



# MARKET TRENDS

FOR WEEK ENDING MARCH 24, 2017

 **PERFORMANCE**  
FOODSERVICE



# MARKET TRENDS

MARCH 24, 2017

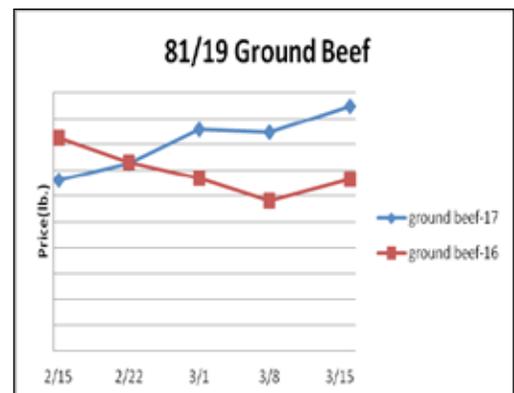
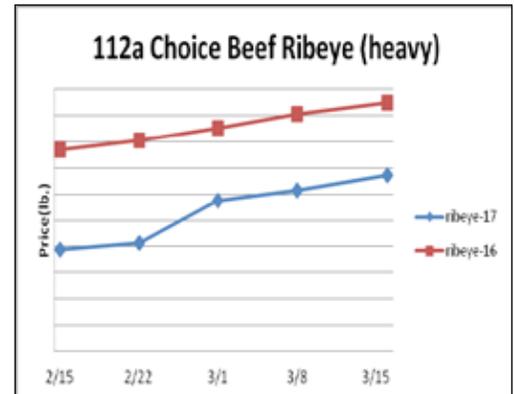
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## Beef, Veal & Lamb

Beef production last week rose .9% and was 6.3% bigger than the same week last year. Cattle slaughter reached a five-week high. Slaughter ready cattle supplies are anticipated to improve in the coming months which is driving the sharp discount in spring and summer cattle futures to the spot market. However, this discount could propel feedlots to send cattle to slaughter early which could lessen the supply later this year. January beef imports were 16.4% less than the previous year and the smallest for the month since 2014. Beef exports in January were 21.5% greater than 2016. Lackluster imports and improving exports could 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	Higher
Ground Chuck	Increasing	Good	Higher
109 Export Rib (ch)	Increasing	Good	Lower
109 Export Rib (pr)	Increasing	Good	Higher
112a Ribeye (ch)	Increasing	Good	Lower
112a Ribeye (pr)	Increasing	Good	Lower
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)	Increasing	Good	Lower
120a Brisket (ch)	Increasing	Good	Lower
121c Outside Skirt (ch/sel)	Increasing	Good	Lower
121d Inside Skirt (ch/sel)	Decreasing	Good	Higher
121e Cap & Wedge	Decreasing	Good	Lower
167a Knuckle, Trimmed (ch)	Increasing	Good	Higher
168 Inside Round (ch)	Increasing	Good	Higher
169 Top Round (ch)	Increasing	Good	Higher
171b Outside Round (ch)	Increasing	Good	Higher
174 Short Loin (ch 0x1)	Increasing	Good	Higher
174 Short Loin (pr 2x3)	Increasing	Good	Lower
180 1x1 Strip (ch)	Decreasing	Good	Lower
180 1x1 Strip (pr)	Increasing	Good	Lower
180 0x1 Strip (ch)	Increasing	Good	Higher
184 Top Butt, boneless (ch)	Increasing	Good	Lower
184 Top Butt, boneless (pr)	Increasing	Good	Lower
185a Sirloin Flap (ch)	Decreasing	Good	Lower
185c Loin, Tri-Tip (ch)	Increasing	Good	Higher
189a Tender (sel, 5 lb & up)	Increasing	Good	Higher
189a Tender (ch, 5 lb & up)	Increasing	Good	Higher
189a Tender (pr, heavy)	Increasing	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	Increasing	Short	Lower
90% Trimmings	Increasing	Short	Lower
90% Imported Beef (firz)	Increasing	Good	Higher
95% Imported Beef (firz)	Increasing	Good	Higher
Veal Rack (Hotel 7 rib)	Steady	Good	Lower
Veal Top Round (cap off)	Increasing	Good	Lower



