

2018 VIRGINIA POTATO & VEGETABLE REVIEW

Adverse weather conditions including two tropical storms made 2018 a challenging year for Virginia growers.

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In cooperation with
USDA Agricultural Marketing Service



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PREFACE

Virginia Market News Service reported potato and vegetable prices throughout the 2018 marketing season. This service was conducted cooperatively by the Virginia Department of Agriculture and Consumer Services, Division of Marketing and the United States Department of Agriculture, Agricultural Marketing Service.

Market News reports for Virginia and other states are available on the Internet at:

www.vdacs.virginia.gov/markets-and-finance-market-news.shtml

Users can also access the Market News Online Subscription Service to receive reports by email. A link to this service is provided on the Virginia Market News Service Internet site at www.vdacs.virginia.gov/markets-and-finance-market-news.shtml. For further information or instructions on using the system, call the Virginia Market News Service at 804.786.3947 or email market.news@vdacs.virginia.gov.

Virginia Market News Service also maintains a toll-free in-state message board at 800.552.5521 with timely market information updated during the marketing season. Callers outside of Virginia can access the information at 804.225.2812.

Information on acreage and production was taken from reports issued by Agricultural Statistics Board, National Agricultural Statistics Service, Washington, DC. Historical data covering national, state and county estimates are available on Internet through:

<http://www.nass.usda.gov>
<http://usda.mannlib.cornell.edu>

Truck shipment information was supplied by the Federal-State Inspection Service of Virginia. In instances where inspection service was absent, truck shipment information was obtained directly from shippers or producers.

The prices appearing in the summary represent the majority of sales. In some instances, sales were made at levels above or below the reported prices.

Some of the statistics used in this summary, such as acreage and production figures, may be subject to minor revision at a later date.

We sincerely appreciate the cooperation and consideration extended to us during the season by members of the industry. Without their help, this publication would not be possible.

We also thank the organizations who furnished information used in this summary.

VIRGINIA POTATO & VEGETABLE REVIEW
was prepared by Brett Richardson

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REVIEW OF THE 2018 POTATO SEASON

HARVESTING AND MARKETING

ROUND WHITE POTATOES

Round White potato harvesting started on the Eastern Shore of Virginia on June 26 although shipments were very light until the following week. The first F.O.B. Eastern Shore price was quoted on June 27 at \$13.75 per 50-Lb sack of Round White, US One, Size A potatoes. Tote bags were mostly \$26.50 per hundredweight (cwt). As a result of adverse weather, demand for Virginia Round White potatoes was better than previous years due to lower production in competing areas. Throughout June, demand was reported as good. In early July, demand declined but was still reported as fairly good and continued to be fairly good for most of the month. Prices remained generally unchanged although there were sales at lower levels, especially for tote bags. Harvesting was curtailed significantly in late July due to heavy rain. After the heavy rain, supplies were light and demand declined to moderate. The last reported price was on August 6 although light shipments continued into mid-August.

Prices for the large 2¾ to 4½ inch “Chef” Round White potatoes were first reported on July 2 at \$16.75 per 50-Lb sack. On July 11, prices decreased to \$15.75 to \$16.75. Supplies were relatively light and by the end of the month most sales were \$16.75. The final reported Chef price was on August 6 at \$16.75 per sack.

ROUND RED POTATOES

Demand and prices for Virginia Round Red potatoes were not as good as previous years. In fact, prices for Red potatoes were less than Round Whites which typically does not happen in Virginia. Part of the reason for the lower Red prices was that production in the Red River Valley bounced back from the previous year. Also, Red acreage has continued to increase in many areas due to the high prices of the past. Prices for Reds were first reported on July 2 with 50-Lb sacks of US One, Size A at \$10.75 and Size B at \$14.75. It was a big drop from 2017 when prices were as high as \$16.75 for Size A and \$25.75 for Size B. Demand was fairly good for Red potatoes throughout the season but was definitely down from past years. Size A tote prices were first quoted at \$20.50 per cwt but ranged from \$14.50 to \$18.50 per cwt for most of the year. The final reported price was on August 6 with 50-Lb sacks of Size A at \$9.75 and Size B at \$14.75. Demand was moderate.

YELLOW TYPE POTATOES

Demand and prices for Yellow potatoes were good throughout the 2018 season. In many previous years, demand started out good for Yellow potatoes but declined fairly quickly as supplies increased. But for the second consecutive year, demand and movement stayed strong for Yellow flesh potatoes throughout the season. In fact, demand and prices for Virginia Yellow potatoes exceeded the other varieties throughout 2018. US One, Size A, 50-Lb sack prices ranged from \$17.75 to \$18.75 with tote bags at \$34.50 to \$36.50 per cwt.

RUSSET POTATOES

Russet carton prices were down compared to 2017. Prices for 50 to 90 count sizes were mostly \$10.00 to \$13.00 per 50-Lb carton in 2018 compared to \$16.50 to \$18.50 in 2017. Tote prices for Size A started the year at mostly \$15.00 to \$19.00 per hundredweight (cwt) although later in the year were mostly \$14.00 to \$18.00 per cwt. Some sales were made at higher and lower levels. Demand for Russets was generally moderate.

CHIPSTOCK POTATOES

Chipstock potatoes continue to be a very important part of Virginia's potato crop and in 2018 they represented nearly 44% of the total shipments. Virginia growers began shipping chipstock potatoes earlier than normal due to shortages caused by heavy rainfall and harvest delays in North Carolina. Virginia growers shipped the first loads of chipstock potatoes on June 27 – approximately one week earlier than previous years. Peak shipments occurred between July 9 and July 21 although shipments continued until mid-August.

Chipstock potatoes were sold primarily based on preseason contracts and were mostly \$11.00 to \$11.50 per hundredweight (cwt). The contract price was down slightly from 2016 and 2017 when prices were quoted at \$11.25 to \$11.50 per cwt. Contract prices were mostly \$11.50 to \$11.75 per cwt in 2014 and 2015 and \$12.50 per cwt in 2013.

Although the vast majority of chipstock potatoes were sold based on contracts, there were a few open market sales. Most open market chipstock sales were at \$11.00 to \$12.00 per cwt. Some sales were made during “rain markets” at prices as high as \$15.00 per cwt. By the end of the harvest, open market sales were as low as \$10.50 per cwt as supplies were increasing in competing areas like New Jersey, New York, Pennsylvania and Michigan.

PRODUCTION AND QUALITY

Total Virginia production in 2018 was estimated at 1,176,000 hundredweight (cwt) by the National Agricultural Statistics Service compared to 1,193,000 cwt in 2017, 1,189,000 cwt in 2016, 1,034,000 cwt in 2015, 1,125,000 cwt in 2014 and 819,000 cwt in 2013. Based on seed potato inspection data, Virginia Market News Service estimated that planted acreage on the Eastern Shore of Virginia was down approximately 15% compared to 2017. It is estimated that at least 500 acres were not harvested due to adverse weather conditions.

Many growers reported that weather conditions made 2018 one of the most challenging years in memory. Initially, planting delays were caused by a cool and wet spring. On April 11, temperatures at the Eastern Shore Agricultural Research Center in Painter reached a low of 29 degrees. Just two days later, temperatures were as high as 80 degrees. On April 18, temperatures dropped again and were as low as 33 degrees. Later in the year, excessive rainfall curtailed harvesting at the peak of the shipping season. Heavy rainfall that started July 21 and continued for several days prevented the majority of growers from harvesting for nearly an entire week. The wet conditions caused quality problems for many growers. The primary quality issues included hollow heart and soft rot. To add insult to injury, some areas experienced dry conditions prior to the heavy rainfall.

