

{{ time_now|date:"January 2, 2006" }}



MARKET REPORT

TOMATOES

Florida: cold weather and rain this week has reduced Florida's tomato harvest volumes to a trickle. Markets have spiked to the high teens on both roma and round tomatoes for the best quality.

Mexico: cool weather in all the Mexican growing regions has delayed harvest on not just tomatoes, but MANY related vegetable items grown in Mexico at this time. With Florida not having a normal harvest week and Canada being short on tomatoes, the USA and Canada have steered demand into Mexico; causing demand to outpace supplies.

Organic Heirlooms: harvest out of Mexico remains steady. Forecasting harvest to continue steady through all of January.

Heirlooms: harvest out of our volume crops in Central Mexico has begun. Quality and volume remain very good. Volume will continue steady through January and February. Ad opportunities!



TOV's: supplies very light out of Mexico. Canada production is staying mainly in the East. FOB market is mostly in the \$14.00 - \$16.00 range. High demand on limited supplies.

Organic TOV's: fair to good supplies out of Mexico. FOB cost is mostly in the mid-teens. Demand is a little better, but nothing like the conventional market.

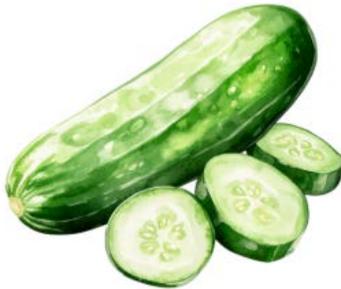
Beefsteak: fair to good supplies out of Mexico. FOB cost is mostly in \$11.00 - \$13.00 range with lower cost on load volume orders. Demand has been steady.

Organic Beefsteak: fair supplies out of Mexico. FOB costs have gone up. Hearing quotes mostly in the \$14.95 - \$16.95 range. Demand has been fair.

Organic Roma: good supplies out of Mexico. New production has started up and should stay good through April. FOB market has dropped quite a bit from the holiday highs. Most quotes

are in the \$16.95 - \$18.95 range. Lower quotes on higher volume orders. Demand has dropped off after the holidays.

Snacking tomato: both organic as well as conventional grape tomatoes are starting to become less supply and better demand. Cherry tomatoes are becoming short as well; with prices rising sharply. Conventional and organic medley tomatoes are by far the shortest item of all. We expect this trend on the medley's to continue for at least another month.



CUCUMBERS

Persian: steady volume on conventional persian cucumbers. Costs are stable. Organic cucumbers are still tight and costs remain high.

English: good volume and quality on both conventional and organic english cucumbers. Costs are friendly and it's a great time to promote.

Organic Slicer: good volume, price is slowly going up.

SQUASH & YAMS

Organic Hard Squash: slightly better on organic honeynut and delicata this week. Acorn, butternut and spaghetti have steady volume.

Organic Soft Squash: zucchini is very tight. Price is climbing daily.

Yams: the quality and supply remain steady on conventional and organic yams.

FRUIT

Organic Apples: steady volume and costs continue out of the Northwest.

Mango: Peruvian mangos are now arriving. Quality is good on Kents. Market steady. Volume should pick up in the next 2-3 weeks and pricing should come off some.

Organic Mango: Peruvian organic kent mangos are now available. Quality is pretty good. Prices are stable

Strawberries: the market is strengthening out of all growing regions with an increase in demand; coming from both the foodservice and retail sectors.

- Oxnard- Fields are slowly coming back online after the recent rain events. Yields are still low, and crews are being forced to move slowly during the packing process.
- Santa Maria- This area, like all of California, is recovering slowly from the recent rains. Crews are working slowly to keep the water-related issues out of the cartons being packed.
- Baja MX- The rains reached this area as well over the last few weeks, creating some of the same issues that are plaguing the California growers. Yields are low, and crossings are light.

- o Central Mexico- Good volume has been reported over the last few weeks. We expect to see continued steady crossings, but the uptick in demand should help keep markets firmer than they have been in the last few weeks.
- o Florida-Production has been cut back due to colder than normal temperatures. Some shippers are seeing yields drop by up to 40 to 50 percent.

