



# MARKET TRENDS

FOR WEEK ENDING JANUARY 20, 2017

 **PERFORMANCE**  
FOODSERVICE



# MARKET TRENDS

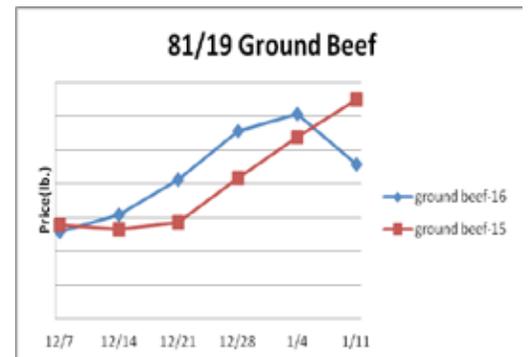
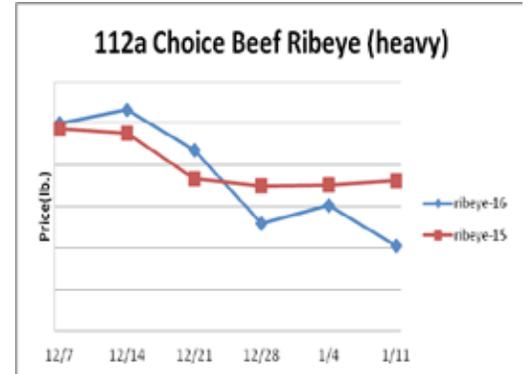
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## Beef, Veal & Lamb

Beef output last week rose 4.9% but was 2.3% less than the same week last year. Sufficient cattle supplies are expected to cause beef production to track above the previous year levels this winter. The beef markets have lost their recent upward momentum as of late as buyers back away from the price increases. Forward beef sales for delivery 22-90 days out last week were the smallest in over a year. That said, retailers are still planning notable feature activity in the coming weeks which should dampen any further downside in beef prices especially end cuts. Beef exports in November were the largest in three plus years. Solid exports could buoy beef end cut prices.

Description	Market Trend	Supplies	Price vs. Last Year
Live Cattle (Steer)	Decreasing	Short	Lower
Feeder Cattle Index (CME)	Decreasing	Short	Lower
Ground Beef 81/19	Decreasing	Good	Lower
Ground Chuck	Decreasing	Good	Lower
109 Export Rib (ch)	Decreasing	Good	Lower
109 Export Rib (pr)	Decreasing	Good	Higher
112a Ribeye (ch)	Decreasing	Good	Lower
112a Ribeye (pr)	Increasing	Good	Higher
114a Chuck , Shlder Cld(ch)	Decreasing	Good	Lower
116 Chuck (sel)	Decreasing	Good	Lower
116 Chuck (ch)	Decreasing	Good	Lower
116b Chuck Tender (ch)	Decreasing	Good	Lower
120 Brisket (ch)	Decreasing	Good	Lower
120a Brisket (ch)	Decreasing	Good	Lower
121c Outside Skirt (ch/sel)	Decreasing	Good	Lower
121d Inside Skirt (ch/sel)	Increasing	Good	Lower
121e Cap & Wedge	Increasing	Good	Higher
167a Knuckle, Trimmed (ch)	Decreasing	Good	Lower
168 Inside Round (ch)	Decreasing	Good	Lower
169 Top Round (ch)	Increasing	Good	Lower
171b Outside Round (ch)	Decreasing	Good	Lower
174 Short Loin (ch 0x1)	Decreasing	Good	Lower
174 Short Loin (pr 2x3)	Decreasing	Good	Lower
180 1x1 Strip (ch)	Steady	Good	Lower
180 1x1 Strip (pr)	Decreasing	Good	Lower
180 0x1 Strip (ch)	Decreasing	Good	Lower
184 Top Butt, boneless (ch)	Decreasing	Good	Lower
184 Top Butt, boneless (pr)	Increasing	Good	Lower
185a Sirloin Flap (ch)	Increasing	Good	Lower
185c Loin, Tri-Tip (ch)	Decreasing	Good	Lower
189a Tender (sel, 5 lb & up)	Increasing	Good	Higher
189a Tender (ch, 5 lb & up)	Decreasing	Good	Lower
189a Tender (pr, heavy)	Decreasing	Good	Lower
193 Flank Steak (ch)	Increasing	Good	Lower
50% Trimmings	Increasing	Good	Lower
65% Trimmings	Increasing	Good	Higher
75% Trimmings	Increasing	Good	Higher
85% Trimmings	Increasing	Short	Higher
90% Trimmings	Increasing	Short	Higher
90% Imported Beef (frz)	Decreasing	Good	Higher
95% Imported Beef (frz)	Decreasing	Good	Higher
Veal Rack (Hotel 7 rib)	Steady	Good	Lower
Veal Top Round (cap off)	Steady	Good	Lower



