



## Weekly Market Review October 3, 2024

### Overview

**HURRICANE HELENE:** The devastation and impacts from Hurricane Helene are being felt across the entire Southeast; our thoughts and prayers are with everyone impacted by this Natural Disaster. In sight of the news, pictures, videos and information being provided to our team by the farmers we partner with, we expect the supply of fresh produce from the region to be volatile. Based on location, the damages to crops and infrastructure will vary, and those impacts are being assessed as we speak. Supply interruptions and delays will be imminent over the short term, but will improve as we get closer to November and move further South into Florida. We do expect to see some shippers declare an Act of God based on their losses. Commodities certain to be immediately impacted are: Corn, Cotton, Tomatoes, Soft Squash, Bell Pepper, Eggplant, Peanuts, Pecans, Mixed Hot Pepper, Greens, Cabbage and Green Beans, to name a few. We are working with our partners to keep you updated and appreciate your patience during these difficult times.

**POTENTIAL PORT STRIKE:** The current port strike involves 45,000 dockworkers along the U.S. East Coast and Gulf Coast. Workers are striking primarily over wages, job security, and concerns about automation. This strike is disrupting operations at 36 major ports, including those in New York, New Jersey, Houston, and Baltimore. It is hard to use alternative routes with so many ports affected, but they are looking for the best options. The commodities being affected the most right now are pineapples and bananas.

**OTHER MARKET NOTES:** Current table grape supply and demand out of California remain strong, however we do feel the season will come to a close early due to heat-related crop losses. We do see the potential GAP in November/December. Pineapples continue to be short, and shippers are asking to be flexible on sizing to navigate the shortfalls. In the West, tighter supply is available to market on mushrooms; weather impacts and viral pressure have caused supply shortfalls across the region on all varieties. Growers are hoping this will improve over the next six weeks. Lime volume is improving, but overall remains lighter than normal. Quality is improving as well as we are seeing new crop limes starting to cross from Mexico. Sizing will be heavy on small sizes as we transition from old crop to new crop. The fall transitions for avocados are occurring as Mexico now has 96% market share, with both the Loca and Aventajada crops being harvested. Avocados From Mexico (AFM) has many fall promotions scheduled, including Susan G. Komen in October and sponsorship with College Football to support the additional volumes available now leading up to the Super Bowl. Managing the size curve will be the biggest challenge over the next month as it will continue to size up, with 60s and smaller becoming a smaller percentage of the overall harvest. November & December bigger fruit is expected to be a sizeable share of available fruit. Even though we are officially into Fall, the weather is still very warm in Salinas and leafy greens are suffering. Growers are doing their best to handle the situation, but cooler weather is needed. Harvesting has decreased due to the heat, and we will see some supplies start to decrease. The heat is going to cause issues across the board and with more rain also in the forecast, the weeks leading up to Transition are going to be bumpy. The weather in Yuma has also been very hot, so some of the earlier crops in Yuma could be affected. Endive, escarole, leeks, cilantro and fennel are still escalated. Bok choy has also stayed at the extreme trigger. It continues to be very light on supplies. Leeks have also gotten very light. Growers will be holding to averages on leeks. Green onions and artichokes are also still at the extreme trigger and are extremely tight. Expect these to stay escalated throughout the month of October. Expect to see growers holding to averages on artichokes. For green onions, we still have growers who do not have any product at all. A market alert was sent out and we can expect quality and supply issues to last throughout the month of October. Broccoli is still escalated and there is some insect intrusion that is limiting what will be harvested. The Diamondback moth has become a large issue in the valley, and it is still affecting the broccoli, cauliflower and cabbage fields. Expect the effects of the moth intrusion to run through the rest of the Salinas season. Green Cabbage is still escalated and will be for at least a few weeks. Supplies will be limited on all cabbage items. There are some growers that will be prorating on shredded cabbage, but we should be fine on contract business. Open market business is likely being prorated or allocated to averages. Lastly, spinach is still on the watchlist due to the heat, tight supplies and some insect damage. Some growers may be prorating. In summary, the heat and the Diamondback moth are going to cause issues over the next few weeks. Excessive heat in the San Joaquin Valley citrus growing areas has heavily affected supplies on the Valencia orange crop. Most shippers are reporting probable "Gaps" in production between now and the beginning of the Navel season, which is scheduled to start the week of October 21st.

