



**WEEK 5 : January 31 - February 6, 2022**

# MARKET OUTLOOK

## Regional Weather Update:

**Oxnard, CA:** Sunny with highs in the 60s and lows in the upper 40s to 50s with some cloud on Monday.

**Salinas, CA:** Mix of sun and partly cloudy throughout the week with highs in the upper 60s and lows in the upper 30s to 40s.

**Yuma, AZ:** Sunny most of the week with highs in the upper 60s to mid-70s and lows in the upper 40s with partly cloudy on Monday and Tuesday.

**Immokalee, FL:** Partly cloudy with highs in the 70s to 80s and lows in the 50s to mid-60s with some sun on Monday.

**Idaho Falls, ID:** Partly cloudy with highs in the mid-teens to 20s and lows in the single digit to the 10s.

## Transportation:

**National Diesel Average :** \$3.78 **Compared to Last Year:** \$2.716

**Shortages :** Seeing high freight rates, with extreme shortages remain in CO, FL, ID, MN, NC, ND & OR; slight shortage in: AZ, CA, ID, MI, MN, MS, ND, OR, TX, WA & WI

## MARKET ALERT

Asparagus

Banana

Beans: Green beans & Snow Peas

Berries: Blacks, Blues & Strawberries

Broccoli

Brussels Sprout

Carrots

Cauliflower

Citrus: Limes, Oranges

Corn

Herbs: Cilantro,

Grapes

Lettuce: Romaine

Mushrooms

Onions

Potatoes

# MARKET OUTLOOK



## Apples



SUPPLY  
FAIR  
QUALITY  
GOOD

The market remains firm this week as demand remains strong. Overall crop is down this year. Washington apple crop is significantly smaller than previous years. The heat Washington has experienced past summer has resulted in some challenges that the industry is still dealing with. The average fruit size appears to be down a half size to a full size and bi-color varieties had troubles reaching their optimum appeal. We can expect strong market for large, premium, high color No. 1 fruit. Premium Honeycrisp as well as Gala continues to be tight. Pricing overall is running higher due to the shorter crop, inflation in the growing chain including labor, picking, and transporting of apples. Quality has been good.

### MARKET ALERT

## Asparagus



SUPPLY  
FAIR  
QUALITY  
FAIR

Peru season has wrapped with the last container arriving within the week. With the weather starting to improve in Mexico, the volume has gotten better with light supplies on XL and Jumbo size. Pricing is beginning to come off as availability starts to increase.

## Avocados



SUPPLY  
GOOD  
QUALITY  
GOOD

Avocado volume has increased. Mexico is now harvesting the large fruit and the volume is now peaking on 48s and 60s with good quality. Demand remains high and inventories is slowing increasing for the biggest pull of the year. In the past, the market has increased after the Super Bowl, but many factors can sway this market up or down in mid-February such as the Super Bowl ad performance, the Mexico total crop volume are down, and Omicron variant hindering social gatherings. With the warmer weather in California, some growers are starting to harvest early-season fruit.

### MARKET ALERT

## Bananas



SUPPLY  
GOOD  
QUALITY  
GOOD

Banana volume continues to be tight due to the cooler weather in the Tropics and the lack of humidity to help the maturation of the banana. Guatemala transportation drivers (Bus and Taxi) went to strike due to internal increase fees to license their services. Blocking main roads and affecting the port. Some ships could not load the bananas that should arrive in a week. By February 7<sup>th</sup> we will experience some orders to be cut.

### MARKET ALERT

## Berries



SUPPLY  
FAIR  
QUALITY  
FAIR

**Blackberries:** Prices for Blackberries are trending slightly up this week. Supplies out of Mexico are increasing. Our team was in McAllen TX this week and did see some older fruit in some of the coolers. Extra care during inspecting the fruit upon arrival as well as keeping eyes on all inventory in the coolers is prudent right now.

**Blueberries:** Prices for Blueberries are trending slightly up this week. Volumes are picking up out of Mexico and South America. The Wild Card is with getting fruit unloaded at the ports as well as the current tight transportation environment.

**Raspberries:** Prices for Raspberries are stable this week. Production is picking up. The market will get active during the Valentine's Day holiday.

# MARKET OUTLOOK

**MARKET ALERT**

**Beans Green**



SUPPLY

FAIR

QUALITY

GOOD

**Green Beans:** Florida continue to light availability due to the colder weather and rain they are expecting in the growing area. This is causing a challenge with Mexico supplies.

**Snow Peas:** Snow peas continue to be light out of Mexico causing the price to go up in the East coast. West coast supplies are getting better with what is coming from Guatemala.

