



MARKET UPDATE

Round Tomatoes: With crop delays in several major growing areas (TN, NJ, VA), the East is light on round tomatoes during this transition week. Lipman's SC crops had been providing much of the Eastern volume recently, but finished up earlier this week. Although there are a few spots of limited availability in NC and TN where growers have just started scrapping, we don't expect to see significant volume from these areas until the last of July/first of August. Lipman's VA crops are on tap to begin between July 15th and 20th, starting in a light way. We will see a slow and gradual increase in availability over the next few weeks as more farms begin to harvest and/or get deeper into the season. In the West, we're seeing good vine-ripe supply and quality out of Baja where sizing has shifted down to mid-sized fruit. East Mexico is slowly beginning Summer crops and should see volume improve gradually. The mature green deal in CA is underway with most growers having already started or getting into fields next week, including Lipman. Early volumes are on the lighter side as gradeouts for wind scar and sun damage have affected yields. Expect volume to build as farms get further into their acreage.

Roma Tomatoes: There's really not any romas to speak of in the East. A few TN farms have picked some early fruit but they won't see any volume for another 10-14 days. By then, we should see a few more areas and players get into the mix, specifically in NC and NJ. It'll be up to Mexico and CA to supply romas in the meantime. Baja's numbers will remain steady as growers phase in and out of volume while East Mexico is increasing from new acreage. CA's San Joaquin Valley is seeing harvest increases but there are typical external quality issues that keep much of this fruit from meeting retail specifications.

Grape Tomatoes: There are still a few grape tomatoes left to harvest in SC, but Lipman has also started in a small way in VA where quality is nice. VA's volume will remain light for the next few weeks but should kick in about the time we start to see volume from TN and NC. As for the West, our crops in Central Mexico continue to have strong volumes and good quality. With our

Baja crops starting this week, grape tomato supply looks good for the West.

Bell Peppers: Bell peppers are still not the easiest in the East but there are signs that supply will improve over the next few weeks. Our Eastern NC farm has worked through most of its crown picks and is now into 2nds, which brings more XL sizing instead of jumbos. Since these crops have been through a ton of rain (running 12-15" above normal), plant stress has caused some issues on the fruit. The next two major production areas, MI and NJ, have just gotten started in a light way with mostly big stuff from crown picks. As their volume begins to build next week, we also expect to see more small local deals popping up in NC, KY, and VA. As for the West, Bakersfield is still the main growing region although there is one grower harvesting in Legrand also. Look for harvests to transition to the Fresno area over the next 7-10 days.

Cucumbers: Although Eastern NC is done and GA is on its last legs, new growing areas are bringing an adequate amount of cucumbers to Eastern markets. NJ farms are rolling along with strong volumes and good quality as they have for the past few weeks. Now, there are new crops in MI, NY TN, and Western NC getting started to add to the mix. No major quality concerns have reported thus far from any of the new growing areas. Mexico's Sonora area is now finished for the season and the majority of the West's supply will come from Baja for the immediate future. The NW has also started and will cover the local needs through October. There's also good production out of Central Mexico coming through McAllen. All three growing areas have good, strong quality.

Green Beans: Although there have been a few quality issues here and there from areas that have seen rain, green bean availability is good in the East. VA is running full steam and TN is into good supply/quality this week. We'll start to see some volume from the Northeast soon as well. Production increases from Baja, Brentwood and the Watsonville/Salinas areas have improved Western supply this week. Beans are also available in Fresno and Santa Maria.

Summer Squash: Squashes are available from GA to NY and many points in between this week. NJ and MI are two of the states with greater production, but there's also product available in KY, NC, SC, OH, IN, TN, NY, VA and others. Although you can see occasional quality issues in the yellow by grower/field/lot, most areas have nice product to ship. Unless a major weather event comes into play, there should be plenty of squash in the East for at least the next several weeks. Baja, Santa Maria and CA's Central Valley all have stronger squash production as they have moved into new fields. With the Watsonville/Salinas area also seeing stronger harvests, promotional opportunities are available for the next few weeks.

Eggplant With GA finishing up and only once per week harvests in Eastern NC, eggplant is a snug item in the East. Most local deals in VA, KY, NJ, NY, etc. are still a few weeks away from starting. Looking to the West, Coachella has officially finished until the Fall. The Fresno/Central Valley fruit is now in season, and will see volumes come on from continuous warm weather. There's also light volume coming out of Baja.

Chili Peppers: Baja's chili pepper crops are in stride now that Sonora is pretty much finished (one more week). Quality has been improving weekly and by the end of this week, there will be ample product with excellent quality. With CA on an upswing as well, Western chili pepper supply is looking good. GA has been providing most of the Eastern chilies, but they're just about to pull the plug on the season. Product is getting fewer and further declining. There are only a few small local deals that are just starting next week to tide the East over until the next two major production areas get on board. MI should begin in the next 7-10 days, while NJ looks to be another week further out.

