



January 18, 2023

TOMATOES

Beefsteak

Conventional

We are seeing increases of new production on Conventional HotHouse out of Mexico. Pricing has dropped due to increases in production. We are seeing FOB costs now anywhere from \$12.00 - \$14.00. We could see things drop even lower in the coming weeks. Without any weather issues expect good availability and promotable cost heading into February.

Organic

The Organic HotHouse situation is the complete opposite of the conventional market. Very light supplies out of Mexico and cost in the mid \$20.00's, topping out around \$26.95. We should see things continue as is. Lower Conv. HH pricing could help ease the demand on Organics. We'll have to see how things go moving forward.

Organic Roma

Very good production out of Mexico. We have new production starting up finally. This has affected cost. The market is mostly \$12.95 - \$14.95 FOB. There are deals being made on load volume close to the minimum.

We should expect to see things stay at these levels for the near future. This is a good promotion item moving forward.

Grape

Grape tomatoes, organic and conventional, are in great supply right now. Good time to push/promote.

Heirlooms

Conventional

New crops out of Mexico have begun with limited harvest. Volume out of Mexico will improve by the week of January 23rd. California harvest is winding down and will be finishing soon.

Organic

Harvest out of Baja and Mexico against new planting has begun. Volume is steady against both regions.



Medley

We have good supply for Medley tomatoes, but the market is very short.

Organic Cherry

Cherry tomatoes - low volume.

Organic Sweet King

Organic Sweet King tomatoes are very limited and short.

Organic Purple Crush

Organic Purple Crush tomatoes 2 weeks out from starting a new crop.

Round, Roma and Vine-Ripe

Florida

Cool weather (low of 32 on Monday) with some shippers dropping down in harvest volume this week.

Markets on re-packed big sizes in the high teens to low \$20's. Smaller sizes are still tracking in the mid to high teens.

Mexico

Plentiful supplies of roma tomatoes are beginning to come in now. Markets are in the mid-teens for the best quality.

Round tomatoes trending in the high teens for the best quality vine ripe tomatoes.

Tomato on the Vine

Conventional

Availability out of California has been hampered by the rain and cold weather we have had the past couple of weeks. We will have to wait and see if things pick-up moving forward. Availability out of Mexico has been steady to good. We are seeing demand starting to slow down. High costs have finally affected movement. FOB's have been in the \$16.00 - \$18.00 range. We are hearing cost will probably fall into the \$14.00 range and probably lower as we get closer to February.

Organic

Supplies have been limited out of Mexico at this time. FOB's have been mostly in the low \$20.00 with some quotes as high as \$26.95. Movement has been very good due to the current supply shortage.

Expecting things to continue as is for the near future. We are not expecting any new production starting up anytime soon. With higher cost, retails will need to be raised. That could slow movement down.

ONIONS

The market and demand has not changed much on all onions. Great supplies on Yellow Mediums and all of the Red onions. Colossal onions are a few dollars higher than Jumbo Yellows right now. Quality is still good on all colors.

POTATOES

Russet

Current market is stable and quality is good. Russet supplies are going to be challenging this spring and summer, with yields being down and a lot of potatoes going to the processing market, we will see prices remain firm.



Red and Yellow

Good supply and good quality on all sizes for red and gold potatoes. Florida red, yellow and white potatoes will be starting mid-February.

Sweet

Shipping sweet potatoes - all varieties; organic and conventional.

Fingerlings

All varieties of conventional fingerlings are available. Organic fingerlings are very tight.

White

White potatoes are available out of Washington and California.

CITRUS

Due to the weather this past week and current week, availability may be tight.

Navel

Conventional

California is at its peak season... we are starting to see 72s and large sizes be more consistent and available. Supplies are limited due to weather.

Organic

California is now the main source and at its peak season through March.

Grapefruit

Organic

California D3 Rio Red Grapefruit is the main supply source in the industry and is expected to be through July. Supplies are good with peak sizes being 40s/48s/36s/32s and some 56s/64s.

Limes

Currently seeing steady volume.

However, we will see that volume start to decrease drastically in a couple of weeks, like it happens every year due to cold weather conditions, and will remain this way until the second or third week of April when we should start seeing better supply.

Mandarin

Currently supplies are limited due to transitioning into tangos. Tangos will be available this week weather permitting (limited supplies).

Minneola

D3 supplies are starting to wind down and are expected to transition to D2 in two weeks. Supplies are limited, only covering existing business.



Lemons

Conventional

The California D3 crop is at its peak harvest. Supplies will remain steady through January and into February. Current peak sizes are 115s/95s/140s/165s. Mexico is starting to wind down with limited imports. Expected to end their season next week. Peak sizes are 140s/115s/95s/165s.

Organic

Mexico imports are expected to end by the end of January with good quality. Mexico peak sizes are 140s/115s/95s/165s.

California D3 continues to go strong with good supplies on 140s, 115s, 95s and 165s.

California D1 started shipping lemons. Good supplies and good quality. Peak sizes available on 140s/165s/115s.