**MARKET ALERT**

**Broccoli**



SUPPLY

FAIR

QUALITY

GOOD

Supplies have improved this week. Growers are reporting better yields at time of harvest. Market pricing has also improved from last week. Growers are expecting supplies to continue improving as temperatures warm up in Yuma AZ. (F.O.B pricing for this week \$17.58 - \$18.58)

**MARKET ALERT**

**Brussels Sprouts**



SUPPLY

SHORT

QUALITY

FAIR

Supplies continue to be extremely limited. Growers have encountered some transition gaps that have interrupted supplies. Quality is reported as only fair with some insect damage. Expect for limited supplies for another two weeks. (F.O.B pricing for this week \$41.90 - \$42.40)

**MARKET ALERT**

**Carrots**



SUPPLY

POOR

QUALITY

GOOD

California labor is still a huge problem. With short staff, some pack sizes are challenging and to keep decent volume is complicated. There are a few items being prorated but we hope to be over this in about 3 weeks. Quality and flavor are excellent.

**Cantaloupes**



SUPPLY

GOOD

QUALITY

GOOD

Market has begun to shift as demand has increased and little supplies are arriving. This will cause the market to be slightly higher. Starting to see a nice mix of 9/12s followed by jumbos. Quality has been good with brix level mostly in 11-13% range.

**MARKET ALERT**

**Cauliflower**



SUPPLY

SHORT

QUALITY

FAIR

Supplies have improved this week. Overall quality is reported as fair, growers are reporting improved yields at the time of harvest. Growers are expecting supplies to continue improving as temperatures warm up in Yuma AZ. (F.O.B pricing for this week \$18.05 - \$18.98)

# MARKET OUTLOOK



## Celery



SUPPLY  
GOOD  
QUALITY  
GOOD

Supplies continue to be steady this week. Growers are reporting steady yields currently. Steady supplies coming from Oxnard CA and Yuma AZ. Market might get a little snug when Mexico finishes up with its crop. (F.O.B pricing for this week \$15.05 - \$15.40)

### MARKET ALERT

## Citrus



SUPPLY  
FAIR  
QUALITY  
FAIR

**Limes ALERT:** Pricing has declined a bit in response to slower movement and “slightly” higher crossings. Overall availability and yields are expected to decline again in February per our seasonal timeline and prices to be elevated.

**Lemons:** Lemon market and availability are currently steady. Peak sizing on 115/140 count fancy with limited 165 and smaller. Mexican lemons are being shipped into Texas with Nogales being done. California lemons are coming out of District 1 and 3.

**Oranges RADAR:** We are moving into the shortest Navel crop we have seen in several years. 88's and smaller are about to be extremely tight. Many shippers are planning to start with Valencia's to help with small fruit but will be leaving the whole summer in a demand exceeds supply issue. We could deal with this problem and have the toughest April – Oct we have had in long time.

### MARKET ALERT

## Corn



SUPPLY  
FAIR  
QUALITY  
FAIR

Prices for Corn is trending up this week. Growers are reporting strong demands along with tight supplies. The upcoming cold weather event in Florida could put more pressure on the markets. Growers will know more the first of next week.

## Cucumbers



SUPPLY  
GOOD  
QUALITY  
GOOD

Prices for Cucumbers are trending slightly up this week. Arrivals in South Florida we are being impacted by challenges with unloading's at the port and the ongoing issues associated with the tight transportation market. Growers are reporting good supplies and quality out of Mexico.

## Eggplant



SUPPLY  
GOOD  
QUALITY  
GOOD

Prices for Eggplant are trending down this week. The markets could turn up of the cold weather event negatively impacts Florida this weekend.

# MARKET OUTLOOK

**MARKET ALERT**

**Grapes**



SUPPLY  
SHORT  
QUALITY  
FAIR

No major change on the grape market. As an industry, we are in the same situation as we have for weeks as demand continues to exceed supplies. Supplies coming in has been light but slowly increasing as we go into February. With the lack of supplies on the Red grapes, there has been increase demands on the Green grapes causing the pricing on of Green to remain elevated. Market is expecting to get better some time February.

**MARKET ALERT**

**Herbs**



SUPPLY  
FAIR  
QUALITY  
GOOD

**Cilantro:** Supplies are improving this week. Quality is reported as good for this week. Most growers will be shipping out of Yuma and Mexico next week. Warmer temperatures are helping the Cilantro plants and yields. (F.O.B pricing for this week \$18.95- \$19.55)

**Honeydews**



SUPPLY  
FAIR  
QUALITY  
GOOD

Offshore honeydews continue to provide some relief to the overall market. Honeydew from South Mexico are tight shipping from Nogales and South Texas. Expecting the market to settle down soon. Sizing has been 5/5Js followed by 6s but limited on 8s. There are some external discolorations showing but internal quality has been good with brix levels in the 11-13% range.

