



## DRY VEGETABLE MARKET REPORT

October 15, 2017

(Note: See end of report for explanation to the color codes)

### Tomatoes

#### East

- • **Rounds-** Fall tomatoes are beginning to wind down from the Carolinas, TN, & VA areas as cooler temperatures begin to set in. Growers are working through the last flush of product, thus putting slight downward pressure on FOBs on extra-large and mediums while large is staying flat. Current quality from NC, TN & VA is fair to good. As fall production wraps up over the next 2-3 weeks, the east will turn to Quincy & Palmetto/Ruskin which are anticipating a significantly lower crop yield due to Irma.
- • **Romas-** TN being one of the final fall suppliers in the east coast (few trickling in from other areas), supplies are starting to wind down. However, prices remain flat due to low demand. Quality from the current fall crop picking is fair to good. Quincy & Palmetto/Ruskin are expected to start soon, but because of Irma & disease, yields are expected to be significantly lower.
- • **Grapes-** As most growers hit their peak, mostly in the Carolinas, TN, & VA regions, supplies are expected to be reduced in about a week. There is a large spread in pricing due to the wide range in quality available. Quincy & Palmetto/Ruskin are expecting a lower than usual yield due to Irma. Lipman's Palmetto/Ruskin crop will begin harvest later this week. First reports are the crop looks good considering the storm they weathered.
- • **Cherries-** Less demand is pushing FOB prices down about a dollar down from the previous week. Quality is mostly good, however, some issues in the form of shorter shelf life can be apparent.

#### West/Mexico

- • **Rounds-** Continued weak demand is keeping a low FOB market. However, as growers begin to drop out from now through mid-November, supplies will begin to diminish. Expect a low market for only about 1-2 more weeks. Quality from CA is weak. We highly recommend keeping a tight inventory as the fruit is very tender from the summer heat. MX vine ripens production is steadily increasing as new areas are expected to begin later in the month.
- • **Romas-** CA supplies are expected to be steady for another 7 days roughly and will start their seasonal decline shortly after. Baja & MX crossing through TX supplies are anticipated to be in good supply for the next few weeks. Quality is generally good from all regions.
- • **Grapes-** Baja and eastern MX are producing light supplies. FOBs for good quality fruit are moving gently upward, however, less than perfect grades are trading for lower prices.
- • **Cherries-** Although volume is still somewhat light, demand has slightly picked up, resulting in markets to go up about \$1-2.00. Quality is reasonably good at this time.

**\*NOTE: Hurricane Irma's impact will be apparent for dry veg throughout the end of the year. In addition to that, eastern growing regions are still experiencing spotty but heavy thunderstorms. Therefore, we suggest that dry vegetable inventories be kept as tight as possible until we work through this product.**

### **Green Bell Pepper**

● East- There are plenty of growing areas to choose from as all major players are expected to remain until the first frost. Few are reporting some old picks quality issues, however overall quality is good. FOBs are steady.

● West- Coastal CA is harvesting good supplies through their 2<sup>nd</sup> & 3<sup>rd</sup> pickings. The crop could potentially wind down earlier than usual, however, at this time quality, pricing, and volume is steady.

### **Red Bell Pepper**

● West- Steady supplies & demand are resulting in steady FOBs. Quality is good.

### **Yellow Squash / Zucchini**

● East- As previously reported, cooler temperatures have settled in and slowed production, with yellow squash having less yield than zucchini. We are seeing an active market with FOBs up slightly even though demand is weak. Quality is lacking this week with scarring and some signs of disease pressure.

● West- FOBs are down a few dollars for yellow & green as Nogales crossed more volume. Quality is looking much healthier than previous supplies from the CA region.

### **Cucumbers**

● East- Although northern deals are winding down from cooler temps, there is still plenty of volume available mostly from GA, NC, SC, & VA. Quality is showing improvement from previous weeks.

● West- Good supplies coming from Baja while Nogales is still trying to get their season started. FOBs are fairly flat. Both regions are seeing signs of improvement in quality.

### **Eggplant**

● East- FOBs remain low due to the ample supplies in the east. Quality is great.

● West- Even though the desert is just scraping the surface, FOBs remain relatively flat to ever so slightly higher. Look for Nogales to begin not until mid-November for relief. Overall quality is good.

