



WEEK 16: April 19 - April 25, 2021

MARKET OUTLOOK

Regional Weather Update :

Oxnard, CA: Mostly sunny; highs in 60s/70s lows in 50s.

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

Yuma, AZ: Sunny with highs in the 80s/90s lows in the 50s.

Immokalee, FL: Partly cloudy for the week; many chances for rain. Highs in the 80s and lows in the 60s.

Idaho Falls, ID: Partly cloudy skies with highs in the 50s and lows in the 20s/30s. Chances for snow mid week are light.

Transportation :

National Diesel Average : \$3.129 **Compared to Last Year:** \$2.507

Shortages : Seeing high freight rates, extreme shortages remain in CO, FL, MI, NC and slight shortages across most of the country.

MARKET ALERT

Berries; (Blues, Blacks, Raz & Straw)

Cucumbers

Grapes

Limes



MARKET OUTLOOK

SUPPLY = GOOD | QUALITY = GOOD

Apples



This year's Washington State Apple Crop is now estimated at 121 million boxes vs shipping 133.5 million last year. This is a significant drop from last season but WA will have Apples to sell throughout the Year. Eastern Washington had 2 major wind storms late September/Early October where in some areas devastated orchards. Plus - some varieties did not bounce back from the year before, we call it a light set. Also, late October - we had a few days between 12 and 18 degrees - some apples did not make it through. Reds, Golds, Galas and Gr Smiths are the varieties mostly impacted by the loss. The Farm to Family Box Program has been a huge part of the Price Increases seen in the past 2 Months.

SUPPLY = GOOD QUALITY = GOOD

Asparagus



The Caborca region has started to close fields due to seasonality. Peru continues with better volume than last week. This trend should continue as their season has just started. Markets are more active this week with Caborca starting to wrap up and Peru with light volume.

SUPPLY = GOOD | QUALITY = GOOD

Avocados



Inventories are now more balanced and in line with current weekly demand. To begin the week, we are seeing large fruit come off a little while 60's and smaller may gain some strength. Mexico's harvest was projected at 60.7 MM, but came in around 52.7 MM. Inventory to begin the week stands at 60.4 MM lbs., representing a 6% decline compared to last week! For reference, demand in the US has been hovering around the 51-52 MM lb. mark. Last week 61.7 MM Lbs., arrived into the US, well up from the previous Holiday reduced harvest. Mexico contributed 52.7 MM while California shipped 9 MM lbs. Through the first 14 weeks of the calendar year, MX arrivals continue to maintain the 17% rise when compared to last year. CA seasons total comes in at 34.2 million pounds.

SUPPLY = FAIR | QUALITY = GOOD

Bananas



We have seen an increase in demand as the weather is getting better in the US. We are working to fill our DC pipeline in response. Even though this process takes longer on the specialty bananas we do not anticipate any shortages. We see no issue with supply on 40lb bananas. Supply is still lower due to the hurricanes in 2020. Quality should not be an issue at this time.

SUPPLY = FAIR | QUALITY = FAIR

MARKET ALERT

Berries



Blackberries— : Prices for Blackberries are elevated and steady this week. Most growers are reporting higher production numbers. The market is still tight because demands has picked up on blackberries due to the current tight supply situation on Strawberries, Blueberries and Raspberries. **Blueberries**: Prices for Blueberries is holding steady this week. Production was expected to pick up by now but the crop was impacted by poor weather conditions in Florida last week. **Raspberries**: Prices for Raspberries is running steady this week. Growers are expecting production to slowly pick up as we move forward. Supplies after Mothers Day is expected to stabilize at more normal levels. Growers are reporting some challenges with quality. We suggest that all arrivals are inspected with extra care.

SUPPLY = GOOD | QUALITY = GOOD

Beans, Green



Seeing good demand, supply and quality.



MARKET OUTLOOK

Broccoli



Broccoli Supplies are excellent for this week. Growers are reporting very good availability for this week. Very good quality is been reported at this time. Demand for Broccoli Crowns continues to be good this week.

SUPPLY = GOOD | QUALITY = GOOD

SUPPLY = GOOD | QUALITY = FAIR

Brussels Sprouts



Brussel Sprout supplies are good this week. Growers are reporting better availability for next week. Quality is reported as fair with occasional insect damage and discoloration. Growers are expecting better quality to improve for next week.

SUPPLY = FAIR | QUALITY = GOOD

Carrots



Due to extreme cold temperatures jumbo carrots will be very tight almost none for 3 to 4 weeks. Table carrots are suggested as sub. We are Harvesting in AZ, CA and GA right now. GA has been getting really poor yields. Arizona and CA have good yields but are being impacted by cool weather. The fluctuation between warm and cool is causing cracking in the cello carrots. It is also stunting the grow of the carrots so we are getting very little jumbo material.

SUPPLY = GOOD | QUALITY = GOOD

Cauliflower



Cauliflower supplies are excellent for this week. Growers are reporting very good availability for this week. Very good quality is been reported at this time. Demand for Cauliflower has declined this week. Growers are expecting better demand for next week.