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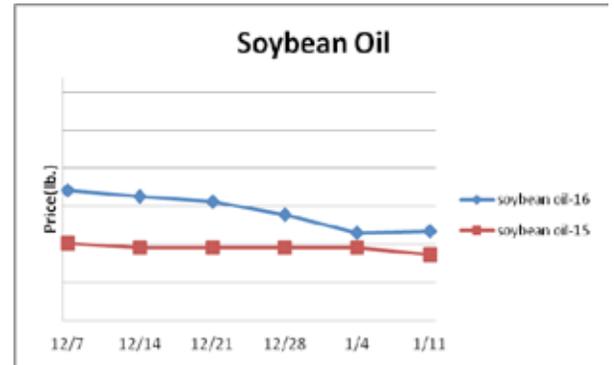
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## Grains

Cold temperatures this week have added angst to the already existing concerns around the domestic winter wheat crop. Kansas December winter wheat crop ratings fell substantially from November and were some of the lowest for the month in four years. There is a risk of higher wheat prices later in 2017.

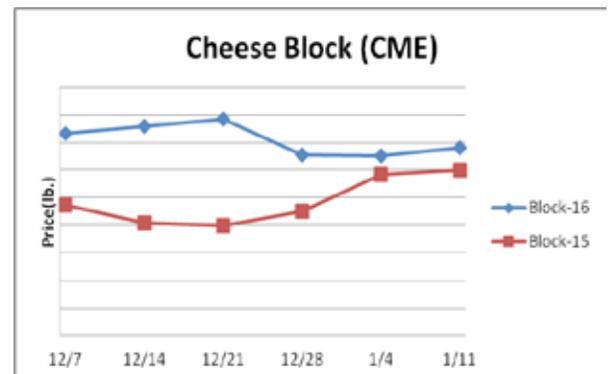
Description	Market Trend	Supplies	Price vs. Last Year
Soybeans, bushel	Increasing	Good	Higher
Crude Soybean Oil, lb	Increasing	Good	Higher
Soybean Meal, ton	Increasing	Good	Higher
Corn, bushel	Increasing	Good	Lower
Crude Corn Oil, lb	Decreasing	Good	Lower
High Fructose Corn Syrup	Steady	Good	Lower
Distillers Grain, Dry	Decreasing	Good	Lower
Crude Palm Oil, lb BMD	Steady	Good	Higher
HRW Wheat, bushel	Increasing	Good	Lower
DNS Wheat 14%, bushel	Increasing	Good	Higher
Durum Wheat, bushel	Increasing	Short	Higher
Pinto Beans, lb	Steady	Good	Higher
Black Beans, lb	Decreasing	Good	Higher
Rice, Long Grain, lb	Steady	Good	Lower



## Dairy

During November, the U.S. produced 5.7% less butter than in 2015 marking the biggest decline in 19 months. Add to this a decline in butter imports and a boost in exports, and the available butter supply in the U.S. during November was down 7.6% from the previous year. At the same time, butter consumption was a record. Unless class IV milk prices track closer to above class III, it may be hard for butter prices to fall below \$2 anytime soon. The cheese markets are beginning to rise and the downside is likely only modest. November cheese output was up 2.7% versus the prior year.