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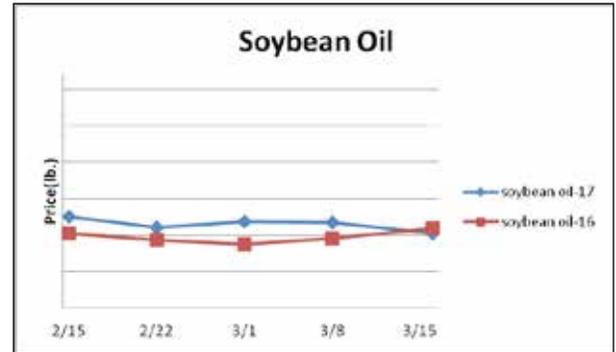
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## Grains

During February, Malaysian palm oil output was a whopping 20% larger than a year ago. Malaysia typically accounts for a third of world palm oil production and the trade is anticipating output to seasonally escalate in the coming months. This could weigh on the food oil markets during the next few months.

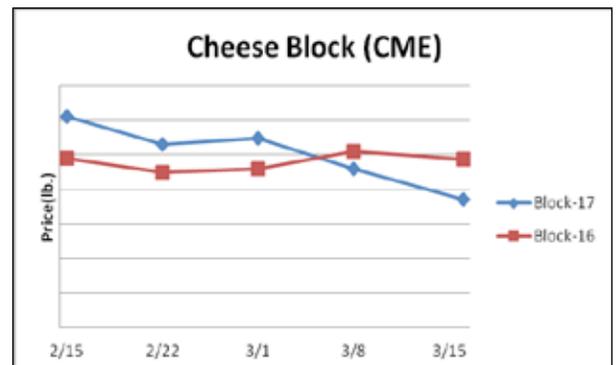
Description	Market Trend	Supplies	Price vs. Last Year
Soybeans, bushel	Decreasing	Good	Higher
Crude Soybean Oil, lb	Decreasing	Good	Lower
Soybean Meal, ton	Decreasing	Good	Higher
Corn, bushel	Decreasing	Good	Lower
Crude Corn Oil, lb	Decreasing	Good	Lower
High Fructose Corn Syrup	Decreasing	Good	Lower
Distillers Grain, Dry	Decreasing	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 cheese markets have softened during the last week due in a large part to solid milk production and cheese output gains this winter. Cheese demand has been lackluster as of late as well adding to the downward pressure on prices. Cheese exports during January were 3.3% better than a year ago but the second smallest for the month since 2013. Although the downside price risk in cheese from here is limited, prices may continue to edge lower in the near term. The butter market remains relatively firm. Expensive butter prices could persist deep into the spring.

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



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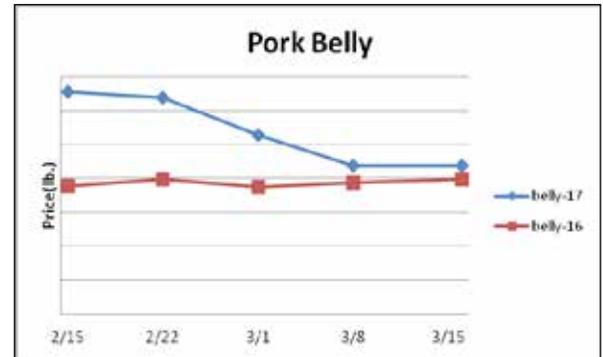
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## Pork

Pork output last week rose .1% and was 3.3% better than the same week a year ago. Solid pork production expansion compared to 2016 is anticipated in the coming months. The USDA is forecasting spring pork output to be 6% larger than the prior year. Further, the Q2 seasonal decline from Q1 is anticipated to be the smallest in over eight years. This should temper the upside in the pork markets despite solid exports. January U.S. pork exports were 20.6% more than last year and the biggest for the month since 2012.

