



WEEKLY MARKET REVIEW

February 18, 2016

OVERVIEW

The weather has been warm. We are seeing quality issues in lettuce from the cold weather. Cauliflower is light on supply again. Broccoli and Leaf lettuces are good buys. The berry market is improving. The Florida market is improving. Radishes are still very scarce in this region but other commodities are making a comeback.

MARKET ALERTS



CARROTS - EXTREME



GREEN BEANS



CELERY



PEPPERS (GREEN, RED, YELLOW, JALAPENO)

GOOD BUYS



MANDARINS It's the peak of the season on mandarins in terms of color and flavor. Supplies are good and will remain so into late March. Try Mandarins to add sweetness and color to your salad!



BABY GREEN ROMAINE Try this delicious little green on the barbeque!



ONIONS Not only do onions serve as a base to most soups and sauces, they also were used to predict the weather! In old English folklore, the thickness of an onion skin can help predict the severity of the winter. A thin skin predicts a mild winter while a thick skin indicates a rough winter is coming. See you later groundhog!



AVOCADOS Don't let its rough outer cover fool you, avocados are filled with vitamins, healthy fats and nutrients that keeps your skin looking healthy. Slice them up and serve on top of chicken, salads, omelets and more!



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RASPBERRIES We love to feel special and this drink does just that. Try raspberries crushed with simple syrup, shredded cucumbers, and ice water.



BLOODY MARY'S We love this drink because it can be alcoholic or non-alcoholic, but being the produce people we are we love it more for the veggies and herbs that you can dress it up with.

- Add horseradish or garlic to the vodka.
- Make the juice yourself with a juicer at home with fresh veggies and herbs!
- Acids- Lime juice, lemon juice, Worcestershire, Balsamic Vinegar.
- Garnishes- Carrots, celery, cucumbers, radish, tomatoes, basil, chives, rosemary, parsley and cilantro!

TRANSPORTATION & WEATHER



Trucks are in good supply.



Upwards of one-half inch of rain fell in central & Southern California districts on Wednesday evening. Temperatures have dropped to seasonal normal levels, however a warming trend is once again in the forecast going into next week, with a high of 79 predicted for Oxnard next Thursday. Warm, clear conditions will continue in the desert regions of Southern California, Arizona and Mainland Mexico. Highs will be in the 80's & 90's, with lows in the 60's. Florida growing conditions will be mild, with highs in the 70's in Central & South Florida. Showers are in the forecast for Tuesday and Wednesday.

Please see the link for more information on El Nino.

<http://www.cbsnews.com/news/the-worst-of-el-nino-is-still-to-come/>



Culinary Innovation: Seasonal Commodity Ideas

By: Stephanie Blanton, Procurement Specialist
Stephanie Goldfarb, PA Corporate Chef

Believe it or not, spring is approaching! And with it are delicate greens and a variety of alliums to brighten-up your menus. Below are some ideas for how to use my favorite spring green, rainbow chard. In addition, I have provided several imaginative ways to utilize onions in non-traditional applications.

Rainbow chard is one of the most versatile spring greens around. It is visually beautiful with stalks in a variety of bright colors, sturdy enough to hold up during cooking, and mild enough to be eaten raw. Unfortunately, much of the color drains from the stalks when you cook with them, but if done right, it is possible to retain some of it. For example, try flashing chopped rainbow chard in a hot pan with garlic oil and chili flakes for 15-20 seconds, and then topping with Maldon for a quick side dish. Rainbow chard stems can also be julienned and added to any stir fry at the end of cooking for added color and crunch. For a play on popular Kale salads, try massaging avocado, lemon juice, salt, and pepper directly into raw rainbow chard leaves, and topping with cherry tomatoes, hearts of palm, black olives, and quinoa.



Regular yellow and white onions are already in much of our store rooms and serve as the base for soups, sauces, and sautés. But their sweetness and durability also make onions the perfect highlight for many dishes. For example, pickled onions are a wonderful garnish for almost any savory dish in-need of brightness and acid. Dropping paper-thin slices of onion directly into hot oil yields a nest of frizzled onions, an excellent way to incorporate crispy texture in soups, on top of burgers or sandwiches, or any dish in need of a little crunch and sweetness. Frizzled onions are great on any line because they can be sliced thinly using a robot coupe or mandolin prior to service, and fried

quickly as-needed. No other ingredients are necessary! And don't throw away your onion skins! They impart a gorgeous golden color and deep aroma to any stock or broth. Onion skins can be saved in a plastic bag and frozen until they are needed.

