



WEEK 45: November 1 - November 7, 2021

MARKET OUTLOOK

Regional Weather Update :

Oxnard, CA: Sunny with highs in the upper 60s and lows in the mid 50s.

Salinas, CA: 40% chance of rain on Monday and Thursday and partly cloudy the rest of the week with highs in the upper 60s and lows in the low 50s.

Yuma, AZ: Sunny with highs in the 80s and lows in the upper 50s to low 60s

Immokalee, FL: Partly cloudy with highs in the 80s with lows in the 60s.

Idaho Falls, ID: Partly cloudy with highs in the 40s to low 50s and lows in the mid 30s.

Transportation :

National Diesel Average : \$3.713 Compared to Last Year: \$2.39

Shortages : Seeing high freight rates, with extreme shortages remain in AZ, CA, CO, ID, E. NC, NY, WA & C. WI slight shortage in: AZ, CA, MI, OR, S. TX, & C. WI

MARKET ALERT

Berries, Black, Straw

Broccoli Crowns & Florets

Cabbage, Green

Cauliflower

Corn

Garlic

Honeydews

Lettuce, Iceberg , Leaf & Romaine

Mushrooms, All are under an Extreme alert

Onions, Green, Red, Yellow, & White

Romaine & Romaine Hearts

Tomatoes: 20 & 25 LB. Rounds & Roma

Turmeric



MARKET OUTLOOK

Apples



SUPPLY

FAIR

QUALITY

GOOD

Most of the varieties are being harvested on the new crop of apples out of Washington. The impact of the heat wave in Washington certainly was a negative on the overall size and storability. Expectations at this point are for a crop similar to last season, but without the family box program, it could represent better numbers especially until the end of this crop. The quality of the fruit so far looks good.

Asparagus



SUPPLY

FAIR

QUALITY

GOOD

The asparagus supply is increasing thus driving markets down. The supply is still being affected by major logistic issues including air and ocean shipments. The quality is good.

Avocados



SUPPLY

FAIR

QUALITY

GOOD

While we are beginning to see a slight increase in the Avocado #1 and #2 availability we are running into a weekend with no pick due to Dia de Muertos. This will cause less trucks to the border early next week. Pricing on 60s and smaller remain steady. Good news for Foodservice is that #2s will become more readily available especially on the 48ct-60ct sizes as we get further into November.

Bananas



SUPPLY

GOOD

QUALITY

GOOD

Banana quality and availability are good at this point, however the cost to get said bananas is up.

MARKET ALERT

Berries



SUPPLY

FAIR

QUALITY

GOOD

Blackberries : Central MX is dealing with the rain and wind from Hurricane Rick. Blackberries are in a supply gap between crops and expected to remain extremely short until middle or late November. Demand exceeds supplies.

Blueberries : should be steady for the next several weeks with plenty of supply from Peru, Argentina, and Uruguay. They could tighten up a bit in mid-November before Chilean blues start making arrival in the US.

Raspberries : Quality is mostly fair with some soft fruit. The crops are under plastic hoops so they were not damaged by the rain. However, roads are muddy and ditches are full so there has been limited mobility into the fields this week. Steady production of conventional raspberries from MX with good supply and good quality.



MARKET OUTLOOK

Beans, Green

SUPPLY

TIGHT

QUALITY

FAIR

Markets remain firm with reports of lighter supply this week out of Georgia due to cooler weather. In the west, supply is wrapping up out of Central Valley and will be limited out of the desert until transitioned to Mexico sometime this month. Quality will be marginal until we transition to Mexico.