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



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## Poultry

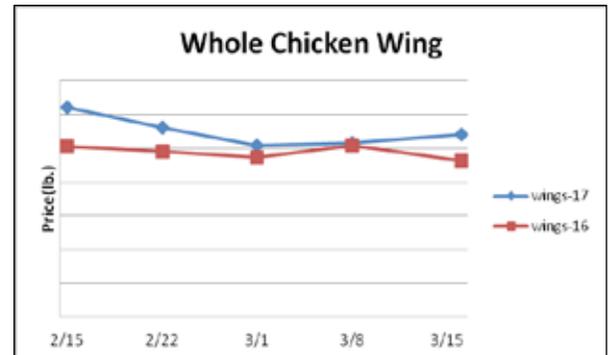
Chicken production for the week ending March 4th fell .6% from the previous week and was just .6% larger than the same week last year. The six-week moving average for chicken output is tracking only 1% above last year. Slowed chicken production expansion versus 2016 may continue into at least April which will likely support the chicken markets. U.S. chicken exports during January were 12.2% better than 2016 and the largest for the month in three years. The USDA is forecasting chicken exports this year to be 4.2% better than 2016 which could underpin the chicken leg quarter markets. January U.S. table egg and egg production exports were 138.3% larger than the prior year. Still, fairly engaging egg prices could endure into the spring.

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	Higher
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	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	Steady	Short	Lower
Liquid Egg Whites	Steady	Short	Lower
Liquid Egg Yolks	Steady	Short	Higher
Egg Breaker Stock Central	Increasing	Short	n/c



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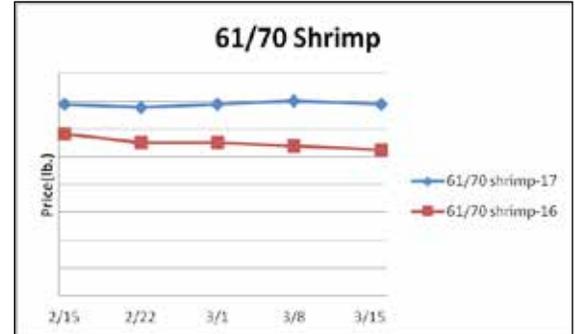
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## Seafood

U.S. salmon imports in January were down 4.1% from the previous year but the second largest for the month on record. Imports from Canada were down 12.7% from 2016 but similar to the five-year average for the month. Salmon prices could remain above 2016 levels this spring.

Description	Market Trend	Supplies	Price vs. Last Year
Shrimp (16/20 frz)	Increasing	Good	Higher
Shrimp (61/70 frz)	Decreasing	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)	Steady	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	Decreasing	Good	Higher
42 lb. Linerboard-corrugated box	Increasing	Good	Higher
<b>PLASTIC RESINS (PLASTIC, FOAM)</b>			
PS-CHH-utensils, cups, to-go cont.	Increasing	Good	Higher
PP-HIGP-heavy grade utensils	Steady	Good	Higher
PE-LLD-can liners, film, bags	Steady	Good	Higher

## Retail Price Change from Prior Month

Description	Feb '17	Jan '16	Dec '16
Beef and Veal	Increasing	Decreasing	Decreasing
Dairy	Increasing	Increasing	Increasing
Pork	Increasing	Increasing	Decreasing
Chicken	Increasing	Decreasing	Decreasing
Fresh Fish and Seafood	Decreasing	Increasing	Decreasing
Fresh Fruits and Vegetables	Increasing	Decreasing	Decreasing

## Various Markets

The cocoa market continues to trend at historically deflated levels due to rebounding world production. However, there is concern that a crop adverse El Niño weather pattern will develop later this year. The downside price risk in the cocoa markets from here is likely only modest.

