



**MARKET UPDATE**

**Tomatoes:** Eastern tomato supply is light on all varieties this week. Local crops in the Carolinas, Tennessee, etc. are in the latter part of the season where plantings and production lighten up. Grape tomatoes are especially snug, as some growers that usually cover the transition between Northern and Southern growing areas have experienced crop failure and/or planting gaps. With Virginia's Fall crops starting over the next 7-10 days, we'll see a little more fruit available next week. Quincy, FL is still a few weeks away from breaking tomato fields. Preliminary reports of storm damage in Quincy are mixed and vary by grower and field location. Overall volume and quality from this area could reflect the consequences of Hermine, keeping the tomato market interesting for the early Fall.

California continues to have moderate supplies of mature green tomatoes, with good quality and yields coming from the Brentwood area. Baja, Mexico is, likewise, bringing moderate supply of vine-ripes to the table. All sizes are available on rounds with quality and condition assessed as above average. On the roma front, Baja is the hot spot. Eastern Mexico and the Eastern US's lack of supply has shifted much of the country's demand to Baja. Fruit color has been light as they struggle to stay on top of the above-normal demand. Grape tomato supply and quality have been challenging, but should improve as Baja gets further into its Fall plantings.

**Bell Peppers:** With Michigan, New Jersey, and New York beginning to wind down, bell pepper availability has tightened up in the East. Cooler nights in the Carolina mountains are also slowing fruit growth and production. Overall, there's less size and more offgrades in the Eastern

markets. Georgia is due to start in a light way next weekend with what could be a lighter than normal season due to Hurricane Hermine. In the West, California growing areas continue to provide very nice quality and expect to continue through October. The Gilroy/Salinas area has the strongest volumes, while the Central Coast touts the best quality.

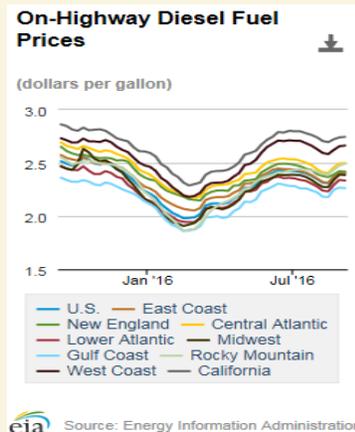
**Cucumbers:** As Michigan and New Jersey begin to wind down the cucumber season, Eastern North Carolina and South Georgia will start and begin to pick up steam. There could be volume and quality challenges for the Georgia crop due to the recent storm, but that has not been confirmed. As for the West, those markets are looking to Baja, where they are just breaking into Fall production blocks of cucs. Quality has been fairly good on early picks.

**Summer Squash:** Although Summer squash production is winding down in Michigan, New Jersey and the Carolinas continue to have moderate supply for the next few weeks. Georgia's Fall season was delayed by Hermine, but they have begun shipping zucchini this week. Initial reports of storm damage were not severe, but we will likely see more effects, particularly with scarring, over the coming weeks. California's Central Coast and Fresno areas have just begun harvesting from their final plantings of the season and expect to have product available through October. With Mexico's Sonora/Hermosillo area just getting underway also, we expect good availability in the West for the foreseeable future.

**Chili Peppers:** Baja's chili pepper production areas dodged any major effects of Hurricane Newton and should see production increase over the next 7-10 days. South Central Mexico continues to cross fruit into Texas, but varieties are limited.

**TRANSPORTATION FACTS**

- \* The National Diesel Average remained steady this week at \$2.41 per gallon.
- \* The average price for a gallon of diesel fuel is \$.13 less than the same time last year.
- \* Half the reporting regions saw a slight increase in fuel pricing, while the other half experienced decreases of less than \$.01 per gallon. The most significant movement occurred in the Rocky Mountains, where diesel fuel rose just under \$.02 per gallon.
- \* California has the highest-priced diesel fuel at \$2.75 and the Gulf Coast region offers the best bargain at \$2.26 per gallon.
- \* The WTI Crude Oil price rose 1.8% this week, moving from \$44.70 to \$45.50 per barrel.
- \* Transportation remains readily available throughout the country, with a surplus supply reported at Texas-Mexico crossing points.



