



# ADAMS

A Fresh Produce Distributor



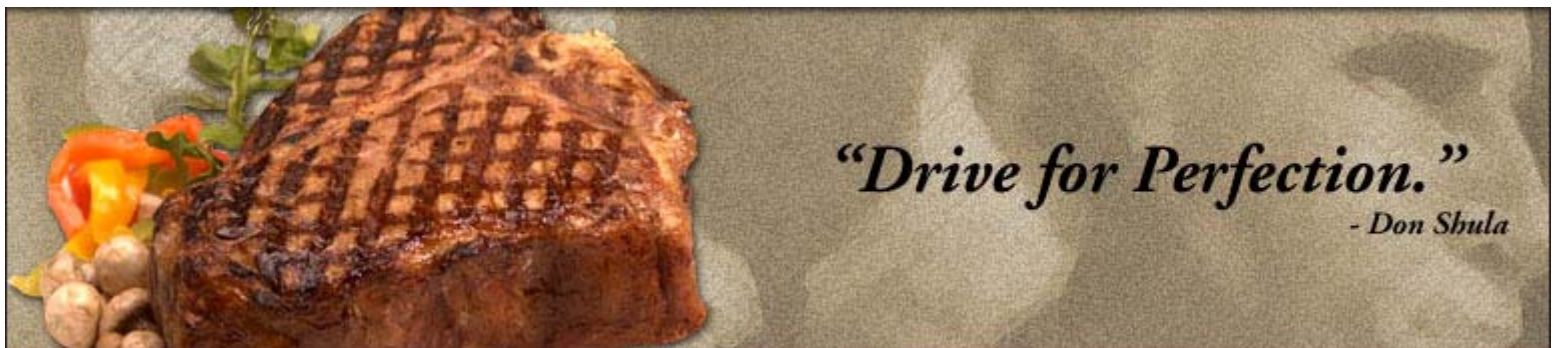
## WEEKLY NEWSLETTER AND COMMODITY REPORT

DECEMBER 7th, 2009

### RESTAURANT SPOTLIGHT



Each Shula's Steak House is themed after 1972's Undefeated Miami Dolphins and their "Perfect Season" - the only team in NFL history to finish a season 17 - 0. The menus are hand painted on official NFL game footballs and signed by Coach himself. At Shula's Steak Houses, one of the featured entrees is the 48-Ounce Porterhouse. Those who finish it join Shula's 48-Ounce Club, which currently has more than 26,000 members. I invite you to enjoy an undefeated dining experience at Shula's Steak House, where we only offer the best beef money can buy, **The SHULA CUT**®.



**Shula's Steak House**  
at the Wynfrey Hotel  
1000 Riverchase Galleria  
Birmingham, AL 35244

Phone: 205-444-5750



## WEEKLY NEWSLETTER AND COMMODITY REPORT

### WEATHER REPORT

In Southwestern desert regions, a cooling trend has been seen. Temperatures have dropped by 10 degrees, and overnight lows have been in the 30S. Rain is expected in this region by tonight or tomorrow with cool temperatures continuing. Ice will be seen in the early part of the day. Long range forecasts indicate rain is likely.

In the Central Florida region, the next few days should show partly cloudy skies, with a slight chance of showers in the evening. Lows will be in the 60S with patchy areas of fog. Winds will be slight, about 5 mph and the chances of rain will be approximately 20 percent.

### COMMODITY ALERT

- Tomato supplies continue to be well below typical volumes
- Small sized apple supplies remain limited with crops peaking on 64/72/80 ct
- Navel orange supplies remain very limited on small size fruit
- Strawberries and blueberries will be very limited for the next couple of weeks

### MARKET REPORT

#### ITEMS TO WATCH -- MARKETS VOLATILE, PRICES UP

Blackberries	Blueberries	Broccoli	Celery	Grapes	Raspberries
	Raspberries	Strawberries		Tomatoes	Watermelon

#### ITEMS TO WATCH -- MARKETS GOING DOWN/STEADY

Apples	Asparagus	Avocado	Bell Peppers	Carrots	Cantaloupe	Cauliflower
Cucumbers	Green Onions	Honeydew	Kiwi	Iceberg Lettuce	Leaf Lettuce	Lemons
	Onions	Oranges	Pears	Potatoes	Squash	Stonefruit

### APPLES/PEARS

Red Delicious, Gold Delicious and Granny Smith along with most all varietal apples remain in short supply on small sized fruit. Keep in mind, there are plenty of deals available in the larger sized fruit, and quality is excellent on all apples. Anjou Pears are in excellent shape with better supplies in Washington. Bartlett pears are still going strong. There are also varietal pears available including Bosc, Seckel, Concorde, Comice and Crimson Red Pears. Specialty apples, including the famed Honeycrisp variety, are still in good supply.