FRUITS & VEGETABLES



AVOCADOS Best buys for this week are 32s/48s #1. Good quality.



BANANAS Supplies are very tight, and we are seeing pro rates. Due to the reoccurring rain, we are seeing a 30% decline in product.



BLUEBERRIES Most production is out of central Mexico and the quality is good.



BLACKBERRIES Steady supplies and good quality.



RASPBERRIES Steady volume. Quality is good.



STRAWBERRIES The market is improving daily. We are seeing some quality issues including bruising, mildew and the product being overripe.

CALIFORNIA-ARIZONA CITRUS



GRAPEFRUIT Good supply and quality is good.



LEMONS The desert lemon crop is almost done. We will be in Ventura soon. With the change, we will see a shift in size, peaking on the smaller size and very limited on larger sizes. We expect the market to tighten up.



LIMES (PERSIAN) Prices are steady.



ORANGES We are seeing this market firm up on smaller sizes. We have an abundant supply of larger sizes.



PINEAPPLE Volume is steady and quality is good.

CALIFORNIA LETTUCE



GREEN & RED LEAF Supplies are plentiful and quality are good.



ICEBERG LETTUCE The lettuce market is very active. Demand picked up this week and will continue. We are seeing fair quality, peel, and light weight.



ROMAINE Supplies are good and quality is average. Rain has affected the harvest and we are seeing epidermal blister and peel from cold weather. We do think that quality will improve next week.



ROMAINE HEARTS Supplies are good and quality is good.

EASTERN & WESTERN VEGETABLES



GREEN & RED BELL PEPPERS Crop damage in Florida continues to drive prices to extreme levels for green bell peppers; demand exceeds supply. Despite improved growing conditions in Mexico, availability of green bells remains light. Planted acreage has declined significantly compared to 2015; growers have cut back due to increased growing costs. Red & yellow bell availability continues to drop, as various growers in Mexico harvested early (packing as green bells) to take advantage of the recent price premium offered compared to red bells; thereby reducing availability for the intermediate term, potentially through the end of the season.



CUCUMBERS Prices have firmed from recent bottom levels, as growers have curtailed harvesting due to depressed market conditions; both in Honduras and Mexico.



ENGLISH CUCUMBERS Good availability in Nogales.



GREEN BEANS The upward price trend still has not subsided. Previous flood conditions in Florida have disrupted planting cycles and have resulted in drastic reduction in yields. Yields are also down for beans grown in Mainland Mexico. This is also the result of a planting gap that occurred during December.



ZUCCHINI & YELLOW SQUASH Zucchini production has recovered from the adverse weather that hit growing areas during January in both Mainland Mexico and South Florida. Prices have declined to the point where small growers in Mexico are expected to curtail harvesting in response to depressed market conditions. Availability has significantly improved for yellow squash, as improving weather conditions begin to have a positive effect on production in both Mexico and Florida.



ACORN, BUTTERNUT & SPAGHETTI SQUASH Availability is steady in Nogales for acorn, butternut and spaghetti. Quality continues to improve.



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RED FRESNO CHILI PEPPERS Now available in Nogales; prices have returned to reasonable levels. Jalapeno, serrano and caribe peppers are in tight supply.



GRAPES Market is starting to be very active with recent rainy weather taking a toll on crops. We expect to see this improve as we see Chile come into play, until then expect very high prices.



MANGOS Supply is still very active and prices are moderate. There is fair supply on red mangos. We should see this improve soon.



MELONS Cantaloupe supply is expected to decrease significantly over the next 10-14 days due to a slight gap as the deal transitions back to the Zacapa Valley in Guatemala for the spring cycle. Expect supply to be very short on smaller sized fruit (12/15s) during this time. We are anticipating an excellent crop for March and April as weather conditions have been ideal over the past month.

Honeydew production will be coming out of both Guatemala and Honduras over the next two weeks. Overall volume is expected to remain steady the remainder of this month. Quality has been very good from both countries with clean fruit and brix levels in the 11-13% range.



WATERMELONS Watermelons are being imported from Mexico and Guatemala. Market is still strong, but demand has gone down due to weather in many regions. This has pushed the market down slightly. Over the next few weeks the price will continue to trend downward. Quality is good and the sugar is around 10.



