

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.

MARKET ALERT

Asparagus



SUPPLY

TIGHT

QUALITY

GOOD

Volume has increased out of Mexico and continued to increasing for the next few weeks. Weather in southern Peru has improved over the last week and should continue improving causing volume to increase. Bigger sizes of asparagus have increased due to the warmer weather conditions in the south. Markets continue to be very active with delayed vessels from Peru and very high airfreight due to the vessel delays. This should abate in the next week or so as other growing regions start to come on line and increase volume.

Avocados



SUPPLY

FAIR

QUALITY

GOOD

Mexico transitioning from *Loca* to *Aventajada*. Size curve continue to favor 48s and 60s. Also we are starting to see more 40s and larger. There is a current hesitation to harvest the small *Aventajada* crop, due to doubt in dry matter to meet US standards, this should turn around in coming weeks, and we expect to see more volume of small fruit in the market. Grade 2 is around 5% of the current pack, expecting this to double in the coming months. At this point in the Mexican season, we can start to see Lenticel present which does not affect the internal quality of the fruit.

Bananas



SUPPLY

GOOD

QUALITY

GOOD

Banana quality and availability are good. No problems with supply.

MARKET ALERT

Berries



SUPPLY

FAIR

QUALITY

FAIR

Blackberries : Prices for Blackberries are trending up this week. Supplies are still a bit tight but expected to see some relief as product out of Mexico picks up with volume.

Blueberries : Prices for Blueberries are trending down this week. Supplies and prices are tightly associated with when the boats from Peru and Argentina are unloaded. Some supplies have concerns with the quality of aged fruit that's been stuck on boats.

Raspberries : Prices for Raspberries are stable this week. Production out of California is on the downside while volume out of Mexico picks up. Look for lower prices in the weeks to come.

MARKET OUTLOOK

Beans, Green



SUPPLY
TIGHT
QUALITY
FAIR

Markets expected to be steady as growing continues in New York, Tennessee, North Carolina. The winter transition has begun as some growers have started to transition into Georgia. This will continue through November. Summer rains have hurt some crops and early plantings in the south. Quality will be marginal until we are in the mid-fall crop.

MARKET ALERT

Broccoli



SUPPLY
SHORT
QUALITY
GOOD

Supplies continue to be extremely short this week. Market pricing is considerably high, demand continues to be very strong. Quality is good at this time, supplies will be limited for another few weeks. (F.O.B pricing for this week \$33.10 - \$34.01)

Brussels Sprouts



SUPPLY
GOOD
QUALITY
GOOD

Supplies are better this week. Demand is actually down this week, growers are reporting better quality. Supplies are expected to continue improving the next few weeks. (F.O.B pricing for this week \$24.45 - \$25.45)

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
LIMITED
QUALITY
GOOD

Supplies are light this week. Demand has increased, Overall quality is good. Supplies are expected to be light the next few weeks. (F.O.B pricing for this week \$17.68 - \$18.55)

Cantaloupes



SUPPLY
FAIR
QUALITY
GOOD

Many California growers have started wrapping up their cantaloupe harvest this week thus causing a seasonal decline in cantaloupe production. As, this will continue into next week we will see a limited supply. With sizes mainly ranging in the 12/15s anticipated. Larger melons (9ct) will be very limited. Arizona production is starting slowly with many growers not expected to begin their harvests until next week.

MARKET OUTLOOK



Celery



SUPPLY

GOOD

QUALITY

GOOD

Supplies continue to be good this week. Demand continues to be steady. Supplies are expected to remain steady for a few weeks. (F.O.B pricing for this week \$10.00 - \$10.15)

MARKET ALERT

Corn



SUPPLY

BAD

QUALITY

FAIR

Prices for Corn is trending up this week. Corn out of the West is extremely tight as production transitions from North California to South California. Production is starting to ramp up out of Georgia. Supplies will be on the tighter side and prices will be higher until Georgia get's fully up and running.