### ASPARAGUS

This market continues to be stable to start the week. The product is coming out of Peru, Chili and small amounts from Mexico. Prices may soften by the end of the week, but for now pricing is stable. Supplies will be ample for all orders. Quality is nice from all areas.

### AVOCADO

Mexico and Chile have scaled back shipments for the next couple of weeks in efforts to firm up the market. The over all supplies will still be good, they are just trying to reduce the glut.

- **Mexican Fruit:** Mexico has reduced picking to let inventories catch up with demand.
- **California Fruit:** California fruit should begin with light harvest over the next 2 weeks. This year's crop forecast looks much larger than last year's.
- **Chilean Fruit:** Chile is also reducing volumes coming to the states in efforts to firm the market.



## WEEKLY NEWSLETTER AND COMMODITY REPORT

### **BELL PEPPERS**

**Eastern Bells:** Volume in Florida remains good, with the market continuing to soften. With little demand on the east for bells, but with plentiful supply, this market should remain at current levels for the remainder of the week.

### **BERRIES**

- **Strawberries:** The first of a series of storms has hit California today with very cold temperatures and rain. The forecast is for rain on and off the balance of this week with some freezing temperatures. This will interrupt the Strawberry harvest in California. Quality will suffer. Look for water soaked fruit, light decay, white shoulders and bruising in all packs starting this week. Demand is good with limited supplies. Market firm, Florida has started with limited supplies and this area has also received rain the last couple of days.
- **Raspberries:** Supplies are still limited with good demand the start of this week. Driscoll is the main supplier at this time. We should start to see some light supplies of raspberries coming out of Chile in the next couple of weeks.
- **Blackberries:** Blackberries supplies have started to decline which has caused this market to firm up. Supplies are mainly coming out of Mexico at this time.
- **Blueberries:** Very limited supplies on Blueberries the start of this week. Argentina is done shipping blues for the most part and Chile is behind schedule. Supplies look to limited for the next two to three weeks.

### **BROCCOLI**

Supplies are light to moderate in the Santa Maria and Salinas growing regions. This market is stronger. Yuma production is also light to moderate. Salinas will continue production through this week. Some defects that have been reported include yellowing, knuckling, and pale green appearance.

### **CARROTS**

California carrots coming out of Bakersfield are still sizing slower due to cooler weather. Jumbo market is firm.

### **CAULIFLOWER**

This market is stable. Supplies are better, due mainly to demand falling off. Expect the availability on this commodity to be sporadic over the next few weeks as the transition to Yuma begins. Suppliers have planted less acreage than in past seasons and this will inevitably cause volumes to be up and down.

Some brown spotting has already been seen upon arrivals.

### **CELERY**

This market is stronger. Suppliers have started the week either sold out or having very limited supplies. Large sizing is very tight with better availability occurring on 36 count. Production is occurring in Santa Maria and good harvests out of Oxnard. The quality continues to be strong with no major issues to report. Rain has hit this growing region and this will only limit the production numbers.

### **CITRUS**

- **Lemons:** Demand is improving and 140's are smaller are getting tight in supplies. The Desert crop is 30 to 40 percent lighter this year and quality is very good.
- **Limes:** Supplies are lighter due to cold wet weather in Mexico. Volume of larger sizes is picking up. Quality remains good.
- **Oranges:** Rains this week will slow harvest. Crop continues to peak on fancy 72's and 88's followed by 56's. Supplies remain tight on 113's and 138's of both grades. Demand continues to exceed supplies choice 138's. Small fruit looks to be tight for the season as this years crop is heavy on big fruit.

### **CUCUMBERS**

**Eastern Cucumbers:** The cucumber market, like much of the east, is suffering from heavy supply and little demand. Efforts to compete with the low prices out of Nogales will keep the cucumber market on or near the floor for this week.



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### GRAPES

Crimson Red Seedless grapes are quickly finishing for the domestic season. There are a few lots left to ship this week, but color is considerably light and there will be some shatter showing in the bags. Unfortunately for this time of year those are issues that come up for late season storage fruit. The domestic Green Seedless crop is all but finished for the season with the exception of a few lots that should be loaded with caution. There are 18# Brazilian Festivals green seedless as well as Peruvian Sugarone/Thompson (only located on the East Coast) available, and they can be delivered to most mid-western and eastern locations. Overall supplies on green seedless look to remain very low for at least the next 2+ weeks and markets will remain at very high levels. There are some light supplies of Peruvian Flames in the East only. The first Chilean grapes look to be arriving sometime late this week, all predicated on clear weather for the vessel arrivals. Demand remains very strong for both red and green seedless. Expect to see elevated prices on the Peruvian and Chilean red seedless toward the end of the week.