MARKET ALERT

Broccoli

SUPPLY

SHORT

QUALITY

GOOD

Supplies continue to be extremely short this week. Market pricing continues to be high. Demand exceeds supply. Quality is good at this time, supplies will be limited for another few weeks. (F.O.B pricing for this week \$25.00 - \$26.00)

Brussels Sprouts

SUPPLY

GOOD

QUALITY

GOOD

Supplies continue to be good this week. Demand is actually down, growers are reporting better quality. Supplies are expected to continue improving the next few weeks. (F.O.B pricing for this week \$21.85 - \$23.65)

Carrots

SUPPLY

FAIR

QUALITY

GOOD

Some fields are finishing the crop in the Imperial Valley. Partial shortages might occur with jumbos this week and the front part of next week. Next crop out of Kern County should have good size and going forward with no supply issues

MARKET ALERT

Cauliflower

SUPPLY

SHORT

QUALITY

GOOD

Supplies are light this week. Demand exceeds supply. Overall quality is good. Supplies are expected to be short for another few weeks. (F.O.B pricing for this week \$24.00 - \$25.05)

Cantaloupes

SUPPLY

FAIR

QUALITY

GOOD

Cantaloupes are suddenly experiencing a demand exceeds supply scenario. As was first advised in late September, some growers in the Yuma region began seeing the effects of a virus in their fields. This has deteriorated over the past month causing a complete crop loss for some growers. With California production basically having finished the Central AZ region has not had enough production to solely supply the needs of the country causing the market to rise. It is believed the situation in the desert will continue over the coming weeks but should begin to see signs of relief in the market as early offshore cantaloupe are expected to begin in Florida over the next 10-14 days.



MARKET OUTLOOK

Celery



SUPPLY

GOOD

QUALITY

GOOD

MARKET ALERT

Corn



SUPPLY

BAD

QUALITY

POOR

Supplies are lower this week. Salinas is finishing up the season. Supplies are expected to be short as we transition. (F.O.B pricing for this week \$14.26 - \$15.05)

Supplies for Corn is traditionally very short this time of year. This year is not an exception.

Corn out of the East is transitioning from the North East to Georgia. Supplies are always tight at the front end of production to new growing areas. Quality will be low and pricing will be high. The current market out of the East is \$22.95. Growers are expecting quality to improve and prices to come down in the weeks to come.

Corn out of the West is basically non-existent. Market prices out of the LA market are running at the \$60.00 range today. Growers are forecasting that harvesting will begin out of Coachella this coming week-end. Pricing hasn't be set as of today. Production in Coachella will run for 5-6 weeks followed by Mexico. Look for high prices on Western corn until production out of Mexico ramps up in few months.

Cucumbers



SUPPLY

FAIR

QUALITY

GOOD

The volume from Nogales is still not quite there, but it's just a matter of days before we see the pipeline get filled as volume picks up. Georgia has really slowed down and we don't see any relief, especially with the cooler weather approaching. Florida has started in a small way, and expect to see decent volume starting November 1 through the middle of the month.

Eggplant



SUPPLY

FAIR

QUALITY

GOOD

Volume out of South Georgia will be lighter this week due to cooler weather. In the west, we should see the season starting to wind down out of the Central Valley and transitioning to the desert this week followed by Nogales.

Grapes



SUPPLY

GOOD

QUALITY

GOOD

Rain this week has presented some short-term and long-term opportunities as growers navigate through the end of the California domestic grape season. Market availability and pricing will make moves this week, a lot of which depends on the effects of California rainstorms. As expected, the red seedless market is climbing as growers move into premium late-season varieties, with what is looking to be a short-volume crop at the end. Green seedless availability is better in terms of volume, with what will be a strong-priced market in November. Red Globes and black seedless remain in line with demand.

MARKET ALERT

Honeydews



SUPPLY

FAIR

QUALITY

FAIR

U.S. honeydew production continues to be extremely limited especially with smaller sizes (6/8s). The majority of what is being harvested has been 5s and larger. Mexican crossings have started to increase helping the overall situation with some relief but their sizing has also been trending to larger fruit.



