



WEEKLY MARKET REVIEW

August 8, 2019

OVERVIEW

Smaller-sized lemons are still very **EXTREME**. Mini Sweet Peppers is a good buy. Lettuce, cauliflower and broccoli are steady.

MARKET ALERTS



ASPARAGUS - **ESCALATED** (Large & XL) **EXTREME** (Jumbo)



AVOCADO - **ESCALATED**



GRAPE TOMATOES - **ESCALATED**



LEMONS (SMALL SIZES) - **EXTREME**



ONIONS (YELLOW & WHITE) - **ESCALATED**



POTATOES - **ESCALATED**



ENGLISH CUCUMBERS - **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.

BAKERSFIELD, CA:










Thu 8/8	Fri 8/9	Sat 8/10	Sun 8/11	Mon 8/12	Tue 8/13	Wed 8/14
98° 70° F	93° 68° F	91° 66° F	92° 67° F	99° 71° F	103° 73° F	101° 70° F
Sunny	Sunny	Sunny	Sunny	Sunny	Sunny	Sunny

ASHVILLE, NC:








Thu 8/8	Fri 8/9	Sat 8/10	Sun 8/11	Mon 8/12	Tue 8/13	Wed 8/14
86° 61° F	87° 65° F	84° 63° F	88° 64° F	89° 67° F	90° 69° F	88° 65° F
Sunny	Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Partly Cloudy	Isolated Thunderstorms

WEEKLY MARKET REVIEW

SALINAS, CA:

Thu 8/8	Fri 8/9	Sat 8/10	Sun 8/11	Mon 8/12	Tue 8/13	Wed 8/14
69° 54° F	72° 61° F	73° 58° F	71° 54° F	75° 56° F	74° 56° F	69° 56° F
						
Partly Cloudy	Sunny	Partly Cloudy	Partly Cloudy	Sunny	Sunny	Sunny

JALISCO, MX:

Thu 8/8	Fri 8/9	Sat 8/10	Sun 8/11	Mon 8/12	Tue 8/13	Wed 8/14
78° 65° F	85° 66° F	86° 66° F	83° 66° F	84° 67° F	84° 67° F	83° 67° F
						
Thunderstorms	PM Thunderstorms	PM Thunderstorms	PM Thunderstorms	PM Thunderstorms	Scattered Thunderstorms	Scattered Thunderstorms

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
Mini Sweet Peppers	Baja is finally up and running with light supply. Volume increases are expected soon, which will help ease the tight supply situation of late.	Today we are focusing on the cutest and most colorful veggies... mini sweet peppers! These peppers shine bright on the stands of the grocery store, with their sunny colors and are loaded with nutrients. Mini sweet peppers have the perfect crunch to them, and can be eaten right out of the bag for a great healthy snack. If you're in the mood to spice it up, you can add the peppers to your nachos, pan fry them, and even roast them in olive oil for an amazing dish everyone will devour. Happy Good Buy Friday!

FRUITS & VEGETABLES



AVOCADOS ESCALATED – Markets are slightly weaker than last week but seem to be starting to stabilize. Small fruit is still the most abundant but is reaching prices that make it possible to promote again. Demand is still low, but that is typical for this time of year. Big fruit continues to command a premium. Peru has plenty of product still available, but shipments out of the country are slowing down; they should be finishing up by early September. #2 fruit is still a low overall percentage of the crop, and in some cases not available, especially on the 40s and larger. Markets should stay relatively stable for the next couple of weeks.



BANANAS Conditions are relatively stable with inbound supply as we enter the summer months. Volumes are declining slightly from all importers, but this is normal for the time of year. Fruit quality is very good.



PINEAPPLES WATCHLIST Supply is expected to remain low (but improving), at least until the end of August. Sizing trend is moving slowly towards larger sizes, which will help with 5 and 6ct availability. Quality is pretty good and expected to remain good through the end of the year.



