

The Market Outlook

April 16, 2023

New and Seasonal

Cosmic Crisp Apples: WA. 113 ct. Check with your BIX Rep. for current inventories.

Peaches: CHILE. 30-36 ct. PP, 2-layer. After current inventory is sold supplies will gap until domestic product becomes available in mid-May.

Plums: CHILE. 48-55 ct. PP, 2-layer. Check with your BIX Rep. for current inventories.

Winter Citrus:
Check with your BIX Rep. for current inventories.

- **Minneola Tangelo:** 125 ct.
- **Blood Oranges:** 64-68 ct.
- **Cara Cara Oranges:** 54-56 ct.
- **Mandarin Clementines:** 4/5 lbs.

Oranges, Juice: FLA. 80-100 ct. Limited inventory. Check with your BIX Rep. for current inventories.

Wild Mushroom: Nothing available at this time. Fresh Morels are right around the corner.

Ramps (Wild Leeks): 1 lbs. Just starting with light supplies and higher pricing.

Rhubarb: OR/WA: 20 lbs. Due Monday, 4/16.

Weather Updates

Region	Past	Future
Mexico		
Slightly cooler temperatures through the weekend. Daytime highs in the low 70s-80s, with lows in the mid 40s-50s. Slight chance of light isolated showers.		
California		
Dry pressure system moves off late Thursday, with a high pressure system returning. Max temperatures in the mid 60s-low 80s.		
Florida		
3"+ rain expected Thursday in Tampa Bay and southern Florida. All but northern Florida will have dry weather Friday. Winds sustained at 15-20mph, gusting to 25-30 mph through Thursday.		
Arizona		
Temperatures closer to normal late this week due to a cold front bringing with it 40-45mph winds. Temperatures in the upper 70s to low 80s Thursday, and mid 70s to mid 80s Friday.		

Weather Key: Wind, Storms, Rain, Drizzle, Wind & Drizzle, Snow, Hurricane, Flurries, Clouds, Sun

Commodity	Quality	$$$
Apples	Good	Fair
Asparagus	Good	Fair
Avocado	Good	Fair
Berries: Strawberries	Fair	Fair
Berries: Raspberries	Fair	Fair
Berries: Blackberries	Fair	Fair
Berries: Blueberries	Good	Good
Brussel Sprouts	Good	Fair
Broccoli	Good	Fair
Carrots	Good	Good
Cauliflower	Good	Fair
Celery	Good	Fair
Citrus: Lemons	Good	Good
Citrus: Limes	Good	Good
Citrus: Oranges	Good	Good
Corn	Good	Fair
Grapes, Green	Good	Fair
Grapes, Red	Good	Fair
Green Beans	Good	Fair
Lettuce (Head)	Fair	Fair
Onions	Good	Fair
Romaine/Romaine Hearts	Good	Fair
Tender Leaf *(Spring Mix, Spinach, Arugula, Baby Kale)*	Good	Good
Melons: Cantaloupe	Good	Good
Melons: Honeydew	Good	Fair
Peppers	Good	Fair
Pears	Good	Good
Potatoes	Good	Fair
Squash	Good	Fair
Tomatoes	Good	Good

Good Fair Caution

Featured Items This Week

Peaches, Plums, Ramps (Wild Leeks), Rhubarb.

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Market Details

California Growing Season:

Much of California has had consistently cold weather and rain with some areas still under water. This is the time of year when growers move from Arizona to California, but continued weather issues have already delayed the transition by several weeks.

Other growing areas are extending their seasons which means harvesting in hotter weather and leading to increased pest presence and quality issues. BIX will continue to keep you informed of the situation as more information becomes available.



