

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



MARKET REPORT

TOMATOES

Tennessee: a brief respite from weeks of rain has growers in the fields picking again but are seeing crop yields 40-50% less than normal. Markets are in the low \$20s for 50% crop yields. Quality has not been great.

California: with persistent weather issues on tomatoes grown in the Southeastern USA and Michigan; California has seen extraordinary demand for round field grown tomatoes from across the country. Markets are in the mid to high teens for the best quality.

Mexico: few vine-ripe round tomatoes available as well as the same for roma tomatoes. Markets are in the mid to high \$20s for few supplies.

Heirloom Tomatoes

Due to a combination of extreme heat in California and crop transition gap in Mexico both conventional and organic heirloom harvest is abruptly down. Markets have elevated as well. Forecasting limited harvest for the next 2 weeks.

- **Organic Heirlooms:** Harvest out of Mexico is on a crop transition gap for the next 2 weeks. California crops are showing signs of the recent heat conditions. Weather has taken a toll on quality. Markets have elevated.
- **Heirlooms:** Harvest against "California grown" is down. Again, due to extreme heat conditions. No harvest out of Mexico. Markets have elevated.



TOV's: fair to good supplies out of Canada and Mexico. FOB cost is ranging anywhere from \$7.50 - \$9.50 FOB. Light demand.

Organic TOVs: fair to good supplies out of Mexico. FOB cost is mostly \$14.95 - \$16.95. Demand has been steady.

Beefsteak: Fair to good supplies out of Mexico and fair supplies out of Canada. FOB quotes have moved up to \$13.00 - \$16.00. The higher prices are mostly in the East. We are still seeing light demand in the West. Vine Ripe market is stronger but not helping demand on beefsteaks.

Organic Beefsteak: good supplies on Mexican product. FOB market is easing. Hearing quote in the \$16.95 - \$17.95 range. Deals being made. Demand has dropped as overall business has slowed.

Organic Roma: good supplies out of Mexico. Baja is starting up in about a week. FOB cost mostly in the high teens. Lighter than expected demand.

Snacking tomato

- organic grape tomatoes continue to be extremely short with demand exceeding supply throughout Mexico as well as the East Coast.
- conventional grape tomatoes are steady supply in both regions
- organic & conventional medley's are good supply out of California
- cherry tomatoes are getting very short as Mexico is in a 4-week gap

Purple Crush: New fields in about 2 weeks! Reach out to your sales rep for more info.

CUCUMBERS

Persian: cucumbers have become very short and the markets are up. September is typically a tight month and volume will improve in early to mid-November.

English: volume is down a bit and costs are up.

Organic Slicer: steady volume out of Mexico. Still waiting on California to start soon. Price is steady

Slicer: cucumbers out of Baja have become more plentiful. Increased availability has helped bring the market back to normal levels. Jalisco is also starting up on Super Selects, with product beginning to cross through Nogales.

SQUASH

Organic Hard Squash: good volume and quality on all organic squash out of Central California.

Organic Soft Squash: California has steady supply on zucchini and yellow squash. Pricing is climbing.

Italian Squash: Italian squash has become extremely limited across all sizes in both Santa Maria and Fresno. Weather has impacted field production, with the season starting off hot, followed by rain and now cooler temperatures. Rain is anticipated again, which could further affect availability. The market is expected to remain elevated for the next couple of weeks.

Yellow Squash: good quality yellow squash remains extremely limited out of Santa Maria and Fresno, keeping the market elevated. Supplies expected to remain tight for the next couple of weeks.

FRUIT

Organic Apples: new crop domestic Gala's and honeycrisp have started out of the Northwest. Organic Fuji's and Granny Smith apples to start in two weeks.

Organic Melons: great quality and supply on all California grown melons. Shipping from Brentwood and Lodi, CA.

Mango: Mangos are done out of Mexico Brazilian mangos have started out on the East Coast.

Organic Mango: The Mexican Organic mango season has finished. We have Organic California Keitt mangos currently out of the desert with very large sizes 6-9 ct. Prices are higher, but the eating quality is excellent!

Pineapple: Mexican pineapple supplies are pretty much done. Costa Rica pineapples are short and quality is varying.

Strawberries

Salinas/Watsonville

- very light yields continue in these areas as plantings approach the end of the season. Growers are battling increased insect and disease pressure which is causing lower yields and quality issues. We are expecting an earlier than normal end of the season for most shippers in these areas. Early projections are suggesting possibly mid-September as the timeline for the end of production.

Santa Maria

- we are experiencing improved volumes this week in Santa Maria. However, the slow increase in production will not offset the lack of product in the northern growing areas. Demand remains strong and markets continue to be steady at elevated price levels.

