



## WEATHER UPDATE

**Salinas** - Partly cloudy to sunny for the upcoming week with highs in the 60s & 70s and lows in the 50s. **Oxnard** - Sunny for the upcoming week with highs in the 70s and lows in the 50s. **Mexico (Culiacan)**- Partly cloudy with thunderstorms for the next seven days; highs in the 90s and lows in the 60s. **Florida, Southern**– Thunderstorms are back for the next week with highs around 90 and lows in the 70s. **Idaho** - Partly cloudy to sunny next week with a chance of rain and snow! Highs around 50 and lows in the high 20s. Winter is coming!

## TRANSPORTATION

The National Diesel Average has been recorded at \$3.313 up \$0.041 a gal from last week and up **\$0.511** 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. There is a pretty consistent slight shortage across the rest of the country.**

[Check out our footage from our Idaho / Oregon Trip!](#)



### MARKET ALERT

**Jalapenos**  
**Citrus**  
**Green Onions**  
**Cilantro**  
**Green Cabbage**

# MARKET OUTLOOK



## Apples



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



Volume from Peru and Mexico is steady and we're expecting more availability on the larger sizes also. Quality and sizing are both excellent.

## Avocados



Mexico – with Flora Loca and Aventajada crop shipping, we will see a transition period in ripening product that will become more difficult to dial in to specified pressures and will need time to get consistent again. The skin stays greener longer with this crop, therefore, the fruit will arrive bright green even when ripened. California/Peru – volumes will diminish in the next few weeks as the California season comes to an end. Peruvian arrivals will continue to decrease dramatically over the next few weeks as the season wraps up. By mid-October, Mexico will be the dominant source of avocado supply. As of now we expect the market to remain stable if the harvest flow from Mexico continues to be consistent. The demand will most likely stay low, which is influencing pricing and keeping it low. Once holiday parties start up increasing demand we could see an increase.

## Bananas



Banana volumes are expected to be sufficient with high quality fruit coming into the market. The conditions should continue to be great as no real issues with production are predicted for the remainder of the year.

## Berries



**Blueberries:** Overall quality is good. Supplies are good. Mostly Peruvian. But Uruguay and Argentina starting up soon. **Blackberries:** Quality being reported mostly good. Markets are extremely active. Berries out of CA are opening up, but typical to late season varieties, seeing some quality issues. Mexico ramping up and starts back up in another week or so. **Raspberries:** Quality being reported mostly good. Supplies are steady. Prices are steady to higher. Mexico ramping up.

# MARKET OUTLOOK

## Broccoli



Cooler nights are affecting production supplies. Broccoli Forecast numbers are better than what growers expected. Demand for Broccoli is still high, with better supplies expect the the price to improve.

## Brussels Sprouts



Production supplies are steady. Quality and a stable market will keep cost steady.

## Cauliflower



Supplies are steady, quality is good at the moment. With Broccoli improving the demand for Cauliflower has declined, expect better prices.

## Cantaloupes



Poor weather has hit both the California and Arizona growing regions which will be affecting supply in the short and long-term. Rains moved through California over the weekend and last night but a tropical storm, which brought flash flooding, has deluged the Central Arizona region since Sunday. Arizona has not started harvesting cantaloupe yet. Melons will continue to be harvested in the Westside region of California once crews can get back into fields but we could be looking at a demand exceeds supply situation. Sizing has been a decent mix of 9/12/15s. Expect quality over the next few weeks to be fair to good as external quality will be more green with possibly some discoloration showing dependent upon how much fields were hit by rain.

## 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.

## Celery



Celery supplies are better this week than prior weeks out of Salinas Valley and Santa Maria. Quality is excellent market is expected to maintain stable for next week.

## Corn



Georgia corn starting up in a couple of weeks! Market FOBs are slowly declining but the market is not totally back to normal.

# MARKET OUTLOOK



## Cucumbers



Weather setbacks have slowed Mexican cucumber crops in Baja and Mainland Mexico, keeping things on the snug side in the West. Fortunately, Baja farms weren't significantly affected by Rosa and have good quality on the fruit that is available. Anticipate crossings to pick up as more growers come into volume on new crops. With MI mostly finished and Eastern NC on the last push of harvests for the season, the Eastern cucumber deal has transitioned to a mostly GA deal. Production has been light so far, but should pick up as we move through the next 7-10 days. Of note- Eastern NC farms have worked through the cucumber fields that were most affected by the hurricane and are seeing some nice fruit now.