Description	Market Trend	Supplies	Price vs. Last Year
Cheese Barrels (CME)	Increasing	Good	Higher
Cheese Blocks (CME)	Increasing	Good	Higher
American Cheese	Increasing	Good	Higher
Cheddar Cheese (40 lb)	Increasing	Good	Higher
Mozzarella Cheese	Increasing	Good	Higher
Provolone Cheese	Steady	Good	Lower
Parmesan Cheese	Increasing	Good	Higher
Butter (CME)	Increasing	Good	Higher
Nonfat Dry Milk	Increasing	Ample	Higher
Whey, Dry	Increasing	Good	Higher
Class 1 Base	Steady	Good	Higher
Class II Cream, heavy	Decreasing	Good	Higher
Class III Milk (CME)	Increasing	Good	Higher
Class IV Milk (CME)	Increasing	Good	Higher



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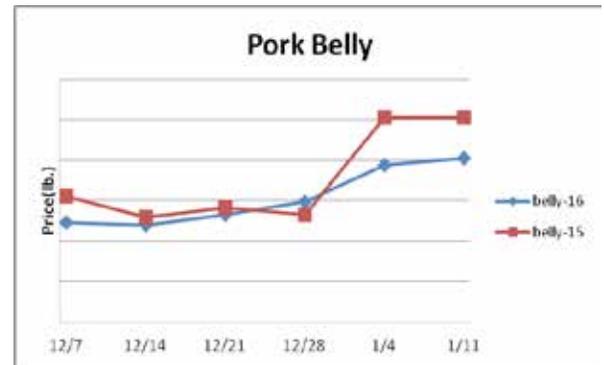
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## Pork

Pork production last week rose .1% but was down 13.9% from the same week last year. Hog supplies are fairly ample which is expected to cause big year over year gains in pork output during the next few months. This should temper any pending seasonal price appreciation. Pork exports have been solid which is underpinning several of the pork markets. During November, the U.S. exported 20% more pork than the previous year marking the largest export total for any month since at least 2010. Exports to China were up by more than 30%.

Description	Market Trend	Supplies	Price vs. Last Year
Live Hogs	Increasing	Ample	Higher
Sow	Increasing	Ample	Higher
Belly (bacon)	Increasing	Good	Higher
Sparerib(4.25 lb & down)	Increasing	Good	Lower
Ham (20-23 lb)	Decreasing	Good	Lower
Ham (23-27 lb)	Decreasing	Good	Lower
Loin (bone in)	Increasing	Good	Higher
Babyback Rib (1.75 lb & up)	Decreasing	Good	Lower
Tenderloin (1.25 lb)	Increasing	Good	Higher
Boston Butt, untrmd (4-8 lb)	Decreasing	Good	Higher
Picnic, untrmd	Decreasing	Good	Higher
SS Picnic, smoker trm box	Decreasing	Good	Higher
42% Trimmings	Increasing	Good	Higher
72% Trimmings	Increasing	Good	Higher



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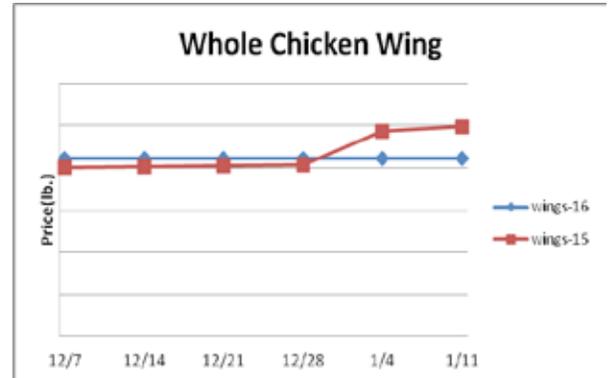
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## Poultry

For the week ending December 31st, chicken output fell 10% from the previous week and was 1% less than the same week the prior year. The six-week moving average for chicken output is tracking 5.7% better than 2015. Fairly solid year over year gains in chicken production are anticipated in the near term. This may temper any seasonal upside price move in chicken wing prices in the coming weeks which are already trending at their second most expensive levels for January. The South Korean egg layer flock has been decimated by a bird flu outbreak. Expectations are that U.S. table egg exports to the country will get underway this week. This could underpin table egg prices for the next several weeks.

