

The Source

November 18, 2020



Market Alerts

Apples – Smaller size lower grade apples very tight. Larger nicer apples prices steady.

Asparagus – Supplies continue to stay steady out of Peru and Mexico keeping the market aggressive.

Avocados – Mexico peaking on size 60's, quality continues to improve. There is plenty of fruit in the pipeline and harvest has been stable. There was no harvest on Monday the 16th, Revolution Day in Mexico. With fruit being plentiful, we do not expect to feel an impact on market fruit.

Bell Peppers – Green bells showing some problems out of Coachella but solid out of Nogales. Red and yellow bell peppers have a steady but strong market with good quality.

Berries (Blackberries) – Blackberries are readily available. Good promotable volume is going to be available through the end of the month.

Berries (Blueberries) – Blueberries are steady with availability on the West Coast, East Coast and Texas. The market should remain steady through the month of November. Quality has been good.

Berries (Raspberries) – Similar to the blackberries, raspberries should be abundantly available through this month.

Berries (Strawberries) – Strawberries are elevated in pricing and remain very light in supply. Market should remain snug through the week.

Broccoli – Yields are low coming out of Salinas due to quality and Yuma is still trying to ramp up. Supplies are going to be tight through November.



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Continued

Brussels Sprouts – Supplies are tightening and forcing the market higher.

Carrots – jumbos carrots still remain snug and the baby snack pack items are still in a demand exceeds supply situation.

Cauliflower – Supplies continue to tighten with lower yields in Salinas and Santa Maria. Yuma is slow to ramp up supplies. Supplies will be tight through November.

Celery – Good supplies of product continues in Santa Maria/Oxnard. This will continue thru the month of November. Overall, the quality continues to be strong. If loading in Yuma for this commodity, shippers are charging a transfer fee so please be aware.

Citrus (Lemons) – Supplies and quality is looking steady on small sizes. 115's and larger are holding firm due to retail pull. Please reach out for any advance prices.

Citrus (Limes) – Supplies are tight this week due to rain in the growing regions and growing region concluding for the season. Markets are active. Please place orders with lead time.

Citrus (Oranges) - Navel supplies are looking good on 88's and smaller. 72's and larger is holding firm on markets due to retail pull. Quality is still looking really nice. Please reach out for any advance prices.

Cucumbers – Consistency and quality out of Nogales on cucumbers. Steady supplies coming in for loading in Nogales

Eggplant – Good supplies and quality - packing 18 / 24/ 32ct Opportunity buys on #2 product for processing if you can use!

Continued

Garlic - Market and supplies continue to stay steady.

Grapes (Green) – Green grape inventory in seasonal decline. Wide range in quality and price

Grapes (Red) – Imports will start on the east coast in small volume the week after Thanksgiving. Plenty of domestics in California still.

Green Onions – Plenty of supplies continue and is keeping the Green Onion market steady.

Kale – Steady supplies continue to keep this market steady.

Lettuce (Iceberg) – Demand continues to exceed supplies with this commodity. Value added product is on double escalated prices. Expect better inventories next week, the week of Thanksgiving. Weights are ranging from 34-40 pounds in Yuma. The weather is expected to be ideal next week, which will inevitably increase production.

Lettuce Leaf – Demand continues to exceed supplies on romaine, romaine hearts and green leaf. There are ample supplies of butter and red leaf. Escalated pricing continues on all value added romaine and green leaf items. Supplies are expected to be better the week of Thanksgiving, The quality overall is fair.

Lettuce Tender Leaf – Market and supplies continue to stay steady on Spinach and Arugula. Curly Parsley market coming off a bit with better yields.

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Melons (Cantaloupe) – Hurricane Iota made landfall last night hitting Nicaragua, Honduras & the surrounding areas as a category 4. Iota hit just 15 miles south of where Hurricane Eta did just weeks ago. As of this morning, Central America continues to get hammered with heavy rain and damaging winds, leading to flash flooding, river flooding & landslides. Melon crops in Guatemala, Honduras and Costa Rica will struggle with production and see a **huge reduction in overall volume.**

Offshore - Good availability on cantaloupes in Florida. The industry is seeing a stronger market on import fruit. Current size structure peaking on large sized (9/J9) fruit. Seeing good quality on the first arrivals and brix levels seem to be ranging around 10%. USDA has yet to quote offshore but we do anticipate an **active market.**

Domestic - Weather in the desert this week showing temps in the 80's-90's with a slight cool down in temps (70's-80's) going into the weekend. Domestic season is quickly winding down. Current size structure showing cantaloupes peaking on 12's. Late season fruit is showing stress and quality is suspect.

Melons (Honeydew) – Domestic season is quickly winding down. Growers are looking to conclude the 2020 season in the coming weeks. Market on domestic fruit is steady and demand seems to have decreased. Late season fruit showing short shelf life and quality is suspect.

Offshore - Product has hit the pipeline in a light way. Very limited on import but we do have options. Size structure on the honeydews will peak on larger sized (5/J5) fruit. USDA has yet to quote offshore arrivals, but we so anticipate an active market.