GRAPES The red seedless market remains steady in the mid-teens. We are starting to transition into Krissy/Magenta and Scarlet Royal varieties, which means larger fruit and better taste profiles. The market on the newer varieties will be slightly higher than current numbers. We are finishing up Sugraones and Ivory. The market for green seedless is pretty steady. Thompsons are currently being harvested with Great Green, and Sweet Globe will be beginning in the next 7 days, with better sizes expected on these varieties



BLUEBERRIES We will continue to see low volumes for the next few weeks. We are seeing some quality issues.



BLACKBERRIES We will continue to see low volumes for the next few weeks. We are seeing some quality issues.



RASPBERRIES We will continue to see low volumes for the next few weeks. We are seeing some quality issues.

WEEKLY MARKET REVIEW



STRAWBERRIES Strawberry volumes are improving. We are seeing some quality issues.

CALIFORNIA-ARIZONA CITRUS



GRAPEFRUIT Good supply available.

Imports/Specialties available:

- Blood Oranges
- Offshore Delites



LEMONS EXTREME We continue to have tighter supply and higher prices on smaller sizes (165s/200/235s). This is also impacting the 140s as customers move up in size. We still have more 115s and larger, but we are going to get tight on those sizes. Prices are rising.



LIMES (PERSIAN) We are seeing a spike in the market before it levels out and comes down a little. With aging fruit and lower-quality left on the trees, there is lower-quality fruit coming into the marketplace. We will also start seeing smaller-sized fruit; this should stabilize as the weather changes and rain comes. We are getting into the rainy and tropical depression season, which can cause a disturbance in the market as well. We will continue to see higher pricing for the next month or a little longer.



NAVELS/ VALENCIAS Navels will be winding down this week. The season will end sooner than expected. Valencia's are available.

WEST COAST LETTUCE



GREEN LEAF

Supply is fair to good. We are seeing some irregular sizing and fringe/wind burn. Demand is fair.

RED LEAF

Red leaf volumes are steady. However, there is some light fringe/wind burn and irregular sizing.



BUTTER Volume is improving. We are continuing to see irregular sizing. Demand is steady.



ICEBERG LETTUCE Supply will be on budget this week. Fields are a little off schedule, but weather has been in our favor and growing conditions have been good. Overall quality and color look great. The market has been steady.



ROMAINE Romaine supply is good, but we are dealing with many quality issues. Fringe, wind burn, and light twist are present, which are all contributing to the reduction in yields at the field level.



ROMAINE HEARTS Romaine supply is good, but we are dealing with many quality issues. Fringe, wind burn, and light twist are present, which are all contributing to the reduction in yields at the field level.

EASTERN & WESTERN VEGETABLES



PEPPERS

Green Bell Pepper: WATCHLIST Green peppers are mixed for the week. The east is stable in pricing for the week out of North Carolina and Michigan. The west is seeing a price increase out of California for the week. Quality is fair in all regions.

Red Bell Pepper: WATCHLIST The red pepper market remains strong due to poor production in the west. The east continues to pull from hot houses to cover demand. Quality is a mixture of fair to good for the time being. We should see promotable numbers out of Oxnard the first of September.

Yellow Pepper: WATCHLIST The yellow pepper market is also very short, with limited supply out of Mexico and Canada. Quality is very good.

Mini Sweet Pepper: Mini sweet production has picked back up in Canada this week. With a couple more growers onboard in Baja, Mexico's supply has also strengthened. Fruit quality is good.

Mixed Chili Pepper: Baja's chili pepper crossings are steady, providing all varieties on a consistent basis. Domestic supply is also available in CA, but it's limited to mostly jalapenos at this point. Overall quality is good, but poblanos have challenges and may not travel well. Eastern chilies are primarily a local deal now, with product available in NC, KY, NJ, PA, and VA. No major volume, but there's enough to make a dent in demand.



EGGPLANT Production continues to ramp up out of Michigan as well as the Carolinas, and markets are easing back. In the West, quality is outstanding, and volume is good.