Description	Market Trend	Supplies	Price vs. Last Year
Whole Peeled, Stand (6/10)	Decreasing	Good	Higher
Tomato Paste-Industrial (lb)	Decreasing	Good	Higher
Coffee lb ICE	Increasing	Good	Higher
Sugar lb ICE	Decreasing	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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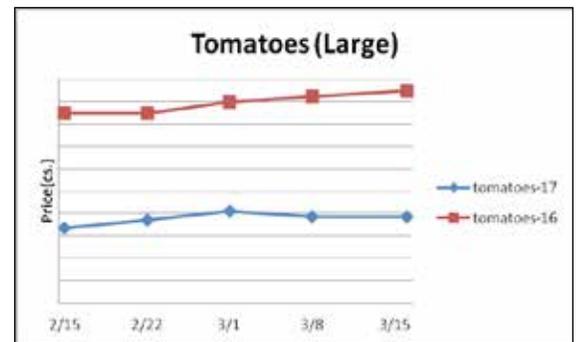
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## Produce

Avocado prices have been on the rise in recent weeks due to deficient supplies from Mexico. Last week, U.S. avocado imports from Mexico were 18.1% less than the same week last year. Mexico typically accounts for roughly 75% of the avocados consumed in the U.S. annually. Reports are that avocado supplies from the country could remain subpar through most of the spring which could buoy avocado prices. That said, look for avocado use to slow. Retail produce prices in January were the lowest since the fall of 2012. The previous month's adversely unstable weather conditions in the Yuma growing region are still causing quality problems, lower overall weights and yields. The unusual weather has created industry wide shortages in supply on multiple items including: broccoli, cauliflower, cilantro, as well as red and green leaf. We are also seeing short supply of romaine hearts. Avocados have eased slightly but are expected to become tighter in the next few weeks. Now through the end of March the industry will experience issues with supply for romaine/mix lettuce, romaine hearts, broccoli and cauliflower as a result of the warmer than normal weather conditions, and product being 1-2 weeks ahead of schedule. Extremely wet and cold weather has impacted the Salinas planting season. Our growers are attempting to bring product forward as much as possible to mitigate the potential supply gap, but this has been extremely challenging with temperatures ranging from the mid 50's to low 60's. This is compounded by January and February being some of the wettest months on record. In the next 5 weeks we will see shortages on product. **Please plan ahead for this situation.** Last week we reported that the quality of most dry vegetable commodities had suffered due to the rains and high winds of previous weeks. Quality has improved for some commodities this week but is still suspect and variable for others.

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



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## Produce

### Apples & Pears

Prices for most varieties are weak, but the markets for small-size Golden Delicious and Granny Smith stocks have inched up. Quality is excellent: flavor varies from sweet to tangy. Sugar levels are high, ranging from 14 to 18 Brix. Pear prices are unchanged. D'Anjou stocks are ample. Sugar levels range from 12 to 14 Brix.

### Artichokes

We are seeing very high prices and very short supply. Quality is good.

### Arugula

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

### Asparagus

Prices have dropped and quality is good.

### Avocados

Prices will remain high through June. The California season is just getting started, while Mexican stocks are limited. Quality is very good: texture is smooth and flavor is nutty.

### Bananas

Demand and quality are good and supply is steady.

### Green Beans

East: The market is currently steady from last week. We are expecting more supplies into the week which should put downward pressures on FOB prices. Quality remains good.

West: Acreage and yields are down causing a shortage in supplies. This continues to put upward pressures on FOB prices. Quality remains suspect.



### Berries:

#### Blackberries

Prices are weak; stocks are ample in Mexico. Quality is very good: fruit is plump, juicy, and sweet. Sugar levels vary from 12 to 13 Brix.

#### Blueberries

The market is inching up. New crop domestic production has begun in California and Florida; volume is low. Mexican stocks are plentiful, but demand is strong. New crop quality is best: berries are tangy, yet sweet.

#### Raspberries

The market is climbing; supplies are tight, but should increase by late March. Quality is highest in Mexico; fruit is juicy and sweet. Sugar levels range from 13 to 14 Brix.

#### Strawberries

Domestic supplies are adequate; prices range from low to average. California stocks have recovered from several months of rain; quality is excellent. The Mexican season has ended; production will continue in Florida for approximately two more weeks.

