National Potato and Onion Report



United States
Department of
Agriculture

Agricultural Marketing Service Fruit and Vegetable Programs Market News Branch Federal-State Market News Service 210 South 5th West Rigby, Idaho 83442 Phone: 559-977-6875

Website:

https://www.marketnews.usda.gov/mnp/fv-home

Volume CVII Number 147 Issued Daily Monday, August 4, 2025

POTATO SHIPPING POINT INFORMATION FOR MONDAY, AUGUST 4, 2025

Prices represent open (spot) market sales by first handlers on products 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

SUPPLY CARTON 40-70s LIGHT. DEMAND CARTON 40-

70s EXCEEDS SUPPLIES, BALES MODERATE, OTHERS GOOD. MARKET STEADY.

RUSSET Burbank U.S. One

baled 5 10-lb film bags non size A 3.00-5.25 mostly 4 00

baled 10 5-lb film bags non size A 4.00-5.50 mostly 5.00

baled 10 5-lb mesh sacks non size A 4.50-6.50 mostly 5.50

baled 5 10-lb mesh sacks non size A 3.50-5.50

mostly 4.50

50 lb cartons

40s 15.00-17.00 mostly 16.00

50s 15.00-17.00 mostly 16.00

60s 15.00-17.00 mostly 16.00

70s 15.00-17.00 mostly 16.00

80s 12.00-14.00 mostly 12.00

90s 10.00-11.00

100s 9.00-10.00 mostly 9.00 occasional lower

U.S. Two 50 lb sacks

6 oz minimum 5.00-6.00 mostly 5.00

10 oz minimum 8.00-10.00 mostly 9.00

---COLUMBIA BASIN WASHINGTON & UMATILLA BASIN OREGON

DEMAND GOOD.

RUSSET Norkotah U.S. One

baled 5 10-lb film bags non size A 5.00-6.00

occasional lower

baled 10 5-lb film bags non size A 6.00-7.00 occasional lower

50 lb cartons

40s 15.00-16.00 mostly 16.00 occasional lower

50s 15.00-16.00 mostly 16.00 occasional lower

60s 15.00-16.00 occasional lower

70s 15.00-16.00 occasional lower

80s 10.00-14.00 mostly 12.00-13.00

90s 10.00-11.00 mostly 11.00

100s 9.00-10.00 mostly 10.00

U.S. Two 50 lb sacks

10 oz minimum 8.00-9.00 mostly 8.00 occasional higher FIRST REPORT.

---SAN LUIS VALLEY COLORADO

Remaining supplies in too few hands to establish a market. LAST REPORT.

POTATOES - SHIPMENTS & IMPORTS - 1,000 CWT											
Areas currently shippi									Total to Date		FINAL
		Mon	Tue	Wed	Thu	Fri	Sat	Sun	THIS	LAST	LAST
May		28	29	30	31	1	2	3	SEASON	SEASON	SEASON
Idaho 2024	TR	112	162	130	188	118	0	0	34,099	35,210	35,210
	TR-EXPT	10	6	11	8	10	0	0	1378	1250	1250
	Total	122	168	141	196	128	0	0	35,477	36,460	36,460
Stokton-Delta, CA	TR	W/E 7/26:	4						4	0	319
Kern District, California	TR	W/E 8/2: 3							1,550	1,419	2,076
	TR-EXPT	W/E 7/26:							69	58	58
	TR	W/E 8/2: 1		22	2.1	20			243	435	627
Colorado 2024	TR EVET	36 W/E 9/2, 1	30	32	31	28	0	0	12,135	11,884	11,884
Omannia	TR-EXPT	W/E 8/2: 1		1	2	2	0	Λ	1,435 458	1,635	1,635
Organic	RL & PB	0	0	0	<u>3</u>	$\frac{2}{0}$	0	0	190	494 152	494 152
Michigan 2024	TR	W/E 7/26:		U	U	U	U	U	2,604	3,048	3,156
	TR	12	17	11	11	10	16	0	128	82	882
Big Lake, MN Herford Hi-Plains, TX 2024	TR	W/E 8/2: 5		11	11	10	10	U	2,825	2,679	2,679
Herford Hi-Plains, TX 2025	TR	W/E 8/2: 3							137	99	2,971
Virginia Virginia	TR	W/E 8/2: 4							507	470	473
Washington	TR	8	7	6	5	3	4	0	3,841	3,768	3,768
Columbia Basin 2024		1	-		1			0			·
Columbia Dasin 2024	TR-EXPT	1	1	2	<u> </u>	1	0	·	1,034	1,169	1,169
	RL & PB	0	0	0	0	0	0	0	292	366	393
Organic	TR	0	0	0	0	0	0	0	439	437	437
Washington	TR	9	8	9	7	12	3	0	82	52	3,834
Columbia Basin 2025	TR-EXPT	3	1	3	1	2	0	0	10	4	1,034
Organic	TR	3	2	0	1	2	0	0	8	8	275
Wisconsin 2024	TR	7	6	9	10	8	0	0	6,085	7,183	7,183
Organic	TR	0	0	0	0	0	0	0	28	46	46
Wisconsin 2025	TR	W/E 8/2: 4							4	3	6,085
Canadian-Imports	TR	7	7	15	9	7	0	0	7	15	6,044
TOTAL	208 250 229 275 203 23 0 69,588 71,966 93,81								93,815		
NOTE: Total for Saturday, August 2nd including current week ending numbers is 290											

