



# MARKET TRENDS

FOR WEEK ENDING MARCH 16, 2018

 **PERFORMANCE**  
FOODSERVICE



# MARKET TRENDS

MARCH 16, 2018

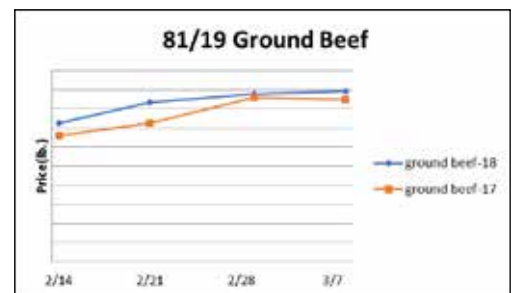
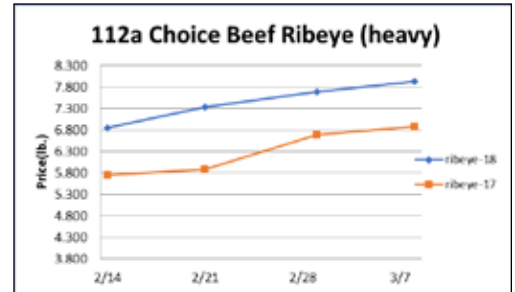
**PERFORMANCE**  
FOODSERVICE



## Beef, Veal & Lamb

Beef output last week rose 6.1% and was 4.5% larger than the same week a year ago. Cattle slaughter was the strongest in five weeks. Big year-over-year gains in beef production are projected during the spring. Only modest seasonal price gains have occurred, because beef buyers are being patient. Spot boxed beef shipments have been disappointing with the last four weeks being 12% smaller than last year. Further, forward boxed beef and grind sales for delivery 22-90 days out have fallen to a five-week low. History says the near-term upside price risk for beef is likely limited. The five-year average move for the USDA choice boxed beef cutout from mid-March through early-April is down 3.1%

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



# MARKET TRENDS

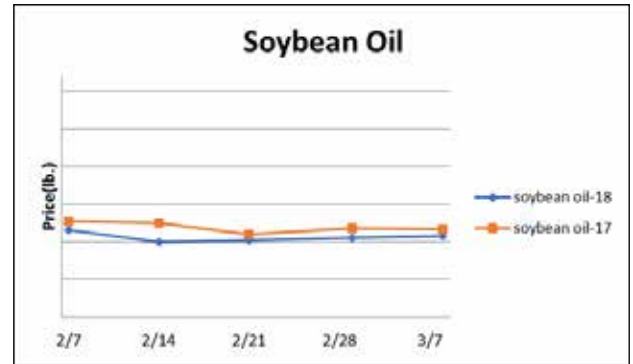
MARCH 16, 2018



## Grains

Argentina soybean crops have been challenged by weather events which has supported prices in recent weeks. The corn market has been trending upward as well but is near a key resistance level. Expect volatility to be high in the near term for these important grains.

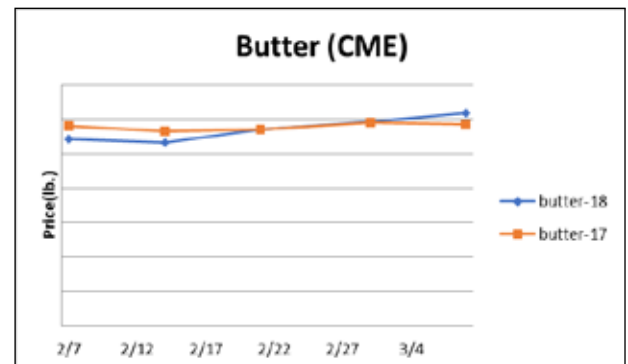
Description	Market Trend	Supplies	Price vs. Last Year
Soybeans, bushel	Increasing	Good	Higher
Crude Soybean Oil, lb	Increasing	Good	Lower
Soybean Meal, ton	Decreasing	Good	Higher
Corn, bushel	Increasing	Good	Higher
Crude Corn Oil, lb	Increasing	Good	Lower
High Fructose Corn Syrup	Increasing	Good	Higher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



## Dairy

The cheese and butter markets have firmed due in part to better export demand. However, longer term, cheese prices may have a hard time sustaining trade north of \$1.70 lb. at the CME. Cheese stocks are historically large. At the end of January, U.S. cold storage cheese supplies were 7% bigger than the previous year and a record for the date. Further, ample nonfat dry milk stocks were an all-time record as of February 1st, which should encourage cheese production. Conversely, the butter market may have a difficult time trading below \$2 lb. at the CME throughout 2018.

