

MARKET

Update



VEGETABLES

Asparagus: Market keeps climbing with Mexico producing in a very light way and Peru slowing down on production.

Broccoli: Broccoli 14's and crowns will decrease for next week. Supply is good. Recommended to promote!

Cabbage: We are currently loading product in Texas. Markets remain high as volume is low.

Cauliflower: Cauliflower market will decrease next week. We are now loading out of Yuma, AZ. Good quality and the fields are finally sized up. Recommended to promote!

Celery: Sleeved celery and celery heart market will increase. Supply is tight, and we have received prorates at loading. Recommended not to promote.

Cooking Greens: We are now loading in Texas and California. Currently supplies are low, and markets high as southern growing regions have experienced too much rain and cool temperatures

causing extra stress on an already high demand time of year.

Corn: Florida is harvesting with markets steady as promotable volume is available. Good quality is being reported with Florida Sweet Corn.

Cucumbers: We are now loading in Nogales, Arizona. Quality has been excellent! Markets have declined with good volume available. Great time to promote!

Green Beans: Markets are declining. Florida is expected to have Green Beans however no promotable volume yet. Markets and availability are projected to improve.

Green Bell Peppers: We are currently loading in Nogales as they have started with more volume and excellent quality. Markets are declining.

Green Onions: Green onion market price will increase for next week. Supply is good right now. We are seeing some quality issues due to rain in Mexico and sizing issue that are typical for this time and should get better over the next few weeks. Recommended to promote.

Green/Red Leaf Lettuce: Green leaf and red leaf market will decrease for next week. quality is great. Recommended to promote!





Hard Squash: We are now loading in Nogales, Arizona. Quality is excellent. Acorn and Buttercup markets are slightly higher due to low supply, while Butternut and Spaghetti markets are lower.

Iceberg Lettuce: Iceberg market will decrease for next week. Supply and quality are excellent right now. We are now loading out of Yuma, AZ. Recommended to promote!

ONIONS:

Limited packing time and trucking due to holiday is pushing pricing especially on medium-size yellow onions. Supplies of medium-size yellow onions could be tight throughout the rest of the year unless the demand for jumbo-size yellow onions increases. We are awaiting initially crop estimates from Mexico. It will be interesting to see what happens in early 2019.

Sweet Onions: We are pulling in new crop NW Heavenly Sweets and new crop Peruvian Sweets. Quality has been good on both.

POTATOES:

Russets: Growers are taking stock of their inventory and we are stocks are lower than previous years. Prices will continue to rise to match the low supply. This might be a very interesting year in the russet potato category.

Reds: Quality red local red potatoes are available and promotable. Ample supplies are expected through April, pending storage.

Golds: Pricing is tracking slightly higher but we still have good availability on Golds from both WI and the Red River Valley (ND/MN). Gold Promotions should be considered as quality is strong and pricing makes them promotable.

Red, Yellow, Orange Peppers: We are currently loading Mexican product as most Canadian Hot House growers have finished for season. Markets are increasing due to low volume caused by cooler than normal weather in growing regions. More volume is projected to start in 2-3 weeks.

Romaine Lettuce: Romaine 24ct and 12/3 romaine heart market will drop for next week. Supply is good right now. Recommended to promote!

Snap/Sugar Peas: Snow Peas – Product from Guatemala, excel-

lent quality. Sugar Snap Peas – Product from Guatemala, excellent quality.

Sweet Mini Peppers: Supply is still low. Markets are projected to remain high for the next couple of weeks.

Sweet Potatoes: Pricing will continue to climb due to lack of supply following losses in North Carolina due to excess rain at harvest time. We are sourcing quality sweets out of Louisiana / Mississippi and while pricing has pushed up, sweets remain an item you can promote with confidence.

Variety Peppers: Weather and transition is keeping most variety peppers tight. The market should correct itself once we get through the holidays.

Zucchini and Yellow Squash: We are currently loading in Nogales, this is where we are seeing the best quality. Markets are declining as supply has improved. Great time to promote!!

VALUE ADDED

DOLE:

Iceberg: Better, but tight supply through late January and better quality.

Romaine Lettuce: Good supply and good quality.

Conventional Spring Mix: Good supply and quality.

Red & Green Leaf Lettuce: Good supply (Weather Permitting – temp down to 30 degrees in desert) and quality on both.

