

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



MARKET REPORT

TOMATOES

Outlook: a perfect storm of freeze devastation in Florida, crop disease in Mexico and a narco-war impacting worker availability and transportation. The above severe issues (all of which cannot be anticipated nor controlled) will have tomato supplies under pressure for the next 5 to 6 weeks. Anticipate "market pricing" until the supply situation improved. An Act of God is very likely this week.

Mexico: the Mexican tomato roma crop was already reduced to 40-50% yields due to plant virus pressure. Now on top of that, civil unrest has many shippers instructing workers to stay home until it is safe to come back to work. Certain areas of Mexico have road closures and trucks that have been confiscated.

Florida: the Florida tomato growing areas have been devastated by the freeze event 3 weeks ago. This region will not cover until late March - mid April. Demand exceeds supplies at the moment.

Organic Heirlooms: harvest out of Mexico is down. Existing plantings are down against harvest. New blocks forecasted to begin in March. Markets have elevated.

Heirlooms: harvest out of Mexico is steady vs plentiful. Forecasting harvest to remain steady for most of February, barring any unforeseen weather. Markets are up.



TOV's: good supplies out of Mexico and Canada. FOB market is still in the \$10 - \$11 range. We should see demand pickup due to shortages on roma and vine ripers.

Organic TOV's: good supplies out of Mexico and the USA. FOB costs mostly in the \$12 - \$14 range. Lighter demand.

Beefsteak: fair to good supplies. FOB costs is moving higher. Look for cost to reach the mid to high teens. Demand is picking up. Vine ripe tomatoes are short and that is reflected by the increase on beefsteaks.

Organic Beefsteak: fair to good supplies out of Mexico. FOB cost is mostly in the mid to high teens and we can see that moving up. Demand has picked up due to limited supplies on the conventional side.

Organic Roma: short supplies continue and will probably stay this way for the foreseeable future. FOB costs have climbed into the \$40s. We'll have to see how this affects demand. Demand exceeds availability. The higher cost will slow down movement due to higher retails.

Snacking tomato: cherry tomatoes are **EXTREMELY** short this week. Grape tomatoes both organic and conventional still have good supplies. Medley tomatoes have had a good uptick in volume and supply is back to normal.

CUCUMBERS

Persian: conventional and organic Persian cucumbers continue to be tight and expensive. There is a little more production in Canada right now but costs are still very high. Instability in Mexico is also impacting supplies. Conditions will likely stay this way for a couple more weeks.

English: there is a little more production from Canada but the market is still very short. Costs remain high on both conventional and organic euros.

Organic Slicer: very limited. Supplies coming out of Mexico with prices going up.

Slicer: Sonora is past its peak and production is steadily declining. We have about a month left, but plants are tired and yields are lighter. Additional growers are starting, however volume will be limited. Florida freeze and pest/disease pressure in Sinaloa have tightened supply overall. With multiple regions facing challenges at the same time, over all availability is tighter than typical for this point in the season.

As of this morning, cucumbers are non-existent in Nogales.

SQUASH & YAMS

Organic Hard Squash: slightly better supplies of organic spaghetti squash with better quality. Costs remain high on all organic squash.

Organic Soft Squash: zucchini and yellow squash is very tight. Prices have climbed up into the 40s. **Call for availability.**

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

Yellow Squash: remains extremely limited to non-existent. The market is elevated and firm.

FRUIT

Organic Apples: steady supplies out of the Northwest on most organic apples. Honeycrisp apples will remain tight with high costs.

Mango: Peruvian mango market remains higher than typical years. Quality in the fields have been varying. Some Mexico Ataulfos have started up in a small way. Volume will pick up later this month.

Organic Mango: the Peruvian organic kent mango market is steady but remains higher than normal due to a shorter crop.

Pineapple: market and supply is steady this week on Costa Rican pineapples. Lower volumes have been reported out of Mexico.

Strawberries: market conditions are sluggish. Many shippers do not anticipate any retail activity until next week. A good portion of the East Coast has been hit by record-breaking weather; impeding foot traffic to stores and restaurants in that area.