Blueberries

- The Peruvian season has ended. Chile, Central Mexico, and California are the existing growing regions. California is producing now, but numbers are light and we will not see any significant increase until early February.
- After a brief transition gap from Peru to Chile, markets have settled down. We are still experiencing some off-loading delays at the ports on the early Chilean arrivals.

Blackberries - There are no real changes on this item, with steady production coming out of Central Mexico and Baja. Low demand and steady production have caused the markets to remain flat.

Raspberries - After a short gap in production, we are beginning to see some additional fruit arriving from Central Mexico and Baja.

VEGGIES

Organic Eggplant: steady volume out of Mexico with good pricing.

Cilantro: higher pricing, some quality issues due to the weather. Past rains and now heavy winds have affected crops.

Green & Black Kale: good supply

Onion Leeks: available, quality has improved.

Italian & Curly Parsley: steady pricing and availability. Product available from the coast and the desert.

Broccoli Crowns: wide range in pricing and quality; light supplies for the week.

Jicama: new crop good supply out of Morelos, Mexico.

Brussels: very high prices with short supplies. Going to be short until new crops get started. Mexico growers still do not have supply.

Organic Brussels: new crop harvest will start in Mexicali at the end of the week with limited volume.

Green & Red Cabbage: steady with mixed pricing; seeing firm availability.

Corn: all corn available out of Nogales! We are seeing more supply and quality is improving.

Onions: good storage volumes and good quality on red and yellow onions. Yellow onion market is moving up slightly this week. Very limited supply on good quality white onions right now. Market is very high right now. Quality is varying with some slight greening and some water staining present. Mexico is scratching on white onions so we could see some in the next week or two.

Organic Onions: quality & supply remain steady. Ad opportunities available.



POTATOES

Russet: very good supplies on all russet potatoes. Market remains cheap still. Demand is off slightly.

Organic Russet: quality and supply remain steady out of the North West. Ad opportunities available.

Red & Gold: all areas are shipping red and gold potatoes. Market remains steady. Quality is very good.

White: decent supplies are available. Demand is fair and market steady.

CITRUS

Lemon: packing steady volume. Fruit is peaking large (75-115). Few 140s and 165/200s are very limited. Market is better on large sizes.

Organic Lemon: we are shipping all California fruit now. Mexico is done for the season. Strong demand with limited volume.

Grapefruit: increasing California harvest and have steady volume. Peak mid to large sizes.

Organic Grapefruit: have excellent volume on large sizes, mid and small. Please pre-book.

Navels: conventional navels are extra-large. 88s and smaller are very limited. 72s have strong demand. Lots of 36s through 48s.

Organic Navels: very strong demand with limited volume. Peaking on extra-large (40-56s).

Limes: volume limited for 2-3 weeks in January. Prices continue to rise. Shipments have been significantly limited due to rainy weather in Mexico and compounded by back to back holidays. Currently, transitioning to the new crop which will consist toward smaller sized fruit. We are seeing increased oil spotting on the smaller sizes due to immature rinds. Expecting market prices to continue to be high into January. February/March tend to be difficult times for limes from Mexico.

BELL PEPPERS



Organic Green: Mexico has steady volume; price is climbing back up.

Organic HH Color: Mexico has good volume; price is steady.



Bell Peppers: steady volume on all. Green bells are getting tighter and price is rising.

HH Bells: good volume from Mexico. Prices on all HH are coming down.



Organic Mini Sweet Peppers: good volume from Mexico.

CHILI PEPPERS

Current growing regions: Sinaloa & Sonora, Mexico

Good supply from both regions on all chili peppers and tomatillo.

- Jalapeño - good supply
- Serrano - good supply
- Anaheim - good supply
- Caribe - good supply
- Red Fresno - supply is improving
- Habanero - good supply
- Pasilla - good supply
- Thai chili - **limited supply**
- Shishito - **limited supply**
- Tomatillo - good supply



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