



MARKET TRENDS

FOR WEEK ENDING NOVEMBER 23, 2018



MARKET TRENDS

NOVEMBER 23, 2018

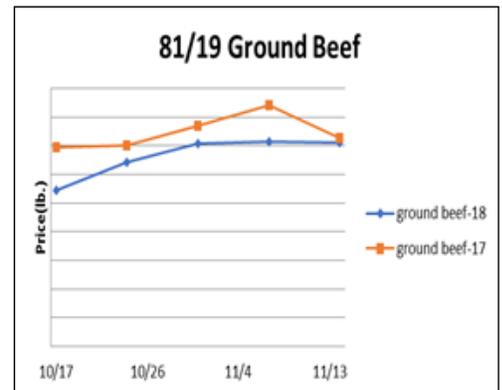
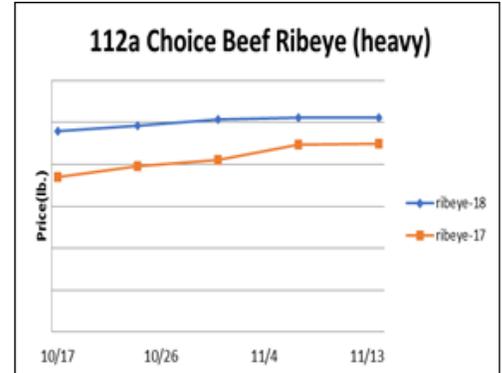
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Beef, Veal & Lamb

Last week's cattle slaughter was 2.6% larger than last year, but lighter carcass weights continue to temper year-over-year beef output gains which were up only 1.9% vs. 2017. The lighter cattle have done little to derail phenomenal carcass grading, with both USDA prime and USDA choice both reaching record highs during early November. Following the Thanksgiving holiday, retail beef features are expected to increase especially for roasts which are an attractive item for winter holiday parties. Most of the sales on those items have already been made, but further buying is anticipated to support the USDA wholesale boxed beef cutouts into early December before easing into year's end.

Description	Market Trend	Supplies	Price vs. Last Year
Live Cattle (Steer)	Decreasing	Short	Lower
Feeder Cattle Index (CME)	Decreasing	Short	Lower
Ground Beef 81/19	Decreasing	Good	Lower
Ground Chuck	Decreasing	Good	Lower
109 Export Rib (ch)	Decreasing	Good	Higher
109 Export Rib (pr)	Increasing	Good	Lower
112a Ribeye (ch)	Increasing	Good	Higher
112a Ribeye (pr)	Increasing	Good	Lower
114a Chuck , Shlder Cld(ch)	Increasing	Good	Higher
116 Chuck (sel)	Decreasing	Good	Higher
116 Chuck (ch)	Decreasing	Good	Lower
116b Chuck Tender (ch)	Decreasing	Good	Lower
120 Brisket (ch)	Decreasing	Good	Higher
120a Brisket (ch)	Increasing	Good	Higher
121c Outside Skirt (ch/sel)	Increasing	Good	Higher
121d Inside Skirt (ch/sel)	Increasing	Good	Higher
121e Cap & Wedge	Decreasing	Good	Higher
167a Knuckle, Trimmed (ch)	Decreasing	Good	Higher
168 Inside Round (ch)	Decreasing	Good	Lower
169 Top Round (ch)	Decreasing	Good	Lower
171b Outside Round (ch)	Decreasing	Good	Lower
174 Short Loin (ch 0x1)	Increasing	Good	Lower
174 Short Loin (pr 2x3)	Decreasing	Good	Lower
180 0x1 Strip (ch)	Decreasing	Good	Lower
180 0x1 Strip (pr)	Increasing	Good	Lower
184 Top Butt, boneless (ch)	Increasing	Good	Higher
184 Top Butt, boneless (pr)	Increasing	Good	Higher
184-3 Top Butt, bnls (ch)	Increasing	Good	Higher
185a Sirloin Flap (ch)	Decreasing	Good	Lower
185c Loin, Tri-Tip (ch)	Decreasing	Good	Lower
189a Tender (sel, 5 lb & up)	Decreasing	Good	Higher
189a Tender (ch, 5 lb & up)	Increasing	Good	Higher
189a Tender (pr, heavy)	Increasing	Good	Lower
193 Flank Steak (ch)	Decreasing	Good	Higher
50% Trimmings	Increasing	Good	Higher
65% Trimmings	Increasing	Good	Lower
75% Trimmings	Steady	Good	Lower
85% Trimmings	Decreasing	Short	Lower
90% Trimmings	Increasing	Short	Lower
90% Imported Beef (frz)	Increasing	Good	Lower
95% Imported Beef (frz)	Increasing	Good	Lower
Veal Rack (Hotel 7 rib)	Steady	Good	Higher
Veal Top Round (cap off)	Steady	Good	Higher