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



# MARKET TRENDS

MARCH 16, 2018

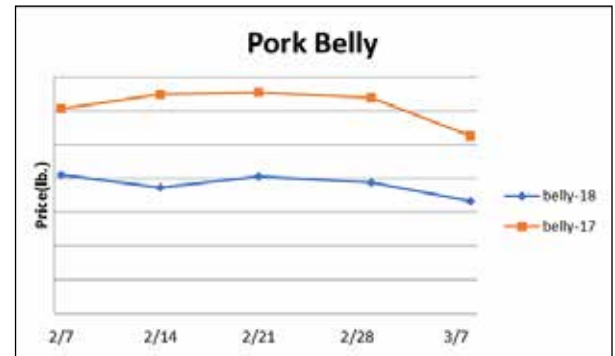
**PERFORMANCE**  
FOODSERVICE



## Pork

Pork production last week rose 1.1% and was 5% better than the same week in 2017. Like beef, strong year-over-year pork output expansion is forecasted for this spring. This should temper any notable seasonal price gains despite the prospect of strong exports. January 31st pork stocks were 8% more than last year with hams (15%), bellies (219%), trim (44%) and butts (4%) all larger than 2017. Since 2013, the pork belly market averaged 8.9% lower from mid-March to mid-April.

Description	Market Trend	Supplies	Price vs. Last Year
Live Hogs	Decreasing	Ample	Lower
Sow	Decreasing	Ample	Higher
Belly (bacon)	Decreasing	Good	Lower
Sparerib(4.25 lb & down)	Increasing	Good	Higher
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)	Increasing	Good	Lower
Picnic, untrmd	Decreasing	Good	Lower
SS Picnic, smoker trm box	Decreasing	Good	Lower
42% Trimmings	Increasing	Good	Higher
72% Trimmings	Increasing	Good	Lower



# MARKET TRENDS

MARCH 16, 2018

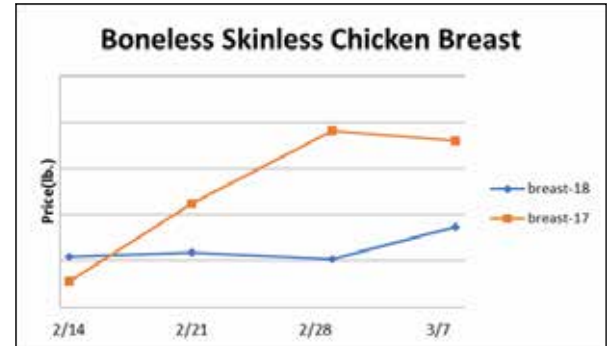
**PERFORMANCE**  
FOODSERVICE



## Poultry

For the week ending February 24th, chicken output fell .6% from the prior week but was 1.5% larger than the same week a year ago. The six-week moving average for chicken production is tracking 1.1% above 2017. The USDA is calling Q2 chicken output to trend near 2.6% above last year. Feed costs last week were the highest since June 2016. The producer feed cost ratio was the lowest in 20 months. If feed costs move higher from here, it may temper year-over-year gains in output this summer. Last week, the ARA Chicken Wing Index was the lowest since August 2014. But, history says that the downside risk during this time of year for wings is limited. The chicken breast prices should experience further seasonal gains into the summer.

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



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



## Eggs

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

# MARKET TRENDS

MARCH 16, 2018

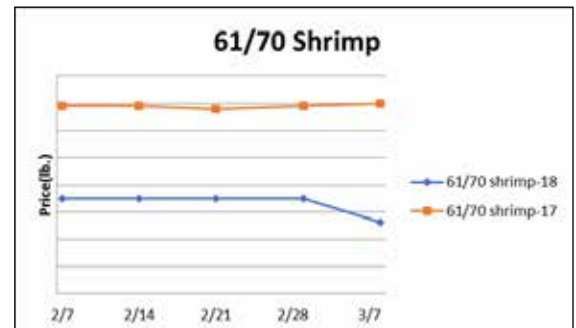
**PERFORMANCE**  
FOODSERVICE



## Seafood

The Alaskan snow crab fishing season is winding down with 83% of the quota landed as of early March. The Alaskan quota this season is down 12.1% from the previous year and the smallest in over a decade. World snow crab supplies are limited and are likely to remain so for the next several months. This should continue to underpin the snow crab markets.

