

UNIFIED

# PRODUCE

Growing Your Retail Success!

## 5 top picks

### 1 AVOCADOS

We are already starting to see the “release date” for some California sizes.

### 2 BLUEBERRIES

Even though the cold start to their season has reduced imports, that should easily be offset by the increased acreage coming into production this year.

### 3 BROCCOLI

We expect to continue to see shortages well into the holiday season.

### 4 GREEN ONIONS

As we move closer to the holiday season, we tend to find a bit more volatility in supplies and quality.

### 5 LETTUCE

As we have talked about earlier, we are seeing planted acreage down almost 10% this season in Yuma, and that could mean higher prices all season.



Unified Grocers is pleased to present the first edition of our Southern California *Unified Produce* newsletter. This bimonthly newsletter is designed to provide our customers current marketing information and crop reports that will help them maintain a competitive edge. Unified also publishes another version of *Unified Produce* for our Pacific Northwest customers to ensure that the retailers in each region are well prepared to meet consumers’ needs in the markets they serve.

Over the past few years, Unified recommitted itself to being a provider of produce to independent retailers in Southern California and the Southwest. During that time, our Produce Department has grown and become a full case pick operation for retailers needing a complete produce solution that offers excellent quality and competitive pricing. Our warehouse has multiple temperature zones and is equipped with all of the logistical support that Unified provides through all of its departments. Among our many capabilities, our services include:

- Delivery and/or will call available
- The ability to support retailer’s individual produce specifications
- A fully supported ad process that can be customized to meet retailers’ go-to-market strategies.

Our management and sales teams have significant procurement and selling expertise, as well as extensive retail merchandising experience. In addition, our fresh produce operation is supported by a comprehensive brokerage office that aggressively finds and supplies the right ad item, at the right time and at the right price.

Our brokerage activity provides a solution for those members looking for full or mixed loads delivered directly to their stores or warehouse. We can deliver brokerage pallets in quantities of three pallets minimum to a full truck load.

Your business is important to us and we would like to demonstrate why Unified Produce makes sense for you and your business. In conjunction with your Unified Sales and Service Representative, we would like share with you an overview of the impact that purchasing produce through Unified’s Southern California Produce Division can have on your company’s CDP pricing program and continued success.

By working together, we believe you will soon discover Unified can positively support your produce operation and help your stores overcome the challenges they face. We look forward to the opportunity to discuss your produce needs with you and earn your business every day.

# Top Produce at a glance

## TOMATOES

Florida growers say their harvest yields continue to be 25 – 40% below normal for this time of year. There are much higher prices across the Tomato spectrum, although muted due to lack of national demand. We are seeing better price levels for Roma Tomatoes, which have been expensive over the past four weeks.



## CABBAGE

Red and Green Cabbage are staying in good supply, but Bok Choy and Napa are having some supply problems.



## APPLES

Early freezes in Yakima and Wenatchee Valleys in Washington have lowered crop estimates. Some growers say almost five million cartons of fruit were damaged. Smaller size fruit is very tight in supply right now, and most likely will stay that way through the season.



## CUCUMBERS

In the West, there are still limited supplies from Baja, and Mainland Mexico is starting up. We are seeing good quality and good price levels. Within a few weeks, we should see improved imports through Florida from off-shore fields.

## PEPPERS—GREEN

We are seeing improved supplies in the East, West and Mexico. Early harvest yields are leaning more to the medium and smaller sizes.

## STONEFRUIT

We have seen the very first imports of Cherries from Chile. Some early Peaches and Nectarines are also starting as well.

## LETTUCE—ICEBERG/LEAF/ROMAINE

Growers in Yuma are still very light with supplies for iceberg lettuce, which are keeping prices higher than normal. High prices will be magnified with every bad weather pattern that hits the region. When you have these issues with raw product, that also translates into trouble for processors. Some growers and processors have initiated “Act of God” clauses. We continue to see light weights, smaller heads on leaf Lettuce. That means yields are lighter as well for the end user. Growers are prorating orders right now for all Romaine lettuce. Size and weights are well below normal. Processors are putting a lot of pressure on supplies. We are not expecting relief from this market until mid-to-late-December. Some growers and processors have initiated “Act of God” clauses.