Hard Squash: Spaghetti is extremely short. CA's volume and quality are improving so things should ease off soon for all varieties. As we wait for local and regional deals to start and/or see volume, there's very little product available in the East this week.

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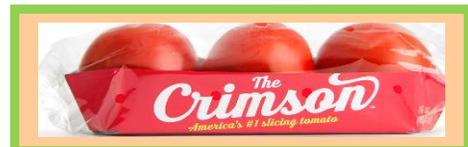
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RESTAURANT INDUSTRY NEWS

4 Ways Contactless Order Pickup Can Increase Off-Premise Sales, Even Post Pandemic

www.restaurantbusinessonline.com, July 9, 2020

When stay-at-home orders forced operators to shut down dining rooms nationwide, off-premise sales via delivery and takeout went from a growing trend to many restaurants' lifeline. And despite dining rooms reopening at an ever-increasing rate, it's not yet business-as-usual; currently, most consumers remain hesitant to dine on-premise.

According to Technomic's *Foodservice Impact Monitor*, 72% of consumers are concerned that dining rooms are reopening too quickly, and 65% say that restaurants should only offer drive-thru, pickup and delivery. And, even when health concerns subside, many of the consumers who first tried ordering off-premise amid shutdowns will continue to order takeout and delivery, whether dining in is an option or not—they've had a taste of the convenience that takeout and delivery orders provide, and are likely to keep coming back for more.

Long story short, off-premise dining is here to stay. And contactless order fulfillment can make the process safer, faster and overall more enjoyable for the customer. Here's how.

1. It ensures safety

Contactless methods for both delivery and takeout can give health-conscious consumers peace of mind as they decide to order out. However, many operators offering takeout today remain unprepared to fulfill high volumes of takeout orders. Without streamlined systems to fulfill orders for pickup, operators have been making do by putting takeout orders on a table for customers to sort through or by leaving orders on the sidewalk by the customer's car—neither of which ensure safety or accuracy. Automated pickup lockers, on the other hand, provide a contactless solution. Restaurant staff load takeout orders into the locker to safely and securely contain the orders until customers pick them up.

2. It increases accuracy

Many operators depend on a sort of honor code for fulfilling pickup orders, leaving all takeout meals on a table or shelf in a common area of the restaurant, depending on each customer to find the correct order and leave others untouched. Even if restaurant staff are personally responsible for handing off takeout orders, accuracy can be an issue. Keeping all orders in the same place leaves a lot of room for error—an employee could easily grab the wrong bag by mistake. If each order is secure in its own compartment of a pickup locker, however, customers simply scan a code received via text or push notification to find and access their meal on the first try. By eliminating the guesswork, picking up orders is quicker—and safer, too.

3. It helps balance on- and off-premise service

With off-premise operator sales percentages growing more than ever before, providing excellent on-premise service while continuing to fulfill off-premise transactions quickly and accurately may present a challenge. Especially as many dining rooms are currently seating a fraction of their typical capacity, it's easy to create a bottleneck of customers in the waiting area as on-premise diners wait for a table and off-premise diners pick up their orders. This can make the restaurant appear more crowded than it actually is and even drive away potential customers wanting to avoid a long wait. A contactless pickup system can easily prevent this. Off-premise diners only receive a notification when their order is ready, which decreases time spent in the restaurant and helps keep the waiting area free for customers dining in. As a result, both sets of customers receiving their food more quickly and conveniently.

4. It improves employee retention

Customers aren't alone in wanting a safe, efficient restaurant experience—employees also benefit from a contactless system that streamlines their tasks and minimizes contact with customers. For employees, order fulfillment is as simple as loading prepared orders into a pickup locker, then moving on to the next. They never have to go back to it or even think about it again. Now more than ever, time is precious for restaurant operators—and improving work conditions to retain employees can help prevent the need to devote time to training new staff members.

This article has been edited for content and space. To view the entire selection, please go to: www.restaurantbusinessonline.com



TRANSPORTATION FACTS

*The average US diesel fuel price rose a half a penny this week, moving from \$2.43 to \$2.44 per gallon.

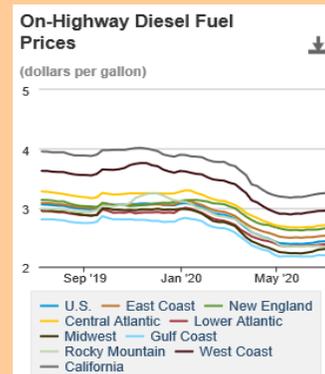
*The average price for a gallon of diesel is \$.62 lower than the same time last year.

