

# National Potato and Onion Report



United States  
Department of  
Agriculture

Agricultural Marketing Service  
Specialty Crops Program  
Market News Division

Federal-State Market News Service  
1820 E. 17<sup>th</sup> Street, Suite 100  
Idaho Falls, Idaho 83404  
Phone: 208-525-0166  
FAX: 208-525-5546

Website:  
<http://www.marketnews.usda.gov/mnp/fv-home>  
Recorders: Idaho Potatoes- 208-522-3979  
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## POTATO SHIPPING POINT INFORMATION FOR FRIDAY, NOVEMBER 17, 2017

Prices represent open (spot) market sales by first handlers on product of generally good quality and condition unless otherwise stated and may include promotional allowances or other incentives. No consideration is given to after-sale adjustments unless otherwise stated. Brokerage fees paid by the shipper are included in the price reported. Delivered Sales Shipping Point Basis excludes all charges for freight.

**The Following Terms when used by Market News will be interpreted as meaning:**

Occasional 1 to 5%, Few 6 to 10%, Some 11 to 25%, Many 26 to 50%, Mostly 51 to 90%, Generally 91 to 100%

## SALES F.O.B. SHIPPING POINT AND DELIVERED SALES SHIPPING POINT BASIS

### UPPER VALLEY, TWIN FALLS-BURLEY DISTRICT

#### IDAHO (Idaho Falls)

2017 Season DEMAND EXCEEDS OFFERINGS. **MARKET ABOUT STEADY.** Truck and rail availability limiting movement.

#### Russet Burbank U.S. One 2" or 4-oz Min

baled 5 10-lb mesh sacks

non sz A 6.50-7.00 mostly 7.00

baled 5 10-lb film bags

non sz A 5.75-7.75 mostly 6.50

baled 10 5-lb mesh sacks

non sz A 7.50-8.00 mostly 8.00

baled 10 5-lb film bags

non sz A 6.75-8.00 mostly 7.50

50 lb cartons

40s 10.00-10.50 mostly 10.00

50s 10.00-10.50 mostly 10.00

60s 11.00-12.00 mostly 12.00

70s 12.00-13.00 mostly 12.50

80s 12.00-13.00 mostly 12.50

90s 12.00-13.00 mostly 12.50

100s 11.00-12.50 mostly 12.00

U.S. Two 50 lb sacks

6 oz min 7.00-9.00 mostly 9.00

10 oz min 8.00-10.00

#### Norkotah U.S. One 2" or 4-oz Min

baled 5 10-lb mesh sacks

non sz A 6.50-7.00

baled 5 10-lb film bags

non sz A 6.00-7.00 mostly 6.00-6.50

baled 10 5-lb mesh sacks

non sz A 7.50-8.00

baled 10 5-lb film bags

non sz A 7.00-8.00 mostly 7.00-7.50

50 lb cartons

40s 9.00-10.00 mostly 9.00

50s 9.00-11.00 mostly 9.00

60s 10.00-11.00 mostly 11.00

70s 10.00-12.00 mostly 11.50

80s 10.00-12.00 mostly 11.50

90s 10.00-12.00 mostly 11.50

100s 10.00-12.00 mostly 11.50

U.S. Two 50 lb sacks

6 oz min 7.00-8.50 mostly 8.00

10 oz min 8.00-9.00

### CENTRAL WISCONSIN (Idaho Falls)

2017 Season DEMAND EXCEEDS OFFERINGS. **MARKET STEADY.** Truck shortage limits shipments and sales.

#### Russet Norkotah U.S. One

baled 5 10-lb film bags

sz A 7.00-8.00 mostly 7.00-7.50

baled 10 5-lb film bags

sz A 8.00-9.00 mostly 8.00-8.50

50 lb cartons

40s 11.50-13.50 mostly 12.00-12.50

50s 11.50-13.50 mostly 12.00-13.00

60s 11.50-13.50 mostly 12.00-13.00

70s 11.50-13.50 mostly 12.00-13.00

80s 11.00-13.50 mostly 12.00-12.50

