

The Source

January 6, 2021



Market Alerts

Apples – Market steady. Good supplies with moderate demand.

Asparagus – Supplies extremely tight on both coasts. Peruvian grass is struggling due to the Labor Force protests and Mexican grass is transitioning to Caborca. Markets will continue to be strong going into next week.

Avocados – As we kick off 2021, US inventories are lean, and availability is limited. Due to 2 weeks of little-to-no harvest, markets are stronger, and demand has increased. As suppliers attempt to replenish inventories, the industry will experience an elevated market for the month of January. Quality has been great. Current size structure peaking on larger sized fruit. Although Mexico is peaking on **48's**, there is a lot of competition for large fruit keeping that market stronger. No precipitation in the forecast for Uruapan, Michoacan. Dry weather remains likely through the 8th. As for temps, highs will be trending in the 70's-80's and lows in the 40's-50's. There is a possibility of frost through Friday.

Bell Peppers – Continuing strong markets on **red** and **yellow** bells with limited availability. Cooler weather still hampering production on these two. **Green** bell market steady with good supplies.

Berries (Blackberries) – Market remains steady on this item although transfer trucks have caused some loading delays.

Berries (Blueberries) – Market remains steady, fruit is coming from Central Mexico and imports from Peru, Chile, and Argentina. Long Beach port is experiencing several day delays in container unloadings due to a back log, due to lack of labor.

Berries (Raspberries) – Market remains steady on this item although transfer trucks have caused some loading delays.

Continued

Berries (Strawberries) – Strawberries are becoming very snug in all areas due to the cooler weather and rain. Look for the market to remain snug through the end of the week and into the next.

Broccoli – Markets are steady as supplies are consistent out of Yuma and Santa Maria. Look for this market to adjust slightly lower going into the weekend.

Brussels Sprouts – Market continues to be steady on the high side. Look for this market to stay steady into the weekend.

Carrots – The carrot market demand is very strong, especially on **snack packs**. Markets remain stable and supplies are steady on cellos, and jumbos. We have light supplies out of Georgia as well if you have any interest.

Cauliflower – Markets are coming off as supplies out of Yuma and Santa Maria have improved.

Celery – This market is very active on all sizes. Plants in Oxnard/Santa Maria as well as the desert are below normal sizing. This is due to cold temperatures in these growing regions. Unusual strong demand the last two weeks in December is also a contributing factor to low supplies available. Expect light availability for the next few weeks, minimum. Value added product will be escalated in pricing by the middle of this week.

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

Citrus (Limes) – Supplies are steady and markets are stable. Please place orders with lead time.

Continued

Citrus (Oranges) - Navel supplies on small sizes **88's** and smaller are starting to tighten up due to school demand and markets are firming up. Please place orders in advance for better coverage.

Cucumbers – Cucumber market has been steady and quality has been great. No major changes at this time to report.

Eggplant – Good supplies and quality on eggplant for the foreseeable future.

Garlic – Steady supplies are keeping this market level.

Grapes (Green) – Time to switch to imports. Good supply of greens off the east coast. Some small supplies of import greens on the west coast.

Grapes (Red) – Still some domestic reds, cheap. Time to switch to imports. Good supply of reds on the east coast. Practically no red imports on the west coast yet.

Green Onions – Supplies out of Mexico are tighter as the cold weather is hampering growth. Watch for this market to stay strong going into the weekend.

Kale – Supplies are steady and market will remain steady.

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Lettuce (Iceberg) – Demand has picked up to begin this week with this commodity. The weights have been much better averaging 40-46 pounds with multiple shippers. Aside from some outer leaf damage due to cold weather, the overall quality is above average. Things may change for the worse as ice is expected by the middle to end of this week with temperatures hitting the low thirties. For now, supplies look to be moderate to good for the rest of the week.

Lettuce Leaf – Good availability will continue on romaine, green and red leaf as well as romaine hearts for the entire week. Overall demand is off. Common defect being reported upon arrivals include occasional fringe/tip burn as well as blister and epidermal peel. This is due to cool weather in the growing regions. Labor issues continues to be a factor with multiple shippers. Crews are expected to be better in terms of workers by next week.

