



WEEK 48: November 22 - November 28, 2021

MARKET OUTLOOK

Regional Weather Update :

Oxnard, CA: Partly cloudily most of week with the exception of Wednesday and Thursday with highs in the upper 60s and lows in the mid 50s.

Salinas, CA: Partly cloudy all week with highs in the 60s and lows in the high 40s.

Yuma, AZ: Partly Cloudily with highs in the high 70s to low 80s and lows in the upper 50s.

Immokalee, FL: Sunny highs in the high 70s to low 80s with lows in the high 40s to mid 50s.

Idaho Falls, ID: Partly cloudy with highs in the high 30s to low 40s and lows in the 20s.

Transportation:

National Diesel Average : \$3.734 **Compared to Last Year:** \$2.44

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

MARKET ALERT

Broccoli Crowns & Florets

Celery

Cilantro

Corn

Garlic

Lettuce, Iceberg , Leaf & Romaine

Mushrooms, All are under an Extreme alert

Onions, Green, Red, Yellow, & White

Peppers, Chili

Potatoes

Romaine & Romaine Hearts

Strawberries

Tomatoes: 20 & 25 LB. Rounds & Romas



MARKET OUTLOOK

Apples



SUPPLY
FAIR
QUALITY
GOOD

West coast new crop apples are being packed, however small sizes remain fairly tight. Washington exports a substantial amount to Mexico which have driven the market up over the last few weeks on many varieties. East coast apples are available as well. Market price remains firm on small fruit as local schools take most of the volume.

Asparagus



SUPPLY
FAIR
QUALITY
GOOD

Mexican production continues to decrease due to seasonality. Out west the markets have risen due to lower volumes. This should continue until Northern Caborca starts to cut fern in the next month. Volume from Southern Peru (Ica) has started to flatten out. Northern Peru (Trujillo) started new fern cutting last week and should see more volume next week from this region. Markets have improved this week with less volume from the west coast and Peru's volume leveling off.

Avocados



SUPPLY
FAIR
QUALITY
GOOD

This weeks harvest came in much higher than projections at just under 58 Mil. Lbs. Which equates to a 14% increase over the previous week. That volume is enough to cover volumes not harvested from Monday's holiday. Demand for harvest in the field remains strong for the Thanksgiving, but as fruit is placed demand will ease until after the holiday. The week after Thanksgiving, week 48, demand is expected to be high as buyers reload after the holiday. Harvest levels during the week of Thanksgiving will dictate what happens next in the market. If they are too strong we could see our long-anticipated market relief, if demand continues to match supply we could easily see this strong market continue into December.

Bananas



SUPPLY
GOOD
QUALITY
GOOD

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

Berries



SUPPLY
GOOD
QUALITY
GOOD

Blackberries : Prices for Blackberries are trending down this week. Production is currently coming out of Mexico. Growers are reporting some quality issues. Look for availability to pick up after the holiday.

Blueberries : Prices for Blueberries are trending down this week. Supplies are currently coming out of Peru and Mexico. Production out of Peru is winding down. That will tighten up the market before Chile starts shipping fruit in the later part of December.

Raspberries : Prices for Raspberries are stable this week. Growers are reporting tight pre-holiday supplies. Looks for the market to be tight throughout December.

MARKET OUTLOOK

Beans, Green



SUPPLY

GOOD

QUALITY

GOOD

Volume and quality remain good this week from Georgia and Northern Florida. The markets will be less active next week due to Thanksgiving pulls happening this week.

Extreme Market Alert

Broccoli



SUPPLY

SHORT

QUALITY

GOOD

Supplies will be extremely short for the rest of the week. Broccoli is in a small Gap due to plants not reaching maturity level yet for harvest. Quality will only be fair at this time, supplies will be limited for another week. Growers are expecting for better supplies next week. (F.O.B pricing for this week \$32.53 - \$33.03)

Brussels Sprouts



SUPPLY

GOOD

QUALITY

GOOD

Supplies continue to be steady this week. Demand has actually increased with the Holidays around the corner. Growers are reporting better quality. Supplies are expected to continue improving the next few weeks. (F.O.B pricing for this week \$25.63 - \$26.85)

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

Cauliflower



SUPPLY

GOOD

QUALITY

GOOD

Supplies are steady at moment. Market pricing has been more active this week with the Holiday next week. Growers are shipping out of Yuma. Overall quality is good. Supplies are expected to be steady for next week. (F.O.B pricing for this week \$13.58 - \$16.98)

Cantaloupes



SUPPLY

FAIR

QUALITY

GOOD

The first Guatemalan cantaloupe arrived in Pompano, FL Monday night. Mostly larger sizes at first, with a better range of sizing anticipated by the end of the week. Due to cooler temperatures in the growing region last week we are anticipating a reduction in arrivals next week but then rebounding the week of 11/29 arrivals. The brix levels were very good so we are off to a good start.