*The Central Atlantic was the lone spot where pricing decreased (just less than \$.01). All other zones reported increases of \$.01 or less per gallon.

*As usual, California has the highest price at \$3.26 per gallon while the Gulf Coast remains the low-price leader at \$2.20 per gallon.

*The WTI Crude Oil inched up 2.7% this week, moving from \$39.82 to \$40.90 per barrel.

* Trucks are short in the Carolinas but all other areas report adequate levels of transportation. There have been some issues with crossings from Mexico this week, as farmers blockaded the Pharr international bridge, stopping all traffic.



Source: Energy Information Administration

Good from the Ground Up!



Fresh-Cut MIXES AND BLENDS READY TO EAT

Appreciate a traditional, Mexican classic without the hassle and maintenance of chopping and mixing! Our fresh-cut pico de gallo salsas offer convenience while still maintaining quality. Lipman processes both mild and hot salsa blends, maintaining consistency in thickness, sizing, quality, and performance.

DEPENDABLE
Individually stored, processed, and packed at ideal temperatures.

SIMPLIFIES
Eliminates preparation time and risk of in-store operation injuries due to cutting, lifting, and waste.

COST SAVING
Reduces insurance costs, workers compensation claims, and space required for storing.



Contact your sales representative to learn more about our customized packaging options!

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PRODUCE BAROMETER

ITEM	QUALITY	PRICING
Bell Pepper	Mostly Good	Elevated
Cucumber	Good	Steady
Eggplant	Good	Steady
Green Beans	Mostly Good	Lower
Jalapenos	Varied	Steady
Onions	Good	Steady
Squash	Good	Lower
Tomatoes	Good	Steady



JULY CALENDAR

- All Month
- National Grilling Month
- National Deli Sandwich Month
- July 13th
- National French Fries Day
- July 15th
- Give Something Away Day
- July 16th
- Get to Know Your Customers Day
- National Personal Chef's Day

Thorofare, NJ Weather

Sat Jul 11	Sun Jul 12	Mon Jul 13	Tue Jul 14	Wed Jul 15
90° F	90° F	91° F	89° F	92° F
73° F	72° F	72° F	71° F	78° F
WNW 7 MPH	SW 7 MPH	SW 6 MPH	SSW 6 MPH	WSW 6 MPH
Precip 70%	Precip 40%	Precip 40%	Precip 30%	Precip 20%

NEWS IN THE GROCERY TRADE

Online Grocery Sales Increase 9% in June

By: Tom Karst, www.producemarketguide.com, July 6, 2020

June online grocery sales jumped 9% compared with May, according to a survey from Brick Meets Click/Mercatus. With sales estimated at \$7.2 billion in June, 45.6 million households used delivery and pickup services for their grocery needs, according to the survey.

The Brick Meets Click/Mercatus Grocery Survey collected data June 24-25 and reported that order frequency, compared with May, grew from 1.7 to 1.9 orders per month for active households.

The increase in online orders, according to a news release, was driven by increased concerns about the coronavirus and greater online fulfillment capacity offered by retailers.

“Many grocery retailers have demonstrated amazing agility since the health crisis started, building surge capacity to better meet the astronomical growth in demand for shopping online,” David Bishop, partner and research lead for Brick Meets Click, said in the release. “Today as shoppers have more choice, the increased capacity is now actually enabling the continued growth of online grocery.”

In June, 44% of all households reported high levels of concern about someone in their household contracting COVID-19, up 2% from the previous month, according to the survey. The over-60 age segment reported a 9% increase in high levels of concern, compared with May, according to the release.

More independent retailers began offering online options for pickup and home delivery in June, and the release said larger chains also expanded their online efforts.

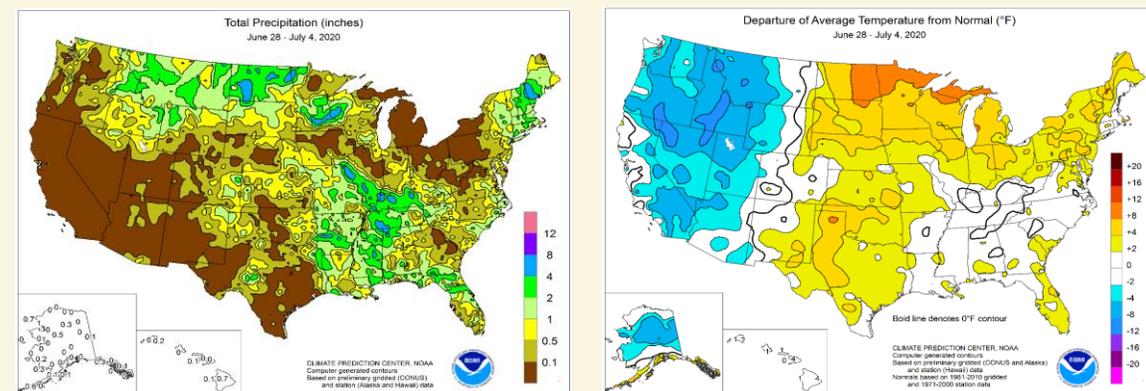
The survey found that the likelihood for a shopper to use a specific online grocery service again within the next 30 days is at 57%. That is up about 1% from May but still far below the pre-COVID repeat rate that stood at 74% during August 2019.