MARKET OUTLOOK

Extreme Market Alert

Iceberg



SUPPLY

SHORT

QUALITY

POOR

Supplies continue to be extremely short this week. Demand is high for lettuce, overall quality is less than fair. INSV virus has created multiple quality issues and caused lower yields. Weights will be on the lighter side until supplies improve. Supplies will be very short for the next few weeks until we transition to Yuma AZ. (F.O.B pricing for this week \$49.65- \$50.65)

Extreme Market Alert

Leaf



SUPPLY

LIMITED

QUALITY

POOR

Romaine: Supplies continue to be very short this week. Demand is high, overall quality is less than fair. INSV virus has created multiple quality issues and caused lower yields. Weights will be on the lighter side until supplies improve. Supplies will be very short until we transition to Yuma AZ. (Romaine pricing for this week \$31.20- \$32.16) (Romaine Hearts pricing for this week \$35.48 - \$36.51)

Green & Red Leaf Lettuce: Supplies are extremely short this week. Demand is higher this week, overall quality is fair. Supplies will continue to be limited until we transition in a few weeks. (F.O.B pricing for this week \$12.35 - \$24.15)

Tender Leaf: Supplies continue to be excellent this week. Demand is good on tender leaf, quality is very good. Supplies should remain steady for a few weeks. (F.O.B pricing for this week \$4.65 - \$4.75)

Lemons & Limes



SUPPLY

FAIR

QUALITY

FAIR

LIMES: Currently, the crop is peaking on 175/150/200s. The weather forecast is for favorable harvesting conditions all week. The demand for limes has been moderate to low. Quality issues being reported include oil spots, blanching, scarring, and skin breakdown.

LEMONS: We are seeing more and more shippers with lemons loading in Texas, but supply is on the lighter side. Supply will be picking up as we head into the peak of the season; peaking on 140s/165s. Chilean lemons are peaking on 140s/165s as well.

Extreme Market Alert

Mushrooms



SUPPLY

SHORT

QUALITY

FAIR

Shitake Mushrooms: Due to uncontrollable rise in cost of imported Shitake logs from China. Shitake mushrooms supplies will be short, prices will be changing almost weekly. Long delays to unload shipments at the ports have caused some interruptions with supplies. This is caused by labor shortage and limited freight availability.

The mushroom industry continues with a shortage of labor, as well as cost inflation increases in raw materials. Specifically corrugated cardboard and packaging materials. Additionally, the price increases in freights nationally have greatly impacted cost to mushroom growers. Pricing on mushrooms must increase at this time due to Labor, Transportation, and packaging.

MARKET ALERT

Onions



SUPPLY

FAIR

QUALITY

GOOD

Markets are steady, there are few Super Colossal and Colossal sizes are available in mixer-quantities. Red Onions and white onion supplies are tight and will see increasing pricing over the next several weeks. Overall quality is good thus far.



MARKET OUTLOOK

MARKET ALERT

Onions, Green



SUPPLY

FAIR

QUALITY

GOOD

Supplies are lower this week. Demand is good, Quality remains good. Supplies are expected to be light for a few weeks. (F.O.B pricing for this week \$16.93 - \$18.45)

Oranges



SUPPLY

FAIR

QUALITY

FAIR

Looks to be a much smaller crop this season, the smallest crop we have seen in many years.

The volume looks to be normal with the early navel varieties but size is showing to be 88's and smaller with very little 56's and larger.

As we move into December, volume goes down and sizes are larger.

Early varieties will be sized as 88/113/72's

Washington's start around the start of December and look to be 72/56/88's

Pears



SUPPLY

FAIR

QUALITY

FAIR

The new harvest has begun in Washington. Some varieties are still available out of California but small sizes are very limited. There are imports available out of the East Coast.

Peppers, Bell



SUPPLY

GOOD

QUALITY

FAIR

Green, Red and Yellow Peppers are trending up this week as supplies tighten up in South Georgia this week as weather cools off. But overall quality is outstanding. In the west, production is winding down rapidly along the Central Coast., Southern Production in Oxnard will be lighter this week due to rain, however we are not expecting pro-rates. Quality is outstanding and should start shipping out of Mexico over the next 10 days. Red and Yellow supplies will be tight this week out of California, Mexico, and Canada. Quality remains good.

Peppers, Chili



SUPPLY

FAIR

QUALITY

GOOD

Prices for Chili Peppers are mixed this week but overall elevated. Production out of the East is moving South to Georgia. Supplies are expected to pick up in the weeks to come. Supplies out of Mexico are running tight due to recent rain events.

