



# MARKET TRENDS

FOR WEEK ENDING FEBRUARY 3, 2017

 **PERFORMANCE**  
FOODSERVICE



# MARKET TRENDS

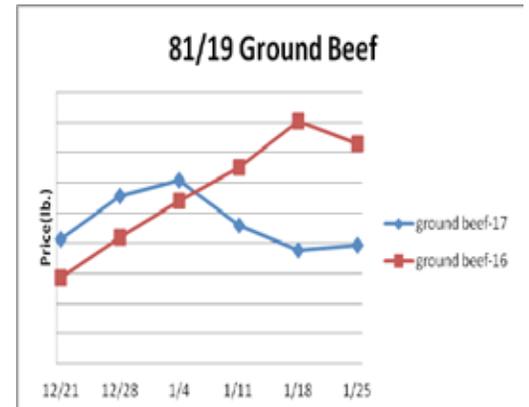
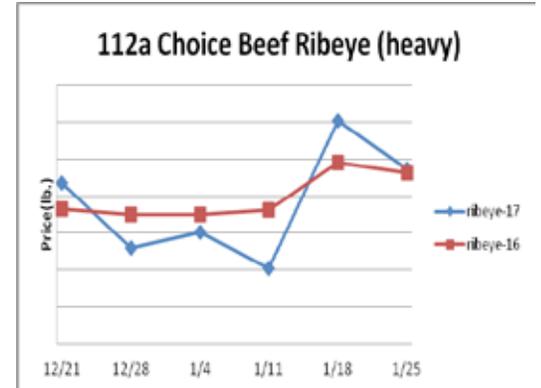
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## Beef, Veal & Lamb

Beef output last week fell 6.6% and was down 1.1% from the same week last year due in a large part to inclement weather interrupting slaughter operations and cattle movement. Beef prices remained fairly flat, however, as spot shipments declined. The four-week moving average for spot beef shipments is tracking 4.3% below last year. Beef production is improving this week. Still, beef packer margins have deteriorated with the rise in cattle prices which should temper any near-term recovery in output. This is likely to bring support to several of the beef markets. November beef imports were 11.8% less than 2015. Smaller imports may be supportive of lean beef trim prices this year.

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



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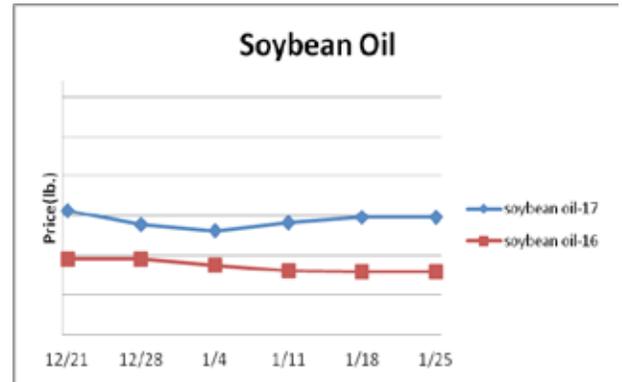
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## Grains

Concerns remain for the U.S. winter wheat crop due to acreage declining to a multi-decade low and the deterioration in crop ratings during the fall. However, the National Weather Service is forecasting the drought in the Southern Plains to abate which should aid the crop. The downside price risk in wheat from here is likely only modest.

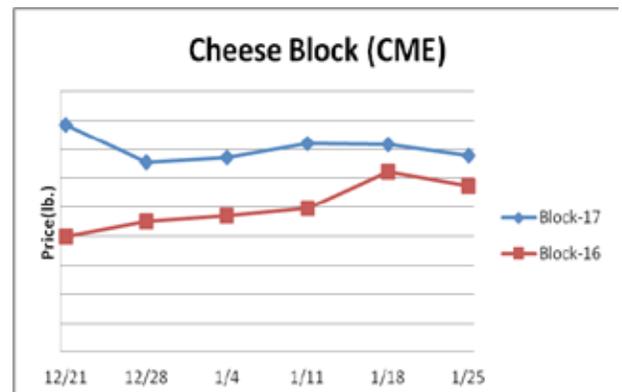
Description	Market Trend	Supplies	Price vs. Last Year
Soybeans, bushel	Decreasing	Good	Higher
Crude Soybean Oil, lb	Decreasing	Good	Higher
Soybean Meal, ton	Decreasing	Good	Higher
Corn, bushel	Decreasing	Good	Lower
Crude Corn Oil, lb	Decreasing	Good	Lower
High Fructose Corn Syrup	Steady	Good	Lower
Distillers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



## Dairy

The CME butter market is softening but remains at expensive levels for the mid-winter. Thus, producers are hesitant to build inventories, as is typically done in the winter, which could push more product onto the market in the near term. That said, this could cause butter supplies to be tight later this year when inventories are typically drawn down. The CME cheese markets are softening as well. However, low retail prices and solid exports could limit the downside in the wholesale markets. American cheese retail prices during December were the lowest since October 2013.

