



# THE SOURCE

## **APPLES/PEARS** *John Tole*

New York is packing McIntosh, Gala's, Macoun's, Cortland's, Honeycrisp, Empires, Red Romes, Red Delicious, Golden Delicious, and Fuji's. The New York suppliers have only light availability on 88's and larger due to strong demand. The eastern slicers are taking many of 100/113's and the 125/138/140 supplies are limited. Michigan is packing Cortland's, Empires, Fuji's, and Gala's, Golden Delicious, Granny-Smith, Honeycrisp, Jonagolds, Jonamacs, Jonathans, McIntosh, Red Delicious, and Red Romes. Most Michigan varieties are peaking on 88/100's and they have more 125/138's than most other districts. Many Michigan shippers are only packing the larger fruit to order because Washington is so cheap. Washington Red Delicious is steady and continues to peak on 80's and larger in the WX#1 and premium grades. 113 and smaller reds remain short in all grades. Golden Delicious is steady on all sizes. Golden's have better availability on 88's and larger. Granny-Smiths are mostly steady on all sizes and continue to peak on premium 80/88's. 125 & smaller Grannies are extremely short. Washington Gala's are mostly steady and still are peaking on 88/100's. The size-profile for Gala's is larger now that the early varieties are finished. The Fuji market is steady on 100's and smaller while 88's and larger are steady with some flex for volume. Braeburns, Jonagolds, Sweeties, Jazz, Red Romes, Cameo's, Honeycrisp, and Pink Lady's are all available in Washington. Most of the Washington varieties are peaking on the larger sizes. Washington Bartlett pears are steady and are peaking on US#1 90/100's & larger. Smaller Bartlett's remain limited. Washington D'Anjou pears are also steady and are peaking on 100's & larger. Washington Bosc is steady and has more of the smaller fruit than the green pears. Washington red pears are steady on all sizes.

## **ASPARAGUS** *Gabe Romero/Mike Pacheco*

This market has begun the week steady. Supplies continue to be good overall out of Mexico. Demand is expected to be light throughout the week. Jumbo sizing continues to be light in availability. This size is commanding a higher price. Production in

## Commodities at a glance...

<u>Commodity</u>	<u>Quality</u>	<u>Market</u>
Apples	Good	Steady
Asparagus	Good	Steady
Avocado (Mexican)	Good	Steady
Avocado (California)	Done	Done
Bell Peppers (Western)	Good	Steady/Higher
Bell Pepper (Eastern)	Good	Steady
Berries: Strawberries	Fair	Higher
Berries: Raspberries	Fair	Higher
Berries: Blackberries	Fair	Higher
Berries: Blueberries	Fair	Higher
Broccoli	Good	Lower
Carrots	Good	Higher
Cauliflower	Fair	Higher
Celery	Good	Higher
Citrus: Lemons	Good	Lower
Citrus: Oranges	Good	Steady
Cucumbers (Western)	Good	Steady
Cucumbers (Eastern)	Good	Steady
Eggplant (Western)	Good	Steady
Eggplant (Eastern)	Good	Higher
Grapes, Green	Good	Steady
Grapes, Red	Good	Higher
Green Onions	Good	Steady
Lettuce: Leaf	Good	Steady
Lettuce: Iceberg	Good	Lower
Melons: Cantaloupe	Good	Steady
Melons: Honeydew	Good	Steady
Onions	Good	Steady
Pears	Good	Steady
Potatoes	Good	Higher
Squash (Western)	Good	Higher
Squash (Eastern)	Good	Higher
Stone Fruit	Excellent	Higher
Tomatoes (Western)	Good	Steady
Tomatoes (Eastern)	Good	Lower
Watermelon	Good	Higher



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Peru is moderate. Better FOB pricing exist if loading out of Florida product from Peru. Jumbos also are commanding a higher price out of this area as well.

## **AVOCADO** *Tim Kelley*

Mexico's is going well with volume stabilizing as we get into a normal flow of fruit. Supplies are very good on 60's and 70's, but still light the 48's and larger. This early season fruit will have a tendency to remain green when ripe and ready to eat, and also have a thicker skin making it difficult to detect the degree of ripeness.