**Iceberg**



SUPPLY  
GOOD  
QUALITY  
GOOD

Supplies continue to be very good this week. Market pricing continues to be steady. Quality and Weights will continue to be very good this week. Expect some occasional outer leaf fringe burn. Growers are expecting for steady supplies the next few weeks. (F.O.B pricing for this week \$9.20 - \$10.20)

**MARKET ALERT**

**Leaf**



SUPPLY  
GOOD  
QUALITY  
GOOD

**Romaine ALERT:** Supplies continue to be on the lighter side. Overall quality is only fair currently. Weights will be on the lighter side until supplies improve. Expect some occasional outer leaf quality issues like fringe burn. Growers are expecting better supplies in the upcoming weeks. (Romaine pricing for this week \$11.85 - \$13.98) (Romaine Hearts pricing for this week \$20.20 - \$22.05). Quality and Supply is Fair.

**Green & Red Leaf Lettuce:** Supplies continue to be very good this week. Growers are reporting good yields. Quality is reported only fair at this time with occasional fringe burn. Supplies will continue to remain steady for a few weeks. (F.O.B pricing for this week \$9.08 - \$9.25)

**Tender Leaf:** Supplies continue to be good 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)

# MARKET OUTLOOK



**MARKET ALERT**

**Mushrooms**



SUPPLY  
SHORT  
QUALITY  
GOOD

**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 continue to get tighter as was anticipated. Markets are up \$3-5 in the past 3 weeks alone and have pushed past the \$20 FOB range. Reds are the tightest, but all colors are a demand exceeds supply information without immediate relief in sight.

**MARKET ALERT**

**Onions Green**



SUPPLY  
SHORT  
QUALITY  
FAIR

Supplies continue to be short this week. Market pricing continues to be on the higher side. Quality will only be fair at this time. Supplies coming from Mexico will be extremely limited for the next few weeks. Cold weather has also slowed down crop growth. (F.O.B pricing for this week \$21.95 - \$25.95)

**Pears**



SUPPLY  
FAIR  
QUALITY  
FAIR

New crop Bartletts, Anjou, red pears and Bosc are now shipping out of Washington State and Oregon. The volume this year seems to be light with the fruit expecting to run a size or two smaller than last season. The large high-quality fruit will bring a premium this year and the prices will trend up over the next couple of months on them. Prices on Bartlett pears is rising with strong demand in the last few weeks. Most shippers will finish up with their Bartlett crop in February. Imported Bartletts will start to arrive in February to replace the domestic crop. With issues in the supply chain, it is possible there could be a gap in the supply of Bartletts.

**Peppers Bell**



SUPPLY  
GOOD  
QUALITY  
GOOD

Prices for Green Peppers are trending up this week. Prices for Red and Yellow are trending down. A cold front is forecasted to hit Florida this weekend. This will have volatility to the markets. Currently seeing good supplies and quality on Greens, Reds and Yellows out of Mexico. They're expected to move up prices if the Florida crop is impacted later this week.

**Peppers Chili**



SUPPLY  
GOOD  
QUALITY  
GOOD

Prices for Chili Peppers are trending down this week. The only variety that's trending up is Jalapeno Peppers. The markets could do a 180 if the expected cool weather over the weekend in Florida causes a lot of damage.

# MARKET OUTLOOK

## Pineapples



SUPPLY

GOOD

QUALITY

GOOD

Pineapple volume continue to be ok. The size profile is shifting towards the larger size due to great growing condition. Quality and taste profile are great.

### MARKET ALERT

## Potatoes



SUPPLY

FAIR

QUALITY

GOOD

This market remains of high concern for the duration of this crop. Potato market has stabilized on all sizes for now but it's a mixed profile depending on the region. Price remain much higher than average with reduced yields. Cold weather and snow are now playing a part in the northwest along with continued shortage of trucks and freight concerns. With the shortage on trucks, freights continue to be extremely high.

## Squash



SUPPLY

GOOD

QUALITY

GOOD

Prices for Green and Yellow Squash are trending down this week. The market is expected to work its way up due to the forecasted cool weather in Florida this week-end. Mexico is working through some tighter supplies due to recent cool weather too. Growers out of Mexico are currently reporting nice quality.

