



HARWOODS
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Purveyors of quality fruit & vegetables to the hotel & catering trade

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Shortage of Fresh Produce Update 2. 27-1-17

Dear Valued Customer,

A follow up from the letter I sent last week, please see below updated information.

Unfortunately it's more bad news than good, so I will start off with the good news first to ease the pain.

Broccoli – The price will ease down this weekend due to less demand. If demand then increases this will cause the price to raise back up.

Celery – Price wise so far remained the same and with no quality issues.

Peppers- Prices have eased slightly Green being the best buy with limited new crop volumes from Holland has helped the demand situation. Red better availability size wise and good colour. Yellow are still problematic as imports from Israel are cheaper than Spanish but showing colour issues so we are currently going to stay with Spanish crops unless the prices rise to give us no option but to switch over.

Baby leaf salads- Spinach being the most affected. I'm pleased to say that with the cut back on supplies from our suppliers we have managed to keep the price the same and at this stage fulfilled all our customer requested volumes with no cut backs. Baby mixed leaf and other variants are also unchanged price wise and we will do our best to keep it this way. The only quality issues are that the leaves are smaller than usual.

Watercress supplies have also been good so far and our suppliers don't predict any supply issues for the coming week due to our continued loyalty to them over the years.

Wild Roquette- With the poor weather conditions in Italy the price has risen and will continue to do so, unfortunately supplies from other sources are not as good quality wise. We can of course try and accommodate you but please give us some notice.

Courgettes- Still difficult due to volumes of sales not falling unlike like broccoli. Imports from Morocco have improved however they are not as firm as the Spanish crops. If you can avoid them it would be the best option. Yellow courgettes are available but extremely expensive.

Lettuce – Iceberg being our biggest headache of all this week, our supplier of Spanish crops can only supply us with very small sized heads but on the fixed price we negotiated I have reduced the price to try and help the situation for you and with the wastage we are experiencing we are losing money on this. The only other option is air freighted from the USA but at a premium price!! Yield wise a far better option but with the major supermarkets now stocking them I personally predict that this will cause a shortage. Little Gem & Cos Lettuce are problematic and the quality situation is not going to improve for the immediate future. Our prices are fixed until next Friday with our suppliers but the volumes have been limited so we will do our best depending on volumes of sales and I will update you mid-week to let you know if the price will change.

Aubergines- Massive shortage and prices will only go up. Smaller sizes are slightly cheaper than the large ones. The only alternative would be Japanese/Long Aubergines but we limit the volumes if required to keep the supply going for our clients who purchase them on a regular basis.

Tomatoes – All variants are still in short supply with colouration being the biggest problem. Dutch imports are proving to be the best bet but at a higher price tag. We will supply Dutch products where possible and if you require a cheaper alternative please let us know.

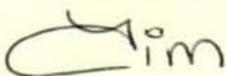
Cucumbers- Prices have risen but we have kept our prices the same this week to accommodate you prices we anticipate will rise in the next day or two, sizes may well be smaller than what we would normally supply you however, far larger than our competitors!

Chillies – Supply situation is good with no predicted supply issues other than higher than normal prices.

I'm sorry for the bad news but I can confirm that we are doing our utmost to keep the prices as low as possible at this very difficult time.

Please try and buy UK grown produce where possible. Please do not hesitate in contacting me or one of my sales team on 020-7720-0800 or email info@harwoodsoflondon.com for the full availability of produce. Alternatively please visit our website and you will see our daily Twitter updates .

Kind regards,



James Harwood Dew