

# The Source

December 16, 2020



## Market Alerts

**Apples** – Market steady. Demand low. Small lower grade grannys and galas tight.

**Asparagus** – Demand good on Peruvian product as airfare increased and shippers are buying. Mexican product steady as supplies are consistent.

**Avocados** – Market is steady on avocados from Mexico. Current size structure peaking on 60's and showing high yields of #2 grade fruit as well. Mexico may not harvest Christmas week and could cause an uptick in price. Good availability for the balance of the month and quality continues to improve.

**Bell Peppers** – Cooler weather affecting **Green** bell production in volume and also is producing a lot of small sized peppers. **Red** bell production finishing out of CA and small gap until Mexico starts in about 10 days. **Yellow** bells are very limited as they wind down and should start in about 10-15 days.

**Berries (Blackberries)** – Demand is very light for this item coming primarily out of Mexico and Baja. Look for the market to remain flat.

**Berries (Blueberries)** – Multiple countries of origin with good numbers are causing this import market to be very flat.

**Berries (Raspberries)** – Good volume of Mexican fruit is causing good promotable numbers this week.

**Berries (Strawberries)** – The strawberry market is suffering from low demand and several areas are on the increase including Oxnard, Mexico and Florida.

## Continued

**Broccoli** – Fields are behind as the cold weather is hampering growth. Market is higher and will continue into the weekend.

**Brussels Sprouts** – Tighter supplies has been keeping this market strong. The cooler overnight lows is supporting the higher market.

**Carrots** – The carrot market remains steady with the snack pak SKU remaining tight. We will be transitioning into the Bakersfield area in a couple weeks.

**Cauliflower** – Cold weather and overnight lows is causing slow growth. Supply is not keeping up with demand. Look for this market to remain strong.

**Celery** – This market is active. Production in Yuma is behind 2-3 weeks. Supplies in Santa Maria are very light and Oxnard is moderate in availability at best. The quality continues to be above average with most shippers. Expect markets to rise throughout the week with this commodity.

**Citrus (Lemons)** – Supplies and quality is looking steady on small sizes. 115's and larger are holding firm due to retail pull. Please reach out for any advance prices.

**Citrus (Limes)** – . Supplies are slowly improving. Markets are slightly backing off. Please place orders with lead time.

**Citrus (Oranges)** - Navel supplies are looking good on 88's and smaller. 72's and larger is holding firm on markets due to retail pull. Quality is still looking really nice. Please reach out for any advance prices.

## Continued

**Cucumbers** – Slightly higher markets due to cooler weather in production areas and east coast production winding down out of Georgia. Markets expected to continue to strengthen. Imports starting to arrive on east coast but condition has been varying.

**Eggplant** – Some slight strengthening in the market with the lower production from cooler weather, however, demand is lower. Condition has been very good.

**Garlic** - Steady supplies keeping this market level.

**Grapes (Green)** – Domestic green higher on weak demand. Imports steady on light supplies.

**Grapes (Red)** – Domestic Red higher on weak demand. Imports steady on light supplies.

**Green Onions** – Steady supplies out of Mexico is keeping this market steady.

**Kale** – Plenty of supplies in the pipeline. Market to continue to stay steady going into the weekend.

**Lettuce (Iceberg)** – This market is steady, overall. Overall pricing is competitive and this will likely continue throughout the week. Common defects being reported include misshapen heads, discoloration, puffiness and slight blister. The weights are ranging from 38-42 pounds. Expect steady supplies throughout the week with this commodity. Overall demand is down.



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**Lettuce Leaf** – The romaine market as well as green and red leaf is steady in the marketplace. Romaine hearts have good availability currently. Cold weather has caused for some slight blister and peel to surface. Overall, it has been minimal but being reported. The weights on romaine has been thirty-four to thirty-eight pounds, while red and green leaf has seen weight at twenty-twenty two pounds. Supplies are expected to be steady throughout this week in the Yuma region.

**Lettuce Tender Leaf** – Market and supplies continue to stay steady on Spinach and Arugula. Curly Parsley market continues to have strength.

**Melons (Cantaloupe)** – Forecast this week calls for rain but will be minimal. Temps this week will be slowing production. Optimal growing temps are in the 90's for peak production. Melon market is active as demand has strengthened. It is mid-December and as forecasted, we are seeing this market creep up and supplies will be **extremely limited moving forward**. This industry wide shortage of supply will be felt into January. Going into next week, this market could very well reach the \$20 range. Cantaloupes are trending large and currently peaking on **6's/J9's/9's**. Smaller sized fruit is very limited. Cantaloupe 12's and 15's, very tight but 12's are expected to rebound in a week or two. Please communicate to your sales team on having flex as far as sizing. Quality remains suspect. Surface mold, soft spots and short shelf life are some of the issues we are currently seeing.