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



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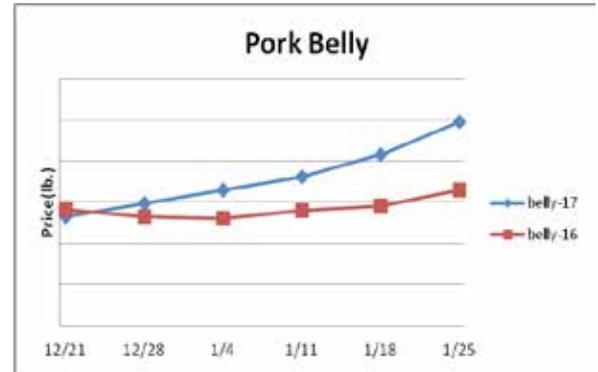
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## Pork

Pork production last week declined 2.6% and was flat with the same week last year. Strong year over year pork output expansion is anticipated during the next several months. Low retail prices are encouraging pork consumption. During December, the average pork retail price fell 1.1% from November and was the lowest since the winter of 2013. Bacon retail prices were down 11% the previous year. Solid demand is lifting wholesale pork belly prices. However, the belly markets typically soften in the coming weeks.

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)	Increasing	Good	Lower
Ham (20-23 lb)	Increasing	Good	Higher
Ham (23-27 lb)	Increasing	Good	Higher
Loin (bone in)	Decreasing	Good	Lower
Babyback Rib (1.75 lb & up)	Increasing	Good	Lower
Tenderloin (1.25 lb)	Decreasing	Good	Lower
Boston Butt, untrmd (4-8 lb)	Decreasing	Good	Higher
Picnic, untrmd	Decreasing	Good	Higher
SS Picnic, smoker trm box	Decreasing	Good	Lower
42% Trimmings	Decreasing	Good	Higher
72% Trimmings	Decreasing	Good	Higher



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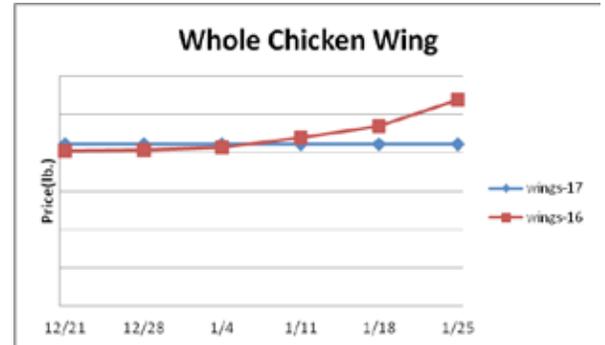
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## Poultry

Chicken output for the week ending January 14th rose 7.7% from the prior week and was 1.1% larger than the same week last year. The six-week moving average for chicken production is tracking 4.4% above the previous year. Broiler egg sets are tracking 1.7% above 2016 which suggests that year over year gains in chicken output near 2% can be anticipated in the coming months. Retailers are actively featuring chicken with the average boneless skinless chicken breast price for December the least expensive since the winter of 2012. The wholesale chicken breast markets remain historically inexpensive but history suggests that the greater price risk is to the upside. Wing prices should peak in the next few 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	Higher
Thighs, Boneless	Increasing	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)	Increasing	Short	Lower
Medium Eggs (dozen)	Increasing	Short	Lower
Liquid Whole Eggs	Decreasing	Short	Lower
Liquid Egg Whites	Steady	Short	Lower
Liquid Egg Yolks	Increasing	Short	Lower
Egg Breaker Stock Central	Decreasing	Short	n/c



