

MARKET OUTLOOK



Apples



SUPPLY
FAIR
QUALITY
GOOD

With less than 100 million boxes, Washington state's crop is the smallest since 2005. The average Washington apple crop is more than 120 million. Their low volume is a significant issue for growers in Washington State. There is a lack of supplies, a high demand, and obviously regional supplies exist. Michigan and New York both have good crops, so it's about how WA can stay in for as long as possible and take advantage of the various varieties that have been grown. The cost of production labor has skyrocketed. During and after the Covid outbreak, whatever domestic labor was available has lost interest in working. Despite the high cost of the national H-2A immigrant labor program, many growers cannot afford to both hire or not hire H-2A workers.

Asparagus



SUPPLY
FAIR
QUALITY
GOOD

Mexican production has improved this week. This trend is expected to continue for the following 4-5 weeks. Seasonality continues to reduce Peruvian production. During the transition from Peru to Mexico, markets remain active, despite the reduced availability. Quality is good, and demand is steady, available volume is down across all sizes.

Avocados



SUPPLY
GOOD
QUALITY
GOOD

Mexico fruit continues to make up most of the US market, follow by Chile and Colombia. Demands are strong on 48s and smaller as supply align as the size curve is shifting with more fruit on the trees. Grade 2 fruit is also readily available. 40s and larger are priced and have volume to promote, as well as 48s. CA Avocado Commission estimated the pre-season 2023 crop at 257 million pounds, which will be harvested between March to August. CA could begin harvesting roughly 2 million pounds per week in February, but typically, growers who can, will wait to harvest in hopes of a strong market, thus it's unknown how much harvest will occur early in the season. The crop will most likely favor little fruit early in the season and get larger as the season progresses. Seasonal volume peak in May/June and begin to fall in August. In the end, it is the growers who will determine the season and output. Colombia is impacted by rainstorms, and some US departures are being delayed this week, which were intended to kick off this brief window of opportunity in the US market. Summer season volume could be higher by up to 20% compared to previous seasons. Depending on dry matter, the next Colombia season could begin in May/June and last until August.

Bananas



SUPPLY
GOOD
QUALITY
GOOD

The quality of the bananas is good, and the supply is steady.

MARKET ALERT

Beans



SUPPLY
FAIR
QUALITY
GOOD

Green Beans: **ALERT** The cold snap in Florida over Christmas week damaged immature bean plants, slowing growth, and affecting crops and yields. This impact comes as farms continues to endure crop loss and damage from the prior disaster. Price is trending up because of these conditions, as well as the rain in the West and the instability in Mexico. Market is active. Suppliers are starting to prorate orders.

Snow Peas: Snow Peas on East coast is steady. On West coast, Mexico production is good while California production is light.

MARKET OUTLOOK



MARKET ALERT

Berries



SUPPLY
FAIR
QUALITY
GOOD

Blackberries: Prices for Blackberries are trending up. Cool weather and rain have impacted the California and Mexican crops. Growers are looking for improved volumes out of Mexico during the next 4 to 6 weeks. Markets are still expected to remain tight as this is normal for this time of year.

Blueberries: Prices for Blueberries are stable this week. Supplies are coming out of Mexico, Peru, and Chili. Growers are looking for the market to remain steady during the next few weeks.

Raspberries: **ALERT** Prices for Raspberries are trending up. Same as with Blackberries, cool weather and rain has impacted the California and Mexican crops. Growers are looking for improved volumes out of Mexico during the next 4 to 6 weeks. Markets are still expected to remain tight as this is normal for this time of year. Supply and Quality are fair.

Broccoli



SUPPLY
GOOD
QUALITY
GOOD

Supplies are very good this week. Good demand for Broccoli this week. Markets continue improving compared to last week. Current supplies are coming from Yuma & Santa Maria. Supplies are also coming out of Mexico. We are expecting for supplies to remain steady for the next few weeks. (F.O.B pricing for this week \$14.00 - \$15.00)

Brussels Sprouts



SUPPLY
GOOD
QUALITY
GOOD

Supplies continue to be very good this week. Quality has been reported as good. Demand continues to remain steady. Improved volume coming out of Mexico. Steady demand for Brussel Sprouts is expected the next few weeks. (F.O.B pricing for this week \$20.45 - \$21.65)

Cabbages



SUPPLY
GOOD
QUALITY
GOOD

Supplies are much better for this week. Growers are reporting better yields at the time of harvest. Expect market pricing to continue improving the next few weeks. Product is coming from Yuma. (F.O.B pricing for this week \$15.00 - \$16.00)

MARKET ALERT

Carrots



SUPPLY
GOOD
QUALITY
GOOD

The carrot crop has been jeopardized due to weather conditions. Peeled, jumbos, and cellos are the hardest hit. Fields are assessing the damage and predicting shortages for at least four weeks.