## CITRUS—ORANGES

By Christmas, sugar content should be near peak levels. Smaller size fruit is in very tight supply. Larger size fruit is the best value.

## ONIONS

You are starting to see an appearance difference in Yellow Onions especially. We are moving from “spring” Onion seed varieties to winter storage Onion seed varieties. Storage Onions have a darker, thicker skin, and because the cell structure is much tighter, the Onions are rock hard. This also makes storage Onions “hotter” than spring Onion types.

## SQUASH—ZUCCHINI & YELLOW

Western supplies and quality have been excellent on both Zucchini and Yellow Squash. In the East, Florida has very light supplies. Earlier heat caused blossom drop, which is impacting harvest yields now.

# Navel Orange



## DID YOU KNOW?

The name originates from the fact that the blossom end resembles the human navel.

This large fruit has a bright orange skin that is thick and easy to peel. The pulp is sweet and seedless.

The first harvest of navel oranges are traditionally light in color with a hint of green. Colder weather allows navel oranges to take on a darker orange color. If the cold weather is not present, navel oranges are gassed to bring out a darker exterior appearance.



## growing conditions

*Updates on Featured Items***Artichokes** Castroville, Lompoc

Although Artichokes are available year round, there are two main “seasons” of Artichokes. The largest season is the Spring season. The Fall sees another “season.” Fall Artichokes tend to be longer in shape, and tend to have very pointed thorns. You need to handle these chokes very carefully.

**Asparagus** Peru, Mexico, Chile

We are seeing supplies come in from three different growing regions, Peru, Chile and Mexico. Peruvian fields are certainly producing the bulk of the supplies, in both white and green Asparagus. This time of year, two things can really magnify and pressure prices higher. First is retail. Many retailers strongly promote Asparagus as an elegant holiday vegetable. This puts pressure on the import supplies and lifts prices. Second is transportation. Many of the Southern Hemisphere supplies are air shipped. Air space during the holiday season becomes very tight because of heavier holiday shipping of packages. This limits the space available for fresh produce.

**Broccoli** Salinas, Santa Maria, Huron, Imperial Valley, Yuma, Mexico

We expect to continue to see shortages well into the holiday season. Growers in the desert and Yuma are starting their first cuts, but certainly not enough to handle national demand. Salinas is still in production, but fields there are seeing plenty of various quality issues. Fresh-Cut processors are heavily buying open market product, which has pressured prices even higher. We are finally seeing some imports come in from Mexico, which is helping in a small way to ease the pressure from prices.

**Cabbage** CA, TX, AZ

This time of year, we see fewer and fewer sources for supplies. There are still supplies from California and Arizona. Red and Green Cabbage are staying in good supply, but Bok Choy and Napa are having some supply problems, which has certainly pressured their prices higher.

**Carrots** CA, Mexico, MI, Canada

With Canada finished for the season, that puts more pressure on California supplies, which have been light. Cooler temperatures in California may make Carrots taste sweeter, but they also slow the Carrot growth. Prices are much higher, and most likely will stay higher right on through the Christmas season. In fact, we should see higher prices until new crops come into harvest in January from Georgia, off shore and Mexico.

**Cauliflower** Salinas, Santa Maria, Imperial Valley, Yuma, Mexico

We expect to continue to see shortages well into the holiday season. Growers in the desert and Yuma are starting their first cuts, but certainly not enough to handle national demand. Salinas is still in production, but fields there are seeing plenty of various quality issues. Fresh-Cut processors are heavily buying open market product, which has pressured prices even higher. We are finally seeing some imports come in from Mexico, which is helping in a small way to ease the pressure from prices.

