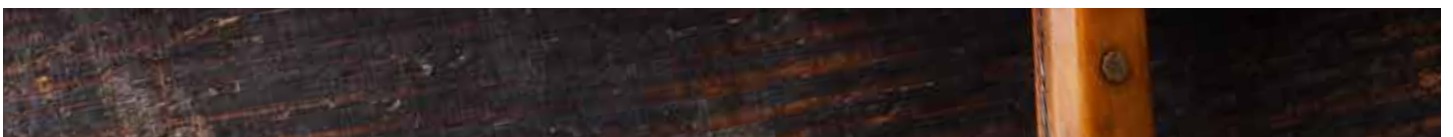




MARKET TRENDS

FOR WEEK ENDING JANUARY 27, 2017

 **PERFORMANCE**
FOODSERVICE



MARKET TRENDS

JANUARY 27, 2017

PERFORMANCE
FOODSERVICE

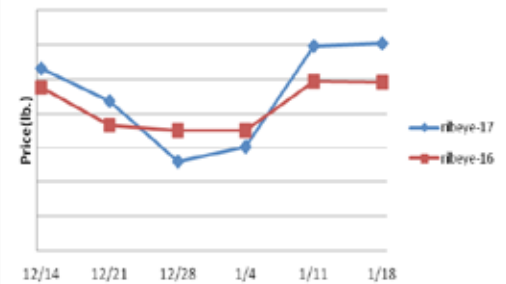


Beef, Veal & Lamb

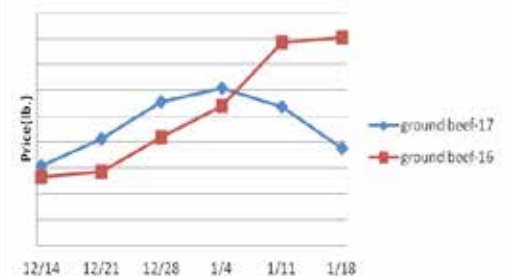
Beef production last week rose 13.2% from the prior holiday shortened week and was up 6.3% compared to 2016. Spot cattle prices have firmed due in part to seasonally tightening supplies but beef output is anticipated to continue to trend above year ago levels. The USDA is forecasting average daily beef production during the first quarter of this year to be 3.5% more than the previous year. Beef prices have fallen sharply during the last week. However, this is starting to encourage demand. Weekly spot beef shipments rose to a seven-week high. Further, forward beef sales have been strong. This suggests the downside price risk in the near term may only be modest.

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

112a Choice Beef Ribeye (heavy)



81/19 Ground Beef



MARKET TRENDS

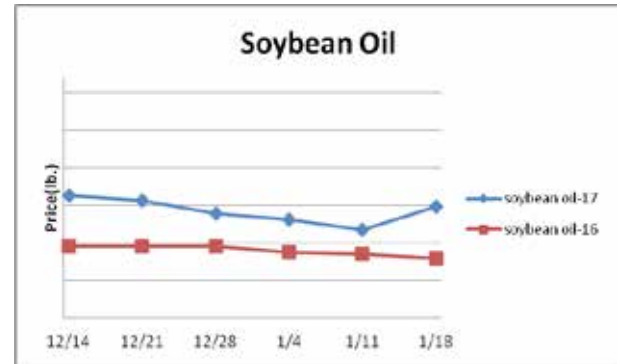
JANUARY 27, 2017



Grains

Food oil prices continue to trade well above the previous year levels. Malaysia, who typically accounts for a third of world palm oil output, December palm oil stocks were down 37% from 2015. However, production is starting to trend above the previous year levels which could put downward pressure on prices this spring.

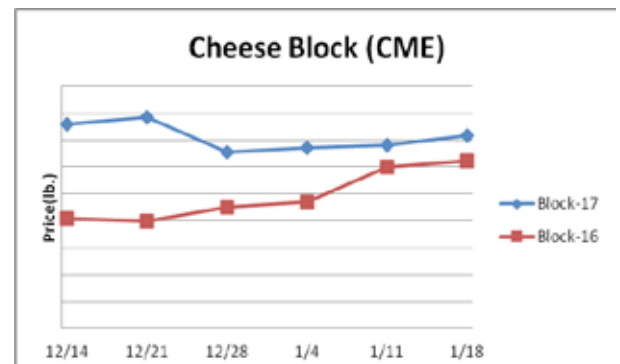
Description	Market Trend	Supplies	Price vs. Last Year
Soybeans, bushel	Increasing	Good	Higher
Crude Soybean Oil, lb	Steady	Good	Higher
Soybean Meal, ton	Increasing	Good	Higher
Corn, bushel	Increasing	Good	Lower
Crude Corn Oil, lb	Increasing	Good	Lower
High Fructose Corn Syrup	Steady	Good	Lower
Distillers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



