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Retail Market Report

August 21st, 2019

Tomato Update

Round Tomatoes Supplies remain tight on both the east and west coasts. Markets are in the high teens for best quality. Vine ripe tomatoes are currently \$15.50- \$17.50 delivered cost.

Roma Tomatoes Volume has started to improve this week. Roma tomatoes are currently being harvested in California, Baja California, Central Mexico, Tennessee, Virginia, Michigan and North Carolina. Markets are in the mid-teen for best quality.

Grape Tomatoes Markets out west are experiencing light supplies. Between cool and rainy weather, planned acreage decreases, and continuous quality concerns, numbers are down across the board. The transition to new crops is coming on slowly. Pricing is steady but feeling pressure.

Heirloom Tomatoes Supplies are steady out of California and Mexico. Promotional opportunities readily available.

Organic Tomatoes

Organic Heirloom Tomatoes Supplies are steady out of California and Mexico. Due to excessive heat, there are some quality concerns against California heirlooms.

Organic Cherry Tomatoes Volume is down out of California with the transitioning into new crops. Overall volume will be reduced for the summer due to less acreage planted. Baja remains delayed against new crops due to weather.

Organic Vine Ripe Tomatoes New plantings have started out of Baja and supplies are gradually improving. Anticipating reduced volume overall this Summer/Fall season.

Organic Roma Tomatoes Supplies slightly improving out of Baja. The market looks to remain strong throughout the week.



Weather Outlook

California The roller coaster in temperatures will continue out west as a weak low-pressure system moves through the region every few days compressing the marine layer and weakening high pressure ridge.

Mexico A tropical system off the coast of Mexico looks to stream plenty of moisture across the region into the weekend. Heavy rains and flash flooding are possible across Central Mexico with less rainfall to the north as this system meanders off the coast.

Florida A moist easterly flow across Florida will bring typical showers and thunderstorms increasing over the weekend. High pressure strengthens early next week with less moisture and warming temperatures.

Berries

Strawberries Supplies remain light as we see the decline in production out of Salinas and Watsonville. This decline is typical for this time of year due to plant varieties nearing the end of their seasonal cycles. Volume in Santa Maria should increase slightly to offset the reduction up North as some growers are going into some new crop fields. Production is anticipated slowly increase over the next few weeks. Quality out of the Northern regions remains fair with frequent reports of bruising and full red berries. The market is anticipated to remain firm until production picks up in Santa Maria.

Blueberries Fruit continues to be available out of the Pacific North West, California, Michigan and North Carolina. The market remains steady with some shippers offering deals for volume orders. Mexican production is set to begin within the next couple of weeks.

Melons

Honeydew/Cantaloupe Temperatures this week in the San Joaquin Valley are averaging 90-100 degrees. Plenty of opportunity available on large fruit. Supplies have started to tighten on smaller fruit and will continue through the weekend. Brix levels are ranging from 10-13% with excellent internal and external quality.

Watermelon Fruit is currently being harvested in Central California. The market is steady along with demand. Excellent quality reported on California fruit.

Citrus

Lemons Large sized lemons remain limited in supply, which has caused the increase in pricing on 115s, 95s, and 75s. We are starting to see a slight price drop on smaller fruit.

Limes The market remains steady with the recent price increase though large fruit is at a premium compared to smaller fruit. Quality is challenging as weather starts to affect the crop, expect higher pricing for the next couple of weeks.

Onions

California/Northwest Onions have started in Idaho, Oregon and Washington on all three colors. Excellent quality and supply reported. Size profile on yellow onions are leaning heavily to jumbo and medium size. Super colossal and colossal yellow onions in Idaho/Oregon are limited with higher markets. Red onions are plentiful while whites are limited though meeting demand. The California season is quickly finishing with a few jumbo and medium yellows left and good supplies of jumbo reds that shippers are looking to clean up this week. New Mexico is also looking to finish up with all three colors and sporadic sizing.

Bell Peppers

Green Bells We continue to see a price drop for the second week in a row. Supplies are improving in all growing regions. Mexico and California are supplying product for the West Coast. The east is sourcing from the Carolinas to Michigan growing areas during summer harvest. Quality is fair due to a mix of old and new crop.

Red/Yellow Bells The market remains elevated on red bells and steady on yellows. Light supplies are being harvested in the Bakersfield and Fresno growing areas. Mostly choice grade is currently being packed from these districts. Light supplies also available to load in McAllen.

Avocados

California Harvest is winding down for the season and demand has grown for Mexican fruit on the West Coast. Quality on California product has been good and will finish the season strong with excellent internal and external quality. Avocados cut and eat well with decent shelf life.

Mexico Rain continues to hit the growing region of Michoacán, Mexico with temperatures in the 70s. The industry is seeing stronger demand for Mexican fruit on all sizes and grades. Markets will remain strong through the month of September until Chile can provide some relief.