90s 9.00-12.50 mostly 10.00-11.00

100s 9.00-11.50 mostly 9.50-10.00

#### Round Red U.S. One

baled 10 5-lb film bags

sz A 13.00-15.00 mostly 13.00-14.00 occas higher

50 lb cartons

sz A 11.00-13.50 mostly 12.00-13.00 few higher

sz B 16.00-21.00 mostly 18.00-19.00

50 lb sacks

sz A 10.00-12.50 mostly 11.00-12.00 few higher

sz B 15.00-20.00 mostly 17.00-18.00

#### Yellow Type U.S. One

baled 10 5-lb film bags

sz A 11.00-14.00 mostly 13.00-14.00

50 lb cartons

sz A 11.00-14.00 mostly 12.00-13.00

50 lb sacks

sz A 10.00-13.00 mostly 11.00-12.00

**COLUMBIA BASIN WASHINGTON & UMATILLA  
BASIN OREGON (Idaho Falls)**

2017 Season DEMAND BALES EXCEED OFFERINGS,  
CARTON 60s-100s GOOD, OTHERS FAIRLY GOOD.

**MARKET ABOUT STEADY.** Truck availability limiting  
movement.

**Russet Norkotah** U.S. One 2" or 4-oz Min

baled 5 10-lb film bags

non sz A 6.00 occas higher

baled 10 5-lb film bags

non sz A 7.00 occas higher

50 lb cartons

40s 9.00-10.00 mostly 9.00-9.50 occas higher & lower

50s 9.00-10.00 mostly 9.50-10.00 occas higher

60s 10.00 occas higher & lower

70s 10.00 occas higher & lower

80s 10.00 occas higher & lower

90s 9.50-11.00 mostly 10.00-11.00 occas higher

100s 9.50-11.00 mostly 10.00-11.00 occas higher & lower

U.S. Two 50 lb sacks

10 oz min 6.00-7.50 occas higher

**MINNESOTA-NORTH DAKOTA (RED RIVER VALLEY)  
(Idaho Falls)**

2017 Season DEMAND FAIRLY GOOD. **MARKET ABOUT  
STEADY.** Severe truck & rail shortage limits sales &  
shipments.

**Round Red** U.S. One

baled 10 5-lb film bags

sz A 10.00-11.50 mostly 10.00 occas higher & lower

50 lb cartons

sz A 10.00-11.50 mostly 11.00 occas higher & lower

sz B 17.00-20.00 mostly 19.00

Creamers 3/4-1 5/8" 25.00-32.00 mostly 30.00

50 lb sacks

sz A 8.50-10.00 mostly 9.50 occas higher & lower

sz B 15.50-18.50 mostly 17.50-18.00

tote bags approx 2000 lbs per cwt

sz A 14.00-17.00 mostly 16.00 occas higher

sz B 28.00-34.00 mostly 32.00

U.S. Two 50 lb sacks

sz A 5.00-7.00 mostly 6.00-6.50

sz B 9.00-13.00 mostly 9.50-11.00

**Yellow Type** U.S. One

baled 10 5-lb film bags

sz A 10.50-11.50 mostly 11.00-11.50

50 lb cartons

sz A 10.50-11.50 mostly 11.00-11.50

sz B 8.00-11.00 mostly 9.00-9.50

Creamers 3/4-1 5/8" 25.00-35.00 mostly 30.00

tote bags approx 2000 lbs per cwt

sz A 15.00-17.75 mostly 16.00-17.00

**Russet** U.S. One

**ORGANIC**

baled 16 3-lb film bags

sz A 20.00-22.00

**Round Red** U.S. One

**ORGANIC**

baled 16 3-lb film bags

sz A 21.00-22.00

**Yellow Type** U.S. One

**ORGANIC**

baled 16 3-lb film bags

sz A 22.00

**NEBRASKA (Idaho Falls)**

2017 Season DEMAND EXCEEDS OFFERINGS. **MARKET  
BALES HIGHER.** OTHERS STEADY. Truck shortage limits  
movement.

**Russet Norkotah** U.S. One

baled 5 10-lb film bags

sz A 7.50-8.00 mostly 7.50

baled 10 5-lb film bags

sz A 8.50-9.00 mostly 8.50

50 lb cartons

40s 10.00 occas higher

50s 12.00-12.50

60s 12.00-12.50

70s 12.00-12.50

80s 11.50-12.50

90s 11.00-12.50

100s 11.00-12.50

U.S. Two