### Alert









- Asparagus – **ESCALATED**
- Artichokes – **EXTREME ON SOME SIZES**
- Avocados – **ESCALATED**
- Bell Pepper (Red, Yellow, Orange) – **ESCALATED**
- Blueberries – **EXTREME**
- Bok Choy – **EXTREME**
- Broccoli Florets and Crowns – **ESCALATED**
- Cabbage, Green – **ESCALATED**
- Cilantro – **ESCALATED**
- Endive and Escarole – **ESCALATED**
- Fennel, Anise – **ESCALATED**
- Green Onions – **EXTREME**
- Hot Peppers (Red Fresno and Serrano) – **ESCALATED**
- Leeks – **ESCALATED**
- Limes – **EXTREME ON LARGE SIZES**
- Mushrooms – **ESCALATED**
- Napa – **ESCALATED**
- Lemons – **EXTREME ON SMALL SIZES**
- Oranges (Valencias) – **EXTREME**
- Parsley (Italian) – **ESCALATED**
- Pineapple – **ESCALATED**
- Spinach – **ESCALATED**
- Slicer Cucumber – **ESCALATED**
- Strawberries – **ESCALATED**
- Tomatoes (Rounds, Romas and Snacking Tomatoes) – **EXTREME**

**Watch List**









- Arugula
- Bananas
- Broccolini
- Corn
- Cabbage, Red
- Cauliflower
- Eggplant
- Ginger
- Snow Peas & Sugar Snap Peas
- Soft Squash

**Weather**









**SALINAS, CA**

Thu 10/3 95°   63°F  Sunny	Fri 10/4 90°   62°F  Partly Cloudy	Sat 10/5 91°   64°F  Mostly Sunny	Sun 10/6 91°   61°F  Sunny	Mon 10/7 83°   55°F  Partly Cloudy	Tue 10/8 72°   54°F  Partly Cloudy	Wed 10/9 71°   55°F  Partly Cloudy	Thu 10/10 69°   53°F  AM Clouds/PM
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**OXNARD, CA**

Thu 10/3 74°   62°F  AM Fog/PM	Fri 10/4 72°   62°F  AM Fog/PM	Sat 10/5 74°   65°F  Partly Cloudy	Sun 10/6 77°   64°F  Partly Cloudy	Mon 10/7 76°   61°F  Partly Cloudy	Tue 10/8 72°   59°F  Partly Cloudy	Wed 10/9 71°   58°F  Partly Cloudy	Thu 10/10 70°   58°F  Partly Cloudy
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**BAKERSFIELD, CA**

Thu 10/3 105°   70°F  Sunny	Fri 10/4 102°   72°F  Mostly Sunny	Sat 10/5 100°   71°F  Sunny	Sun 10/6 99°   69°F  Sunny	Mon 10/7 96°   67°F  Sunny	Tue 10/8 94°   65°F  Sunny	Wed 10/9 91°   64°F  Mostly Sunny	Thu 10/10 89°   61°F  Mostly Sunny
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**HERMOSILLO, SONORA**

Thu 10/3 107°   77°F  Sunny	Fri 10/4 111°   78°F  Sunny	Sat 10/5 111°   76°F  Sunny	Sun 10/6 108°   77°F  Sunny	Mon 10/7 106°   77°F  Sunny	Tue 10/8 104°   77°F  Sunny	Wed 10/9 103°   76°F  Sunny	Thu 10/10 103°   75°F  Sunny
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**JALISCO, NAYARIT**

Thu 10/3 85°   66°F  Partly Cloudy	Fri 10/4 85°   68°F  Partly Cloudy	Sat 10/5 84°   66°F  PM Thunderstorms	Sun 10/6 84°   66°F  PM Thunderstorms	Mon 10/7 82°   65°F  Thunderstorms	Tue 10/8 80°   65°F  Scattered Thunderstorms	Wed 10/9 82°   64°F  Scattered Thunderstorms	Thu 10/10 82°   64°F  Scattered Thunderstorms
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**SAN QUINTIN, BAJA**