Description	Market Trend	Supplies	Price vs. Last Year
Whole Birds (2.5-3 GA)	Steady	Good	
Wings (whole)	Steady	Good	
Wings (jumbo cut)	Increasing	Good	Higher
Wing Index (ARA)	Increasing	Good	Higher
Breast, Bone In	Steady	Good	
Breast, Boneless Skinless	Steady	Good	
Breast Boneless Index (ARA)	Increasing	Good	Lower
Tenderloin Index (ARA)	Increasing	Good	Higher
Legs (whole)	Increasing	Good	Higher
Leg Quarters	Steady	Good	
Leg Quarter Index (ARA)	Increasing	Good	Higher
Thighs, Bone In	Increasing	Good	Lower
Thighs, Boneless	Decreasing	Good	Higher



Description	Market Trend	Supplies	Price vs. Last Year
Whole Turkey (8-16 lb)	Decreasing	Good	Lower
Turkey Breast, Bnls/Sknls	Decreasing	Good	Lower

## Eggs

Description	Market Trend	Supplies	Price vs. Last Year
Large Eggs (dozen)	Decreasing	Short	Lower
Medium Eggs (dozen)	Decreasing	Short	Lower
Liquid Whole Eggs	Decreasing	Short	Lower
Liquid Egg Whites	Decreasing	Short	Lower
Liquid Egg Yolks	Steady	Short	Lower
Egg Breaker Stock Central	Steady	Short	n/c



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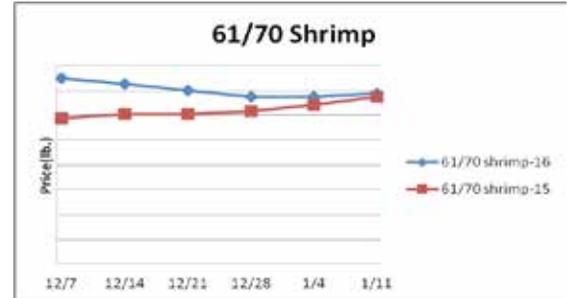
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## Seafood

Snow crab supplies remain limited and prices inflated. During November, the U.S. imported 13.4% less snow crab than the previous year due in a large part to the smallest output from Canada. The decline in the Alaskan quota could buoy snow crab prices for the next several months.

Description	Market Trend	Supplies	Price vs. Last Year
Shrimp (16/20 frz)	Increasing	Good	Higher
Shrimp (61/70 frz)	Increasing	Good	Higher
Shrimp Tiger (26/30 frz)	Decreasing	Good	Higher
Snow Crab Legs (5-8 oz frz)	Steady	Good	Higher
Snow Crab Legs (8oz & up frz)	Steady	Good	Higher
Cod Tails (3-7 oz frz)	Steady	Good	Lower
Cod Loins (3-12 oz frz)	Steady	Good	Lower
Salmon Portions (4-8 oz frz)	Increasing	Good	Higher
Pollock Alaska, Deep Skin	Steady	Good	Lower



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## Paper and Plastic Products

Description	Market Trend	Supplies	Price vs. Last Year
<b>WOOD PULP (PAPER)</b>			
NBSK- Paper napkin	Steady	Good	Lower
42 lb. Linerboard-corrugated box	Steady	Good	Higher
<b>PLASTIC RESINS (PLASTIC, FOAM)</b>			
PS-CHH-utensils, cups, to-go cont.	Steady	Good	Lower
PP-HIGP-heavy grade utensils	Decreasing	Good	Lower
PE-LLD-can liners, film, bags	Decreasing	Good	Lower

## Retail Price Change from Prior Month

Description	Nov '16	Oct '16	Sept '16
Beef and Veal	Decreasing	Decreasing	Decreasing
Dairy	Decreasing	Increasing	Increasing
Pork	Decreasing	Decreasing	Decreasing
Chicken	Increasing	Decreasing	Increasing
Fresh Fish and Seafood	Decreasing	Decreasing	Increasing
Fresh Fruits and Vegetables	Decreasing	Increasing	Increasing

## Various Markets

Concerns around the U.S. and Brazilian orange for juicing crops have eased as of late which is putting downward pressure on orange juice prices. Still, tight world supplies could limit the downside in prices from here.

Description	Market Trend	Supplies	Price vs. Last Year
Whole Peeled, Stand (6/10)	Steady	Good	Lower
Tomato Paste-Industrial (lb)	Steady	Good	Lower
Coffee lb ICE	Increasing	Good	Higher
Sugar lb ICE	Steady	Ample	Higher
Cocoa mt ICE	Increasing	Short	Lower
Orange Juice lb ICE	Decreasing	Good	Higher
Honey (clover) lb	Steady	Good	Lower