Customs and Border Protection (CBP) Automated Commercial Environment (ACE) Entry Summary Date data. As per Federal regulations,

filers are allowed up to ten (10) business days from the release date to file the final entry summary used in SCMN reports.

ONION SHIPPING POINT INFORMATION FOR MONDAY, AUGUST 4, 2025

Prices represent open (spot) market sales by first handlers on products 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 BASIC

---COLUMBIA BASIN WASHINGTON & UMATILLA BASIN OREGON DEMAND

MODERATE. MARKET
YELLOW MEDIUM SLIGHTLY LOWER,
OTHERS STEADY.

RED Globe Type 25 lb sacks jumbo 7.00-8.00 mostly 8.00

medium 7.00-8.00 mostly 8.00

YELLOW Hybrid 50 lb sacks

colossal 8.00-9.00 mostly 8.00

jumbo 7.00-8.00

medium 7.00-9.00 mostly 8.00 occasional lower

---SAN JOAQUIN VALLEY CALIFORNIA

DEMAND MODERATE. MARKET STEADY.

RED Globe Type 25 lb sacks

jumbo 7.00-9.00

medium 7.00-9.00

WHITE 50 lb sacks

jumbo 12.00-14.00 occasional lower medium 12.00-14.00 occasional lower

YELLOW Grano Type 50 lb sacks

super colossal 9.00-11.50 occasional higher colossal 8.00-10.00

jumbo 7.00-8.00 occasional higher medium 6.00-8.00 occasional higher

---SOUTHERN NEW MEXICO

DEMAND MODERATE. MARKET ABOUT STEADY.

RED Globe Type 25 lb sacks

jumbo 9.50-11.00

medium 9.50-10.00

YELLOW Grano 50 lb sacks

super colossal 12.00-15.00 mostly 12.00-13.00

occasional lower

colossal 11.00-14.00 mostly 11.00-12.00 occasional

lower

jumbo 10.00-14.00 mostly 10.00-11.00 occasional

lower

medium 10.00-12.00 occasional lower

---VIDALIA DISTRICT GEORGIA

DEMAND MODERATE. MARKET STEADY.

YELLOW Granex - Marked Sweet 40 lb cartons jumbo 18.00-26.00 mostly 22.00-24.00 occasional lower.

---WALLA WALLA DISTRICT WASHINGTON DEMAND MODERATE, MARKET STEADY.