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## An Apple a Day One Dietician's Secret Weapon for Healthy Eating

By: Jae Berman, [www.washingtonpost.com](http://www.washingtonpost.com), September 1, 2016

I am going to fill you in on a major secret of good nutrition: Healthier eating often has nothing to do with superfoods, metabolism or the perfect balance of nutrients, but rather with being prepared. That's right — just like the Boy Scouts. In this case, what we need to be prepared with is food that is in line with our values and health goals.

We live fast lives, and most of us are tight on time. Often we don't eat right not because we don't think we need to or because we refuse to eat vegetables, but rather because we come home tired and hungry to an empty fridge. So we order something quick — and probably unhealthy — because it is easy and tasty.

How can you prepare for this? The answer is batch cooking — cooking enough food at one time so you make two or three meals' worth of leftovers. You always have nutritious, homemade food on hand. Life gets easier, and your body gets healthier. It's truly that simple.

When you first start batch cooking, it will seem to take a lot of time, because you are prepping and cooking so much at once. However, the time you will save during the days that follow is tremendous. If you roast two to four sheets of vegetables on Sundays, you've got those veggies all week. Stored in a container in your fridge, they can be eaten cold or reheated in seconds. Same with protein: Cook 10 chicken breasts, make a dozen burgers and hard-boil a dozen eggs, and you are set for protein when you walk in the door after a long day. This goes for starches as well. Make a big pot of quinoa, rice, beans, you name it, and daily portions are just waiting to be reheated.

And don't forget to make use of your freezer, the ultimate weapon against food going bad. You can freeze cooked grains such as rice, bread and pasta, as well as cooked proteins and even vegetables.

As you learn to master freezing foods and refrigerating them in airtight containers, you might be able to make enough in one batch-cooking session to last as long as *two* weeks.

To be sure, a major problem many people have with batch cooking is they don't think they're getting enough variety in their meals. Repeating the same foods during the week can be boring. The solution is using spices, herbs and condiments to add variety. Protein one night can be made with salsa, cilantro and chilies; the next night, add olives, vinegar and rosemary; for lunch, add ketchup, mustard and pickles.

Besides the batches of vegetables, proteins and grains mentioned above, here are some meal ideas to get you started:

- Soups and stews: Take advantage of your slow cooker and throw veggies, protein and a starch in a pot with some broth and boil/simmer to taste. Freeze extras, take containers to work and microwave or reheat for dinner.
- Frittata: Make a large pan, cut into slices and freeze or store in airtight containers.
- Tuna or salmon salad: Make two cans' worth instead of one; it will last a few days.
- Smoothies: Even just yogurt and fruit, made in bulk and frozen in individual containers.

- Overnight oats: Make five separate containers, using a variety of fruits, nuts and spices, and you have breakfast for Monday through Friday.

- Fruit: Cut and prep so you have on hand for the week.

- Vegetables: Wash, cut and prep so you are prepared to grab on the go, throw in a salad or heat up quickly for a dinner midweek.

- Pre-portioned bags of nuts and seeds.

- Simple sandwiches, pre-wrapped.

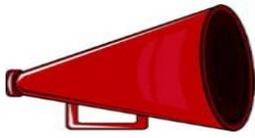
- Bean or grain salad.

- Pre-cut and rinse salad greens.

- A large jar of salad dressing/marinade, as simple as olive oil and vinegar, or add spices, lemon, mustards, etc.

When you first start batch cooking, your grocery bill may be large, as you probably are buying more than you usually do at one time. But you won't need to shop as often — and remember, you will cut the number of times you order pricey restaurant food. The savings will add up quickly.

Finally, recognize that batch cooking is a skill and therefore takes time and practice. There will be times where you make too little or too much, or the leftovers don't taste quite right, or you get bored, but just keep going. Over time, you will master batch cooking — and you'll see that it's an absolute game-changer. Try it and notice how stress-free healthy eating can be.



## SPOTLIGHT ON LIPMAN Team Lipman Shouts Out

### Prakash Pradhanang Seed Production Manager Estero, FL

Lipman farming begins with the hybrid tomato seeds that Prakash Pradhanang helps make in different parts of the world. As seed production manager, he coordinates with overseas seed contractors, as well as with Lipman’s upper management, tomato breeders, and transplant managers to make sure we have secured supply of best quality seeds for our tomato crops.

Prakash appreciates both Lipman’s energetic R & D team and our very encouraging upper management. He says, “I rarely see this lovely and compassionate connection in larger companies. I also like the freedom to conduct research that supports my job to make better quality hybrid seeds.”



