

MARKET OUTLOOK



Apples



SUPPLY
GOOD
QUALITY
GOOD

The Washington State Apple Crop is in the final 3 to 4 months left of shipping. The 2022/23 crop will finish slightly more than 100 Mil boxes, which is much less than the 122 Mil boxes finished in 2022. Due to a shortage of availability, weekly shipments have been much lower than usual. Top 5 Apples for Foodservice: **Red Delicious**, for instance, has 1.5 Mil fewer boxes than it did at the same time last year. Peak sizes are 113s and 125s, with 88s and larger still maintaining higher prices. Quality is good. **Gold Delicious** has 220,000 fewer boxes than last year. Quality at the end of the year has been excellent. **Granny Smith** has 2.6 Mil fewer boxes than at this time last year. They have been scarce this season, and costs have been higher than usual. Quality has been good all year, and as the state enters the summer months, the quality will continue to get better. **Gala** is the only variety with 1.1 Mil more than this time last year. Making it to the New Crop Galas this year will not be a problem. **Fujis** is roughly the same as this time last year. Quality has been good. New Crop Washington State apples will be delay 1-2 weeks later than previous season due to the late bloom caused by the cold weather in spring. The new crop estimate has not been sent out to the industry, but rumor has it in the 122 Mil range.

Asparagus



SUPPLY
GOOD
QUALITY
FAIR

Peru production has improved but weather is starting to get cooler which will help with quality but hurt production level. California is finishing up. Michigan, Washington State, and Canada continue to have good supplies with excellent quality. Domestic volumes are expected to be available in all growing regions. Supplies from Central Mexico are light and expecting to increase in early June and run through late August. Baja has improved. Market is trending down as volume continue to increase from all growing regions.

Avocados



SUPPLY
GOOD
QUALITY
GOOD

Mexico and California will drive the avocado market in the US for several months. Peruvian fruit is primarily distributed at retail, but it contributes to the entire market's stability. Soon, there will be a mix of fruit flowers between Marcena and Flor Loca. Recommend not to determine the fruit maturity based on skin color but to do a manual rotation selection by gently pressuring the avocado to feel how much is giving and pick the ones that are more advanced for use that day. While the late-season fruit harvest at higher elevations produced large sizes and grade 2 fruit, summer crops, which are harvested at lower elevations, often had a size curve dominated by 60s and smaller. Avocados from Colombia are well received, and this fruit has been gaining ground in the US market. Columbian avocado are expecting to arrive the second week of June and go through the summer.

Bananas



SUPPLY
GOOD
QUALITY
GOOD

Bananas are currently solid and consistent.

MARKET OUTLOOK



Beans



SUPPLY
FAIR
QUALITY
GOOD

Green Beans: **RADAR** Supplies are coming from Northern Florida and Georgia. Quality is good. Overall supply is good with the market back to normal on the East coast. Mexico production continues to be light during the transition. Expecting improvement by mid-June.

Snow Peas: **RADAR** Offshore supplies has been affected by the rain on for the East coast. Market is trending up. Market is active on the West coast due to Mexican season has ended. Domestic supply are improving. Peruvian has light supply.

MARKET ALERT

Berries



SUPPLY
FAIR
QUALITY
FAIR

Blackberries: Prices for Blackberries are trending down. Production out of Mexico is at the lower end of the spectrum as expected. California is forecasted to come online during week 2nd week of June. Production out of the Southeast is slowly picking up.

Blueberries: Prices for Blueberries are trending up. Production is coming out of Mexico, California, the Pacific Northeast, and Georgia. Growers are reporting that Labor is an ongoing factor for volumes and availability.

Raspberries: Prices for Raspberries are trending down. Prices remain elevated and supplies are tight. Growers are reporting that demand is higher than supplies. Watsonville is expected to begin production in mid-June.

Broccoli



SUPPLY
GOOD
QUALITY
GOOD

Broccoli: Supplies are good with good demand. Markets are not escalated. Supplies available from Salinas, Santa Maria, and Mexico. Expecting supplies to remain steady for the next few weeks. Great time to promote Broccoli. (F.O.B pricing for this week \$13.00 - \$14.00)

Broccolini: Supplies continue to be good. Demand has slowed down. Supplies are expected to continue improving. Supplies should be steady for the next few weeks. Great time to promote Broccolini. (F.O.B pricing for this week \$21.95 - \$22.75)

MARKET ALERT

Brussels Sprouts



SUPPLY
LIMITED
QUALITY
FAIR

EXTREME Supplies are extremely limited. Quality is reported as only fair. Demand continues to remain steady. Supplies from Mexico are very limited, waiting for Central California for better volume. Supplies are expecting to improve slightly in the next few weeks. Market pricing is escalated. (F.O.B pricing for this week \$46.35 - \$48.85)

Cabbages



SUPPLY
GOOD
QUALITY
GOOD

Supplies are steady. Growers are reporting better availability. Market pricing has also improved. Prices will not be escalated. Product is coming from Salinas and Oxnard. (F.O.B pricing for this week \$15.00 - \$17.00)

MARKET OUTLOOK

Cantaloupes



SUPPLY
GOOD
QUALITY
GOOD

RADAR Domestic melons has started with light supplies in Arizona and Imperial Valley with 12/15s and a few 9s. Volume is expected to increase in the next couple of weeks. Offshore remains light in supplies.

