



## WEATHER UPDATE

**Yuma** - Mostly sunny with highs in the 60s and lows in the 30s & 40s for the upcoming week. **Oxnard** - Mostly sunny for the upcoming week with highs in the 60s and lows in the 40s. **Mexico (Culiacan)**- Sunny to partly cloudy; highs in the 70s and lows in the 40s. **Florida, Southern**– Sunny to partly cloudy with chances for storms today; highs in the 80s and lows in the 60s. **Idaho** - Partly cloudy for the week with snow headed in this weekend; highs in the teens and 20s and lows reaching zero.

## TRANSPORTATION

The National Diesel Average has been recorded at \$3.017 down \$0.104 a gal from last week and up **\$0.114** gal from last year. NPC continues to monitor and track diesel fuel averages by state as well as reported truckload freight rates on a weekly basis. **Transportation continues to work through its most significant structural changes in years in regards to new laws and regulations stressing available truck volume and controlling drivers. Trucks are a little short in AZ, TX, ID, OR & WA.**

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## MARKET ALERT

**Strawberries**  
**Tomatoes**  
**Celery**  
**Bell Peppers**  
**Jalapenos**

# MARKET OUTLOOK



## Apples



QUALITY



SUPPLY



Washington is down on volumes with Reds, Golds and Fujis and considerably down on Galas (15% down) and an amazing 30% down on gr smiths. Volume will be confirmed as the State continue to harvest in the Month of October. Reds and Golds are down significant due to growers cutting their orchards down to replant Honneys, Pinks, Organics, Jazz, Lady Alice, etc. Galas and Gr Smiths - due to such a large crop last season, trees did not respond back - some will say these apples are alternate bearing. Quality of the new Crop is very good with size profile 2 to 3 sizes larger than last year. (small sizes will be limited).

## Asparagus



QUALITY



SUPPLY



Seeing good supply, quality, and demand. This market remains steady, higher in the west.

## Avocados



QUALITY



SUPPLY



Fresh fruit vs old fruit is causing a 2-tiered market. Supplies continue to be strong and Mexico is picking heavy to make up for the time they stopped. Price points are low enough that many retailers are beginning promotions again, which should start to help with demand. #2 fruit should be readily available going forward to cover any and all foodservice needs. Barring any labor issues in MX, going forward there should be ample supplies available.

## Bananas



QUALITY



SUPPLY



Bananas are showing high quality and supplies are good and should remain steady for the remainder of the year.

## Berries



QUALITY



SUPPLY



**Blueberry** –Pricing trending higher. Quality is better. Supplies are tight expected for the new few weeks. Chilean and Argentina blues are still coming in smaller volume. **Blackberry** – Volumes are tightening up. The colder days and nights in California is slowing production and pricing trending upwards. **Raspberry** – Volumes are stabilizing and expected to remain so through January. The higher demand on the bush berries due to the strawberry challenges is creating the tighter supplies and a slightly higher market on raspberries.

# MARKET OUTLOOK

## Broccoli



Improved forecast on Broccoli supplies. We should see some better supplies and the markets should be stable for a week or two. Quality varies from good to fair from multiple growers.

## Brussels Sprouts



Expect market supplies to be limited this week. The production forecast availability was less than expected. We are expecting markets to improve in the next few weeks. Good quality is been reported by multiple growers at this time.

## Cauliflower



Supply forecast are better than expected. Markets are expected to be stable for the next few weeks. Multiple Growers are reporting good quality.

## Cantaloupes



Production from Guatemala will steadily be decreasing over the next two weeks to close out the first cycle in Guatemala. New growing areas from Guatemala will start being received by the week of 1/14. Honduran production is starting to pick up with cantaloupe but will quickly decline after next week. Sizing profiles have shifted to a nice mix of 9/12/15s with much few jumbos finding their way into the market. Quality continues to be strong with very good internal characteristics with consistent brix levels and flavor.

## Carrots



Overall market is somewhat limited as California is the only growing region currently. Our yields and quality are solid and should remain that way. Colorado and Canada should be starting soon which will increase the overall supply in the market. Once they will start shipping product we will have a better idea of what their crop looks like and what overall market conditions will be.

**MARKET ALERT**

## Celery



Short supplies are been reported from multiple growers. We are waiting for the Imperial Valley /Yuma AZ new growing region to start. Supplies will be limited for another week or two. Quality reported is Good to fair.

## Corn



Corn continues to improve in regards to supply, cost, and quality with majority out of FL and Nogales.