SUPPLY = GOOD | QUALITY = GOOD

Cantaloupes



Peak volumes on cantaloupes continue with primarily larger fruit hitting the market. Strong retail promotions remain in place which has assisted with keeping the market fairly stable. Some independent growers have already completed their seasons as the Zacapa valley has finished production but we will have production through the week of May 17th arrivals into Florida as we move to our second ranch. Sizing has been mostly 9s and larger the past week compared to peaking on 12s prior to that. Melons have a good shell color with brix levels holding in the 12-14% range.

SUPPLY = GOOD | QUALITY = GOOD

Celery



Celery supplies continue to be very good this week. Growers are reporting steady supplies coming from Oxnard CA and Santa Maria CA. Very good quality is been reported at this time. Demand for Celery continues to be good this week.

SUPPLY = FAIR | QUALITY = GOOD

Corn



Prices for Corn out of Florida is trending down this week. Growers in the East are expecting cost to stabilize at the current prices through June. California is currently harvesting corn. Prices are higher than corn out of the East but at the same time it's trending down this week too.



MARKET OUTLOOK

MARKET ALERT

Cucumbers



Prices for Cucumber is trending significantly up this week. Production out of Mexico and Florida isn't meeting demands. If the weather holds up, growers are expecting production to pick up in a couple weeks.

SUPPLY = FAIR | QUALITY = GOOD

Eggplant



Prices for Eggplant is trending down this week. Growers are reporting weak demands. That's putting some pressure on prices.

SUPPLY = GOOD | QUALITY = GOOD

MARKET ALERT

Grapes



Red Grape market hold steady from last week with good supply and quality. We are seeing a two tier market on the West Coast where slow market has caused older inventory to be priced lower but quality is poor on those. New, Good Quality grapes, have a higher price attached.

SUPPLY = FAIR | QUALITY = FAIR

Honeydews



Lighter honeydew production has finally started to be realized over the past week with close to a demand exceeds situation in place on the 6/8s. Arrivals on those sizes will be mostly limited with 8s being very short. Flexibility of sizing may be required in some instances. Quality has been consistently good with clean exterior and solid brix levels.

SUPPLY = FAIR | QUALITY = GOOD

Iceberg



Iceberg supplies are excellent for this week. Growers are reporting excellent availability coming from Huron CA. Expect very good quality and excellent weights for this week. Demand for Iceberg Lettuce continues to be good for this week.

SUPPLY = GOOD | QUALITY = GOOD

Leaf



Romaine: Romaine supplies are expected to be very good this week. Growers are reporting excellent availability coming from Huron CA. Expect very good quality and excellent weights for this week. Demand for Romaine Lettuce continues to be good for this week.

SUPPLY = GOOD | QUALITY = FAIR

Green Leaf/ Red Leaf/ Butter (Boston) Lettuce: supplies are excellent at this time. Very good quality and good weights are been reported at this time.

Tender Leaf: Steady supply and quality.

SUPPLY = FAIR | QUALITY = FAIR

MARKET ALERT

Lemons & Limes



LIMES: Better availability on 230ct & 250ct out of Mexico this week. On the larger size fruit market remains tight with high prices, this will not get any better until the first or second week of May. This is the result of the growers harvesting everything they could to take advantage on the high market prices not letting the fruit gain sizes in the trees. Markets on mid sizes will continue to decrease, 175ct and 200ct will take another two weeks to start seeing better availability. **LEMONS:** Currently picking our D1 (Central Valley) crop and it is very nice but we are seeing some challenges with softer fruit this season due to the weather patterns we have been experiencing. The rain helped with growth on lemons and changed our peak size from a 165 to a 95 size. We are anticipating the market to start to come off on 95's and larger as shipper need to start picking heavy to get thru the D1 crop. We would normally end D1 in May but most shippers are talking about having D1 well into June this season.



MARKET OUTLOOK

SUPPLY = FAIR | QUALITY = GOOD

Mushrooms



Mushroom demand will continue to trend upwards, especially with dining in limits being lifted nationally. The Retail business has kept the suppliers afloat during the Covid 19 pandemic; however with Foodservice on the rise, suppliers will have to shift volumes around. Consumers continue to look for plant based meat alternatives and mushrooms fit into this eating trend. Consumers are also looking for healthier nutrient dense food options and mushrooms also fit this trend. Some mushroom companies are doing some farm retooling to insure they can anticipate and meet expected demand increase. Suppliers are seeing increases in film, labels and carton, as well as labor costs continue to be on the rise. Suppliers are having a tough time finding the help needed, as un-employment is in many cases the better options short term in hourly pay; currently the suppliers are staffed to cover their needs as they increase wages. As far as new varieties, many new restaurants are focusing on clean and organic produce offerings. Exotic mushroom consumer interest continues to grow with Enoki. Royal Trumpets, Maitake, Piopino, and of course Chantrelle and Morel which are foraged mushrooms and not truly commercially grown.