## **BELL PEPPERS**

### **Western Bells:** *Mike Cantu*

Supplies are lightening up and we are experiencing extreme demand exceeds. California green and colored bell production is starting to taper off. Current supplies on red bells are not meeting demand and we anticipate with transitions, gaps in supplies to take place. Texas has lighter supplies in mostly hothouse colored bells with some open field bells available. We have some colored hot house bells in Nogales. We are currently in an active market now as we project the lack of production from Baja California due to hurricane Odile which is affecting current markets. Nogales will have its traditional start in bell pepper production by late November/ December there are however; some availability on green bells in Nogales from early starting fields and product brought in from other districts. Markets are higher due to added demand. Green bells are increasing in production and adequate availability on all sizes. Gold bells market is steady as transitions have taken place. Some greenhouse gold bell peppers are crossing through South Texas and Nogales.

### **Eastern Bells:** *Janine Baird*

Central and South Florida are both now working pepper but weather has been cool and rainy, slowing down the picking. However, demand will be slack at the front of the week, keeping this market from rising. Look for it to gain strength going into the weekend.

## **BERRIES** *Tom Smith*

**Strawberries: DEMAND EXCEEDS SUPPLY.** We are extremely short on fruit in all areas. This will likely be the situation until early to mid

December when FL is scheduled to begin harvest and MX should be crossing better volumes of strawberries. Shippers are focused on covering contracts and we are being fill-rated on a daily basis. Extremely limited quantity available for open market orders going into this week. Special packs such as stems and pints will not be available.

**Raspberries:** Product may continue to tighten up this week as rain has interrupted production in the MX growing regions over the last weeks. Some shippers have better availability if they were not pulling fruit out of the affected areas.

**Blackberries:** Lighter availability with lower volumes crossing over from Mexico. Product has tightened up this week as rain has interrupted production in the MX growing regions. Transfers of product are delayed and causing some loading delays. Quality issues being reported with soft fruit, some mold.

**Blueberries:** Availability will be volatile depending on where you choose to load as product is being transferred daily to meet order requirements. Fruit has tightened up this week as rain has interrupted production in the Central American and MX growing regions.

## **BROCCOLI** *Gabe Romero/Mike Pacheco*

The market is softer to begin the week. The holiday pull is over so regular business is expected to be moderate at best. Broccoli crowns are lighter in availability compared to bunched product. Santa Maria, Yuma and light supplies in Salinas are the main growing regions for this commodity. Mexico has moderate production available if needed.

## **CARROTS** *Tim Kelley*

The long hot California summer and drought is now really showing on the Bakersfield crop. The fields are not sizing well and the volume on Jumbo and medium size carrots continue to drop off. We expect tight supplies on Jumbo and medium carrots for next 2 to 3 months until we get into the desert crop. Markets are firming up on Jumbos and Cello's. Quality of carrots is still good.

## **CAULIFLOWER** *Gabe Romero/Mike Pacheco*

This market is strong. Demand exceeds supply and this will likely continue throughout the week. Escalated pricing is in effect. Salinas has very



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light supplies. Santa Maria and Yuma are very light in availability as well. The quality continues to be up and down with issues of brown spotting and discoloration.

## **CELERY** *Gabe Romero/Mike Pacheco*

Although the holiday pull is over, this market remains active. Thanksgiving ads are finishing up. Expect this commodity to be moderate to light in availability for the entire week. Currently, production is out of Santa Maria, and Oxnard. Salinas has light availability as well. The quality continues to be good out of all the growing regions.

## **CITRUS** *Tim Kelley*

**Lemons:** The market is easing as we see increasing supplies out of the desert regions. We are seeing better quality and peak sizing on 140's/115's and 165's.

**Oranges:** Navel production continues to ramp up and most all packing houses are packing. Internal maturity on the Navels is ahead of normal. Size is currently peaking 88's/113's/72's/138's/56's.