Cantaloupes



SUPPLY
FAIR
QUALITY
GOOD

Turbulence continues to disrupt the offshore melons season. Several weather patterns have affected growing regions, impacting yields and quality. Harvests were hampered for nearly two weeks after Christmas due to cold weather and some rain. The east coast has had a big and unexpected reduction in arrivals over the last ten days but should be back to normalcy by Thursday. With few shipments this week, the west coast will be affected by this supply disruption until late next week. Most of this week's arrivals into Florida are 9s and 12s, with relatively few jumbos. Externally, the quality has showed significantly less color, with a modest drop in the brix range to 11-13%.

MARKET OUTLOOK



Cauliflower



SUPPLY
GOOD
QUALITY
GOOD

Supplies are very good this week. Market pricing continues to improve compared to last week. Current supplies are coming from Yuma, Santa Maria, and Mexico. We are expecting for supplies to remain steady for the next few weeks. (F.O.B pricing for this week \$12.00 - \$13.00)

MARKET ALERT

Celery



SUPPLY
POOR
QUALITY
POOR

EXTREME ALERT Supplies continue to be limited this week. Quality is reported as only fair at this time. Supplies are currently coming from Oxnard and Yuma. Market is expected to remain high. We are seeing some disease in Oxnard that has affected yields. We are forecasting for supplies to remain limited for a few weeks. (F.O.B pricing for this week \$46.00 - \$47.00)

Citrus



SUPPLY
GOOD
QUALITY
GOOD

Limes: Pricing continues to represent elevated trends; however, demand has flattened because of the holiday aftermath combined with the recent price increase. Costs in Mexico remain high, while costs in the United States are down. The current crop cycle is ending, and some groves have already started harvesting the fresh crop. Overall quality and shelf life will improve, and peak sizes will shift to smaller fruit. Pricing is projected to rise yet again by the end of the January, early February. Yields are projected to stay low as the crop is harvested in response to weather patterns; cooler temperatures lead to slow crop growth.

Lemons: California lemons are being picked in D1. Quality has been good. The appearance is picture perfect with bright yellow with a slivering tinge.

Oranges: The harvest has resumed as the weather has improved. In January, things get very active, and the fruit are tasty. Peak season are February and March. Market is usually steady from January to April. Navels is available until June, but by then, the fruit has been on the tree all season and is getting too big. As a result, Valencia is expected to start in May for food service.

MARKET ALERT

Corn



SUPPLY
FAIR
QUALITY
FAIR

ALERT (Florida) Prices for Corn are trending slightly down this week but are still elevated. No real change with last week's update. Florida & Mexico is behind due to last season's hurricane activity and recent cool weather. Growers are expecting the market to remain tight for the next few weeks. Production out of Mexico is gradually picking up.

MARKET OUTLOOK



MARKET ALERT

Cucumbers



SUPPLY
FAIR
QUALITY
GOOD

ALERT (English, Persian & Slicing) Prices for English Cucumbers are trending up this week. Prices for Persian Cucumbers are stable but still elevated. Prices for Slicing Cucumbers are trending down. Growers in Florida and Mexico are currently reporting continued light production. Volume out of Honduras is on the upswing. They're expecting higher volumes in the weeks to come.

MARKET ALERT

Garlic



SUPPLY
FAIR
QUALITY
GOOD

Domestic garlic continues to remain tight. Harvest started late this season and growers are holding averages to try and minimized company buying heavy early in the season. Quality is good and the price is high.

Ginger



SUPPLY
FAIR
QUALITY
GOOD

The market for imported ginger is active, and supplies are light.

Grapes



SUPPLY
GOOD
QUALITY
GOOD

Import grapes from Peru have increased slightly in volume and quality are good. Should continue to see some increase in Peruvian Red Grapes. Chilean grapes are still expected to arrive towards the end of January and early February.

MARKET ALERT

Herbs



SUPPLY
GOOD
QUALITY
GOOD

The cooler weather continues to impact all herbs coming from Mexico and Colombia. Expect mint, oregano, and rosemary quality and supply challenges from all growing regions. Weather conditions, lower yields, fewer acres, and high demand are expected to continue through mid-February. Labor shortages have affected Mexican production.