Cucumbers



SUPPLY

GOOD

QUALITY

GOOD

Prices for Slicing Cucumbers are trending down this week. Production out of Georgia and the Carolinas is helping to keep prices in check. Mexico is crossing product this week to.

Eggplant



SUPPLY

GOOD

QUALITY

GOOD

Prices for Eggplant are trending down this week. Production is coming out of Georgia, the Carolina's & California. Look for Mexico to start during the second half of October.

Grapes



SUPPLY

GOOD

QUALITY

GOOD

Current weather conditions are good and will not impact growing conditions or supply for grapes. Grape market remained steady from last week. Supplies and quality are good.

MARKET ALERT

Honeydews



SUPPLY

FAIR

QUALITY

FAIR

Honeydew production remains very limited. The market continues in a demand exceeds supply situation. It will continue to worsen as the California harvest finishes over the next week. There is some production in Arizona which will offer some relief. There is hope Mexican crossings through Nogales will begin by mid-October to provide some more supply into the market.



MARKET OUTLOOK

MARKET ALERT

Iceberg



SUPPLY

FAIR

QUALITY

FAIR

Supplies continue to be limited this week. Demand is good, overall quality is only fair. Weights will be on the lighter side until supplies improve. Supplies will be limited for another week. (F.O.B pricing for this week \$19.68- \$20.68)

MARKET ALERT

Leaf



SUPPLY

GOOD

QUALITY

GOOD

Romaine: Supplies will continue to be limited this week. Demand has increased, overall quality is only fair at this time. Growers are encountering some quality issues at field level. Expect supplies to be light for a few weeks. (F.O.B pricing for this week \$17.60-\$17.85)
Hearts (\$22.40 - \$23.70)

Green & Red Leaf Lettuce: Supplies continue to be steady this week. Demand is lighter this week, overall quality is good. Supplies should remain steady for a few weeks. (F.O.B pricing for this week \$9.20 - \$9.23)

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: Demand trends fall flat as availability remains steady. Quality and shelf life is greatly improving on small fruit from the new production. Large sizes still represent substandard conditions. As harvests from the new crop cycle continue, small fruit will become more plentiful as large sizes dwindle in availability. October will constitute lower yields overall, including approximately 20-30% less volume vs. September.

LEMONS: October harvests are expected to produce more volume vs. August & September. The crop is currently peaking on 140's, with good yields also represented on 115's. Quality is optimal. Sizing will progressively shift to a larger spec as the season moves forward. Overall availability will begin to decline come November.

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

The onion market continues to be unsteady due continued poor yields and sizing issues. Mediums are abundant and on the lower end of the market. All other sizes remain elevated as supplies are extremely tight. The quality on white onions is questionable. Growers are really concerned but won't know the true extent of the situation until end of harvest in the next month or so. Yellow 50 lb. jumbos are running \$12 to \$15, White 50 lb. med. \$11 to \$14, and Red 25 lbs. med. \$10 to \$14.

MARKET OUTLOOK

Onions, Green



SUPPLY

GOOD

QUALITY

GOOD

Supplies have improved this week. Demand is good, Quality remains good. Supplies are expected to remain steady for a few weeks, pricing is back to normal. (F.O.B pricing for this week \$13.50 - \$14.55)

Oranges



SUPPLY

FAIR

QUALITY

FAIR

Chilean navels have been reporting strong quality all season, peaking on 56/64/72s. In the coming weeks, expect prices to settle in as more and more containers arrive on the West Coast if ports stop having delay issues. There have been reports of a lot of vessels being stuck at port for up to a few weeks causing a lot of supply issues. This is forcing shippers to repack after they receive product to make sure it is clean. All sizes are currently tight, especially 56 count and larger. California Valencia's are starting to wind down and pricing is now starting to increase a bit across the board, but mainly on 88s and smaller. Fruit is peaking on 48s/56s. Fruit is firm and eating well. 88s and smaller will be very tight all season long.

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

GOOD

Prices for Green and Yellow Peppers are trending down this week. Red Peppers are stable. Production is picking up out of Georgia as it declines out of the North East. California has volume but nothing in a big way.