baled 5 10-lb film bags 6.00

**NORTHWESTERN WASHINGTON (Idaho Falls)**

2017 Season DEMAND GOOD. **MARKET STEADY.** Truck  
shortage limits movement.

**Round Red** U.S. One

50 lb cartons

sz A 16.00-18.00 mostly 18.00 occas higher & lower fair  
appearance 8.00-10.00

sz B 20.00-22.00 mostly 20.00 fair appearance 14.00-18.00

Creamers 3/4-1 5/8" 31.00-40.00 mostly 36.00-38.00

U.S. Two 50 lb sacks 5.00-9.00 mostly 6.00-7.00

**Long White** U.S. One

50 lb cartons

sz A 20.00-28.00 mostly 26.00 fair appearance 16.00-24.00

sz B 12.00-18.00 mostly 12.00-14.00

Creamers 3/4-1 5/8" 30.00-38.00 mostly 36.00

U.S. Two 50 lb sacks 6.00-8.00

**Yellow Type** U.S. One

50 lb cartons

sz A 17.00-23.00 mostly 20.00-22.00 fair appearance 10.00-  
19.00

sz B 12.00-18.00 mostly 14.00

Creamers 3/4-1 5/8" 30.00-40.00 mostly 36.00-38.00

U.S. Two 50 lb sacks 6.00-8.00 mostly 7.00-8.00 occas higher

**SAN LUIS VALLEY COLORADO (Idaho Falls)**2017 Season DEMAND EXCEEDS OFFERINGS. **MARKET****STEADY.** Truck shortage limits movement.**Russet Norkotah/Other Varieties U.S. One**

baled 5 10-lb film bags

sz A 7.50 few 7.00

baled 10 5-lb film bags

sz A 8.50 few 8.00

50 lb cartons

40s 9.00-10.50 mostly 10.00

50s 10.00-12.00 mostly 11.00

60s 10.00-12.00 mostly 11.00

70s 10.00-12.00 mostly 11.00

80s 10.00-11.00 occas higher

90s 10.00-11.00 mostly 10.00 occas higher

100s 10.00-11.00 mostly 10.00 occas higher

U.S. Two

baled 5 10-lb film bags 5.50-6.50 mostly 6.00

50 lb sacks

10 oz min 8.50-10.00

U.S. Coml

bulk per cwt 9.00-10.00 occas lower

**Round Red U.S. One**

baled 10 5-lb film bags

sz A 12.00-15.00

**Yellow Type U.S. One**

baled 10 5-lb film bags

sz A 12.00-12.50

**AROOSTOOK COUNTY MAINE (Benton Harbor)**

2017 Season DEMAND MODERATE FOR RUSSETS,

FAIRLY LIGHT FOR ROUND WHITES. **MARKET****STEADY.****Russet Norkotah U.S. One**

baled 5 10-lb film bags

2" or 4 oz min 8.50-9.00 occas higher

baled 10 5-lb film bags

2" or 4 oz min 9.00-9.50 occas higher and lower

**Round White U.S. One**

baled 5 10-lb film bags

2" min 9.00-9.50 occas higher

baled 10 5-lb film bags

2 1/4" min 10.50-10.75 occas higher

2" min 9.50-10.00 mostly 10.00 occas higher

10 lb sacks loose

2" min 1.80-1.90

**CANADA (NEW BRUNSWICK) CROSSINGS THROUGH MAINE POINTS (Benton Harbor)**

Sales F.O.B. Shipping Point Basis - Prices in U.S. Dollars

2017 Season DEMAND MODERATE. **MARKET STEADY.****Russet Norkotah U.S. One**

baled 5 10-lb film bags

2" or 4 oz min 8.50-9.00

tote bags approx 2000 lbs per cwt

2" or 4 oz min 13.00-14.00

**LONG ISLAND NEW YORK (Benton Harbor)**2017 Season DEMAND LIGHT. **MARKET STEADY.****Round White U.S. One**

baled 10 5-lb sacks

sz A 10.00-11.50 occas higher and lower

50 lb sacks

sz A 8.00-8.25 occas higher and lower

sz A

lge 9.00-9.50 occas higher and lower

tote bags approx 2000 lbs per cwt

sz A 16.00-16.50 occas higher and lower

**Yellow Type U.S. One**

baled 10 5-lb sacks

sz A supplies in too few hands to establish a market.