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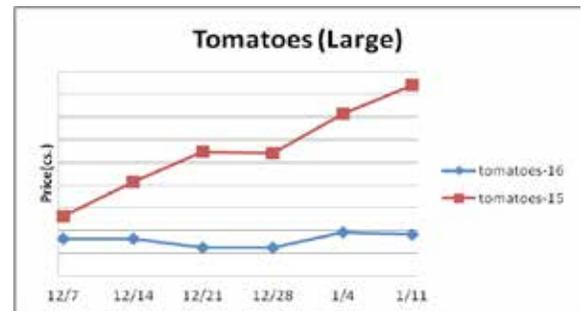
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## Produce

The avocado markets have firmed as of late due to seasonally building demand and continued subpar supplies from Mexico. Last week, U.S. avocado imports from Mexico were a whopping 42% less than the same week in 2016. Even higher avocado prices could be forthcoming. The five-year average move for the 48 count Hass avocado market during the next 14 weeks is an increase of 41.7%. Cooler temperatures are slowing the tomato harvest in Florida which could bring support to tomato prices in the near term. Garlic, asparagus and grapes will remain in an extreme market. Broccoli and lettuce look good, however, we are seeing dirt in leafy green items. Apples and broccoli are steady. Expect quality issues with green onions, including high prices and shortages, due to cold weather and rain. Watch for lime updates, as we are seeing some price increases starting. There is more info below on the damaging weather on onions in the Treasure Valley. The west coast navel market is very strong due to light availability. The source of the supply problem is twofold; 1) shippers purposely reduced packing hours during the holidays and 2) the recent string of rains has prevented growers from harvesting at will and match the rising post-holiday demand. Growers need two things to occur before the harvest can resume at a normal pace: 1) at least 48 hours of sunny skies and 2) the absence of fog. In other words, the continuation of excessive moisture will prolong the supply gap. The near term weather forecast in the central valley suggests the rains will subside but areas of dense fog will linger well into next week. For now, supplies are far below demand and prices are quickly pushing higher.

Description	Market Trend	Supplies	Price vs. Last Year
Limes (150 ct)	Increasing	Good	Higher
Lemons (95 ct)	Steady	Good	Lower
Lemons (200 ct)	Steady	Short	Lower
Honeydew (6 ct)	Steady	Good	Lower
Cantaloupe (15 ct)	Steady	Good	Higher
Blueberries (12 ct)	Decreasing	Good	Lower
Strawberries (12 pnt)	Increasing	Good	Lower
Avocados (Hass 48 ct)	Decreasing	Good	Higher
Bananas (40 lb) Term	Decreasing	Good	Lower
Pineapple (7 ct) Term	Increasing	Good	Lower
Idaho Potato (60 ct 50 lb)	Steady	Short	Lower
Idaho Potato (70 ct 50 lb)	Steady	Short	Lower
Idaho Potato (70 ct ) Term	Increasing	Short	Lower
Idaho Potato (90 ct 50 lb)	Steady	Short	Lower
Idaho Potato #2 (6 oz 100 lb)	Steady	Short	Lower
Processing Potato (cwt)	Steady	Short	Lower
Yellow Onions (50 lb)	Increasing	Good	Lower
Yellow Onions (50 lb) Term	Increasing	Good	Lower
Red Onions (25 lb) Term	Increasing	Good	Lower
White Onions (50 lb) Term	Increasing	Good	Lower
Tomatoes (lg case)	Increasing	Good	Lower
Tomatoes (5x6 lb) Term	Decreasing	Good	Lower
Tomatoes (4x5 vine ripe)	Decreasing	Good	Lower
Roma Tomatoes (lg case)	Increasing	Good	Lower
Roma Tomatoes (xlg case)	Increasing	Good	Lower
Green Peppers (lg case)	Increasing	Good	Lower
Red Peppers (lg 15 lb case)	Steady	Good	Lower
Iceberg Lettuce (24 ct)	Decreasing	Good	Lower
Iceberg Lettuce (24 ct) Term	Decreasing	Good	Lower
Leaf Lettuce (24 ct)	Decreasing	Good	Lower
Romaine Lettuce (24 ct)	Decreasing	Good	Lower
Mesculin Mix (3 lb) Term	Increasing	Good	Higher
Broccoli (14 ct)	Increasing	Good	Lower
Squash (1/2 bushel)	Increasing	Good	Lower
Zucchini (1/2 bushel)	Increasing	Good	Lower
Green Beans (bushel)	Increasing	Good	Lower
Spinach (flat 24)	Increasing	Good	Higher
Mushrooms (10 lb lg) Term	Steady	Good	Higher
Cucumbers (bushel)	Increasing	Good	Lower
Pickles (200-300 ct) Term	Decreasing	Good	Lower
Asparagus (sm)	Increasing	Good	Higher
Freight (truck CA-Cty Av)	Increasing	Good	Higher



