



Weekly update for January 24, 2024

TOMATOES

Tomato on the Vine

Conventional

Supplies - Production out of Mexico has picked up a bit. Overall though, availability is still light.

Pricing - FOB's are mostly in the \$28.00 - \$30.00 range on open market product.

Demand - High cost is starting to affect demand. There is a lot more resistance with sales in the mid \$30's.

Organic

Supplies - Mexican production is still light. Waiting to find out if things will improve anytime soon.

Pricing - FOB costs are in the high \$20.00s.

Demand - Demand has been steady. There hasn't been a big bump up on demand like the conventional TOVs.

Beefsteak Tomatoes

Conventional

Supplies - Better supplies are showing up in Mexico. Lower tech production is starting up and that will affect the beef and vine ripe market.

Pricing - FOB costs were as high as \$30.00 this past week. Costs could be in the low \$20s and possibly less by the weekend.

Demand - Demand has been good. Lower cost should keep movement steady. We'll have to see where the vine ripe market ends up.

Organic

Supplies - Light supplies still out of Mexico.

Pricing - FOB costs are holding in the high \$20.00s and should hold for the time being.

Demand - Demand continues to be good. We aren't seeing a lot of organic vine ripe out of Mexico right now and that is helping the demand on beefsteaks.

Organic Roma Tomatoes

Supplies - Supplies have been pretty steady. We'll have to see how things progress though. We could see supplies start to lighten up towards the end of February/Early March. Weather issues in October - December of 2023 in the Mexican growing areas could affect future production for this season.

Pricing - FOB costs have been in the mid \$30.00s. Expecting to see costs coming down.

Demand - Demand is still good. Quality is a big factor right now. We are seeing some quality issues due to weather issues during the growing process.

Grape Tomatoes

Grape tomatoes are still extremely short supply with another 3 weeks before Mexico starts to fill in the gap.

Heirloom Tomatoes

Conventional

Due to cold weather in growing region harvest is down. Forecasting volume to improve within the next 2 weeks. Markets have elevated.

Organic

Due to cold weather in growing regions, harvest is down. New crops against additional volume remains delayed for another 2 weeks. Markets have elevated.

Medley Tomatoes

Medley tomatoes are 40.00 to 42.00 on clams and extremely short in supply.

Cherry Tomatoes

Cherry tomatoes are basically non-existent at 40.00.

Organic Sweet King Tomatoes

Organic vine-ripe and hot house tomatoes are in the same boat with pricing soaring into the 30+ range.

Organic Purple Crush Tomatoes

Purple crush tomatoes very little supply.

Round, Roma and Vine-Ripe Tomatoes

Florida

Florida continues to be in a period of extremely low production. Round tomatoes tracking the high \$30s to mid \$40s. Roma tomatoes much the same. High \$30s and short. Look for relief sometime in March at the earliest.

Mexico

Temperatures in the growing areas have finally begun to move in the right direction. Beginning to see a few more supplies of roma tomatoes. Round tomatoes continue in short supply for now. Roma tomatoes tracking in the mid \$30s. Round tomatoes in high \$30s to mid \$40s.

ONIONS

White onions are virtually non-existent. Pacific Northwest and Nevada white crop is winding down and quality is just fair. New crop Mexican whites should be picking up hopefully in a few weeks. They will remain extremely short for another 3-4 weeks. Yellow jumbo onions increased again in price this week. Mediums are slightly lower. Red onion market is steady. Severe cold winter weather last week slowed down packing and loading capabilities but it has warmed up some this week.

POTATOES

Russet Potatoes

Conventional - Russet potato supply and quality are very good. Russets will be promotable through February.

Organic - Veg-Fresh is shipping 3# and 5# bags, paper and poly. Organic carton russets - we have nice quality on all sizes.

Sweet Potatoes

Organic and conventional sweet potatoes - shipping all varieties of sweet potatoes, conventional and organic.

White Potatoes

White potatoes are available. Supplies are good out of the Pacific Northwest and Bakersfield.

Red and Gold Potatoes

Conventional - Plenty of volume available, markets will remain steady through January.

Organic - We have very nice quality and are shipping potatoes in paper or poly bags!

Fingerling Potatoes

Conventional - Russian banana fingerlings are available. French, ruby crescent and additional varieties are available.

Organic - Shipping all varieties, Russian Banana, French, Amarosa and Purple 16/1.5# bags or 20# cartons. Want them all mixed together, we can do that too!

Organic Creamer Potatoes

We have purple, red and gold creamers available - packed in 16/1.5lb bags. Get single varieties or mixed.

CITRUS

Grapefruit

Organic

D3 first pass has been completed. Expect second harvest to start by mid April on Rio-Red.

D2 good supplies. Star Ruby fruit is grading more towards fancy with good red color both inner and outer. Peak sizes 40s/36s/32s/48s/56s.

Mexico imports continue to cross in good quantities. Expect supplies all through the end of February. Peak sizes 40/48/36/32 and some 56s.

Conventional

D3 supplies are now becoming more available grading leaning more towards choice. Peak sizes 40/48/36/32 and some 56s/64s.

Mexico - good supplies, excellent quality fruit dark red inner color. Peak sizes 40s/48s/36s/32s/56s.

D1 light supplies. Good quality grading more towards fancy. Peak sizes 40s/48s/56s/36s and some 32s.