### GREEN ONIONS

There is no real change on this commodity. This market continues to be stable. Supplies are moderate to good on Mexican grown product. Pencil sizes are still the largest volume available. The quality continues to be good with no significant problems to report. Processors have had minimal problems with the raw product available.

### KIWI

California Kiwi supplies remain very good and there is also Italian Kiwi available on the East Coast. The market will remain steady with strong demand, and quality continues to be very good.

### LEAF LETTUCE

This is an unusual market. There is a spread in pricing by \$12.00 on romaine with different suppliers. Obviously, some suppliers are much better off than others. Some issues on romaine include such defects as brown spotting, brown to red discoloration up the rib, brown butts, fringe burn and internal burn. Although pricing was easing up towards the end of last week, rain in Coachella and Yuma expected today, has pricing active again. Red leaf continues to be light in supply. Romaine hearts continue to be tight. The quality is marginal at best. Fringe burn is still being seen upon arrivals. The hearts are twisted in growth with some suppliers. Green leaf continues to be stable compared to last week. Continue to expect defects on leaf items over the next couple of weeks with production from Yuma. Lightweights will continue to be an issue on leaf items.

### LETTUCE

This market is firm. Most suppliers have started the week with only moderate to light amounts of product to sell. The rains that will hit Yuma and Coachella will only hinder the production numbers. Cold weather also will keep the lettuce from strong growth, causing lighter weight, ranging from 34 -38 pounds, and small head size. Contracts are being covered but open market business will be tight. Trucks should expect delays throughout this week when loading this commodity.

### MELONS

- **Cantaloupes:** Most all Arizona shippers have finished up their remaining supplies of domestic cantaloupes with the exception of some light supplies left over from the weekend packout. Offshore fruit from Guatemala is going strong now at shipping points in Pompano Beach and Port Manatee, FL as well as Los Angeles, CA and Camden, NJ but in limited size availability. The prices remain at lower levels on the large size fruit and they are already looking for movement on those sizes. Domestic cantaloupe prices are steady for what product is left and they are looking to get them finished up. There are still only limited supplies of Mexico Cantaloupes crossing through the Nogales, AZ point of entry, and that will remain the case. Movement is only fair and sizing is limited to daily crossings. Quality on product of Mexico is only fair and supplies have topped out. Overall fruit quality remains decent on the offshore fruit as well, but there are few lots lacking movement that are showing their age.
- **Honeydews:** Honeydews supplies out of Mexico have dropped off considerably with the transition from the North to the South districts, especially in the large sizes. The Arizona desert is all but finished for the season. The market on Honeydews is slightly higher especially with the larger sizes out of Mexico. Volume has switched sizes in Mexico and is now heavier to the smaller sizes 8/9ct. Offshore fruit is coming into Florida with volume and it is transversely very large size (4ct/5ct)\*! Supplies for smaller sized offshore honeydews will realistically not pick up for another 10-14 days.



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### **ONIONS**

Demand remains light with good quality out of Idaho and Washington. Shippers are running full days and there are ample supplies. With the nice quality #2 product is limited. There are good supplies available out of Colorado and Utah.

### **POTATOES**

It is extremely cold in Idaho Falls this week and shippers will be very limited getting potatoes from storage to the pack shed. Demand will exceed supplies this week. The main varietal being packed will still be Norkotahs. Washington Norkotahs are going strong with good quality and availability. Colorado is going strong with new crop supplies as well. Mount Vernon, Washington has good availability; product quality is excellent. North Dakota and Wisconsin have good supplies of red, yellow and white potatoes.

### **SQUASH**

**Eastern Squash:** Florida has abundant supply and there is dealing on both colors of squash. Yellow, however, has been suffering with quality defects caused by past winds and rain. This market should be steady through the week.

### **STONE FRUIT**

There are decent supplies of both East and West coast imported Cherries available with heavier volume in the East and good volume of the volume fill pack for foodservice. Sizing is large and quality is very good for these first air shipments. Apricots are still available, from air shipments, but sizing is limited and FOB pricing is somewhat high. Supplies for other Chilean fruits are only limited to day to day shipments. There are still excellent supplies of domestic fall fruit items available such as Persimmons, Pomegranates and Quince.