MARKET OUTLOOK

MARKET ALERT

Celery



SUPPLY

FAIR

QUALITY

GOOD

Supplies will continue to be light this week. Higher demand due to the Holiday next week. Supplies are expected to be short until we fully transition to Yuma mid December. Celery will be moving to Oxnard CA and Yuma AZ. (F.O.B pricing for this week \$16.08 - \$16.25)

MARKET ALERT

Corn



SUPPLY

BAD

QUALITY

POOR

Prices for Corn is trending down this week. Supplies are still very tight out of the East and West. White Corn is available out of the West as higher prices than the East. Corn out of the East is available. The price is lower compared to Western product but at the same time Eastern Corn is very tight. Growers are looking for better supplies & prices after the Thanksgiving holiday.

Cucumbers



SUPPLY

GOOD

QUALITY

GOOD

Prices for Cucumbers are trending up this week. Holiday demands is impacting the supply and prices for most produce items. Cucumbers are tighter out of the East this week. Production is currently coming out of Georgia and Florida. Production out of Mexico is expected to pick up in a few weeks. That should help to put some pressure on pricing.

Eggplant



SUPPLY

GOOD

QUALITY

GOOD

Prices for Eggplant are trending down this week. Production is currently coming out of Georgia, Florida, California and Mexico. Look for an increase of availability after the Thanksgiving Holiday.

Grapes



SUPPLY

GOOD

QUALITY

GOOD

There is very little chance of rain despite the cloudy and cool weather in both the Northern and Southern San Joaquin Valley. Growers have resumed harvest and the windy cool weather following last week's rains helped minimize the negative impact on grape supplies. Growers focused their harvest and recovery efforts on the best grapes leaving smaller and lighter color red grapes behind. We saw the lower end markets firming up. Most of the CA harvest will be completed by the end of the mid November.

Honeydews



SUPPLY

FAIR

QUALITY

FAIR

The initial honeydew arrivals from Guatemala are expected to arrive by next Monday into Florida. Sizing is forecasted to be mainly larger side (4J/5J) to start. Mexican honeydew shipments have fallen off with less overall supply. Smaller sizes seem to be dominating what is coming through Nogales right now so anticipate a two-tier market between larger and smaller dews.



MARKET OUTLOOK

MARKET ALERT

Iceberg



SUPPLY
SHORT
QUALITY
POOR

Supplies will continue to be limited this week. Market is showing signs of improvement. Overall quality is only fair at this time. Weights will continue to be on lighter side until supplies improve. Growers are now shipping from Yuma AZ. (F.O.B pricing for this week \$31.60 - \$32.60)

Extreme Market Alert

Leaf



SUPPLY
SHORT
QUALITY
POOR

Romaine: Supplies will continue to be very short this week. Market is showing a slight improvement. Overall quality is less than fair. Weights will be on the lighter side until supplies improve. Growers are shipping out Yuma AZ. (Romaine pricing for this week \$31.48-\$31.65) (Romaine Hearts pricing for this week \$35.11 - \$37.40)

Green & Red Leaf Lettuce: Supplies continue to be limited this week. Market is showing some signs of improvement. Supplies will continue to be limited for another week. Quality is only fair at this time. Growers are shipping out of Yuma AZ. (F.O.B pricing for this week \$13.05- \$28.25)

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: Costs continue to increase in Mexico, outpacing the U.S. market. In response, overall crossings and availability are expected to decline until pricing reaches compatibility. As we transition to the new production cycle, lower yields are expected over the next few weeks. Peak sizing will soon shift to small fruit & large sizes will become scarce.

LEMONS: Overall volume is declining as some groves prepare to end production for the season. The crop is currently yielding a greater proportion of choice-grade fruit vs. fancy, so we can expect to see a more-defined pricing spread over the coming weeks. Additionally, the crop is currently peaking on 115's, with **low volume present on small sizes** (235/200/165's). **Please consider altering your spec to complement crop trends.**

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

Onions held steady this week. There are few Super Colossal and Colossal sizes, though medium and jumbo yellow are readily available. Red Onions and white onion supplies are tight and will see increasing pricing over the next several weeks. Overall quality is good thus far. FOBs for are running for yellows around \$15, whites \$15-17, reds \$13-16, and Super Colossal \$20-23. Demand remains steady for this historic crop.

MARKET OUTLOOK

MARKET ALERT

Onions, Green



SUPPLY

Short

Supplies will be light this week. Demand continues to be good, Quality remains good. Supplies are expected to be light for another few weeks. (F.O.B pricing for this week \$19.15 - \$20.18)

QUALITY

GOOD

Oranges



SUPPLY

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.

QUALITY

FAIR

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

This year's pear crop was down significantly, with mostly larger fruit available. Growers are trying to drag out supplies as best as possible until new crop starts next August .

QUALITY

FAIR

Peppers, Bell



SUPPLY

GOOD

Prices for Green Peppers are trending up this week. Prices for Red and Yellow Peppers are trending down. Production in the East is coming out of Georgia and Florida. Volumes were impacted by cool & wet weather last week. Production in California is normal at this time. Fruit is crossing through Nogales from Mexico. Growers expect volumes to pick up in the weeks to come.