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)	Increasing	Good	Higher
Snow Crab, frz	Decreasing	Good	Higher
Tilapia Filet, frz	Increasing	Good	Lower
Cod Filet, frz	Increasing	Good	Lower
Tuna Yellowfin, frsh	Increasing	Good	Higher
Salmon Atlantic Filet, frsh	Increasing	Good	Lower
Pollock Filet, Alaska, frz	Decreasing	Good	Lower



# MARKET TRENDS

MARCH 16, 2018

**PERFORMANCE**  
FOODSERVICE



## Paper and Plastic Products

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

## Retail Price Change from Prior Month

Description	Jan-18	Dec-17	Nov-17
Beef and Veal	Decreasing	Increasing	Increasing
Dairy	Decreasing	Decreasing	Decreasing
Pork	Increasing	Decreasing	Decreasing
Chicken	Decreasing	Decreasing	Decreasing
Fresh Fish and Seafood	Decreasing	Increasing	Increasing
Fresh Fruits and Vegetables	Increasing	Decreasing	Decreasing

## Various Markets

Tomato processors are currently negotiating raw product prices for the 2018 crop. Early results suggest that raw product could be near 15% more expensive for canners. This should generally be supportive of the canned tomato markets in the coming months.

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



# MARKET TRENDS

MARCH 16, 2018

**PERFORMANCE**  
FOODSERVICE



## Produce

### Market Overview

Recently there has been a swing in weather conditions for our desert growing regions. Temperatures have gone from above normal to freezing. These weather changes have affected all crops, and we expect to see quality issues including blistering, epidermal peel and burn in almost all lettuce varieties. Cauliflower and broccoli are in an ESCALATED market. Limes are EXTREME. Strawberry and raspberry supplies are good with favorable, steady prices and quality. Lemons are slowing improving.

### Watch List

**Zucchini and Yellow Squash:** Supplies are very short and quality is not so great due to cooler weather in Mexico as well as finishing up older fields. Florida squash is short due to poor quality.

### Apples & Pears

New crop now available we are seeing the pressure on the market decrease and shortages diminish. Excellent quality available on all varieties; however, we are seeing less production of Golden Delicious as the trees are being pulled and replaced with more favorable varieties.

### Pears

Bosc, Bartlett and D'Anjou are available out of Yakima and Wenatchee Districts.

### Artichokes

Steady market with higher prices. Quality is good.

### Arugula

Product is available and quality is fair due to the winds and colder weather.

### Asparagus

ESCALATED Production from Mexico is slowing down and Peru doesn't have enough volume to cover the demand. Lack of supplies is driving prices up.

### Avocados

Avocado markets continue to stay consistent. Current price points are allowing for good movement through retail and food service. Supplies from Mexico are good and demand in the US and globally are good. #2 fruit has cleaned up over the last few weeks and markets should stay steady. Markets could start to react as we get closer to Holy week.

### Bananas

Supplies are better, but we are still not 100% back to normal although supplies are inching back closer to normal. Demand is very strong putting extra strain on the improving situation. The industry is still short on organics and this may last two more weeks. Plantain supply is back to 100%.

### MARKET ALERT

- **Asparagus – ESCALATED**
- **Bananas – ESCALATED**
- **Broccoli – ESCALATED**
- **Cauliflower – ESCALATED**
- **Lemons – ESCALATED**
- **Lettuce (Iceberg, Romaine and Romaine hearts) – ESCALATED**
- **Limes – EXTREME**
- **Mushrooms – ESCALATED**
- **Oranges – ESCALATED**





# MARKET TRENDS

MARCH 16, 2018

**PERFORMANCE**  
FOODSERVICE



## Produce (continued)

### Beans

East- Great growing conditions in the bean fields are keeping supply plentiful and quality good. Markets are steady.  
West- Currently, supply is steady however with the chilly weather, we could see a decline in production. Quality is great.

### Berries:

#### Blackberries

The market is unchanged. Although cold, rainy weather decreased Mexican volume, higher temperatures are forecast. Quality is very good; berries are plump and juicy with sweet, yet tangy flavor. Sugar levels range from 12 to 13 Brix.