Thu 10/3 77°   61°F  AM Fog/PM	Fri 10/4 77°   62°F  AM Fog/PM	Sat 10/5 79°   64°F  Mostly Sunny	Sun 10/6 81°   65°F  Partly Cloudy	Mon 10/7 83°   64°F  Sunny	Tue 10/8 79°   64°F  Partly Cloudy	Wed 10/9 76°   62°F  Partly Cloudy	Thu 10/10 75°   62°F  Partly Cloudy
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**HENDERSONVILLE, NC**

Thu 10/3 76°   61°F  AM Fog/PM	Fri 10/4 74°   59°F  Cloudy	Sat 10/5 79°   59°F  Partly Cloudy	Sun 10/6 75°   55°F  Partly Cloudy	Mon 10/7 76°   52°F  Mostly Sunny	Tue 10/8 72°   45°F  Partly Cloudy	Wed 10/9 69°   45°F  Sunny	Thu 10/10 70°   46°F  Sunny
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**Fruits & Vegetables**

**Avocados: ESCALATED** Last week closed at 53M pounds across all COO's, with Mexico up 25% in volume. Rain caused some delays and cancellations in the field, but Mexico was able to continue regaining market share. Yesterday was a holiday in Mexico, but harvest on Monday & today was higher than it has been in the last five months – signaling the strong volume coming in Q4. Volume out of California last week was still over 1M pounds, and the total for the season is up to 343M pounds, 52% higher than 2023 and 164% higher than initial

2024 projections. Standing inventories remain lower at 48.7M pounds. The sizing curve is trending toward 48cts and larger (70ct are down 16% vs. last month, 84ct are down 24% vs. last month, and 48ct are up 20% vs. last month). The dry matter average for the Loca crop is roughly 26.4%.

**Bananas: ESCALATED** Supply remains stable at the moment, but the Longshoreman Strike will eventually impact supply along the Eastern Seaboard unless the disputes are resolved soon. Growers are currently working with OTR logistics to start their contingency plans, as this issue will not impact all ports, allowing them to transport products into the affected regions. Quality remains good across the country.

**Pineapples: ESCALATED** Supply will remain very light for the next 6 to 8 weeks at minimum due to harvest shortfalls and could be further impacted by the Longshoreman Strike affecting the Eastern Seaboard. Growers are currently working with OTR logistics to start their contingency plans, as this issue will not impact all ports, allowing them to transport products into the affected regions. Sizing will continue to be a challenge and only further complicated by the strike; we may need to be flexible on sizing as 5-6ct fruit is very short with 7-8s plentiful. The need to be flexible on sizing may be necessary to maintain consistent supply. Quality is good.

**Table Grapes:** Excellent supply will be available out of California this week. Quality out of California is mostly good as the crops are taking the heat wave better than expected. We are getting concerned the end of the season could fall short due to crop loss.

### **Berries**

**Strawberries: ESCALATED** Overall volumes remained lower this week. The weather was similar this week out of Watsonville/Salinas, with daytime temperatures in the mid-60s and nighttime temperatures in the mid-50s with potential rain in the next few weeks. Production has been steady, though overall output volume is decreasing week-over-week as we get further into Fall. We are expecting numbers to drop more drastically in late September through early October. Sizing is decreasing a bit. Growers are seeing issues of darker, soft, small, and overripe fruit and mildew due to the foggy mornings. Both methods have good sheen, small-to-medium size, strong red color, and good flavor. Labor is tight. Santa Maria is seeing heavy fog these last few mornings. Due to the heatwave two weeks ago, we are seeing a slight drop in volume this week but are expecting volume and quality to rebound in the following days. Fall crop has continued to see good, strong fruit as the season continues to pick up every week. Fall crop is expecting peak volume to occur in mid-October. Plants are loaded with flowers, so we are expecting large numbers to be produced during the peak. Most blocks show good shape and firmness with crooked tips and light bronzing around. Overall appearance looks decent, and crews are working hard to sort through small, crooked, bronzed, and soft fruit. Growers are seeing sunburnt fruit due to the high heat over the weekend. SC organics will be steady for the next two or so weeks. Growers are expecting an increase in organic and conventional volume in the coming weeks in this area. Organic Spring crops may be wrapping up soon, but Fall crops are increasing in volume quickly. No labor issues.