# MARKET OUTLOOK



## Cucumbers



Florida is generally done as imports from Honduras improve on each arrival with good quality, color, and sizing. There's an abundance of supply in Mexico this week with good quality but western Mexico is projected to get cold this weekend which will significantly slow production for a few days and tighten up supply early next week.

## Eggplant



Mainland Mexico is into great supplies with promotable volumes available. Weather permitting, expect volume to continue for the next few weeks. Florida farms are also experiencing good yields with plenty of volume and mostly good quality.

## Grapes



Still showing good supplies of Red, mostly Allisons, market creeping up. Autumn Kings are beginning to get a bit tired as most east coast customers will begin to switch to import fruit right after Christmas. The Peruvian imports are slightly behind schedule with small volumes on mostly flames and Thompsons. Chile should see the first arrivals on greens next week!

## Green Beans



Supplies and quality remain good from FL. Poor weather forecasted in FL may negatively affect markets.

## Herbs



Quality and supply is looking good across the board. Sage and rosemary a slightly short and struggling on quality but holding steady.

## Honeydews



Honeydew supply is still isolated to only Guatemala while Honduras has not yet started. As with the cantaloupe the sizing has finally leveled off where there is a good mix of 5/6/8s coming in. Fruit is clean with good internal quality.

# MARKET OUTLOOK



## Iceberg



Supplies continue to improve, forecast on availability is above normal. Better supplies available this week. Forecast looks promising for the next few weeks. Quality is reported good to fair at multiple growers.

## Kale



Short supplies due to weather conditions and transition along with increased prices. Demand is strong.

## Leaf



Romaine - Forecast supplies are better than expected, the market is expected to be stable for the next few weeks. Good quality is reported at multiple growers. Green Leaf/Red Leaf and Boston/Butter Lettuce - Green Leaf, Butter Lettuce and Red Leaf Lettuce are all reporting better supplies and availability. The forecast in production is better than expected. Good quality is reported at multiple growers.

## Tender Leaf



**Arugula, Parsley, Kale Blends, Spring Mix, and Spinach** - Quality and supply are improving on most tender leaf items. Spring mix and Kale blends are still short with quality concerns.



## Lemons & Limes



**Lemons** are picking strong in both D1 and D3. This market is steady from last week. Central Valley is heavy to 165s, with lots of 140s. Riverside area is heavier to 140's and larger with about 70% choice so we will see the choice market for larger lemons come off over the next few weeks while D3 cleans up for the year. - **Limes**—Limes are steady to slightly higher as we expected. Currently good supply and quality.



# MARKET OUTLOOK



## Onions



QUALITY  SUPPLY 

The market today is stronger but still very low. Seeing good quality. The market will be interesting into the new year for sure. Trucks remain tight. JBOs around \$5-6, reds around \$6-7, whites in the low teens.

## Oranges



QUALITY  SUPPLY 

This market is steady from last week. California Navels are looking great with the market peaking on 72s and smaller. Seeing good supply and quality. Florida Navels will run until mid-December. FOBs on most sizes between \$11 and \$20 with bigs and tinys slightly above and below. **Navels** are starting to have great color, fruit size continues to be a challenge - lots of small, minimal volumes on large fruit. Some limited Export has started on navels.

## Pears



QUALITY  SUPPLY 

D'anjou pears are peaking on 90's and larger. Moderate supplies on 100/110's has the market steady. 120s and smaller are light with a firm market. Bosc pears have a steady market with supplies winding down for the season. Red pears are tight but should last till May. Quality is good on all pears.

**MARKET ALERT**

## Peppers, Bell



QUALITY  SUPPLY 

Demand exceeds supply on both field grown and hot house red and yellow peppers. This will continue until after the first of the year, with hot house improving first. The market continues to ease off on green peppers due to lack of demand and improved production from FL, mostly larger sizes are available. Poor weather forecasted in FL may negatively affect markets.

**MARKET ALERT**

## Peppers, Jalapenos



QUALITY  SUPPLY 

Demand exceeds supply on Jalapenos. Other specialty peppers are available but remain limited with good quality. Be aware of under sized and misshapen peppers as growers try to catch the market

## Pineapples



QUALITY  SUPPLY 

Pineapple supply remains stable and sizing is trending towards the 7/8 sizes. Market pricing is on the rise on the especially on the larger sizes.