#### Blueberries

Prices are steady; Chilean stocks are sufficient. Quality is very good: berries have deep blue, firm skins with a faint blush and flesh that tastes mildly sweet.

#### Raspberries

The market is steady. California stocks are limited; Mexico is the main harvesting area at this time of year. Quality is very good: color is deep red and flavor is tangy, yet sweet. Sugar levels vary from 13 to 14 Brix.

#### Strawberries

The market is steady at higher levels. Cold, rainy weather in the Oxnard and Santa Maria, California growing areas have reduced volume. Mexican stocks (into South Texas) are limited as the season is winding down. Florida is the main source this week.

#### Bok Choy

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

#### Broccoli / Broccoli Florets

ESCALATED Supplies are light due to the colder weather, and prices are in escalation.

#### Brussels Sprouts

Supplies are good and prices are down. Quality is good.

### Cantaloupe

Market has strengthened a bit here on the west coast and east coast seems to be steady as demand has been good. The offshore fruit quality has been nice with a firm green to cream to cast and good internal color and tight cavity, sugars are good. We expect to see the market keep steady for the next month and then start to get a bit stronger until we start the Imperial Valley and Mexico around the first week of May and possibly sooner as the Weather has been unseasonably warmer than normal. The vines are really maturing faster than normal in the desert, which looks to be about 7-10 days earlier than last year.

### Carrots

We are seeing both good quality and volume.

### Cauliflower

ESCALATED Supplies are short due to the recent cold weather. We are seeing higher prices and a shortage in supply.

### Celery

This market is steady, both quality and price are good.

### Cilantro

Supplies are short and quality is fair due to the colder weather. We are seeing an increase in prices.



# MARKET TRENDS

MARCH 16, 2018

**PERFORMANCE**  
FOODSERVICE



## Produce (continued)

### Corn

Markets are down this week out of South Florida and we are seeing moderate crossing through Nogales. Quality is good.

### Cucumbers

East- Honduras is on their downhill slide, but still bringing a decent supply to port. FOBs went up significantly in the last week and are moving up another few dollars as volume declines. Expect FL crop to begin in about 10-14 days. Until then, look for higher FOBs. Quality is still good, but we are expecting this to diminish as off shore growers push through the remainder of their crops.

West- Cold weather has significantly withheld the plant growth cycle. FOBs have moved up quite a bit, with supers being the tightest. Supply will be limited for the next 7-10 days until production can resume steady supplies. Quality, however, remains great.

### English Cucumber

There are excellent supplies crossing through Nogales and McAllen.

### Eggplant

East- Eggplant enjoys warmer weather, so with the recent colder temps, the growth cycle has been slowed. Old fields have mostly wrapped up and new crops have yet to come. Pricing is high and firm. Quality is only fair to good.

West- Good numbers are coming from MX, but with the Lenten season underway, larger size eggs are snigger. Prices are up to reflect this higher demand. Quality is nice.

### Fennel

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



### Garlic

EXTREME We are about 50% done with the 2017 crop. Supplies will remain tight between now and July. Prices remain high.

### 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

There is good supplies of Reds and green son both coasts from Chile, the overall quality is all over the board as well as prices due to quality. The flames are showing some blowers upon arrival and most are having to be repacked, the crimsons that are arriving are looking good with good sugar and very nice color. There will be good supplies through March and then we will see things start to strengthen as the volumes start to decrease. We will start here in California and Mexico around the first week of May and possibly start sooner as the weather in the desert has been much warmer than normal.

### Green Cabbage

Supplies have tightened and markets have firmed in the East. We are seeing improving volume and lower FOB prices in the West, and quality remains favorable.

### Red Cabbage

Quality and sizing have been great showing good color. The market remains firm in the East as well as Texas. West Coast volume is improving.

### Green Onions

Prices are steady, quality has improved.

### Honeydew

Market steady with good demand across the board on all sizes, they are on the tight side here on the west coast until we see some more volume coming in this weekend. The overall quality has been very nice with a nice green to cream exterior and very good sugar and a tight cavity. As we mentioned above for the Cantaloupes, the Honeydew will be on the same path in the desert starting earlier than normal out of Mexico and Imperial Valley.