#### Bok Choy

Quality is good and we are seeing some higher quotes on WGA cartons.

#### Broccoli

Prices are elevated; expect tight stocks for the next few weeks. Harvesting has started in the Salinas Valley, but supplies are limited. Domestic quality is fair: yellow beading is a problem.

#### Brussels Sprouts

The market and supplies are good this week. Quality is good.

#### Cantaloupe

Market steady with very good supplies of 12's but a bit snug on the 9's and 15's due to good demand, the fruit quality looks very nice with excellent internal color and sugar and for the most part a nice clean green to straw netting and very firm. We expect to have good volume of the offshore fruit through April and then transition into the domestic fruit out of the Imperial Valley around the first week of May.

#### Carrots

Georgia carrots are still going strong. They are in good supply and have solid quality.

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## Produce (continued)

### Cauliflower

EXTREME MARKET due to the weather, we are seeing shortages and very high prices. Quality is average. Please expect price increases and short supply.

### Celery

QUALITY ISSUES and shortage in supply. While we are experiencing more favorable growing conditions unfortunately, the damage has been done. Prorates have been ranging between 35 %-50% this week. There is hope that the prorates will decrease at the beginning of next week, but will have to see how the celery yields are.

### Cilantro

EXTREME MARKET Supplies are very light. Quality is variable as there is still yellowing with some decay. Prices are high and we are seeing shortages.

### 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: Off-shore supplies still available and should continue for another 7-10 days. Quality is variable and suspect as we come toward the end of the crop. The spring FL domestic crop continues to ramp up and more supplies are available. The quality of the domestic product is better and is bringing a premium FOB price compared to the off-shore product. The price for off-shore product has fallen from last week whereas the prices for the higher quality domestic product has remained generally steady.

West: Nogales crossing continue. Baja crossings have begun in a light way but we do not expect those crossings to get fully ramped up until the first of April. The market remains active with FOB prices generally steady to lower from last week. Quality is variable.



### English Cucumber

Availability is plentiful in Nogales, with hothouse production continuing through April.

### Eggplant

East: FOB prices are generally steady with downward pressures. Still seeing some scarring but quality overall is better.

West: FOB prices are generally steady this week with slight upward pressure. Nogales crossings continue and quality is good.

### Fennel

Supplies for the week will be light.

### Garlic

EXTREME MARKET: 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

Market is strong on reds as we are done on flames and into other reds varieties (Crimsons, Perlones) which are mostly 700 and 900 code and very few 500 code coming in. The overall quality of the reds is very good with full red color and clean with few to no splits and nice crunch to the berries with fair to good sugar content. The greens are looking fair with some lots needing to be repacked and we will continue to repack as most of the storage type fruit is starting to arrive and it looks like we could be short on greens as we near the middle of April and prices will continue to climb on good solid fruit. We should have enough reds to get us through April and then we will start Mexico and Coachella Valley fruit around the first week of May. The crop out of Mexico and Coachella looks excellent at this point but we will keep you posted as we learn more.

### 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.

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## Produce (continued)

### Green Onions

The green onion supply for the industry is tightening up. Prices are average. Quality is good.

### Honeydew

Market is steady as well with good supplies across the board on mostly 5's and 6's few 8's showing up. The overall quality looks very good with a nice clean exterior condition with a green to cream color and excellent internal color and sugar and nice tight cavity. We will also have some good supplies going forward through April and transition into the imperial valley and Mexico volume around the second week of May.

### Kale (Green)

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

### Lemons

Market very strong especially on 140's and smaller as we are seeing some very large fruit here in dist. 1 and also size picking in dist. 2 which is also yielding larger sizes keeping the smaller fruit strong. The overall quality is good to fair, with some clear rot showing up due to all the moisture in the ground and warmer weather which promotes mold spores. We will see the market increase as demand has been very good across the board, this will probably be the trend as we start heading further into the spring which is normal. We will finish here in dist. 1 around the end of April and then we will be dependent upon only dist. 2 fruit until we see the Chilean fruit arrive around the first of June and they will increase their volume by mid-July and then Mexico starting around the first of August going through October.