# MARKET OUTLOOK



QUALITY  SUPPLY 

## Potatoes



The market remains steady to slightly higher for the most part across all sizes and grades on norkotahs with burbanks about a buck up. Freight is up as trucks are short. Seeing good quality and supply across the board. Inconsistencies between USDA's December 1 potato stocks and production data, and usage patterns raise issues for the potato industry. As reported in last week's newsletter, USDA claims that the industry had 282.7 million cwt of potatoes in storage on December 1. That exceeded year-earlier holdings by 7.8 million cwt, or 2.8%. Calculated disappearance totaled 134.67 million cwt, surpassing year-earlier usage by 9.01 million cwt, or 7.2%. The reported disappearance fell 7.1 million cwt short of our pre-report estimate, which included anticipated adjustments for overstated production as well as for storage losses.

## Squash



QUALITY  SUPPLY 

Supplies and quality are very good from southern Florida. Growers have plenty of zucchini, but yellow squash is a slightly different story. Rain and wind had an impact on quality, so retail-grade yellow squash is hard to come by. Squash volumes out of Mexico have been solid but expect lighter production next week due to the cooler weather.

**MARKET ALERT**

## Strawberries



QUALITY  SUPPLY 

Pricing remains steady going into next week. Supplies continue to be extremely short. Still expecting about another week to be completely out of the woods, and start to get back to normalcy in availability and pricing. Growers are covering contracts for their regular participating distributors. Distributor's flexibility in loading area is key with the constant challenges on weather events out of all major growing areas. It is imperative that distributors have orders pre-booked in advance to help eliminate or decrease any possible pro-rates. LTL trucks out of both Florida and Mexico have been difficult to line up. Quality and berry sizing varies greatly depending on the growing area and farm. Sizing out of MX still on the smaller side. Could still see some rain damage, bruising, pin rot under the calyx, and white shoulders. Forecasting 6 straight days of 80 degrees and sunshine in Florida, so this should bring on the volume and in much normal pattern in the next several days.

**MARKET ALERT**

## Tomatoes



QUALITY  SUPPLY 

Some growers are still priced at caps on rounds and coming down on all the other items. In Ruskin/Palmetto area are harvesting 2nd' and 3rd ' picks on round tomatoes but will wrap up very soon. Sizing is small, and quality is fair. Other growers in the Naples/Immokalee area continue to offer steady volumes, and the size profile is beginning to improve with some larger fruit becoming available. (Most growers are in crown picks) Quality is nice, despite some recent weather. Several of the current Ruskin/Palmetto growers will transition to production in the Homestead area around the beginning of January. Florida is continuing to be very light in roma production for the Winter months due to reduced acreage. Grape tomato volumes are consistent in Florida. There're still some grapes in Palmetto/Ruskin but the majority of production has moved south to Naples/Immokalee and Homestead Mexico's round and roma production are transitioning to West Mexico and other areas, where cool temps have slowed size and volume increases. With more cool weather expected (highs in the 70's and lows in the 30's), it could be a few weeks before volumes are at normal seasonal levels, particularly on rounds. Romas are off to a somewhat better start, as there are more growers and harvest schedules are generally earlier than rounds. Planned grape tomato increases have also been affected by cooler temps.

# MARKET OUTLOOK



## Automated harvest is getting closer



“The time for automated harvest of strawberries is getting closer, said Gary Wishnatzki, co-founder of Harvest CROO Robotics and president, CEO and owner of Wish Farms, Plant City, Fla.

Development milestones for automated harvesting are expected to be reached this season, Wishnatzki said. Those milestones will include precision harvesting, durability and proving that machines can operate all day in the field and keep running. “Those milestones are going to be key to us raising a significant amount of money next year,” he said.

Harvest CROO, supported by an estimated 70% of the U.S. strawberry industry, is going out to the investment community and has hired an investment bank to take the company to market and get needed funding for commercialization.

In February, Wishnatzki said the North American Strawberry Growers Association annual meeting will take place from Feb. 3-6, and the event will include an address by Wishnatzki about Harvest CROO on Feb. 4 and a Feb 6 field day demonstration, he said.

Vance Whitaker, strawberry breeder at the University of Florida’s University of Florida’s Institute of Food and Agricultural Sciences Gulf Coast Research and Education Center, said Harvest CROO would like to commercialize within the next few years.

“From my standpoint, the varieties that are easiest for humans to harvest are easiest for the robot as well. Long stems, a nice open plant canopy that allows visualization of the fruit and fewer unmarketable fruit are good traits no matter the method of harvest,” Jackson said.”

If you have any specific questions or concerns on any commodities not mentioned in this report, please feel free to reach out to [dforsythe@nproduce.com](mailto:dforsythe@nproduce.com) and we will be happy to give you those current market conditions. Also look for our Spanish version that will be released on Monday and our Midweek Update released every Wednesday. Have a great week!  
Keeping You Informed,