Conventional Spinach: Better supplies (Weather Permitting – temp down to 30 degrees in desert) and good quality.

MANNS:

Organic Broccoli: Raw Broccoli material is expected to be in better supply this week, but still shorter than normal.

Snap Peas: Snap Peas supplies are expected to be short this week. Deliveries of raw material to the processing plant will be hit miss this week. All Snap Pea SKU's fill will be hit and miss this week.

Organic Cauliflower: Organic Cauliflower is expected to be short again this week. Organic Cauliflower SKU's will be hit and miss this week

EARTHBOUND FARM:

Supplies are improving, prorates have been lighter. The supply issues stems from, weather, labor issues and FDA/USDA border inspections. Weather: These items are grown in Mexico, and as with Yuma, the Mexico growing regions has also had cooler weather. Labor Issues: With Christmas falling on a Tuesday, we are concerned with our labor force. Most workers will take the whole week off and continue through January 1st. FDA/USDA inspections: It seems with the Mexico start up, we are seeing more trucks being held up at the crossing. We are not sure why, but we feel that once the Mexican programs get in full swing with more trucks crossing, there will be less inspections.

Romaine Hearts: Budgeted supplies are projected for the next 3 weeks. Market demand is currently trending down with the approaching holiday. Growing Regions: Imperial Valley, Yuma & Mexico.

GREEN GIANT VEG / TAYLOR FARMS SALADS:

Growing areas received field ice and intermittent rain which delayed harvests and led to muddy field conditions which slows down production and limits our daily harvest capacity. All production out of Yuma / Baja will be tight for at least the next few weeks. Cold weather is slowing down growth, and diminished harvest capacity (at least to meet elevated demand) will ensure us a challenging couple of weeks. Obviously we would prefer to go into the Holiday pull in a much better position from a raw and production standpoint then we currently sit.

Chopped Salads: Same situation - oversold on the chop lines especially of romaine based bags that compete for the same line time as the chopped salads.

Broccoli: Limited. More demand related here.

Cauliflower: Limited.

Snap Peas: This is raw material related. Baja received more rain today and harvest was canceled (see attachments). The Snap pea situation was already in trouble, now its going to get worse. The frost they received will set us up for continued shortages; quality will go from bad to not marketable.



FRUIT

Apples: The Washington crop is turning out to be smaller than anticipated. They are saying the total crop will be down about 11% from last year. Local Honeycrisp are finishing up for the season and we will then move back to Washington. We will have local McIntosh apples through the first of the year.

Avocados: The industry has returned to normal supply levels. Market price is stable with promotable volume.

Blackberries: Conventional blackberry supply will continue to down-trend due to the natural crop gap from the previous peak in central Mexico. Additionally, cool weather in central Mexico and Baja is causing original fruit projections to be reduced. The conventional market will slightly increase and overall supply is expected to down-trend. Organic supply should remain average and market price will hold steady for next week.

Blueberries: Conventional blueberry supply should up-trend as more Chilean fruit arrives over the next few weeks. The conventional market will decrease for next week. The transition from 6oz to pints is expected to occur for the price sheet effective 12/30. Organic supply remains good and market price will hold steady for next week.

Cantaloupe / Honeydew: Due to the virus that growers are experiencing expect the market to stay tight until they transition into new regions. After the 1st of the year things should loosen up as this transition happens.

CITRUS:

Navels: New Crop Navels are still peaking small. 72ct and larger continue to be tough to come by.

Halos: Halos are promotable, and quality is excellent.

Grapefruit: Texas sizing is also peaking small. 32ct and larger will be hard to come by, however, look for bagged opportunities.

Sumos: Will start around January first.

Sky Valley: The fruit will be small, and we expect bulk oranges to be limited.

Bloods: Are available.



Minneolas: Should start next week. The fruit is mixed as to sizing. Should have a reasonable amount of 80s, with plenty of bag opportunity.

GRAPES:

With Christmas past us we are still experiencing extraordinary demand. We are seeing an increase in interest as other shippers are finishing for the season, with a slight upward move in the market. Overall, quality is holding very well and our Quality Assurance Team is keeping a watchful eye on all shipments. Once again, having had a nearly flawless growing season combined with a “later than normal” harvest has made the late deal very good this year. We have excellent supplies.

Green: We have moved into our strongest lot of Autumn Kings now and should complete shipping this variety by the end of the month. Autumn Crisp are nearly gone so, as we enter the New Year, Luisco will take over and carry us to the end. All of these varieties have excellent condition, size and most importantly flavor.