Carrots



SUPPLY
GOOD
QUALITY
GOOD

Past rains in California could have made some damage in the carrot regions. Plants due to be harvested in the next 1-3 months may be affected, but it is yet too early to tell. A late summer/early fall crop is a concern. Some crops have transitioned to the desert, which was crucial for a good supply.

Cauliflower



SUPPLY
GOOD
QUALITY
GOOD

Supplies are much better with good demand. Markets are not escalated. Supplies are available from Salinas, Santa Maria, and Mexico. Supplies are expected to be good for a few weeks. Supplies are expected to continue improving. (F.O.B pricing for this week \$12.00 - \$13.00)

MARKET ALERT

Celery



SUPPLY
LIMITED
QUALITY
FAIR

EXTREME Supplies will be very limited. Quality is reported as only fair, seeder is present and disease pressure. Supplies are currently coming from Oxnard and Santa Maria. Very good demand. Market pricing will be escalated. Supplies are expected to be limited for the next 2-3 weeks. (F.O.B pricing for this week \$48.00 - \$52.00)

Citrus



SUPPLY
GOOD
QUALITY
GOOD

Limes: While yields remain elevated, the market has stabilized. Recent rain events have aided fruit growth and color, but they may also result in conditioned flaws such as styler-end breakage and oil spots which can show days after initial shipment. The crop is peaking on small & mid-sized fruit although some operations are seeing a greater distribution of large sizes. European market is booming, which will eventually lead to a shift in Mexican exports. This will help to limit the number of US crossings. Pricing per size has nearly bottomed out and is likely to remain consistent for the next few weeks.

Lemons: Weather has been holding up. Shippers will try to stretch current supplies to the end of June. Some very late ranches in D1, but this year will end a little early. Fruit is sizing up. Rain has hurt pack-outs for many growers. Peaking on 115s. 140s Fancy are tight as this is the size/grades preferred by national retailers. Argentina will start in June.

Oranges: Navels are projecting to end mid-June. Brix is nice with an excellent color. Size is still small and will continue until the end of the Navel season. Peaking on 88s with very limited 48s/56s.



MARKET OUTLOOK

Corn



SUPPLY

GOOD

QUALITY

GOOD

Prices for Yellow and Bi Color Corn are trending down. Prices for White Corn are trending up. Production out of Florida is winding down as Georgia ramps up. Production out of the West is coming from California & Mexico. Growers out of California are reporting excellent quality.

Cucumbers



SUPPLY

GOOD

QUALITY

FAIR

Prices for Slicing, Persian and English Cucumbers are trending down. Production out of Florida and Mexico is declining for the season. Volume out of Georgia is expected to increase going forward. North Carolina & Baja is expected to start soon followed by New Jersey.

Garlic



SUPPLY

GOOD

QUALITY

GOOD

Domestic garlic has improved with steady supplies. Quality is good and the price remains elevated.

Ginger



SUPPLY

FAIR

QUALITY

GOOD

The market for imported ginger is active, and supplies are light.

MARKET ALERT

Grapes



SUPPLY

LIMITED

QUALITY

GOOD

EXTREME Some fruit has crossed from Mexico, but it is extremely light. Not yet enough to make a significant difference in terms of availability and market conditions. If everything goes according to plan, minor improvements should begin to appear after Memorial Day, starting with greens, followed by reds. The market is still extremely tight, and prices are extremely volatile. The quality of any remaining offshore fruit is a major concern. Quality is a major problem if any offshore fruit remains. It is strongly encouraged to be open to substitutes or alternatives for a few more weeks.

MARKET OUTLOOK

Herbs



SUPPLY
GOOD
QUALITY
GOOD

Herbs from Colombia continues to struggle due to the weather with short shelf life.

Chervil: **ALERT** Both imported and domestic production continues to be a struggle due to weather. Light supplies through the summer.