Pineapples



SUPPLY

FAIR

QUALITY

GOOD

While Pineapple volume is where we would like it to be this time of year, we are experiencing a higher cost to go to market. Quality and taste profile are great.





MARKET OUTLOOK

Potatoes**SUPPLY**

FAIR

QUALITY

GOOD

The potato markets are beginning to move back up on all sizes again, rather than just smaller size potatoes as it previously had been. The Norkotah crop does appear to be remaining on the larger end of the size profile for the foreseeable future. This is causing 80ct and smaller potatoes, as well as #2 potatoes, to get progressively tighter each week. Things will remain tight through the holiday season and will only get worse in 2022. 60s and 70s are rising as well with many FOBs around \$15-16.

Squash**SUPPLY**

GOOD

QUALITY

GOOD

Fall squash out of South Georgia is looking wonderful and volume should remain stable through the remainder of the month. California will continue to wrap up due to weather and will have transitioned to Nogales this week. Quality out of Mexico is outstanding

MARKET ALERT**Strawberries****SUPPLY**

MIXED

QUALITY

MIXED

Strawberry supplies have turned extremely limited following the rain this past weekend and Monday. This goes for both conventional and organic strawberries. The initial damage reports observed on Monday after the rain stopped was promising but quality continues to deteriorate. With some growers losing more than 50% of fruit that was in the fields to start this week. Harvests are expected to drop even more on the of the week. Hope to see some recovery by middle or late next week but it will remain short for a while. Pro-rates, up to cancellations are still very likely for the next 7-10 days.

MARKET ALERT**Tomatoes****SUPPLY**

LIGHT

QUALITY

FAIR

Round Tomato markets out East remain steady compared to last week, although they are still elevated overall. California markets are also the same as last week with low supplies available as the California season is all but finished. McAllen and Baja markets continue to increase as demand is VERY strong and supplies are very low. Roma markets out East are being quoted this week in the low \$20's as supplies have just started up in Quincy and will start very soon in Palmetto. Markets out of SD and McAllen are a bit lower this week as there are some Roma's coming out of the East and demand has gone down slightly. Grape markets out East are lower from last week but still elevated. Grape and Cherry markets out West also lower as compared to last week as supplies remain light and demand strong.



MARKET OUTLOOK

Short supply of mushrooms this holiday season

October 27, 2021

The current market forces of global supply chain shortages, transportation availability constraints, and a drastically reduced farm labor market combined with seasonal threats of crop disease are heavily negatively impacting U.S. mushroom production, resulting in the forecast of a significantly reduced mushroom holiday supply capability, the American Mushroom Institute announced.

Because the mushroom growing process integrates many other industries' products into the growing medium for mushrooms, when availability for any single ingredient is compromised, it impacts growers' ability to mitigate crop threats and to maximize yields. Mushroom farms are doing what they can to push back against these headwinds, but the reality is that the 2021 holiday season will see greatly reduced salable mushroom pounds than in previous years.

Mushroom growers can rely on upwards of 30 different inputs or raw materials to make their growing substrate for the mushroom beds.

"Mushroom growers across the country are describing challenges not seen previously in their time working in the industry," said AMI President Rachel Roberts. "A host of raw materials needed to grow their crops are severely limited, including outright cut-offs of certain critical inputs, for the foreseeable future. In addition to the shortages, the competition for growing medium is greater than ever, with many nurseries, home gardeners, and hobbyists using much of the same growing medium, which is also driving inflation for those products. These factors are not expected to change anytime soon."

Additionally, the mushroom industry is fighting these challenges with a workforce of about 75 percent of the labor force needed to do the job.

The result of all these pressures — insufficient raw materials availability, crop disease, transportation constraints, and labor shortages — is lower supply than in previous years during the holiday season. "We continue to work with our local, state, and federal legislators to explain the predicament that our members face every day," Roberts said. "Our members are telling us that this is the toughest time mushroom farms have faced in more than 30 years."

<https://thepronewsonline.com/mushrooms/short-supply-mushrooms-holiday-season>

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!

Your Dedicated NPC, LLC Staff