Strawberries:

CA: Supplies continue to be very limited, as demand exceeds supply. Expect to see larger size berries, with light bruising and some white shoulders. Growers are expecting conditions to improve over the next few weeks, and supplies to improve. With Mother's Day fast approaching there should be Stem Strawberries available, but the growers are reluctant to give pricing yet. Supply information should be released sometime this week, thus letting buyers know what they expect to have access to. Please let your Sales Rep. know as soon as you can how many cases of Stem Strawberries you expect to need. Pre-orders need to be submitted weeks before loading them, and it's hard to increase orders at the last minute.



Raspberries:

MX: Supplies continue to be tight coming in from Mexico. Prices are steady to higher, and quality has been fair. Demand exceeds supplies right now.

Blackberries:

MX: Supplies are very tight and shippers are prorating orders. Expect to see gaps here and there over the next couple weeks. Quality has been hit and miss. Prices are steady to higher.



Blueberries:

MX: Supplies continues to be tight, as South American product is finished for the season. Domestic product is just getting under way. Prices are steady.



Lettuce/Romaine:

Head Lettuce: Markets have jumped on spotty supplies due to transition. Most growers are snug on Iceberg right now, as fields peter out in Yuma, but are not quite ready in Salinas yet. There will be a bumpy ride until early May on Iceberg. Prices are high and quality will not be where it should be.

Romaine: Romaine is in a bit better shape, with supplies out of Yuma still chugging along a bit. Prices have gone up, but not nearly as much as Iceberg. There is still some blistering in most packs.

Boston: Not as impacted as Iceberg, but quality is just fair.

Squash:

MX: Good supplies of Zucchini and Yellow Squash coming in from Mexico. Prices are steady to higher. **Kabocha Squash is very hard to find, and there will be no stock for a short time.**

Broccoli:

Broccoli markets are up on struggling supplies. Yuma is done, but cold weather in California has stunted Broccoli growth in Salinas/Santa Maria. This should only last for 2-3 weeks.



Cauliflower:

Markets have moved up quickly due to lack of supplies. Yuma is done and Salinas/Santa Maria are a couple weeks behind. This market will stay high for 2-3 weeks.

Cantaloupe:

HONDURAS/GUATEMALA: Mostly steady markets. Supplies are heavier to the larger-sized fruit. Smaller size, 15 ct. are limited. The quality has been very nice.



Honeydew:

GUATEMALA/MX: Markets are up a bit from last week. Stronger demand and lighter supplies, especially on the smaller-sized fruit. Quality has been good.



Avocados:

MX: The Avocado market is up. Good quality.



Grapes:

Green Grapes: PERU/CHILI: The Green Grape market is up. Good quality.
Red Grapes: The Red Grape market is up. Good quality.
Lunch Bunch Grapes: CHILE: The Lunch Bunch market is stable. Good quality.

Grapefruit:

CA: Interior color will be noticeably "lighter" with the transition to Californian fruit.

Oranges:

Navels: CA: The quality remains excellent. There may be some quality issues coming if the growing regions see warmer temperatures. Season end dates on Navels will depend on the temperatures. Shippers are hoping to go into June. If temperatures get to warm too fast things will blow up in a hurry. There are currently good supplies of Minneola Tangelo, Cara Cara, Blood Oranges and Clementines. There should be another couple weeks of good supplies, and when May begins product will get lighter as the "specialty" citrus season winds down.

Kiwi:

GREECE: Good quality. Steady market.

Limes:

MX: Better supplies on the smaller sizes. Markets are starting to come off.

Lemons:

CA: Mostly steady markets for now. Fruit is peaking on 115 ct., 95 ct., and 75 ct. sizes. District #1 is the main growing region, peaking on larger-sized fruit. District #2 continues to ramp up and will bring more choice grade fruit into the market. Quality has been good.

Pears:

Anjou: Shipping 110-120 ct. The smaller sizes have been limited.
Red Pears: Ample supplies.
Bosc Pears: Ample supplies.
Asian Pears: Stocking a limited quantity of Chilean product.

Starfruit:

TAIWAN: Quality has been very nice. Prices are steady.

Corn:

FLA: Supplies are becoming short from Florida and prices are going up. Quality has been good.