Interest in receiving an online grocery order (via pickup or home delivery) rebounded slightly in June, with 32% of all households being extremely or very likely to use a service within the next 90 days, up 2% from May, according to the release. The interest in using online grocery services was strongest among households who used these types of services in June, with 57% of that group indicating that they are extremely or very likely to do so as compared to 17% of the non-active households.

“Even though some retailers have seen sales decline within their respective business, the new reality of increased capacity across the market — and related greater choice (or options) for shoppers — means that all grocery retailers will need to accelerate their efforts to make shopping online even more seamless to thrive going forward,” Bishop said in the release.

NATIONAL WEATHER SPOTLIGHT

Last Week's Precipitation Totals and Average Temperature Deviations



INDUSTRY NOTES

PMA Unveils Details on Foodservice: Delivered General and Breakout Sessions

www.fruitgrowersnews.com, July 9, 2020

Produce Marketing Association is dishing out some intriguing food for thought during its first-ever Foodservice: Delivered virtual event July 20-24. The online gathering for the foodservice industry showcases fresh produce products, ideas and insights to grow business. Registration is complimentary, but reservations are required — so book now to secure your spot.

The event features a menu of educational experiences and programming designed to help the foodservice industry not only revive but thrive. PMA partnered with the best in food and produce, health and safety experts, and food thought leaders and trendsetters to create two content tracks: one for chefs, menu developers, and food influencers, and another designed to help foodservice produce suppliers, buyers and the operations side of the house maximize opportunities. The goal? To give those working anywhere in the foodservice arena a place to convene, collaborate and explore new ways to feed an eager public's appetite for celebrating and reconnecting over good-for-you food that tastes great.

Registrants can choose from an expansive menu board of options including the Chef's Menu daily general sessions, Tasting Menu breakout sessions; and Mixers that include live-cooking demos, mixology, and group discussions. PMA Foodservice: Delivered also includes a variety of ways to learn about solutions, services and produce suppliers. Solutions Sampling is PMA's online product and service showcase that features fresh produce suppliers and business solution providers who cater to the foodservice industry. Participants will also have quick, easy access to product demos and related content during Chef's Tablesessions.

More information, including a detailed schedule, speakers, and session descriptions are available on pma.com. Registrants can access all tracks and sessions, including live and on-demand content, as well as the product showcase. Registrants also get access to networking sessions, a Foodservice: Delivered TV show, daily wrap-up briefs and more.

Foodservice: Delivered Tasting Menus

In addition to the seven Chef's Menu keynote sessions, PMA's Foodservice Delivered will include 10 Tasting Menu breakout sessions. Un-Plated's Medora will lead five sessions developed with chefs, menu developers and those responsible for HR and other operations in mind. Sessions will feature thought leaders and insightful conversations around hot trends and compelling topics that, while tailored, might also be insightful to almost everyone that works within the foodservice supply chain. Tasting Menu topics include:

- diversity and building a nurturing workplace;
- exploring delivery apps, tech and how produce fits into meals designed for delivery;
- menu development and building bridges within our food system;
- next-level sustainability in foodservice including packaging and moving towards zero waste;
- and a discussion on the future of foodservice, where industry leaders will weigh in on "The Doctor is In" and Singularity's predictions for the future.

PMA will also present five additional Tasting Menu sessions that will feature commentary from produce and foodservice trade press partners who will provide their observations and perspectives on top challenges facing the produce and foodservice industry around staffing and labor, delivery and off-premises operations, produce and menu development, supply-chain challenges and what's new and next in foodservice involving produce.

This article has been edited for space and content. To read the entire selection, please go to www.fruitgrowersnews.com or visit www.pma.com to register and get more details.

FRESH

TOMATOES


the best of nature™

MARK YOUR CALENDAR
& PACK YOUR BAGS?

July 20-24, 2020

PMA Foodservice: Delivered- Online Tradeshow
www.pma.com/events/foodservice-delivered

September 21-25, 2020

United Fresh Washington Conference
Online Event
www.unitedfresh.org

October 15-17, 2020

PMA Fresh Summit – Changed to Online Tradeshow
www.pma.com/events/freshsummit

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