



MARKET TRENDS

FOR WEEK ENDING AUGUST 16, 2019



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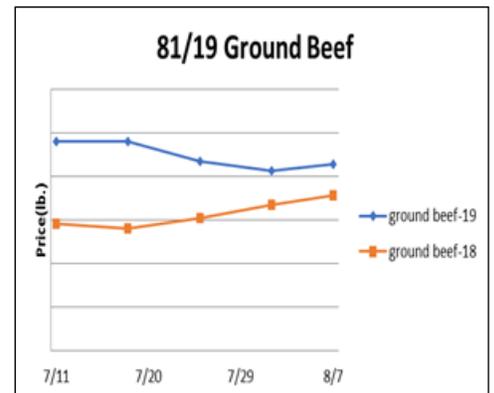
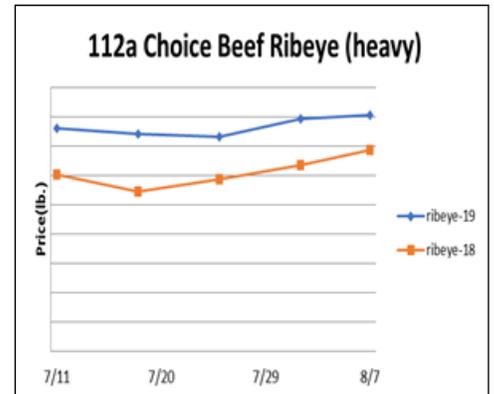
PERFORMANCE
FOODSERVICE



Beef, Veal & Lamb

Last week, beef packers took a step back from earlier big production schedules, notching just 502.7 million pounds of beef for the week, which was 4% below the week prior and 1.3% below a year ago. Beef prices have been firmer in response, with the middle meats garnering most of the strength. There may still be another week or two of higher beef prices as buying for Labor Day ends, but lower prices are expected in late September. Retail feature activity continues to support the grinds, but ground beef prices generally fade during the late summer and fall. Still, demand remains robust, keeping prices over a year ago.

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



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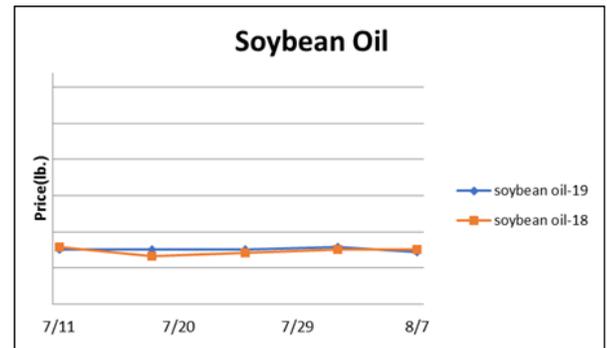
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Grains

As of August 4th, just 57% of the corn crop and 54% of the soybean crop in the U.S. were rated in either good or excellent condition. These are the worst ratings for the crops for the first week of August in seven years. The corn and soybean markets are anticipated to remain volatile during the next several months.

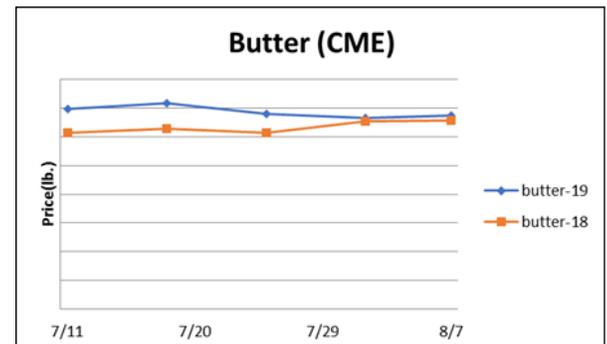
Description	Market Trend	Supplies	Price vs. Last Year
Soybeans, bushel	Decreasing	Good	Lower
Crude Soybean Oil, lb	Decreasing	Good	Lower
Soybean Meal, ton	Decreasing	Good	Lower
Corn, bushel	Decreasing	Good	Higher
Crude Corn Oil, lb	Decreasing	Good	Higher
High Fructose Corn Syrup	Decreasing	Good	Higher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



Dairy

Spot butter prices moved modestly higher since last week. June butter imports were 3.4% more than last year and were a record for the month. June butter exports were 40% lower year-over-year and were the smallest for the month since 2016. Butter demand is solid, but prices usually peak for the year in early September. Cheese block prices hit the highest level since November 2016. U.S. June cheese exports were 12.5% less than 2018. Weak cheese exports going forward are likely with lower global cheese prices in place. Cheese prices tend to top for the year in late-August.