**Limes:** The market is coming down on all sizes. Demand is lower and supplies are steady. The overall quality continues to be acceptable with some yellowing and minor defects showing.

## **CUCUMBERS**

### **Western Cucumber:** *Mike Cantu*

Market is steady. Production from Sonora is steady but we're experiencing some lots with quality issues. Supplies should be adequate from here on out barring any weather issues. Sonoran supplies are making up for the affected Baja production due to the past storm damage. We ought to see some production start from Sinaloa this week.

### **Eastern Cucumbers:** *Janine Baird*

Florida continues to be light on domestic cucumbers. Market should remain steady until the off shore deal starts in another 2-3 weeks.

## **EGGPLANT**

### **Western Eggplant:** *Mike Cantu*

California eggplant is basically done. Demand is still outpacing supplies. Mexican production is heavy towards 24ct and very light on 18ct. Current market uptick is attributed to waning domestic supplies and added demand.

### **Eastern Eggplant:** *Janine Baird*

The eggplant market is up due to Georgia finishing and Florida not yet into any volume. Market will remain high and supplies scarce for a couple more weeks.

## **GRAPES:** *Brad Tremblay*

The red seedless market is continuing to. We are seeing a wide range of prices due to quality after the recent rains; and a wide range of sizes between varieties. We expect to see the Vintage Reds to command a premium as the harvest winds down and the larger fruit becomes scarcer. The end of season harvest is heavy to Crimsons and they are not holding up as well as the vintage for color or condition. The green seedless market continues to accelerate as well due to a much lighter supply currently and for the coming weeks. This will be the case until the Chilean fruit comes into volume around the first week of January.

## **GREEN ONIONS** *Gabe Romero/Mike Pacheco*

This market is steady overall. Demand has fallen off slightly. Expect production in Mexico to have moderate to good availability for the rest of the week. Small sizing continues to be the sizing most readily available. Mexico's weather in the growing regions continues to be favorable.

## **LEAF** *Gabe Romero/Mike Pacheco*

The romaine market overall is steady. There are a few shippers offering lower pricing. Escalated pricing is in effect on bunched product as well as hearts. The quality in Yuma has picked up. Slight seeder and tip burn exists but nothing compared to past weeks. The weights on romaine have been averaging 26-32 pounds. Green and red leaf items are firm. Colossal romaine hearts are almost non-existent. Regular romaine hearts are also light in availability.

## **LETTUCE** *Gabe Romero/Mike Pacheco*

Demand has fallen off, and with most shippers starting to have big production numbers, availability is good. Weights are fluctuating between 38- 43 pounds. Slight seeder still exists but the quality is definitely getting stronger. Many shippers have begun the week listening to offers as they hope to keep inventories clean through the week. This is a good item to promote. Expect steady supplies throughout the week.



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## **MELONS:** *Jim Murphy*

**Cantaloupe:** The desert is on the road to being finished for the season by the end of November. Offshore melons are arriving in Florida. The sizing continues to peak on 9's and 12's with fewer 15's and even fewer 18's. The market is holding steady at current levels. Supplies are currently matching demand. Quality is good on all lopes.

**Honeydew:** Mexico and the desert have adequate supplies and are heavy towards 5's and 6's. The market is steady on all sizes. Offshore dewes are arriving now with 5's and 6's being the main sizes. Quality is good on all of them.

## **ONIONS** *Mike Gorczyca*

All areas have plenty of onions, all sizes and color. Trucks are the biggest issue or I should say lack of Trucks. Rates are high. Christmas Trees are taking up most of the truck that usually run onions. Quality is good. Stay ahead on your onions supplies due to trucks being so tight.

## **POTATOES** *Mike Gorczyca*

Idaho – Market continues to rise on 70ct and larger. Most shippers are only getting a handful to few hundred a day if they are lucky. Let's hope that they get into better size storages soon. Please pre-book all orders with 70ct potatoes and larger 4 to 5 days in advance. Quality is good. Trucks are also a big issue in the potato world. This week will be a short week for the potato sheds, which will only run through Wednesday. I would stay ahead on your potato inventories with trucks being tight and the short week. Washington/Colorado – Sizing from 40ct to 120ct is much better in both of these growing areas Trucks are tight. Market is firm. Quality is being reported as good.