Cilantro: Supplies and quality have improved for this week. Markets has improved since last week. Quality is good. Most growers will be shipping out of Oxnard and Imperial Valley. Expect supplies to be steady for a few weeks. (F.O.B. pricing this week \$14.00 - \$15.00)

MARKET OUTLOOK

Honeydews



SUPPLY
FAIR
QUALITY
GOOD

Over the last 16 months, the issue of not enough honeydews being grown has continued. Demand has constantly outpaced supply, and there does not look to be any change in the foreseeable future. Markets on the West Coast have been strained due to the lack of Mexican melons crossing at Nogales. Due to weather, Mexico is starting late and slowly, but supplies should increase coming week. Externally, honeydew quality has been clean, with brix levels ranging from 10-13%.

Iceberg



SUPPLY
GOOD
QUALITY
GOOD

Supplies continue to improve this week. Overall quality is good, Weights and quality are expected to continue improving. Expect markets to continue improving. Markets are not escalated at this time. Growers are now harvesting in Yuma and Imperial Valley. (F.O.B pricing for this week \$13.00 - \$14.00)

Kale



SUPPLY
GOOD
QUALITY
GOOD

Supplies continue to be steady for next week. Demand is down on Green Kale for this week. Good quality has been reported at this time. Supplies should remain steady for a few weeks. Market pricing is improving. (F.O.B pricing for this week (\$11.45 - \$12.65)

Leaf



SUPPLY
GOOD
QUALITY
GOOD

Green & Red Leaf: Supplies continue to be very good this week. Quality is also reported as improved. Expect to see occasional wind/Fringe burn. Market pricing has improved and is not escalated. Harvest is coming from Imperial Valley, and Yuma. (Green Leaf F.O.B pricing for this week \$10.00 - \$12.00)(Red Leaf F.O.B pricing for this week \$12.00 - \$16.00)

Romaine: Supplies continue improving this week. Romaine heads are looking better, and weights have also improved. We expect markets to continue improving, that will reflect on market pricing. Growers are now harvesting in Yuma AZ and Imperial Valley CA. (Romaine pricing for this week \$12.00 - \$13.00) (Romaine Hearts pricing for this week \$18.00 - \$20.00)

Tender Leaf: Supplies are very good for this week. Demand continues to be good this week. Supplies are steady. Improved quality has been reported by growers. Market pricing has returned to normal. Growers are now harvesting in Yuma. (F.O.B pricing for this week \$4.75 - \$5.15)

MARKET OUTLOOK

MARKET ALERT

Mushrooms



SUPPLY
SHORT
QUALITY
FAIR

Shitake Mushrooms: EXTREME ALERT 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.

EXTREME ALERT 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.

Onions



SUPPLY
GOOD
QUALITY
GOOD

Onions are shipping out of Idaho, Oregon, and Washington. Quality is good. Demand and Market are steady. Super Colossal and Colossal Yellow onions continue to fetch a premium pricing due to the limited availability. Yields are down, as are acres planted, compared to the previous year. Trucks are available but freight cost continues to be high. This will also have an impact on precut.

MARKET ALERT

Onions Green



SUPPLY
LIMITED
QUALITY
FAIR

Supplies continue to be limited this week. Market pricing has increased due to limited supplies. Green onions are coming from Mexico. Low yields have been caused by cold temperatures in Mexico. (F.O.B pricing for this week \$31.00 - \$33.00)

Pears



SUPPLY
GOOD
QUALITY
GOOD

The organic pear crop in the Pacific Northwest appears to be promising, with estimates indicating a volume increase over last year. Most organic varieties are seeing increased volume, which is encouraging in a year when much of Northwest tree fruit volume has been down. Sizing is looking to be two sizes smaller this year on summer pears (red and green Bartlett and, Starkrimson). The whole Northwest pear crop is estimated to be slightly up year-over-year, further strengthening the organic pear category.

MARKET ALERT

Peppers Bell



SUPPLY
GOOD
QUALITY
FAIR

Prices for Green, Red and Yellow Bell Peppers are trending down this week. Some extra fruit is hitting the markets after the recent unrest in Mexico. Cooler weather is keeping production numbers down a bit in Florida. Look for volatile markets to continue.