**Celery** Salinas, Santa Maria, Oxnard

Quality remains pretty good, with good color and weight. Production from Salinas is declining very quickly. Salinas is quickly coming to an end, which just a few fields still in production, but that will end soon. That leaves Santa Maria/Oxnard as the main source, and that will continue to put pressure on prices, especially as we move closer to the Christmas season. We are seeing increased production from Oxnard. Supplies and prices will barely be able to catch their breath when we will see the first strong pulls for the Christmas demand, especially from retailers in the East and Mid-West.

**Corn** CA, Mexico

We are seeing some limited supplies from the California desert and Georgia, with Florida just starting up. Mexico should be back in production within the next few weeks. Late season Corn tends to be a bit tougher in texture. First of the season corn from both Mexico may be a little smaller in length.

**Cucumbers** Baja, Mexico

In the West, there are still supplies from Baja, although limited. Mainland Mexico is also starting up from Hermosillo in the north to Culiacan in the south. With very good supplies from Mexico, we are seeing good quality and good price levels.

**Eggplant** Mexico

Mexico is now the main supply source in the West. The California desert has ended.

**Green Beans** CA, FL, GA, Mexico

California growers continue with good supplies. They should stay around until early-December, when mainland Mexico should take over as the main source. In the East, Florida growers are having a tough time with supplies and quality. Texas is also in production, in a light way.

*Herbs***Herbs—Arugula**

Oxnard, Yuma, TX, FL

These colder nights, shorter daytime hours, have really affected supplies and quality. Some growers are completely out of supplies, especially Baby Arugula. Most shippers are prorating. This volatile supply time should stay here until we fully move into more southern growing areas in November.

**Herbs—Basil** Oxnard, Yuma, TX, FL

Basil loves the warmth of summer temperatures. During the transition to longer and colder nights, plants tend to slow their production, trying to go to flowering. This is when we start seeing the most quality issues, and a shorter shelf life. Order conservatively.

**Herbs—Chives** Oxnard, Yuma, TX, FL

Seeing good supplies. Growers are having to sort a bit more to maintain even sizing in the bunches.

**Herbs—Cilantro** Oxnard, Yuma

Like other fresh herbs, we are seeing some volatile supplies and quality over the next 4 – 6 weeks, until we fully move into southern growing areas for the Fall and Winter.

**Herbs—Italian Parsley**

Oxnard, Yuma

Late season heat caused a lot of yellowing in the fields and caused some fields to go to seed. That is certainly reducing harvest yields.

## Lettuce

**Lettuce—Iceberg Imperial Valley, Yuma**  
Salinas is finished for the year. Huron is also quickly coming to an end. We have noticed only a few fields left in production. Most of that will be for local or regional distribution only. That will leave us with Yuma and California desert as the main source from now through winter. As we have talked about earlier, we are seeing planted acreage down almost 10% this season. Growers in Yuma are still very light with supplies, which is keeping prices much higher than normal. We are expecting another 2 – 3 weeks of continued very high prices. With fewer acres this season, that will mean shortages and high prices will be magnified with every bad weather pattern that hits the region. When you have these issues with raw product, that also translates into trouble for processors. With unstable supplies, that means processors have to go through more product to meet their foodservice and retail contracts. Processors end up buying additional product off the open market, which puts even more added pressure on supplies...and prices. Some growers and processors have initiated “Act of God” clauses so that they can raise their contracted prices.

### Lettuce—Leaf

**Santa Maria, Imperial Valley, Yuma**  
We continue to see light weights, smaller heads. That means yields are lighter as well for the end user. As we continue to transition to the desert and Yuma, we will see continued tight supplies, and much higher than normal prices. From here, we move right into the holiday demand, which will continue to keep pressure on prices.