California D2 has started harvesting very light; not much to impact supplies. Mainly to get some weight off the trees. Good strong lemons, mainly choice grade.

BERRIES



Blueberries

Imports from Central Mexico and Chile with steady supplies on both coasts. Prices are steady and should continue to stay at the same level for 2 to 3 weeks. Quality

Strawberries

Baja

Demand exceeds for limited volume. Fruit quality is excellent. New crop Baja and Oxnard are demanding a premium on pricing across all districts. Baja and Oxnard have been and will continue to get more rain. Expect rain totals to be less than the North. We should start to see production go up weekly.

Oxnard

Demand is good. Again, still going with summer planted varieties. Still very limited production. Wide range in quality and condition. Will not see any significant volume until the new crop starts. Some are starting to walk new crop fields getting very limited production. Have seen steady rain and it looks like more rain is coming daily for the next

is good to excellent from both areas with more demand for Mexican product at the moment.

Blackberries

Blackberries are on the lighter side of supply, however demand has not picked up and prices remain at the same levels. Quality has been fair to excellent depending on variety.

Blackberries are a good item to promote.

Raspberries

The Raspberry market continues at a demand exceeds supply level.

Quality is very good out of Central Mexico. Volume is very light and will continue to be in short supply for the next 2 weeks. We should see relief just in time for Valentine Day promotions.

week. We are seeing some light new crops. We have had steady rain, heavy at times and will affect the fruit for another week.

Central Mexico

Demand is good with pricing trending up. Central Mexico is the largest producing area now with steady volume. Will see production trending up weekly. Quality and condition is good. The weather looks very good for growing conditions.

Florida

Demand is good. Pricing trending up. The weather looks to be moderate with some scattered rain in the forecast. They looked to be trending up weekly with good production and demand.

BELL PEPPERS

Green Bells

Conventional

Green bell peppers have steady volume crossing through Nogales.

Due to the weather situation in Florida about a month ago with the hurricane, there has been extra demand from the East coast also pulling bell peppers from Mexico which has contributed to the high prices and high demands.

Organic

Organic Green bell peppers are currently limited out of Mexico.

Colored Bells

Conventional

Red bell pepper supply is slowly getting better due to the cold weather.

With Yellow and Orange bell peppers we are starting to see a plentiful amount of product crossing through Nogales out of Sinaloa and will stay steady for the next month or two.

Organic

Organic Colored Bell Peppers have started with good volume.

ORGANIC APPLES

Limited volume and high costs all season on organic apples.

ORGANIC MINI SWEET PEPPERS

Limited availability continues from Mexico.

CUCUMBERS

Organic Hot House

Limited volume on Organic Hot House cucumbers out of Mexico.

Organic Slicer

Organic Slicer cucumbers available out of Mexico with limited volume.

Cucumbers

Due to the cold weather conditions there was a cold front that caused a slow down in production. In Hermosillo, there were some lost crops also due to the weather, so pretty much cucumbers are non-existent in Hermosillo at the moment. Product out of Sinaloa is currently not as plentiful as other years; therefore, cucumbers have been higher than before, and will remain the same for the next 3-4 weeks.

Persian

Volume is still very light on Persian Cucumbers. Cool weather in the growing area has slowed production and the market remains very high! Organic Persian Cucumbers are still EXTREMELY short and expensive. There should be a little more production in a week.



BRUSSELS SPROUTS

Conventional

Currently harvesting in California and Mexico. Seeing quality issues from weather.

Organic

Limited volume available. Quality issues from weather.

CHILIES

Product is steadily crossing through Nogales, the majority of product coming out of Sinaloa.

ORGANIC GREEN BEANS

Organic Green Beans are currently available out of Mexico with good volume and quality.

TROPICALS

Mango

Lots of Kent variety mangos now available coming in now from Peru. Mostly 9 -7ct, less 10's and very few 12's. Peru's crop is estimated to be 2 million more boxes than last year and will continue into late February.

ORGANIC: Very good supplies on Peruvian Organic Kent mangos coming in now. Quality is very clean with good internal color and sugar. Season will go into early March and then transition into the Mexican season.

Pineapples

Conventional

Market still remains high. Demand is very good. Less volume coming from Costa Rica as heavy rains affect the crop. Prices are still in the mid-teens.

Organic

Very limited supplies on Costa Rican Organic pineapple. Limited supplies on Mexican organic pineapple 6, 7 and 8ct available. Demand is very good. Prices are higher. Quality and brix is good. Shell color light green.

ORGANIC SNAP PEAS

We are seeing quality issues at the moment on Organic Snap Peas.

ORGANIC EGGPLANT

Organic Eggplant is available out of Mexico with limited volume.

SQUASH

Soft Squash

We are seeing better volume and quality out of Mexico.

Hard Squash

Better volume on Organic Honeynut Squash out of Mexico. Most Organic squashes are down in volume due to cool temps. Costs are elevated on Mexican squash this season.



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