**MICHIGAN (Benton Harbor)**2017 Season DEMAND GOOD FOR RUSSETS, LIGHT FOR ROUND WHITES. **MARKET STEADY.****Russet Norkotah U.S. One**

baled 5 10-lb film bags

sz A 8.00-10.00 occas higher

baled 10 5-lb film bags

sz A 9.00-11.00 occas higher

10 lb film bags loose

sz A 1.60-1.80 occas higher and lower

**Round White U.S. One**

baled 10 5-lb film bags

sz A 9.00-11.00

<b>POTATOES - SHIPMENTS &amp; IMPORTS - 1,000 CWT</b>											
<b>Areas currently shipping - Preliminary</b>									<b>TTD</b>		<b>FINAL</b>
		<b>Fri</b>	<b>Sat</b>	<b>Sun</b>	<b>Mon</b>	<b>Tue</b>	<b>Wed</b>	<b>Thu</b>	<b>THIS</b>	<b>LAST</b>	<b>LAST</b>
<b>November</b>		<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>	<b>SSN</b>	<b>SSN</b>	<b>SSN</b>
<b>Idaho</b>	TR	115	0	0	201	145	106	141	7,753	8,794	33,950
	TR-EXPT	1	0	0	0	0	0	0	21	33	235
	RL & PB	27	1	0	10	14	22	25	734	768	4,134
	<b>Total</b>	<b>143</b>	<b>1</b>	<b>0</b>	<b>211</b>	<b>159</b>	<b>128</b>	<b>166</b>	<b>8508</b>	<b>9595</b>	<b>38319</b>
<b>California</b>											
Northern	TR	W/E 11/11: 15							55	47	345
	TR-EXPT	W/E 11/11: 1							1	0	12
	Organic										
Southern	TR	W/E 11/11: 8							35	29	175
	TR	W/E 11/11: 24							407	494	522
<b>Colorado</b>											
San Luis Valley	TR	56	7	0	80	56	70	32	2,621	2,723	11,164
	TR-EXPT	W/E 11/11: 24							253	210	971
	RL	14	0	0	0	0	10	10	127	120	619
	Organic										
Northern	TR	4	0	0	9	8	5	3	149	101	473
	TR	W/E 11/11: 65							431	590	1,046
<b>Delaware</b>	TR	W/E 10/14: 5							164	161	164
<b>Maine</b>	TR	8	8	0	12	11	9	15	222	363	2,169
<b>Michigan</b>	TR	10	69	4	11	11	8	12	590	532	2,242
<b>Minnesota</b>											
Big Lake & Central	TR	W/E 11/11: 11							1,542	1,607	1,868
Red River Valley	TR	5	1	0	4	2	3	2	96	53	383
<b>Nebraska</b>	TR	25	9	0	18	22	25	21	1,018	799	2,362
<b>New Mexico</b>	TR	W/E 11/11: 2							10	64	243
<b>New York</b>											
Long Island	TR	4	2	0	2	3	3	3	226	187	298
<b>North Dakota</b>											
Red River Valley	TR	27	15	0	10	20	18	15	786	634	2,467
	RL	2	0	0	9	2	5	9	99	8	18
<b>Oregon</b>											
Klamath Basin	TR	W/E 11/11: 19							113	110	757
	Organic										
Umatilla Basin	TR	W/E 11/11: 3							96	29	328
	TR	5	4	0	7	6	4	5	447	474	1,124
	TR-EXPT	2	1	0	1	0	0	0	167	175	313
	RL & PB	0	0	0	0	1	0	0	21	24	80
<b>Texas</b>											
Hereford Hi-Plains	TR	W/E 11/11: 52							1,836	2,053	3,683
<b>Washington</b>											
Columbia Basin	TR	31	13	0	25	19	23	20	2,775	2,757	6,147
	TR-EXPT	4	3	0	10	5	9	8	727	885	2,200
	RL & PB	0	2	0	0	0	0	0	100	135	226
	Organic										
Northwestern	TR	3	0	0	3	1	2	1	399	223	376
	TR	30	7	0	25	13	12	15	970	498	1,328
	TR-EXPT	0	0	0	1	0	1	0	29	43	96
<b>Wisconsin</b>	TR	41	10	0	62	46	59	46	2,655	2,953	7,602
	Organic										
	TR	0	0	0	0	1	1	0	32	7	23
<b>Canada-Commerce</b>	2015 Crop July-June (as of December 2016)								2,750	2,299	5,858
<b>TOTAL</b>		<b>414</b>	<b>152</b>	<b>4</b>	<b>500</b>	<b>386</b>	<b>395</b>	<b>383</b>	<b>30457</b>	<b>30982</b>	<b>96001</b>
<b>NOTE: Total for Saturday, November 11 including current week ending numbers is 376.</b>											