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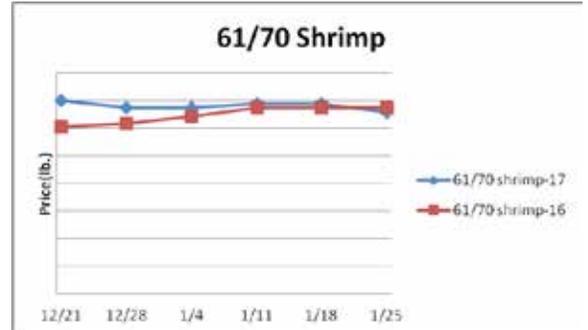
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## Seafood

Salmon prices are tracking above year ago levels due to various supply challenges. But the inflated value of the greenback is encouraging imports. During November, U.S. salmon imports were the second biggest for the month on record. Salmon prices may remain above 2016 this winter.

Description	Market Trend	Supplies	Price vs. Last Year
Shrimp (16/20 frz)	Increasing	Good	Higher
Shrimp (61/70 frz)	Decreasing	Good	Lower
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.	Increasing	Good	Lower
PP-HIGP-heavy grade utensils	Steady	Good	Lower
PE-LLD-can liners, film, bags	Steady	Good	Higher

## 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

Coffee prices have firmed in recent weeks due in part to a rising value of the Brazilian real. Initial forecasts are suggesting that the 2017 coffee harvest may decline to a six- year low. Coffee supplies could remain historically limited which should limit the downside in prices.

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	Increasing	Ample	Higher
Cocoa mt ICE	Decreasing	Short	Lower
Orange Juice lb ICE	Decreasing	Good	Higher
Honey (clover) lb	Steady	Good	Lower



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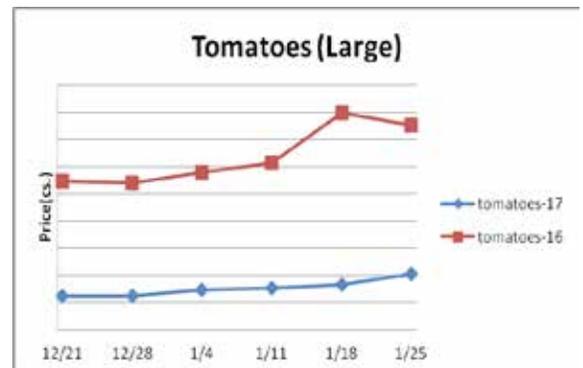
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## Produce

The avocado markets continue to trend above 2016 levels due to import deficiencies from Mexico and seasonally strong demand. Last week, U.S. avocado imports were 24% less than the same week last year. Avocado supplies could remain subpar during the next several weeks which could be supportive of the markets. Beyond that, complicating relations between the Trump administration and the Mexican government should be seen as a risk to avocado supplies in the U.S. Challenging weather could bring support to lettuce prices soon. Garlic, asparagus, cucumbers, squash, and onions are in an extreme market. We are seeing high prices on broccoli and are in short supply. We will keep you posted on berries, carrots, and citrus, as these have been affected by the rain. Berries are improving this week, but the market has varied both up and down. The iceberg lettuce market has increased \$5 since Monday, January 23 and will likely jump another \$2 to \$4 tomorrow. Romaine and green leaf are riding the coattails of the iceberg lettuce market. Why are the markets spiking? Desert shippers have been at least one week ahead of their harvest schedule all winter season. Until recently, the 2016-17 winter climate had been mild and the industry dodged the ill effects of "lettuce ice". Cold temperatures and "lettuce ice" arrived in the desert late last week and have effectively halted production. Historically the winter season ends in late March or early April then transitions to Salinas. Looking forward, March 31st is nine (9) weeks from tomorrow and desert shippers forecast they have eight (8) weeks of product left in the ground. Granted, a lot change in this time, but this is the current thought process. A moderate climate now through March would allow shippers to stretch the remaining supplies to some degree. On the other hand, a warm February and March would force the shipper's hands and they would have no choice but to harvest the product when it becomes ready. Is Salinas in position to offer early supplies and fill the gap? The answer is a resounding "no". Salinas lettuce farmers cannot plant in December due to a mandated planting moratorium. Salinas received heavy rains the first three weeks of January and farmers have not been able to follow their normal planting schedule. Hence, lettuce supplies in April will be interrupted by a sizeable "rain gap".