## Continued

**Melons (Honeydew)** – Melon market is active as demand has strengthened. It is mid-December and as forecasted, we are seeing this market creep up and supplies will be **extremely limited moving forward**. This industry wide shortage of supply will be felt into January. Going into next week, this market could very well reach the \$20 range. Honeydews continue to trend large peaking on 4's/J5's/5's. Smaller sized (6's/8's) fruit is very limited. Please communicate to your sales team on having flex as far as sizing. Quality remains suspect. External bruising, scarring and short shelf life are all defects we are currently seeing.

**Melons (Watermelon)** – Market is slightly higher. Wide range in condition and quality is suspect. Mini watermelon is limited as well. Overall demand is good.

**Onions** – Onions are a steady go The Northwest is still shipping out of storage. Quality is excellent. Deals available on large sized yellow onions in Idaho. Call for these deals.

**Pears** – Market steady. Tight supplies on smaller lower grade pears.

**Pineapples** – Supplies are steady out of both coasts. Current markets are stable and quality is looking nice. Reach out for any opportunities.

**Potatoes** – Idaho is shipping storage. Burbanks, which have undergone the sweat process, are available but limited and at an upcharge. Quality is excellent, peaking on 70 CT cartons. Call for more info.

**Squash** – Cooler weather in production areas is producing less volumes causing a little stronger markets. Condition to this point has been good, we will see how the cooler temps and potential frost will affect the squash long term.

## Continued

**Stone Fruit** – Some imported white peaches expected in next week. Chile will ramp up 2nd week of January.

**Tomatoes** – The tomato market is moving up most significantly in the roma and grape tomato categories. Florida harvests are light in Immokalee, and Baja volume continues to wind down. **XL** fruit is very short. **Grape** tomatoes are in a supply gap with light overlap in harvests. Weak demand is keeping the market from a critical state. Limited product and elevated prices expected the next 7-10 days. Nogales is getting started in a light way with the much awaited glut of winter tomatoes now not anticipated until the end of the month near the new year.

## Weather

**California** – Weak high pressure is causing cold overnight temps into the low 30s to mid 40s. Max temps will remain above normal in the mid 60s to low 70s.

**Mexico** – Cool dry air continues through the weekend. Spotty frost is possible today and tomorrow as dry air allows temps to approach close to freezing at ground-level.

**Florida** – A low pressure system forming in the Gulf will bring moderate to occasional heavy showers and thunderstorms. Thursday through Saturday will be cooler than average temps with a return of dry conditions gradually warming temps.

**Arizona** – Unseasonably cool morning lows with near normal max temps over the next 5 days. Freeze warning in place this morning as lows could dip into the mid to upper 20s.

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# Commodities at a Glance

## A Peak at Peak Seasons





































Apples  
Berries (blue, rasp, straw)  
Lemons

Limes  
Oranges  
Onions  
Pears

Pineapples  
Potatoes  
Grapes (PAST PEAK)  
Tomatoes (PAST PEAK)

## Freight

Trucks remain tight in the Northwest, Idaho, and California. The national average remained steady at 2.559 per gallon.

 APPLES	Quality is good, pricing is steady	 CELERY	Quality is good, pricing is higher	 LETTUCE LEAF	Quality is fair, pricing is steady
 ASPARAGUS	Quality is good, pricing is steady	 CITRUS (LEMONS)	Quality is good, pricing is steady	 LETTUCE TENDER LEAF	Quality is good, pricing is steady
 AVOCADO	Quality is fair, pricing is steady	 CITRUS (LIMES)	Quality is good, pricing is steady	 MELON (CANTALOUPE)	Quality is fair, pricing is higher
 BELL PEPPERS	Quality is good, pricing is higher	 CITRUS (ORANGES)	Quality is poor, pricing is higher	 MELON (HONEYDEW)	Quality is fair, pricing is higher
 BERRIES (BLACKBERRIES)	Quality is fair, pricing is steady	 CUCUMBERS	Quality is good, pricing is higher	 MELON (WATERMELON)	Quality is poor, pricing is higher
 BERRIES (BLUEBERRIES)	Quality is good, pricing is steady	 EGGPLANT	Quality is good, pricing is steady	 ONIONS	Quality is good, pricing is steady
 BERRIES (RASPBERRIES)	Quality is fair, pricing is steady	 GARLIC	Quality is good, pricing is steady	 PEARS	Quality is good, pricing is steady
 BERRIES (STRAWBERRIES)	Quality is fair, pricing is steady	 GRAPES (GREEN)	Quality is good, pricing is higher	 PINEAPPLES	Quality is good, pricing is steady
 BROCCOLI	Quality is good, pricing is higher	 GRAPES (RED)	Quality is good, pricing is higher	 POTATOES	Quality is good, pricing is steady
 BRUSSELS SPROUTS	Quality is good, pricing is steady	 GREEN ONIONS	Quality is good, pricing is steady	 SQUASH	Quality is good, pricing is higher
 CARROTS	Quality is good, pricing is steady	 KALE	Quality is good, pricing is steady	 STONE FRUIT	Quality is good, pricing is steady
 CAULIFLOWER	Quality is fair, pricing is higher	 LETTUCE ICEBERG	Quality is fair, pricing is steady	 TOMATOES	Quality is fair, pricing is higher