**Blackberries:** Blackberry quality is decent, with sizing between the medium to large range, good sheen, primarily black, and with good firmness. Due to high temperatures in the Mexican regions, growers see red cell regression in some ranches and soft, leaking fruit as the days continue to be hot. Rain has caused some concern for instances of mildew. Blackberries' volume has passed its peak and will steadily decline throughout August until we pick back up in early October. Watsonville blackberries look good, have medium-to-large sizing, and have great flavor. Attached calyx and red cell regression is a continual occurrence and are seeing some issues of smaller fruit. Overall, production is decent, but we have passed our peak for blackberries in Watsonville. We are expecting continually good production through mid-October.

**Raspberries:** Out of Mexico, rain is happening daily in the afternoons. The weather has been hot and humid, with temperatures in the high 70s to low 80s and nights in the low 60s. Overall, the fruit looks decent with a decent red color, with some fruit lighter in color in the pack due to picking a bit early ahead of the heat. Growers do see some overripe, crumbled fruit and mildew from the high moisture environment from the rainy season, but crews are doing their best to keep them out of the packs. The volume of raspberries will start to pick back up as we progress through September. Watsonville raspberries' production has sharply declined and will have minimal volume available for the rest of September; however, we will have one last bit of good volume throughout October before ending the season. Overall, the color is a nice dark red color due to the warm temperatures underneath the hoops, and the sizing of raspberries is a good medium size on average with very little availability.

**Blueberries: EXTREME** The blueberry market faces a significant imbalance, with demand far exceeding supply. In the last five days, blueberry availability has dropped considerably as the domestic season comes to a close. Delays in imports from Peru and Central Mexico are anticipated, likely leading to a supply shortfall and lower overall volumes than initially projected for mid-October. For the next 3-5 weeks, supply levels are expected to remain critically low until substantial shipments arrive from Peru and Central Mexico. During this timeframe, we will see significantly higher markets.

### **Citrus**

**Oranges: EXTREME** The California Valencia orange crop continues to see challenges with quality and supplies as many growers/shippers are reporting light supplies for the balance of the California Valencia season. Most shippers have curtailed harvesting, covering regular business only. Expect a "GAP" in production between the end of the Valencia season and the beginning of the Navel season with many shippers, possibly up to 2 to 3 weeks. Expect prorates to increase as we continue through the balance of the Valencia season. Navel season is projected to start the week of Oct 21<sup>st</sup>. Navel quality is looking very good with sizing projected to run heavier to the 88s, 113s and 138s to start the season.

**Lemons: WATCHLIST:** California District 3 has started with increasing supplies and quality coming from the Desert growing regions. Light supplies will continue in District 2 as the season is winding down with District 1 lemons starting mid-November. Import lemons are nearing the end of the season but have not finished yet. The port strike is affecting import supplies, putting some pressure on the domestic market. We could see the market strengthen with higher pricing depending upon how long the strike continues. More to follow as we get more information.

**Limes: EXTREME ON LARGE SIZES** Growers continue to struggle with sizing. Sizing is running heavy to 230s and 250s with 175s and larger being very scarce. We are still seeing some quality issues with light coloring and some skin breakdown, but quality continues to improve. Full recovery will still take some time. We anticipate this situation to last for most of October, so please expect heavy prorates on large sizes until the new crop gets into full swing and growers are able to start packing larger fruit. Flexibility in sizing will be mandatory to get orders filled. In addition, the port strike is affecting supplies of import limes from Columbia and Peru. More to follow as we get more information.

**Long Range outlook:** Due to growers having to get into fields early, we could see another significant overall shortage in production starting in late November and extending into December. More to follow on this as we get further into the New Crop season.

**Imports/Specialties:** California Mandarins will start November 1<sup>st</sup>.

#### West Coast Lettuce

**Iceberg: WATCHLIST** Lettuce has good supplies right now but with the recent warming trend, growers are forecasting yields to decline along with quality. Things seem to be tightening up a bit, so this item is now on the watchlist. Some growers will see a little relief with the transition to Huron, but other growers will be riding it out in Salinas and we will see the effects of that soon. Quality looks good, but with the rain and the warmer temperatures, we will be watching out for tip burn, more of a medium size and some minor quality issues.