Lettuce Tender Leaf – Good steady supplies on **spinach** and **arugula**. **Curly Parsley** supplies are still snug, keeping this market on the higher side.

Melons (Cantaloupe and Honeydew) – The industry remains in a Demand Exceeds Supply situation for both cantaloupe and honeydew. Suppliers are implementing averages and prorating on select Retail programs. Fortunately, our program has not been impacted as of yet but may in the coming week(s). Open market offerings are very limited. If you can get your hands on fruit, we recommend jumping on it. Current USDA Daily Movement Report indicates cantaloupes are down 13% and honeydews down 8% year over year.



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Melons (Cantaloupe and Honeydew) Continued: As for quality, there is some occasional surface mold and external scarring, but quality has improved for the most part. Brix levels are holding in the 10-14% range. Cantaloupe 9's/J9's and honeydew 5's/J5's are extremely limited this week. For contract fruit, we will have to downsize and welcome sub options. Forecast for Guatemala showing precipitation along with thunderstorms through the weekend. Temps will be trending in the mid-70's to low 80's.

Melons (Watermelon) – Demand has decreased slightly and markets are about steady. Wide range in quality and condition.

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. Moderate supplies with moderate demand.

Pineapples – Supplies are steady out of both coasts. Current markets are stable and quality is looking nice. Crowned fruit will be snug for the next couple weeks, but looking good on crownless supplies.

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. With USDA box business approaching, shippers will be packing smaller potatoes making **40 - 60 CT** less available.

Squash – Cooler weather is keeping squash to the smaller sizes of fancy and extra fancy producing an upside down market with medium at the same or higher prices than the fancy on both yellow and green squashes. Market may see some strengthening if cooler weather persists.

Continued

Stone Fruit – Peaches and Nectarines available now. **Plums** in about a week.

Tomatoes – The industry remains in a demand exceeds supply scenario. Florida volume is light following intermittent cold rainy conditions increasing disease pressure. The size of the round tomato crop is sitting much heavier on smaller sizes while bigger fruit remains limited. New supply from Mexico continue to build and expected to flush mid month. **Romas** and **grape** tomatoes have begun to decrease and rounds will follow in the next 7-10 days.

Weather

California – Warmer than normal temps with dry conditions run through the weekend. No rain in the forecast.

Mexico – Seasonal temps with dry conditions over the next 5 days.

Florida – Dry conditions with mostly cooler than average temps expected this week.

Arizona – Max temps just above seasonal averages through Friday and then cooling a few degrees over the weekend.

Freight

Trucks remain tight in the Northwest, Idaho, and California. The national average remained steady at 2.635 per gallon.

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Commodities at a Glance

A Peek at Peak Seasons

Apples
Blueberries
Strawberries
Carrots

Lemons
Limes
Oranges
Grapes (G)

Onions
Pineapples
Potatoes

 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 higher	 CITRUS (LEMONS)	Quality is good, pricing is steady	 LETTUCE TENDER LEAF	Quality is good, pricing is steady
 AVOCADO	Quality is good, pricing is higher	 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 good, pricing is lower	 CUCUMBERS	Quality is good, pricing is steady	 MELON (WATERMELON)	Quality is fair, pricing is steady
 BERRIES (BLUEBERRIES)	Quality is fair, pricing is steady	 EGGPLANT	Quality is good, pricing is steady	 ONIONS	Quality is good, pricing is steady
 BERRIES (RASPBERRIES)	Quality is good, pricing is lower	 GARLIC	Quality is good, pricing is steady	 PEARS	Quality is good, pricing is steady
 BERRIES (STRAWBERRIES)	Quality is good, pricing is higher	 GRAPES (GREEN)	Quality is good, pricing is lower	 PINEAPPLES	Quality is good, pricing is steady
 BROCCOLI	Quality is good, pricing is steady	 GRAPES (RED)	Quality is good, pricing is lower	 POTATOES	Quality is good, pricing is steady
 BRUSSELS SPROUTS	Quality is good, pricing is steady	 GREEN ONIONS	Quality is good, pricing is higher	 SQUASH	Quality is good, pricing is steady
 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 good, pricing is lower	 LETTUCE ICEBERG	Quality is good, pricing is higher	 TOMATOES	Quality is good, pricing is steady