YELLOW Walla Walla Sweets 40 lb cartons

colossal 26.50

jumbo 25.50

medium 23.50

May May	FINAL	n Date	ONION - SHIPMENTS & IMPORTS - 400 CWT Area Currently Shipping - Preliminary Total to Date									Area Currently Shinnin		
May TR R R R R R R R R	LAST			Sun	Sat	Fri	Thu	Wed	Tue	Mon	iiiiai y	ping - i icin	Area Currency Shippin	
Idaho & Malheur County Oregon TR	N SEASON	SEASON	SEASON	-									Mav	
TR-EXPT O O C O O O O O O O	62 21,032	62	105	0							TR	y Oregon		
Total Idaho/Oregon	6 968								0				•	
Vidalia, Georgia		68		0	0	15	19	5	9	8	,		•	
Vidalia, Georgia TR 36 36 34 35 46 29 4 4,015 4,591 TR-EXPT 0 1 0 0 0 0 0 25 32 New Mexico TR 148 164 134 139 156 75 0 8,038 8,650 Umatilla, Oregon 2025 crop TR W/E 7/12: 33 44 79 TR-EXPT W/E 7/12: 13 166 209 20 Washington 2025 TR 34 31 37 38 66 13 0 378 333 TR-EXPT W/E 8/2: 4 44 51 44 51 Washington 2025 TR 34 31 37 38 66 13 0 378 333 TR-EXPT W/E 8/2: 4 41 51 Washington 2025 <	33 5,366	4,233	5,224	0	30	122	57	62	58	63	TR	CA.	San Joaquin Valley, CA	
New Mexico TR	91 6,335	4,591	4,015	4	29	46	35	34	36	36	TR			
New Mexico TR		32	25	0	0	0	0	0	1	0	TR-EXPT		, 0	
TR	18 126	118	113	0	1	1	0	0	1	1	TR	Organic		
TR-EXPT W/E 7/12: 13	50 10,151	8,650	8,038	0	75	156	139	134	164	148			New Mexico	
TR-EXPT WE 7/12: 13	79 6,308	79	44						12: 33	W/E 7/	TR			
TR-EXPT W/E 8/2: 4		54	16						12: 13	W/E 7/	TR-EXPT			
TR-EXPT W/E 8/2: 4	9 246	209	166						2: 18	W/E 8/2	TR	ngton	Walla Walla, Washingt	
TR-EXPT		51	41						2: 4	W/E 8/2	TR-EXPT	/ ··· •		
Total Columbia Basin	3 33,694	333	378	0	13	66	38	37	31	34	TR		Washington 2025	
The properties	5 5,267	125	110	0	3	10	15	17	20	14	TR-EXPT		3.0	
Canadian-Imports TR 0 3 0 0 0 9 0 Chile TR 0 0 0 0 0 0 55 39 China TR 0 0 0 0 0 0 0 1 1 Egypt TR 0 0 0 0 0 0 0 6 0 Netherlands BT 0 0 0 0 0 0 45 58 New Zealand BT 0 0 0 0 0 0 45 58 New Zealand BT 0 0 0 0 0 0 45 58 New Zealand BT 0 0 0 0 0 0 59 Mexico 0 0 0 0 0 0 0 621 0 Crossing thru Otay Mesa TR	8 38,961	458	488	0	16	76	53	54	51	48			Total Columbia Basin	
Chile TR 0 0 0 0 0 0 55 39 China TR 0 0 0 0 1 0 0 1 1 Egypt TR 0 0 0 0 0 0 0 0 0 0 6 0 Netherlands BT 0 0 0 0 0 0 0 0 6 0 New Zealand BT 0 0 0 0 0 0 0 55 392 Mexico Wexico Crossing thru Columbus NM TR 7 5 5 2 0 0 621 0 Crossing thru Nogales TR 0 0 0 0 0 0 621 0 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599												RTS	IMPORTS-ALL PORT	
China TR 0 0 0 0 1 0 0 1 1 Egypt TR 0 0 0 0 0 0 0 6 0 Netherlands BT 0 0 0 1 0 0 0 45 58 New Zealand BT 0 0 0 0 0 0 0 57 392 Mexico Crossing thru Columbus NM TR 7 5 5 2 0 0 621 0 Crossing thru Nogales TR 0 0 0 0 0 0 360 266 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 Crossing thru Otay Mesa TR	0 107	0	9	0	0	0	0	0	3	0	TR		Canadian-Imports	
TR 0 0 0 0 0 0 0 0 0	9 41	39	55	0	0	0	0	0	0	0	TR		Chile	
Netherlands BT 0 0 0 1 0 0 45 58 New Zealand BT 0 0 0 0 0 0 57 392 Mexico Crossing thru Columbus NM TR 7 5 5 2 0 0 0 621 0 Crossing thru Nogales TR 0 0 0 0 0 0 360 266 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 TR 1	1 1	1	1	0	0	1	0	0	0	0	TR		China	
New Zealand	0 0	0	6	0	0	0	0	0	0	0	TR		Egypt	