Dairy

The CME cheese markets are trading at noteworthy discounts to the international markets which is encouraging exports. During November, U.S. cheese exports were 9.7% larger than the prior year and the biggest for any month since the fall of 2014. The downside price risk in the cheese markets from here may be nominal. The CME butter market continues to trade at fairly inflated levels. Producers are cautious to build butter inventories as they usually do in January at these prices levels. This is likely to put downward pressure on the butter market over the next few weeks.

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



MARKET TRENDS

JANUARY 27, 2017

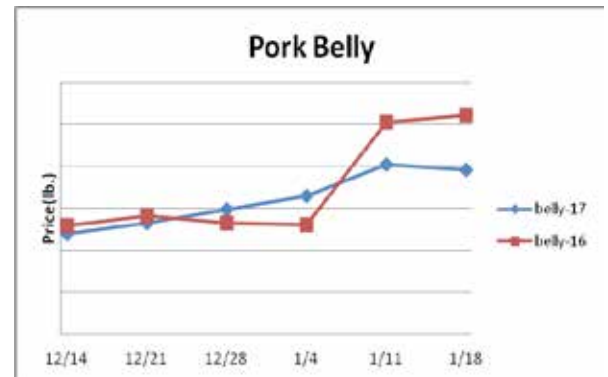
PERFORMANCE
FOODSERVICE



Pork

Pork output last week rose 15.1% and was up 3% versus the same week a year ago. Ample hog supplies should continue to fuel strong year over year expansion in production. The USDA is forecasting Q1 2017 pork production to be 4.7% bigger than the prior year after an adjustment for the 2016 leap day. Pork demand has been relatively solid. As a matter of fact, pork belly stocks declined during the month of November for the first time going back to at least 2000. But solid output may limit the upside in pork prices into the spring.

Description	Market Trend	Supplies	Price vs. Last Year
Live Hogs	Increasing	Ample	Higher
Sow	Increasing	Ample	Lower
Belly (bacon)	Increasing	Good	Higher
Sparerib(4.25 lb & down)	Decreasing	Good	Lower
Ham (20-23 lb)	Increasing	Good	Lower
Ham (23-27 lb)	Increasing	Good	Lower
Loin (bone in)	Increasing	Good	Higher
Babyback Rib (1.75 lb & up)	Increasing	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	Decreasing	Good	Higher
72% Trimmings	Increasing	Good	Higher



MARKET TRENDS

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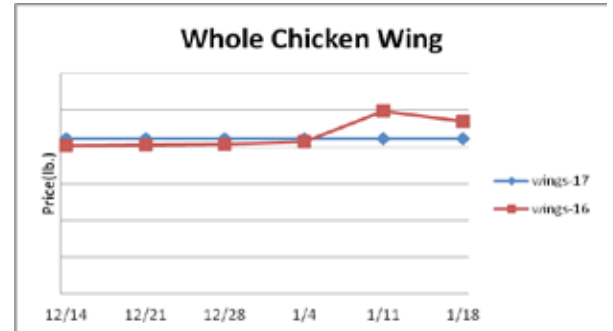
PERFORMANCE
FOODSERVICE



Poultry

Chicken production for the week ending January 7th was down 5.8% from the same week the previous year but the lower output was due almost entirely due to the January 2nd holiday. The USDA is forecasting average daily chicken output during the first quarter to be 2.5% bigger than last year. Chicken breast prices have firmed with the weekly ARA Boneless Skinless Chicken Breast Index climbing to an eight-week high. However, they remain historically inexpensive for early January trading at their second lowest levels in at least 17 years. Some modest chicken breast price increases are anticipated in the coming months. However, ample alternative protein supplies may temper any forthcoming chicken breast market increases.

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



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

Eggs

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



MARKET TRENDS

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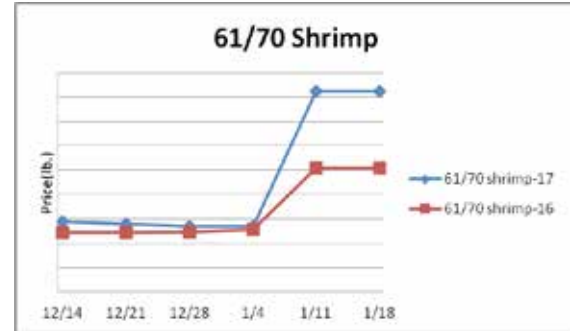
PERFORMANCE
FOODSERVICE



Seafood

Relatively expensive shrimp prices and an inflated U.S. dollar value are encouraging solid U.S. shrimp imports. During November, the U.S. imported 5.8% more shrimp than the previous year marking a new record for the month. The upside may be limited in the shrimp markets.

