

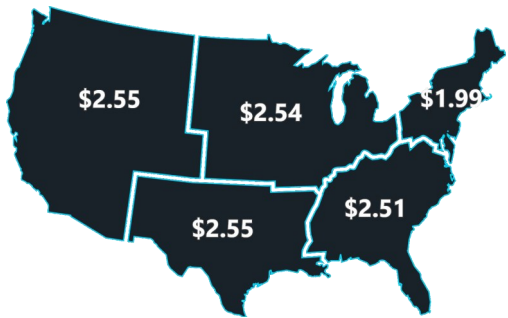


**WEEK 24: June 12 - June 18, 2023**  
**MARKET OUTLOOK**

**Transportation:**

**National Diesel Average:** \$3.797  
**Compared to Last Year:** \$1.891  
**National Fuel Surcharge:** \$0.47  
**Shortages:** Seeing high freight rates, with **extreme** shortages - None; **slight** shortages - AZ, FL & SC

**National Posted Rate per mile**  
*previous week's average outbound reefer rate for each region*  
 Map from [DAT](#)



**Regional Weather Update:**

**Oxnard, CA:** Partly cloudy skies with highs in the upper 60s and lows in the high 50s with PM Sun on Monday.  
**Salinas, CA:** Partly cloudy and sunny skies throughout the week with highs in the upper 60s and lows in the mid-50s.  
**Yuma, AZ:** Sunny and partly cloudy skies with highs in the upper 90s to low 100s and lows in the 70s.  
**Immokalee, FL:** Sunny, partly cloudy, and PM thunderstorms throughout the week with highs in the 90s and lows in the 70s.  
**Idaho Falls, ID:** Thunderstorms, partly cloudy and sunny skies throughout the week with highs in the 70s and lows in the upper 40s.

**MARKET ALERT**

- Berries: Blackberries, Blueberries & Raspberries
- Brussels Sprouts (Extreme)
- Celery (Extreme)
- Grapes
- Melons (Radar): Cantaloupe & Honeydew
- Onions (Radar)
- Pepper Chili: Anaheim, Poblano & Serrano
- Pineapples (Radar)
- Potatoes
- Snow Peas (Radar)
- Tomatoes



# 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 is steady but overall volume is down by 60% compared to this time last year. Northern Peru will have more production in the coming weeks. Mexico is starting to pick up on volume and expected to go until end of August. Pacific Northwest is wrapping up which will add more demand on Mexico asparagus. Michigan is available but the season is expected to end early due to the lack of rainfall and hot temperatures. Canadian asparagus are available until end of June. The market is trending down as volume continue to increase from all growing regions.

## Avocados



SUPPLY  
GOOD  
QUALITY  
GOOD

The US got a little under 59 million pounds last week, a significantly smaller volume than in previous weeks. Growers in Mexico are noticing a size curve with late season/Negra fruit skewing to larger sizes. Late season avocados should be stored at 38°F for better shelf life, which is a few degrees cooler than the recommended storage temperature for California fruit. California harvest has remained consistent at 10-11 million pounds per week, with volume being below initial season expectations. California season is expected to last until September/October due to the late and slow start. Promotable pricing and volume are expected to continue as Peru inbound and California productions increase and Mexico wraps up the normal and harvest through the late season.

## Bananas



SUPPLY  
GOOD  
QUALITY  
GOOD

Bananas are currently solid and consistent.



# MARKET OUTLOOK



## Beans



SUPPLY  
GOOD  
QUALITY  
GOOD

**Green Beans:** Supplies are coming from Northern Florida and Georgia. Quality is outstanding. Overall supply is good with the market back to normal on the East coast. Mexico production continues to be light during the transition and expecting to improve in the next week.

**Snow Peas:** **RADAR** Offshore supplies has been affected by the rain on for the East coast. Market is trending up. California production is steady. Peruvian has light supply.

**MARKET ALERT**

## Berries



SUPPLY  
FAIR  
QUALITY  
FAIR

**Blackberries:** Prices for Blackberries are trending up. Quality is good. Volumes are down out of Mexico due to high temperatures. Watsonville is just starting up this week. Look for limited supplies over the next two weeks.

**Blueberries:** Prices for Blueberries are trending up. Production is coming out of California, the Pacific Northeast, Georgia, and North Carolina. Volume is still on the lower end of the spectrum. Expect tight supplies for another week.

**Raspberries:** Prices for Raspberries are trending. Prices remain elevated and supplies are tight out of Mexico due to high temperatures. Harvesting is starting up out of Watsonville this week. Expect tight supplies for another two weeks.