Mexico Crossing thru Columbus NM TR 7 5 5 2 0 0 621 0 Crossing thru Nogales TR 0 0 0 0 0 0 0 360 266 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 Organic TR 0 0 2 0 2 0 0 56 114 Crossing thru Pharr, TX TR 9 14 15 12 10 11 0 2,851 2,752 TR Organic TR 9 14 15 12 10 11 0 2,851 2,752 TR Organic TR 0 0 0 0 0 0 167 182 Crossing thru Progresso, TX TR 0 0 0 0 0 0 2,70 0 Cross	8 95	58	45	0	0	0	1	0	0	0	BT		Netherlands	
Crossing thru Columbus NM TR 7 5 5 2 0 0 621 0 Crossing thru Nogales TR 0 0 0 0 0 0 0 360 266 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 Crossing thru Otay Mesa TR 1 1 5 1 11 0 0 903 599 TR 0 0 2 0 2 0 0 56 114 Crossing thru Pharr, TX TR 0 0 0 0 0 0 0 167 182 Crossing thru Progresso, TX <	2 414	392	57	0	0	0	0	0	0	0	BT		New Zealand	
Crossing thru Nogales TR 0 0 0 0 0 360 266 Crossing thru Otay Mesa TR 1 1 5 1 11 0 903 599 Crossing thru Otay Mesa TR 0 0 2 0 2 0 903 599 Crossing thru Progressor TR 0 0 2 0 2 0 903 599 Crossing thru Progressor TR 0 0 2 0 2 0 0 0 56 114 Crossing thru Progressor TR TR 0 0 0 0 0 0 0 167 182 Crossing thru Progressor TR TR 0 0 0 0 0 0 4,663 4,585 Organic TR TR 0 0 0 0 0 0 0 27 0 Crossing thru Rio Grande City,													Mexico	
Crossing thru Otay Mesa TR 1 1 5 1 11 0 903 599 Crossing thru Pharr, TX TR 0 0 2 0 2 0 0 56 114 Crossing thru Pharr, TX TR 9 14 15 12 10 11 0 2,851 2,752 Crossing thru Progresso, TX TR 0 0 0 0 0 0 0 167 182 Crossing thru Progresso, TX TR 0 0 0 0 0 0 0 0 4,663 4,585 Crossing thru Progresso, TX TR 0 0 0 0 0 0 0 4,663 4,585 Crossing thru Rio Grande City, TX TR 0 0 0 0 0 0 730 380 Crossing thru Roma, TX TR 1 0 0 0 0 0 0 302 132<	0 0	0	621	0	0	0	2	5	5	7	TR	M	Crossing thru Columbus NM	
Organic TR 0 0 2 0 2 0 56 114 Crossing thru Pharr, TX TR 9 14 15 12 10 11 0 2,851 2,752 Crossing thru Progresso, TX TR 0 0 0 0 0 0 0 167 182 Crossing thru Progresso, TX TR 0 0 0 0 0 0 0 4,663 4,585 Crossing thru Rio Grande City, TX TR 0 0 0 0 0 0 0 27 0 Crossing thru Roma, TX TR 1 0 0 4 17 0 906 1,020 Crossing thru San Luis TR 1 0 0 0 0 0 0 302 132 Crossing thru Santa Teresa TR 14 11 26 0 0 0 1,728 2,399 <td colspa<="" td=""><td></td><td></td><td></td><td>0</td><td>0</td><td></td><td>0</td><td></td><td>0</td><td>0</td><td></td><td></td><td>Crossing thru Nogales</td></td>	<td></td> <td></td> <td></td> <td>0</td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td>0</td> <td></td> <td></td> <td>Crossing thru Nogales</td>				0	0		0		0	0			Crossing thru Nogales
Crossing thru Pharr, TX TR 9 14 15 12 10 11 0 2,851 2,752 Crossing thru Progresso, TX TR 0 0 0 0 0 0 0 0 4,663 4,585 Crossing thru Rio Grande City, TX TR 0 0 0 0 0 0 0 0 27 0 Crossing thru Rio Grande City, TX TR 0 0 0 0 0 0 0 0 730 380 Crossing thru Roma, TX TR 1 0 0 4 17 0 0 906 1,020 Crossing thru San Luis TR 1 0 0 0 0 0 0 302 132 Crossing thru Santa Teresa TR 14 11 26 0 0 0 1,728 2,399 Total Mexico Crossings 33 31 53 19 52 11<				0			1		1	1			Crossing thru Otay Mesa	
Organic TR 0 0 0 0 0 0 167 182 Crossing thru Progresso, TX TR 0 0 0 0 0 0 0 4,663 4,585 Organic 0 0 0 0 0 0 0 0 27 0 Crossing thru Rio Grande City, TX TR 0 0 0 0 0 0 0 730 380 Crossing thru Roma, TX TR 1 0 0 4 17 0 0 906 1,020 Crossing thru San Luis TR 1 0 0 0 0 0 0 302 132 Crossing thru Santa Teresa TR 14 11 26 0 0 0 1,728 2,399 Total Mexico Crossings 33 31 53 19 52 11 0 11,284 9,898 Peru												Organic		