Beets, Red:

Supplies have become extremely tight and prices have gone through the roof! There may be gaps of this item as they are very hard to find.

Carrots:

CA: Good supplies and great quality from California. Northern fields are finishing up, but early reports from the South are also very good.

Cucumbers:

MX: Good supplies coming in from Mexico, with good quality. Some product is also shipping in from Honduras, with good quality reports. Prices are steadily higher.

Green Beans:

FL: Supplies have tightened up again and prices are higher. Quality has been good.

Peas:

PERU/GUATEMALA: Tighter supplies on both Pea Pods and Sugar Snaps. English Peas are starting up.

Peppers:

MX: Things are turning around as supplies are getting tight coming in from Mexico, and prices are starting to rise on Red and Yellow Peppers. Green Peppers are steady with good quality.

Potatoes:

USA: Idaho Russet markets are up. Long term forecasts show there will be an elevated market through August and possibly longer. There just isn't enough crop to last until the new crop starts in August. Some shippers have already started some prorates to ensure they don't run out of Potatoes as Summer approaches. 40 ct.-80 ct. sizes are very tight. Good quality.
Red and Yellow Potatoes: These are coming from the Red River Valley. Good quality and prices have stabilized.



Onions:

USA: This market is up as the transition looms in a couple weeks. Colossal and Super Colossal sized Onions are especially getting tight. There has been some reports of minor internal issues which is normal for the end of the storage season.

Asparagus:

MX: Prices have started moving up with Mexico winding down. Quality is still good and sizing is solid. This market will perk up for a few weeks until the next region gets going.



Brussel Sprouts:

MX: Markets are moving up as Mexico is winding down. Quality is solid.

Celery:

Supplies are OK, with prices moving up a bit. Growers are transitioning and quality is good.



Tomatoes:

Roma Tomatoes: MX: Weather has been very good in Mexico. Production is very good and plenty of supply is crossing the border. Florida also has plentiful supply. Quality varies with a range of high-end, long shelf-life product to poor quality. Supply should be very good for the next couple of weeks and markets should remain affordable.

Red Grape Tomatoes: FLA/MX: As with Romas, there are plenty of supplies and the weather has been good in both areas. Quality ranges in both areas. The main issue out of Florida is over ripeness and shorter shelf-life. There is discoloration (light green color) and translucency for product out of Mexico. Each area also has some high-quality product. Supplies should be good for a few weeks, but at some point, there will be a gap with much lower supply.

Red Cherry Tomatoes: FLA/MX: Mexico crossings are lower this week. Production out of Florida is up. This is keeping the market stable and prices mainly on the low side. When it comes to quality, the shippers/growers with the highest quality product are commanding higher prices.

Round Tomatoes: FLA/MX: In both the Florida and Mexico markets, Rounds have started falling off. Perfect growing conditions caused the farms to be ahead of schedule and now they are flushing product and deals are being made in the market for bulk buys. Finding product is not a problem at this time. Supply issues will most likely occur at the end of the growing season as a shortage is expected during the transition of growing areas. Currently, demand cannot keep up with the supply and quality continues to be good.

Greenhouse Tomatoes: CAN: Markets continue to be lower from previous weeks. Canada is almost fully up and running with more and more of their product lines becoming available. Quality continues to be very good and demand remains the same.

Yellow Round Tomatoes: Not currently available.



Tender Leaf:

Spring Mix: Supplies are solid.

Arugula: Supplies are struggling in the immediate term with transition. One more week and then Salinas will start and things should improve. Quality is fair.

Baby Kale: Supplies are good. Quality is good.

Organic Baby Spinach: Supplies are doing fine. Quality is good.

Organic Baby Wild Arugula: Supplies are almost non-existent during transition. There should be improvement in just one week.

Local Items Available

Visit bixproduce.com/about/bix-local for full local list.

Hydro Bibb Lettuce, Tomato, Parsnips.