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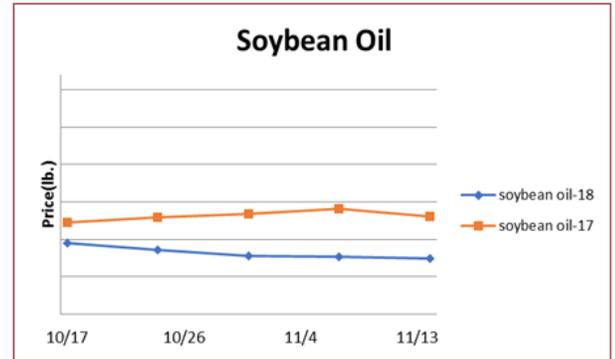
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Grains

U.S. winter wheat planting for the 2019-20 crop is progressing and is entering its final stages. As of November 12th, 88% of the crop was in the ground. A total of 54% of the crop was rated in either good or excellent condition which compares to 51% the week prior. Wheat prices could remain range-bound into the winter.

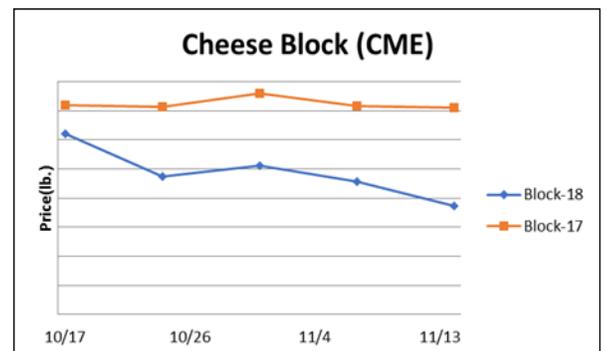
Description	Market Trend	Supplies	Price vs. Last Year
Soybeans, bushel	Increasing	Good	Lower
Crude Soybean Oil, lb	Decreasing	Good	Lower
Soybean Meal, ton	Decreasing	Good	Higher
Corn, bushel	Decreasing	Good	Higher
Crude Corn Oil, lb	Increasing	Good	Lower
High Fructose Corn Syrup	Steady	Good	Higher
Distillers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



Dairy

The CME butter markets have been choppy, and this year's pre-holiday seasonal rally has been lackluster. Export interest for butter has been strong. U.S. butter exports in September were up 169.4% versus the prior year but imports were 49.2% more than last year and a record for the month. Spot butter prices usually peak in early December. The CME cheese markets remain soft. Cheese exports in September were down 9.2% from a year ago but still historically solid. Cheese prices typically decline for the balance of the year, but notable losses from current price levels may be modest.

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



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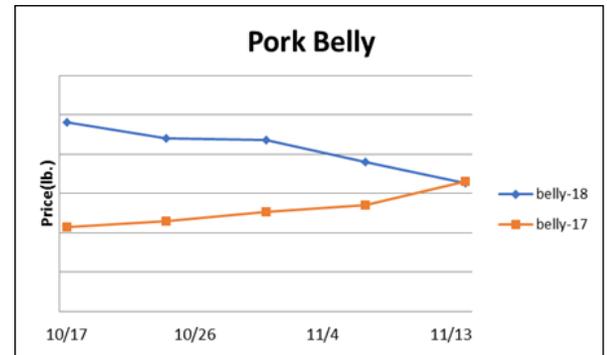
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Pork

Last week pork production increased modestly from the previous week but was 3% larger than the same week last year. If current import tariffs from various countries remain in place for U.S. pork, domestic production could become burdensome for the marketplace into early 2019. Despite increased activity for holiday deliveries, the ham markets remain depressed. Yet, foreign buyers of U.S. hams are noticing the lower prices, with four-week running ham export sales up considerably versus a year ago. Pork belly prices are seasonally declining.