Peppers, Chili



SUPPLY

GOOD

QUALITY

GOOD

Prices for Chili Peppers are trending down slightly. Production is coming out of the Carolinas, Georgia, Santa Maria and Baja. Growers out of Santa Maria and Georgia are reporting nice quality.

Pineapples



SUPPLY

FAIR

QUALITY

GOOD

Pineapple volume is where it should be for this time of year. The quality is exceptional.

MARKET OUTLOOK



Potatoes



SUPPLY

FAIR

QUALITY

FAIR

Potato markets have dropped some but they are still high. In addition, freight remains high too. Everyone is still worried about the crop. There are yield and sizing issues that are still a big concern. But there are supply concerns with the Burbanks for December and January and we could be looking at significant supply concerns May through August 2022 as both Norkotahs and Burbanks size and yields are appearing to be down dramatically from last year. We will have more information to share as harvest finishes up over the next month. US #1 FOBs for 40s to 80s are running \$14 to \$15.50 and 90s to 100s are running \$10 to \$13.

Squash



SUPPLY

FAIR

QUALITY

GOOD

Prices for Green Squash are trending up this week. Prices for Yellow Squash are stable. Supplies of Yellow Squash is outpacing demands this week. Green Squash is running on the tighter side. Georgia is up and running. Product is crossing through Nogales too.

Strawberries



SUPPLY

MIXED

QUALITY

MIXED

Prices for Strawberries are stable this week. Prices are higher on new crop and as expected, lower costs on old crop. Growers are reporting some challenges with quality on old crop fruit. Look for bruising, soft shoulders and overripe berries.

MARKET ALERT

Tomatoes



SUPPLY

BAR

QUALITY

FAIR

Prices for 20 lb. Rounds, Roma's, Grapes and Cherry Tomatoes are trending up this week. Prices for 25 lb. Rounds are down slightly. Supplies for Tomatoes are still running tight out of all growing areas. Production has been depressed by growing area transitions, rain, cooler weather. Growers are reporting strong demands too. Growers are reporting possible supply gaps in the future as production transitions South during the fall.



MARKET OUTLOOK

Whether it's for Delivery, Take-out or Dining-in, produce at foodservice will play a new role.

Originally printed in the July 2021 issue of Produce Business.

There's nothing more disappointing than being duped by your delivery meal — when the crispy, crunchy, temptingly plated chicken Caesar salad pictured on a restaurant's online ordering site or brand name mobile food delivery app arrives at your doorstep looking tousled and literally tossed with unappetizing bits of wilted lettuce and croutons clinging to the chicken and take-out container alike.

One thought might be to eliminate to-go dishes that have highly perishable ingredients such as fresh fruits and vegetables. However, more than two-thirds (68%) of adults surveyed said they are more likely to purchase restaurant take-outs now than pre-pandemic, according to the *State of the Restaurant Industry 2021*, by the Arlington, VA-headquartered National Restaurant Association.

Removing fresh produce from these menus would be a huge, missed opportunity for producers, operators and customers alike. Instead, it's all about getting creative when it comes to putting produce on the take-out plate.

DINE-IN & TAKE-OUT TRENDS

Restaurant operators are looking at customers' preferences for dining-in versus take-out and what it means for their operation moving forward as foodservice outlets open to inside table service, states allow greater occupancy, and more people are vaccinated.

Over one-third (39%) of those surveyed about their top food-related activities post-pandemic said they wanted to go out to restaurants more often, according to a June-published COVID-19 survey published by the International Food Information Council (IFIC), in Washington, DC.

That said, take-out and delivery are still going to be essential for many operators' survival, both in the short and long term, according to Mike Kostyo, senior managing editor and trendologist for Chicago, IL-based market research firm, **Datassential**.

"In the short term, a quarter of U.S. consumers say they are still avoiding eating out as of late June, while 40% say they are still very concerned about COVID," says Kostyo. "That's a large percentage of the population that will still be completely, or at least somewhat reliant, on delivery service for the time being."

<https://www.producebusiness.com/the-next-foodservice-frontier/>

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