**ONION SHIPPING POINT INFORMATION FOR FRIDAY, NOVEMBER 17, 2017**

Prices represent open (spot) market sales by first handlers on product of generally good quality and condition unless otherwise stated and may include promotional allowances or other incentives. No consideration is given to after-sale adjustments unless otherwise stated. Brokerage fees paid by the shipper are included in the price reported. Delivered Sales Shipping Point Basis excludes all charges for freight.

**The Following Terms when used by Market News will be interpreted as meaning:**

Occasional 1 to 5%, Few 6 to 10%, Some 11 to 25%, Many 26 to 50%, Mostly 51 to 90%, Generally 91 to 100%

**SALES F.O.B. SHIPPING POINT AND DELIVERED SALES SHIPPING POINT BASIS****IDAHO AND MALHEUR COUNTY, OREGON (Idaho Falls)**

2017 Season DEMAND FAIRLY GOOD. **MARKET STEADY.**

Truck and rail availability limiting movement.

**Yellow Spanish Hybrid U.S. One**

50 lb sacks

Super col 12.00-13.00

col 10.50-12.00 mostly 11.00 occas lower

jbo 9.00-10.00 mostly 9.50-10.00

med 5.00-6.00 mostly 6.00

**White U.S. One**

50 lb sacks

jbo 17.00-20.00 mostly 18.00 occas higher

med 15.00-18.00 mostly 16.00 occas higher

**Red Globe Type U.S. One**

25 lb sacks

jbo 8.50-10.00 mostly 9.00 occas lower

med 6.00-8.00 mostly 7.00 occas higher

**CENTRAL WISCONSIN (Idaho Falls)**

2017 Season DEMAND GOOD. **MARKET STEADY.** Truck

shortage limits shipments and sales.