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



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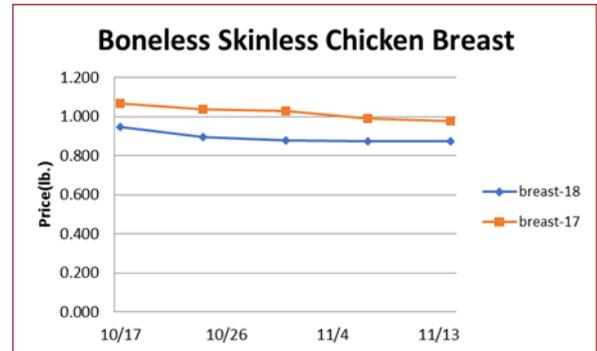
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Poultry

Chicken production for the week ending November 3rd rose .3% from the prior week and was .3% larger than the same week last year. The six-week moving average for chicken output ending November 3rd stands at 1.6% more than 2017. More disposable dollars for the U.S. consumer due to the healthy economy is likely displacing chicken demand for beef. The chicken breast markets are pricing at their lowest level in at least 18 years. The bone-in chicken wing markets are the cheapest for this time of year since 2014. And recent history suggests that chicken breast and wing prices can still drop through year end. However, these low prices for breast meat and wings should boost demand. So, any remaining price declines from here should be minimal.

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



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

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	Steady	Short	Higher
Liquid Egg Yolks	Steady	Short	Lower
Egg Breaker Stock Central	Increasing	Short	Lower



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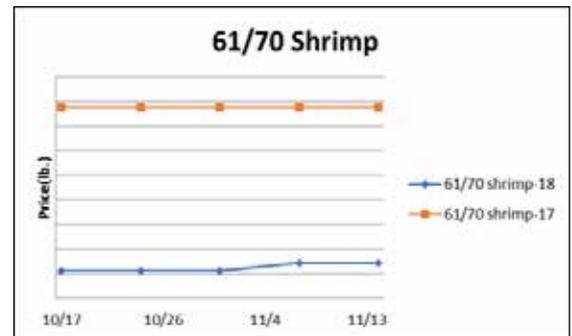
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Seafood

Snow crab prices continue to track above year ago levels but well off the highs made earlier this year. During September, U.S. snow crab imports were 10.5% bigger than the previous year, but it took historically expensive prices to encourage those imports. The upside in snow crab leg prices may only be modest, however, as high prices curb demand.

Description	Market Trend	Supplies	Price vs. Last Year
Shrimp (16/20 frz)	Steady	Good	Lower
Shrimp (61/70 frz)	Steady	Good	Lower
Shrimp Tiger (26/30 frz)	Steady	Good	Lower
Snow Crab, frz	Steady	Good	Higher
Tilapia Filet, frz	Steady	Good	Lower
Cod Filet, frz	Steady	Good	Higher
Tuna Yellowfin, frsh	Steady	Good	Higher
Salmon Atlantic Filet, frsh	Steady	Good	Higher
Pollock Filet, Alaska, frz	Steady	Good	Higher



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Paper and Plastic Products

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

Retail Price Change from Prior Month

Description	Sep-18	Aug-18	Jul-18
Beef and Veal	Decreasing	Decreasing	Increasing
Dairy	Increasing	Increasing	Decreasing
Pork	Decreasing	Increasing	Increasing
Chicken	Decreasing	Decreasing	Increasing
Fresh Fish and Seafood	Decreasing	Increasing	Decreasing
Fresh Fruits and Vegetables	Increasing	Decreasing	Increasing

Various Markets

Orange juice futures have fallen near two-month lows. The USDA is forecasting the Florida orange crop to be 71% bigger than the previous crop. Further, the value of the U.S. dollar remains firm. These factors could temper the upside risk in the orange juice markets through the winter.

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



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Produce

Market Overview

Eastern and Western Vegetables

The Torreon region is experiencing freezing overnight temperatures which will drastically affect production across the entire category. We anticipate very short supplies on an already tight Roma and Grape tomato market this week. This also will affect bell peppers, cucumber and squash from the region.

The Salinas Valley growing season will be coming to an end. Please refer to the general end dates for Salinas and start dates for Yuma provided. Grapes and eggplant are good buys.