### Leetha Reynolds Account Manager Lipman- Clarksville, AR

As a key account account manager, Leetha defines her responsibilities as providing fresh tomatoes and vegetables to our customers - 24/7/365 by evaluating our customer’s needs and analyzing opportunities within Lipman’s extensive network. She believes that a major part of sales is providing great customer service through building relationships and qualifying potential.

Her thoughts on being a part of the Lipman team? “I love the security of a large company that functions as a smaller company with a focus on family values.”

## PRODUCE BAROMETER

ITEM	QUALITY	PRICING
Bell Pepper	Fair to Good	Steady
Cucumber	Fair	Higher
Eggplant	Good	Steady
Green Beans	Good	Steady
Lettuce-Iceberg	Good	Steady
Jalapenos	Good	Higher
Onions	Good	Steady
Tomatoes	Fair to Good	Higher



## SEPTEMBER CALENDAR

- All Month  
Ethnic Foods Month
- September 13<sup>th</sup>  
National Kids Take Over the Kitchen Day
- September 14<sup>th</sup>  
National Eat a Hoagie Day
- September 16<sup>th</sup>  
National Guacamole Day

### Clinton, NC Weather

Thu Sep 8	Fri Sep 9	Sat Sep 10	Sun Sep 11	Mon Sep 12	Tue Sep 13	Wed Sep 14
93° F	93° F	91° F	90° F	84° F	84° F	84° F
72° F	72° F	73° F	72° F	68° F	68° F	66° F
SW 8 MPH	SSW 9 MPH	S 8 MPH	SW 5 MPH	E 6 MPH	E 6 MPH	SE 3 MPH
Precip 20%	Precip 10%					
Averages 85° F / 65° F	Averages 85° F / 65° F	Averages 85° F / 64° F	Averages 84° F / 64° F	Averages 84° F / 64° F	Averages 84° F / 63° F	Averages 84° F / 63° F

## NEWS IN THE GROCERY TRADE

### The Future of Fresh in Retail

By: Monica Watrous, [www.foodbusinessnews.net](http://www.foodbusinessnews.net), August 10, 2016

The next big thing in supermarkets may be vegetable butchers, said Jen Campuzano, director of account services at Nielsen. “When you walk into the produce department ... you could walk up to a vegetable butcher with the vegetables you want to buy, drop them off, go finish your shopping, and by the time you come back, you have all of these chopped vegetables that are ready to go for snacking or cooking,” Ms. Campuzano told *Food Business News*.

The concept, already spotted in several stores, stems from a growing personalization trend in perishables. As consumers increasingly seek fresh options in convenient formats, the deli, bakery, meat and seafood, and produce sections are rising to meet the demand, Ms. Campuzano said.

“From a health and wellness perspective, we continue to see consumers focusing on and recognizing the value of food as medicine, in helping prevent and manage their health concerns, which goes hand in hand with this increased interest in fresh,” she said. “But at the same time there’s a need for quick solutions, and maybe not necessarily making everything from scratch, but to be able to use convenient solutions within fresh to build better meals at home.”

From 2011 to 2015, the compound annual growth rates for value-added vegetables, including meal-prep vegetables, side dish vegetables, snacking vegetables and vegetable trays, was 15%, Nielsen said. During the same time period, value-added fruit, including fresh-cut fruit, fruit jars and cups, and overwrap fruit, grew 12%.

“These are products that make it easier for consumers to grab something on the go for a snack or to cook something at home,” Ms. Campuzano said. “Butternut squash is a great example; there’s a lot of prep work involved, but now you can buy it already cubed and ready to throw in your oven to have a quick, healthy meal.”

The deli section continues to offer plentiful options for personalization. “Moving anywhere from the salad bar to the sandwich counter, customers have always been able to personalize in the deli,” Ms. Campuzano said. “You can mix and match entrees. We continue to see that grow within the deli prepared space as retailers and manufacturers are developing new flavor profiles to change with the changing consumer palates.”