### Lettuce:

#### Green and Red Leaf

We are seeing a lot of dirt due to the heavy winds, seeders and tip burn. We are seeing very short supply on green leaf, however quality is good. Red leaf is average in supply.



### Iceberg Lettuce

Supplies of iceberg lettuce are average, but we will start seeing product numbers decrease weekly. Quality is good to average, and we are seeing some mildew due to the rain. The quality is inconsistent across the board. Please be aware that a gap in lettuce will come in the next few weeks, please plan accordingly.

### Romaine

EXTREME MARKET Very light supplies. Quality is hit or miss with epidermal peeling.

### Romaine Hearts

EXTREME MARKET Supplies are VERY light. We are seeing twisting with average quality, and peeling. Prices are rising, we are seeing a very short supply.

### Limes

The market will remain at above-normal levels through early May; the labor force and crop yields fall short of industry demand at this time of year. Large sizes (110- to 150-count fruit) are scarce; smaller sizes (230- to 250-count limes) are more plentiful.

### Napa

Supplies are good and quality is excellent.

### Onions

The majority of prices are low; Northwest supplies are abundant. Quality is very good.

### Oranges

Market is steady with good supplies across the board as we have had some clear and warm weather which has allowed us to get crews in the field and get fruit harvested. The fruit quality is good right now with excellent color and sugar and the fruit eats like candy, we are starting to see some puff and crease and some softer fruit due to the excessive amount of rains and the warm weather we have experienced. We are starting to see some fruit drop as well and we will for sure come up short of our original estimates for this year's navel crop, but will have supplies probably through May and not stretch it into July like last year. We will probably start some Valencia's around the middle part of April this year's crop looks to be of normal volume with a nice range of size, but we will keep you posted and we can decide together when you want to switch to Valencia's.

### Parsley (Curly, Italian)

Prices are normal and quality is average.

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## Produce *(continued)*

### Green Bell Pepper

East: Quality continues to be variable but overall quality is a little better this week. FOB prices are currently lower compared to last week.

West: FOB prices are generally steady and trading within a narrow range. The desert fields will be starting soon.

### Jalapeño Pepper

East: FOB prices are steady this week. Supplies are a little stronger which should begin to put some downward pressures on FOB prices.

West: FOB prices are down this week.

### Red & Yellow Pepper

The market is level; Mexican supplies (into Nogales, Arizona and South Texas) are sufficient. Growers will start harvesting in Coachella in April. Quality is very good: color is vibrant and flavor is spicy, yet sweet.

### Pineapple

Expect elevated markets through mid-April; stocks are scarce and demand is strong. Quality is average: flavor is sweet, yet tangy. Sugar levels range from 13 to 16 Brix.

### Idaho Potatoes

Prices are stable in most areas, but the Idaho market has inched up a bit. The Norkotah storage season is ending; most suppliers are filling orders with the Burbank variety only.

### Radishes

Quality is good and supply is plentiful.

### Salad Blends

The market is high; iceberg supplies are sufficient, but romaine stocks are limited. Mildew damage and weak tip are quality concerns. Shelf-life performance is being monitored closely, especially in romaine based items.

### Snow and Sugar Snap Peas

Both 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

Prices are up; supplies are tightening as growers prepare to

transition north to the Salinas Valley. Quality is average: insect pressure and mechanical damage are issues.