**Yellow Globe Type**

master container 16 3-lb mesh sacks

med 10.00-12.50

**COLUMBIA BASIN WASHINGTON & UMATILLA BASIN****OREGON (Idaho Falls)**

2017 Season DEMAND GOOD. **MARKET ABOUT STEADY.**

**Yellow Hybrid**

50 lb sacks

col 10.00-11.00 occas higher & lower

jbo 8.50-9.00 occas lower & higher

med 5.00-6.00 mostly 5.50 occas lower

**White**

50 lb sacks

jbo 17.00-18.00

med 15.00-17.00 mostly 15.00-16.00

**Red Globe Type**

25 lb sacks

jbo 7.50-8.00 mostly 8.00 occas higher

med 6.00-7.00 mostly 7.00

**MICHIGAN (Benton Harbor)**

2017 Season DEMAND GOOD. **MARKET STEADY.** Many shipments from prior commitments.

**Yellow Globe Type**

master container 16 3-lb mesh sacks

med 10.00-12.50 mostly 10.00-12.00

rpkr sz 8.00-9.00

**Red Globe Type**

25 lb sacks

jbo 9.00-11.50 mostly 9.00-10.00

med 7.00-8.00

**NEW YORK (Benton Harbor)**

2017 Season DEMAND GOOD. **MARKET STEADY.** Many shipments from prior commitments.

**Yellow Globe Type**

50 lb sacks

jbo 11.00-13.00 occasional lower

med 2 1/4" min 8.00-9.00 some including heavy to minimum size 7.00-7.50

**Red Globe Type**

25 lb sacks

jbo 9.50-11.00 mostly 10.00 few 12.00

med 7.50-9.00 mostly 8.00

**PERU IMPORTS - REPACKED AT VARIOUS EAST****COAST SHIPPING POINTS (Idaho Falls)**

2017 Season DEMAND GOOD. **MARKET ABOUT STEADY.**

**Yellow Granex - Marked Sweet**

40 lb cartons

jbo 17.00-20.00 mostly 18.00-19.00 occas higher few lower

<b>ONIONS - SHIPMENTS &amp; IMPORTS - 400 CWT</b>											
<b>Area Currently Shipping - Preliminary</b>								<b>TTD</b>		<b>FINAL</b>	
	<b>Fri</b>	<b>Sat</b>	<b>Sun</b>	<b>Mon</b>	<b>Tue</b>	<b>Wed</b>	<b>Thu</b>	<b>THIS</b>	<b>LAST</b>	<b>LAST</b>	
<b>November</b>	<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>	<b>SSN</b>	<b>SSN</b>	<b>SSN</b>	
<b>Idaho &amp; Malheur County, Oregon</b>	TR	115	0	0	129	111	159	120	7,252	9,835	24,495
	TR-EXPT	0	0	0	9	3	0	4	108	292	931
	RL & PB	18	0	0	9	15	6	15	458	601	2,787
<b>Total ID/OR</b>		133	0	0	147	129	165	139	7,818	10,728	28,213
<b>California</b>											
Southern	TR	W/E 11/11: 35							516	1,296	2,213
<b>Colorado</b>											
Colorado District	TR	W/E 11/11: 123							1,091	1,106	2,384
Western Slope	TR	W/E 11/11: 54							540	291	730
<b>Michigan</b>	TR	17	15	0	15	20	12	16	607	528	1,207
<b>New Mexico</b>	TR	W/E 11/11: 2							11,802	8,732	8,732
<b>New York</b>	TR	31	44	0	38	36	32	30	1,526	1,202	4,195
<b>Oregon</b>											
Umatilla Basin	TR	W/E 10/7: 142							1,860	2,519	6,374
	TR EXPT	W/E 10/7: 8							411	518	1,277
	RL & PB	0	0	0	1	0	3	3	18	140	365
Western	TR	W/E 10/21: 38							109	123	577
	TR EXPT	W/E 10/21: 7							20	85	139
<b>Utah</b>	TR	W/E 11/11: 105							719	599	1,822
<b>Washington</b>											
Columbia Basin	TR	132	49	0	138	97	82	139	8,664	6,795	19,039
	TR EXPT	34	7	0	45	31	38	29	2,565	2,641	6,227
	RL & PB	22	34	0	0	34	18	0	1,371	2,004	5,230
<b>Total Columbia Basin</b>		188	90	0	183	162	138	168	12600	11440	30496
<b>Wisconsin</b>	TR	W/E 11/11: 47							267	396	1,143
<b>IMPORTS-ALL PORTS</b>											
<b>Canada-Commerce</b>	TR	2015 Crop July-June (as of December 2016)							1,645	2,424	3,745
<b>Mexico</b>											
Crossings thru Otay Mesa	TR	0	0	0	0	0	0	0	1	2	311
Crossings thru Pharr, TX	TR	0	0	0	0	0	0	0	5	26	1,729
Crossings thru Rio Grande City	TR	0	0	0	0	0	0	0	5	33	646
<b>Total Mexico Crossings</b>		0	0	0	0	0	0	0	11	61	2686
<b>Peru</b>	I	30	32	12	43	46	47	45	2,037	1,845	5,032
<b>U.S. TOTAL</b>		399	181	12	427	393	397	401	43,330	43,637	100,187
<b>ONIONS PROCESSED</b>											
US - EAST	TR	W/E 11/10: 10							946	802	869
US - WEST	TR	W/E 11/10: 245							13,447	13,084	15,266
<b>NOTE:</b> Total for Saturday, November 11 including current week ending numbers is 547											

**MARKET NEWS TERMINOLOGY**

This information defines various terms used in Market News reports.

**I. QUALITY**

Quality shall be deemed to include size, color, shape, texture, cleanness, freedom from defects, and other more permanent physical properties of a product which affect its market value.

The following terms when used in market reports in connection with Quality shall be interpreted as follows:

**FINE:** Better than good. Superior in appearance, color, and other quality factors. Fancy is not used as a synonym for fine.