### MARKET ALERT

## Strawberries



SUPPLY

FAIR

QUALITY

GOOD

Prices for Strawberries are trending slightly up this week. Florida is expecting cold weather this weekend and that could impact future production. Production out of California & Mexico is on the upswing. As you know, demands will pick up as we approach the Valentine's Day Holiday.

## Tomatoes



SUPPLY

GOOD

QUALITY

GOOD

Prices for 20 lb Round tomatoes are trending down this week. Prices for 25 lb Rounds, Grapes, Cherries and Roma's are Stable. Prices could work their way up depending on the growing conditions from the upcoming cold front hitting Florida this weekend. Production out of Mexico is going strong. At the same time, they're facing labor and transportation challenges associated with Covid.

## Watermelons



SUPPLY

FAIR

QUALITY

GOOD

Seedless watermelons in Florida are off to a good start with continued supplies expected until early April. Arizona and Texas are shipping watermelons from Southern Mexico.

## Just When You Think Fertilizer Shortages are Improving, Trucker Vaccine Mandates Slam Supply Chain Into Disarray

By **TYNE MORGAN** January 27, 2022

Fertilizer availability concerns have plagued agriculture for months, but recent COVID-19 vaccine mandates in both the U.S. and Canada could take even more truckers off the road. As the supply chain is already wading through chaos and shortages of everything from food products to equipment parts, more fertilizer shortages could be coming just before spring.

Trucking industry experts warn while empty store shelves are being advertised as a product of these recent vaccine mandates, the issue will snowball into much more. The concerns derive from a recent vaccine mandate requiring truckers to be vaccinated before crossing the border. Truckers were previously exempt from federal travel restrictions. The new mandate went into effect on January 15,, 2022 in Canada, and on January 22, 2022 in the U.S.

The Canadian Trucking Alliance estimates the mandate may block up to 20% of the 160,000 Canadian and American cross-border truckers from entering either Canada or the U.S. And in Canada, a convoy of truckers took to the road across Canada this week to protest the cross-border vaccine mandates. The protests started in Vancouver over the weekend and are expected to reach Ottawa by Saturday.

"I worked for two years to bring goods and services, and toilet paper and everything to everyone. We went through having no showers, no bathrooms, no food — we starved sometimes for days on end on the road — and nobody cared about us then, and now all of a sudden, they care," convoy trucker Bridgette Belton, who owns and operates her own rig running food products and containers between Canada and the United States, told [CBC News](#).

### More Fertilizer Shortages?

And in the U.S., effects of driver shortages are just starting. Kelly Krapu is safety director for True North Compliance Services in West Fargo, North Dakota, a company that helps trucking companies and drivers navigate rules and regulations on the road. She says we haven't seen the full extent of the impact considering the mandate for drivers coign to the U.S. only went into effect Saturday. "I have been told from some chatter in industry, and some of my customers is a lot of their fertilizer comes from Canada," she says. "About 50% of Canada's fertilizer is exported into the United States. So, if an unvaccinated driver is not allowed to go into Canada to pull that fertilizer out, we're going to have some issues there. And then vice versa, even if the Canadian driver that's going to pull some fertilizer down into the U.S. isn't vaccinated, they're not going to be allowed in."

Krapu says it's not that truck traffic is shuttered. She says it's just severely throttled back since there are so many cross-border truck drivers unvaccinated. But there's no definitive answer on just how many are still unvaccinated despite the new mandate. She says some drivers who aren't vaccinated are opting for different routes that don't take them across the border. So, that leaves fewer drivers able to transport goods, including everything from food and fertilizer, across the border.

"That is one of their concerns is how they're going to get fertilizer back from Canada that they regularly have been getting easily from Canada for years," says Krapu. "And now we're going to have to figure out a new situation. They have some drivers that can go but if you had 14 drivers that could go and now you only have four, you have to be creative on how you're going to get that done."

Krapu says estimates point to as few as 25% of current U.S. truck drivers are vaccinated. Shaun Haney who hosts Canada's Real Agriculture says the estimates in Canada show anywhere from 10% to 30% of drivers going across the border are unvaccinated.

"Think of an example from an agriculture perspective of getting California fruits and vegetables into Canada has all of a sudden become a lot more challenging than it was previously," Haney told AgDay. "And if it does, we're also hearing those freight rates have gone up substantially. So a lot of concerns here...."

For full story: <https://www.agweb.com/news/crops/corn/just-when-you-think-fertilizer-shortages-are-improving-trucker-vaccine-mandates>

**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, LLC Staff