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



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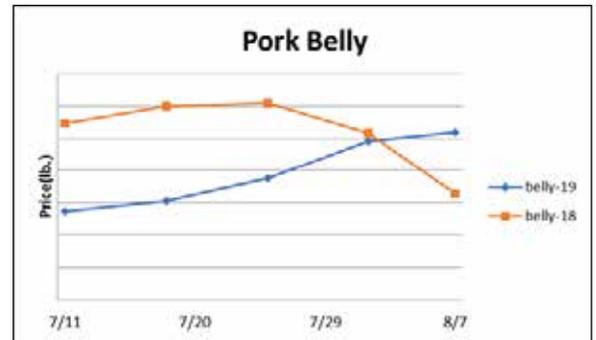
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Pork

Sharply higher hog carcass weights have eased back recently, and pork output has fallen modestly. Last week, production came in at 494.3 million pounds, 0.7% below the week prior but was still 1.9% larger than last year. Despite larger year-over-year production schedules, wholesale prices continue to rise, with the hams and bellies making the largest moves. Additionally, 42% pork trim prices have skyrocketed, with last week's price being over beef 50's for the first time since last fall. But, prices on the fat pork trim should decline into late August.

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



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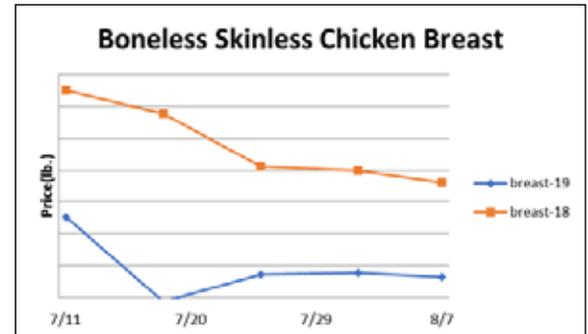
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Poultry

For the week ending July 27th, weekly young chicken harvests continued to run over a year ago, taking the six-week harvest more than 3% over last year. Heavier birds continue to add pounds to total chicken production, which caused output to be 5.3% better than last year. Despite elevated chicken production, pricing on the wings and dark meat segments have remained firm. Yet, look for wing prices to fade some in the near term, but solid demand should keep prices over a year ago throughout the fall. Similarly, dark meat demand is expected to stay robust, and prices on thigh meat and leg quarters are likely to remain elevated. That said, seasonal price drops are still projected.

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



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

Eggs

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



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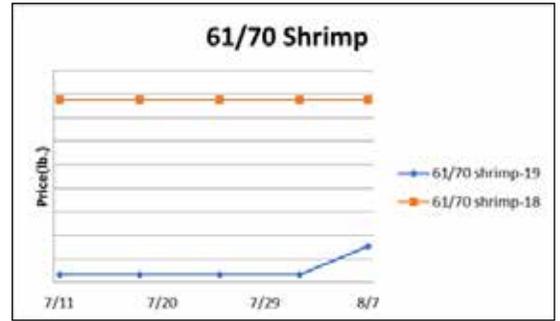
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Seafood

The salmon markets are tracking below year ago levels due in part to continued strong imports. During June, U.S. total salmon imports were 7.4% bigger than the previous year, with Atlantic salmon filet imports higher by 3.9%. A strong value of the U.S. dollar should encourage salmon exports to the U.S. However, world salmon output could be tempered in the coming months. This may underpin the salmon markets throughout the fall.

