



March 15, 2023

## WEATHER UPDATE

California is still receiving rain this week which will have an impact on crops being planted by delaying them out a couple of weeks.

## TOMATOES

### Beefsteak

#### *Conventional*

**Supplies** - Fair to good supplies out of Mexico.

**Pricing** - Has gotten a little better. There is currently a range on pricing but better quality product is being quoted in the low teens FOB.

**Demand** - has been fair. Things have been slow on the greenhouse grown tomatoes lately.

#### *Organic*

**Supplies** - Supplies are picking up out of Mexico.

**Pricing** - There continues to be a wide range of pricing. Costs have come off of the high quotes from the last few months. We are now seeing FOB quotes in the teens - low \$20s.

**Demand** - Light to fair demand on Org. Beefs. We have good availability.

### Organic Roma

**Supplies** - Good Supplies out of Mexico. We will have good supplies moving forward; weather permitting.

**Pricing** - Pricing has followed the conventional roma market and has strengthened the past couple of weeks. We are seeing FOB quotes in the mid - high teens.

**Demand** - Demand is getting better. We have good supplies.

### Grape

Grape tomatoes both organic and conventional, are very plentiful.

### Heirlooms

#### *Conventional*

Harvest steady out of Mexico. Forecasting supply to remain steady for the balance of March.

#### *Organic*

Due to cooler weather, harvest is down some out of Mexico. Market is up. Forecasting volumes to increase for mid-April.



## Medley

Quality on medley tomatoes is excellent but supply is short.

## Organic Cherry

Cherry tomatoes are in good supply.

## Organic Sweet King

Supplies are good on Organic Sweet King and organic vine-ripe tomatoes.

## Organic Purple Crush

Our Organic Purple Crush tomatoes are now in good supply!

## Round, Roma and Vine-Ripe

### Florida

The winter tomato crop is winding down. This area is in transition. In 1-2 weeks Florida growers will begin harvesting the first fields of spring planted tomatoes. The weather has been outstanding and expectations are for a beautiful crop and good availability. Markets are in the mid to high teens for the best quality.

### Mexico

Sinaloa and Culiacan area winding down winter tomato production and Sonora Obregon is about a week or two away from beginning to harvest spring planted tomatoes. Markets are in the mid to high teens for the best quality.

### California

Non-stop torrential rain storms have made it all but impossible for California growers of all commodities to get plants in the ground on time. We expect most California crops (tomatoes included) to have initial harvest start dates impacted by up to 3-4 weeks later than normal this summer. It will be early to mid-July rather than June before we see any meaningful tomato production begin.

## Tomato on the Vine

### *Conventional*

**Supplies** - Fair to good supplies at this time. Production has dropped a bit out of Mexico. Canada has not started up yet and may be a few weeks late due to cold weather. California production has also been slow to start but there is product available.

**Pricing** - There is a range of cost at this time. Older field product out of Mexico has been selling close to minimum. Newer product out of Mexico and California are being quoted in the \$9.00 - \$10.00 FOB range.

**Demand** - Demand on TOV's at this time has been very light. We have good supplies available.

### *Organic*

**Supplies** - Good supplies on Organic TOVs out of Mexico right now.

**Pricing** - Cost has been mostly in the \$10.00 - \$12.00 FOB range. Deals are being made at this time.

**Demand** - Very light and does not seem to be getting better.

## ONIONS

Market is the same. Demand is still pretty light. Medium and Jumbo Reds and Medium yellows are still being pushed. Jumbo Yellow onions are \$3-4 dollars higher than mediums. Colossal Yellows are \$3-4 higher than Jumbos.

Quality remains good on all onions. White Onions coming off slightly as well as more whites, reds and sweets are crossing through Texas from Mexico. Imperial Valley crop will start a little later this season due to the cooler weather so far in 2023.

## POTATOES

### Russet

Conventional russet potatoes continue to stay strong. Packing and shipping storage crop until new crop starts in August.

Organic russet potato markets remain

### Red and Yellow

Supplies on conventional red and gold potatoes out of the Pacific Northwest are starting to dry up as demand remains steady.

strong. Supplies are going fast and new crop does not start until June; we may have a gap for a few weeks.



## White

White potatoes are available out of Washington and Florida.

## Sweet

Plenty of sweet potatoes available. Markets are steady on all varieties; organic and conventional.

Florida is shipping red and yellow potatoes; quality is nice. Florida white potatoes are limited. New crop red and gold potatoes will start out of California's Imperial Valley in April.

We have good supplies on Organic red potatoes through April and we will have a new crop Organic Red Potatoes out of California's Imperial Valley starting mid-April.

Supplies on Organic yellow potatoes will get us into April, with new crop out of California's Imperial Valley starting late March.

## Fingerlings

Conventional and Organic Fingerlings are very tight. We may see a gap in supplies as we head into spring.

# CITRUS

## Navel

### *Conventional*

California navels - Market is getting soft on larger sizes (72s and larger) as supplies increase. Current brix average 13.5 and peak sizes 72s/56s/88s/48s. Small 113s/138s are limited with low demand.

### *Organic*

D1 is still the main source of supplies. Harvest is at its peak with good quality and brix at 13.5. Peak sizes 72s/88s/56s/113s. Currently supplies exceed demand.



## Grapefruit

### *Organic*

California D2 Star Grapefruit is now the main source of supply. Good firm quality. Good supplies through May.

Note: Demand had been good and steady with Mexico not being able to import. We are anticipating that with the current movement, California grapefruit will end sooner than normal years.

## Limes

Volume have decreased drastically like it does every year around this time period and also due to colder weather conditions. Volumes should remain low until the second or third week of April when we should start seeing better supply.

## Lemons

### *Conventional*

California D3 is done for the season.