SHIPMENTS

Shipments of potatoes from the Eastern Shore of Virginia decreased compared to 2017. Approximately 1,867 truck lot equivalents (50,000 Lb) were shipped from the Eastern Shore in 2018 compared to 2,337 in 2017, 1,976 in 2016, 1,858 in 2015, 2,184 in 2014, and 2,095 in 2013. The decline in shipments compared to 2017 was primarily the result of a decrease in harvested acreage and lower yields caused by adverse weather conditions.

Harvesting of the 2018 Eastern Shore potato crop started five to ten days later than 2017 due to cool and wet conditions during spring. As a result, shipments in June decreased significantly from the previous year. Shipments during June 2018 accounted for nearly 4% of the crop compared to 13% in 2017. Shipments in June accounted for less than 1% of the crop from 2014 to 2016 and slightly over 1% in 2013. July 2018 shipments represented 74% of the crop compared to 70% in 2017, 81% in 2016, 59% in 2015, 53% in 2014 and 61% in 2013. During 2018, 22% of the crop was shipped in August compared to 16% in 2017, 18% in 2016, 40% in 2015, 46% in 2014 and 37% in 2013. Overall, shipments were down nearly 3% from the ten-year average of 1,919 truck lot equivalents.

MARKETS AND COMPETITION

Unlike 2017 when potato crops in the spring and summer were generally in good condition, weather affected potato crops throughout much of the country in 2018. Florida experienced frost damage in March and later the crop was hurt by excessive rainfall. Heavy rainfall also affected crops in North Carolina and Delaware. Florida's production was down 23% compared to 2017. North Carolina's production also decreased significantly compared to 2017 and was down by 35%. Crops to the north were held up by extremely cold and snowy weather in the spring that delayed planting. The lower production to the south and harvest delays to the north did help the market conditions for Virginia potatoes. Unfortunately, the adverse weather experienced by other areas also affected Virginia growers and prevented them from taking full advantage of the improved market conditions.

Another difference from 2017 was that supplies of Red potatoes increased following the rain and hail damage to the Red River Valley crop the previous year. Production of Round Red potatoes in the Red River Valley area was estimated to be up 16.5%. The higher production combined with slow movement led to a nearly 50% increase in storage stocks from the Red River Valley area in June. As a result of the increase in supplies, Red potato prices were pressured which led to lower prices for Virginia Round Red potatoes.

Canada continues to be an important market for Virginia potato growers but in 2018 exports to our northern neighbor decreased significantly. Only 35 loads (50,000 Lb) of Virginia potatoes were shipped to Canada in 2018 which was a major decrease from the 92 loads in 2017 and 58 loads in 2016. It was a slight improvement from the 31 loads in 2015. The primary reason for the low shipment total was an increase in Canadian storage stocks, especially in the Ontario province, which hurt Virginia's export potential. 2018 was a disappointing year for sales to Canada as Canadian shipments were significantly lower than the ten-year average of 104 loads per year.

VARIETIES

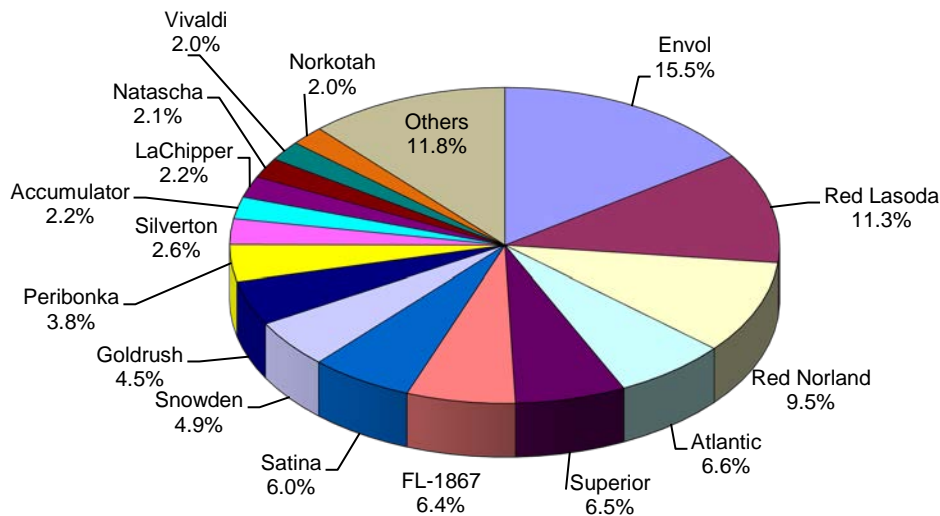
For the third consecutive year, the Envol, an early maturing Round White tablestock potato, was the most popular variety on the Eastern Shore. Of the 134.4 loads (50,000 Lb) of seed inspected on the Eastern Shore of Virginia during 2018, Envol's accounted for 15.5% of the total making it the most planted of all varieties. Superiors were the second most popular Round White variety and the fifth most popular overall but its popularity continues to decline. Superiors accounted 6.5% of the total in 2018 compared to 10.0% in 2017, 11.6% in 2016 and 16.6% in 2015.

There were two Red varieties in the top five. The Red Lasoda was the second most popular variety at 11.3% and the Red Norland ranked third at 9.5%. Other Red varieties included the Dark Red Norland at nearly 2% and the Red Chieftain at nearly 1%. All Red varieties accounted for nearly 24% of the crop compared to 23% in 2017, 18% in 2016, 17% in 2015, 22% in 2014 and 11% in 2013. 2018 represented the highest percentage of Red potatoes ever planted on the Eastern Shore.

Three chipping varieties ranked in the top ten. Atlantic was the fourth most popular at 6.6%, the Frito Lay variety FL-1867 sixth at 6.4% and Snowden eighth at 4.9%. Other notable chipping varieties included Accumulator at 2.2% and FL-2215 at 1.8%.

The Russet variety Goldrush was the ninth most popular at 4.5% while the Peribonka ranked tenth at 3.8%. Russet potatoes accounted for nearly 13% of the crop in 2018 compared to 10% in 2017, 11% in 2016, 18% in 2015, 11% in 2014 and 8.5% in 2013. Other Russet varieties included the Silverton at 2.6% and Norkotah at 2.0%.

The Satina was the top Yellow flesh variety ranking eighth overall at 6.0%. There were numerous varieties of Yellow flesh potatoes including Natascha at 2.1%, Vivaldi at 2.0%, and Molli at 1.3%. Other Yellow flesh varieties included Soraya, Queen Anne, Primabelle and Actrice. Yellow flesh varieties accounted for nearly 14% of the potatoes grown on the Eastern Shore in 2018. The previous high was 12% in 2017. From 2010 to 2016, Yellow flesh varieties accounted for only 6% to 8% of the crop.