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

Retail Price Change from Prior Month

Description	June-19	May-19	Apr-19
Beef and Veal	Decreasing	Increasing	Increasing
Dairy	Decreasing	Increasing	Increasing
Pork	Decreasing	Increasing	Decreasing
Chicken	Decreasing	Decreasing	Increasing
Fresh Fish and Seafood	Decreasing	Increasing	Decreasing
Fresh Fruits and Vegetables	Decreasing	Decreasing	Decreasing

Various Markets

Nearby international sugar (#11) futures fell sharply since last week and remain historically deflated. It is no coincidence that the Brazilian real has also been under pressure, which encourages U.S. imports. Still, global sugar prices haven't priced below \$.10 for a notable period of time in 15 years.

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



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Produce

Market Overview

Smaller-sized lemons are still very EXTREME. Mini sweet peppers are a good buy. Lettuce, cauliflower, and broccoli are steady. Some seeders are showing up on iceberg. We are expecting quality to look good on all crops next week.

WATCH LIST

- Sweet Potatoes and Yams
- Pineapples
- Bell Pepper- Red, Green and Yellow

Apples & Pears

RED DELICIOUS: We will have good supply of Red Delicious apples through the rest of the season. Most grower lots are peaking on 72s to 100s. The best values and promotional items will be Premium and Exfcy # 1 Red 80s to 113s. The condition and quality are fair. Starting to see more watercore and lower shelf life on processed products. We do expect to see this be more prominent in all of the red varieties through the end of the storage season.

GOLDEN DELICIOUS: Golden delicious supply in Washington is very tight and will continue to be tight through the balance of the season. There will be little supply through the end of the season.

GRANNY SMITH: We will have some supply of Grannys through the balance of the season. The best values will be on Exfcy # 1 72s to 88s although the pricing on Grannys will continue to increase throughout the balance of the marketing season.

Pears: The Anjou, bosc, and red pears are all winding down. Supply mainly consists of 100s and larger, US#1, and very few fancy. Quality remains good

MARKET ALERT

- **Asparagus --ESCALATED (Large & XL) EXTREME (Jumbo)**
- **Avocados – ESCALATED**
- **English Cucumbers -- ESCALATED**
- **Grape Tomatoes -- ESCALATED**
- **Lemons (small sizes) -- EXTREME**
- **Onions (Yellow and White) -- ESCALATED**
- **Potatoes -- ESCALATED**



Good Buys:

Each week, we want to spotlight commodities based on how favorable prices, quality, and supply are in the market. Stay ahead of the trends and look to these good buys for their stellar performance in the fields!

Commodity	Market Update	Produce Expert Tip
Mini Sweet Peppers	Baja is finally up and running with light supply. Volume increases are expected soon, which will help ease the tight supply situation of late.	Today we are focusing on the cutest and most colorful veggies... mini sweet peppers! These peppers shine bright on the stands of the grocery store, with their sunny colors and are loaded with nutrients. Mini sweet peppers have the perfect crunch to them and can be eaten right out of the bag for a great healthy snack. If you're in the mood to spice it up, you can add the peppers to your nachos, pan fry them, and even roast them in olive oil for an amazing dish everyone will devour.

Salinas Forecast

SALINAS, CA:

Thu 8/8	Fri 8/9	Sat 8/10	Sun 8/11	Mon 8/12	Tue 8/13	Wed 8/14
69° 54° F	72° 61° F	73° 58° F	71° 54° F	75° 56° F	74° 56° F	69° 56° F
Partly Cloudy	Sunny	Partly Cloudy	Partly Cloudy	Sunny	Sunny	Sunny

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Produce (continued)

Artichokes

Supply industry-wide is fair. Demand is fair and prices are steady to higher.

Arugula

Supply and quality are good.

Asparagus

ESCALATED (Large & XL) EXTREME (Jumbo) Markets have come down on Large and XL. Mexico has lowered production and is forcing the West Coast to rely on Peruvian production, forcing higher prices and less overall volume. Large, XL, and Jumbo will remain tight. We expect this trend to continue over the next several weeks until new fields open up in Peru.

