



May 24, 2023

## TOMATOES

### Beefsteak

#### *Conventional*

**Supplies** - Lighter supplies out of all growing areas.

**Pricing** - We are seeing a split market on cost right now. Fair quality products are being sold at \$8.00 - \$9.00 FOB. Better quality is being quoted at \$12.00 - \$14.00 FOB.

**Demand** - Demand is good. Light supplies on Big Vine Ripe tomatoes are helping strengthen the hot house market.

#### *Organic*

**Supplies** - Light supplies out of Mexico and Canada on good quality fruit.

**Pricing** - The market is very good on good quality products. Pricing has increased from the high teens to the low to mid \$20s this week.

**Demand** - Demand is very good on good quality product.

### Organic Roma

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

**Pricing** - Pricing has been good. Mostly in the \$16.95 - \$18.95 FOB range. May come off a bit after the holiday demand decreases.

**Demand** - Was better this week. We'll see if it will maintain after Memorial Day.

### Grape

Organic and conventional grape tomatoes have spiked up and will continue to for the next month.

### Heirlooms

#### *Conventional*

Harvest remains limited out of Central Mexico. Existing plantings are finishing up. Markets continue to be strong. Forecasting new crop out of Baja in approximately 2 weeks. California crops this season will be delayed by 4 weeks due to weather. Plantings are being delayed. New crop California grown will begin at the end of July, early August.

#### *Organic*

Harvest remains limited out of Central Mexico against existing plantings. Markets continue to be strong. New crop out of Central Mexico and Baja regions will begin by mid-late next week.



**Medley**

**Cherry**

Organic and Conventional medley tomatoes are starting to go short as well. Cherry tomatoes are still very short.

## Organic Sweet King

Organic Sweet King, vine-rip and hot house have shot up big time.

## Organic Purple Crush

Organic Purple Crush tomatoes will limp along with small volume until we start a new crop in mid-August.

## Round, Roma and Vine-Ripe

### Florida

Palmetto/Ruskin have finished up.

Quincy will have a short 2-4 week run with low volume.

South Carolina will begin tomato harvest next week and ramp up harvest volume week over week.

Market on best quality ready to use fruit is in the low \$20.00's.

### Central Mexico

Jalisco, Torreon and San Luis Potosi tomato harvest has begun spring tomato harvest, replacing tomato volume that has finished in Culiacan and Sinaloa.

\$14.00-\$16.00 on roma tomatoes

\$14.00-\$16.00 on Vine ripe round tomatoes.

### Indio, California

One shipper has begun tomato harvest in a light way.

Quoting \$17.00 FOB on limited availability.

### Central California

Tomato target harvest start date mid to late June due to severe rain during the planting season.

2-3 weeks later than normal harvest start date.

## Tomato on the Vine

### Conventional

**Supplies** - Lighter supplies this week out of all growing areas. We will see if things pick-up after the Memorial Day holiday.

**Pricing** -It looks like pricing is up a bit. Like supplies, let's see where pricing is over the weekend/Monday.

**Demand** - Good demand this week. We'll see how things are after the holiday.

### Organic

**Supplies** - Mexican has light supplies and will continue to be light now through most of June. Canada has supplies but waiting for an update on future availability.

**Pricing** - Pricing is a little stronger. Mostly in the \$10.95 to \$12.95 FOB range.

**Demand** -Demand has picked up this week. We'll see if it continues next week.

## ONIONS

There are still a few red onions coming out of the PNW. The Imperial Valley growing area is going strong with all 3 colors and should go through the first week or 2 of June. Volume on MX whites is good and quality is really good now. Central California onions should start up the first week of June, as plantings were delayed and cooler temps.

## POTATOES

### Russet

**Conventional russet potatoes** continue to stay strong, larger sized russets 40, 50 and 60 counts are tightening up, expect to see the market start reacting. Packing and shipping storage crop until the new crop starts in August.

**Organic russet potatoes** - Organic russet potatoes are finished. Small volume of new

### Red and Yellow

Conventional red and gold potatoes are shipping out of California's Imperial Valley. Bakersfield will start in early June.