**Iceberg VA:** Quality and supplies both look good, but we will be keeping an eye on that warmer weather and how it will affect these crops.

**Romaine, & Romaine Hearts: WATCHLIST** Romaine and romaine heart supplies are good but the heat is going to be a factor for this crop. Growers do expect yields to start dropping. With Fall approaching and the warmer than normal weather, yields will be affected. Quality looks good but we are concerned with some internal burn from the warmer weather. Quality will likely be affected.

**Green Leaf and Red Leaf: WATCHLIST** Overall quality is fair. Supplies have decreased and we are seeing some mildew damage. The heat is hindering harvest and is reducing yields and there is potential for wilting and product burning. These items could be very affected depending on the severity of the heat.

**Butter:** Production in Salinas Valley is steady. Overall, the quality is good.

#### Eastern and Western Vegetables

**Green Bell Pepper: WATCHLIST** Markets are firming as supply gets tighter out of Michigan; in the Carolinas, growers re-assessing the impacts from Helene but expect major losses. West Coast supply remains stable. Good supply on choice peppers with larger sizes drawing a premium. The overall quality is good.

**Color Bell Pepper: ESCALATED** Improving volume on Red and Yellow Pepper this week. Supply out of Canada is stable; Orange pepper availability was lighter this week. Markets are still holding firm, and the quality is good.

**Mini Sweet Pepper:** Supply stable this week loading in California.

**Mixed Chili Pepper: ESCALATED** Supplies in general are good across most varieties out of Mexico and California. In the east we could see GAPS on hot pepper. The shortest items this week are Fresno and Serrano Peppers.

**Eggplant: WATCHLIST** Tighter supply from all domestic growing regions is putting upward pressure on price and there are very limited crossings available in Nogales and McAllen. We suspect markets will be hit or miss now through early November.

**Slicer Cucumbers: ESCALATED** Supply is slowly improving this week crossing through Nogales and McAllen. Domestically, we may see some supply GAPS due to Hurricane Helene, particularly in North Carolina and South Georgia. Local regions such as Tennessee and Michigan continue to see fair production. Overall, the quality is good, but markets will be higher.

**English Cucumbers:** Light Supply and good quality will be available this week. FOB prices remain high this week.

**Pickles:** Supply and quality are good this week.

**Green Beans: WATCHLIST** Supply remains light this week and quality hit and miss due to weather-related pressure.

**French Beans:** Production remains good, but upcoming rain may affect quality. Fair supply and good quality of French beans out of Mexico.

**Zucchini/Yellow Squash: WATCHLIST** Supply remains light this week in the East while plentiful in Nogales and California. Heat in the West is prolonging the season. Quality is good. We will start to transition to Fall crops over the next 3-4 weeks.

## Herbs

Basil supply and quality are fair due to weather related issues. Chervil and tarragon continue to be limited due to weather related issues.

HERB	SUPPLY	QUALITY	COUNTRY OF ORIGIN
Arugula	Steady	Marginal	USA
Basil	Steady	Steady	USA/MEX
Opal Basil	Steady	Steady	USA
Thai Basil	Steady	Steady	USA/MEX
Bay Leaves	Steady	Steady	USA/COL
Chervil	Limited	Limited	USA
Chives	Steady	Steady	MEX
Cilantro	Steady	Steady	USA/MEX
Dill	Steady	Steady	USA/MEX
Epazote	Steady	Steady	MEX
Lemongrass	Steady	Steady	USA
Marjoram	Steady	Steady	USA
Mint	Steady	Steady	USA
Oregano	Steady	Steady	USA
Italian Parsley	Steady	Steady	USA
Rosemary	Steady	Steady	USA
Sage	Steady	Steady	USA
Savory	Steady	Limited	USA
Sorrel	Steady	Steady	USA
Tarragon	Steady	Steady	MEX
Thyme	Steady	Steady	USA
Lavender	Steady	Steady	USA
Lemon Thyme	Steady	Steady	USA
Lime Leaves	Steady	Steady	USA

## Melons

**Cantaloupe:** Warmer temperatures have returned last week which started to accelerate some cantaloupe fields forward as well as advance sizing; we are seeing larger fruit which has included a high percentage of 9Js. Temperatures this week are forecasted to hit the low 100s so this trend should continue. Quality remains solid with good sizing, decent color and brix levels holding in a range of mostly 12-16%.