Avocados

Markets are slightly weaker than last week but seem to be starting to stabilize. Small fruit is still the most abundant, but it is getting to prices that make it possible to promote again. Demand is still low, but that is typical for this time of year. Big fruit continues to command a premium and the spread between Large and Small fruit is still \$10-15. Peru has plenty of product still available but shipments out of the country are slowing down, they should be finishing up by early September. #2 fruit is still a low overall percentage of the crop and in some cases is not available, especially on the 40's and larger. Markets should stay relatively stable for the next couple of weeks.

Bananas

Conditions are relatively stable with inbound supplies as we enter into the summer months. Volumes are declining slightly from all importers, but this is normal for the time of year. Fruit quality is very good.

Beans

The green bean market is mixed this week. Imported haricot verts are up, with moderate supply and demand. Machine-picked product out of New York is steady, with moderate supply and demand.

Berries:

Blackberries

The market has stabilized. The Pacific Northwest seasons are just getting started. Quality is very good: berries are deeply colored, juicy, and sweet. Sugar levels range from 12 to 13 Brix.

Blueberries

Prices are elevated. Seasonal production in California and Mexico is over. Supplies have become more abundant as harvest has begun in the Pacific Northwest regions. Quality is very good: berries are plump, deep blue/black, and juicy. Sugar levels range from 12 to 16 Brix.

Raspberries

Prices are stable. California stocks are abundant. Quality is very good: berries are plump and juicy with mildly sweet flavor. Sugar levels range from 13 to 14 Brix.

Strawberries

The market is stable; stocks are sufficient. California production will remain in Salinas/ Watsonville and Santa Maria through the summer months. Quality is very good: berries are plump and juicy with sweet flavor.

Bok Choy

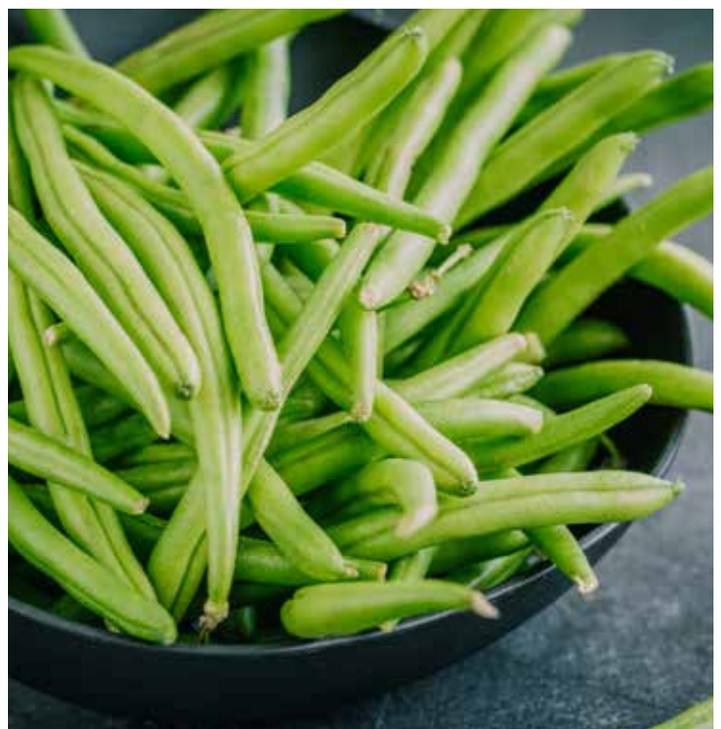
50# are in short supply and prices are steady.

Broccoli

The market is up; summer stocks remain limited. Quality is very good: yellow discoloration and mildew are minor issues, but harvesting crews are sorting for best quality.

Brussels Sprouts

Supply is plentiful, and quality is good.



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Produce *(continued)*

Cantaloupe

We are going here on the Westside with good volume, peaking on 9's and 12's now so smaller fruit a bit tighter. The overall quality is very good with a nice clean net and good internal color and a tight cavity. Sugars are as high as 13-14 which is excellent. We will be going through Mid-October.

Carrots

Supply and quality is good.

Cauliflower

We are expecting slightly less volume this week. Quality is good.

Celery

Plenty of supply is available. Quality is excellent.

Cilantro

Supply is tight this week.

Corn

Markets are getting active due to lighter supply in Michigan and supply gaps in the San Joaquin Valley.