HERBS Supplies are steady on most herbs.

Sorrel is getting back to normal.

Marjoram is starting to come around this week.

Dill: We are sourcing from Mexico right now.

Rosemary: Supplies are good.

Opal Basil: Supplies and quality are much better.

Tarragon and Chives: Quality and production are back to normal.

Mint: Supplies are good.

Savory- Supplies are good.

The **Cilantro** market is good.



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HERB	SUPPLIES	QUALITY	COUNTRY OF ORIGIN
Arugula	Good	Good	USA
Basil	Good	Good	USA/MEXICO
Opal Basil	Good	Good	USA/MEXICO
Thai Basil	Good	Good	USA/MEXICO
Bay Leaves	Good	Good	COLUMBIA
Chervil	Good	Good	USA
Chives	Good	Good	USA/MEXICO
Cilantro	Good	Good	USA
Dill	Good	Good	USA/MEXICO
Episode	Good	Good	MEXICO
Lemongrass	Good	Good	USA
Marjoram	Steady	Good	USA
Mint	Good	Good	USA
Oregano	Good	Good	USA
Italian Parsley	Good	Good	USA
Rosemary	Good	Good	USA
Sage	Good	Good	USA/MEXICO
Savory	Good	Good	USA
Sorrel	Steady	Good	USA
Tarragon	Good	Good	MEXICO
Thyme	Good	Good	USA
Lemon Thyme	Good	Good	USA
Lavender	Good	Good	USA
Lime Leaves	Good	Good	USA

MIXED VEGETABLES



ARTICHOKES Volume is steady. Most of the volume this week is expected to be 12's, 18's and 24's. Quality is excellent and most sizes are higher in price.



ARUGULA Supplies of both baby and wild arugula are good. Quality is good.



ASPARAGUS Prices are moderate, we are seeing good supply on smaller sizes and good quality. Larger sizes are still running low in supply. This seems to be improving.



BOK CHOY Availability is good.



BROCCOLI The Broccoli market is steady, quality is excellent.



BRUSSEL SPROUTS We are seeing improvement in this market. Prices are moderate.



CARROTS EXTREME MARKET ON JUMBOS AND STICKS. Availability is below average for jumbo carrots in the Cuyama Valley of California. We are seeing very low yields due to the amount of mud the rain brought to these crops. Prices are high and we are seeing extreme shortages.



CAULIFLOWER Demand is good. Prices are back up.



CELERY Although price has come down they still remain high to moderate for celery. We are also seeing pith in the celery.



CORN Late-season corn (yellow, white) from California is in limited supply.



FENNEL Supplies for the week will be good. Sizing throughout the week looks to be predominately 18's and 24's with very nice quality.



GARLIC Market will remain very steady. We will be using Argentine garlic until the crops in CA mature. We will be watching the CA crop weekly.



GINGER Chinese ginger is in good supply and offered at a substantial discount compared to ginger from Brazil.



GREEN CABBAGE Green cabbage supplies remain below expected volume due to smaller sizing and lighter weight heads in the fields. Quality is getting better.



GREEN ONIONS Demand has increased and quality is good.



KALE (GREEN) Demand is steady and quality is good with some occasional yellowing present.



MACHE Adequate availability.



NAPA Market is very active. We have started harvesting in Yuma and some internal problems are being reported. Supplies are low but improving and prices are moderate.



PARSLEY (CURLY, ITALIAN) This week's averages are normal for curly parsley. Prices are normal; overall quality and appearance continues to be very nice.



RADISHES Market is steady in CA. Great quality. The Florida market is very limited with radishes.



RED CABBAGE Quality and sizing has been great, with good color. Overall, the market is strong.



SNOW & SUGAR SNAP PEAS Snow and sugar snap peas are still in high demand, quality is good.



BABY SPINACH Baby Spinach and Clipped Spinach supplies are good. Quality and volume are good. The market is normal.



BUNCHED SPINACH Supply is steady, demand is strong. Quality is fair.



ONIONS Overall demand is slow throughout the country and Mexican supplies are beginning to cross heavier. As a result, the overall market has a sluggish feel and pricing on yellows have started to come off. Red onions have remained a bit more constant but Mexico is expected to start crossing reds within the next week. Although we have seen Mexican white onions crossing, this market remains very firm as several growers in Idaho are finishing their white onion crop. It is likely the overall onion market will continue to have a sluggish feel as we finish Idaho and transition into Texas.