Fall 2018 Transition Schedule

Salinas End: October 26 – November 17
Yuma Start: November 17 – December 3

Over the next few months, please keep in mind that optimal temperatures must be maintained as strictly as possible throughout the supply chain. In the past, we have found that late season leafy green vegetables will not hold up as well as the mid-season leafy greens if temperatures are not properly managed. Please actively take the necessary steps to maximize shelf life as this is very important this time of the year.

WATCH LIST

- Cantaloupe
- Honeydew
- Mixed Chili Pepper (Jalapeño, Anaheim, Poblano, Serrano)
- Round Tomatoes (East, West, and Mexico)
- Snow Peas
- Sweet Potatoes and Yams
- Tomatoes (Cherries out of the West and Mexico)

Apples & Pears

Apples: There are great supplies of all apple varieties out of Washington, New York, California, Pennsylvania, Michigan. We are also seeing local product available throughout the US with a full range of sizes as well. Quality is at its best.

Pears: New crop Bartlett pears have started with good supply available especially on the larger (70's to 100's) sizes. New crops of Bosc and D'Anjou pears are also now available.

Artichokes

Quality is excellent, and demand is good.

Arugula

Quality is good, but supplies are light as production ends this week. They will improve once we start in the desert next week.

MARKET ALERT

- **Avocados – ACT OF GOD/FORCE MAJUERE**
- **Broccoli – ESCALATED**
- **Corn – EXTREME**
- **Celery – ESCALATED**
- **Green Beans – ACT OF GOD**
- **Green Peppers – ESCALATED**
- **Green Onions – EXTREME**
- **Lettuce (Romaine, Iceberg, Butter, Green and Red Leaf) – ESCALATED**
- **Mushrooms – ESCALATED**
- **Sugar Snap Peas – EXTREME**
- **Tomatoes (Romas, Grapes) – ACT OF GOD**



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Produce (continued)

Asparagus

Prices are steady but should increase after next week in preparation for Thanksgiving. Mexico had good volume and quality. Peru is slowing down and volume is light. Quality is good.

Avocados

We are happy to inform you that avocado harvesting resumed in Michoacán early Wednesday morning. Trucks are rolling, and we expect that they will begin crossing the border and clearing customs today or tomorrow. Even with this pick the Avocado markets are really still a possession market. Historically the US usually has around a 2-week supply on hand and at this point supplies are very low. Inventory on all sizes and grades have been affected. Flexibility will continue to be stressed as we work our way back towards the 2-week supply. Inventories are so low that it will take 2-3 weeks to properly fill the Avocado pipeline. The availability of trucks and the Thanksgiving holiday will slow down the ability to move the inventories into position. Fruit that needs to be preconditioned will take longer so please remain flexible.

Bananas

Banana volumes are expected to be sufficient with high quality fruit coming into the market. The conditions should continue to be great as no real issues with production are predicted for the remainder of the year.

Beans

EAST: Despite FL just beginning their bean harvest, there is nowhere near enough supply available to cover demand especially with the upcoming holiday. Normal volumes are expected to resume after Thanksgiving. FOBs are still high and quality in older fields is poor while new crop is yielding fair quality.

WEST: Limited supply from central valley & coastal California are keeping FOBs high, but steady. Quality is fair to good.

Berries:

Blackberries

The market is stable. Mexican stocks continue to increase; the crop will hit its peak in late November/early December. Quality is very good: berries are plump and juicy with sweet, yet slightly tangy flavor. Sugar levels range from 12 to 13 Brix.

Blueberries

Prices are steady. The California season has ended. Mexican and South American supplies are becoming more plentiful. Overall quality is average: berries are deep blue with a slight blush and sweet, yet tangy flavor.

Raspberries

Expect tight supplies for the next few weeks; prices are climbing. Overall quality is very good: sugar levels are moderately high, ranging from 13 to 14 Brix.

Strawberries

Prices will remain elevated for the next three weeks; volume is low. Fall berries are being grown in Santa Maria, California. Quality is average: bleeding and bruising are issues.

Bok Choy

Quality is average, and demand is fair.

Broccoli

The market remains elevated. Hollow core is an industry-wide quality problem that is reducing supplies, especially in Mexico.

Brussels Sprouts

Brussels sprout supplies are plentiful, and quality is great. Use this opportunity to add more Brussels sprout sides to your Thanksgiving menu!

