



The Source

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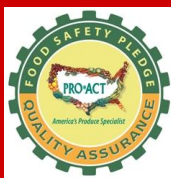
THINGS YOU SHOULD KNOW:

Cantaloupe and Honeydew continue to be extremely limited

Weather is improving in most growing areas with temperatures becoming more seasonal

Weather: *Tim Lynch*

A high pressure ridge out west will keep the southwestern growing region clear and dry through the week. Above average temperatures in the 70s possibly climbing to 80 degrees by the weekend are forecast in the desert locals. In Southern California a series of low pressure system pass well to the north due to the ridge in place setting up a moderate Santa Ana wind event late this week.



Freight: *Mike McIntire*

Trucks in California will be steady this week. Washington, Eastern, and Western Idaho trucks have loosened up. Crude oil continues to be near 100 dollars a barrel and is currently at \$99.42. The National Average for diesel remained steady and was at 3.828 per gallon last week and should remain close to that when it comes out later today.

Commodity Updates

APPLES/PEARS *John Tole*

Eastern prices are steady for now but expect a slightly higher market in February. Washington Reds are peaking on size 88/100's and they have high color so expect more of the higher grades. Golden Delicious is heavy to 88/100's and the higher grades as well. Granny-Smith is also peaking on 88/100's and they are also heavy extra-fancy grades. Galas are still peaking on 88's and smaller and are also producing more of the extra-fancy grades. Gala demand remains strong along with the market. Washington Honey Crisp is peaking on 88/100's but the availability is low as most shippers will finish them by the end of the month. Cameos, Pink Lady's, Jonagolds, Fuji's, Braeburns and the other varieties are all still available. Washington Bartletts are heavy to the US#1 grade and are peaking on 100's and smaller but the availability is light. D 'Anjou pears are also peaking on the US#1 grade and are evenly spread across the size spectrum. Washington Bosc pears are peaking on 100/110's and smaller and the availability is good right now. Red D'Anjou and Stark Crimson red pears are also still available.

ASPARAGUS *Gabe Romero/Mike Pacheco*

This market continues to get softer. Supplies out of Mexico are good on small, standard, and large sizing. There are many more suppliers calling to make offers. Extra large and jumbo sizes will continue to be light throughout the week. Peruvian product continues to have extra large and jumbos available if needed. The Peruvian product loads in Florida and LA.

AVOCADO *Tim Kelley*

Mexico harvest continues with steady supplies this week. Size 48's and larger are a little tight, with good supplies on 60ct. Market is steady. Chile's volume is steady.

BELL PEPPERS *Jaime Contreras*

Western: Green Bells and Colored Bells:

Markets very unsettled. Bell pepper (green) production is improving. Production is shifting towards smaller/choice fruit with lighter supplies on big fruit. Colored bells FOB's are creeping upwards as demand picks up supplies slightly lighter and movement is active.

Eastern Bells: *Janine Baird*

Florida shippers continue to drop pepper prices

Commodities at a glance...

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

Commodity Updates *continued*

to compete with lower prices out of the West. With ample volume from both sides of the country, demand in the east is off. This market should continue its downward trend for the remainder of the week.

BERRIES *Mike Gorczyca*

Strawberries: Demand will pick up later this week as the Valentine's Pull starts. Market is currently steady but will firm up later this week. Stem strawberries will be in a demand exceeds situation starting Thursday of this week. Quality is being reported as good out of all areas. Strawberries are still loading out of California, Texas and Florida. I am recommending you get your stem needs on the books ASAP.

Raspberries: Market is steady with good quality fruit shipping out of all areas.

Blackberries: The market is steady to slightly firmer with good to fair quality being shipped currently.

Blueberries: The market is steady to slightly firmer. Retail Ad's are driving the market currently. Quality is being reported as good.

BROCCOLI *Gabe Romero/Mike Pacheco*

Supplies are strong on bunched product as well as crowns, and suppliers are looking to move volume at discounted pricing. Demand however is light. Warmer weather in the growing regions has increased supplies. Availability will be strong throughout the week. There continues to be supplies available in Scottsdale if the need arises.

CARROTS *Tim Kelley*

California carrot supplies remain good, but with the cooler winter weather growth is slowing sizing and volumes on the jumbo size carrots are beginning to lighten and market is firming.

CAULIFLOWER *Gabe Romero/Mike Pacheco*

This market continues to be soft. Due to a lack of demand, suppliers are offering cheap pricing to move volume to start the week. Growers are continuing to deal with brown spotting and yields have been affected. The overall quality has picked up compared to the previous week.

CELERY *Gabe Romero/Mike Pacheco*

This market is softer. Unusually, small sizing is light with some suppliers, while large sizing is good with others. Santa Maria as well as

Oxnard and Yuma are the main areas of production on this commodity. The quality is good with no major issues to report at this time. There will be a variance in pricing amongst the different shippers so please be aware.

CITRUS *Tim Kelley*

Lemons: Supply and demand is about equal on most sizes. Quality is good.

Oranges: The Navels are in full production. Quality looks very nice and fruit is now full natural color. Pack outs are running heavy to fancy grades.

Limes: Supplies are better to start the week off. Demand continues good 110's - 200's, but better supplies resulting in a lower market.

CUCUMBERS

Western Cucumber: *Jaime Contreras*

Market is stable as supplies are improving.

Eastern Cucumbers: *Janine Baird*

With containers hitting the ports over the weekend, supplies are plentiful and shippers are dealing on cucumbers this week. Quality on Honduran product has been excellent.