Description	Market Trend	Supplies	Price vs. Last Year
Limes (150 ct)	Decreasing	Good	Higher
Lemons (95 ct)	Increasing	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)	Decreasing	Good	Higher
Bananas (40 lb) Term	Increasing	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	Decreasing	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	Higher
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)	Decreasing	Good	Lower
Tomatoes (5x6 lb) Term	Increasing	Good	Lower
Tomatoes (4x5 vine ripe)	Decreasing	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)	Increasing	Good	Lower
Iceberg Lettuce (24 ct) Term	Increasing	Good	Lower
Leaf Lettuce (24 ct)	Decreasing	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)	Steady	Good	Lower
Zucchini (1/2 bushel)	Steady	Good	Lower
Green Beans (bushel)	Decreasing	Good	Lower
Spinach (flat 24)	Decreasing	Good	Higher
Mushrooms (10 lb lg) Term	Steady	Good	Higher
Cucumbers (bushel)	Decreasing	Good	Lower
Pickles (200-300 ct) Term	Increasing	Good	Lower
Asparagus (sm)	Decreasing	Good	Higher
Freight (truck CA-Cty Av)	Increasing	Good	Higher



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 **PERFORMANCE**  
FOODSERVICE



## Produce

### Apples & Pears

Markets for most varieties remain low, but Granny Smith prices are inching up. The storage crop is dominated by 80-through 100-count sizes; 125-count and smaller fruit is not as plentiful. Quality is excellent: flavor varies from sweet to tangy. Sugar levels are high, ranging from 14 to 18 Brix. The market is unchanged. The Bartlett season will end in a week or two. D'Anjou supplies are plentiful; the storage crop is 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

Prices are starting to slowly inch down as volume rises in Mexico. Peruvian stocks are sufficient. Quality is excellent: spears are straight, tips are compact, and flavor is mildly grassy.

### Avocados

The market is steady; Mexican volume is high with plenty of supplies for Super Bowl orders. Quality is best in Mexico: oil content is high, creating smooth texture and nutty flavor.

### Bananas:

Demand and quality are good and supply is steady.

### Green Beans

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

West: FOB prices are steady with upward pressure.

### Berries:

#### Blackberries

The market is starting to inch up. Expect limited California stocks through the winter months; quality is good. Mexican stocks are tightening due to lower-than-normal temperatures; quality is very good. Fruit is sweet and plump: sugar levels vary from 12 to 13 Brix.

#### Blueberries

Prices are unchanged. Stocks are abundant in Chile and Mexico. Quality ranges from good to very good: new crop berries are sweet, plump, and juicy.

### Raspberries

Prices are unchanged. Expect tight California supplies through winter. Despite recent frost, Mexican stocks are forecast to increase in February. Quality is best in Mexico. Fruit is sweet: sugar levels range from 13 to 14 Brix.

### Strawberries

The California market is high. Rain-related quality issues such as decay, low yields, soft texture, uneven color, and water damage are predicted for several weeks. Current conditions will have a major impact on strawberry availability for Valentine's Day orders; expect shorter-than-normal shelf-life due to weather challenges. Most supplies are being shipped out of Florida and Mexico (into South Texas).

### Broccoli

EXTREME MARKET- Due to warmer than usual weather patterns plus the amount of rain that has fallen, we are seeing a gap in harvest schedules and supply. We are seeing higher prices and with a shortage of supply.

### Bok Choy

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

### Cauliflower

The market is level; volume has increased. Quality is very good: bruising and ricey texture are occasional problems caused by persistent rain.

### Celery

Expect low prices for a few more weeks; stocks are sufficient. Quality is very good: pith is a minor problem.

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## Produce *(continued)*

### **Cilantro**

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

### **Corn**

Florida sweet corn has seen a spike in pricing this week. There has been less availability as in previous weeks due to planting gaps and the cooler weather hindering maturity.

### **Cucumbers**

East: 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 crossings continue. FOB prices are lower on both supers and selects. Currently, the quality through Nogales remains good.

### **English Cucumber**

Winter production volume has declined for hothouse growers in Eastern Canada, causing increased demand for English cucumbers from Mexico. Prices remain firm.

### **Eggplant**

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

West: FOB prices are lower again this week. 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 continue to battle to cover orders. The storms are gone for now and we will be trying to pick where we can where the ground is dryer, with these rains we are going to see more large fruit and less supply of the smaller fruit going forward. 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:**

#### **Greenleaf/Variety Lettuce**

The market is weak; volume is high. Quality is fair: rain has caused problems with mildew damage.