Organic red and gold potatoes - California's desert crop is finishing up. Bakersfield is starting. With the cooler spring, the quality on colored potatoes has been very nice.

crop will start in mid-June. Sizing is small and yields are down 35%. We will not see volume until Washington starts in mid-August.



## Fingerlings

Conventional Russian banana fingerlings are available. French, ruby crescent and other varieties will start mid-June. Organic fingerlings are starting, currently supplies are limited and they will ramp up weekly.

## Sweet

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

## White

White potatoes are available, shipping out of Florida.

## CITRUS

### Navel

#### *Conventional*

We are now done with conventional navels for the season.

#### *Organic*

Season is done.

### Grapefruit

#### *Organic*

D2 Star Grapefruit is the main source with good strong fruit. Inner and outer color showing bright red. Supplies will remain strong through June. Peak sizes at 40s/48s/56s/64s and some 36s/32s.

#### *Conventional*

California is now shipping. Quality is strong with good color. Star is the current variety. Peak sizes at 48s,40s,56s,36s, and 32s.

### Limes

Currently seeing steady volume on all small sizes.

However, we will see better supply and good volume on all large sizes in a couple of weeks. All product coming out of all regions in Mexico.

### Org Valencia

New California crop. Good color and good brix at 12+. Peak sizes at 113s, 138s, 88s, 72s and some 56s.



### Lemons

#### *Conventional*

Harvest in D2 is going strong. We are seeing a bit more scaring. Lemons strong with good sizes, structure peaking on 115s/95/140s/75s/165s/200s.

#### *Organic*

California D1 is coming to an end this week.

California D2 is now at its peak season. Lemons are strong with good sizing, heavier on choice grade. Peak sizes on 140s, 165s, 115s, 95s.

We are expecting lemon prices to start increasing as supplies tighten.

## BERRIES

### Strawberries

*From Baja through Salinas/Watsonville we are seeing peak days in the 1.5 - 1.7 million trays a day. As Baja and Oxnard phase out we will see increases from Santa Maria and Salinas/Watsonville that will far offset*



## Blueberries

Mexican imports continue but are dropping and California has now started. Georgia and North Carolina have experienced rain and have disrupted supply in the Eastern seaboard thus putting pressure on California production which should be peaking in 14 days. Demand is good as is quality from all districts. Prices will remain steady for the next 2 to 4 weeks as we head into the California peak. Now is a great time to promote all sizes.

## Blackberries

Blackberries are on the sluggish side as demand has dropped in the retail side. Volume is steady out of Mexico and will continue through June. Quality overall is good and now is a great time to promote.

## Raspberries

Raspberries are still on the short side however the market is lower due to demand easing off. Volume is light and will continue through the end of May. Quality continues to be good out of Central Mexico and the domestic deal should be starting up by mid-June. Supply should stay at the same levels through June.

any decreases. Obviously, strong front end of weeks and tailing off slightly the back half of each week. Absolutely peak time to have large aggressive promotions. Will remain in this position for at least two months.

### **Baja**

Demand is fair and we look to be in the peak with most fields. There will be some fields that hit their peak later due to replanting. Pricing is adjusting down as production spikes. Many growers will be done just prior to Mother's Day. Will divert to freezer from there. Fruit quality is very good with good size and outstanding flavor.

### **Oxnard**

Demand is good and volume is trending up. Looks to be a couple of weeks behind Baja in terms of a shut down phase. Many will continue through May with significant volume. Pricing and/or quality will be the determining factors as to when growers will divert to the freezer. Look for strong volume and pricing is trending down as production increases. Fruit quality and condition is generally good. Wide range in quality and condition based on varieties.

### **Santa Maria**

Starting to see the total volume going up quickly. Expect production/volume to continue trending up. Fruit quality and condition is excellent. Should see a premium price compared to Baja and Oxnard.

### **Salinas/Watsonville**

Starting to see volume trending up far behind Oxnard and Santa Maria. Should see excellent fruit quality and condition. Will be a few weeks before we see significant volume. Should ramp up fairly quickly.