## Eggplant



Although Fresno, CA farms expect to finish eggplant in 2-3 weeks, fruit quality continues to be nice. With the CA desert expected to start next week and Mexico on tap for late October, Western supply should be solid for at least the next several weeks. Although NJ, SC and NC are still shipping product, Eastern production is making the transition to GA where volume is beginning to pick up. Quality has been hit or miss with the misses

## Grapes



Red grapes are mostly Scarlet Royal. Allison and Vintage Reds will begin harvest in 2-3 weeks. Green grapes being harvested currently are Autumn King. These are showing great size and flavor. Red Globes are available with good volumes. Autumn Royals have started being harvested as the Summer Royals are finishing up.

## Green Beans



East- Things are starting to tighten up out east with most midwest and eastern crops coming to a wrap. FOBs are quickly moving up. Excessive rainfall and extreme heat have left behind a serious shortage in quality beans in Florida. Quality is still good for now but we could see some struggles over the next few weeks from rain affected areas in TN. West- Limited supply from central valley & coastal California are keeping FOBs high, but steady. Quality is fair to good.

## Herbs



Seeing good quality and supply across the board.

## Honeydews



Honeydew production has shortened quickly on 5/6s and turned into a demand exceeds supply situation. Harvest was supposed to begin this week in AZ but the heavy rains nixed that. Weather in Mexico has also delayed Mexican production through Nogales. This market could run over the next few days except for smaller fruit. As with the cantaloupe expect fair to good quality over the next few weeks due to the elements.

# MARKET OUTLOOK

## Iceberg



Forecast on production is lower than expected. There is a strong demand for Iceberg Lettuce, supplies cannot keep up with demand. Quality is good at the present time.

## Kale



Kale supplies remain abundant with little issues. The market is steady. Quality is good with minimal yellowing, little dehydration, and dark green color.

## Leaf



Romaine - Supplies are lower this week, production on forecast is a little lower than expected. Quality is good no peel or mildew, very nice quality. Quality is good and weights are about average. Expect stronger market. Green Leaf/Red Leaf - Green leaf production is lower than expected. Expect supplies to affect higher prices. Butter lettuce: we are projecting right at our wants and will be able to cover normal business but will not be pushing to bring any additional business on. Green leaf: we are slightly under expected supplies. Quality remains good on all mix items. Prices are active.

## Tender Leaf



**Arugula:** Quality and supply have improved and product is available. **Cilantro:** Supplies and quality are fair. **Kale Blends:** Quality and supplies are good on kale. **Parsley:** Parsley quality and supply are good. **Spinach:** Quality is fair due to light mechanical damage, but product is available. **Spring Mix:** Quality is fair and supplies are improving.

**MARKET ALERT**



## Lemons & Limes



**Lemons** – High market remains in tact but it has eased up a little bit. Demand has eased up a bit and prices are being reduced so we are headed in the right direction but not to the finish line of a steady market yet. **Limes**– Lime growers in Mexico are reporting that heavy rains in Veracruz are starting to create difficult conditions for trucks. Although the rain has stopped this week, it's a situation that lime producers are monitoring. Supplies have been steady for several weeks now but if they become interrupted because of production difficulties, this can create a more challenging market.



# MARKET OUTLOOK



## Onions



QUALITY  SUPPLY 

Onion market is steady from last week. Reds and whites are on the mid scale to higher end while yellows remain steady around \$6. Seeing good quality. Check out the link on the first page for a video from our time in Oregon.

**MARKET ALERT**

## Oranges



QUALITY  SUPPLY 

This market is still extremely active, demand exceeds supply although it is improving. Quality still remains moderate. Color is an issue with fruit still being gassed. Smaller fruit remains the tightest. The initial 2018-19 Navel orange forecast is 80.0 million cartons, up 11 percent from the previous year. Color is still so-so.

## 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.

## Peppers, Bell



QUALITY  SUPPLY 

Although there's not an abundance of pepper in the East, MI, SC, and GA are providing enough volume to satisfy the market. Despite winding down in the next 7-14 days, MI's fruit continues to be nice. Newer production areas in SC and GA have experienced some quality issues (decay and bruising, respectively) but have an ample supply of quality fruit to ship. In the West, CA continues to provide solid volumes of quality product despite some production ups and downs associated with weather. Barring any weather concerns, CA growers should go through most of November.

**MARKET ALERT**

## Peppers, Jalapenos



QUALITY  SUPPLY 

West- Rosa impacted the already light supply from Baja, pushing FOBs up \$4-6. While at this time, there isn't a major shortage of supply, things will be tight for the next 10 days until growers can dig into wet fields. CA supply is light as well. Quality has been excellent, but we could see it diminish as growers evaluate the results from Rosa.

