



# MARKETSCOPE

September 19<sup>th</sup> – 25<sup>th</sup>, 2020



From bad to worse in California. Supply continues to be very tight to the point on some items we are seeing prorates as much as 75% and that is with a very high market that the growers would love to be taking advantage of if they could. Fires, smoke, ash, lack of sun, drought conditions, and unsafe conditions for workers to harvest are the main reason for the shortages but also due to COVID farmers planted around 30% less this year and right now that is adding to the supply problem. Quality has and will continue to be affected and on most items, it is now F.O.B. final sales which means once it is on the truck you own it period! Outlook is not great and we could see some very high markets for the next few weeks. Ok so we have local and that will save us, right? Yes and no.

We are having our own sun issues, and this is causing some stunting in the plants. For example, out of nowhere we are having a gap in supply with local romaine where last week growers were talking about good supply until October. So leafy green local items are going to start to wind down in hurry. Local supply continues to be available but has transitioned into fall crops mainly moving away from summer crops. Vancouver Island items this week include: red beets, green/red cabbage, rainbow chard, kale, peaches & cream corn, green kale, green/red leaf lettuce, parsnips, potatoes – red/yellow/Kennebecs, and green & yellow zucchini, squashes, gourds, and mini and pie pumpkins. Over on the mainland, items include red & gold beets, rutabagas, turnips, long English cucumbers, B.C. greenhouse tomatoes, coloured greenhouse peppers, peaches, nectarines, fingerling potatoes, and Brussel sprouts.



## LETTUCE

**Iceberg:** Market is very strong again this week with no relief expected  anytime soon with all indications it is going to get worse not better. Price is high this week as supply is extremely tight due to poor conditions in California. Quality continues to be reported as good, but we are seeing some minor quality issues start to show up. In stock is California 24ct liner and cello 24ct lettuce. We also have lettuce that is processed right here in Victoria.

**Romaine:** Supply is extremely tight making for a very high market again this week and it is predicted to stay high for the next 10-14 days. Romaine continues to be the highest priced of the lettuces. Quality is fair-good and reports are it is going to be worse next week as growers disc under fields that are just too bad to harvest. And in an extremely high market that just makes things worse. In stock is Snoboy California 24ct "High Yield" and limited B.C. supply as well. We also have chopped romaine that is cleaned and processed right here in Victoria. 

**Leaf:** Price on California green leaf continues to go up and is now just about as expensive as romaine and iceberg this week. Quality overall is good for now. California Snoboy 24ct "High Yield" green leaf and green leaf fillets, and V. I. grown green and red leaf lettuces in stock this week.

**Spring Mix:** Supply and quality issues on all mixes this week.

**Arugula:** Supply continues to be just ok this week and quality is only fair.

**Artisan/Tuscan:** We do have supply, but we are expecting to see some quality issues as growers struggle to fill orders.

**Spinach W&T:** Supply continues to be tight, but we are getting a better fill rate. We are seeing some quality issues like bruising, yellow leaves, and wetness in all cases. In stock is 4x2lb Wash & Trim.



## CITRUS

**Oranges:** We are continuing to stock Australian Navels this week as supply on oranges overall continues to be tight. Price continues to be high, but quality is good with 48ct, 56ct and 88ct sizes in stock. Report on new crop: California Navel season is set to start is mid to late October. 

**Lemons:** California supply in stock this week and price is on the way up. Quality is good with 115 and 140ct in stock.

**Limes:** Price is up slightly this week but still reasonable. Quality is good with 175 and 200ct in stock.

## ONIONS



Washington onion supply continues to be good again this week. Fires in Washington are close to some growing areas but so far have not affected supply. All our onions in stock are Washington grown. Quality is good with Yellow #1 Jumbo, Yellow #2 Jumbo, Red #1 Jumbo 25lbs, Red #2 Jumbo 50lbs, also 40lbs Sweet Onions in stock.



## POTATOES

We have good supplies of Vancouver Island Kennebecs in stock.

Yellow and red medium and nuggets are all Vancouver Island grown.

 Supply on the Washington russets continues to improve each week and price is down a little more each week. In stock this week are Washington russet bakers 100ct, 90ct, and 80ct.

## TOMATOES



California tomato supply is tightening up in a hurry. Lack of sun, lack of heat, and poor air quality conditions keep workers out of the fields is slowing down supply in a hurry. Price overall is still reasonable compared to other crops, but it has gone up and is expected to go even higher for next week. Quality is good and we have in stock both 5x6 and 6x7, with 6x7 being lower in price. The Roma market is up and climbing due to the heat causing quality issues with over ripe soft tomatoes. BC tomato supply is good this week, but prices are starting to move up due to lighter supplies due to the lack of the sun and the high U.S. market.

## BROCCOLI/CAULIFLOWER

 **Broccoli:** Supply is very tight again this week making for a strong market and pushing prices up again with more of the same expected for next week. Quality is good with 14ct bunch, Domestic Green Gold & Asian Lu Jin cut crowns in stock.

**Cauliflower:** Market is stable this week which is a little surprise with the crazy high broccoli market, but it also shows that demand is not great, and these shortages are really due to actual true supply issues. Quality is good with 12ct and 9ct in stock.

## PEPPERS



**Green Peppers:** Supply is very tight and hard to get and quality is not great again this week. In stock 25lbs choice.

**Red Peppers:** Supply continues to be tight and prices continue to be strong with 25lbs California choice in stock.

**Coloured Peppers:** Supply is very good again this week making for some great deals on all colours red, yellow, and orange.

## MELONS

**Cantaloupe:** Quality continues to be good, but price has jumped up due to the conditions in California with 12ct in stock.

**Honeydew:** Supply is tight, and price continues to be strong this week with California 8ct in stock and quality is good.

**Watermelon:** Washington seedless in stock, quality is good.

## BERRIES

California strawberry supply is very tight due to poor growing conditions. Quality is better than expected but not great by any stretch. We have Driscoll 8/1lbs strawberries in stock. BC berries are now very limited as we transition into California blue, black, and raspberries.