Cilantro: Supplies are much better. Quality is reported as improved. Market pricing is lower. Supplies are shipping out of Salinas and Santa Maria. With warmer weather expect better supplies the next few weeks. (F.O.B pricing this week \$15.00 - \$17.00)

Honeydews



SUPPLY
FAIR
QUALITY
GOOD

RADAR Mexican honeydew arriving through Nogales are a mix of 5/6s. Sugar and quality are good. Offshore melon are wrapping up. Domestic are expecting to start in the next week or two with very light production. Mexico melon are transitioning to the northern region in the next week. Demand has exceeded supplies on the 5/6s. 8s are available. Recommend being flexible with sizing for the next week or two.

Iceberg



SUPPLY
GOOD
QUALITY
GOOD

Supplies are much better with good quality. Weights and sizing on Iceberg have also improved. Supplies are expected to continue improving in the next few weeks. Growers are expecting market pricing to remain steady in the next few weeks. (F.O.B pricing for this week \$12.00 - \$13.00)

Kale



SUPPLY
GOOD
QUALITY
GOOD

Supplies are steady with good demand. Good quality has been reported. Supplies should remain steady for a few weeks. Market pricing is steady. (F.O.B pricing for this week (\$13.65 - \$14.45)

Leaf



SUPPLY
GOOD
QUALITY
GOOD

Green & Red Leaf: Supplies are very good with good quality. Better quality this week on sizing and carton weights. Expect markets to remain steady for the next few weeks. Growers are expecting steady supplies in the next few weeks. (Green Leaf F.O.B pricing for this week \$10.00 - \$12.00)(Red Leaf F.O.B. pricing for this week \$10.00 - \$12.00)

Romaine: Supplies are much better with good quality. Weights are reported as improved. Expect market pricing to remain steady for the next few weeks. Supplies are also expected to remain steady for the next few weeks. (Romaine F.O.B pricing for this week \$12.00 - \$14.00) (Hearts F.O.B pricing for this week \$15.00 - \$17.00)

Tender Leaf: Supplies are much improved with good demand. Good quality is currently reported by growers. Warmer weather will bring better supplies and availability. Steady Market pricing and supplies are to be expected in the next few weeks. (F.O.B pricing for this week \$4.75 - \$5.50)

MARKET OUTLOOK

Mushrooms



SUPPLY
FAIR
QUALITY
GOOD

Mushrooms supplies have improved in the last few months. Growers are reporting better availability across the mushroom category. Price increases seem to have stabilized. Markets are expected to remain steady for now.

Onions



SUPPLY
GOOD
QUALITY
GOOD

RADAR Demand is strong. Quality is good. Market is trending up. All colors available. With Texas and Georgia ending, it has put a lot of pressure on California production. Supplies is getting a little tight in California. New Mexico will start soon. Some growers have started shipping out of New Mexico and Arizona. There are some imported onions available crossing into New Mexico, Arizona, and Texas. This will also have an impact on precut.

Onions Green



SUPPLY
GOOD
QUALITY
GOOD

Supplies continue to be very good. Market pricing is back to normal. Green onions are coming from Mexico. Warmer weather will bring better supplies and availability. Growers are expecting steady market pricing and steady supplies for the next few weeks. (F.O.B pricing for this week \$9.00 - \$11.00)

Peppers Bell



SUPPLY
GOOD
QUALITY
GOOD

Prices for Green and Yellow Bell Peppers are trending down. Prices for Red Bell Peppers are trending slightly up. Production out of Georgia is starting to ramp up as Florida declines. Volume out of California is lower than usual for this time of year.

MARKET ALERT

Peppers Chili



SUPPLY
FAIR
QUALITY
GOOD

ALERT (Anaheim, Poblano & Serrano) Prices for Chili Peppers are mostly trending up. Production is coming out of Florida, Georgia, and Mexico. Supplies remain very tight. Baja and California are expected to start production during the first half of June.

Pineapples



SUPPLY
FAIR
QUALITY
GOOD

RADAR The pipeline is yet to be back to normal. Demand exceeds supplies. Supply has not increased, and fruit availability is quite limited. Pineapples are beginning to shift from larger to smaller sizes in the coming weeks.

MARKET OUTLOOK

MARKET ALERT

Potatoes



SUPPLY

FAIR

QUALITY

GOOD

Some of the larger sizes are starting to become scarcer, which is driving up the market price. Overall demand exceeds supply slightly. Potatoes will shrink somewhat during storage due to water loss. Remaining supplies are Burbank, which typically have a smaller size profile than Norkotah, therefore, its anticipated that the remaining supplies will have a smaller size profile than those shipped earlier in the season. This indicates that, while there is still availability in the 40s to 60s, as the season progresses, there will be further pressure on the market. Growers were able to get into the field to evaluate the progress of the new crop after a couple of weeks delay due to the abnormal winter. They are reporting good soil temp which means the potatoes are coming up slightly faster than last year. Because of the delayed planting, there may be a gap in August between the old and new crops if we do not make up for lost time with better-than-average growing conditions. Overall, it seems to be a week or two weeks later than usual. This will also affect precut.