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## Produce

### Apples & Pears

The market is low; large sizes are most plentiful. Storage quality is excellent: flavor varies from sweet to tangy. Sugar levels are high, ranging from 14 to 18 Brix. The Bartlett season will end in late January. D'Anjou supplies remain abundant. Both varieties are dominated by small sizes this season. Sugar levels range from 12 to 14 Brix.

### Artichokes

We expect good supplies of artichokes this week, as supplies industry-wide have increased. Better volume is expected in the upcoming weeks. Prices are steady but trending lower on some sizes.

### Arugula

Supplies of both baby and wild arugula are light due to mildew.

### Asparagus

EXTREME MARKET. Prices are up due to the end of the season. This transition phase will last until about Jan. 15th, when Mexico starts. Going forward, we should see more asparagus availability. Mexico is on schedule to start by mid to late January, and the real volume will hit us by early to mid-February. Prices are high and we are seeing shortage in product.

### Avocados

We continue to see the market more active, particularly on large fruit, as the size mix shifts to heavier fruit. Production on #2 volume will also be increasing throughout the remainder of January. With the shift away from small fruit, 60's and larger are expected to call for a higher price through the Super Bowl Weekend. Quality remains good with good oil content.

### Bananas

Demand and quality are good and supply is steady.

### Green Beans

East: FL lake supplies continue. FOB prices are steady this week but we are seeing some signs of upward pressures. Quality is good.

West: Quality continues to be variable this week. FOB prices are generally steady this week.

### Berries:

#### Blueberries

Blueberry supplies and quality are good. Production is beginning to transition to Mainland Mexico and Baja California. Late-season harvesting is winding down in Chile and Peru, with the final vessel arrivals scheduled for late February.

### Blackberries

Supplies have seen a moderate decline due to the cool weather. Prices have firmed up.

### Raspberries

Availability is mostly steady, with premium quality fruit commanding higher prices.

### Strawberries

California harvest volume has dropped significantly in Oxnard due to rain, while cold weather last weekend has slowed production in Florida where demand exceeds supply. This shortfall in domestic production will continue through late January. Central Mexico is now the primary source for strawberries and this quality is excellent. Stem berries will be in tight supply until early February.

### Bok Choy

Availability and quality are good.

### Broccoli

Supplies are good this week and we are seeing a range of prices. Quality is good.

### Brussels Sprouts

The market and supplies are good this week. Quality has improved.

### Cantaloupe

Market very strong on 12's and smaller with most all the offshore fruit coming in as 9's and jumbo 9's, the overall quality of the fruit has been very good with green cast but internal color is excellent and sugars have been very good as well. We expect to start seeing some smaller fruit in the next 10 days and expect good volumes of fruit going forward.

### Carrots

Georgia carrots have arrived. Rain in Kern County, CA, has made the carrot market a bit more active in that region of CA, so please order ahead to keep a good supply.



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## Produce (continued)

### Cauliflower

Due to the weather at the beginning of the Yuma season, we are seeing a very short supply in cauliflower industry wide. Prices are escalated.

### Celery

The market is steady and quality is good.

### Cilantro

Supplies are average. Quality is still yellow and decaying in some.

### Corn

The Georgia growing season is finishing up and moving to the Belle Glade, Florida area. Florida Corn is priced this week to promote. Availability from Florida is good and looks good moving forward. Midwest sweet corn is done. Southern California corn is available in limited supplies and Colorado corn is finishing up.

### Cucumbers

East: For all practical purposes, the FL cucumber season is over. Off-shore volume continues. FOB prices are slightly higher this week compared to last. Quality of the off-shore product remains variable.

West: Nogales crossing continue. Demand has perked-up somewhat. FOB prices are steady to higher this week. Currently, the quality through Nogales remains good.

### English Cucumber

We continue to see plentiful supplies in Nogales.

### Eggplant

East: FOB prices remain low again this week on both grades and shows some signs of weakening even further. Quality is good.

West: FOB prices are steady to lower again this week. Nogales crossings continue and quality is good.