**Lettuce—Romaine Santa Maria, Imperial Valley, Yuma** Of all the Lettuces, Romaine seems to be in the worst shape, both in supplies and quality. Growers are prorating orders right now. This will keep prices, especially for Hearts, at much higher than normal levels. Size and weights are well below normal. Processors are putting a lot of pressure on current supplies, which, of course is pressuring prices even higher. We are really not expecting much relief from this market until mid-to-late-December. Some growers and processors have initiated “Act of God” clauses so that they can raise their contracted prices.

### Lettuce—Spring Mix Yuma

We are finally seeing better supplies of Baby Arugula and Baby Spinach. Most other ingredients are also in good supply, mostly from the Yuma growing region.

## growing conditions

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### Mushrooms CA, Canada, Various

As we begin shifting to cooler days and nights, that will affect the growth rates of Mushroom beds. If Mushroom growers get caught off guard, you could easily find a quick spike in prices until supplies once again match demand levels.

### Onions Northwest, CO, Chile

You are starting to see an appearance difference in Yellow Onions especially. We are moving from “spring” Onion seed varieties to winter storage Onion seed varieties. Storage Onions have a darker, thicker skin, and because the cell structure is much tighter, the Onions are rock hard. This also makes storage Onions a bit “hotter” than spring Onion types. A few exporters have had a call or two from Japan already. Export Onions from the Northwest will most likely help shape the Fall and Winter storage season. Rains and earthquakes in many Onion growing provinces in China has caused about a 25% decline in supplies. China is a major exporter to Japan and many other Pacific Rim countries. A few years ago, an Onion shortage in China created a world-wide shortage, and that kept Onion prices very high throughout the entire Onion season. One thing that may curb export activity is transportation. With the very weak world economy, many ships have been forced to stay in docks. Fewer ships loaded with products from Asia mean fewer ships available to return with produce. It’s amazing how world events shape the price of produce here. With all growing regions fully harvested and have Onions in storage, we have seen the storage crop about 5% below last year. That could mean higher prices, especially in late-Winter and Spring. However, so far, export demand to the Pacific Rim has been very slow, and national demand has been well below normal, even for this time of year. Trucks are in very tight demand right now, especially from the Northwest. Most truckers are now hauling Christmas Trees. They make more money and they don’t need refrigeration. Trucking prices have risen almost 50% since a month ago.

### Onions—Green Mexico, CA,

As we move closer to the holiday season, we tend to find a bit more volatility in supplies and quality. That, of course pressures prices higher. As we get closer to the holidays, growers tend to have more trouble filling harvest crews, which are off for several weeks, celebrating Christmas. To keep up with demand, growers will bring in less experienced harvesters and packers. This can mean some haphazard sizing and quality issues.

### Peas—Sugar Snap

**Santa Maria, Oxnard, Guatemala, Peru**  
We are concerned with winter supplies from off-shore sources. We are expecting to see fewer acres in production, which will certainly keep prices higher than normal.

### Peppers—Chiles Mexico, Baja, FL

We are finally seeing better Chile supplies as we leave Baja and move into mainland Mexico for supplies. We are seeing good supplies from both northern and more southern growing areas in Mexico, primarily Sonora in the north and Sinaloa in the south.



### Peppers—Green CA, Mexico

In the West, California’s Coachella Valley is coming to the end of their season. Mexico is easily picking up the supply slack. Early harvest yields are leaning more to the medium and smaller sizes.

### Peppers—Red & Gold

**CA, Baja, Canada, Europe**  
Most of the California desert colored Bells are either small or medium in size, meaning the larger sizes are even more expensive. The California desert and Baja supplies cannot satisfy overall national demand, which has kept prices higher than normal. We will have higher markets and unstable supplies until the full harvest begins in mainland Mexico. We really don’t expect Mexican supplies to play a huge roll until mid-to-late-December. Gold Bells are in even tighter supply right now. Hot house supplies from Canada and the Netherlands are expensive, but helping supplies with good quality.