WEEKLY MARKET REVIEW



CUCUMBERS Cucumber prices are mixed for the week. The east is steady to down, while Mexico appears to be flat. Quality is fair for the time being.



ENGLISH CUCUMBERS ESCALATED The market will continue to be firm through the end of the month as production GAPS are expected in Canada. We see lower numbers in the west as well due to heat-related issues.



GREEN BEANS The green bean market is mixed this week. Imported haricot verts are up, with moderate supply and demand. Machine-picked product out of New York is steady, with moderate supply and demand.



ZUCCHINI AND YELLOW SQUASH Yellow squash is steady to down for the week. The west looks to have steady pricing out of Mexico. The east is seeing a price drop, which will vary depending on which area product is coming from. Wind scarring continues to be the largest quality issue. Zucchini is flat for the week. Both regions are reporting steady supply. Quality continues to be good.



MELONS

Cantaloupe: Sizing on cantaloupe is still leaning mostly to the larger fruit (9s and larger), with limited quantities of 12/15s being harvested. Flexibility in sizing may be necessary dependent upon the day of loading. Quality for the cantaloupe remains strong as consistent supply and markets have kept the fruit moving no later than one day after harvest. Internal quality this week has been showing a range of 11-15% brix levels.

Honeydew: Honeydews remain in a short position overall with the primary sizing also being bigger fruit (5s and larger), leaving 6s in a limited position and 8s very limited. Based on current field projections, we are not forecasting this situation to change over the next 10-14 days. Many growers avoided planting honeydews this year due to poor market performance the past few years, which is keeping the overall production limited and the market in a stronger position.

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

CILANTRO, MARJORAM and OREGANO have been dealing with some heat issues and flowering but we are taking care of this at the pack house.

CHERVIL is very tight due to the heat wave and this should last through the month of August.

BASIL supplies look good for the next two months from our local growers.

All other herbs are steady.

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/MEXICO
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

WEEKLY MARKET REVIEW

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 good.



ASPARAGUS : ESCALATED (Large & XL) EXTREME (Jumbo) Markets have come down on Large and XL. Mexico has lowered production and is forcing the West Coast to rely on Peruvian production, forcing higher prices and less overall volume. Large, XL, and Jumbo will remain tight. We expect this trend to continue over the next several weeks until new fields open up in Peru.



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



BROCCOLI / BROCCOLI FLORETS Supply volume is less than last week, but will remain on budget. Demand is very good and the market is improving.



BRUSSEL SPROUTS Supply is plentiful, and quality is good.



CABBAGE (GREEN) 50# are in short supply. Prices are steady and quality is good.



CABBAGE (RED) Supply is better this week.



CARROTS Supply and quality is good. Supply is now available in Georgia.



CAULIFLOWER: We are expecting slightly less volume this week. Quality is good.



CELERY: Plenty of supply is available. Quality is excellent.



CORN Markets are getting active due to lighter supply in Michigan and supply gaps in the San Joaquin Valley.



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 Supply, quality, and demand are good.



JICAMA Storage product available--will see blemishing due to the fact it's storage fruit. Good supply available.

WEEKLY MARKET REVIEW



KALE (GREEN) Supply is plentiful. Quality is good.



MACHE Availability is adequate.



MUSHROOMS Supply is currently stable, and quality is good.



NAPA Supply is tight this week.



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



PARSLEY (CURLY, ITALIAN) Supply is fair and quality is good.



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



SUGAR SNAP PEAS & SNOW PEAS
Quality is fair, the market is steady, and supply is good.



BABY SPINACH Supply and quality are good.



BUNCHED SPINACH Supply and quality are good.



SPRING MIX Supply and quality are good.



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 ESCALATED YELLOW AND WHITE

The onion market has declined as all areas have had supply. We are seeing supply on red onions exceed demand as growers are finding their remaining inventories have a surplus of reds compared to yellows. Washington new crop has also begun to increase volume, and what was originally supposed to be a delayed start date has been moved up due to recent high temperatures in the northwest. The majority of growers will start in Idaho/Oregon next week, but we really expect to see heavy volume starting the week of August 19th. We expect pricing to level off on all colors and sizes.