**Honeydew:** Honeydew production has started to improve with a decent spread of sizing (5/6s) seen over the past few days this week, rather than exclusively jumbo fruit as was reported last week. Overall availability remains limited, which is keeping the markets firm, but we can finally cover all contractual commitments this week. Honeydew quality has been clean, strong and brix levels remain at mostly 12-14% levels.

**Watermelon:** Lighter supply available and demand is light. Fruit is being harvested from a number of regions: California, Texas and Mexico. Summer regions are starting to wind down and will all transition South to either Mexico or Florida.

California Mixed Melon production will continue through mid-October with Yuma set to begin at that time and hope for seamless transition to the fall crop.

## Mixed Vegetables

**Artichokes: EXTREME** Supplies remain limited and will continue to be tight for the next few weeks. The market is still at the extreme trigger on the 12 and 18ct and still escalated on the other sizes. Growers are holding to averages. Quality is good.

**Arugula: WATCHLIST** The heat is already causing issues with arugula and we are already seeing lighter supplies.

**Asparagus: ESCALATED** Southern/Northern Baja production is still very low. We should see an increase in about 3-5 days, weather permitting. We are still seeing bigger sizing, but still very low volume. Peruvian volume remains the same, still heavy on small and standard sizing. Southern Peru continues to open more fields, and we should see better production within the next two weeks. Markets are still very active on all sizes.

**Bok Choy: EXTREME** Quality is good but supplies are still limited. The light supplies are driving the market.

**Broccoli/Broccoli Crowns: ESCALATED** Quality is good, but some growers are still seeing lighter supplies. Insect intrusion is heavily limiting what will be harvested. Diamondback moth damage and larvae is still causing issues. Supplies are going to be limited for some growers for the rest of the season in Salinas. If you are getting your product from MX, you may still be betting prorated.

**Broccolini and Sweet Baby Broccoli: WATCHLIST** Quality is good, but supplies are getting tight with most growers. Expect to see some heavy prorating on this item from some growers. The heat in the Salinas Valley is causing stress on the plant which is causing yields to be low. Expect this item to be an issue throughout the month. Demand is very strong, and supplies are limited.

**Brussels Sprouts:** Quality and supplies both look very good.

**Carrots: (JUMBOS, MEDIUMS and CELLOS): WATCHLIST** Jumbo carrot supplies are light, but supplies remain steady on all other sizes and packs with good quality.

**Cauliflower: WATCHLIST** Supplies are okay for now, but quality is just okay. We are seeing similar insect damage as we have in broccoli. Cauliflower will remain on the watchlist as the Diamondback moth continues to affect harvesting and the heat becomes more of an issue.

**Celery:** Quality and Supplies are okay. There are some heat issues and insect pressures.

**Cilantro: ESCALATED** The market is active and supplies are very tight. High demand has continued. Growers should be able to cover normal volumes.

**Corn: WATCHLIST** Current supply is hit or miss in the East due to transitional gaps and poor quality is prevalent due to insect pressure. We are still assessing losses, but expect a major impact to the Fall corn supply out of South Georgia as a result of Hurricane Helene. In the West, supply was lighter this week and growers are dealing with quality issues. Markets remain firm this week and are expected to go higher.

**Fennel: ESCALATED** The fields are seeing lower yields and therefore there is a shortage in supply. Pricing will stay escalated until supplies improve.

**Leeks: ESCALATED** Leeks are very tight right now and some growers are holding to averages. The market remains escalated and will likely stay that way for the remainder of the Salinas season.

**Garlic:** New crop California Garlic has started. The quality is very good with very good demand.

**Ginger:** Supplies and market are steady

**Green Cabbage: ESCALATED** Supplies are very limited and quality is fair. The damage from the Diamondback moth has limited the harvesting in the fields. There are some growers who will be heavily prorating orders that are not meant for concept business. Growers are doing their best to cover, but expect to see escalated pricing and prorating throughout the next few weeks.