Navel Oranges

Conventional

D1 now harvesting at its peak. Good supplies, good sugar brix between 13-14. No gassing all natural color. Peak sizes 72s/56s/88s/113s/48s.

Organic

California D1 supplies are good and steady, we are seeing more fancy in these new blocks compared to a few weeks ago. Sugar brix 13-14. Peak sizes 56s/48s/72s/88s and limited on 113s/138s.

Lemons

Conventional

D3 desert is at its peak of the season, good quality and color. Peak sizes 140s/165s/115s/95s/200s.

D1 harvesting is at its peak. Quality is good. Grading heavy on fancy. Peak sizes 165s/140s/115s/95s.

Organic

Mexico import supplies are now down to a few loads this week. Quality and grade remain heavy towards choice. Peak sizes 165s/140s/115s/95s.

California D3 quality still remains strong. Grade is leaning towards fancy. Peak sizes 140s/165s/115s/95s.

D1 is now at full harvesting. Peak size 140s/165s/115s/95s. Note: crop is lighter this season compared to last year estimating 15% to 20%.

Limes

Steady volume coming out of Veracruz and Jalisco, Mexico.

Sweet Limes

D3: color is fully yellow and mix sizes. Peak sizes remain on large.

D2: started harvest last week. Good light yellow color with silver yellow shoulders. Peak size jumbo/large/mam.

BERRIES

Blueberries

Blueberry market is lower overall with most volume coming from imports out of Chile with quality good to excellent. Mexican imports are also on the rise and market is higher due to excellent quality. Peru continues to export however, volume is down from that area. Expect markets to continue with current prices and should stay steady through Valentine's Day.

Blackberries

Blackberry production has increased and market is lower. Quality has been fair to excellent depending on the variety. Expect crossings to continue at the current pace. Blackberries will

Strawberries

Demand is light with heavy production out of Central Mexico. Florida starting to increase quickly and Baja and Oxnard both up and running.

Baja/Oxnard demand is light. FOBs have taken a strong short term correction. Once retailers start to adjust based on pricing being given out now, it should improve demand and stabilize the market. The new crop fruit is big, beautiful and with excellent flavor. The summer planted varieties have good quality and condition but with smaller size.

Santa Maria not a lot to report. We will not see any significant volume until the new crop starts in February but no significant volume until late March/early April.

Central Mexico demand is light with some fruit being

be a great item to promote.

Raspberries

Raspberries continue to be on the short side and looks to be for the next 10 days. Central Mexico production as well as Baja growing areas have been affected by weather. Looks like production should increase by late next week. Should see promotable volume for Valentine's Day.

sold with price to be established later. Most fruit is being sold/shipping from previous commitments. Major correction from last week on open/spot market FOBs. Market news reporting 8.00 - 12.00. Mostly 9.00 - 10.00 previous commitments higher.

Florida demand is moderate for lighter volume. The market has corrected but less than other districts. Florida has very good weather ahead of them and we would expect production to jump. Will likely see a more moderate correction with FOBs heading down in the near future.

PEPPERS

Green Bell Peppers

Conventional

Steady volume out of Nogales.

Organic

Organic Green bell peppers are available out of Mexico with good volume and quality.

Organic Mini Sweet Peppers

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

Colored Bell Peppers

Conventional

All colored bell peppers are super short right now. Product is delayed due to weather condition but we should see improvement in about 2-3 weeks.

Organic

Organic colored bells are starting with good volume.

Chilie Peppers

Steady volume coming out of Sinaloa and crossing through Nogales. Tomatillo still super short due to the last hurricane.

FRUIT

Organic Apples

Excellent volume on most organic apples out of the Northwest. Great item to promote!

Mango

Conventional

Peru mangos are now coming in, mostly Kents and very large sizes peaking on 6/7ct. Prices are very high in the high teens. Peru volume is way off this year. Mexico mango season will pick up in mid-February.

Organic

Prices are in the high teens, low 20s and the quality is good. Organic Peruvian mangos are going to be about 60-70% down this season.

Pineapples

Conventional

Demand is just ok. Market is decent. Not a lot of excess fruit being offered out. Mostly smaller volumes around on size 6's and 5's.

Organic

Lighter supplies coming in from Mexico right now and quality is decent but lighter color and decent brix. Very limited organic pineapple numbers from Costa Rica currently.

CUCUMBERS

Organic Hot House

Cucumbers

Currently out of Mexico but cold weather has slowed down production.

Organic Slicer Cucumbers

Available from Hermosillo, Mexico but limited volume.

Cucumbers

Persian Cucumbers

Steady volume out of Nogales.

Supplies are still extremely limited and the costs are very high. Expect short supplies and a high market to last for several weeks.

VEGGIES

Brussels Sprouts

Conventional

Conventional brussel sprouts available out of California with limited volume due to rainy and cold weather. Mexico started with limited volume.

Organic

Organic Brussels sprouts out of Mexico are currently limited. More availability towards end of January.

Organic Green Beans

Organic Green Beans out of Mexico. Slower volume due to cooler weather.

Organic Eggplant

Available out of Hermosillo, Mexico with limited volume due to cold weather.

SQUASH

Organic Soft Squash

Mexico is currently in growing area transitional from Hermosillo to Guaymas, transition has been slower due to cooler weather. Currently, no volume available.

Organic Hard Squash

Good supplies and quality on most organic squash varieties out of Mexico. Acorn and honeynut are tighter than other varieties. Good supplies and costs on butternut, spaghetti and kabocha.



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