## growing conditions

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**Potatoes—Russet****ID, WA, CO, Various**

The Idaho harvest is done and in storage. Harvest yields were so high, all storage rooms are full to capacity. In fact, some growers have had to use older facilities for storage capacity. Christmas Tree shipments are in full swing from the Northwest, which will limit trucks and drivers available for produce shipments. In fact, trucking prices have risen almost 50% from just a month ago. In cutting some spuds for inspection, we have noticed a bit more incidence of hollow heart. Most researchers don't know exactly what causes hollow heart, but many believe it is caused by too much water at the wrong time of tuber growth. This year, the crop in the Northwest had a lot of early rainfall. That may have contributed. In general terms, hollow heart can occur when the potato plants recover too quickly after a period of environmental or nutritional stress. When the tubers begin to grow rapidly, the tuber pith can die and/or pull apart leaving a void in the center. There is no way of detecting the hollow heart by visual inspection.

**Potatoes—Red, White & Yukon****CA, WA, ND**

There are several regional areas digging their specialty Potatoes. Wisconsin has some great Red, White and Yukon Golds, along with North Dakota. California and Washington are also in full harvest. Plenty of specialty Potatoes like Fingerlings as well. You can tell which region of the country the spuds come from. If the Red spuds are from northern growing areas, the weather is colder, so the skin is a darker red. More southern growing areas will have lighter colored Reds. Also, the soil is much harder in the north, so during the digging process, there is more skinning on the Reds. Southern growing areas have more sandy soil, so less skinning or scarring on the Red skin.

**Potatoes—Yams CA**

Crops are all in from the major growing regions, including California. That may not have an impact right now, especially through the Christmas season. We could see the impact in the Spring, especially around Easter and Mother's Day.

**Spinach Oxnard, TX, Yuma**

Production is improving as we move more solidly into Yuma acreage. Quality has also improved, with regular and Baby Spinach.

**Squash—Yellow/Zucchini FL, Mexico**

There are several growing areas in production in the West from the California desert to Baja to mainland Mexico. Supplies and quality have been excellent on both Zucchini and Yellow Squash. The California desert should be ending within the next few weeks, with Baja staying in production until late-December. By Christmas, mainland Mexico will become the only Western source. In the East, Florida has very light supplies. Earlier heat caused a blossom drop, which is impacting harvest yields now.

**Tomatoes****Baja, Mexico, FL**

Florida growers say their harvest yields continue to be 25 – 40% below normal for this time of year. Most growers are now through their second early plantings, and still coming up very short. Most of this was caused by a heat wave during blossoming, which caused a lot of blossom drop. In the West, cool weather has slowed some of the maturity of early fruit from mainland Mexico. Usually by Thanksgiving, Florida and Mexico are fully into their season. Not so this year. There are much higher prices across the Tomato spectrum, although prices are muted a little because of the lack of national demand. We are seeing better price levels for Roma Tomatoes, which have been expensive over the past four weeks.

**Berries****Berries—Blackberries Guatemala, Mexico**

Supplies are tight and most shippers only have limited supplies. The main sourcing is now imports, from Mexico and Guatemala, which are slowly improving. Some of these early Mexican Blackberries have actually had good size and decent flavor.

**Berries—Blueberries****Argentina, Chile, Uruguay**

Supplies from the Southern Hemisphere are getting into full swing. Argentina and Chile are the main sources. Remember that these imports from South America will be very expensive, and in only 4 oz. packaging. Even though cold weather has slowed production in both Argentina and Chile, we are hoping for a strong overall season. Growers in Chile are telling us that they are still expecting one of their largest crops ever. However, in walking vineyards right now, we are seeing a very light start to their season. Even though the cold start to their season has reduced imports, that should easily be offset by the increased acreage coming into production this year. Chile becomes our main source of Blues for the upcoming holiday season.

**Berries—Raspberries Oxnard, Mexico**

Domestically, we are still seeing some very light production from California. Mexico is quickly taking over the market as the main source. Early varieties from Mexico have actually had great size, color and flavor.