SUPPLY = GOOD | QUALITY = GOOD

Onions



The market remains steady. Yellows \$7-9, mediums a bit tight. Reds around \$7. Good quality and demand as we finish up in ID/OR over the next few weeks. We will transition out as usual to CA with some TX/NM in the pipeline as well.

SUPPLY = FAIR | QUALITY = GOOD

Onions, Green



Green onion supplies will be limited for next week. Growers are reporting good quality at this time.

SUPPLY = GOOD | QUALITY = GOOD

Oranges



Fruit is great this season, due to the weather patterns we are experiencing in California we are seeing challenges in the fruit getting softer with puff we are working thru these challenges but we are seeing less of a pack out due to this. Fruit is also getting larger in size which is typical for this time of year. Fruit is currently peaking on 56/ 72 /88 – we are seeing a small percentage of 113/138 size fruit. We anticipate this to be the case the rest of navel season, which will mean if we find a strong demand for 113/138's we will start Valencia oranges earlier than normal, possibly the middle of April.

SUPPLY = GOOD | QUALITY = GOOD

Pears



2020 is a clean crop of pears and quality is very good. Barts will be available through the last week of Feb or first week of March. New crop starts mid-August. Anjou's – through August, just in time for new crop. Red Pears – through June – new crop starts mid-August. Bosc – through April – new crop starts early September.

SUPPLY = FAIR | QUALITY = FAIR

Peppers, Bell



Prices for Green Peppers are trending slightly down this week. Prices for Yellow and Red Peppers is trending down. Production out of Florida is steady while production from Mexico is slightly down this week. Growers out of Mexico and Florida are advising to check all arrivals for quality issues thoroughly. Production out of California is scheduled to start in a week or 2.



MARKET OUTLOOK

SUPPLY = FAIR | QUALITY = FAIR

Peppers, Chili



No change from last week on Chili Peppers. Prices for Chili Peppers continue to trend up this week. Production will be moving from South to Central Florida in a week or so. Production out of Mexico is steady. Growers in Mexico planted last acreage this season. Growers are reporting challenges with quality. Please check Chili Pepper arrivals thoroughly upon arrival.

SUPPLY = GOOD | QUALITY = GOOD

Pineapples



Volumes on smaller sizes are available while the larger size pineapples are still below normal volumes although they are picking back up some.

SUPPLY = GOOD | QUALITY = GOOD

Potatoes



Potatoes remain steady this week. Seeing good quality and demand across the board.

SUPPLY = GOOD | QUALITY = GOOD

Squash



Prices for Green and Yellow Squash are trending down this week. Growers are reporting that the market is faced with excess production. Basically, prices have one way to go - Up. Growers are reporting good quality.

SUPPLY = FAIR | QUALITY = FAIR

MARKET ALERT

Strawberries



Prices for Strawberries is steady this week. Production out of California continues to be impacted by the cold wet weather from last month. Growers are expecting tight supplies through the Monday's day holiday. Retailers are anxious to run ads. The ad demands will surely impact availability as growers try to ramp up production. This is placing a lot of unknowns in the market as to when prices will come down.

SUPPLY = GOOD | QUALITY = GOOD

Tomatoes



Prices for Tomatoes are stable this week. Prices continue to remain very attractive at this time. The weather in Florida has been very good for yields and quality. Production out of Mexico remains steady. Growers are looking for the market to remain steady for the next few weeks if the weather cooperates.

SUPPLY = GOOD | QUALITY = GOOD

Watermelons



Uptick in volume pushes past last week closer to average. Stable volume out of MX, increases out of Guatemala and Honduras while Costa Rica and Panama decrease. Seedless around \$0.45 per lb

Developing new markets for specialty crops and expanding existing ones

“The U.S. Department of Agriculture’s Agricultural Marketing Service has announced \$169.9 million in funding for the Specialty Crop Block Grant Program. The funds will support the expanding specialty crop food sector and explore new market opportunities for U.S. food and agricultural products, according to a news release.

The total includes:

- \$72.9 million available as part of the annual Farm Bill funding for the program; and
- An additional \$97 million available as emergency funding for applications under this solicitation.

Congress provided this funding in the Consolidated Appropriations Act, 2021, due to COVID-19 impacts to the food system.

Grant project funding awarded as part of pandemic assistance can also go to organizations to assist farmworkers (e.g., for PPE and vaccination costs), projects to fund farmers, food businesses, and other relevant entities to respond to risks and supply chain disruption. The Specialty Crop Block Grant Program funds are allocated to U.S. states and territories based on a formula that considers both specialty crop acreage and production value. Interested applicants should apply directly through their state departments of agriculture. [A listing of state contacts](#) is available on the USDA website. Applications must be submitted electronically through www.grants.gov by 11:59 p.m. Eastern Time on June 11, accord to the release.

Any grant application submitted after the due date will not be considered unless the applicant provides documentation of an extenuating circumstance that prevented their timely submission of the grant application. For more information about grant eligibility, visit the [SCBGP website](#).”

<https://www.thepacker.com/news/industry/developing-new-markets-specialty-crops-and-expanding-existing-ones>

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!