## Broccoli



SUPPLY  
GOOD  
QUALITY  
GOOD

**Broccoli:** Supplies continue to be steady with good demand. Markets are not escalated. Supplies are available from Salinas, Santa Maria, and Mexico. Supplies are expected to remain steady for the next few weeks. (F.O.B pricing for this week \$16.00 - \$17.00)

**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 continue to be extremely limited with fair quality. Demand continues to remain steady. Supplies from Mexico are finishing up. Supplies are expected to be very limited for the next few weeks until Central California starts. Market pricing and contracts will remain escalated. (F.O.B pricing for this week \$50.45 - \$52.65)

## Cabbages



SUPPLY  
GOOD  
QUALITY  
GOOD

Supplies are much better with good quality. Growers are reporting better availability. Market pricing has also improved. Products are coming from Salinas and Oxnard. (F.O.B pricing for this week \$14.00 - \$16.00)



# MARKET OUTLOOK

## Cantaloupes



SUPPLY  
GOOD  
QUALITY  
GOOD

**RADAR** Volume has improved. Program business has increased leaving very little in the open market. Market pricing is expected to remain in the mid-teens. Sizing is peaking on 9s with few jumbo, followed by 12s. Quality is nice with brix ranging between 13-15% range, with some peaking higher.

## Carrots



SUPPLY  
GOOD  
QUALITY  
GOOD

Past rains in California could have done 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 steady with good demand. Markets are not escalated. Supplies are available from Salinas, Santa Maria, and Mexico. Supplies are expected to be good for the next few weeks. (F.O.B pricing for this week \$13.00 - \$14.00)

**MARKET ALERT**

## Celery



SUPPLY  
LIMITED  
QUALITY  
FAIR

**EXTREME** Supplies will continue to 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 continues for celery. Market pricing will be escalated for next week. Supplies are expected to be limited for the next two weeks. Waiting for the Salinas crop to start. (F.O.B pricing for this week \$43.00 - \$45.00)

## 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. With limited volume anticipated for large sizes until the current production cycle ends towards the second half of July, the crop is at its peak for small and mid-sized fruit. Pricing per size has nearly bottomed out and is likely to remain steady through the second or third week of July. Extreme heat and humidity throughout the summer will have a significant influence on quality and shelf life, which will eventually affect yields and availability.

**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 Corn out of the East are trending up. Prices out of the West are steady. Growers are expecting the market to remain steady next week.

## Cucumbers



### SUPPLY

GOOD

### QUALITY

FAIR

Prices for Cucumbers are trending down. Production out of Georgia and Mexico is coming down and growers are reporting some quality issues. North Carolina and 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

Grapes are gradually but steadily improving. The US market has begun getting additional grapes into Nogales, and California releasing the first bunches. This commodity appears to be on its way out of the woods very soon. Until the pipeline refills, it is recommended to limit the grape usages and possible sub with other fruits.



# MARKET OUTLOOK

## Herbs



SUPPLY  
LIMITED  
QUALITY  
FAIR

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:** **ALERT** Supplies are very light with fair quality. The market is much higher compared to last week. Supplies are now shipping out of Salinas and Santa Maria. Growers are reporting less yields. Market pricing has escalated due to high demand and limited availability. (F.O.B pricing for this week \$23.00 - \$25.00)

## Honeydews



SUPPLY  
FAIR  
QUALITY  
GOOD

**RADAR** Honeydew are tight due to Mexico finishing up and domestic off to a slow start. Demand has exceeded supply. Central valley with very little volume, not enough to cover industry needs. Production from Mexico has significantly declined with very little crossing. Market is volatile. Sizing are primarily 5s followed by 6s. Yuma is expecting to finish the second week of July and transition to California. Growers are anticipating a late start in California due to winter/spring weather and could be gapping during the transition. This will affect precut as well. Recommend being flexible with sizing for the next week or two.

## Iceberg



SUPPLY  
GOOD  
QUALITY  
GOOD

Supplies continue to be good. Quality is reported as good. 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 for 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 quality. Demand continues to be very good. Supplies should remain steady for a few weeks. Market pricing is steady this week. (F.O.B pricing for this week (\$12.65 - \$14.45)

## Leaf



SUPPLY  
GOOD  
QUALITY  
GOOD

**Green & Red Leaf:** Supplies continue to be very good with good quality. Sizing and carton weights are improving. Expect markets and supplies to remain steady for the next few weeks. (Green Leaf F.O.B pricing for this week \$9.00 - \$11.00)(Red Leaf F.O.B. pricing for this week \$9.00 - \$11.00)

**Romaine:** Supplies are very good with good quality. Weight is improving. Expect market pricing to remain steady for the next few weeks with steady supplies. Great time to promote Romaine and Romaine Hearts. (Romaine F.O.B pricing for this week \$11.00 - \$12.00)(Hearts F.O.B pricing for this week \$15.00 - \$17.00)

**Tender Leaf:** Supplies are very good with good quality. Demand continues to be good. Improved 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 - \$5.00)



# 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** Quality is very good. Demand is good. The market is steady. Imperial Valley is wrapping. Some growers have started shipping in Central Valley. New Mexico volumes are good. Yellow Medium onions are a bit tight. Colorado is expected to start on time, around Labor Day. This will also have an impact on precut.