**Berries—Strawberries****Santa Maria, Oxnard, Mexico**

We are considering the Watsonville/Salinas growing region as basically done of the season. In traveling the region, you will notice a lot more soil preparation rather than harvest activity. Growers are pulling up plants, plastic and drip irrigation. Mexico is moving into their peak harvest and shipping season. Oxnard and Santa Maria are past their peak harvest for their Fall season. Between Thanksgiving and Christmas, that's usually the weakest part of the supply chain for the entire year. If supply levels get too low, we could see some holiday imports from the Southern Hemisphere, but packaging will be smaller. This time of year can bring us some of the most volatile supplies and prices. The weakest part of the season is also one of the highest demand seasons because of the holidays.

## Citrus

### Citrus—Grapefruit CA, TX, FL

Seasonal increased production is in full activity, especially from Texas and Florida, which grow about 90% of the U.S. supply. Texas did see some rains this year, which certainly helps with sizing. For the first time in a few years, Florida fruit will be allowed to be exported to all states this season. Florida continues to be in a major multi-year drought. Lack of water means lack of sizing with fruit, so expect to see smaller than normal sizes to be the best value. Remember that Texas and Florida fruit tend to have more scarring on the rind. These growing regions are more humid, which softens the rind, making the fruit more susceptible to the scarring as winds blow the fruit against leaves and branches. We are also seeing the first of the season Pummelos from California as well. Many of these early Pummelos will have a green tinge to the rind, but they are indeed ripe.

### Citrus—Lemons CA, Mexico, Chile

We are seeing increased production from District III, the California/Arizona desert. Quality of these Lemons have been excellent so far, some of the best over the past three years. Most shippers in this region are now in full production. Orchards in the desert are about 30% lighter with Lemons than last year, which was a very heavy year. Even so, we should see fairly normal price levels throughout the winter.

### Citrus—Limes Mexico

Supplies from Mexico are once again getting back to normal levels, helping prices to also get back to more normal levels. We could see some supply pot holes later this month as we shift to more northern orchards in Mexico.

### Citrus—Oranges CA, TX

We are seeing night temperatures in California's San Joaquin Valley get down into the 30s. Navel Oranges love this. Lower night temperatures actually help trigger much better color and sugar in the fruit. By Christmas, sugar content should be near peak levels. These colder nights in the San Joaquin Valley will also thicken up the Orange peel, which is Nature's way of protecting the fruit inside. Florida and Texas are now in Orange production, and we are seeing some Valencia imports from Mexico. Smaller size fruit is in very tight supply, and that means, of course, higher prices. Larger size fruit is the best value.

## growing conditions

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## Fruit

### Apples WA, CA

An early freeze in Yakima and Wenatchee Valleys in Washington have lowered crop estimates. Some growers say almost five million cartons of fruit were damaged. In walking the common storage rooms, we are noticing that smaller size fruit is very tight in supply right now, and most likely will stay that way through the season. Small size fruit supplies are not able to keep up with demand, especially with demand from foodservice and schools. This is of course peak of the season for apples from all growing regions, including Washington, New York, California, Michigan and Canada. There are also plenty of "local" growing areas in Fall production as well, but as we move closer to Winter, many of these "local" supplies will dry up, leaving only the major growing regions as the main sources. In most growing regions, most apples have now been harvested, including some of the late season varieties like the Pink Lady.

### Avocado Mexico, Chile

We are already starting to see the "release date" for some California sizes. We still anticipate that by mid-December, some California growers will be in the orchards doing "selective picks" of fruit that has matured enough and has the minimum oil content. Once the release date hits for most California sizes (usually by late-December-to-early-January), we should see increased harvest activity in California orchards. With strong imports from both Chile and Mexico, California growers may only harvest minimal amounts to meet retail and foodservice contracts. California growers don't want to go head-to-head with import fruit. That would depress prices. Right now, Chile and Mexico dominate the market with good supplies. As we move into the holidays, that will mean college football bowl games and NFL playoffs. That will no doubt mean stronger retail promotions and lift demand, which would pressure prices.