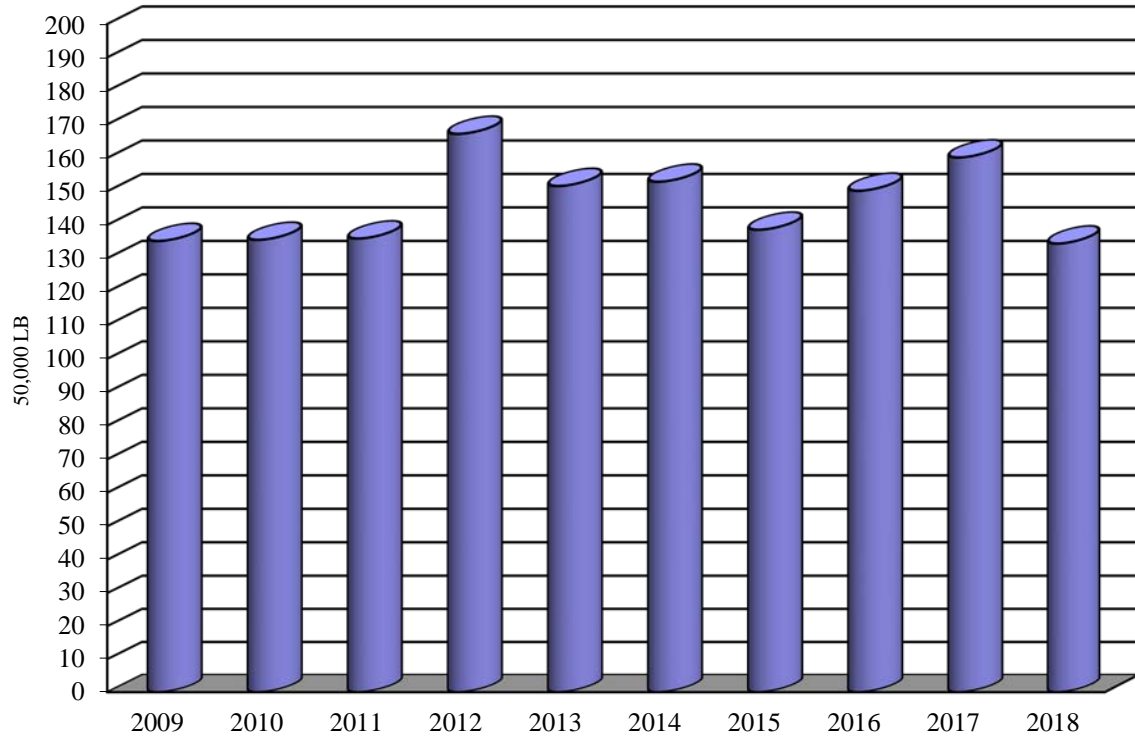
VIRGINIA SEED POTATO IMPORT RECORD

Receipts of seed potatoes by varieties for Accomack and Northampton Counties.
Amounts are 50,000 LB units.

	<u>2018</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>
Envol	20.79	32.13	35.30	21.84
Red Lasoda	15.21	14.80	4.55	4.51
Red Norland	12.76	11.65	11.11	9.00
Atlantic	8.91	13.80	14.88	11.85
Superior	8.73	16.06	17.57	23.05
FL-1867	8.61	8.70	9.23	2.84
Satina	8.10	2.72	0.77	----
Snowden	6.65	9.43	11.63	7.26
Goldrush	6.11	----	----	----
Peribonka	5.06	5.07	3.37	2.48
Silverton	3.52	2.07	2.54	4.21
Accumulator	3.01	1.32	0.09	0.89
LaChipper	2.94	----	2.97	4.14
Natascha	2.78	2.12	----	----
Vivaldi	2.72	2.40	1.70	0.71
Norkotah	2.68	9.00	10.84	18.35
Dark Red Norland	2.51	9.30	11.88	9.17
FL-2215	2.43	3.77	2.00	2.72
Molli	1.69	1.69	0.86	----
Red Chieftain	1.31	1.70	----	0.42
Montreal	1.04	----	----	----
FL-1864	1.01	----	----	----
Soraya	0.91	2.06	0.84	----
Queen Anne	0.89	----	----	----
Nadine	0.88	----	----	----
Beacon Chipper	0.88	1.79	1.57	3.06
Primabelle	0.86	----	----	----
Invigorate	0.60	----	----	----
Actrice	0.40	1.04	----	----
Hibernate	0.40	----	----	----
Nandina	----	2.21	----	----
Lehigh	----	1.84	6.47	1.39
Electra	----	0.93	----	----
Francisca	----	0.84	----	----
Yukon Gold	----	0.68	----	4.38
Norwis	----	0.67	----	----
Elfe	----	0.32	----	----
Others	----	----	----	6.24
Total	134.4	160.1	150.2	138.5

VIRGINIA SEED POTATO IMPORT TOTALS

CARLOT TOTALS – 50,000 LB UNITS



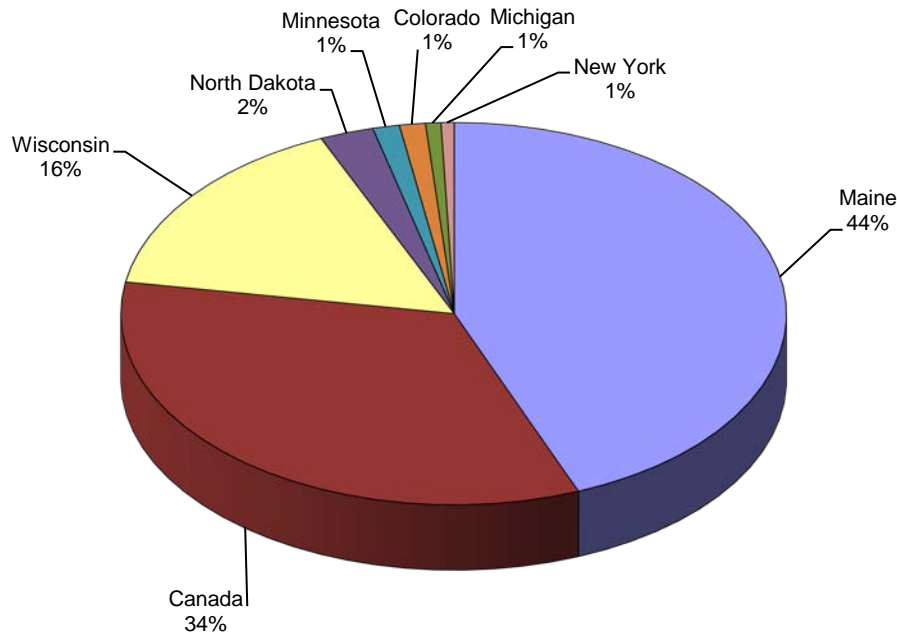
YEAR	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
TOTAL	135.2	135.5	135.9	167.1	151.6	152.9	138.5	150.2	160.1	134.4

SEED POTATOES IMPORTS BY ORIGIN

Maine continued to be the leading supplier of seed potatoes to the Eastern Shore of Virginia. Shipments from Maine accounted for 44% of the seed that was inspected in 2018 compared to 45% in 2017, 49% in 2016, 44% in 2015, 41% in 2014 and 50% in 2013. The last year Maine was not the leading supplier was 2012 when it was surpassed by Canada.

Seed shipments from Canada accounted for 34% of the seed that was inspected in 2018 compared to 32% in 2017, 30% in 2016, 31% in 2015, 32% in 2014, and 28% in 2013. Of the Canadian seed shipped in 2018, nearly 51% came from Quebec. Other Canadian provinces providing seed to the Eastern Shore included New Brunswick at 44%, Prince Edward Island at 3% and Manitoba at nearly 2%.