Wisconsin – Market is firm with good quality. Trucks are tight out of this area also. Sizing is peaking on 70ct. Quality is being reported as good.

Bakersfield, California - continues to ship Washington red, white, and gold potatoes. The market for all colors and all sizes is steady. Premium and Bakers reds and gold's are limited. Western Washington is steady on all colors and they are peaking on A-size reds while the whites and gold's are heavier to B-size. Washington shippers are still dealing on volume A-size red orders. The North Dakota red market is steady

but strong due to increased holiday demand. Gold's in North Dakota are steady on all sizes. N.D. is peaking on A-size reds while the gold's are producing more B's. Idaho reds and gold's are both steady and both are still peaking on A-size. Wisconsin reds and gold's is both steady. The Wisconsin reds are heavy to A-size while the Gold's are split between A's and B's.

## **SQUASH**

### **Western Squash:** *Mike Cantu*

California squash is done. Extreme demand exceeds. Supplies are off from Sonora and higher demand is pressing market upwards. Lighter supplies as some Sonoran growers taper off in production.

### **Eastern Squash:** *Janine Baird*

With squash now finished in Georgia and increased demand from the West, this market has become very tight, with green being the most difficult to find.

## **STONE FRUIT** *Brad Tremblay*

Apricots, as well as Chilean cherries are now available by air. Supplies continue to increase weekly and should result in the markets adjusting down as supplies become more plentiful. The first containers of Chilean peaches and nectarines are expected in around the second to third week of December.

## **TOMATOES** *Aaron Aliotti*

### **Western/Mexico:**

The entire country is feeling the effects of Baja California being out of production, due to the extreme weather this fall. The West has light supply and color on both Romas and rounds with the biggest effect of weather being felt on roma tomatoes. Roma supplies are in a critical state. Florida is not a big producer of Romas, and with Baja out of the picture, our country finds itself dependent on Mexican supplies. FOB pricing has reached as high as 32.95 out of Nogales and supplies are in very few hands.

Southern California will be finishing up next week, which sends us to Mexico for all Western products. Both Mexican growing areas that are in production are experiencing reduced yields due to normal seasonal decline and past weather issues. Availability is expected to remain tight until Western Mexico cranks up at the first of the year.



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## **Eastern/Tomatoes:**

The three hurricanes that Baja received have continued to plague this tomato market, shortening supplies for the west. This has forced the country to look toward Florida for supplies. Mexico is trickling with supplies, with no real volume until January 15h. Ruskin and Palmetto, Florida is in full production, however, rain and cool temps have brought things to a halt.

Florida did not pick a tomato so far this week and are scheduled to return to the fields tomorrow. Immokalee, Florida will get started this week, with more volume expected next week. This will give us second and third picking out of Ruskin/Palmetto, and crown picking out of Immokalee for next week. This should help to ease the round market. Romas remain in critical supply, closely followed by grapes and cherries. We expect to see some relief next week and into the following with regard to grapes and cherries. Romas, on the other hand could remain a challenge through December.

## **VALUE ADDED** *Gabe Romero/Mike Pacheco*

Romaine supplies will be better this week as the holiday pull is over for the most part. Lettuce supplies are much stronger in Yuma. The quality problems of seeder, pinking and russet spotting are not nearly as prevalent as in past weeks. Broccoli supplies are steady. Cauliflower production will be very light throughout the week.

## **WATERMELON** *Mike Cantu*

Current crops are mostly packed in bins and cartons packed by request. Increasing volumes through Nogales and Market is holding steady albeit at high FOBs. Current production is in South Texas and some in Sonora. We ought to see watermelon crossings in Nogales to increase in the next couple of weeks. We still have a demand exceeds market due to lower than expected yields from Mexican production.