#### **Iceberg**

The market is stable at low levels; supplies are ample. Quality is fair: incidences of mildew are increasing due to recent rain.

#### **Romaine**

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

#### **Romaine Hearts**

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## **Produce** *(continued)*

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

### **Limes**

Although prices remain high, they have begun inching down. Mexican shipments (into South Texas) are increasing to normal levels. Quality has improved: slight 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 market continues to rise due to lower volume. Cold weather and snow storms are affecting the Northwest, slowing production.

### **Oranges**

Market is very strong as we have been getting rains, we are getting a break from the storms and the forecast is for dry weather until the end of next week and then another good shot of rain for a few days and long term is for a wet February. We are experiencing fog which does not lift until around 11am and then fruit really not dry until after lunch. We are all trying to get into some ranches some are still too saturated to get into but by the weekend we should be in full gear trying to get fruit picked. 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 lower on large and medium sizes. Quality will become variable as we harvest the fruit that went through the storms. If a variance in quality does occur, we may begin to see the range in FOB prices begin to widen.

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

### **Jalapeños**

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

West: FOB prices are generally steady but trading in a wider range this week. Supplies remain good. Quality is good.

### **Red & Yellow Pepper**

Steady prices are predicted for the next several weeks. Mexican volume (into Nogales and South Texas) is high. Quality is very good: color is pale in Mexico.

### **Pineapples**

Prices are low. Costa Rican stocks are ample. Mexican supplies are limited due to rainy weather and transportation strikes. Quality varies from fair to good: sugar levels range from 13 to 16 Brix.

### **Idaho Potatoes**

The market remains fairly steady. Storage stocks are ample, but extremely cold weather is affecting production and delaying loading. Growers cannot ship potatoes when temperatures are below 18 degrees because it can cause quality problems.

### **Radishes**

Quality is good and supply is plentiful.

### **Salad Blends**

Prices are weak. Quality is good, but chunks, mildew, and pinking remain minor problems in some lots due to rain in the Arizona/California desert region.

### **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**

Stocks remain tight due to low temperatures and rain, yet the market is steady. Quality is good, but decay and discoloration are occasional issues in some green components. Shorter-than-normal shelf-life may become a problem.

### **Green Squash**

East: A similar situation for green squash. FOB prices are high again this week but have fallen compared to last week. Due to the wide range in quality, there is a range of FOB pricing with the better quality fruit demanding a premium price.

# MARKET TRENDS

FEBRUARY 3, 2017

**PERFORMANCE**  
FOODSERVICE



## Produce *(continued)*

West: FOB prices are higher this week but we expect them to fall after next week as more supplies become available from new fields. Crossings primarily at Nogales.

### Yellow Squash

East: Supplies remain tight but as predicted last week, FOB prices have fallen this week. 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 remain tight this week on medium and FOB prices are higher. New fields have just begun to produce causing the fancy grade to remain steady or to even fall slightly.

### Tomatoes

East

#### Rounds

Demand at the field level for rounds is weak. Mexico continues to dictate market prices. FOB prices are steady for 5x6's but are slightly higher for 6x6s and 6x7s. As reported last week, the Palmetto growing region has finished for the season which results in less acreage in FL. However, good supplies and good quality continue to be seen out of FL. We expect FOB prices to remain relatively low and trade in a rather narrow range into February. The winds from this weekend storms will probably cause lighter fruit set which, if true, will cause yields in March to be lower than average. We will keep you abreast of field conditions as they can be determined.

#### Romas

FOB prices for romas remain low this week. In fact, prices for large and extra-large sizes are lower this week compared to last week. Mexico is also dictating market prices of romas. We expect FOB prices to remain low and to trade within a narrow range into next month. We may begin to see some effects of the storms in about month if yields are lower. Quality continues to be good.

#### Grapes

FOB prices are lower compared to last week. Quality is very good.

#### Cherries

FOB prices are steady to up slightly this 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. 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 is good. As predicted last week, FOB prices are slightly higher this week.

#### Watermelons

Prices are climbing; lower-than-normal temperatures and rain are diminishing Mexican supplies. Quality is average: cool weather is causing light color and mealy texture. Sugar levels range from 11 to 13 Brix.