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Market Alerts

Melons (Watermelon) – Demand is fair and markets are slightly lower. Quality has also been inconsistent out of Mexico. Mini watermelon market is slightly higher.

Onions – The Northwest is exclusively shipping out of storage. Demand is higher on red and white onions with export to Mexico. Quality is excellent. Deals available on large sized yellow onions in Idaho.

Pears – Good quality peaking on the larger sizes. Small lower grade pears in tight supply.

Pineapples – Supplies are steady out of both coasts. Vessels made it out in time before the hurricane hit the growing regions. Current markets are stable and quality is looking nice. Reach out for any opportunities.

Potatoes – Idaho has started shipping storage. Burbanks, which have undergone the sweat process, are available but limited and at an upcharge. Quality is excellent, peaking on 70 CT cartons.

Squash – Higher markets on yellow squash with lower production, steady market on zucchini. Quality has been overall very good. Hard squashes available and opportunity buys on Butternut, Acorn and Spaghetti!

Stone Fruit – We were expecting to have domestic supplies through the end of the year, BUT poor quality is preventing them to be packed so domestic supplies are officially done until offshore begins in late December.

Market Alerts

Tomatoes – Demand exceeds supply. Florida has begun harvesting tomato fields following heavy rain & wind from Tropical Storm Eta. Tomatoes are going into gas rooms & expected to have challenges in the box as product continues to ripen. The Central part of the state received heavy amounts of rain & crop loss is expected sending pricing upwards for the next several weeks. The market is adjusting to meet slowing demand following a second wave of social restrictions being implemented throughout the country. Round & Roma FOB's are in the mid to high \$20s and forecasted to improve with supply as new operations begin harvesting by Mid December. Mexico is also working through diminished volume from heat damaged crops & harvesting new fields in December. Markets are expected to remain elevated the next 3-4 weeks.

Weather

California – A low pressure system passed through yesterday causing a deeper marine layer and cool temps. Some northern areas received rain with this low pressure. As the skies clear, look for overnight lows to fall into the upper 30s.

Mexico – Above normal temps through Sunday with no rain expected through November 22nd.

Florida – Strong high-pressure prevails across the southeast producing dry conditions with moderate to strong northeasterly winds through the remainder of the week.

Freight

Trucks remain extremely tight in California, Arizona, Idaho, and the Northwest. The national average on diesel fuel went up slightly to 2.441 per gallon.

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Commodities at a Glance





































A Peak at Peak Seasons

Apples
Blackberries
Blueberries
Raspberries

Raspberries
Lemons
Limes
Oranges

Onions
Pears
Pineapples
Potatoes

Carrots (PAST PEAK)
Grapes Green / Red (PAST PEAK)
Stone Fruit (PAST PEAK)

 APPLES	Quality is good, pricing is higher	 CELERY	Quality is good, pricing is steady	 LETTUCE LEAF	Quality is fair, pricing is steady
 ASPARAGUS	Quality is good, pricing is steady	 CITRUS (LEMONS)	Quality is good, pricing is steady	 LETTUCE TENDER LEAF	Quality is fair, pricing is steady
 AVOCADO	Quality is good, pricing is steady	 CITRUS (LIMES)	Quality is good, pricing is steady	 MELON (CANTALOUPE)	Quality is fair, pricing is higher
 BELL PEPPERS	Quality is good, pricing is steady	 CITRUS (ORANGES)	Quality is poor, pricing is higher	 MELON (HONEYDEW)	Quality is fair, pricing is higher
 BERRIES (BLACKBERRIES)	Quality is good, pricing is steady	 CUCUMBERS	Quality is good, pricing is steady	 MELON (WATERMELON)	Quality is fair, pricing is steady
 BERRIES (BLUEBERRIES)	Quality is good, pricing is lower	 EGGPLANT	Quality is good, pricing is steady	 ONIONS	Quality is good, pricing is steady
 BERRIES (RASPBERRIES)	Quality is good, pricing is steady	 GARLIC	Quality is good, pricing is steady	 PEARS	Quality is good, pricing is higher
 BERRIES (STRAWBERRIES)	Quality is fair, pricing is higher	 GRAPES (GREEN)	Quality is fair, pricing is higher	 PINEAPPLES	Quality is good, pricing is steady
 BROCCOLI	Quality is fair, pricing is higher	 GRAPES (RED)	Quality is fair, pricing is steady	 POTATOES	Quality is good, pricing steady
 BRUSSELS SPROUTS	Quality is fair, pricing is higher	 GREEN ONIONS	Quality is good, pricing is steady	 SQUASH	Quality is good, pricing is higher
 CARROTS	Quality is good, pricing is steady	 KALE	Quality is good, pricing is steady	 STONE FRUIT	Quality is poor, pricing is steady
 CAULIFLOWER	Quality is fair, pricing is higher	 LETTUCE ICEBERG	Quality is fair, pricing is higher	 TOMATOES	Quality is fair, pricing is steady

