



*** THE A & Z MARKET REPORT ***

A Weekly Produce Report for Our Produce Buyers

June 19, 2017



GENERAL OUTLOOK: The long-range weather forecast for western growing regions indicates that the current heat wave (10-20 degrees above normal) will last through the end of June. Coastal regions will warm less than the inland areas of the San Joaquin Valley and the desert growing districts of SoCal and Western Arizona. The heat will increase plant growth rates but it could also could damage ground vegetables. Insect populations will increase as we move into the middle of the summer. The heavy winter rains created the perfect environment for these pests to thrive. We expect growers to meet these challenges and keep packs within USDA tolerance levels. Heavy harvest yields will create many profit opportunities over the next few months. Stay tuned!

*** TIGHT ITEMS ***



MELONS: Supplies are gapping and prices are rising! Mexican WATERMELONS ended early while production in the desert regions of CA & AZ are limited due to decreased acreage planted this year. Desert CANTALOUPEs and HONEYDEWS are past peak production and supplies are dwindling. Hot temps are the main factor now for desert production this week as near record highs (up to 118 degrees) will affect plant health, yields, quality and the well-being of melon pickers. Thus, harvest periods will be reduced due to this brutal heat. New Bakersfield (the West Side of the San Joaquin Valley) production is the next area, but won't really get going until July.

CITRUS: These markets are tight this week and most prices are higher. Domestic LEMON production is super tight with little sign of relief moving through the summer. (Sunkist is turning away any new lemon business as they try to fill contracts and prorate to regular customers.) The first Chilean imports are arriving, but shippers feel that volumes will not be sufficient to make any real impact for several weeks. With California NAVELS finished, the VALENCIA harvest is in full swing (already over 35% picked), but sizing and availability are real issues due to heavy demand. The industry is way over picked for this time of year. This coupled with a short crop and strong demand means that there is not much fruit available. Now with excessive heat, harvesting is curtailed even more. Domestic MANDARINS have ended, but Chilean fruit (Navels too) will start arriving soon. California GRAPEFRUIT is moving well, but the season will end soon. LIMES are the best citrus value this week even though sizing is on the small side due to previous hot temps and little rain in the Eastern Mexico growing regions.

TOMATOES: These markets are in transition. Baja, Mexico is producing lighter supplies because of recent unseasonably cool weather that has slowed plant growth. SoCal also has light supplies while Central CA starts this week. Greenhouse expansions in Mexico and the U.S. are helping to increase quality and improve availability.

*** PROMOTIONAL ITEMS ***

LEAF LETTUCES: Salinas and Santa Maria are the primary shipping points on the West Coast. Markets are flat while better quality supplies of RED/GREEN LEAF and ROMAINE are available this week. Please call!

SEEDLESS GRAPES: These markets are about as low as they can go! Mexico and Coachella, CA are both harvesting heavy volumes and are competing for business. Quality is very nice from both areas with sizing improving too. Mexico will finish soon while the next district, the San Joaquin Valley, is gearing up for big production volumes in July. Now is the time to line up your next grape ad. Call our sales team now! **CUCUMBERS:** Increasing supplies are coming from new fields in Baja, Mexico. Color, condition and quality are reported as good. Call!

DRY ONIONS: These markets remain attractive at low levels because of light demand, yet increasing availability of REDS, YELLOWS and SWEETS from competing areas



ASPARAGUS: Overall, this market is easing with six growing districts (Mexico, Peru, CA, WA, ID & MI) producing. However, Central Mexico is in full production and have sent extra product to A&Z. While supplies last, prices are low and quality is good. Call!



PINEAPPLES: Dole continues to partner with A&Z to push extra fruit from Honduras and Costa Rica. Quality is good and pricing is really low, especially for pallet sales. Some organic fruit is often available too. This market is expected to strengthen moving into July and August, so now is the time to seize this opportunity. Please call for prices!