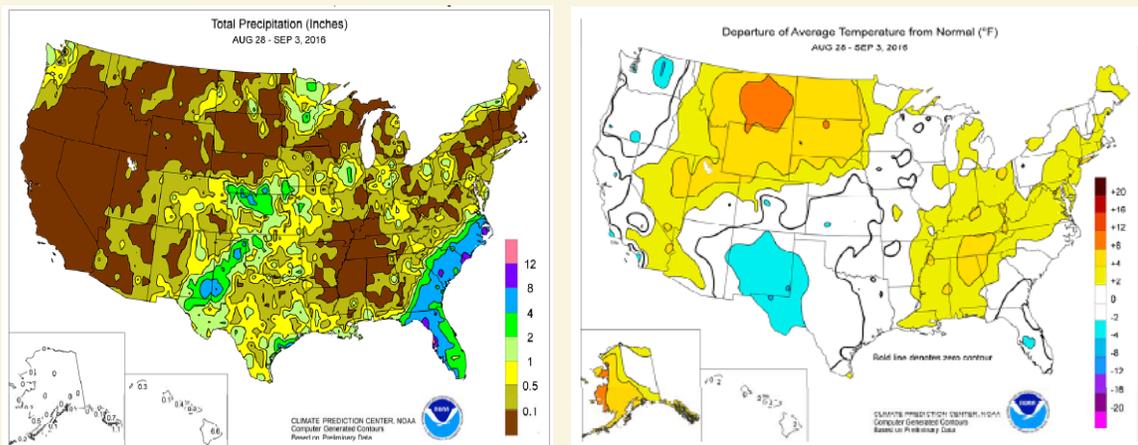
For example, she said, retailers are introducing globally inspired flavors and dishes in addition to the mainstay rotisserie chicken. “Or a standard salad bar now might have quinoa and kale rather than romaine and spinach,” she said. “You’re starting to see those kind of evolutions happening to help meet those consumer needs. I think that’s driven by those retailers and manufacturers who really understand their consumer base.

“To be able to personalize requires you to understand your consumers not at a broader retail level but at the store level because it’s going to vary so much from store to store depending on who your shopper base is.”

Heightened competition from new players in the marketplace, such as meal kit delivery services, underscores the importance of offering personalization in perishables, Ms. Campuzano said. “Thinking about how to make it easier for consumers to eat healthier, I think the possibilities could be endless, depending on what retailers and manufacturers can actually execute in-store,” she said

## NATIONAL WEATHER SPOTLIGHT

### Weekly Precipitation and Temperature Deviation



## RESTAURANT INDUSTRY NEWS

### 3 Reasons You May Be Using Robots in Your Restaurant

[www.restaurant.org](http://www.restaurant.org), August 30, 2016

Will robots prepare your guests' food in the future? If Deepak Sekar has his way, the answer is yes.

A mechanical engineer by trade, the founder of San Francisco-based Casabots, plans to roll out "Sally," the industry's first salad-making robot, before year-end.

Sekar, who will speak at our Restaurant Innovation Summit, Sept. 13-15, in Austin, Texas, will discuss the role of robots in foodservice.

According to Sekar, his robot can help ensure more consistency in some back-of-house responsibilities, like cutting and chopping fruits and veggies. He also says robots can increase food safety.

Here's why Sekar thinks robots could be part of restaurants' next-generation workforce:

1. **Robots can be "perfect."** Sally automates salad-making in a customized, clean and safe way, says Sekar. Since human hands don't touch the food, there's less chance for foodborne illness to occur, he claims. He notes his robot can be programmed to prepare a 300-calorie salad or something more decadent on request.
2. **Robots can reduce prep time.** Once a customer programs the robot to make his or her salad, prep time is about 40 to 50 seconds, he says. It takes approximately 2 minutes for Sally's human counterpart to make a salad.
3. **Robots won't replace employees; she'll complement them.** According to Sekar, good restaurants 10 years from now will have humans and robots working side by side. "Robots won't eliminate all human jobs because humans are good at certain things robots are not. For example, robots wouldn't be good servers; they don't have the human touch. Robots will be good for doing more menial tasks."

Sekar says robots will become increasingly affordable over time. He plans to roll his model out to cafeterias at corporate cafeterias first and will then target restaurant and hotel locations. The robot will be available for rent at a fixed, monthly amount.

## MARK YOUR CALENDAR & PACK YOUR BAGS

### October 9-11, 2016

Fast Casual Executive Summit 2016  
Laguna Cliffs Marriott Resort & Spa  
Dana Point, CA  
[www.fastcasualsummit.com](http://www.fastcasualsummit.com)

### October 14-16, 2016

PMA's Fresh Summit Convention & Expo  
Orange County Convention Center  
Orlando, FL  
[www.pma.com/events/freshsummit](http://www.pma.com/events/freshsummit)

**Come see what Lipman's up to at booth 2155!**

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FOR OUR VALUABLE  
CUSTOMERS



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