Cucumbers

Cucumber prices are mixed for the week. The east is steady to down, while Mexico appears to be flat. Quality is fair for the time being.

Eggplant

Production continues to ramp up out of Michigan as well as the Carolinas, and markets are easing back. In the West, quality is outstanding, and volume is good.

English Cucumbers

There is a steady supply available from Georgia, Texas, and Canada. Markets are stable.

Fennel

Supply on fennel will be short for the next few weeks due to frost damage and the Yuma season finishing with light supply. We will continue to see a majority of smaller fennel this week - 18s and 24s will remain limited.

Garlic

Supply is firming up and markets are active due to trade tariffs being imposed on products from China.

Ginger

Chinese ginger markets are mixed, but quality is good. Also, product is available at higher costs from Brazil, Peru and Thailand.

Grapes

We are going full speed here in the Central Valley and will continue with good volume through December, the overall crop looks good, and hopefully quality continues to stay good barring any crazy weather. The Mexico region is also still harvesting but they are running out of steam and should be done in the next 10 days or so. The Coachella fruit is also getting tired due to temperature as high as 120 degrees which not even grapes like that weather but will have fruit for another week or so as well and then done.

Green Cabbage

50# are in short supply. Prices are steady and quality is good.

Red Cabbage

Supply is better this week.

Green Onions

Supply, quality, and demand are good.



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Produce *(continued)*

Honeydew

We are going on the Westside as well and peaking on the bigger fruit, smaller sizes on the tight side. The overall quality is very good as well with a green to cream cast and tight cavity with excellent internal color and sugar as well.

Jicama

Storage product available--will see blemishing due to the fact it's storage fruit. Good supply available.

Kale (green)

Supply is plentiful. Quality is good.

Lemons

We are packing Dist. 2 (Coastal Regions) fruit, just primarily size picking to relieve the trees of some stress. We are peaking on the big sizes due to the size picking, there should be good supplies through the summer and should not run into any shortages. The overall color is good but you will see some green as well due to the time of the year we are gassing to bring on color, but you will still see some green stem end and blossom end, the fruit is on the firm side. The moisture has also been creating spores in the fields as well and we will hope that it is not to extensive on the clear rot, but it is inevitable, and we are doing all we can to help slow the spores down in the field and in the packinghouse. There is also plenty of Imported Lemons on the East coast and also out of Texas. We have fruit from Chile, Mexico, Argentinean and Spain.

Lettuce:

Butter

Volume is improving. We are continuing to see irregular sizing. Demand is steady.

Green Leaf

Supply is fair to good. We are seeing some irregular sizing and fringe/wind burn. Demand is fair.

Red Leaf

Red leaf volumes are steady. However, there is some light fringe/wind burn and irregular sizing.

Iceberg Lettuce

Supply will be on budget this week. Fields are a little off schedule, but weather has been in our favor and growing conditions have been good. Overall quality and color look great. The market has been steady.

Romaine

Romaine supply is good, but we are dealing with many quality issues. Fringe, wind burn, and light twist are present, which are all contributing to the reduction in yields at the field level.