**Green Onions: EXTREME** Supplies are very limited. Prices are still at the extreme trigger and growers will be holding to averages if they have product. Some growers do not have any product at all and are cutting orders. A Market Alert was sent out on this item. Expect this item to have issues throughout the month.

**Mushrooms: ESCALATED** Supply was lighter this week, particularly on creminis and portabellos. In the West, growers from Canada to California are dealing with supply shortfalls across the entire category due to weather impacts as well as virus pressure. We expect to see improved availability in approximately 4 to 6 weeks.

**Napa Cabbage: ESCALATED** Quality and supplies are improving but there is some insect pressure.

**Parsley: ESCALATED (Italian)** Supplies are improving and quality is fair.

**Rapini:** Quality is good, but supply continues to be light. The market is strong and therefore the supplies will continue to be light.

**Red Cabbage: WATCHLIST** Pricing is no longer escalated. Quality is good but supplies continue to be tight. The market remains very active, so this item will remain on the watchlist.

**Spinach: ESCALATED** Supplies are okay for now, but we are seeing some insect damage and inconsistent sizing. We are waiting to see how the heat will affect the overall supply.

**Spring Mix:** Supplies are good with very good quality.

**Snow Peas and Sugar Snaps:** Guatemalan snow peas and sugar snap production continue to improve. However, with rainfall projected, we may see lower yields over the next few weeks. Peruvian production remains the same, but quality is subpar. Markets are less active on both peas, with more volume coming from Guatemala. Out of the West, the supply of snow peas is steady, but the supply of sugar snap peas is minimal.

#### **Onions: ESCALATED**

The onion market has stayed steady. The Northwest is continuing to ramp up volume on all colors and sizes. Size profiles continue to peak on medium and jumbos on yellows, with colossal and super colossal few and far between in the early volumes, although they are starting to improve. There is a belief that this may be the pattern for the entire season, however, it is still early to tell. The cause of this would be the extremely hot summer they experienced here. We are still seeing reds and whites remain elevated, although they should begin to see some relief in the next few weeks. Yellows appear to have stabilized for the minute. There are still more shippers to enter the market, so we will see if the added supply will provide downward pressure. White onions are beginning to soften some as well as we are seeing growers begin to build up inventory of those. The overall 'feel' of the market is beginning to take shape, and it is believed to be a mostly average year for the most part. We will likely see a few lows and a few highs throughout the deal. There is concern about what demand may be like as we ramp up to the election. Historically speaking, demand takes a hit due to various external factors that have happened in the last few election seasons. We are also seeing trucks tighten up some with rates beginning to increase. We do not feel that freight will go any lower than it is today as we head into Q3 and Q4.

#### **Potatoes:**

We are exclusively into new crop potatoes at this point in Idaho. The market took a significant increase between last season's old crop prices and the new crop Norkotah prices at the current market. We will likely see this situation remain in effect for another few weeks until additional shippers enter the market and inventories begin to build up. We are currently seeing a much bigger size profile than we have last year. 40ct through 70ct appear to be in good supply throughout the state, and 80s and smaller are on the tighter side. While this should differ some throughout the year as growers switch between lots, it does tell a story that the tuber counts are a lot lower this year than last year, which will mean less overall supply. We expect we will see the market dip in the short term on large size counts, but as we get into the new calendar year, we do expect to see a price increase. This should be the general pattern for next year as production and pack-outs will only worsen as we get later into the season. We anticipate that we will 'feel' this shortage as we get to about March of next year. There is concern about what demand may be like as we ramp up to the election. Historically speaking, demand takes a hit due to various external factors that have happened in the last few election seasons. We are also seeing trucks tighten up some with rates beginning to increase. We do not feel that freight will go any lower than it is today as we head into Q3 and Q4.

#### **Tomatoes: East Coast**

- **Round and Roma Tomatoes: EXTREME** Over the past week the East Coast experienced significant impacts of Hurricane Helene; the region saw catastrophic flooding and crop loss. Growers are currently assessing losses, and most farming operations in Quincy and Bainbridge are paused until fields are dried out. We anticipate active markets and short availability on volume over the next 3 to 4 weeks.
- **Grape and Cherry Tomatoes: ESCALATED Lighter** supply this week as we have seen some cooler temps slow down production in Virginia, Tennessee and North Carolina are mostly done for the season. Very consistent this week on supply and quality.