ICEBERG LETTUCE: This market is easing because of good supplies in California (Santa Maria still is producing while better volumes are coming from the Salinas Valley). However, Mexico has good production too as abundant product is crossing the border.

CRENSHAW MELONS: Now is the time to take advantage of spectacular pricing on this very popular summertime melon. Pricing is on the floor for a large, high colored, high sugar piece of fruit. Did you know that a Crenshaw Melon is a cross between a casaba and a cantaloupe?

*** * * FRESH FRUITS & VEGETABLES * * ***

FANCY BERRIES: California RASPBERRY production is on the decline as we hit the normal 'slump' this time of year. Better supplies are not expected until the 2nd bloom in mid August. BLUES have been somewhat tight but the central part of the state is starting production with heat as the main concern the coming weeks. BLACKBERRY supplies are also gradually increasing. The Pacific Northwest is supposed to start all berries by the end of the month but where California is experiencing record heat the Northwest is experiencing unseasonably cooler weather which could cause delays in harvesting and lower yields.

STONE FRUITS: Weather in California's San Joaquin Valley has been positive for good production. Harvesting started out slowly and smaller size fruit remains tight. With warmer weather for the next two weeks, fruit will size up even more. CHERRIES have ended in the Golden State and the season has moved to Washington and Idaho. APRICOTS, PEACHES, NECTARINES and PLUMS are all available. Color, quality and flavor are all improving.

CELERY: This market has quickly receded as other growing districts have come on line. Salinas has started and is overlapping with Oxnard/Santa Maria, competing for business. Michigan has also started, helping to supply the Midwest/East Coast.

BELL PEPPERS: GREEN BELLS are in a gap as Coachella ends while Bakersfield, CA is just getting started with limited, larger size supplies. COLORED BELLS are in better supply with good quality and condition.

CAULIFLOWER: This market is more or less steady, with some shippers having good supplies while others have less. With current light demand, supplies are adequate. (Note: Inconsistent plantings due to adverse weather may create harvesting gaps down the road).

BROCCOLI: These markets remain steady this week with supplies coming from three growing districts (Salinas & Santa Maria, CA and Mexico). Quality and color are good.

POTATOES: Larger size box baker (40-70 counts) markets are very active and even more expensive. The Idaho storage Burbank RUSSET crop remains smaller in size profile and quality is diminishing. Only about 30-40% are making US #1. Shippers are enforcing stricter grading as a result. (Note: New crop Idaho Norkotahs should start around the first week of August.)

STRAWBERRIES: California supplies are somewhat limited due to cooler, wet weather in the northern Salinas/Watsonville districts last week and declining, post-peak production in Santa Maria. As volumes improve, promotional opportunities will return.

SOFT SQUASHES: Sonora, Mexico has ended while new crop YELLOW and ZUCCHINI harvesting in SoCal is slowly improving. Recent high prices are falling into more normal levels as supplies increase.



AVOCADOS: The overall U.S. fresh market is best satisfied when 50 million pounds are available weekly, but California and Mexico are only able to supply around 30 millions per week (10 and 20 respectfully). Thus, HASS demand remains strong and prices remain high. California will peak this month, taper off in July and end in August. Mexican import volumes are dropping too. Peru hopes to help fill that gap as their season begins with volume this year expected to be 30-40% higher than a year ago. Peru's delayed entry into the U.S. market due to early season rains will actually work to their advantage with stronger market prices. Basically, demand still exceeds supply!

GREEN ONIONS: A serious heat wave (up to 110 degrees) in Mexican fields will likely slow plant growth, impact quality and push prices up in the near term.

APPLES: Supplies continue to be tight on smaller sizes as prices usually rise this time of the year. GOLDEN DELICIOUS and GRANNY SMITH supplies are tightening.

***** PLEASE CHECK OUT OUR NEW FACILITY *****
400 W 450 North, North Salt Lake City, UT 84054