Wisconsin was the third most popular origin during 2018 at 16% compared to 16% in 2017, 16% in 2016, 17% in 2015, 15% in 2014 and 14% in 2013. Seed from North Dakota accounted for slightly over 2% in 2018. Minnesota, Colorado, Michigan and New York each accounted for approximately 1% of the seed shipped to the Eastern Shore.

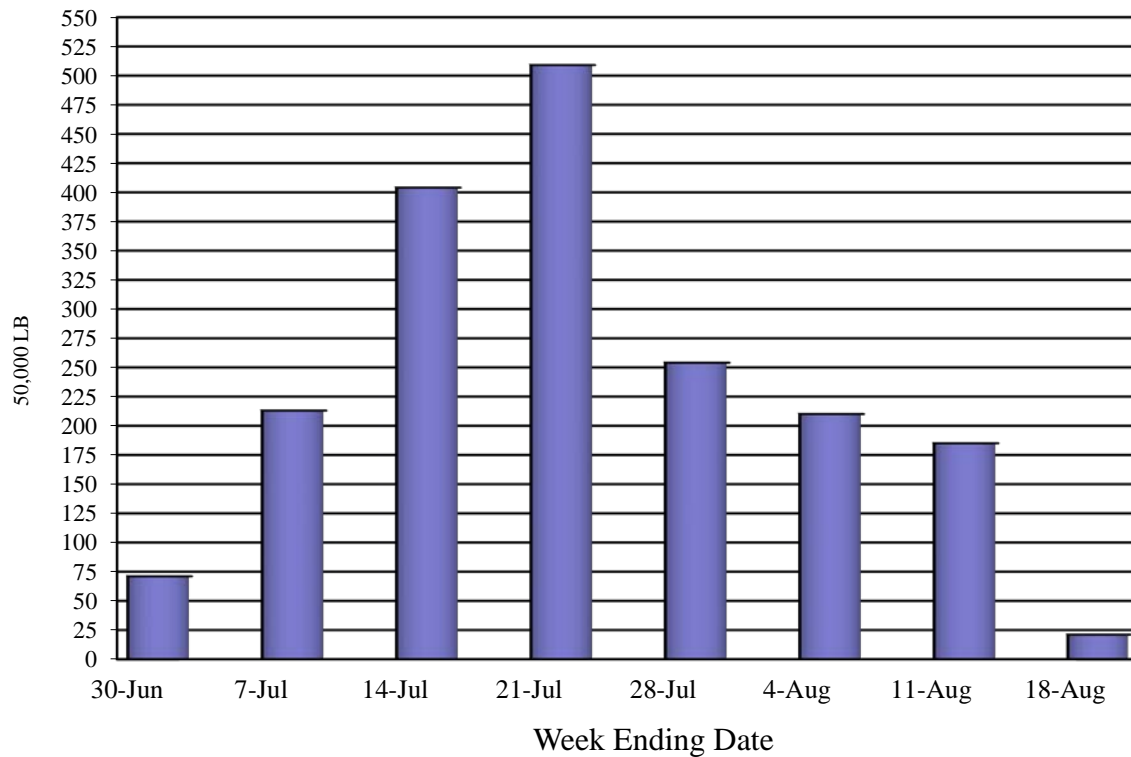


ORIGIN	SHIPMENTS (50,000 LB UNITS)
Maine	59.04
Canada	45.32
Wisconsin	21.23
North Dakota	3.51
Minnesota	1.75
Colorado	1.69
Michigan	1.00
New York	0.86

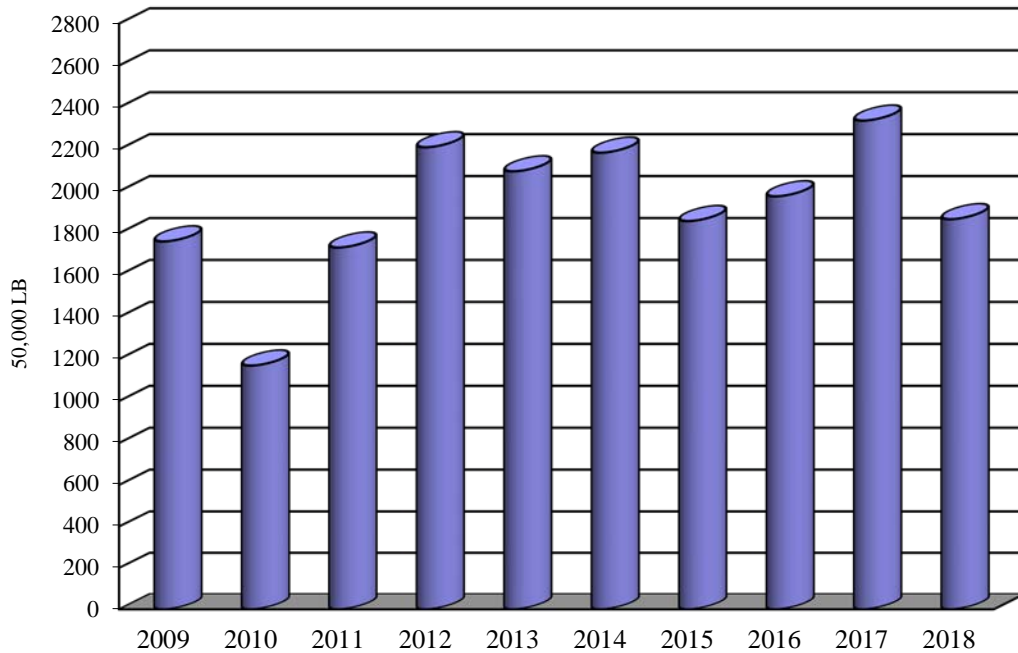
VIRGINIA POTATO SHIPMENTS - 2018

50,000 LB UNITS

Monthly Shipments	Loads
June	71
July	1380
August	416
Weekly Shipments (Week Ending Date)	Loads
June 30	71
July 7	213
July 14	404
July 21	509
July 28	254
August 4	210
August 11	185
August 18	21
Total	1867

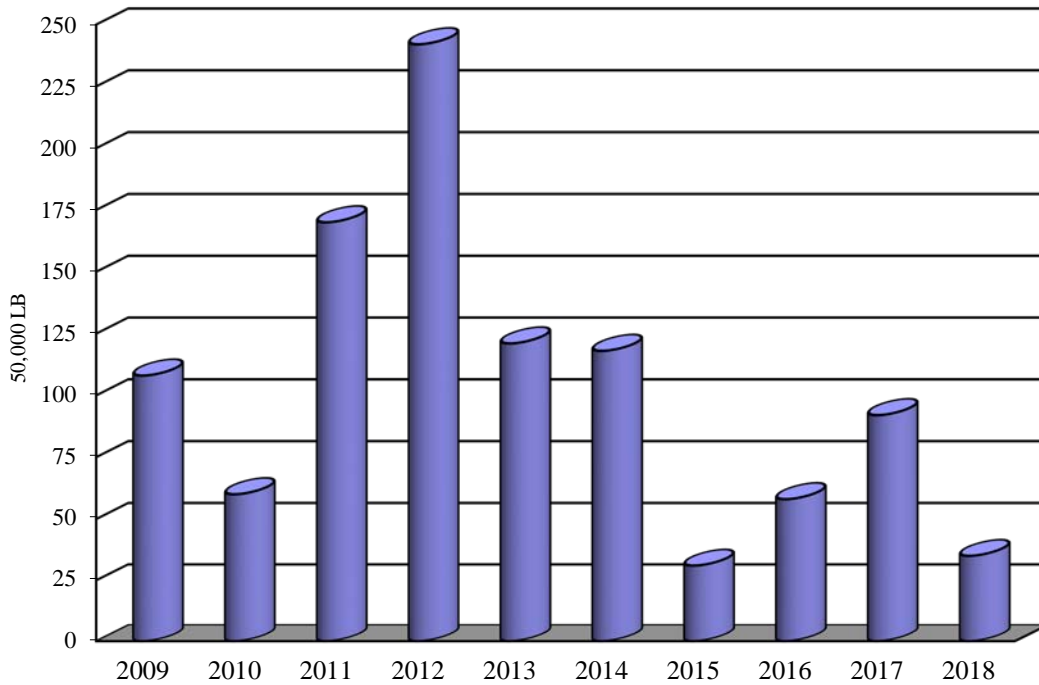


VIRGINIA TRUCK SHIPMENTS



YEAR	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LOADS	1761	1169	1732	2210	2095	2184	1858	1976	2337	1867