Description	Market Trend	Supplies	Price vs. Last Year
Shrimp (16/20 frz)	Steady	Good	Higher
Shrimp (61/70 frz)	Steady	Good	Higher
Shrimp Tiger (26/30 frz)	Steady	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)	Steady	Good	Higher
Pollock Alaska, Deep Skin	Steady	Good	Lower



MARKET TRENDS

JANUARY 27, 2017

PERFORMANCE
FOODSERVICE



Paper and Plastic Products

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

Retail Price Change from Prior Month

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

Various Markets

Canned tomato supplies are historically big. According to the California League of Food Processors, the December 1st processed tomato supply was .3% bigger than last year. Fairy engaging canned tomato prices may persist.

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



MARKET TRENDS

JANUARY 27, 2017

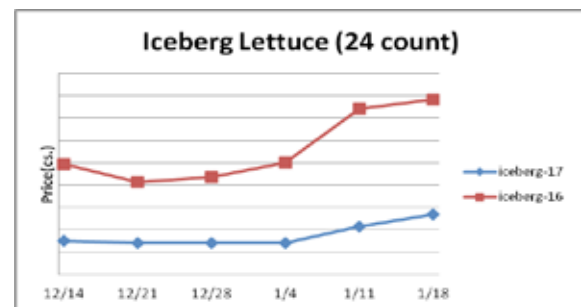
PERFORMANCE
FOODSERVICE



Produce

For the most part, the weather in Florida has been ideal for the winter tomato crops. This is encouraging strong production there which usually accounts for more than half of the total supply in the U.S. Still, history suggests that the downside price risk in the tomato markets from here is almost certainly minimal. The lettuce markets continue to trade at engaging levels for buyers. However, cooler and wetter weather in the Yuma-Imperial Valley region this week could slow the lettuce harvest and bring modest upward pressure to prices. Garlic, asparagus, cucumbers, squash, and onions are in an extreme market. Broccoli and lettuce are looking good. Apples and broccoli are steady. We will keep you posted on berries, carrots, and citrus, as these items are tightening up fast due to the rain. Mexican avocado growers and shippers have learned of a potential strike that may begin today along the Mexican/U.S border. This is not supply related; rather this "potential" strike is in direct response to Mexico's rapidly rising fuel prices which have increased nearly 20% after Mexico deregulated gas early this year. This potential strike happens to coincide with rising avocado demand for the Super Bowl on February 5. More information will follow as details unfold.

Description	Market Trend	Supplies	Price vs. Last Year
Limes (150 ct)	Decreasing	Good	Higher
Lemons (95 ct)	Steady	Good	Lower
Lemons (200 ct)	Steady	Short	Lower
Honeydew (6 ct)	Decreasing	Good	Lower
Cantaloupe (15 ct)	Steady	Good	Higher
Blueberries (12 ct)	Increasing	Good	Lower
Strawberries (12 pnt)	Increasing	Good	Lower
Avocados (Hass 48 ct)	Increasing	Good	Higher
Bananas (40 lb) Term	Decreasing	Good	Lower
Pineapple (7 ct) Term	Steady	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)	Decreasing	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	Decreasing	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)	Steady	Good	Lower
Roma Tomatoes (lg case)	Decreasing	Good	Lower
Roma Tomatoes (xlg case)	Decreasing	Good	Lower
Green Peppers (lg case)	Decreasing	Good	Lower
Red Peppers (lg 15 lb case)	Steady	Good	Lower
Iceberg Lettuce (24 ct)	Decreasing	Good	Lower
Iceberg Lettuce (24 ct) Term	Increasing	Good	Lower
Leaf Lettuce (24 ct)	Increasing	Good	Lower
Romaine Lettuce (24 ct)	Increasing	Good	Lower
Mesculin Mix (3 lb) Term	Steady	Good	Higher
Broccoli (14 ct)	Increasing	Good	Higher
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	Increasing	Good	Lower
Asparagus (sm)	Increasing	Good	Higher
Freight (truck CA-Cty Av)	Decreasing	Good	Higher



MARKET TRENDS

JANUARY 27, 2017

PERFORMANCE
FOODSERVICE



Produce

Apples & Pears

Prices are unchanged. Size profile is large, dominated by 80- through 100-count sizes; 125-count and smaller fruit is tighter. Storage quality is excellent: flavor varies from sweet to tangy. Sugar levels are high, ranging from 14 to 18 Brix. Prices are steady. The Bartlett season is winding down. D'Anjou stocks are ample, yet dominated by small sizes. 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. After that, 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/mid-February, helping this market out. 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. Possible Strike coming in MX.