POTATOES ESCALATED Burbank supply are dwindling with growers finishing up in the coming weeks. Burbank quality is fair, which is leading to decreased packouts and higher shrink. The lower production is causing carton FOB pricing to remain elevated. Size profiles remain heavy to smaller-size cartons and consumer bags, and we anticipate this will be the case until new crop Norkotahs start. New crop Norkotahs will begin shipping fresh out of the field in the coming weeks. We will continue to see strength in the coming weeks as growers are stretching out their season until new crop becomes plentiful enough to fill the supply pipeline.



TOMATOES

TOMATOES - EAST

- **Rounds:** The East has several regions growing product. Quality is fair however volume is lighter than expected causing markets to tick upward.
- **Romas:** The East is seeing production out of Tennessee and North Carolina. Quality is fair for now, due to the rainstorms that hit the fields.
- **Grapes: ESCALATED** Grape tomatoes remain lighter this week causing markets to stay firm. The recent rainstorms in the East have caused some field damage and quality issues.
- **Cherries:** Cherry tomato prices look to be flat for the week. Supply looks to be covering the current demand. Quality is good.

WEEKLY MARKET REVIEW

- **Organic Tomatoes:** Seeing a mixed market as we transition from Jasper to the Carolinas and Virginia. FOB prices will be up this week and quality will vary due to the transition.

TOMATOES - WEST AND MEXICO

- **Rounds:** Round tomatoes market has tightened up in the west due to heat related issues and lighter supply as we finish up the spring production. We are expecting relief over the next ten days as the growers break newer blocks. Quality is fair; we are seeing a lot of sun scald and soft fruit in the market.
- **Romas:** CA's roma volume has tightened up due to heat last week while Baja and Eastern Mexico production remain stable. Markets remain firm as east coast demand remains strong.
- **Grapes:** The West is being supplied by Baja, with mainland Mexico starting harvest in the next week or two. Quality in the West is good on the new crop, but fair on the old crop.
- **Cherries:** Cherry tomato prices look to be flat for the week. Supply looks to be covering the current demand. Quality is good.

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 best values and promotional items will be Premium and Exfcy # 1 Red 80s to 113s. The condition and quality are fair. Starting to see more watercore and lower shelf life on processed products. We do expect to see this be more prominent in all of the red varieties through the end of the storage season.
- **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.
- **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. Supply mainly consists of 100s and larger, US#1, and very few fancy. Quality remains good.

STONE FRUIT

- **Apricots:** Steady supply available out of California and ramping up out of the Pacific Northwest.
- **Cherries:** Excellent supply on Bings out of Yakima and markets are falling. Quality is outstanding. Rainiers now available as well.
- **Nectarines:** Domestic nectarines are available.
- **Peaches:** Domestic peaches are available out of California, South Carolina, and Central Georgia. Light volume is being reported out of New Jersey.
- **Plums:** Market seems to be a tad lower today as more inventory becomes available.



2019 PRODUCE ALLIANCE NATIONAL CONFERENCE

AUSTIN, TEXAS - MARCH 18-21, 2019

WEEKLY MARKET REVIEW

Driscoll's
Only the Finest Berries™



Wonderful citrus.

Atlanta

5400 Laurel Springs Pkwy Suite
1002
Suwanee, GA 30024
Phone: 678.947.3000

Buffalo Grove

100 Lexington Drive Suite
201
Buffalo Grove, IL 60089
Phone: 847.808.3030



PRODUCE
ALLIANCE

Chicago

230 W. Huron Street Suite 200
Chicago, IL 60654
Phone: 312.573.7610

Nashville

One Vantage Way Suite
B-440
Nashville, TN 37228
Phone: 615.259.0290

Salinas

60 West Market Suite
130
Salinas, CA 93901
Phone: 831.455.7800