**GOOD:** In general, stock which has a high degree of merchantability with small percentage of defects. This term includes U.S. No. 1 stock generally, and 85% U.S. No. 1 or better quality on some commodities, such as lettuce.

**FAIR:** Having a higher percentage of defects than Good. From a quality standpoint, roughly around 75% U.S. No. 1 quality with some leeway in either direction.

**ORDINARY:** Having a fairly high percentage of defects as compared to Good. Roughly 50 to 65% U.S. No. 1 quality.

**POOR:** Having a heavy percentage of defects, with a low degree of salability except to "low priced" trade. More than 50% grade defects.

**II. CONDITION**

Condition shall be deemed to include stage of maturity, decay, freezing injury, shriveling, flabbiness, or any other deterioration which may have occurred or progressed since the product was harvested and which may continue to progress.

The following terms when used in market reports in connection with Condition shall be interpreted to mean:

**GOOD:** Means such condition as does not justify any price reduction because of condition factors.

**FAIR:** Means has a slight degree of off-condition factors which may warrant a small price reduction as compared to Good.

**ORDINARY:** Means having a heavier degree of off-condition factors which may warrant a substantial price reduction as compared to Good.

**POOR:** Means so badly off-condition as may warrant price reduction. A combination of terms may be used in wide range in quality and/or condition, as poor to ordinary, ordinary to fair, fair to good, etc. These terms may be further qualified by use of such terms as generally, mostly, some, few, etc, as defined in the last column.

**III. OFFERINGS AND SUPPLIES**

A general statement concerning the volume of offerings or supplies is used whenever it can help explain the current market condition. Used with qualifying terms "light," "moderate," or "heavy." Light and heavy may be modified by "very" or "fairly."

**OFFERINGS:** The volume voluntarily made available for sale. "Offerings" is used in all instances when the option is with the seller, such as commodities moving from storage.

**SUPPLIES:** The volume over which no one has control. This term is applicable when production is heavy or when weather conditions or some other factor affect the volume moving the market.

**IV. DEMAND**

Demand represents the immediate or current desire for a commodity coupled with the ability and willingness of the buyer to pay for it. The following phrases refer to "effective demand", that is, the demand which results in current trading at the market prices quoted. Demand at any given time should be considered in relationship to what might be considered as normal for the season.

**Demand Exceeds Supply or Offerings** - When demand is substantially greater than available supply or offerings.

**Very Good** - Demand is well above average for seasonally normal offerings.

**Good** - Demand is better than average and trading is more active than normal.

**Fairly Good** - Demand is slightly above average buyer interest and trading

**Moderate** - Average buyer interest and trading.

**Fairly Light** - Buyer interest and trading slightly below average.

**Light** - Demand is below average.

**Very Light** - Few buyers are interested in trading.

**Practically No Demand** - Indicates a stagnant condition on the market, with very little interest and very few or no sales.

**V. PRICE TRENDS - MARKET TONES**

"Market", as used by Market News, represents the price level at which a commodity is traded. "Price trends" are used in our reports to indicate comparisons with conditions and prices which prevailed on the previous day, and in certain situations, conditions expected on the day following or both.

**Strong** - When prices are measurably higher than the previous trading session, and it is the reporter's opinion that the trend toward higher prices has not yet reached its highest level.

**Much Higher** - When prices are substantially higher than the previous trading day.

**Higher** - When the majority of sales are at prices measurably higher than the previous trading session. Actual increase may be shown, e.g., 50 cents higher.

**Slightly Higher** - Represents a condition in which price advances are less definite and less general than when "higher" is used. The price range need not be higher, but it should show a greater volume of sales at the higher end of the range, making a definitely higher "mostly" price. Also, this term may be used if the price range is higher and a "mostly" price is either not appropriate or unchanged. When in the reporter's judgement, the higher prices are insufficient to affect the market trend, the prices should not be included in the range but should be qualified by "occasional", "few", or "some".

**Firm** - Prices are tending higher, but not measurably so, although a slightly higher undertone is prevailing.

**Unsettled** - Used only rarely to indicate a condition of market uncertainty with lack of agreement on the part of the trade as to whether prices tend to be lower or higher. It may also represent a waiting attitude pending the development or outcome of extraneous factors which may affect the market, such as storm damage, labor troubles, etc. and these factors may be mentioned.