POTATOES (IDAHO) Demand and pricing have stabilized on all sizes for both Norkotah and Burbank varieties. Large retailers will push consumer bags for Potato Lover's Month in February, and we expect a lot of cartons to be generated as a byproduct to these orders. The Norkotah supply will finish up over the next 2 months, and we should see a more stable market with higher FOBs once growers are shipping Burbank's exclusively.



TOMATOES Round, Romas Cherry and Grape: Market remains higher than expected on rounds out of Florida but supplies are improving daily which should continue to drive prices downward. Grape and cherry tomato prices will remain high as volume continues to be light in all markets. Roma and round production is good through McAllen and Nogales; overall quality is good however still fighting some ripening issues with round tomato.



TREE FRUIT Kiwi: Good supply of CA. Quality is good.



WASHINGTON APPLES & PEARS Gold Delicious and Granny Smith apples are tighter than they have been in a long time. It is likely that the Gala market will continue to increase in price. Braeburns, Jonagolds, and Cameos are all good buys.





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COMMODITY	PRICE	EXPECTED PRICE TREND	QUALITY
Avocados			
Avocados-California			
Avocados-Mexican	Good	Varies by Size	Good
Berries			
Blackberries	Good	Steady	Good
Blueberries	Good	Steady	Good
Raspberries	Good	Steady	Good
Strawberries	Steady	Steady	Fair
California-Arizona Citrus			
Grapefruit	Moderate	Steady	Good
Lemons	Moderate	Steady	Good
Limes	Good	Up	Excellent
Oranges-Navels	Navels	Good	Good-Navs
Pineapple	Moderate	Steady	Good
California Lettuce			
Green and Red Leaf	Good	Down	Good
Iceberg	Moderate	Up	Fair
Romaine	Moderate	Down	Good
Romaine Hearts	Moderate	Down	Good
Eastern & Western Vegetables			
Cucumbers	Low	Steady	Good
Green Beans	Extreme	Up	Good
Green Bell Peppers	Extreme	Up	Good
Red Bell Peppers	High	Up	Fair to Good
Yellow Squash	High	Down	Fair to Good
Zucchini	Low	Steady	Good
Grape & Tree Fruit			
Gapes-Green Seedless	Very High	Steady	Good
Grapes-Red Seedless	Very high	Steady	Good



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COMMODITY	PRICE	EXPECTED PRICE TREND	QUALITY
Plums	Finished		
Melons			
Cantaloupes	Good	Steady	Good
Honeydew	Good	Steady	Good
Mixed Vegetables			
Artichokes	Good	Steady	Excellent
Arugula	Good	Steady	Good
Asparagus	Good	Down	Good
Bok Choy	Good	Steady	Good
Broccoli	Low	Steady	Good
Carrots	High	Steady	Good
Cauliflower	Low	Up	Good
Celery	Very High	Down	Good
Frisbee	Moderate	Steady	Good
Fennel/Anise	Moderate	Steady	Very Good
Garlic, Peeled	High	Steady	Good
Green Cabbage	High	Steady	Excellent
Green Onions	High	Up	Fair
Kale (Green)	Low	Steady	Very Good
Mache	Moderate	Steady	Good
Napa	Moderate	Up	Fair
Parsley (Curly/Italian)	Moderate	Up	Very Good
Red Cabbage	Moderate	Steady	Excellent
Snow and Sugar Snap Peas	Steady	up	Poor to Fair
Spinach (baby)	Low	Steady	Good
Spinach (bunched)	Low	Steady	Good
Spring Mix	Low	Steady	Good
Onions			
Red	Moderate	Up	Good
White	Moderate	Lower	Good



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COMMODITY	PRICE	EXPECTED PRICE TREND	QUALITY
Yellow	Moderate	Lower	Good
Potatoes (Idaho)			
Idaho Russets	Variable	Steady	Good
Tomatoes			
Round, Grape	Moderate to Extreme	Up	Fair to Good
Romas	High to Extreme	Up	Fair to Good
Washington Apples & Pears			
Red and Golden Delicious, Granny Smiths, Pinks	Steady	Steady	Good
Golden Delicious, Fuji – New Crop	Steady	Steady	Good
Galas, Honeycrisp – New Crop, D’Anjous, Bosc Pears	High	Up	Good
Bartlett Pears	Moderate	Steady	Good

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