Central Mexico/Baja

- this new growing area is expected to begin contributing modestly to overall supplies over the next two to three weeks.

Oxnard

- this area is expected to begin meaningful production as early as next week. With the advent of imported strawberries coming from Mexico, there will be a percentage of overall inventory coming from that area at most coolers.

Blueberries: the Pacific Northwest is nearly finished for the season with only limited volumes remaining. Peruvian imports continue to increase. Central Mexico and Baja are expected to begin crossing additional fruit into the USA through Texas and San Diego, CA.

Blackberries: supplies are lighter this week due to the ending of domestic California production and Mexico transitioning into new growing regions.

Raspberries: supplies remain light coming from Central Mexico and Baja. California production is at seasonal end.

VEGGIES

Cilantro: inventories are lighter as well with some stronger demand

Onions: Yellow onions remain high priced. Higher freight rates is keeping the prices up. White onions are still very tight and will

Green & Black Kale: green kale is steady/slightly higher

Onion Leeks: steady at the elevated levels - more onions around the past couple of days

Italian & Curly Parsley: steady/slightly higher

Broccoli Crowns: steady supplies in Salinas and Santa Maria and across the country

Jicama: Good supply.

Brussels: been higher across the board due to some increased insect pressure mostly

Organic Brussels: Mexicali – limited volume. Guaymas brussels sprouts ranch is burning out early this year. Continued high heat and lack of winter has caused increased quality issues with aphids and whitefly. Grower had transition back to Mexicali for next week and then transition to new fields in Rayon.

remain short for a few more weeks until more volume comes on up North. Red onion pricing is moving up slightly this week. Sweet onions are available.

Green & Red Cabbage: higher on both, starting to see numbers from the field lighten up with insect pressure everywhere in the cabbage

Corn: higher on all three with white coming up a bit short this week in California. Bi and yellow remain higher and limited.

Eggplant: California production has become more plentiful, improving overall availability. Market has come down and pricing has softened.

POTATOES

Russet: potatoes are still very high. The 5 lb and 10 lb russet bags are steady. Historic water shortages in goring areas is going to tighten things up for 26/27.

Red & Gold: CA and Texas Reds, yellow potatoes have come down as new crop Idaho/WA starts up. Very limited white potatoes are very high priced if available. Red size C's are still short.

White: extremely short - especially A's and C's.

Chipping: new crop has started out of Idaho. Quality is good

CITRUS

Lemon: mixture of domestic and Chilean available. Peaking on 140's and smaller fancy. 95/115 limited.

Organic Lemon: we have good supplies of Mexican fruit for bags. D3 has started but very tight on fancy 95/115s. FOB in the low \$60s.

Grapefruit: *fruit is very limited.* Anticipate limited fruit and/or a possible gap for the

Limes: pricing seems to be softening for this week and prices should remain soft for next week. Next week costs will depend on quality, demand and availability. We are seeing significant amount of quality issues. We are also seeing more lighter color limes with thinner skin which makes it difficult to ship with increase risk of quality issues upon arrival. Some growing regions have started harvesting new crop limes. However, the production on volume remains low. Limes remain in transition period between the old

next 7-14 days. Marsh Rubies are pale and small. Need time to size and color up.

Organic Grapefruit: industry is gapping for about 2 weeks until desert starts.

Navels: we have good volume on Chilean fancy 56's and smaller loading on the West Coast.

and new crops remain uncertain. 150s through 250s are available with 110s remaining limited.

Weather will continue to be the variable that will influence supply/pricing throughout the summer.

Valencia: Conventional valencia peaking on 75/56's and then 88's with back-to-school demand 113/138 very limited.

Organic Valencia: Organic fruit we will have good supplies through September. Smaller fruit tight and mid sizes are firming up.



BELL PEPPERS

Organic Green: Steady volume for the next month out of California. Steady pricing.

Organic HH Color: Steady volume out of Mexico and Canada. Price is steady.

Bell Peppers: California has good volume on green, red and yellow bells. Green price is going up with red steady.

HH Bells: good volume out of Mexico and Canada. Price is steady from both regions.

Organic Mini Sweet Peppers: Baja Mexico and Fresno California have good volume availability.

CHILI PEPPERS

Current growing regions:

- Chihuahua, Mexico
- Baja, Mexico
- Coachella, USA

Stable supply on all chili peppers. Demand is moderate.

Jalapeño - Good Supply

Serrano - Good Supply

Anaheim - Good Supply

Caribe - Good Supply

Red Fresno - Good Supply

Habanero - Good Supply

Pasilla - Good Supply

Thai Chili - Good Supply

Shishito - Good Supply

Tomatillo - Good Supply



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