Cantaloupe

WATCH LIST Cantaloupes from Guatemala have started with arrivals into Florida in a very small way. Cooler weather has also affected our own growing regions which is causing some spacing in harvesting. This is causing a demand exceeds supply scenario. Initial arrivals today showed very good quality with sizing mostly in regular cartons (9/12s) with no jumbos being packed during the first few passes. Internal quality is showing solid brix levels in the range of 11-15%.



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Produce *(continued)*

Carrots

We are seeing both good quality and volume.

Cauliflower

ESCALATED Supplies are light, and pricing has escalated.

Celery

ESCALATED Supplies are very tight this week and are expected to remain light for the month of December. Markets are very good and are climbing. We are transitioning to Oxnard at the end of this week, and Salinas will end either this week or early next week. Quality is still fairly good in Salinas. We expect sizing to be heavier for the larger sizes all week in Salinas. Some celery quality issues exist in the Oxnard region.

Cilantro

Supplies are fair, and quality is improving.

Corn

EXTREME Corn is still very tight across the country.

Cucumbers

EAST: GA numbers are still declining, but still have some decent volume available. Central & S FL have good numbers right now and the off-shore crop is looking to start around December 1. FOBs are steady, and quality is mostly good except on older fields.

WEST: Baja is on the downhill slide, but Sinaloa & Sonora have good numbers coming on board. FOBs are steady, and quality is excellent.

English Cucumbers

Good supplies are now available from Spain and Holland eliminating pro-rates as well as showing decreases in the market. We should continue to see improvements; new crop from Mexico is ramping up daily and quality is very nice.

Eggplant

EAST: GA's crop will be coming to a close soon. Quality from this area is still only fair at best. FL is producing nice numbers with good to excellent quality. FOBs are mostly steady.

WEST: There is no shortage of eggplant from the CA desert. We'll see good supply from this area for roughly another 2 weeks before moving onto Mainland MX. FOBs are steady with great quality available.

Fennel

Supplies for the week will be good and quality is good.

Garlic

The market is about 50% done with the 2017 crop. Supplies are steady, and prices remain high on domestic product.

Ginger

Chinese ginger markets are mixed, but quality is good. Also, product is available at higher costs from Brazil, Costa Rica and Honduras and Peru with no major quality issues being reported.

Grapes

The market is stable; supplies are ample. Green seedless sugar levels range from 17 to 18 Brix, while red seedless and portion-packed sugars vary from 18 to 20 Brix.

Green Cabbage

Supplies are improving and priced are trending downward

Red Cabbage

Supplies are improving, and prices are trending downward.

Green Onions

EXTREME Iced: We are starting to finally see better yields from the Northern Mexico growing areas. Market pricing will begin to ease down a bit. Demand is very good this week because of Thanksgiving pull. Iceless: Similar to iced, yields have increased per acre the past few days. We are expecting to see better volumes in the future. Thanksgiving demand, along with contracts and pre-commitments, will keep the market very active next 10 days.



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Produce (continued)

Honeydew

WATCH LIST Domestic honeydews are facing the same challenges as the cantaloupe, but Mexican dewes are now also being affected which has caused a significant decrease in production in the past five days. We anticipate this market to remain very strong for the next 2-3 weeks with the primary sizing being larger fruit.

Jicama

Markets remain firm due to ongoing short supplies and will continue to see some quality and shelf life issues.

Kale (green)

Quality and supplies are fair.

Kiwi

Good supplies available on Chilean product.

Lemons

The market is showing improvement with new crop out of CA with very few supplies coming out of Mexico.

Lettuce:

Butter

ESCALATED Supplies are very tight, demand exceeds supply, and quality is average.

Green Leaf

ESCALATED Supplies are slightly below normal, and demand is good. Growers are transitioning to the desert this week. Quality has been good with some lighter weights.

Red Leaf

ESCALATED Supplies are very tight, demand exceeds supply, and quality is average.

Iceberg Lettuce

ESCALATED Supplies are slightly below normal, but demand is good. Quality has been good with some lighter weights.

Romaine

ESCALATED Supplies are slightly below normal. Demand is very good, and quality is fair to good.

Romaine Hearts

ESCALATED Supplies are lighter than normal, and demand is very good. Quality is average.