Squash



SUPPLY

GOOD

QUALITY

GOOD

Prices for Yellow Squash are trending down. Prices for Zucchini Squash are trending up slightly. Production is coming out of Central Florida, Georgia, North Carolina, and Mexico. Mexico is winding down for the season. Growers out of Georgia are reporting good weather. California and Baja is expected to start production at the end of May.

Strawberries



SUPPLY

GOOD

QUALITY

GOOD

Prices for Strawberries are trending down this week. Production is picking up out of Salinas & Watsonville, Oxnard, and Baja. Growers are reporting good demands for the Memorial Day holiday. Look for lower prices shortly after the holiday.

MARKET ALERT

Tomatoes



SUPPLY

FAIR

QUALITY

GOOD

Prices for all Tomatoes are trending up. Production in Ruskin, FL is currently winding down. Quincy, FL and South Carolina won't be fully up and running for a week or two. Production out of Tennessee and North Carolina is projected to start after the first of July. Volume out of Mexico is down as it transition to new growing areas. Look for tighter supplies until the Eastern States get fully up and running.

Watermelons



SUPPLY

FAIR

QUALITY

GOOD

Supplies are good on large sizes excepts for small seedless are a bit tight. Georgia will start in a few weeks. Mexican melons are shipping out of Edinburg and Nogales. Mexico volume is expected to ramp up in a couple weeks. Texas production is ramping up. Arizona is expecting to start mid-June.



MARKET OUTLOOK

Produce Category Overview

The produce industry continues to experience unprecedented quality and yield issues due to weather that caused crop failures, poor product quality, and impacted availability. **Melons** are expecting to transition in May from imports to domestic. Extreme alert on **Grapes** due to the offshore season ending early and Mexico has been delay in starting due to weather but it is anticipated that it will get better in a few weeks. Extreme alert for **Celery** as seeders and other quality issues continues to be challenged in production and expected to be very limited for a few weeks.

Competition from Peru hurts Chilean grape exports to the U.S.

By **Tom Karst** May 25, 2023

Facing pressure from Peru in the U.S. market, Chilean grape exports to the U.S. market are projected to fall nearly 9% in the 2022-23 season.

In its semi-annual report on Chilean deciduous fruit, the USDA's Foreign Agricultural Service estimates that total Chilean table grape exports will decrease by 8.7% in the 2022-23 season.

The USDA reported that 2022-23 Chilean table grape production will decrease by 8.6%, with output projected at 720,000 metric tons. Chilean grape exports in 2022-23 are forecast at 550,000 metric tons, down 8.7% from 2021-22.

The U.S. is the main market for Chilean table grape exports and accounted for 51% of Chilean table grape exports in 2021-22.

From September 2022 through March 2023, the USDA reported U.S. imports of Chilean grapes totaled 442,085 metric tons, down 10% from 490,603 metric tons during the same period the previous year.

The decline in projected exports is directly linked to the drop in production, the USDA report said.

"The decrease in production is caused by a decrease in table grape area planted and by adverse climatic conditions in the central part of the country which lowered yields," the report said. "Table grape area planted is on a decreasing trend due to low profits and competition from Peruvian fruit in export markets."

Chilean grape area decreased from 133,068 acres in the marketing year 2011-12 to 106,317 acres in the marketing year 2022-23, the report said. Data from Chile's agricultural officials shows a decrease in area planted from all table grape production regions, the report said.

Competition from Peru in the U.S. market, high production costs (labor, transport and chemical products) and the need to update table grape varieties have put downward pressure on table grape exports, according to the report.

"Decreases in area planted are especially significant in the Atacama region which has few alternatives to table grape production. In the Coquimbo and Valparaíso regions, reduction in table grape area planted is offset by an increase in citrus area planted," the report said.

Table grape area planted in the Metropolitana and O'Higgins region decreased by 14.1% and 52%, respectively, over the last three marketing years, the report said.

"In these regions, the area planted with table grapes was replaced by more profitable crops such as walnuts, cherries, and citrus, or by the expansion of the urban area," the report said.

IMPROVEMENT SOUGHT

The Chilean grape industry is hoping to improve its export...

[Read full article HERE](#)

If you have any specific questions or concerns on any commodities not mentioned in this report, please feel free to reach out to dforsythe@nproduce.com and we will be happy to give you those current market conditions. Also look for our Spanish version that will be released on Monday. Have a great week!

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