**Steady** - Prices are unchanged from previous trading session.

**About Steady** - This is probably the most used term and justifiably so because very seldom does a market situation remain exactly the same two or more consecutive days without some change even though not significant.

**Dull** - Prices are about unchanged from the previous trading session, trading is inactive, and prices represent few sales. This term should generally be used only at terminal markets when trading is inactive and demand is very light. Shipping point offices will not normally need to use this term because they should fully describe demand and/or trading conditions, which is not possible in terminal reports.

**Barely Steady** - Indicates a condition of decreasing confidence on the part of most sellers because of decreased demand, supplies not cleaning up, heavier supplies in prospect, etc. Prices are holding at the level of the day before, but a weaker undertone prevails.

**Slightly Lower** - Represents a condition in which prices declines are not a definition as general as in "Lower." The price range need not necessarily be lower, but it should show a greater volume of sales at the lower end of the range, making a definitely lower "mostly" price. Also, this term may be used if the price range is lower and a "mostly" price is either not appropriate or unchange. When in the reporter's judgement, the lower prices are insufficient to affect the market trend, the prices should not be included in the range but should be qualified by "occasional", "few", or "some".

**Lower** - When prices for most sales are measurably lower than the previous trading session. Actual decrease may be shown, e.g., 25 cents lower.

**Much Lower** - When prices are substantially lower than the previous trading session.

**Weak** - Indicates a downward trend. Prices are measurably lower than the previous trading session and may be lower the following trading day.

**Demoralized** - This term is used only in very unusual cases. It describes a condition in which the market is oversupplied with perishable commodities which cannot be sold except at extremely low prices, in some cases at almost any price offered. This term is not to be followed with a record of sales at reasonable prices.

## VI. **UNDERTONE**

Market sentiment indicating sense of direction of market prices for the following day or few days. This term may be used with any of the preceding terms to express analysis of expected price trends or to indicate market sentiment when prices are not established, e.g. too few sales to establish market "slightly lower undertone" prevails.

## VII. **TRADING ACTIVITY**

The pace at which sales are being made. These terms are being used in the Shipping Point Trends report to indicate trading activity.

Very Active - Demand is much better than average and available supplies (offerings) are being sold rapidly.

Active - Available supplies (offerings) are rapidly clearing the market.

Fairly Active - Available supplies (offerings) clearing the market at a slightly faster rate than normal.

Moderate - Available supplies (offerings) are clearing the market at a reasonable rate.

Fairly Slow - Available supplies (offerings) are not readily clearing the market.

Slow - Available supplies (offerings) are not rapidly clearing the market.

Very Slow - Available supplies (offerings) are not clearing the market. Large percentage of supplies are unsold.

Inactive - Sales are intermittent with few buyers and/or sellers.

## VIII. **QUALIFYING TERMS**

The following terms when used by Market News will be interpreted as meaning:

Occasional	1 to 5%
Few	6 to 10%
Some	11 to 25%
Many	26 to 50%
Mostly	51 to 90%
Generally	91 to 100%

"One lot" - means one sale of a commodity at a specified price to a single individual.

## IX. **BASIS OF SALE**

Sales F.O.B. Shipping Point - Means that the produce quoted or sold is to be placed free on board the boat, car, truck, or other agency of land transportation at shipping point in suitable shipping condition and that the buyer assumes all risk of damage and delay in transit not caused by the seller irrespective of how the shipment is billed. The buyer shall have the right of inspection at destination before goods are paid for to determine if the produce shipped complied with the terms of the contract or order at time of shipment subject to the provisions covering suitable shipping condition. Such right of inspection does not convey or imply any right of rejection by the buyer because of any loss, damage, deterioration, or change which has occurred in transit.

Delivered Sales, Shipping Point Basis - Means that the produce is to be delivered by the seller on board car, or by truck, or on dock if delivered by boat, at the market which the buyer is located, or at such other market as is agreed upon, free of any charges for transportation or protective service. The seller assumes all risks of loss or damage in transit not caused by the buyer.

## X. **MIXED LOADING**

Mixed Pack Loads - used where two or more types of packages in one car or truck results in higher prices than for straight loads. "100-lb sacks mixed pack 4.25, straight loads 4.00".

Mick Davie,  
Local Representative