Bananas

Demand and quality are good and supply is steady.

Green Beans

East: FL lake supplies continue. FOB prices are higher this week. Quality is good.

West: Quality continues to be variable this week and FOB prices continue to be steady.

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

Prices continue to strengthen due to declining volume, as growers in Mexico are experiencing a gap in production.

Raspberries

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

Strawberries

Heavy rain is in the forecast for Oxnard through early next week. This is expected to significantly curtail production in California for the near term. Harvest volume in Mexico is off slightly, with this growing region continuing to be the preferred region for supply and quality, although the size profile continues to be small-to-medium. Driscoll has advised that smaller-sized stem berries (20 count) may become available sometime next week. Strawberries are in good supply in Central Florida, however quality is variable.

Bok Choy

Availability and quality are good.

Broccoli

Supplies are tightening up this week and we are seeing a range of prices. Quality is good. Prices are higher.

Brussels Sprouts

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

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. We are seeing a shortage of supply continue due to the rain.

Cauliflower

Quality is good and supply is good.



MARKET TRENDS

JANUARY 27, 2017

PERFORMANCE
FOODSERVICE



Produce (continued)

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.

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 with limited supplies and Colorado corn is finishing up.

Cucumbers

East: The FL cucumber season is over. Off-shore volume continues. FOB prices are slightly lower this week compared to last. Quality of the off-shore product remains variable.

West: Nogales crossing continue. Demand is decent. FOB prices are steady on supers and slightly higher on selects. Currently, the quality through Nogales remains good.

English Cucumber

Production volume has declined, with advancing prices that have stabilized at much higher levels.

Eggplant

East: FOB prices for fancy are a little stronger this week and steady to a little stronger for choice. Quality is good.

West: FOB prices are steady to lower again this week. Increased demand from the east may put upward pressure on prices. Nogales crossings continue and quality is good.



Fennel

Supplies for the week will be good.

Garlic

We know we are repetitive, but we expect the garlic market to remain chaotic. The supply of domestic garlic remains tight. Pricing on domestic peeled 4x5s is still high. In the past week or two, we have observed a slight relief in demand. This is fairly normal after the New Year.

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 on our California storage fruit here on the west coast and have started all Chilean here on the west coast with good volume arriving last week and this week. The east coast has much better supplies of grapes and has good numbers out there as well. 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 3-4 weeks ago that did cause some damage but as we progress south in Chile fruit will get much better but plenty of fruit available.

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

The green onion supply for the industry is getting better. We are seeing prices come down.

Honeydew

Market is very strong and has really firmed up as Mexico and South America are harvesting with descent 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.

Lemons

Market also very strong with the weather and basically finished with dist. 3 and dependent upon dist. 1 it has created a demand exceeds supply situation and we have

MARKET TRENDS

JANUARY 27, 2017

PERFORMANCE
FOODSERVICE



Produce (continued)

been trying to get in the fields to harvest where we can but with the forecast we are facing storms starting tonight through Monday things will continue to stay very tight. The overall quality is good with most fruit not needing any gas, but with this much rain and moisture in the ground we will be facing some clear rot issues.. 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 on green leaf are good while quality is on the average side. We are seeing a lot of dirt due to the heavy winds, seeders and tip burn. We are seeing very short supply on red leaf.

Iceberg Lettuce

Supplies of iceberg lettuce are good and quality is getting better.

Romaine

Supplies are lighter than expected and quality is hit or miss. We are seeing epidermal peel.

Romaine Hearts

Supplies are plentiful. We are seeing twisting and quality is average, and peeling.

Limes

Limes are available in good supplies, packing in Texas and California. Great quality and color.

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 have been getting rains, we have had a break the last 4 days but the ground is still very soggy and we have had fog which does not allow the fruit to dry out enough to start picking until around noon and we are trying to pick in drive rows and sandy type soils. We are hoping the sun shines bright and not much fog comes in today as we are forecasted for another blast of storms starting tonight through Monday, so we will probably not be able to pick anything until mid to late next week.. 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. This much moisture in the ground will cause us some clear rot problems as well as some brown rot but we will be using fungicides to help combat those issues.