Red Seedless: As forecast, the Scarlet Royal are finishing this week and we are transitioning into Vintage and Scarlotta. Both varieties have full color, great size and taste great. We have a really good balance of reds to greens with dependable supplies through January.

Black: Done for the season until import fruit arrives.

Import: Look for the switch to import grapes around the January 5th weekend.

Kiwi: Great supply and good quality. New Zealand finished for the season.

Limes: Lime markets are stable, and pricing is promotable.

Mangoes: The current market is sitting very long on mangos predominantly 10s and 12s. We are seeing sizing improve as we head into this week but still peaking on 10s and 12s. We will see Ecuador packing volume start to drop fast now as we head into the rest of December. We expect most packing houses to shut down by Christmas. Peru growers went on strike for 9 days blocking all US certified pack houses from receiving fruit. The strike ended last week and packing was resumed. Expect the season to pick up quickly now the strike is over in Peru. We don't anticipate any gaps or shortness on supplies as long as we don't see vessel delays during the holidays. We have seen some abnormal

rains lately in the Mexican growing regions which will affect the flowering for March Production. No reports have been given yet but it does create a lot of uncertainty about the start of the Mexican season on both quality and volume.

Pears: Supplies are good, and market is steady.

Pineapple: Supplies will be tight through the middle of January. We do not foresee any supply issues.

Raspberries: Conventional raspberry supply will continue to down-trend due to the natural crop gap from the previous peak in central Mexico. Additionally, cool weather in central Mexico and Baja will keep production numbers low as an industry. However, with the Christmas Holiday behind us, demand should be lighter moving forward. Market price will hold steady for next week. Organics will also remain tight due to the same factors as conventional. Market price will hold steady for next week.

Stone Fruit: Peaches and nectarines have both become available.

Strawberries: Strawberry supply will remain very tight industry-wide for the coming week. California, Mexico and Florida growing regions continue to experience reductions in volume due to adverse weather conditions. However, with the Christmas Holiday behind us, demand should be lighter moving forward. The conventional market will slightly decrease for next week. The use of non-standard labels will be necessary for best order fulfillment. Florida and Mexico are both forecasting better volume around mid-January. Organic supply remains very tight due to the same factors mentioned above. The organic market will hold steady for next week. The use of non-standard organic labels and smaller pack sizes may be necessary for best order fulfillment.

TOMATOES:

Roma: Markets are declining as product availability increases in Florida and Mexico. Quality is very good.

Grape/Cherry: We are currently loading in Florida and Mexico. Markets are currently stable.

On the Vine: We are currently loading a mixture of Canadian and Mexican product as Canadian growers are finishing for the season. Markets have stabilized.



Beefsteak: We are currently loading a mixture of Canadian and Mexican product as Canadian growers are finishing for the season. Markets are increasing.

WATERMELON:

Markets remain high. We are loading Mexican fruit in Texas however, colder weather has delayed available fruit, further impacting markets and availability. For the coming weeks we anticipate high prices with inconsistent quality.

Mini Seedless: Minis are Mexican fruit. Markets are slightly increasing as the southern Mexican growing areas are now shipping.

ORGANIC

New Items:

Up Next: Organic Minneolas and Murcott Mandarins in 2 or so weeks

Organic Asparagus: Gapping on organic asparagus right now. It will be hit or miss for a month or so.

Organic Bagged Radishes: The bagged radishes from Cal-Organic are here again!

Organic Blueberries: Plenty of organic blueberries coming out of Argentina. Talk to your sales rep if you need to set up any promos for the rest of the month.

Organic Cranberries: Come and get the last of the dry harvested cranberries from Ruesch Century Farm!

Organic Grapes: Organic red grapes out of California are just about done for the season. We have import green grapes out of Peru right now, they will be hit and miss for a couple of weeks. Then that will most likely be it for organic seedless grapes until spring when Mexico starts up again.

Organic Mangoes: Ecuadorian tomy Atkins mangoes are just about finishing up and we will be switching to tommys out of Peru. Should be a smooth transitions though.

Organic Romaine: All organic romaine items are back, with bulk

romaine harvested Coachella/Imperial, CA.

Organic Strawberries: EBF has halted the harvest out of California, and next week we will have Mexican strawberries.