Crossing thru Progresso, TX TR 0 0 0 12 0 0 4,663 4,585 Crossing thru Rio Grande City, TX TR 0 <													Crossing thru Pharr, TX	
Organic 0 0 0 0 0 0 0 27 0 Crossing thru Rio Grande City, TX TR 0 0 0 0 0 0 0 730 380 Crossing thru Roma, TX TR 1 0 0 4 17 0 0 906 1,020 Crossing thru San Luis TR 1 0 0 0 0 0 0 302 132 TR 0 0 0 0 0 0 0 0 23 0 Crossing thru Santa Teresa TR 14 11 26 0 0 0 1,728 2,399 Total Mexico Crossings 33 31 53 19 52 11 0 11,284 9,898 Peru TR 0 0 10 16 19 0 0 54 12												Organic		
Crossing thru Rio Grande City, TX TR 0 0 0 0 0 0 730 380 Crossing thru Roma, TX TR 1 0 0 4 17 0 0 906 1,020 Crossing thru San Luis TR 1 0 0 0 0 0 0 302 132 Crossing thru Santa Teresa TR 14 11 26 0 0 0 1,728 2,399 Total Mexico Crossings 33 31 53 19 52 11 0 11,284 9,898 Peru TR 0 0 10 16 19 0 0 54 12	5 4,586	4,585					0				TR	X	Crossing thru Progresso, TX	
Crossing thru Roma, TX TR 1 0 0 4 17 0 0 906 1,020 Crossing thru San Luis TR 1 0 0 0 0 0 0 0 302 132 TR 0 0 0 0 0 0 0 0 23 0 Crossing thru Santa Teresa TR 14 11 26 0 0 0 1,728 2,399 Total Mexico Crossings 33 31 53 19 52 11 0 11,284 9,898 Peru TR 0 0 10 16 19 0 0 54 12				0	0	0	0	0	0	0		Organic		
Crossing thru San Luis TR 1 0 0 0 0 0 302 132 Crossing thru Santa Teresa TR 0 0 0 0 0 0 0 23 0 Crossing thru Santa Teresa TR 14 11 26 0 0 0 1,728 2,399 Total Mexico Crossings 33 31 53 19 52 11 0 11,284 9,898 Peru TR 0 0 10 16 19 0 0 54 12										0		City, TX	Crossing thru Rio Grande City,	
Organic TR 0 0 0 0 0 0 0 23 0 Crossing thru Santa Teresa TR 14 11 26 0 0 0 0 1,728 2,399 Total Mexico Crossings 33 31 53 19 52 11 0 11,284 9,898 Peru TR 0 0 10 16 19 0 0 54 12						17				1			Crossing thru Roma, TX	
Crossing thru Santa Teresa TR 14 11 26 0 0 0 1,728 2,399 Total Mexico Crossings 33 31 53 19 52 11 0 11,284 9,898 Peru TR 0 0 10 16 19 0 0 54 12										1			Crossing thru San Luis	
Total Mexico Crossings 33 31 53 19 52 11 0 11,284 9,898 Peru TR 0 0 10 16 19 0 0 54 12										0				
Peru TR 0 0 10 16 19 0 0 54 12											TR		·	
	8 10,165	9,898	11,284	0	11	52	19	53 "	31	33		Total Mexico Crossings		
TIG TOTAL ATT ATT ATT ATT ATT ATT ATT ATT ATT	2 1,516	12	54	0	0	19	16	10	0	0	TR		Peru	
U.S. TOTAL 337 354 352 339 488 162 4 29,734 28,810	0 95,626	28,810	29,734	4	162	488	339	352	354	337		U.S. TOTAL		

Customs and Border Protection (CBP) Automated Commercial Environment (ACE) Entry Summary Data. As per Fedral reg filers are allowed up to ten (10) business days from the release date to file entry summary used in SCMN reports.

MARKET NEWS TERMINOLOGY

This information defines various terms used in Market News reports.

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.

CONDITION II.

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.

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 f or 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.

٧. **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 f aster 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 compiled 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.

<u>Delivered Sales, Shipping Point Basis</u> - 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 J. Davie, Local Representative