### **TOMATOES**

**Eastern:** Supplies in Florida continue to be well below typical levels, with an expected increase in market pricing. Florida growers are continuing to experience major problems with reduced yields. Both central and southern growing areas are looking at gradual improvement by mid to late December, but will have to wait until then to see how the market will adjust. The majority of the supply concerns Rounds, Grape, and Cherry tomatoes. This is directly related to the high temps we encountered at the end of September – early October which caused a bloom drop, thus reflecting in lower yields and reduced volume. The overall quality is good. There is a lack of bigger sized tomatoes. All round supplies are down anywhere from 40-50%. There has been an increase in the Roma supplies and availability. Florida is expecting more rain to hit the growing areas tonight continuing through Friday/Saturday.

### **WATERMELONS**

Colder weather in the Watermelon growing districts has slowed production considerably. Supplies are still crossing through both Nogales, AZ and McAllen Texas. Supplies are decent on Seedless but continue very light on Seeded. Markets are slightly stronger again this second week of December for both seeded and seedless. Overall Watermelon quality is still very good.

### **VALUE ADDED**

Processors continue to purchase as much lettuce as possible. Traditionally, the first week of transition is hectic with processors. Complaints continue to be reported on the chopped romaine not having as long a shelf life as in past months. The cauliflower raw product availability for now has been better. This can change however in the next few weeks. Brown spotting on cauliflower florets, yellowing and pale color on broccoli florets will be common issues talked about with these products.



## WEEKLY NEWSLETTER AND COMMODITY REPORT

### PRODUCT SPOTLIGHT



Discover the varied shapes, sizes, colors, and textures of Green Beans

AVAILABLE YEAR ROUND

With most beans, you eat only the seeds, usually after they've been dried. But you can eat snap beans pod and all. Until a century ago, the pods had tough strings that cooks had to pull off before cooking (hence the name "string beans") but the snap beans you'll find today are almost all stringless.

#### Etymology

Old English "bean," from Germanic, a legume picked when immature. "Bean" refers to the fruit, the pod and the seeds. From 8 to 20 cm long, green, the pod holds 4 to 12 seeds.

The green bean was born in the hot regions of the Americas, India and China. The Conquistadors introduced it to France about 1597. For a long time rare and expensive, this vegetable became widespread only in the 19th century. The first to put green beans on their menus were the French. Digestible, low in calories and filled with vitamins.

Green beans come in some colors that you'd never imagine. How about purple? Yes, that's right, purple. One purple variety of green bean is called Purple Podded, and it's a pole bean. There are also yellow green beans. Beurre de Rocquencourt is a variety of French Heirloom beans also known as yellow or wax beans. They can be cooked in the same way. **Generally purple green beans and yellow green beans are identical in taste and texture to green green beans.**

#### Cooking Tips for Purple Green Beans

One thing I'd like to add here are some cooking tips for purple green beans. A lot of home cooks take them home, boil them up and are very disappointed when the color bleeds out and they're left with green green beans.

Once heat is applied to purple green beans they will lose their color. Most chefs agree the best way to cook them and have them retain their best color is to "butter baste" them. If you want to blanch them cookbook author Harold McGee book suggests you add a pinch of baking soda to the cooking water to help retain their color.



Let us not forget the Haricot Vert bean *Haricot vert* is French for green beans. *Haricot* meaning beans and *vert* meaning green. French green beans are longer and thinner than most American varieties. They are also more tender and have a more complex flavor.

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### Health Benefits of Green Beans

Green beans (string beans) have the same nutritional benefits as other common beans such as lima beans, mung beans, kidney beans, pinto beans, and navy beans. Common beans are low in fat and offer an excellent source of protein, fiber, and complex carbohydrates. They are also a very good source of folic acid and molybdenum. They provide significant amounts of iron, phosphorus, magnesium, manganese, and potassium.

The major health benefit of common beans is their ability to lower cholesterol due to their rich source of fiber. Studies have shown that the high fiber contained in beans prevents blood sugar levels from rising too rapidly after a meal. This makes beans an especially good choice for individuals with diabetes, insulin resistance, or hypoglycemia.

Common beans promote heart health due to their fiber, antioxidants, folic acid, vitamin B6, and magnesium. Folic acid and vitamin B6 help to lower levels of homocysteine, which is an amino acid that is an intermediate product in an important metabolic process called the methylation cycle. Elevated blood levels of homocysteine are an independent risk factor for heart attack, stroke, and peripheral vascular disease. These elevated blood levels are found in 20 to 40 percent of patients with heart disease. Research has indicated that beans are also protective against cancer. Studies conducted by the U.S. Department of Agriculture, revealed that richly colored dried beans offer a high degree of antioxidant protection. Small red kidney beans are rated the highest, just ahead of blueberries.