VIRGINIA TRUCK SHIPMENTS TO CANADA



YEAR	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LOADS	108	60	170	242	121	118	31	58	92	35

**2018 SHIPPING POINT PRICES
EASTERN SHORE OF VIRGINIA
ROUND WHITE, US ONE**

June	Round White 50-Lb, Size A	Round White 50-Lb, Chef	Round White Tote Bags, Size A (Per Cwt)
27	13.75	Too Few	26.50
28	13.75	Too Few	26.50
29	13.75	Too Few	26.50
July			
2	13.75	16.75	26.50
3	13.75	16.75	26.50
5	13.75	16.75	26.50
6	13.75	16.75	26.50
9	13.75	16.75	26.50
10	13.75	16.75	26.50
11	13.75	15.75-16.75	26.50
12	13.75	15.75-16.75	26.50
13	13.75	15.75-16.75	26.50
16	13.75	15.75-16.75	26.50
17	13.75	15.75-16.75	26.50
18	13.75	16.75	26.50
19	13.75	16.75	26.50
20	13.75	16.75	26.50
23	Too Few	Too Few	Too Few
24	Too Few	Too Few	Too Few
25	Too Few	Too Few	Too Few
26	Too Few	Too Few	Too Few
27	13.75	16.75	26.50
30	13.75	16.75	26.50
31	Too Few	Too Few	Too Few
August			
1	13.75	16.75	26.50
2	13.75	16.75	26.50
3	13.75	16.75	26.50
6	13.75	16.75	26.50
7	Too Few	Too Few	Too Few

**2018 SHIPPING POINT PRICES
EASTERN SHORE OF VIRGINIA
ROUND RED, US ONE**

July	Round Red 50-Lb, Size A	Round Red 50-Lb, Size B	Round Red Tote Bags, Size A (Per Cwt)
2	10.75	14.75	20.50
3	10.75	14.75	20.50
5	10.75	14.75-16.75	20.50
6	10.75	14.75-16.75	20.50
9	9.75-10.75	14.75-16.75	16.50-20.50
10	9.75-10.75	16.75	16.50-18.50
11	9.75	16.75	16.50-18.50
12	9.75	16.75	16.50-18.50
13	9.75	16.75	16.50-18.50
16	9.75	14.75-16.75	16.50-18.50
17	9.75	14.75	16.50-18.50
18	9.75	14.75	16.50-18.50
19	9.75	14.75	16.50-18.50
20	9.75	14.75	16.50-18.50
23	Too Few	Too Few	Too Few
24	Too Few	Too Few	Too Few
25	Too Few	Too Few	Too Few
26	Too Few	Too Few	Too Few
27	9.75	14.75	14.50-18.50
30	9.75	14.75	14.50-18.50
31	Too Few	Too Few	Too Few
August			
1	9.75	14.75	14.50-18.50
2	9.75	14.75	14.50-18.50
3	9.75	14.75	14.50-18.50
6	9.75	14.75	16.50-18.50
7	Too Few	Too Few	Too Few

**2018 SHIPPING POINT PRICES
EASTERN SHORE OF VIRGINIA
YELLOW TYPE, US ONE**

July	Yellow Type 50-Lb, Size A	Yellow Type Size A, Tote Bags (Per Cwt)
5	17.75	34.50
6	17.75	34.50
9	17.75	34.50
10	17.75	34.50
11	17.75	34.50
12	17.75	34.50
13	17.75-18.75	34.50-36.50
16	17.75-18.75	34.50-36.50
17	17.75-18.75	34.50-36.50
18	17.75-18.75	34.50-36.50
19	17.75-18.75	34.50-36.50
20	17.75-18.75	34.50-36.50
23	Too Few	Too Few
24	Too Few	Too Few
25	Too Few	Too Few
26	Too Few	Too Few
27	17.75-18.75	34.50-36.50
30	17.75-18.75	34.50-36.50
31	Too Few	Too Few
August		
1	17.75-18.75	34.50-36.50
2	17.75-18.75	34.50-36.50
3	17.75-18.75	34.50-36.50
6	17.75-18.75	34.50-36.50
7	Too Few	Too Few

REVIEW OF THE 2018 VEGETABLE SEASON

CABBAGE

Shipping point prices from Southwest Virginia were first reported on July 16 with 50-Lb cartons of medium size cabbage at \$12.00. Demand was good for light supplies. By the following week, prices had increased to \$12.00 to \$16.00 with most sales at \$12.00 to \$14.00. High prices and good demand continued into August as supplies in competing areas were light due to a later than normal harvest in northern areas. By mid-August, demand began to decline due to increased supplies in competing areas of Michigan, New York and Wisconsin. On August 20, prices fell to \$7.00 to \$10.00 per carton and demand was moderate. During early September, cartons of medium size cabbage were mostly \$7.00 to \$9.00 and demand remained moderate. Tropical Storm Florence slowed the harvest in mid-September as many areas received 6 to 8 inches of rain. When harvesting resumed, demand improved to fairly good and prices rose to \$10.00 to \$11.00. The final reported price was on October 1 although light shipments continued until early November.

50-Lb sacks of large were not quoted until mid-August due to very light supplies. The first report price for 50-Lb sacks of large was on August 13 at \$7.00 to \$8.00. Prices for the sacks later fell to as low as \$5.50 although they remained between \$6.00 and \$8.00 for the majority of the season. The last reported price for sacks was on September 24 at \$8.00.

CUCUMBERS

The first reported price for 1-1/9 bushel cartons of medium “Super Select” cucumbers was on June 25 at \$15.35 to \$18.50. Fair quality “Select” cucumbers were quoted at \$8.35 to \$12.00. Fairly active trading and light supplies allowed prices to remain high. On July 9, prices ranged from \$18.00 to \$20.00 for medium and mostly \$9.00 to \$10.00 for fair quality. By July 16, trading was active for light supplies with medium quoted at \$17.00 to \$20.00 and fair quality at mostly \$10.00. The final reported price was on July 23 with medium at mostly \$18.00 and fair quality at \$12.00.

GREEN BEANS

The green bean market was initially affected by a cool and wet spring that caused planting delays and later led to harvest skips. In early summer, wet conditions caused a decrease in supplies and led to high prices at the start of the Virginia harvest. The first reported price for Virginia green beans was on June 25 at mostly \$26.85 per bushel. Prices soon increased to \$28.85 and demand was good. By July 2, prices had fallen to \$18.85 on moderate demand due to increasing supplies in competing areas. The summer harvest ended earlier than normal with the last reported price on July 12 at \$14.85 per bushel.