### JICAMA

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

# MARKET TRENDS

MARCH 16, 2018

**PERFORMANCE**  
FOODSERVICE



## Produce *(continued)*

### **Kale (Green)**

Quality and supplies are good.

### **Kiwi**

California supplies are tighter this week, but quality is good. Lighter supplies are also expected on Italian fruit coming through the East Coast. Markets are firming up.

### **Lemons**

Market is steady with better supplies on most all sizes as demand has been fair as we are picking in dist. 1 and dist 2 and, with the heaviest volume coming from Dist. 1. The fruit quality is fair to good as the warmer than normal weather just weakens the fruit and also the trees are flushing with blooms which takes away some of the nutrients from the existing fruit and deters nutrients to the new growth and blooms. The Dist. 1 crop is going to get us through the end of April possibly into the first of May and then we will be dependent upon Dist. 2 until we see the Chilean fruit start to arrive around the first week of June. We expect the market to start to strengthen around the third week of March, which all depends on how much Freeze damage we got the last 2 nights. We will keep you posted on the damage in the next few weeks once we get a handle on it.

### **Lettuce:**

#### **Butter**

QUALITY ISSUES Prices are stable. Quality could become an issue.

#### **Green and Red Leaf**

QUALITY ISSUES As of now, quality remains steady; however, due to the recent weather patterns, it may become a concern.

#### **Iceberg Lettuce**

ESCALATED Quality is average due to the colder weather. The market is steady, but production is light.

#### **Romaine**

ESCALATED Quality is an issue due to the recent freezing weather. Supply is lower than normal. Prices are in escalation.

#### **Romaine Hearts**

ESCALATED Supplies are below normal, quality is an issue due to the recent cold weather, and prices are in escalation.

#### **Limes**

Prices continue to climb; Mexican supplies are limited, especially small sizes, due to bloom drop several months back. Quality is very good, although breakdown and styler are occasional problems.

### **Napa**

Supplies are steady and quality is good in the West. Very light supplies will continue in the East.

### **Onions**

Overall sluggish demand has put a downward pressure on all colors of the onion market. The transportation issues over the last several months turned an overall shortage into a surplus. Washington reported shipping over 1800 more loads year over year, but Idaho has significantly less shipments. Mexico is continuing to ramp up the volume. They are crossing on yellows and whites, and we will likely see this increase. The domestic Texas crop is about 3-4 weeks away, and we should simultaneously begin to see smaller volume sheds in the Northwest start to finish up as well.

### **Oranges**

Market steady on all sizes, the demand has been good but not demand exceeds as we have been over the last few months. We finally got some descent rains this last weekend and are expected to see some more rain later this weekend and into next week. The temperatures have been cooler than the first part of the year which will hopefully help to firm it up a bit, but when it warms back up the puff and crease and probably a little more fruit drop will start. We are still dealing with a crop that is actually about 30%-40% lighter than normal so we will see this market strengthen as we progress through the season especially on the 88's and smaller. We are getting the fruit that is not gibbed off the tree and will start gibbed next week, which will be a bit firmer and stronger fruit to finish the season. These late rains that are expected is packing the mountains with some much needed snow which will help with our water situation.



# MARKET TRENDS

MARCH 16, 2018

**PERFORMANCE**  
FOODSERVICE



## Produce *(continued)*

### Parsley(Curly, Italian)

Quality and supplies are good.

### Green Bell Pepper

East- Mostly good supply is coming from both south FL coasts, although larger sizes are becoming a bit snug. Thus FOBs are pushing up on JBO, XI & LG, while choice is up. The west side has less volume available due to a prior bloom drop. Quality is looking great.

West- Supply is down a bit due to colder weather slowing the plant growth cycle. Thus, FOBs are moving up a few dollars into next week. Quality is great right now, but we are anticipating some lighter color and thinner walls in the upcoming weeks from older fields.

### Jalapeno Pepper

East- South FL is still slowing producing small numbers of peppers. Prices are mostly steady with good quality available. West- Cold weather in Sonora is slowing production, while Sinaloa has experienced some rainfall, keeping harvesters out of the fields. Quality is good for now, but with shady skies, we could see an effect in the upcoming weeks on quality conditions.

### Red Bell Pepper

The market is showing steady supply and great quality.

### Yellow Bell Pepper

Markets are active due to slower production from this past week's cooler weather.