#### **Tomatoes: Mexico**

- **Round Tomatoes: ESCALATED** Growers are dealing with quality and supply issues out of Jalisco; the best quality is being harvested on the Baja, but the volume will be down as they are wrapping up older blocks. Vizcaino may scratch over the next 10-14 days, but until then, volume will be light as will the volume crossing from McAllen. We expect to see volatile markets continue through October when we will see flushes of fruit and then tighten back up once again until November. This combined with the historic losses in North Carolina and Tennessee from Helene will cause supply GAPS and escalated markets.
- **Roma Tomatoes: ESCALATED** Very light volume crossing through Otay and McAllen this week as growers transition from Summer to Fall regions. The best quality is crossing through Otay. The volume is expected to be below normal for the next two weeks; overall markets will be very active due to the losses on the East Coast and demand moving to Mexico.
- **Grape Tomatoes:** Good supply available and quality is very nice.
- **Cherry Tomatoes:** Steady supply and good quality available crossing through McAllen and Nogales.
- **Medley Grape Tomatoes:** Good supply available this week and quality is good.
- **Tomato on the Vine:** Steady volume available this week.

#### **California Tomatoes – EXTREME**

- California will continue production and hopefully be able to compensate for some of the losses felt on the East Coast post-Helene. Unfortunately, the long-term forecast is for supply to be well below normal due to the damage caused by California's extreme heat earlier this summer. The season is still expected to run through the middle of October; however, we need to be cautious of quality and supply shortfalls.

#### **Other Fruit:**

**Apples:** Last year, Washington State Apple growers shipped just over 136 million boxes of Apples. This year's total is projected at 124 million. Prices will likely be higher this year and much more manageable of a crop.

Projections below

Red Delicious – 4 million down from last Season

Gold Delicious – 280,000 boxes down from last Season

Gr Smiths – 1.1 million boxes down

Fuji – 1.5 million boxes down  
Gala – 3 million boxes down  
Honeycrisp – 5 million boxes down  
Cosmic – Up 2.7 million boxes.

**Pears:** The Northwest Pear Crop (Washington/Oregon) is substantially down from last season due to below average temps in late Feb/early March affecting bud development. The higher elevation areas in Washington were severely impacted, especially the Wenatchee Valley. The Oregon Growing Region was not affected as much as Wenatchee, Washington, but it was still impacted.

The Bartlett Crop out of the Northwest shows 3.8 million shipped last season vs a projected 2.9 million this year for a 14% decrease. It's not substantial in terms of overall volume, but it's still a factor. The cold temperatures will affect the grade, so more Fcys will be packed than normal. Because the crop is smaller, the size profile has increased by 1 to 2 sizes. Barts to finish by the end of Feb./ first part of March.

Anjous report at least a 30% total decrease, or 1.85 million boxes less than last year. Also, out of the Wenatchee Valley, there will be more fancy and, for the first time in many Years, a 3rd grade anjous packed. When we start to pack Anjous – I will share pics of 3rd grade, this will be Your value pear. Anjous to start the week of September 16th, and if growers make it through June I will be surprised.

Red Anjous are down 7% or 47,000 boxes, so it is nothing dramatic like the others. The question on Red Anjous is whether or not we will see smaller pears such as 120/135cts. Red pears are supposed to be 1 to 2 sizes larger out of the PNW. Red pears have started with Starkrimsons and will transition into Red Anjou from November through May.

Bosc are down 63% out of the great Northwest or 1.38 million boxes. This variety was mostly affected, and markets will be much higher than in previous years. Bosc has slowly started with a potential end date last January/middle of February.

**Pomegranate:** Good supply available this week.

**Asian Pears:** Peaking in volume. Quality is outstanding.

**Tree Fruit:** Lighter supply available as the season winds down on peaches. Nectarines are mostly done for the season. Good volume available on red and black plums through October.

**Kiwi Fruit:** Supplies are tight out of Chile and markets are firming up.

**Persimmons:** Active markets and quality is good on both Hachiya and Fuyu.

**Quince:** Starting to harvest.