



# Retail Market Report

October 16<sup>th</sup>, 2019

## Tomato Outlook

**Mexico** Harvest out of Mexico is set to begin in December with substantial volume available by January. Supplies will remain limited until then.

**California** Production will be rapidly finishing up this week going into the following. The market is strong on little to no volume available. Pricing on roma tomatoes is ranging between \$18.95- \$22.95 for best quality repacks.

**Florida** Fall tomato harvest is set to begin by early November with no volume available until the week of Thanksgiving. The Southeastern tomato market is in the \$19.95- \$24.95 range for best quality repacks.

**Heirloom Tomatoes** Supplies are steady in California. New crop out of Mexico will improve by the front part of November.

**Grape Tomatoes** Mexico's grape production is expected to increase this month as Baja growers move into new blocks and their fall plantings become available.

**Organic Heirloom Tomatoes** Supplies are finishing out of California. New crop from Mexico will improve at the beginning of November.

**Outlook** With California finishing up and Florida still another month away, expect demand to exceed supplies on tomatoes through late November. Quality will be fair to average until harvest begins on new crop.

## National Retail

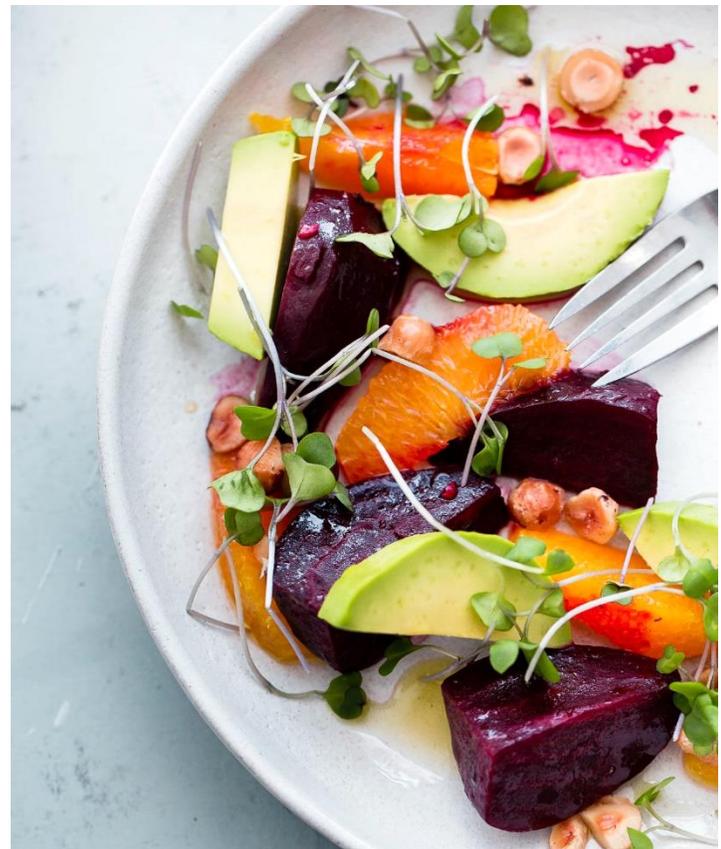
**Scary Specials** With Halloween just weeks away, the nation's retailers loaded up this week's ads with everything needed to make trick or treaters of all ages happy. Perennial fall favorites such as pumpkins, pomegranates, persimmons, cranberries, brussels sprouts, hard squash, potatoes and onions were heavily featured.

## Weather Update

**California** A cold front brings gusty winds and cooler temperatures across California into the weekend. High pressure returns with a gradual warming next week. Cooler temperatures and strong winds (30-40 mph) impact the southwestern desert regions as the cold front passes to the north.

**Mexico** A couple tropical storm systems look to move into Central Mexico this week with heavy rains across the region. Extended forecasts show another tropical system possibly early next week.

**Florida** Another cold front brings scattered showers across Northern Florida into the weekend as warm flow from the gulf returns next week.



# Citrus

**Navel Oranges** New California crop Navels are just around the corner out of the Central Valley. Harvest is set to begin in light volumes over the next two weeks as soon as sugar levels are approved by the County Agriculture Department. Once the fruit is harvested, we will degree for 5-7 days depending on color. Sizing will be smaller to start and increase as we get into November and December. Promotional volumes will be available on bulk and bags from November through May.

**Valencia Oranges** California has finished for the season. Mexico will start up in late November/early December.

**Grapefruit** California production is winding down and will transition to Texas immediately. Our next crop out of California, grapefruit will begin in mid-February.

**Minneola** New California crop out of the Central Valley will start in mid-January and run through March.

**Cara Cara** New California crop from the Central Valley will be a good specialty variety for promotions. The season will run from December through May.

**Lemons** California lemon production has started out of the Coachella and Imperial Valley, while the Central Valley will begin over the next couple of weeks. Imports from Chile will start winding down as well as Mexico through the remainder of October and into November.

**Limes** Prices continue to be steady with additional imported fruit hitting the market. Larger sized limes continue to be in tight supply. Quality is trending upwards as weather conditions improve.

# Onions

**Northwest** The market has taken a slight dip in pricing with decreased demand. Growers are focused on finishing harvest and working vigorously to get product into storage before the hard freeze arrives. We are seeing one of the earliest freezes in the Northwest in over 30 years. Onion growers are expressing concern about getting all product harvested and stored prior to any long-term freeze damage takes place. It was initially reported that the Northwest onion crops were down slightly compared to last year and would experience a “normal” supply situation. However, depending on what happens with the freeze, the supply situation could drastically change.

# Avocados

**Mexico** Current weather for the state of Michoacán calls for mild to intense rains, which could limit the harvest. Field prices remain steady on new crop fruit (Aventejada). The size curve continues to lean towards smaller fruit out of Mexico, causing an oversupply of 60's and smaller. Sizes 48 and larger continue to strengthen with little expectation for change. At this point 90% of the avocados are coming from MX with no arrivals being sent from Peru or Chile.

# Berries

**Strawberries** The market is flat this week as availability has fluctuated. There is a two-tiered price level occurring with the Santa Maria and Oxnard areas commanding a premium for the new crop “fall fruit” while Salinas and Watsonville are priced to move a few dollars lower. Quality up North has benefited from the moderate days and cooler nights. Fruit has firmed up and no longer exhibiting bruising. Quality down south is good with some shippers reporting smaller clamshell counts. Look for the market to remain steady through the weekend. We are approaching a cooling trend which will hold lower harvest volumes.

**Blueberries** Offshore fruit is coming from Peru, Argentina, and Uruguay. Mexican production is starting to ramp up as well. Quality from all growing regions is excellent. Look for the markets to ease off a bit as Mexican production ramps up and additional offshore fruit begins to hit the ports. Larger production from Chile will begin in December.

# Bell Peppers

**Green Bells** The market is stable to slightly lower compared to last week as stocks have increased out of California. Quality ranges from good to excellent; skins are smooth, texture is crisp, and flavor is zesty.

**Red/Yellow Bells** Mexico is crossing a steady supply on all sizes and there is ample fruit available to meet overall market demand. Excellent quality reported, color is even with a subtly sweet flavor.

## Come Visit Us at the PMA!!

