

## DRY VEGETABLE MARKET REPORT

Week of December 31, 2017

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

**\*\*Please note: Inbound & Outbound freight rates are up significantly throughout the country. This is due to a limited supply of trucks as well as new E-Log regulations. Although most category FOBs are declining, freight rates are increasing. Please remember this when referencing pricing for next week. [Click this link that The Packer just released this evening.](#) \*\***

### Tomatoes

#### East

- **Rounds** – Our Immokalee area farms are finally starting to get into a groove. While the pipeline is not completely filled, it is steadily improving. It is safe to report we can put Irma down in the history books now that we are [mostly] out of her grip. FOB prices are down significantly on all sizes as South FL volume continues to increase. The crop is producing excellent sizing and excellent quality. Barring any significant weather events, it will remain this good throughout the winter season.
- **Romas**- Although rounds are falling at a fairly quick pace, romas are a little slower on the downhill slide. Volume is improving, although still somewhat limited for an already dry supply chain. Prices are down a few dollars, but will only continue to fall as MX increases their supply. For what is coming from the FL region, quality and sizing is excellent.
- **Grapes**- A little relief is in sight with a very slight decline in FOBs. Demand has been firmer than usual and supplies have not loosened up as suspected. We anticipate these to rebound and drop quickly once the supply ramps up by the end of the first week of 2018. Quality is very nice.
- **Cherries**- Demand & supply remain balanced. Thus resulting in a steady FOB price point week to week. Quality is good.

#### West/Mexico

- **Rounds**- Supplies are increasing steadily, from Culiacan as Eastern MX & Baja complete their season. Big fruit still remains a bit tighter than smaller sizes, however, overall all size FOBs are on the decline. Normal supply levels are expected to be reached around the 2<sup>nd</sup> week of January. Prices are expected to continue to fall until a healthy balance of supply & demand is reached. Quality is shaping up nicely.
- **Romas**- Supplies are not rebounding as quickly as rounds. They are still somewhat limited for the next 10-14 days as Culiacan starts up. Pricing is steady week over week, but expect to see a price decline by the 2<sup>nd</sup> week of January. Quality is shaping up nicely.
- **Grapes**- Prices continue to slowly fall as supply picks ups. Look for things to rebound in the next 10-14 days. Quality has been good from all western markets.
- **Cherries**- Things are looking up for cherry tomatoes as supply increases from Nogales. Prices are down quite a bit with good quality coming from the area. Southern CA is still holding firm at a higher price point. Quality is also good.

### **Green Bell Pepper**

- East- South & Central FL supply is still not up to par levels as it has yet to rebound from Irma issues & the recent frost. Prices are relatively flat moving into next week. Look for relief after the New Year as warmer temps settle back into the area. Quality is good.
- West- MX continues to produce good volume and strong sizes. Prices slip another few dollars. Quality is excellent.

### **Red Bell Pepper**

- West- Prices are down a few dollars as supplies improve. Quality is mostly good.

### **Yellow Squash / Zucchini**

- East- FOBs are rebounding down a couple of dollars as Honduras imports begin to arrive. Domestic crop still is seeing some quality issues on yellow, however, offshore is shaping up nicely.
- West- Warmer weather has boosted plant growth, pushing pricing downward a few dollars. Quality is mostly good, however there is some scuffing on yellow.

### **Cucumbers**

- East- Offshore supplies are reaching the USA steadily with FL still on the seasonal decline, keeping pricing stable. Quality is mostly good.
- West- Although Mainland MX is still publishing solid numbers, supply is a big snigger with the lack of Baja's crop. Thus, pushing pricing up a few dollars. Quality is mostly good but seeing some issues with shelf life and soft ends.

### **Eggplant**

- East- FL has excellent supply & quality. Prices are cheap and steady week over week.
- West- MX has excellent supply & quality. Prices are cheap and steady week over week.

### **Jalapenos**

- East- Prices remain fairly steady as the crop shifts down to South FL where growers continue to tap into fields. Quality is good.
- West- Sonora & Sinaloa are in their peak production time with great quality and heat levels. Prices remain low.

### **Beans**

- East- Beans are still trying to recover from the frost that wrecked havoc about 2 weeks ago. Volume will continue to be sporadic through the end of 2017 and into 2018. FOBs remain high.
- West- Due mostly to cooler weather, MX supply is at less than favorable volumes. FOBs are up a few dollars. Quality can be questionable at times so it is recommended to keep inventory levels tight.

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

Immokalee, Florida, Weather Forecasts - Metric Units

Wed Dec 27	Thu Dec 28	Fri Dec 29	Sat Dec 30	Sun Dec 31	Mon Jan 1	Tue Jan 2
82°F	80°F	79°F	77°F	78°F	77°F	69°F
60°F	61°F	56°F	55°F	60°F	54°F	34°F
NE 5 MPH	NNE 8 MPH Precip 10%	N 6 MPH	N 6 MPH	NNE 5 MPH Precip 10%	ENE 7 MPH Precip 40%	N 10 MPH Precip 30%

Ruskin, Florida, Weather Forecasts - Metric Units

Wed Dec 27	Thu Dec 28	Fri Dec 29	Sat Dec 30	Sun Dec 31	Mon Jan 1	Tue Jan 2
79°F	76°F	73°F	71°F	71°F	71°F	65°F
59°F	59°F	54°F	53°F	56°F	52°F	32°F
ENE 11 MPH	NE 9 MPH	NNE 8 MPH	NNE 8 MPH	NE 8 MPH Precip 10%	ENE 9 MPH Precip 40%	N 14 MPH Precip 30%

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

Coachella, California, Weather Forecasts - Metric Units

Wed Dec 27	Thu Dec 28	Fri Dec 29	Sat Dec 30	Sun Dec 31	Mon Jan 1	Tue Jan 2
77°F	79°F	80°F	76°F	74°F	74°F	72°F
45°F	46°F	45°F	44°F	44°F	46°F	55°F
NNW 5 MPH	N 5 MPH	N 6 MPH	SSE 3 MPH	SSE 5 MPH	SSE 5 MPH	S 2 MPH

Nogales, Arizona, Weather Forecasts - Metric Units

Wed Dec 27	Thu Dec 28	Fri Dec 29	Sat Dec 30	Sun Dec 31	Mon Jan 1	Tue Jan 2
73°F	75°F	76°F	75°F	70°F	68°F	67°F
36°F	36°F	37°F	38°F	37°F	36°F	42°F
E 7 MPH	E 7 MPH	E 7 MPH	SSW 9 MPH	S 9 MPH	ESE 7 MPH	SSE 9 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.