## Onions Green



SUPPLY

GOOD

QUALITY

GOOD

Supplies continue to be very good with normal market pricing. 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 \$8.00 - \$10.00)

## Peppers Bell



SUPPLY

GOOD

QUALITY

GOOD

Prices for Bell Peppers are trending down. Production is coming out of Georgia, California, and Mexico. Growers are expecting the market to remain steady next week.

**MARKET ALERT**

## Peppers Chili



SUPPLY

FAIR

QUALITY

GOOD

**ALERT (Anaheim, Poblano & Serrano)** Prices are Chili Peppers are trending up. Production is coming out of Florida, Georgia, Mexico, and California. Growers are expecting the market to come down a bit in the weeks to come.

## Pineapples



SUPPLY

FAIR

QUALITY

GOOD

**RADAR** Droughts are reducing pineapple yields in certain Costa Rican regions this summer. Recommend being flexible with sizing and give plenty of lead time when ordering. Keep your inventory well stocked.



# 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 & Zucchini Squash are trending down. Production is coming out of Central Florida, Georgia North Carolina, and Mexico. Mexico is winding down for the season. California and Baja are starting to come into play.

**Strawberries**



SUPPLY

GOOD

QUALITY

FAIR

Prices for Strawberries are trending down this week. Production is coming out of Watsonville, and Santa Maria. California has experienced some rain this week. Please keep an eye out of quality issues.

**MARKET ALERT**

**Tomatoes**



SUPPLY

FAIR

QUALITY

GOOD

Prices for Roma, 20 & 25 lb Round & Cherry Tomatoes are trending down. Prices for Grape Tomatoes are trending up. Prices for Round Tomatoes remain elevated. Growers are expecting the Roma market to tighten up next week. Growers expect volumes out of Mexico to come down in the weeks to come and domestic supplies out of the East to pick up. Many summer times local deals will start adding volume to the market as we go forward too.

**Watermelons**



SUPPLY

FAIR

QUALITY

GOOD

Supplies are getting a little tight due to the rain. Georgia is starting. 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 at the end of the week.





# 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** have transitioned from imports to domestic but are limited in availability due to desert region starting late. **Grapes** are starting to cross but have not filled the pipeline. Recommend staying away from offering grapes at this time. 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. Brussels sprouts are on extreme alert due to Mexico finishing up and waiting for Central California to start.

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## **USDA: Mexican tomato output and exports forecast to rise**

By **TOM KARST** June 7, 2023

The USDA's annual report on Mexican tomatoes forecasts the country's 2023 fresh tomato production at 3.87 million metric tons, a 2% increase over the Mexican government's official 2022 production estimate of 3.8 million metric tons. "Stable U.S. demand and increasing adoption of greenhouse technologies account for the uptick in year-on-year production growth," the report said.

The report also forecasts Mexico's 2023 fresh tomato exports at 2.06 million metric tons, a 5% increase over 2022, due to expected higher production, stagnant domestic consumption and robust U.S. demand.

Although exports to the U.S. occur year-round and are consistently above 100,000 metric tons per month, the largest volume of exports generally occurs from January to March and from October to December.

In 2022, the report said Mexico exported over 1.81 million metric tons of tomatoes to the U.S. and accounted for about 91% market of tomatoes imported into the U.S.

The report said Sinaloa remains Mexico's largest tomato-producing state and accounts for 22% of total production, followed by San Luis Potosi, Michoacán, Zacatecas and Jalisco.

### **EXPORT STRENGTH**

Mexico's tomato exports to the U.S. will remain strong due to robust supplies and flat Mexican consumption, the report said.

Mexican tomato production occurs throughout the year with two overlapping production and harvest peaks, the report said. From December to April, the state of Sinaloa — Mexico's largest open-field and shade house tomato producer — dominates the domestic market and exports over 80% of its crop to the U.S., according to the report.

During the period from May to November, the states of San Luis Potosi followed by Michoacán, Zacatecas, Jalisco, Baja California Sur, Sonora, Morelos, and Puebla become major suppliers, the report said.

According to the Mexican government's Agrifood and Fisheries Information Service, the official 2022 production estimate reached 3.8 million metric tons.

Sinaloa's production in 2022 totaled 821,000 metric tons, followed by San Luis Potosi with 475,149 metric tons, Michoacán with 322,153 metric tons, Zacatecas with 244,706 metric tons, Jalisco with 197,946 metric tons and Baja California Sur with 189,659 metric tons.

San Luis Potosi, Michoacán, Zacatecas and Jalisco account for over 55% of national production, but tomatoes are grown throughout the country, the report said.

"While Sinaloa currently remains Mexico's largest state-level producer, most of the overall production growth is dispersed across San Luis Potosi, Michoacan, Jalisco, as well as....

[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](mailto: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 FB, LLC Staff