### **Jalapenos**

● East- Steady prices driven by both good supply and good demand are present. Quality remains good.

● West- FOBs move back up a few dollars as supplies start to tighten up earlier than expected from Santa Maria. Sonora is not expected to begin until mid-November, therefore, the western pepper market could become a bit scarce through the transition period.

### **Beans**

● East- Good volume coming mostly from VA, eastern shore of NC & GA. FOBs are very weak and quality is looking great from all areas.

● West- The desert's season is off to a very slow start as Watsonville wraps up over the next week. Thus resulting in a snug market. FOBs remain high and quality can be suspect through this transition period.

- **Eastern Growing Region(s) Weather Forecast:**

Exmore, Virginia, Weather Forecasts - [View Data](#)

Wed Oct 11	Thu Oct 12	Fri Oct 13	Sat Oct 14	Sun Oct 15	Mon Oct 16	Tue Oct 17
77°F 65°F	73°F 64°F	71°F 64°F	78°F 65°F	81°F 66°F	77°F 57°F	68°F 60°F
ESE 11 MPH Precip 50%	NE 19 MPH Precip 40%	ENE 16 MPH Precip 20%	EHE 4 MPH Precip 30%	SW 8 MPH	SE 3 MPH Precip 30%	N 14 MPH Precip 20%

Hendersonville, North Carolina, Weather Forecasts - [View Data](#)

Wed Oct 11	Thu Oct 12	Fri Oct 13	Sat Oct 14	Sun Oct 15	Mon Oct 16	Tue Oct 17
80°F 58°F	72°F 58°F	68°F 58°F	71°F 57°F	75°F 57°F	72°F 48°F	65°F 47°F
W 3 MPH Precip 30%	ENE 5 MPH Precip 20%	E 5 MPH Precip 50%	NE 2 MPH Precip 40%	SW 3 MPH Precip 20%	WNW 5 MPH Precip 40%	NNE 4 MPH Precip 20%

- **Western Growing Region(s) Weather Forecast:**

Coachella, California, Weather Forecasts - [View Data](#)

Wed Oct 11	Thu Oct 12	Fri Oct 13	Sat Oct 14	Sun Oct 15	Mon Oct 16	Tue Oct 17
91°F 61°F	89°F 60°F	90°F 56°F	89°F 58°F	90°F 58°F	93°F 57°F	94°F 72°F
HW 9 MPH	C 7 MPH	NNE 7 MPH	BRW 7 MPH	WNW 7 MPH	WNW 6 MPH	W 5 MPH

Nogales, Arizona, Weather Forecasts - [View Data](#)

Wed Oct 11	Thu Oct 12	Fri Oct 13	Sat Oct 14	Sun Oct 15	Mon Oct 16	Tue Oct 17
88°F 53°F	87°F 50°F	86°F 53°F	85°F 48°F	87°F 47°F	89°F 48°F	88°F 61°F
E 11 MPH	SSE 14 MPH	SSE 10 MPH	SW 5 MPH	S 7 MPH	S 7 MPH	S 8 MPH

Code to Color Alerts:

Market generally with-in normal ranges and steady from last week for both pricing and quality. Any price changes can be expected to be \$2.50 or less with no major changes in quality. Also, no change in the growing region(s) and no news that could drastically affect pricing in the future.

Some news included concerning the market that may indicate a moderate change in pricing and/or quality. FOB pricing is generally up or down between \$2.50 and \$5.00 from the previous week. It will also be used to indicate news that may have a drastic impact on the price, quality and/or availability in future weeks (versus the following week). Finally, this color will also be used to indicate a commodity that continues to be outside the normal range as far as price, quality and/or availability.

News included that indicates a major change in the market from the previous week as far as pricing, quality and/or availability. May see price changes, up or down, in excess of \$5.00 per case. This color will only be used to indicate a major change from the previous week.

**Important note:** This market report is only a snapshot of the various commodity markets as of the morning of the date of the report. When we expect a trend to develop, we will express that expectation. However, commodity markets are subject to actual supply and demand levels and can change quickly due to weather and other unforeseen factors. Therefore, please be aware that markets may change from the time this report is published and the time prices are set for the following week. If such changes are dramatic, we will publish a revised market report.