Limes

The market is weak; supplies are abundant, especially 150- to 175-count fruit. Quality is good.

Napa

Supplies are close to normal this week. Demand is steady, and quality is good.

Onions

The Northwest is finished with harvest. From here on out, we will be shipping exclusively out of storage. Quality is strong, and sizing and yields are very good. The onions have full skin and will have good shelf life. We are seeing a surplus of Colossal and Super Colossal in better supply, which has resulted in some reduced pricing on these items. Medium onions are on the tighter side due to the profile being heavy to larger onions. White onions have slightly decreased in price as well with better supplies available. Reds remain very plentiful, and we have seen those markets settle out.

Oranges

Most shippers are in full production with CA navels. Size structure is small, peaking at 138/113/88 with mostly fancy grade, and the market remains low.

Parsley(Curly, Italian)

Quality and supplies are good.

Green Bell Pepper

EAST: Supply is short due to two core reasons: GA winding down and has low yields because of Michael & Plant City has less acreage and low yields. South Florida is not set to start until Mid-Dec.. Expect tight supply until then. FOBs are up significantly & quality is good.

WEST: Supply is short due to transition. CA is mostly done with only one shipper going in a very small way. The desert only has light supply and new crop MX has just scratched the surface. With the recent rains and cold front, supply is not expected to improve for another 2-3 weeks. FOBs are up significantly & quality is mostly good.



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Produce (continued)

Jalapeños (Chiles)

EAST: Supply is still very light from GA with scattered quality. Plant City has begun in a very light way. Better volumes are expected from the area over the next 7-10 days. FOBs are still high, but steady.

WEST: Expect a hot market through November due to recent storms passing through the Chile growing region. FOBs will remain high through this time frame. Quality is fair to good depending on area.

Red and Yellow Bell Pepper

Prices remain high; volume is low on both coasts. California desert supplies remain limited, while production in Western Mexico is at least a week away. Quality ranges from fair to good: scarring is an industry-wide issue.

Pineapple

Expect limited supplies for several weeks; the market is elevated. Heavy rain in Mexico has pushed demand to Costa Rica. Quality is average: sugar levels range from 13 to 16 Brix.

Idaho Potatoes

Demand has continued to be strong through the holidays with limited availability for consumers. There has been Burbank and Norkotah availability, and the Norkotah profile remains on the larger side. While the Norkotah crop has been on the larger side, the Burbank's have been showing smaller sizes. Quality has been excellent, and transportation has been a challenge.

Radishes

Supplies are steady, and quality is good shipping through Arizona and Florida.

Salad Blends

Prices are stable, and volume is average. Incidences of internal burn and mildew in raw product stocks are falling. Inspectors are closely monitoring packs so that RSS products achieve the highest quality.

Snow and Sugar Snap Peas

EXTREME Sugar snap peas will be EXTREMELY tight for the next 3+ weeks, this is going to affect the volumes available for Thanksgiving. Pricing will be higher and will be prorated by 50%.

Snow Peas

WATCH LIST Snows peas are coming in steadily, but there is not a lot of volume is available. Our teams are keeping an eye on this as pricing rises.

Spinach (Bunched)

Quality is good, but supplies are light through transition week.

Spinach (Baby)

Baby and clipped spinach supplies are good, and quality is fair.

Spring Mix

Quality is good, but supplies are light through transition week.

