




MARKETSCOPE





November 10th - 16th, 2018

Due to a lack of supply and good demand transition is under way as some shippers have made or are in the process of making the move to Yuma, Arizona. The main question is? Is Yuma ready to get going? The answer is yes but in a light way and due to that, prices will continue to be high and because we are in early this creates concerns of a gap in supply happening due to harvesting early. Prices overall are high again this week and with the U.S. Thanksgiving Holiday demand already kicking in all indications are showing it is going to continue to get worse. Nogales winter deal was getting better and then due to poor weather and good demand supply has gotten tight in a hurry and prices are up and climbing. Vancouver Island grown items are down to winter veg and include; green & red cabbage, jumbo carrots, acorn/spaghetti/butternut/kabocha/banana squash, parsnips, kennebec potatoes, red & yellow potatoes, red beets, and leeks. From the mainland we have the same winter veg only with; gold beets, savoy cabbage, rutabaga, snaptop carrots, and brussel sprouts. B.C. greenhouse growers are now done for the season. We could see a few pockets of supply but that will be limited

LETTUCE

Iceberg: Price is strong and supply is extremely tight with no relief expected until possibly after the U.S. Thanksgiving Holiday. Quality is fair-good out of the north but should be good out of Yuma once we start pulling from there. 

Romaine: Price is strong with extremely tight supplies with no relief expected until after the U.S. Thanksgiving. Are you seeing a theme here? Quality is fair to good at best as we near the end of the Salinas season with 24ct California in stock. 

Leaf: Price is strong with extremely tight supplies and no relief until after the U.S. Thanksgiving holiday. Sounds like a broken record right? But still surprisingly leaf continues to be the lowest priced of the lettuces again this week and if you can use red leaf it is even lower. In stock are California "High Yield" Snoboy label 24ct green & red leaf and 2x5lbs leaf filets. 


Spring Mix: Supply is ok. A little scary because we are in 2 areas at the same time with some baby lettuces coming out of one and others out of the other. My guess is we will see less variety of the baby lettuces in the mix but the good thing about spring mix is the price stays fairly stable and becomes an option to the high lettuce prices. The concern will be that quality could not be that great. In stock is regular (classic), Tuscan baby, and Organic.


Arugula: Supply and quality both continue to be good.

Artisan/Tuscan: Supply is tight due to transition and quality is only fair.

Spinach W&T: Another one of those fairly stable priced items to help combat high lettuce prices. Supply is ok and quality is fair-good with 4x2.5lb washed & trimmed in stock.

CITRUS

Oranges: Supply continues to improve and price continues to slowly come down just like B.C. opening up the legal pot shops slowly!!!! Still on the green side and not super sweet but getting better each week. Sizing continues to be on the small side with 72ct being the largest available. Reports continue to come in that numbers are down from last year. This week in stock are; fancy 138, 113, and 72ct Navels. 


Lemons: Supply continues to improve and price is headed in the right direction – down – still high priced but at least headed in the right direction. In stock are 115 and 165ct choice California. 

Limes: Price is stable this week with 200 & 175ct in stock. 

TOMATOES


This looks like it will be the last week of harvest for California round tomatoes. We will try to carry a little extra going into next week trying to hold off on Florida as long as possible. Don't get me wrong, Florida quality is normally very good it is just all about the high prices we are hearing out of Florida right now and we want to hold off on those as long as we can. First Florida arrivals are set to start around November 16th. We have both 5x6 and 6x7 in stock with 6x7 being less expensive than the 5x6 again this week but now catching up. Roma supply continues to be tight and price continues to be strong. Cherry tomato price is stable this week making grape the best value again this week. B.C. Greenhouse season is all but done for 2018.

ONIONS

Pressure on the market due to extra demand going into the U.S. holiday is pushing prices up, **but**, sometimes but is good right? For this week our buyers have done a great job getting a special price and the jumbo #1 yellow price is down ☺. After that, next week prices will be back up and possibly climbing. In stock is yellow #1 jumbo, medium, 16/3lbs and red #1 25lbs jumbo. 

BROCCOLI/CAULIFLOWER

Broccoli: Supply continues to be tight but prices remain stable this week still high but stable at least. With good demand expected over the next few weeks all indications are that prices are going to go up again soon. Quality continues to be good with 14ct bunched and Asian cut crowns (Lu Jin) and domestic cut crowns (Green Gold) in stock.

Cauliflower: Supply continues to be tight and price continues to go up. Not high enough so that we can't make cauliflower bread sticks mind you. Quality is good with 12 & 9ct in stock. 

PEPPERS

Green pepper: Supply has now shifted to Mexico and with the poor weather and good demand price continues to be strong.

Red Peppers: Price continues to be strong and supply is now coming from Mexico. In stock we have Mexican 25lbs choice.

Coloured Peppers: B.C. greenhouse pepper supply continues to be available but the end is coming soon so let's enjoy it while we can. We have XL 11lbs red, yellow, and orange in stock.

POTATOES

Good supply and quality on the Vancouver Island Kennebec's continues. Galey Farms has excellent supplies of red and yellow potatoes in nugget, medium and large all in stock. Washington baker prices are starting to climb due to good demand and reports that storage numbers are down this year. In stock we have Snoboy 100ct, 80ct and, 60ct.

MELONS

Cantaloupe: Mexico and offshore cantaloupes are now available but the market is high. We should see the market settle as more offshore supply becomes available.

Honeydew: Switching to Mexico where supplies are being reported as light making for a continued high market. Quality is good with 6ct Mexican in stock

Watermelon: Supplies are light with a strong market. Quality is good with Mexican 8ct in stock.

BERRIES

Supply is improving but now demand has also started to kick in making for a strong market. We have 8x1lbs and 4x2lbs clamshell in stock. We are also stocking limited supplies of Mexican raspberries. 