Unfortunately, weather also affected the fall crop. The first price of the fall harvest was on October 2 at \$18.85 per bushel. Prices quickly improved due to good demand and light supplies. On October 5, prices were mostly \$24.85 per bushel and by October 16, had increased to \$32.85. Unfortunately, Tropical Storm Michael prevented growers from taking full advantage of the high prices. The rain and high winds lowered production. Bean shipments were down 3% from 2018 and were 5% lower than the ten-year average.

PUMPKINS

Virginia's pumpkin crop began 2018 in good condition as early August rains were beneficial to the crop. Unfortunately, heavy rainfall from Tropical Storm Florence in September and Tropical Storm Michael in October began to take its toll on the crop. As the season progressed, growers reported quality issues as a result of the excessive rainfall.

Demand and movement at the start of the season was generally fairly good except for a period in late September when trading was reported as moderate. By mid-October, demand was good and trading was active due to weather related supply shortages. Shipping point prices were reported at \$80.00 to \$120.00 per bin with most sales ranging between \$85.00 to \$100.00. Prices were for medium to large size Howden type pumpkins (generally 18 to 22 pounds each) sold in 36-inch bins. Each bin typically contained 30 to 45 pumpkins.

Mixed heirloom varieties continue to be popular and sold for mostly \$125.00 to \$150.00 per bin. Pie Type pumpkins sold at mostly \$150.00 to \$170.00 per bin. The mixed heirloom and Pie Type varieties were generally sold in 24-inch bins.

SQUASH

Squash prices were first reported on June 11. 1/2 and 5/9 bushel cartons of small "fancy" zucchini and yellow straightneck were reported at \$10.00 to \$12.00 and medium at \$8.00 to \$10.00. Trading was fairly active as supplies were lighter than normal. By the following week, prices decreased for zucchini while yellow straightneck remained steady. Prices for both varieties in early July were mostly \$10.00 to \$12.00 for small and \$8.00 to \$10.00 for medium. In late July, trading was moderate and prices began to fall. Zucchini and yellow straightneck was quoted at \$8.00 to \$10.00 for small and \$6.00 to \$8.00 for medium.

By late August, demand and prices improved for both varieties. Prices increased to as high as \$14.00 for small and \$12.00 for medium. Prices continued to improve in September. The final reported price was on September 17 at mostly \$18.00 for small and \$16.00 for medium. Trading activity was fairly active as supplies were decreasing following Tropical Storm Florence. Light shipments continued into October.

SWEET CORN

The first reported shipping point price for Virginia sweet corn from Eastern Virginia was on July 2 with yellow, white and bi-color at \$10.70 for crates containing 4 dozen minimum. Harvesting of sweet corn from Southwest Virginia began in mid-July. Trading activity during July ranged from moderate to fairly active and by late July prices were mostly to \$8.00 to \$10.00 per crate. In August, demand for Virginia sweet corn began to decline as supplies increased in competing areas. Prices during August ranged from \$7.00 to \$10.00 and trading was generally moderate to fairly slow. Shipments of sweet corn continued into September and trading activity improved around the Labor Day holiday. On September 4, trading was fairly active and prices increased to \$8.50 to \$11.50 for yellow, \$10.00 to \$12.00 for white and \$11.50 to \$12.00 for bi-color. By mid-September, prices ranged from \$11.00 to \$12.50 per crate. Fortunately, most growers were able to finish harvesting sweet corn before the heavy rainfall associated with Tropical Storm Florence.

TOMATOES - MATURE GREEN

Mature Green tomato prices were first reported from the Eastern Shore of Virginia on July 16. Prices for 25-Lb cartons of Mature Green, 85% US One or better were quoted at \$9.95 for the 5x6, 6x6 and 6x7 sizes. By July 16, sales for the 5x6 size were at \$8.95 to \$9.95. Prices for the 6x6 and 6x7 sizes remained at \$9.95. Heavy rainfall slowed the harvest during the last week of July. On July 30, prices for the 5x6 size improved to \$10.95 while the 6x6 and 6x7 sizes remained at \$9.95. Demand was moderate throughout most of July.

In early August, prices began to improve. The 5x6 size was quoted at \$11.95 while 6x6 and 6x7 sizes were \$10.95. By mid-August, prices improved to \$13.95 for the 5x6 size, \$12.95 for the 6x6 size and \$11.95 for the 6x7 size. Later in the month, prices improved to \$15.95 for all sizes. Demand was fairly good throughout most of August. The higher prices were due to a combination of improved demand and lighter than normal supplies.

In early September, demand decreased and prices began to decline. Prices started the month at \$13.95 for all sizes but by September 10 had fallen to \$11.95. Demand was reported as moderate. Heavy rainfall that preceded Tropical Storm Florence slowed the harvest on September 11 and 12. When harvesting resumed, prices were reported at \$13.95 for the 5x6 and 6x6 sizes and \$12.95 for the 6x7 size. Unfortunately, market conditions weakened later in the month. By the end of September, prices had dropped to \$11.95 for all three sizes and demand was reported as fairly light.

By October, supplies on the Eastern Shore were light. The final reported price from the Eastern Shore of Virginia was on October 1 with all sizes at \$11.95. Demand was fairly light. Light shipments continued until October 11.

TOMATOES – CHERRY

Cherry tomatoes were first reported on July 9 and during the first two weeks of the harvest, prices were mostly \$10.95 for flats containing 12 one-pint baskets. Supplies early in the month were light and demand was fairly good. The harvest was delayed late in July due to heavy rainfall. By the end of the month, prices were quoted at \$9.95 to \$10.95 per flat. Demand was fairly good through the end of the month.

Demand continued to be fairly good in early August and prices increased to \$10.95 to \$11.95 on August 7. Unfortunately, demand and prices began to decline in the middle of the month. On August 14, prices dropped to \$9.95 with demand described as moderate. Demand did improve to fairly good late in the month and prices increased to as high as \$11.95 by the end of August.

Demand was moderate in September but declining supplies allowed prices to improve. Heavy rainfall the weekend of September 8 and 9 and the prospect of heavy winds from Tropical Storm Florence caused two tomato shippers on the Eastern Shore of Virginia to end harvesting sooner than expected. On September 17, prices were reported at \$12.95. Prices continued to improve and were mostly \$13.95 for the rest of September and the first day of October. By October 2, supplies were insufficient to report.

TOMATOES – GRAPE

Grape tomatoes were first reported on July 9 with prices at \$10.95 for flats of 12 one-pint containers with lids and \$19.95 for 20-Lb cartons. Demand was fairly good for light supplies. Demand continued to be fairly good but as supplies increased, prices declined to \$9.95 for flats and \$17.95 for cartons. The harvest was curtailed in late July due to excessive rainfall. When harvest resumed on July 26, prices ranged from \$9.95 to \$10.95 for flats and \$17.95 to \$19.95 for cartons. Demand continued to be fairly good.

In early August, demand continued to be fairly good and prices increased. On August 7, prices of flats increased to \$10.95 to \$11.95 and cartons improved to \$19.95 to \$21.95. Unfortunately, demand declined to moderate on August 10 and by August 13 prices had dropped to \$9.95 for flats and \$17.95 for cartons. For the next two weeks, demand continued to be moderate and prices remained at \$9.95 for flats and \$17.95 for cartons. Market conditions improved later in the month and by August 28, demand was fairly good. Prices increased to \$9.95 to \$10.95 for flats and \$17.95 to \$19.95 for cartons by the end of August.