### Bananas Central America

There is stronger demand for Bananas. That should add more pressure on prices. There is less competition for retail grocery cart space, which has added pressure to prices.

### Grapes CA, Brazil, Chile, Peru

Green Seedless Grapes from California are coming to a quick end. We are noticing that these late storage supplies have only marginal quality at best. Southern Hemisphere Grapes from Brazil and Chile have begun, but cold weather in both of those growing regions has really slowed production. Growers in the Copiapo Valley in northern Chile say they are now about two weeks behind schedule. The first Chilean vessels with Grapes are expected to dock this weekend. This will become one of the weakest times of the year for Grape supplies. Storage supplies from California will have more shatter and more browning to the vines.

### Kiwifruit CA

Most sourcing is now coming from new crop California Kiwifruit. First of the season fruit is always firm, so you need to order in advance to make sure the fruit is ripe when you need it. Early fruit can take about a week to fully ripen. To ripen, just keep in your back room, and make sure you keep them covered. If the fruit is exposed to the open air, they will most likely dehydrate and shrivel before they ever ripen. Once ripened, this fruit tastes excellent.

### Mangoes Brazil, Ecuador

Mexican imports are virtually finished for the season, leaving off-shore imports as the only source. This is typically the highest market for Mangoes, until we see more steady imports from Brazil and other South American suppliers.



**growing conditions**

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**Melons—Cantaloupe** Mexico, Guatemala  
Harvesting is finished in domestic fields of Arizona and the California desert. There is still some product shipping, but that will end quickly. Mexico is still sending product, mostly from the Hermosillo growing region in northern Mexico. Off-shore melons are quickly becoming the main source. Guatemala is the main Caribbean source right now. They have had very good growing conditions so far this season. We will see Central and South American fields as the main source from now into the Spring. With political unrest in Honduras, we are unsure of their upcoming season.

**Melons—Watermelon** Mexico  
We are seeing improved supplies from Mexico, which has really helped take some pressures off of pricing. These supplies from northern Mexico, Hermosillo in Sonora, have had excellent yields and quality, for both seedless and personal size. This growing region should remain as the main source into mid-December. That's when we switch to more southern growing areas in Mexico, in Culiacan, Guerrero and Jalisco. This will add more time on the melon just in transportation. The additional transportation costs just about triple.



**Pears** CA, Northwest  
There are still summer Bartlett Pears coming in from Washington. We are also seeing a full range of "Winter Pear" varieties like the Bosc, Comice, D'Anjou and Red Pears. We are also seeing plenty of Asian varieties of pears and some heirloom varieties like the Butter Pear and the Seckel Pear.

**Pineapple** Hawaii, Caribbean, Mexico  
Current supplies and quality are very nice. We are seeing good shell color, and flavor has been excellent. Heavy holiday demand will keep pressure on supplies...and on prices.

**Stonefruit** Chile  
We have seen the very first imports of Cherries from Chile. Some early Peaches and Nectarines will most likely start as well.



**Melons—Honeydew** Mexico  
Arizona fields are finished, which leaves us with imports. Northern Mexico is in full production. Central and South American fields are also in production, and we are seeing some of the first imports. Fruit is a little on the smaller side, but they are ripening up nicely.

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**What's HOT!**



**Apio's Eat Smart® Vegetable Trays**  
Vegetable Trays are a convenient, healthy centerpiece sure to impress at your next party. They are also quick and easy office party solutions. Whatever the event, Eat Smart® Trays provide your friends and family a variety of fun snacking options containing fresh ingredients carefully selected for their taste and quality. It's the perfect Holiday Appetizer!

- In-Store Tray .....3x2.5lb
- Meat & Cheese Tray .....3x38oz
- Petite Tray w/celery .....4x22oz
- Petite Tray w/snaps.....4x22oz
- Petite Film top w/Marzetti dip 4x19oz
- 36oz tray Hidden Valley dip....4x36oz