## Pineapples



QUALITY  SUPPLY 

Good volumes are predicted for October as sizing has, and will continue to improve on larger counts. We do expect good volumes for the remainder of the year.

# MARKET OUTLOOK



## Potatoes



QUALITY  SUPPLY 

The market remains steady for the most part at \$6-8 across all sizes and grades on norkotahs. Some suppliers are into burbanks this week which is a dollar higher or so and good news for frying potatoes. The US fall potato yield is projected at 445 cwt per acre. That is 7 cwt less than the 20-year trend yield.

## Squash



QUALITY  SUPPLY 

Eastern squash volumes continue to be on the light side this week, especially on zucchini. Local growers are mostly finished, leaving the deal to GA where volumes haven't really ramped up yet. There's a smidge of product coming from Plant City now and South Florida farms expect to start in 2 weeks, so look for availability to improve. In the West, production is light from new crops out of Baja and older production in Santa Maria, CA. Look for volumes to improve when Mainland Mexico gets up and running over the next few days.

## Strawberries



QUALITY  SUPPLY 

Production is on the lower side, as is typical this time of year. The market is extremely active. Heavy rains this week have been challenging to the harvesting. The berries are looking great in the harvest, but there will be some damage seen upon arrival due to the rain. While they look awesome out here on our end, they have a long road to go to the customer's kitchens. Could see possibly up to 20% defects upon arrival. The packers in the field are doing the best they can and throwing a lot on the ground to make sure the best berries are being packed. So, patience and understanding is requested. Labor still continues to be an issue. Mexico expecting to start up mid to late October. Florida is beginning strawberry plantings this week.

## Tomatoes



QUALITY  SUPPLY 

The Fall tomato transition is underway in the East as TN and NC growers slow down significantly, VA farms have wrapped up and Quincy is just getting up and running. TN and NC farms hope to continue through mid-October or first frost but quality varies from load to load and could be a factor. Although there's no excess, round volumes are mostly adequate. Romas are less available and will remain snug until Ruskin/Palmetto gets into the game in 2-3 weeks. There's only a handful of grape tomatoes left in local deals, but Ruskin/Palmetto farms have started and will build volume as they move deeper into new crops. CA's San Joaquin Valley will continue to harvest mature greens through the month of October, then will turn the tomato deal over to Mexico for the Winter. Quality is still nice and a wide range of sizing is available. Vine-ripe round and roma production in Mexico is very light this week (especially on romas) as Eastern Mexico districts just started new fields and Baja still has another 2 weeks to go until Fall plantings are mature. Volumes should improve in 2-3 weeks as more growers enter the mix. Grape tomato numbers continue to be very light at all Mexico crossing points, but should see improvement over the next few weeks.



# MARKET OUTLOOK

## MARKET ALERT

**Onions Green - Onions Green** - With the heavy rains in Baja Mexico, the green onions were flooded in some areas. Demand is high for Green Onions, this will cause higher prices on the market. Quality is good, supplies are extremely short.

**Green Cabbage - Green Cabbage** - Supplies are almost none existing. Going through a growing gap, some fields are not mature enough for harvesting. There is high demand for cabbage, expect really high prices this week.

**Cilantro—Cilantro** - With the heavy rains in Baja Mexico, Cilantro was flooded in some areas. Demand is high for Green Onions, this will cause higher prices on the market. Quality is good, supplies are extremely short.

## Tropical storm Rosa hits Yuma, AZ at the start of planting season

“Tropical Storm Rosa brought heavy rains to northwestern Mexico as it hit Baja California and Sonora state late on Monday, bringing 3 to 6 inches of rain to the area. From there, it moved northwest to southern Arizona and is expected to drench the desert areas of the southwestern US. According to forecasters, the rain may cause "life-threatening flash flooding."

The highest rainfall amounts will fall just north of the center of circulation, which looks to track roughly from Yuma to Flagstaff through Tuesday afternoon. “The larger concentration of rain from the storm is hitting the Bard Valley and Yuma, AZ growing regions,” says Ben Antongiovanni with Pure Palm Produce. “Dates have been harvested for about five weeks, so most of the fruit is already picked and the rains should have minimal impact on the dates in our region,” he said.

Yuma, Ariz., picked up 0.65 inches of rain Sunday alone as moisture was drawn inland ahead of the storm. This area averages 3.78 inches of rainfall per year, which means it received the equivalent of 62 days’ worth of rain in about 24 hours.”

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,