### Green Squash

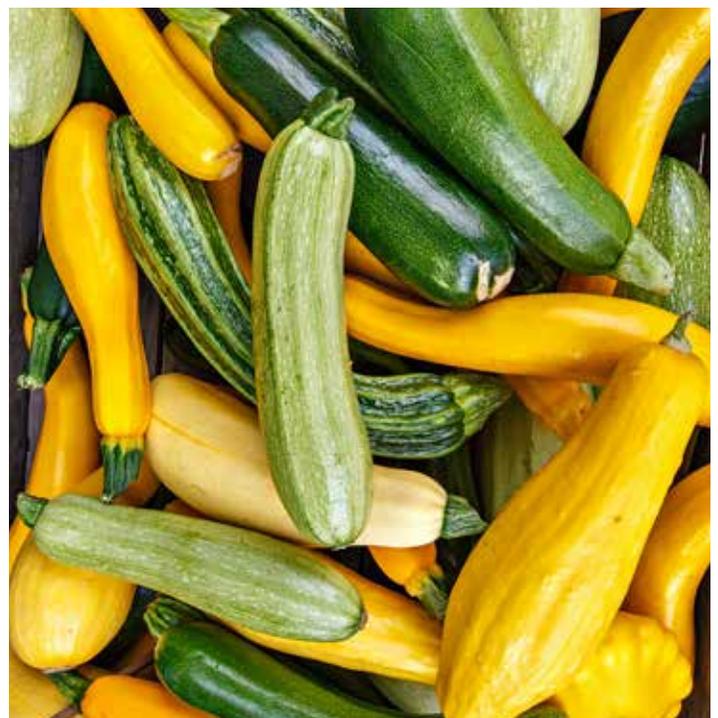
East: Supplies continue to be tight and we do not see the potential increase in supplies in the near future as we do for the yellow squash. FOB prices remain high with some downward pressures. Quality continues to be variable but is improving.

West: Quality remains variable. Slightly more supply is causing downward pressures on FOB prices. Crossings primarily at Nogales.

### Yellow Squash

East: Supplies and yields are still light due to pollination issues. However, a few more supplies are currently available compared to last week and we forecast that supplies will continue to slowly increase into next week. We continue to see a wider-than-normal variance in FOB pricing with the better quality product demanding the higher prices. Compared to last week, FOB prices are lower. Quality overall is slightly better as we get further removed from the adverse winds and rains of several weeks ago.

West: Quality remains fair this week. Supplies remain light but more supplies should be available soon as we get into new desert fields. FOB prices will remain high until the new fields begin to produce. Compared to last week FOB prices are steady to lower this week.



# MARKET TRENDS

MARCH 24, 2017

**PERFORMANCE**  
FOODSERVICE



## Produce (continued)

### Tomatoes

East

#### Rounds

Quality has improved this week with the only issue we see is some occasional softness. Overall, quality is very good to excellent. Demand still has not picked up as it normally does this time of the year. Mexico continues to dictate market prices. FOB prices are down this week for all sizes. If demand does not pick up and if we do not experience a weather event, we expect prices to remain low for at least the next 3 to 4 weeks.

#### Romas

FOB prices for romas also continue to trade within a narrow range and Mexico is dictating this market also. FOB prices are generally steady with downward pressure this week. We expect FOB prices to remain low and to trade within a narrow range. Like the rounds, quality has improved this week and is very good to excellent.

#### Grapes

Ample supplies are causing FOB prices to remain at rock-bottom levels. Quality is variable but is generally very good.

#### Cherries

FOB prices have fallen a couple of dollars again this week. Quality is better and is generally very good.

West/Mexico

#### Rounds

Demand continues to be light. Good volume continues to cross at Nogales but we continue to see signs of a slight seasonal slowdown. Sizing is down. Crossings also continue at McAllen. FOB prices remain at Suspension Agreement minimums. Quality continues to be suspect and variable but we are seeing some signs of improvement. We expect the round tomato market pricing to remain stable for the next several weeks.

#### Romas

Nogales and McAllen crossings continue. FOB prices remain at Suspension Agreement minimums for all sizes. Quality is variable.

#### Grapes

Crossings primarily at Nogales. Quality is variable. Prices remain generally at Suspension Agreement minimums.

#### Cherries

Quality is suspect and variable this week. We are continuing to see a wider-than-normal range in FOB prices which correspond to the quality. Overall, re-packers are having to pay higher FOB prices for quality product.

### Watermelon

The market is elevated. Mexican supplies are tight. Quality is fair: light color and mealy texture are issues. Offshore stocks are sufficient, yet strong demand is keeping prices high. Offshore quality is best. Sugar levels range from 11 to 13 Brix.