### Fennel

Supplies for the week will be good.

### Garlic

The garlic market continues to be volatile. Demand exceeds supply. The CA harvest finished last month and crops were down 15-30% from expected. We are uncertain where the supply on garlic from China will be. We are hearing that it may get even tighter. Quality remains good and we will keep you posted as we hear more on China.

### Ginger

Chinese ginger is in good supply. It is being offered at a substantial discount compared to ginger from Brazil.

### Grapes

We are finished up our California storage fruit here on the west coast and will start all Chilean by the end of next week as the arrivals on the west coast have been minimal from Chile but tomorrow a vessel will be unloading here on the west which will give us better supplies out here. The east coast has much better supplies of grapes and has good numbers out there. The overall market is fair and some of the early flames from Chile have shown some cracks and rain damage as the northern parts of Chile had a big rain about 3 weeks ago that did cause some damage but as we progress south in Chile fruit will get much better.

### Green Cabbage

Green cabbage is in good supply and should be steady this week. Quality is good.

### Red Cabbage

Quality and sizing have been great, with good color. Overall, the market is strong.

### Green Onions

EXTREME MARKET. The green onion supply for the industry is tight due to weather and availability based on growing conditions. We will send more updates when we get notice, but we are seeing price increases and product shortages.

### Honeydew

Market is steady as Mexico and South America are harvesting with good volume and some excellent quality. The Mexico fruit has been very clean with cream to green cast and excellent internal color and sugars.

### Kale (Green)

Demand is steady and quality is average. We are seeing some mildew.

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## Produce *(continued)*

### Lemons

Market also very strong with the weather and basically finished with dist. 3 and dependent upon dist. 1 has created a demand exceeds supply situation and with our continued rains we have not been able to get in the fields and also just like oranges we need at least 24 hours of sunshine to dry the fruit out before harvesting. Also with the amount of rain we have the ground is heavily saturated and very muddy which also keeps us out of the field. We are doing all we can but we will be short on some sizes going into the weekend; we will keep you posted if it effects your order. The overall quality is good with most fruit not needing any gas. The lemon market will probably stay fairly strong as demand has been excellent and that does not seem to be changing.

### Lettuce:

#### Green and Red Leaf

Supplies are heavy while quality is only average. We are seeing a lot of dirt due to the heavy winds, seeders and tip burn.

#### Iceberg Lettuce

Supplies of iceberg lettuce are still on the lighter side; the cold weather has pushed volume back a bit. Quality is improving; however, we are seeing some weak tip.

### Romaine

Supplies are lighter than expected and quality is hit or miss. We are seeing dirt and mildew due to the winds.

### Romaine Hearts

Supplies are plentiful. We are seeing twisting and quality is average, but there is improvement.

### Limes

Prices have skyrocketed due to rising fuel costs and protests within Mexico. The market will remain elevated over the next two weeks while growers address the current situation. Quality is average: problems include scarring and yellowing.



### Mangos

Supply and quality are good and prices are rising slightly.

### Napa

Supplies are good and quality is excellent.

### Onions

The damages continue to pile-up throughout the Treasure Valley for these onion growers and, unfortunately, they are expecting more snow this weekend into next week. We do not know what the losses are yet, or the impact this will have on the market. Additionally, the extreme weather has led to heavy road closures throughout Wyoming. Trucks are finding it difficult to get up to the Northwest for load pick-up and return.

### Oranges

Market is very strong as we are coming off the Holidays and most of us did not pick a huge number of bins and with the rain in the forecast through tomorrow and we will have some sunshine through Tuesday and then another big set of storms will be hitting us Tuesday through Saturday. We are hoping the sun shines bright and not much fog comes in as we need the fruit to have at least 24 hours of dry weather before harvesting let alone the saturated ground that is next to impossible to get in on now and probably need a couple days of sun to allow us to get the crews back in harvesting. Things are going to get very tight and already demand exceeding supply and will probably have to start prorating until we see some drier days, but will keep you posted going forward as we run into supply issues. The overall quality of the fruit is good and eating like candy, and we have a good crop out there just a little bump in the road with Mother Nature.

### Parsley (Curly, Italian)

Prices are normal and quality is excellent.

### Green Bell Pepper

East: Product remains plentiful this week while demand remains weak on all sizes. Accordingly, FOB prices are generally steady with some slight downward pressure on all sizes and grades. Quality is good.