## BELL PEPPERS

### Green Bells

#### **Conventional**

Nogales is winding down. Coachella has started so prices are up on California product.

#### **Organic**

Mexico's bell pepper crop has now ended. We are currently gapping.

### Colored Bells

#### **Conventional**

Red bell pepper: steady supply out of Nogales, we will see product coming out of Baja and California soon.

Yellow and Orange bell peppers: steady supply out of Nogales, we will see product coming out of Baja and California soon.

#### **Organic**

Organic colored bells are currently gapping.

## ORGANIC APPLES

Domestic supplies are getting very short on

## ORGANIC MINI



Organic Honeycrisp and Granny Smith apples. Limited volume and high costs. Still plenty of domestic Fujis. Import apples are now arriving. Nice quality fruit out of New Zealand, but costs are high.

## SWEET PEPPERS

Organic Mini Sweet Peppers are currently out of Mexico with a short 2-day notice.

## CUCUMBERS

### Organic Hot House

Good volume on Organic Hot House cucumbers out of Mexico. At the end of May production will shift to Baja.

### Organic Slicer

Organic Slicer cucumbers available out of Mexico with good volume. Will be shifting production to Baja at the end of May.

### Cucumbers

Currently, market out of Nogales has been plentiful, however we will see a decrease in a week or 2. Baja is due to start the first week of June.

### Persian

Good supplies and costs on conventional and organic persian cucumbers with excellent quality. Costs are up slightly from last week.



## BRUSSELS SPROUTS

### Conventional

Conventional Brussel sprouts are very limited as the Mexico season has now ended and we are gapping, due to California being delayed until June. We are anticipating a gap for one month.

### Organic

Limited volume on Organic Brussels out of Mexico with no extra availability.

## CHILIES

Product is steadily crossing through Nogales, however we will also see Sinaloa ending at the end of May and Baja should be starting in the first to second week of July.

## ORGANIC GREEN BEANS

Organic Green Beans from Mexico have ended. The California crop is expected to be a bit delayed. Quality on the last fields have issues. We are gapping.

## TROPICALS

### Mango

#### Conventional

The market is flooded with Tommy Atkin mangos and all sizes of Ataulfos as both growing areas in Mexico are overlapping and many big growers have fruit. Varying quality on the cheap stuff though. Next growing area is Nayarit which will start up in mid-June.

#### Organic

Volume is limited as we close out of the Oaxaca growing area. Nayarit should start in a few weeks with Hadens. Prices are slightly higher this week. Big spread on price from the conventional mangos.

### Pineapples

#### Conventional

Demand is only fair and prices are steady in the mid-teens. Very low imported loads reported for this week again. ½ of normal volumes. Mexican pineapple volume is winding down. Costa Rican imports are way down compared to last season. USDA is reporting only 800 loads coming into the

US verses + 1,300 last year..

**Organic**

Demand is very good and pricing is slightly higher this week. Quality is good with a greener shell color from Mexico. Brix is 14-15 plus. Volume will drop off in the next few weeks through the summer months.

**ORGANIC STONE FRUIT**

New crop of Organic peaches starting next week with more varieties coming the following week.

**ORGANIC SNAP PEAS**

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

**ORGANIC EGGPLANT**

Mexico season has ended.

**SQUASH**

**Soft Squash**

Currently on the last fields in Hermosillo, Mexico. Scarring issue due to heavy winters in the growing fields, limited volumes.

**Hard Squash**

Better supply of Organic Butternut but costs are still elevated. Good supplies of organic acorn, organic spaghetti and organic kabocha. Limited organic delicata and organic honeynut available.

**MELONS**

**ORGANIC MINI WATERMELONS** - We are finally taking off and running Organic Mini Watermelons from Mexico. Volume from Mexico is picking up quickly and will be in good supply for the next few weeks. Sizing mostly 6's with a few to no 8's.

**ORGANIC CANTALOUPE** - We will be breaking fields in El Centro on Organic Cantaloupe next week and expect to have good volume by the middle of the week.

**ORGANIC HONEYDEW** - We will be breaking fields early next week with mostly 5's and a few 6's. We will start relatively heavy and be steady through the end of June.



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