MARKET ALERT

Peppers Chili



SUPPLY
FAIR
QUALITY
FAIR

Prices for Chili Peppers are generally trending down this week but prices for most Chili Peppers are still escalated. Production out of Central Florida has finished for the season. Growers in South Florida & Mexico are expecting higher volumes during the next few weeks.

MARKET OUTLOOK

Pineapples



SUPPLY

FAIR

QUALITY

GOOD

Arrivals of larger-sized pineapples have tightened slightly. Larger size arrivals should gradually increase over the next few weeks.

Potatoes



SUPPLY

FAIR

QUALITY

GOOD

Supply is steady and demand is slightly down. Market is slightly trending down on larger sizes. Even though the potato supply is still short, the decline in demand will allow for better availability and slightly lower prices for the next few weeks even. Precut potatoes will be impacted as well.

MARKET ALERT

Squash



SUPPLY

FAIR

QUALITY

FAIR

Prices for Yellow Squash are trending up this week. Prices for Zucchini Squash are trending down. Production out of Florida usually comes down a bit during this time of year. Cool weather and hurricane events in Florida / Mexico continue to impact crops. Growers out of Mexico are expecting increased volumes in the weeks to come.

MARKET ALERT

Strawberries



SUPPLY

POOR

QUALITY

POOR

Prices for Strawberries are trending up this week. All the rain in California has impacted production and planting schedules. Look for low volumes out of California for the next month to month and a half. Production out of Mexico had been impacted by recent cool weather. The impact for the future is currently unknown. Florida continues to work through current & past weather events including cool weather.

Tomatoes



SUPPLY

FAIR

QUALITY

GOOD

Prices for 20 lb Round, Grapes and Roma Tomatoes are trending down this week. Prices for 25 lb Round tomatoes are trending up. Improved weather in Florida and Mexico is currently helping the markets. The past cool weather and hurricane activity is still expected to keep the markets more volatile than usual. Grape and Roma are a good value right now.

Watermelons



SUPPLY

FAIR

QUALITY

GOOD

Supplies on Seedless and minis are still in short supply. Market will be very tight through February. Florida has light supplies with small fruit. Southern Mexico has begun to ship out of Edinburg and Nogales. There is little offshore production.



MARKET OUTLOOK

Rain brings long-term gain but short-term harvest delays for California citrus

By **TOM KARST** January 19, 2023

Recent rain in California has been fantastic for the long-term interest of growers, said Casey Creamer, president and CEO of California Citrus Mutual.

The previous three years of drought had citrus growers very concerned, Creamer said, and the recent rain and increasing snowpack in California's mountains are welcome. At the same time, the rain has created a slower harvest start than is typical, Creamer said.

Growers are closely monitoring weather and field conditions to harvest what the market is demanding, when possible, he said.

In early January, the industry was 26% harvested for the California navel crop, which Creamer said is a very slow pace compared with historical norms.

After smaller fruit early in the season, recent trends in fruit size are more typical, Creamer said.

With logistics and transportation issues easing, there are opportunities in the export market, Creamer said.

"A month or so ago, we were really concerned about exchange rates, and that seems to have sort of worked itself out a little bit," he said.

Some of the top markets for U.S. citrus exports include Canada, Mexico, South Korea, Japan, Hong Kong, Mexico and China, USDA numbers show.

DISEASE CONCERNS

Citrus greening has been a concern for the California citrus industry, but precautions and safeguards have kept the disease excluded from commercial groves so far, Creamer said.

"It is something we're being very vigilant on," he said.

CITRUS ACREAGE

The California Department of Food and Agriculture's California Citrus Acreage Report indicated overall statewide bearing acreage is up 1.7% or 4,297 acres in 2022 compared to 2020. This is an increase from 251,231 total acres in 2020 to 255,528 in 2022.

Lemon acreage experienced the biggest increase of all citrus types, increasing by 3,765 acres or 8.8%, according to the report. Acreage in 2020 was 42,929 acres, jumping to 46,694 acres in 2022.

Mandarin acreage jumped from 59,422 in 2020 to 63,282 in 2022, an increase of 3,860 acres or 6%, the report said.

Navels and valencias both decreased in acreage from 2020 to 2022, the report said. Navel area dropped 2% from 112,592 acres in 2020 to 110,509 acres in 2022, a decrease of 2,083 acres. In 2020 total valencia area was 26,924 acres, dropping to 25,528 acres in 2022. That is a decrease of 1,396 acres or 5%, the report said.



(Citrus tree photo: Chrisfloresfoto, Adobe Stock)

[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 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