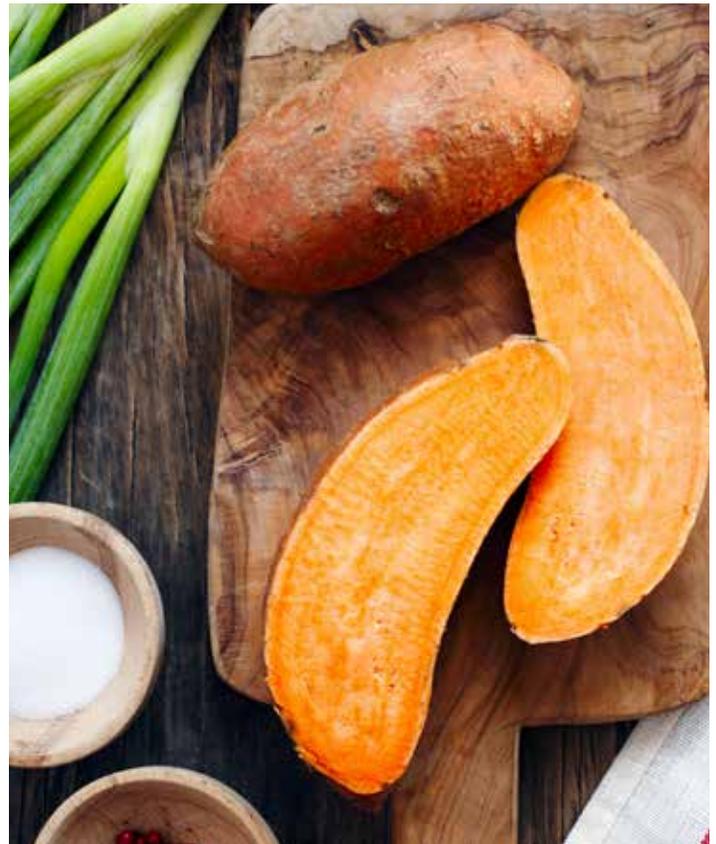
Sweet Potatoes and Yams

WATCH LIST This market has spiked due to heavy damage in the Carolinas. Growers are currently assessing the damage, so it is still too soon to react. However, supplies are still good out of Mississippi.

Yellow Squash/Zucchini

EAST: Zucchini is readily available, however yellow squash is a bit snug. FOBs are steady to slightly up and quality is excellent.

WEST: Zucchini is readily available, however yellow squash is tightening up. FOBs are steady on zucchini, but up a few dollars on yellow. Quality is excellent.



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Produce (continued)

TOMATOES (EAST)

Rounds

Trigger Situation Palmetto/Ruskin continues to push only average or below average numbers. Size options are the biggest concern as last week there was abnormally warm weather and cooler temps are on the horizon. Additionally, majority of demand in the USA is looking at this area to supply volume due to the western region issues, but there is not enough supply to meet expected needs. Thus, we are moving into a trigger situation. FOBs are up significantly across all sizes and quotes are firm. Quality is still good to excellent for what is available. **We recommend expanding size options & accepting sizing exceptions.

Romas

Trigger Situation Romas tend to begin this time of year a few weeks after rounds. We are still anxiously awaiting harvest to ramp up in the east. However, there will not be an abundance of supply as there is less acreage planted. Additionally, the west has very light & limited supply, so more demand is coming east as well. FOBs are up significantly across all sizes and quotes are firm. Quality is good to excellent for what is available. **We recommend expanding size options & accepting sizing exceptions.

Grapes

Trigger Situation Production & supply has been very light the last 2 weeks in the Palmetto & Labelle regions with additional high demand due to MX being short. The improvement we originally expected has been delayed slightly but is still in the forecast for the next ~10 days. FOBs are up significantly, and quotes are firm. Quality is fair to good.

Cherries

Supply has tightened up and FOBs are up. Quality is fair to good.

TOMATOES (WEST/MEXICO)

Rounds

Trigger situation With CA being completely done, demand has turned its focus on MX to supply through the winter months. With the storms a few weeks ago, recent rain, and now a major cold snap, things are not looking good in MX. Supply & sizing is extremely limited and is expected to remain this way for another 4-6 weeks. FOBs are up significantly across all sizes and quotes are firm. Quality is good for what is available. **We recommend expanding size options & accepting sizing exceptions.

Romas

Trigger situation Just as Baja was beginning to ramp up, heavy fog and a cold snap has really stunted the growth cycle. Fruit isn't coloring up as quickly as possible resulting in very limited supply. With the east being short, demand has moved west, leaving hardly anywhere to purchase Romas in the country. FOBs are up significantly across all sizes and quotes are firm. Quality is good for what is available. **We recommend expanding size options & accepting sizing exceptions.

Grapes

Trigger situation High demand, light supply, fair quality is the current disastrous recipe. Cold temps & rain saturated fields are resulting in continuous poor production numbers from Baja. FOBs are up significantly, and quality is only fair at best.

Cherries

Supply is still very snug. FOBs are up. Quality is poor to fair at best.

Watermelons

Prices are steady; supplies are plentiful. Mexico will be the primary growing region for the winter, but Florida crops are also ramping up. Overall quality is good: sugar levels range from 12 to 13 Brix. Offshore melons will become available by the end of the month.