West: Supplies remain strong, demand is weak and FOB prices remain generally steady at last week's depressed levels. Quality is good.

### Jalapeño Pepper

East: FOB prices are generally higher this week. Quality is good.

West: FOB prices are generally steady this week. Supplies remain good. Quality is good.

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## Produce *(continued)*

### Red & Yellow Pepper

Prices are steady. Mexican supplies (into Nogales and South Texas) continue to increase. Quality is very good: peppers are sweet and crunchy.

### Pineapple

Costa Rican prices are low; supplies are ample. Mexican fruit is limited due to weather and transportation strikes. Quality ranges from fair to good: sugar levels range from 13 to 16 Brix.

### Idaho Potatoes

The demand in Idaho is good. There have been no significant price changes up or down. We do not expect the current pricing structure to change soon. Idaho experienced very harsh winter conditions last week and we did see some production loss.

### Radishes

Quality is good and supply is plentiful.

### Salads & Blends

Prices are stable. Quality is good: chunks, mildew, and frost damage are occasional concerns. Inspectors are closely monitoring quality and shelf-life.

### Snow and Sugar Snap Peas

Snow and sugar snap peas are in high demand with good quality.

### Spinach (Bunched)

Supply is good, but quality is only fair. We are still seeing some mildew in this product.

### Spinach (Baby)

Baby and clipped spinach supplies are good. Quality is fair to good, with good prices. There are some reports of mildew.

### Spring Mix

There is plenty of product and quality is average.

### Green Squash

East: A similar situation for green squash. FOB prices are up again this week. Due to the wide range in quality, there is an extremely wide range of FOB pricing with the better quality fruit demanding a premium price.

West: The white-fly has infested some MX fields. Crossings are down and FOB prices are up this week for both grades/sizes. Crossings primarily at Nogales.

### Yellow Squash

East: FOB prices continue to rise steadily. We continue to see quality issues primarily due to scarring which was caused by the winds of the past week. The spread on FOB prices continue to be wider than normal with the quality product demanding a higher FOB price.

West: Supplies are practically non-existent this week. This is due to growers letting their fields go when FOB prices dropped below the cost of harvesting the past several weeks. As a result, the little product that is currently crossing at Nogales is demanding much higher FOB prices again this week. We are waiting on new fields to start to be harvested which should be toward the end of next week.

### Tomatoes

East

#### Rounds

FOB prices are still low but are now above rock-bottom levels. The Palmetto growing region has all but finished up leaving less acreage in FL. Also, cool weather has slowed growth which has caused yields to temporarily drop. However, good supplies and excellent quality continue to be seen out of FL. Barring a weather event, we expect FOB prices to remain low through January.

#### Romas

FOB prices for Romas are generally steady with some upward pressures. Quality continues to be very good.

#### Grapes

Cooler temps and less acreage have cause a decrease in supplies and FOB prices are higher compared to last week. Quality is very good.

#### Cherries

Same situation as grape tomatoes. Fewer supplies have caused FOB prices to rise by several dollars over last week. Quality remains very good.



# MARKET TRENDS

JANUARY 20, 2017

**PERFORMANCE**  
FOODSERVICE



## Produce *(continued)*

West/Mexico

### Rounds

Baja is all but finished for the season. Good volume continues to cross at Nogales. Crossings also continue at McAllen. Demand continues to be weak for both mature greens and for 2-layer vine-ripes. FOB prices remain at Suspension Agreement minimums. Quality is good. Baring a weather event, we expect the round tomato market to remain relatively stable for the next 4-5 weeks.

### Romas

Nogales and McAllen crossings continue. Baja is practically finished for the season. Quality is improving. FOB prices are generally at Suspension Agreement minimums for the smaller sizes. Growers are able to charge a little more for the larger sizes

### Grapes

Crossings primarily at Nogales. Like the rounds and romas, the Nogales crossings continue to increase while the Baja crossing are practically finished for the season. Quality continues to be variable but is improving. Prices generally at Suspension Agreement minimums.

### Cherries

Like grape tomatoes, the quality of cherries continues to be variable but is improving. FOB prices are at or near the minimums.

### Watermelon

Supplies are plentiful and quality is outstanding, however, the market is extremely weak. Nogales is being very aggressive with the price in an attempt to keep product moving.