QUALITY

GOOD

MARKET ALERT

Peppers, Chili



SUPPLY

POOR

Prices for most Chili Peppers are trending down this week. Jalapeno peppers are at very elevated price levels. Growers in Mexico are expecting tight supplies until January. Demands in Mexico from the Hurricane in Oct is currently impacting supplies. Numbers out of Georgian are on the down-swing and Florida's production is expected to ramp out of the Plant City Florida area.

QUALITY

FAIR

Pineapples



SUPPLY

FAIR

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.

QUALITY

GOOD

MARKET OUTLOOK

MARKET ALERT

Potatoes



SUPPLY
FAIR
QUALITY
GOOD

The potato markets held steady this week on all sizes again, rather than just smaller size potatoes as it previously had been. The Norkotah continues to be on the larger end of the size profile for the foreseeable future. Transportation continues to be a struggle with freight up and truck availability down. FOBs \$13-16 on all sizes. Demand will remain strong through the holidays and will only get worse in 2022.

Squash



SUPPLY
GOOD
QUALITY
GOOD

Prices for Yellow and Green Squash is trending up this week. Prices for Green Squash is currently value priced. Yellow Squash worked higher this week because of high holiday demands. Growers are expecting more volume out of Florida in the weeks to come. Volumes out of Mexico are expected to pick up in 1 to 2 weeks.

MARKET ALERT

Strawberries



SUPPLY
POOR
QUALITY
POOR

Prices for Strawberries are trending up this week. Just like every year at this time, supplies are tight. Production out of California will be dependent of the weather. Supplies are expected to pick up out of Mexico. Florida has plants in the ground and to date everything is on schedule for harvesting at end of this year and first of next year.

MARKET ALERT

Tomatoes



SUPPLY
FAIR
QUALITY
FAIR

Prices for 20 lb. 2 layer Rounds and Cherry Tomatoes are trending down this week. Prices for 25 lb. Rounds, Grapes and Romas are trending up. Rains in Florida impacted production earlier this week. Growers are expecting volumes to pick up in the weeks to come if the weather cooperates. Production out of California is coming off as their season ends. Mexico will cross fruit in late December or early January. Volumes out of Mexico was impacted by hurricane activity in October.



MARKET OUTLOOK

Shorter supplies and higher demand

US onion industry sees some of the highest markets ever seen this time of year

Supplies of onions are tight, but available, right now.

John Harris of Fort Morgan CO-based Paradigm Fresh notes there's a shortage of red onions in most growing regions. "Between the heat and the smoke in the Northwest this year, yields are just down. Some crops just didn't make it and had to be plowed under. So the shortage is from a poor growing year in general," says Harris.

At the same time there's also a shortage of super and colossal yellow onions, though medium and jumbo yellow are readily available. "Some people cut processor contracts short so this year there are processors on the open market that aren't typically there. That's creating more demand than usual for that size of onion," says Harris.

Regional losses

The storage crop report also currently shows the industry is down 3 million bags of onions compared to last year at this time. "This isn't unbelievably short. But some regions, such as Canada, had a really wet harvest and lost a lot of acreage. Canada also uses a lot of onions so they're buying more heavily than they did. We'll see supplies into the holidays and January dwindle more quickly than last year," says Harris.

Meeting these shorter supplies are also consistently strong demand--it's been strong since the start of the storage crop year in the middle of August. "The market is pretty high right now so it's stifled demand in certain places to some degree. Incredibly high freight rates have also stifled demand somewhat as well," he adds.

More targeted recalls

While it didn't necessarily affect demand, the industry is also moving past a recent recall across the U.S. and Canada on red, white and yellow onions the Food and Drug Administration reports are from Mexico. While Harris says he appreciates the concern for public safety around food safety, he'd like to see a more targeted, better managed recall alert system employed.

"The onions were easily identifiable. They were from Mexico and when the recall came out, supplies of Mexican onions hadn't been shipped for eight to 10 weeks," he says. And while both the FDA and the Centers for Disease Control spend weeks researching food safety issues before recall notices are given, Harris would appreciate a bit more time to trace product back so in turn, a more accurate public message could be issued. "The fact that they included multiple growers in the recall shows how out of touch they are about our industry and what we do and how much care we have for food safety. It's incredibly irresponsible," he says.

Transportation costs

Meanwhile the more pressing issue now is balancing prices against increasingly high transportation costs. Harris notes that two thirds of the onion acreage in the U.S. is between Washington, Idaho and eastern Oregon. "When you put that kind of pressure on that big of an acreage, now that they're short and transportation is so tight and expensive, regional markets are suddenly getting gobbled up to a higher degree than they previously had been," he says. "The FOBs are going to be higher the further east you go. But at the same time you won't have to pay \$10,000 in transportation."

Currently, the industry is seeing some of the highest red and yellow markets it's ever seen at this time of year. "The white price is steady and it's above average but it's maybe only a couple of dollars higher than a typical market," Harris says. "But demand is more powerful than supply and if demand maintains, we'll see the prices from now until early spring steadily increase on all sizes and colors."

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[US onion industry sees some of the highest markets ever seen this time of year \(freshplaza.com\)](#)

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