Romaine Hearts

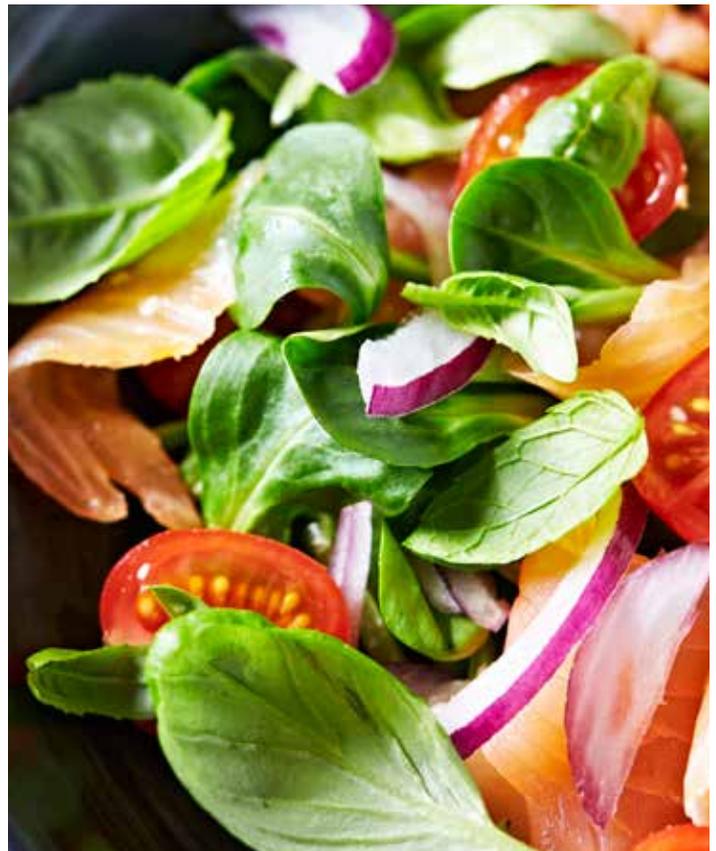
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Limes

We are seeing a spike in the market before it levels out and comes down a little. With aging fruit and lower-quality left on the trees, there is lower-quality fruit coming into the marketplace. We will also start seeing smaller-sized fruit; this should stabilize as the weather changes and rain comes. We are getting into the rainy and tropical depression season, which can cause a disturbance in the market as well. We will continue to see higher pricing for the next month or a little longer.

Napa

Supply is tight this week.



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Produce (continued)

Onions

The onion market has declined as all areas have had supply. We are seeing supply on red onions exceed demand, as growers are finding their remaining inventories to have a surplus of reds compared to yellows. Washington new crop has also begun in a small way last week and will continue to ramp up in the coming weeks. What was originally supposed to be a delayed start date has been moved up due to recent high temperatures in the Northwest. Few growers will start in Idaho/Oregon next week, but the vast majority of shippers will start their season next week. We expect pricing to level off on all colors and sizes.

Oranges

We are going on Valencia's and will continue through October, the overall crop volume is of normal size and peaking on 88's, 113's. The overall quality of the Valencia's looks good now but fruit will have a tinge of green with good internal juice and sugars are 12-13 so eating good, and keep in mind they are a Valencia that has been on the tree for about 15 months.

Parsley(Curly, Italian)

Supply is fair and quality is good.

Green Bell Pepper

WATCHLIST Green peppers are mixed for the week. The east is stable in pricing for the week out of North Carolina and Michigan. The west is seeing a price increase out of California for the week. Quality is fair in all regions.

Jalapeños (Chiles)

Baja's chili pepper crossings are steady, providing all varieties on a consistent basis. Domestic supply is also available in CA, but it's limited to mostly jalapenos at this point. Overall quality is good, but poblanos have challenges and may not travel well. Eastern chilies are primarily a local deal now, with product available in NC, KY, NJ, PA, and VA. No major volume, but there's enough to make a dent in demand.

Red Pepper

WATCHLIST The red pepper market remains strong due to poor production in the west. The east continues to pull from hot houses to cover demand. Quality is a mixture of fair to good for the time being. We should see promotable numbers out of Oxnard the first of September.

Yellow Pepper

WATCHLIST The yellow pepper market is also very short, with limited supply out of Mexico and Canada. Quality is very good..

Pineapple

Pineapple supplies are expected to remain low at least until the end of August. Sizing trend is moving slowly towards larger sizes which will help with 5 and 6ct availability. Quality is pretty good and expected to remain good thru the end of the year.

Mini Sweet Pepper

Mini sweet production has picked back up in Canada this week. With a couple more growers onboard in Baja, Mexico's supply has also strengthened. Fruit quality is good.

Pineapples

Pine supplies are expected to remain low (but improving) at least until the end of August. Sizing trend is moving slowly towards larger sizes which will help with 5 and 6ct availability. Quality is pretty good and expected to remain good thru the end of the year.