D2 is anticipating to finish their first lemon pass in three weeks. Supplies are limited. Peak sizes on 115s/95s/140s/75s/165s/200s.

D1 lemons will wrap up their season in three weeks. Quality is unknown due to recent and current forecasts.

### *Organic*

California D3 will wrap up their season this week. Peak sizes 115s/95s/140s/165s.

California D1 is at its peak harvest with good supplies and good quality. Peak sizes 140s/165s/115s.

D2 is now at its peak harvest with strong lemons, mainly choice grade. Peak sizes

## BERRIES



### Blueberries

Offshore blues have slowed on both coasts and prices are surging due to lack of specific pack sizes.

Mexican blues are steadily crossing with no expectations of increased volume. Demand is significantly higher for Mexican blueberries. Expect blueberry pricing to stay relatively high through April.

### Blackberries

Blackberries have dropped in volume out of Central Mexico as growers are trying to improve quality to make arrivals. Market is on a serious uptick and will stay strong for the next 14 to 21 days.

### Raspberries

The Raspberry market has picked up and volume has slowed. Baja should be picking up production by the end of March. Quality continues to be very good out of Central Mexico but production is slowing. Promotional volume will be available the week of or after Easter.

### Strawberries

#### *Baja*

Demand is good and volume is starting to ramp up slowly. That said, we have had significant weather events with cold temps. Based on what we know now, we can expect some disruptions in production for a week or 10 days to clean up the crops and come back fresh. We are picking very light numbers fresh and throwing the balance in a juice tray. The cold and rain is very good for the plants longer term and once the sun comes back out we can expect Baja to start to trend up quickly with excellent fruit quality and condition.

Looks like another period of rain for four days next week. Definitely looks less than what we will expect in Oxnard. Fruit quality and condition is excellent.

#### *Oxnard*

Demand is good and volume is trending up. Very similar story to Baja - cold and significant amounts of rain. Again this is all really just a short term disruption and will help in the longer run. There is definitely a premium for new crop Baja and Oxnard fruit. Looks like we have another four-five days of rain coming this week and next. Fruit quality and condition is excellent.

#### *Central Mexico*

Demand is fair with pricing steady. Still steady volume but will be trending down weekly. It sounds like most fields are over their peak and later plantings are still in their peak. Wide range in quality and condition. Fruit quality in general is fair.

#### *Florida*

Demand is fair. Pricing trending up. Most fields are over their peak and production will start to trend down. Wide range in quality and condition. In general fruit quality is fair.

## BELL PEPPERS

### Green Bells

#### *Conventional*

Green bell peppers have steady volume crossing through Nogales.

Due to weather are tightening up and should remain tight for a few week unless weather improves

#### *Organic*

Mexico is currently gapping. We are day-to-day.

### Colored Bells

#### *Conventional*

Red bell pepper supply is steady with good supplies

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*

Volume is improving on organic colored bells out of Mexico. Organic Yellow and Orange bell peppers are limited.

## ORGANIC APPLES

Steady supplies on most varieties. Import apples will start showing up at the end of April from South America and New Zealand.

## ORGANIC MINI SWEET PEPPERS

Supply is short out of Mexico.

## CUCUMBERS

### Organic Hot House

Organic Hot House cucumbers are limited out of Mexico.

### Organic Slicer

Organic Slicer cucumbers available out of Mexico with better volume.

### Cucumbers

Good volumes and forecast should remain strong

### Persian

Supplies continue to improve on both conventional and organic persian cucumbers. Product is coming out of Baja and Central Mexico. Quality is excellent!



## BRUSSELS SPROUTS

### Conventional

Currently harvesting in California and Mexico. Limited volume for 2 weeks due to the rain in Northern California. Prices are starting to rise as we get closer to the Easter Sunday holiday.

### Organic

We are seeing better volume and quality on Organic Brussels from Mexico.

## CHILIES

Jalapeno volumes are improving. Serrano's pricing is still high due to short supply. All other chilies have steady volumes out of Sinaloa

## ORGANIC GREEN BEANS

Organic Green Beans are currently available out of Mexico but with some quality issues due to the weather - rain and cold.

## TROPICALS

### Mango

#### Conventional

Peru season is done, but still some fruit hanging around. Volume from Mexico is still on the lighter side and prices haven't come down much. All Tommy Atkins variety are coming in now. More Ataulfos are crossing, mostly 14-22ct. Best time to promote mangos will be in April and beyond as volume is still behind with wet and cooler weather down in Mexico.

#### Organic

Organic Mangos from Peru are done. Organic Tommy Atkins mangos are now arriving from Mexico, mostly 9/10's and some 12's. Quality is fair to good. Prices are now higher. Organic Ataulfos available sizes 16-22's crossing now from Mexico. Low to mid-teens.

### Pineapples

#### Conventional

Market is steady, demand is fair. Market is in the low to mid-teens. Occasionally lower on poorer quality. Estimated 1,000 loads coming in this week which is lower than typical seasons. Market price should pick up as we get closer to the Easter pulls. Only 35 loads of Mexican pineapple crossing into the US.

#### Organic

Short supplies remain on all Costa Rican Organic pineapples. Demand is very good and pricing remains higher. Fair to decent supply on 6/7/8 count Mexican Organic Pineapples this week.

## ORGANIC SNAP PEAS

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

## ORGANIC EGGPLANT

Organic Eggplant is currently gapping out of Mexico.

## SQUASH

### Soft Squash

Mexico - quality and volume improving on green zucchini. Organic yellow squash is gapping for 10 days.

### Hard Squash

Better volume on organic acorn and organic spaghetti squash. Organic Kabocha and organic delicata are limited through the remainder of the Mexico season. Organic honeynut in good supply until May.



### Veg-Fresh Farms

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