- Santa Maria/Oxnard - these areas are cleaning up nicely after last week's rain. The fruit is looking nice, and yields are expected to increase as we move into the weekend. Ideal conditions are projected for next week, which will help to increase production.
- Baja MX - this area will see increasing production over the next several weeks due to ideal growing conditions.
- Central Mexico - is currently on a seasonal declining production curve as we move into March. Some disease pressure in the fields is being reported. This will only serve to decrease yields, especially this late in the season.
- Florida - we are amid another cold snap in this area. Daytime temperatures are in the mid-60s with overnight temperatures reaching as low as 36 degrees through Wednesday. Temperatures will then increase to daytime highs in the upper 70s. Overnight lows will reach the mid-60s, spurring increased production moving into next week.

Blueberries: most shippers are reporting lower numbers out of Central Mexico, Chile and California. Central Mexico is cold, as is California. The Chilean product is lean. We will see these conditions last through the end of February.

Blackberries: Prices have been increasing due to colder weather affecting yields on this item. Cartel activity in Mexico has caused some disruption within the supply chain. These events are delaying transfers to all DCs, further shortening supplies.

Raspberries: Baja and Central Mexico production is much lighter for most shippers which is causing markets to react higher. As is the case with the blackberries, Cartel disruptions are affecting supplies negatively.

VEGGIES

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

Brussels: better availability with pricing slowly coming down.

Cilantro: USA production stopped due to rain and high winds over the week but you are seeing an increase in Mexico supply.

Organic Brussels: are currently out of Mexicali, Mexico with volume and availability starting to improve. Also starting to see an increase in quality issues.

Green & Black Kale: steady supply

Green & Red Cabbage: steady price on green with fewer deals and red mostly steady price.

Onion Leeks: available and good supply

Italian & Curly Parsley: both are in good production stages. USA starts new fields next week as early as it becomes dry and Mexico continues to pack good volume as well; steady supply on both.

Broccoli Crowns: overall mostly steady prices.

Jicama: new crop good supply out of La Paz, Mexico.

Asparagus: new crop from Mexicali, San Luis and Caborca, Mexico harvesting daily with additional blocks coming into production. Demand exceeds supply with Valentine's ads in place. Most volume going to contracts/ads causing open market supply low with high prices.

Caborca region through April is down 20-30% this year.

Corn: high prices on all three: white, yellow and bi-color. Not a lot of volume available.

Onions: good volumes on storage red and yellow onions from the Pacific Northwest area. Very limited supply on good quality white onions right now. Quality on Mexican white onions are getting better; they cut clean but are still showing some slight greening. Market remains high. Nevada has good white onions, but they are very expensive.

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



POTATOES

Russet: very good supplies on all russet potatoes. Market remains low still.

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

Red & Gold: red potatoes are moving up in price as the quality has been fair out of Idaho.

White: demand is fair and market steady. Quality is decent out of Washington.

Chipping: Veg Fresh is shipping chipper potatoes daily! We have a 10/5# Fresh Fries chipper bag available.

CITRUS

Lemon: steady demand and supply. D1 fruit projected to size up due to rain.

Organic Lemon: packing steady volume good run of size and both grades.

Grapefruit: packing good volume Star Ruby's. Have all sizes 23s through 64s.

Limes:

The lime market continues to rise rapidly. Costs in Mexico are rising as yields decline due to colder seasonal temperatures. Cold Temperature in January caused fruit drop in the groves, which is impacting production yields. The yield will remain through March and into April.

Organic Grapefruit: peaking on 27/32s with good availability through 40 count.

Navels: harvesting all gibbed Washington navels. Will have good run of size. Can offer ad and promos March - May.

Organic Navels: can offer special buys on 36/40/48s with good availability through 88s.

At this time harvesting and packing operation are continuing as scheduled. However, transportation has been impacted. Grower / Shipper are uncertain regarding outbound trucks and the timing of product crossing into the US. Expect potential loading and crossing delays over the next several days.



BELL PEPPERS

Organic Green: Mexico has LIMITED volume with prices going up.

Organic HH Color: Mexico has steady volume; prices are coming down.



Bell Peppers: limited volume on large and extra large green and red bells (all sizes). Price on green bells is going up quick. Red bells are very tight with higher prices.



HH Bells: steady volume from Mexico. Prices on HH are steady. All colors are available.

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 - **extremely limited supply**
- Red Fresno - **limited supply**
- Habanero - good supply
- Pasilla - good supply
- Thai chili - **extremely limited supply**
- Shishito - **extremely limited supply**
- Tomatillo - good supply



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