In early September, market conditions for grape tomatoes began to decline. Demand ranged from fairly light to moderate and prices fell to \$8.95 to \$9.95 for flats and \$15.95 to \$17.95 for cartons. Weather conditions became a factor the weekend of September 8 and 9. Heavy rainfall that preceded Tropical Storm Florence curtailed the harvest and after the storm, supplies began to decrease significantly. As supplies decreased, prices improved. During the second half of September, prices were mostly \$11.95 to \$13.95 for flats and \$21.95 to \$25.95 for cartons. The final reported price was on October 1 at \$13.95 for flats and \$25.95 for cartons. Light shipments continued until October 11.

Organic grape tomatoes were quoted during July at \$15.95 for flats of 12 one-pint containers with lids. The shipping season for Eastern Shore of Virginia organic tomatoes was very short during 2018. After the heavy rains in late July, supplies of organic grape tomatoes were insufficient to report. The last report for organic tomatoes for the 2018 season was on July 26.

2018 VIRGINIA SHIPPING POINT PRICES

CABBAGE (ROUND GREEN TYPE)

	50-Lb Cartons Medium	50-Lb Sacks Large
July		
16	12.00	Too Few
23	12.00-16.00 mostly 12.00-14.00	Too Few
30	12.00-16.00 mostly 12.00-14.00	Too Few
August		
6	10.00-15.00 mostly 12.00-14.00	Too Few
13	8.00-10.50 mostly 9.00-10.00	7.00-8.00
20	7.00-10.00 mostly 8.00-10.00	5.50-8.00 mostly 6.00-8.00
27	7.00-10.00 mostly 8.00-10.00	6.00-8.00
September		
4	7.00-9.00 mostly 8.00-9.00	5.50-7.50 mostly 6.00-7.00
10	8.00-9.00	6.00-7.50
17	Too Few	Too Few
24	10.00-11.00	8.00
October		
1	10.00	Too Few
9	Too Few	Too Few

CUCUMBERS

1-1/9 BUSHEL CARTONS

	Medium	Fair Quality
June		
25	15.35-18.50	8.35-12.00
July		
2	16.00-16.50	6.35-10.00
9	18.00-20.00	9.00-10.00
16	17.00-20.00	10.00
23	18.00	12.00
30	Too Few	Too Few

VIRGINIA SHIPPING POINT PRICES
GREEN BEANS, ROUND TYPE (SUMMER)
BUSHEL CARTONS/CRATES

June	2018	2017	2016	2015	2014
25	26.85			22.85	
26	26.85			22.85	
27	28.85	32.85		Weekend	
28	28.85	32.85		Weekend	
29	28.85	32.85		Too Few	
30	Weekend	32.85	32.85	Too Few	
July					
1	Weekend	Weekend	32.85	Too Few	17.00
2	18.85	Weekend	Weekend	Too Few	17.00
3	18.85	Holiday	Weekend	Holiday	17.00
5	14.85	32.85	32.85	Weekend	Weekend
6	14.85	32.85	32.85	26.85	Weekend
7	Weekend	32.85	32.85	26.85	17.00
8	Weekend	Weekend	32.85	26.85	17.00
9	14.85	Weekend	Weekend	Too Few	17.00
10	14.85	28.85	Weekend	Too Few	17.00
11	14.85	22.85	26.85	Weekend	17.00
12	14.85	22.85	26.85	Weekend	Weekend
13	Too Few	18.85	18.85	26.85	Weekend
14	Weekend	18.85	14.85	24.85	Too Few
15	Weekend	Weekend	9.85	22.85	Too Few
16	Too Few	Weekend	Weekend	22.85	17.00
17		18.85	Weekend	17.85	17.00
18		Too Few	9.85	Weekend	16.00
19			9.85	Weekend	Weekend
20			9.85	17.85	Weekend
21			9.85	17.85	Too Few
22			9.85	17.85	
23			Weekend	17.85	
24			Weekend	17.85	
25			Too Few	Weekend	
26				Weekend	
27				17.85	
28				17.85	
29				13.85	
30				13.85	
31				13.85	

VIRGINIA SHIPPING POINT PRICES

GREEN BEANS, ROUND TYPE (FALL)

BUSHEL CARTONS/CRATES

September	2018	2017	2016	2015	2014
28				14.85	
29				10.85	
30				10.85	
October					
1				10.85	18.00
2	18.85			10.85	18.00
3	18.85			Weekend	18.00
4	18.85	16.85		Weekend	Weekend
5	24.85	16.85		Too Few	Weekend
6	Weekend	13.85	20.85	10.85	18.00
7	Weekend	Weekend	20.85	Too Few	18.00
8	Holiday	Weekend	Weekend	Too Few	18.00
9	24.85	Holiday	Weekend	16.85	18.00
10	24.85	10.85	Holiday	Weekend	No Report
11	24.85	10.85	20.85	Weekend	Weekend
12	24.85	10.85	20.85	Holiday	Weekend
13	Weekend	10.85	Too Few	19.85	Holiday
14	Weekend	Weekend	Too Few	19.85	18.00
15	24.85	Weekend	Weekend	19.85	18.00
16	32.85	18.85	Weekend	13.85	Too Few
17	32.85	18.85	35.85	Weekend	18.00
18	32.85	30.85	35.85	Weekend	Weekend
19	32.85	30.85	35.85	11.85	Weekend
20	Weekend	30.85	35.85	11.85	16.00
21	Weekend	Weekend	35.85	11.85	16.00
22	32.85	Weekend	Weekend	10.85	16.00
23	32.85	30.85	Weekend	Too Few	16.00
24	32.85	30.85	35.85	Weekend	16.00
25	Too Few	30.85	30.85	Weekend	Weekend
26		30.85	Too Few	Too Few	Weekend
27		30.85			Too Few
28		Weekend			
29		Weekend			
30		Too Few			
31					

2018 VIRGINIA SHIPPING POINT PRICES

PUMPKINS

36 INCH BINS

Howden Type, Medium-Large (30-45 Count)

September

10	80.00-120.00	mostly 85.00-100.00
17	Too Few	
24	80.00-120.00	mostly 85.00-100.00

October

1	80.00-120.00	mostly 85.00-100.00
9	80.00-120.00	mostly 85.00-100.00
15	80.00-120.00	mostly 85.00-100.00
22	80.00-120.00	mostly 85.00-100.00
29	Too Few	

2018 VIRGINIA PUMPKIN PRICE SUMMARY

36 inch bins, Howden Type, 30-45 count, 80.00-120.00 per bin, mostly 85.00-100.00, few higher and lower

24 inch bins, Mixed Heirloom Varieties, 125.00-150.00 per bin, few higher and lower