Parsley (Curly, Italian)

Prices are normal and quality is excellent.

Green Bell Pepper

East: Product remains plentiful this week and FOB prices are generally steady trading within a narrow range on all sizes and grades. Quality is very good.

West: Supplies remain strong, demand is weak and FOB prices are steady to lower this week. Quality is good.

Jalapeño Pepper

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

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

Red & Yellow Pepper

The market is level. Mexican stocks (into Nogales and South Texas) are becoming more abundant. Quality is very good: color is pale in Mexico.

Pineapples

The market is level. Costa Rican volume is high. Mexican supplies are tight due to weather and transportation strikes. Quality varies from fair to good: sugar levels range from 13 to 16 Brix.



MARKET TRENDS

JANUARY 27, 2017

PERFORMANCE
FOODSERVICE



Produce *(continued)*

Idaho Potatoes

Idaho is experiencing more cold weather at the beginning of the upcoming week. It has curtailed some operations, and other shippers are able to work through this new cold spell. This weather is supposed to change and all operations should be up and running full shifts by Wednesday of this week. The demand in Idaho is fair, even with this cold weather. You can expect minor changes in demand and price for the foreseeable future. It appears the state is going into its traditional slow period of the year and business will be difficult at times for the next few weeks.

Radishes

Quality is good and supply is plentiful.

Salad Blends

The market is unchanged. Chunks, mildew, and frost damage are minor issues, but overall quality is average.

Snow and Sugar Snap Peas

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

Spinach (Bunched)

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

Spinach (Baby)

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

Spring Mix

There is plenty of product with quality being average, but it has improved.

Green Squash

East: A similar situation for green squash. FOB prices are high 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. Same outlook for greens as was the outlook for yellows.

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

Yellow Squash

East: Supplies remain tight this week. We normally can lean on MX during this time of year if necessary but, as we have reported, their supplies are also down. And the cool weather in MX has caused those supplies to get even tighter. Expect FOB prices to remain generally steady from last week.

However, we do expect more supply to become available toward the weekend and expect FOB prices to begin to fall after next week barring a weather event. We continue to see quality issues primarily due to scarring which was caused by the wind. The spread on FOB prices continue to be wider than normal with the quality product demanding a higher FOB price.

West: Because of the cooler than normal weather, supplies are even tighter this week. As a result, the little product that is currently crossing at Nogales is demanding higher FOB prices again this week. As reported last week, we are waiting on new fields to start producing; however, the cool weather has delayed the growth and pushed back first harvest. Those new fields should start producing this weekend or early next week which will begin to put downward pressures on FOB prices.

Tomatoes

East

Rounds

Demand at the field level for rounds is weak. Mexico is dictating market prices. FOB prices are still low but continue to slowly rise off the bottom for all sizes. As reported last week, the Palmetto growing region has all but finished which has caused less acreage in FL. However, good supplies and excellent quality continue to be seen out of FL. Barring a weather event, we expect FOB prices to remain low and trade in a rather narrow range into February.

Romas

FOB prices for romas are lower this week. Mexico is also dictating market prices of romas. And also like rounds, barring a weather event, we expect FOB prices to remain low and to trade within a narrow range into next month. Quality continues to be very good.



MARKET TRENDS

JANUARY 27, 2017

PERFORMANCE
FOODSERVICE



Produce *(continued)*

Grapes

Less acreage and good demand has caused FOB prices to be higher compared to last week. Nevertheless, FOB prices remain at low levels. Quality is very good.

Cherries

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

West/Mexico

Rounds

Good volume continues to cross at Nogales. Crossings also continue at McAllen. FOB prices remain at Suspension Agreement minimums. Quality is good. The weather has cooled off a little in the growing regions with highs only in the 70s and lows in the upper 40s. Baring a weather event, we expect the round tomato market to remain relatively stable for the next month or so.

Romas

Nogales and McAllen crossings continue. Quality is good. FOB prices are generally at Suspension Agreement minimums for all sizes.

Grapes

Crossings primarily at Nogales. Quality continues to improve. Prices generally at Suspension Agreement minimums.

Cherries

Quality continues to improve. FOB prices are generally at Suspension Agreement minimums but we are seeing some signs of a little upward pressure.

Watermelon

Seedless varieties will be limited next week as we transition to a higher elevation farming. We anticipate being back into consistent supplies during the week of 1/30/17. Quality on the initial arrivals have been well received.