### Pineapple

Volumes look healthy for the next few weeks as the arrivals will increase in order to cover the incremental demand for the Easter holiday. Sizing trends towards the larger sizes and increased volume on these sizes will begin to be seen in the coming weeks.

### Idaho Potatoes

We are seeing demand pick up on consumers and cartons, as well as an increase in pricing across the board. Most growers are grading and sorting harder as we approach the middle of March. Most growers are still running Norkotahs and Burbanks, and we will see the Norkotah supply last until the end of April to early part of May.

### Radishes

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

### Salad Blends

The market is level; iceberg and romaine supplies are sufficient. Quality is average: growers are harvesting more fields to meet volume requirements; low temperatures are reducing head weights.

### Snow and Sugar Snap Peas

Snow and sugar snap peas supplies are steady through Miami.

### Spinach (Bunched)

Supplies are available and quality is fair due to the recent colder weather.

### Spinach (Baby)

Baby and clipped spinach supplies are good and showing some quality issues due to colder weather.

### Spring Mix

Supplies and quality are poor due to weather.

### Yellow Squash / Zucchini

East- Both yellow & green squash will continue to be a major challenge for the next few weeks. There is a significant shortage of supply from the bloom drop due to previous cold snaps. In addition, what is available is showing very heavy scarring and discoloration, especially on yellow. FOBs are up significantly and quality will be a challenge.

West- MX is in the process of transitioning from Sinaloa to Hermosillo. Sinaloa is experiencing a supply shortage and severe quality issues as they wind down. Recent freezing temperatures in Hermosillo has delayed the start in the region, driving FOBs up.



# MARKET TRENDS

MARCH 16, 2018

**PERFORMANCE**  
FOODSERVICE



## Produce (continued)

### TOMATOES-EAST

#### Rounds

Colder temperatures have slowed down volume for the tail end of the winter crop. In addition to this, previously reported bloom drop from cold snaps a few weeks ago and stronger demand has created a lighter supply from the Florida region. Extra-large is the most difficult to procure, followed by large and finally medium. Although there is not a severe gap expected, there is enough of a dip in supply to boost market prices up. Expect this to last for 10-14 days until the spring is ready for harvest. Overall quality is still great, although some fruit with some slight wind scar could be present.

#### Romas

Of all tomato categories, romas are the tightest out there. The crop is in the lightest pickings of the winter season with very light numbers coming from the fields. This will last about 10-14 days until the spring crop begins. Until then, look for FOBs to rise steadily. Quality overall is still very nice, but there is some tenderness to the fruit.

#### Grapes

Despite being in the light part of the winter crop, there is still a decent amount of grapes to fill the marketplace. Look for spring crop to start in about 10 days. Prices are up a few dollars, but not as significantly as rounds and romas. Quality is great.

#### Cherries

Although supply has lightened up, demand remains fairly light. Thus, FOBs have moved upward. Look for prices to ease off as spring crop starts in about 2 weeks. Quality is still looking excellent.

### TOMATOES-WEST/MEXICO

#### Rounds

MX has a few issues occurring simultaneously, putting quite a bit of pressure on FOBs to move upward. As the plants aged and supply was plentiful, some growers were walking from older fields. Combined with the 14 day transition period in Culiacan and cold weather events sweeping through the area, MX looks to be in a two week supply gap with overall volume down about 17%. However, demand is still somewhat lighter than usual, so there should be enough fruit to get through the transition period until spring crop begins. Quality remains great.

#### Romas

Similar to the east, MX's roma crop is the most limited, showing signs up being down about 30% of normal volume. Cold weather has put new plantings to sleep, but with warm weather on the way, we should see the crop rebound in about 10 days. With light to steady demand, there should be enough fruit to get through the transition period, but expect to see FOBs rise until the spring crop begins. Quality is still great, but there is some fruit showing signs of tenderness.

#### Grapes

Creeping away from the minimum, grape FOBs are moving up slightly due to colder temps. Expect the crop to rebound nicely in about 10-14 days when the spring crop begins. Quality is great.

#### Cherries

Some slight upward pressure on FOBs is put on cherries as cold temps have slowed production. However, demand remains fairly light, therefore good supply is still expected. Quality is great.

#### Watermelons

The market has inched down a bit; stocks are abundant. Quality is good: issues such as odd shape, thick green/white rinds, and under-ripeness are common for this time of year. Quality will improve as the weather warms in spring.