24 inch bins, Pie Type, 150.00-170.00 per bin, few higher and lower

2018 VIRGINIA SHIPPING POINT PRICES

SQUASH

1/2 AND 5/9 BUSHEL CARTONS

	Zucchini		Yellow Straightneck	
	Small	Medium	Small	Medium
June				
11	10.00-12.00	8.00-10.00	10.00-12.00	8.00-10.00
18	8.00-10.00	6.00-9.00	10.00-12.00	8.00-10.00
25	10.00	8.00	12.00	10.00
July				
2	10.00	8.00	10.00-12.00	10.00
9	10.00-11.00	8.00-9.00	12.00	10.00
16	10.00-12.00	8.00-10.00	10.00-12.00	8.00-10.00
23	8.00-10.00	6.00-8.00	8.00-10.00	6.00-8.00
30	8.00-10.00	6.00-8.00	8.00-10.00	6.00-8.00
August				
6	10.00	8.00	8.00-10.00	6.00-8.00
13	10.00	8.00	10.00	8.00
20	12.00	10.00	12.00	10.00
27	13.00-14.00	11.00-12.00	14.00	12.00
September				
4	14.00	12.00	14.00	12.00
10	14.00-16.00	12.00-14.00	14.00-16.00	12.00-14.00
17	18.00	16.00	18.00	16.00
24	Too Few	Too Few	Too Few	Too Few

2018 VIRGINIA SHIPPING POINT PRICES

SWEET CORN

CRATES - 4 DOZEN MINIMUM

	Yellow Type	White Type	Bi-Color
July			
2	10.70	10.70	10.70
9	10.20	10.20	10.20
16	9.70-10.50	9.70-10.50	9.70-10.50
23	9.40-10.25	8.40-10.25	8.40-10.25
30	8.00-10.00	8.00-10.00	8.00-10.00
August			
6	8.20-10.00	8.20-10.00	8.20-10.00
13	8.00-8.50	8.00-9.50	8.00-8.50
20	7.00-8.50	8.00-9.00	7.00-8.50
27	8.00-9.50	8.00-9.50	8.00-9.50
September			
4	8.50-11.50	10.00-12.00	11.50-12.00
10	11.00	11.00	11.00-12.50
17	Too Few	Too Few	Too Few

2018 VIRGINIA SHIPPING POINT PRICES
TOMATOES (MATURE GREEN, 85% US ONE OR BETTER)
25-LB CARTONS

July	5x6 Size	6x6 Size	6x7 Size
16	9.95	9.95	9.95
17	8.95-9.95	9.95	9.95
18	8.95-9.95	9.95	9.95
19	8.95-9.95	9.95	9.95
20	8.95-9.95	9.95	9.95
23	Open	Open	Open
24	Too Few	Too Few	Too Few
25	Too Few	Too Few	Too Few
26	9.95	9.95	9.95
27	9.95	9.95	9.95
30	10.95	9.95	9.95
31	Too Few	Too Few	Too Few
August			
1	10.95	9.95	9.95
2	10.95	9.95	9.95
3	10.95	9.95	9.95
6	Open	Open	Open
7	11.95	10.95	10.95
8	11.95	10.95	10.95
9	11.95	10.95	10.95
10	11.95	10.95	10.95
13	13.95	12.95	11.95
14	13.95	12.95	11.95
15	13.95	12.95	11.95
16	13.95	12.95	11.95
17	13.95	13.95	11.95
20	Open	Open	Open
21	Too Few	Too Few	Too Few
22	15.95	15.95	15.95
23	15.95	15.95	15.95
24	15.95	15.95	15.95
27	Open	Open	Open
28	15.95	15.95	15.95
29	15.95	15.95	15.95
30	15.95	15.95	15.95
31	15.95	15.95	15.95

2018 VIRGINIA SHIPPING POINT PRICES
TOMATOES (MATURE GREEN, 85% US ONE OR BETTER)
25-LB CARTONS

September	5x6 Size	6x6 Size	6x7 Size
4	13.95	13.95	13.95
5	12.95-13.95	12.95-13.95	11.95-13.95
6	Too Few	Too Few	Too Few
7	13.95	13.95	13.95
10	11.95	11.95	11.95
11	Too Few	Too Few	Too Few
12	Too Few	Too Few	Too Few
13	13.95	13.95	12.95
14	13.95	13.95	12.95
17	Open	Open	Open
18	Open	Open	Open
19	13.95	13.95	12.95
20	13.95	13.95	12.95
21	13.95	13.95	12.95
24	Open	Open	Open
25	11.95	11.95	11.95
26	11.95	11.95	11.95
27	11.95	11.95	11.95
28	11.95	11.95	11.95
October			
1	11.95	11.95	11.95
2	Too Few	Too Few	Too Few

* Prices reported with Eastern Tennessee as of September 13

**2018 VIRGINIA SHIPPING POINT PRICES
TOMATOES (CHERRY AND GRAPE TYPE)**

July	Cherry	Grape Type	
	Flats 12 1-Pt Baskets	Flats 12 1-Pt Containers	20 Lb Cartons
9	10.95	10.95	19.95
10	10.95	10.95	19.95
11	10.95	10.95	19.95
12	10.95	9.95-10.95	17.95-19.95
13	10.95	9.95-10.95	17.95-19.95
16	9.95-10.95	9.95-10.95	17.95-19.95
17	10.95	9.95	17.95
18	10.95	9.95	17.95
19	10.95	9.95	17.95
20	10.95	9.95	17.95
23	Open	Open	Open
24	Too Few	Too Few	Too Few
25	Too Few	Too Few	Too Few
26	9.95-10.95	9.95-10.95	17.95-19.95
27	9.95-10.95	9.95-10.95	17.95-19.95
30	9.95-10.95	9.95-10.95	17.95-19.95
31	Too Few	Too Few	Too Few
August			
1	9.95-10.95	10.95	19.95
2	9.95-10.95	10.95	19.95
3	9.95-10.95	10.95	19.95
6	Open	Open	Open
7	10.95-11.95	10.95-11.95	19.95-21.95
8	10.95-11.95	10.95-11.95	19.95-21.95
9	10.95-11.95	10.95-11.95	19.95-21.95
10	10.95-11.95	10.95-11.95	19.95-21.95
13	9.95-10.95	9.95	17.95
14	9.95	9.95	17.95
15	9.95	9.95	17.95
16	9.95	9.95	17.95
17	9.95-10.95	9.95	17.95
20	9.95-10.95	9.95	17.95
21	9.95-10.95	9.95	17.95
22	9.95-10.95	9.95	17.95
23	9.95-10.95	9.95	17.95
24	9.95-10.95	9.95	17.95
27	Open	Open	Open
28	9.95-11.95	9.95-10.95	17.95-19.95
29	9.95-11.95	9.95-10.95	17.95-19.95
30	9.95-11.95	9.95-10.95	17.95-19.95
31	9.95-11.95	9.95-10.95	17.95-19.95

2018 VIRGINIA SHIPPING POINT PRICES

TOMATOES (CHERRY AND GRAPE TYPE)

September	Cherry	Grape Type	
	Flats 12 1-Pt Baskets	Flats 12 1-Pt Containers	20 Lb Cartons
4	9.95-13.95	8.95-9.95	15.95-17.95
5	9.95-13.95	8.95-9.95	15.95-17.95
6	Too Few	Too Few	Too Few
7	9.95-13.95	8.95-9.95	15.95-17.95
10	Too Few	9.95	17.95
11	Too Few	Too Few	Too Few
12	Too Few	Too Few	Too Few
13	10.95	10.95	19.95
14	10.95	10.95	19.95
17	12.95	11.95	21.95
18	12.95	11.95	21.95
19	13.95	11.95	21.95
20	13.95	11.95	21.95
21	13.95	13.95	25.95
24	15.95	15.95	29.95
25	13.95	13.95	25.95
26	13.95	13.95	25.95
27	13.95	13.95	25.95
28	13.95	13.95	25.95
October			
1	13.95	13.95	25.95
2	Too Few	Too Few	Too Few