EGGPLANT

Western Eggplant: *Jaime Contreras*

Supplies are stable this week. Market is steady.

Eastern Eggplant: *Janine Baird*

The eggplant market continues to creep up. Quality has been decent and there appears to be good availability.

GRAPES: *Amy Grolnick*

Chilean fruit is coming in to both coasts with good quality. The growing areas are moving from the Northern to the Southern region where the fruit is better quality. The market is still very soft as there is plenty of fruit with little demand.

GREEN ONIONS *Gabe Romero/Mike Pacheco*

This market is softer. Better supplies coming out of Mexico has allowed shippers to lower pricing. The quality continues to have a few issues with decay upon arrival. Pencil sizing will have the best availability. Supplies are expected to be good for the rest of the week.

LEAF LETTUCE *Gabe Romero/Mike Pacheco*

The romaine market is steady. Blister and peel continues to exist but the severity is not as great compared to past weeks. Demand is off.

Commodity Updates continued

Green and red leaf will have similar issue as romaine. This market is steady as well. The main growing area is in Yuma. The Thermal area has picked up in production numbers. Supplies out of Santa Maria are light in availability.

LETTUCE *Gabe Romero/Mike Pacheco*

The lettuce market to begin the week is steady. Supplies are good with most suppliers. Epidermal peel and blister continues to be seen upon arrivals, but the frequency is less. Lettuce carton weights are averaging 40-44 #s. The availability is good and demand is light. Shippers are listening to offers so promote this commodity.

MELONS: *Amy Grolnick*

Cantaloupe: Demand continues to exceed supplies. Offshore fruit is extremely limited. With fewer vessels coming in they are selling out the week prior to arrival. Product next week will continue to be limited so getting orders in a week prior to loading is recommended. Quality is very good and the market is steady.

Honeydew: Demand exceeds supplies. Offshore fruit is more limited on dews than Cantaloupe. Mexican fruit is extremely limited also. Very good quality and mostly 6's available for what little fruit is out there. Quality is good. Fruit is selling out before it comes into port.

ONIONS *John Tole*

Northwest yellows and reds are steady to lower due to good numbers in storage and light demand. Most suppliers will still deal for volume orders of jumbo and medium yellows and jumbo reds. Texas is still crossing Mexican sweets and sack medium & jumbo yellows. The Mexican product is mostly steady with some slightly lower. Yellow quality has been excellent in the northwest while the quality from Mexico has been fair. White supplies are fairly limited in the northwest but remain steady along with the market.

POTATOES *John Tole*

Norkotahs remain limited in Idaho because very few shippers are packing them. The norkotah size profile is peaking in the 70 to 100 count range. Burbanks are still the

predominant variety in Idaho. The market is lower due to lighter demand. Currently the Burbanks are peaking on 80's and then 70's. The Washington market remains steady on all sizes. They continue to peak on 60/70's. Colorado's market is also steady and they are peaking on 40-70's while the smaller counts are more limited. The russet quality has been excellent in all growing areas. Bakersfield, California is still packing reds, golds, and whites and pricing is steady. The availability in California is better now on all colors. Washington & North Dakota continue packing reds and golds and both areas are heavier to A-size. Gold supplies are limited in both areas though as we approach the end of the storage season. Wisconsin is also packing reds, whites, and golds and their market is also flat. Whites and golds are limited in Wisconsin as well. Idaho is still packing reds and golds and they are also peaking on A-size. Quality has been fair to excellent Idaho. Florida will start packing reds in a light way in February.

SQUASH

Western Squash: *Jaime Contreras*

Italian and Yellow S/N. Markets are slightly unsettled. Supplies are slowly improving this week.

Eastern Squash: *Janine Baird*

Supplies are still very limited on green and yellow squash with demands exceeding supplies. Warmer temperatures in Southern Florida this past week should bring product back around in the next several days but until then, prices will remain high and availability will be minimal.

STONE FRUIT *Amy Grolnick*

Chilean fruit is available with limited supplies on both the west and east coast on nectarines, peaches, plums and cherries. There will be good promotable supplies of nectarines and plums in February and March.

TOMATOES *Jay Martini*

Western: With a serious supply exceeds demand situation in Mexico, most all tomato commodities that are crossing at Nogales, AZ & McAllen, TX are presently at minimum prices. Crossings are still increasing & with good weather prevailing in Mexico's interior, it

Commodity Updates *continued*

will take more movement at destination to bring prices off the floor. Quality is excellent.

Eastern: Volume has decidedly dropped in Florida with many shippers going into their late winter skip. But unfortunately, this hasn't helped the lack of movement at destination. Prices are cheap & quality is good, and possibly if this translates to more consumption at the retail level given the time of year, we could see an improvement within the next week or two.

WATERMELON: *Jaime Contreras*

Markets steady to slightly lower. Current availability on Seedless watermelons is heavier towards 4ct as most are now receiving from Jalisco. We are experiencing a small flush. Anticipate some gaps as small flush takes its course and affects next couple of week's production. Seeded watermelon will be available in light supplies as Jalisco gears up.

VALUE ADDED *Gabe Romero/Mike Pacheco*

The lettuce supplies are in good availability. Romaine supplies are good, but quality will be suspect. Broccoli supplies continue to be strong. The cauliflower supplies have picked up with most suppliers so availability will not be an issue. Expect all value - added products to have less of a shelf life, due to weaker raw material being used. Although warmer weather has occurred in the growing regions, past frigid temperatures have still played havoc on the growth of most produce items.