



veg  
fresh  
— farms —



# Retail Market Report

September 11<sup>th</sup>, 2019

## Tomato Update

**Roma Tomatoes** Supplies have ebbed and flowed the past two weeks with wet weather entering the Mexican growing areas. Markets have teetered between \$12-\$16, depending which part of the country you are loading out of and quality. There are more “Marginal” quality romas available compared to good. The best quality roma tomatoes are commanding higher prices. Going forward into late September and October be careful to hedge fall weather into your supply thought process.

**Round Tomatoes** California has another 6-7 weeks to go before finishing the 2019 summer tomato season. Excellent quality reported on the best labels. Markets are in the high teens for best quality.

**Heirloom Tomatoes** Supplies are steady out of both California and Mexico. Promotional opportunities available for the month of September.

## Organic Tomatoes

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

**Organic Cherry Tomatoes** Volume has declined in California with the transitioning into new crops. Overall volume will be reduced for the summer due to less acreage planted. Weather related issues have delayed new crops out of Baja.

**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 are gradually improving out of Baja.

## Weather Outlook

**California** High pressure builds out West bringing a gradual warming into the weekend with marine layer conditions near the coast. The ridge looks to stay in place with warm temperatures across the west next week.

**Mexico** Isolated to scattered showers look to continue across Mexico with seasonal temperatures this week warming slightly into next week.

**Florida** A tropical disturbance looks to drift over Southern Florida late this week with further development possibly over the next couple days.

## Tomato Outlook

After September 19<sup>th</sup>, Mexican tomato shippers will begin to operate under the new Suspension Agreement negotiated between the U.S. Commerce Department, Florida Tomato Growers and the Mexican Government. Once all the ramifications of this new agreement are in place, we will be able to more accurately assess how this will affect U.S. users of fresh Mexican tomato products.





## Squash

**Eastern Supply** Local and regional programs remain active in the east with plenty of produce available. Cooler temperatures moving into the region will slow down growth rates. Look for FOB pricing to begin trending upwards as flushes finish out for the late summer plantings.

**Western Supply** Santa Maria continue with steady volume. However, Salinas and Fresno districts are lighter than usual. Baja is on a small gap and will be up and running in the next 10 days. Anticipate FOB pricing to gradually increase due to reduced supplies. Quality is good to excellent, with yellow squash showing some imperfections.

## 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.

## Onions

**Northwest** Harvest continues out of Idaho, Oregon and Washington with new crop onions. Yellow, red, and white onions are in full production with excellent quality. New Mexico has finished for the season directing all demand up to the Northwest. Barring any unforeseen weather events, expect good supply and quality for the next several weeks.

## Berries

**Strawberries** The market continues to tighten up with production rapidly diminishing in the Salinas and Watsonville areas. Reduced yields up North have placed pressure on the Santa Maria area to load more berries. Production in Santa Maria has improved but not enough to counter a market price increase with most shippers. Quality on new crop from this region is fair to good with improved sizing and vibrant colored fruit. The market looks to remain firm going into next week with limited availability on open market produce product in both regions.

**Blueberries** Mexico is just getting started with imports from Argentina and Peru available. The market will remain steady with higher undertones as more of the expensive exports grasp a larger share of the market.

## Citrus

**Limes** Supplies remain tight and the market is rising quickly. Due to the drought conditions in the growing regions, there are minimal crossings and lighter pack outs. The outlook moving forward depends on weather in Mexico, without any rain we won't see improvement until the next 4-6 weeks. Quality is fair with oil spotting and some stylar being reported. Current markets have risen weekly and expected to continue until supplies improve.

**Lemons** Domestic supplies on 140s and larger remain tight bringing high demand. Harvest in the Southern California growing region is starting to wind down. The California desert and Arizona regions are anticipated to start mid-September.

## Avocados

**Mexico** Rain is forecasted this week in the growing regions of Michoacán, Mexico. Inventory levels are solid with plenty of large fruit (48s and larger) in the pipeline and field prices trending down. Smaller fruit remains tight due to the heavy rains which has slowed down harvest and sized up fruit. California has finished for the season.