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Produce (continued)

Idaho and Colored Potatoes

Burbank supply are dwindling with growers finishing up in the coming weeks. Burbank quality is fair, which is leading to decreased pack out's and higher shrink. The lower production is causing carton FOB pricing to remain elevated. Size profiles remain heavy to smaller size cartons and consumer bags, and we anticipate this will be the case until new crop Norkotahs start. New crop Norkotahs will begin shipping fresh out of the field in the coming weeks. We will continue to see strength in the coming weeks as growers are stretching out their season until new crop becomes plentiful enough to fill the supply pipeline.

Radishes

Markets are firming up due to heavy precipitation and wind damage to fields.



Salad Blends

Prices are low; iceberg and romaine supplies are ample despite this week's heat. Inspectors are closely monitoring finished cartons for defects, as well as chunks and cores, to achieve the best packs.

Snow Peas and Sugar Snap Peas

Quality is fair, the market is steady, and supply is good

Spinach (Bunched)

Supply and quality are good.

Spinach (Baby)

Supply and quality are good.

Spring Mix

Supply and quality are good.

Sweet Potatoes and Yams

WATCH LIST Unfortunately, the estimated damage and effects of Hurricane Florence last fall on this sweet potato crop have come to fruition. The losses on this crop were closer to 40 or 45% versus the original 30% as predicted which has caused a severe scarcity issue on the remaining supplies. Most shippers are down to running two days each week in order to try and make this crop last until we can get into the new crop. We have had to reduce our customer base for the time being by about one third. Unfortunately, mother nature has not cooperated, and it's been extremely dry in the growing region. As it stands now, this new Sweet Potato crop is three weeks late. We need a good two or three days of rain (not summer scattered showers) in order for it not to slip into being six weeks late. We expect to be shipping new crop cured sweets around the first week of October. If we get rain, I would hope mid-September is even a reality. As of now we are not having to prorate any orders, but that will probably have to happen once we get closer to the end of this 2018/19 crop. Shippers are trying their best not to have a gap in a supply, but we are going to be at the mercy of mother nature.

Yellow Squash/Zucchini

Yellow squash is steady to down for the week. The west looks to have steady pricing out of Mexico. The east is seeing a price drop, which will vary depending on which area product is coming from. Wind scarring continues to be the largest quality issue. Zucchini is flat for the week. Both regions are reporting steady supply. Quality continues to be good.

MARKET TRENDS

WEEK ENDING AUGUST 16, 2019

PERFORMANCE
FOODSERVICE



Produce (continued)

TOMATOES

EAST

Rounds

The east has several regions growing product. Quality is fair; however, volume is lighter than expected, causing markets to tick upward

Romas

The east is seeing production out of Tennessee and North Carolina. Quality is fair for now due to the rainstorms that hit the fields.

Grapes

ESCALATED Grape tomatoes remain lighter this week, causing markets to stay firm. The recent rainstorms in the east have caused some field damage and quality issues.

Cherries

Cherry tomato prices look to be flat for the week. Supply looks to be covering the current demand. Quality is good.

Organic

Seeing a mixed market as we transition from Jasper to the Carolinas and Virginia. FOB prices will be up this week and quality will vary due to the transition.



WEST/MEXICO

Rounds

The round tomatoes market has tightened up in the west due to heat-related issues and lighter supply as we finish up the spring production. We are expecting relief over the next ten days as the growers break newer blocks. Quality is fair; we are seeing a lot of sun scald and soft fruit in the market.

Romas

CA's roma volume has tightened up due to heat last week while Baja and Eastern Mexico production remain stable. Markets remain firm as east coast demand remains strong.

Grapes

The west is being supplied by Baja, with mainland Mexico starting harvest in the next week or two. Quality in the west is good on the new crop, but fair on the old crop.

Cherries

Cherry tomato prices look to be flat for the week. Supply looks to be covering the current demand. Quality is good.

Tree Fruit

Most shippers are going good on Peaches, plums and Nectarines market but still strong as the cool weather has slowed growth, but we are looking at hot temperatures and fruit volume will really start to increase, and markets should ease a bit. Cherries are also tight due to the rains that caused some major damage.

Watermelons

Prices are weak; domestic supplies are ample. The Mexican season has ended. Quality is very good: melons are firm, juicy, and sweet. Sugar levels range from 11 to 12 Brix.