricane Florence in North Carolina last September. Increasing demand and heavy rains in Mississippi, Louisiana, Arkansas, and Alabama also created challenges for the other major growing regions, but luckily quality and size is still good. We will continue to see the price of sweet potatoes rise month by month over the summer until we get to next season's harvest.



ONIONS

The onion market has experienced recent strength due to reduced supply with South Texas and Brawley both finishing up. The North Texas Uvalde region does not have a big supply this year, so we are seeing the San Joaquin Valley and New Mexico as the only places that are shipping. There is still concern that the cooler temperatures and rain that California experienced a few weeks ago are going to lead to higher levels of shrink and a stronger market for the tail-end of their shipping season. The market should stay pretty firm throughout the summer due to planting delays as well as cooler weather and storms. Typically, the Northwest begins shipping around the first or second week of August and has an overlap with what remains in New Mexico and California; however, due to 2-4 week planting delays, we expect them to be later than normal this year.



POTATOES (IDAHO) Almost all of the Norkotah crop has concluded for the season, and there will be Burbanks through the end of the season. Due to the lack of size in the Burbank crop, we are seeing elevated prices on all large Cartons. Demand has been strong and there have been no issues with transportation.



TOMATOES

TOMATOES - EAST

- **Rounds:** Round tomatoes are up in price. The East is working through transition, leaving the inventory a little light. Quality is mixed, with reports of scarring and soft fruit.
- **Romas:** Roma prices are down slightly for the week. Supply remains tight, but the demand has tapered off a little bit. Romas are also going through a transition, which causes a variance in quality between new and old crop.
- **Grapes:** Florida is seeing a slight price drop. Transition is occurring, which will create a varying quality.
- **Cherries:** Cherry tomatoes are steady to up this week. The East is seeing a price increase. We are in the process of transitioning to newer fields, resulting in a tightened-up supply. Quality continues to vary in both regions.
- **Organic Tomatoes:** Supply is improving, and markets are easing. Overall quality is good.

TOMATOES - WEST AND MEXICO

- **Rounds:** Round tomatoes are up in price. The West is working through transition, leaving the inventory a little light. Quality is mixed, with reports of scarring and soft fruit.
- **Romas:** Roma prices are down slightly for the week. Supply remains tight, but the demand has tapered off a little bit. Roma are also going through a transition, which causes a variance in quality between new and old crop.
- **Grapes:** Mexico appears to be flat. Transition is occurring, which will create a varying quality.
- **Cherries:** Cherry tomatoes are steady to up this week. Mexico is flat. We are in the process of transitioning to newer fields, resulting in a tightened-up supply. Quality continues to vary in both regions.

APPLES, PEARS, TREE FRUIT, AND STONE FRUIT



APPLES

- **RED DELICIOUS:** We will have good supply of Red Delicious apples through the rest of the season. Most grower lots are peaking on 72s to 100s. The condition and quality are excellent at this time. The best values and promotional items will be Premium and Exfcy # 1 Red 80s to 113s.
- **GOLDEN DELICIOUS:** Golden delicious supply in Washington is very tight and will continue to be tight through the balance of the season. There will be little supply through the end of the season, with some growers finishing up in early August.
- **GRANNY SMITH:** We will have some supply of Grannys through the balance of the season. The best values will be on Exfcy # 1 72s to 88s although the pricing on Grannys will continue to increase throughout the balance of the marketing season.
- **FUJIS:** The Fujis remain steady and are peaking on 64s to 88s with most grower lots heavy to Exfcy # 1 grade. Expect some shippers to finish up within the next few weeks, leaving a short supply to the end.
- **GALAS:** The quality of the Gala apples is very good. Most grower lots are peaking on Premium Exfcy 80s to 113s. Again, some shippers will be finishing in a few weeks while others will have product until new crop begins.
- **HONEYCRISP:** Demand and movement have been excellent. Prices have increased considerably over the past several weeks with overall pricing between \$5 to \$70 per carton on Premiums. Several shippers are finishing up this month.

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- **CRIPPS PINK:** There will be pinks available through the summer months; however, some shippers will be finishing in the next few weeks. Most grower lots are peaking on Premium Exfcy 88s to 113s.

Pears: The Anjou, bosc, and red pears are all winding down and may be finished by the end June depending on demand. Supply mainly consists of 100s and larger, US#1, and very few fancy. Quality remains good.

PEARS The Anjou, Bosc, and red pears are available, and we will have good supply of US#1 pears available through about the 1st of June. The pear market has been lower this season due to additional supply, so pears are a great value at this time.



STONE FRUIT

- **Apricots** Domestic apricots are available but could see harvest delays due to rain in the West.
- **Cherries** Domestic cherries are available but have suffered potential damage due to recent rain in the West.
- **Nectarines** Domestic nectarines are available.
- **Peaches** Domestic peaches are available out of South Carolina and Central Georgia.
- **Plums** We are seeing potential harvest delays due to recent rain in the West.



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