

MARKET OUTLOOK



Apples



SUPPLY
FAIR
QUALITY
GOOD

This year apple crop is on the larger size and higher-grade fruit. Small and off-grade fruits will be on the tighter side for the entire season.

Asparagus



SUPPLY
FAIR
QUALITY
GOOD

Mexico and Baja production continue to be down. Baja asparagus usually would be available through Thanksgiving and well into December, but this will not be the case this year. Market is tight and expensive since volume from Mexico is down. Peruvian volume is increasing and should continue through November. Markets are active and elevated due to the low supply from Mexico.

Avocados



SUPPLY
GOOD
QUALITY
GOOD

In celebration of "The Day of The Dead" it was no harvest in Mexico. In a few more weeks Mexico is fully in the *Aventajada* crop, with *Normal* on its heels. This should allow for strong volumes to carry us into the spring. Mexico will account for over 95% of the market share into 2023 and with a larger crop than last year, it continues to be a good time to promote. No change to the short-term or long-term outlook. This up & down cycle will continue into December where pricing swings of \$2-4 week-over-week can be expected.

Bananas



SUPPLY
GOOD
QUALITY
GOOD

Banana supply remains stable through 2022 unless severe weather situations present themselves. Tropical Storm Lisa landfall into Belize/Guatemala with some harvest interruptions.

MARKET ALERT

Beans



SUPPLY
LIMITED
QUALITY
FAIR

Green Beans: **ALERT** Florida is expected to start mid-November. Availability is starting to get back on track. Some suppliers are still experiencing supply issue, but it looks like beans will be back to normal in 7-10 days unless Mother Nature has other plans. Demand has exceeded the supplies. Some suppliers are still prorating. Light volume out West with some quality issue. Mexico is expecting some volume around mid-November. Expecting to remain tight until after Thanksgiving. Prices are elevated.

Snow Peas: Supplies are light. California new crop just started. Mexico supplies are steady with good quality while production and quality continue to be an issue from Guatemala.

MARKET OUTLOOK



Berries



SUPPLY
GOOD
QUALITY
GOOD

Blackberries: Prices for Blackberries are trending down this week. Growers are reporting good volumes. Production is coming out of Mexico and Watsonville CA. Growers are reporting nice quality too.

Blueberries: Prices for Blueberries are trending down this week. No change from last week's forecast. Volume out of Argentina, Uruguay, Mexico, and Peru is increasing. Look for good supplies going forward.

Raspberries: Prices for Raspberries are stable this week. Volumes are picking up out of Mexico with good quality. Volumes are coming down out of Watsonville and the quality is just fair.

MARKET ALERT

Broccoli



SUPPLY
FAIR
QUALITY
FAIR

Supplies will be below normal budgets. Strong demand continues with Broccoli for this week. Market pricing has increases as well as contract pricing. Current supplies are coming from Salinas CA & Santa Maria CA. Supplies are also coming out of Mexico. (F.O.B pricing for this week \$38.65 - \$40.65)

Brussels Sprouts



SUPPLY
FAIR
QUALITY
GOOD

Supplies will be steady this week. Quality is reported as good. Demand for Brussel Sprouts has increased. Market has increased and will continue as demand increases for Brussel Sprouts. (F.O.B pricing for this week \$23.45 - \$25.65)

Cabbages



SUPPLY
GOOD
QUALITY
GOOD

Supplies will be steady going into next week. Growers are reporting steady yields this week. Past rains and extreme hot weather have caused some issues at field level. Expect market pricing to continue improving going into next week. (F.O.B pricing for this week \$16.55 - \$18.45)

Carrots



SUPPLY
GOOD
QUALITY
GOOD

Supply is slightly stronger out of California going into Fall. For this time of the year this is expected due to seasonality and weather changes.

Cantaloupes



SUPPLY
FAIR
QUALITY
GOOD

Domestic cantaloupe continues to remain tight with many growers already done for the season. Growers are dealing with low yield due to the cooler weather and less acreage, and whitefly. Mexico has 9/9J/12s cantaloupe shipping out of Nogales with sugar level being reported as ok and the quality is nice. Guatemala cantaloupes started to arrive in Florida which will provide some relief on the East coast. Expecting a good mix of sizing.



MARKET OUTLOOK

MARKET ALERT

Cauliflower



SUPPLY
LIMITED
QUALITY
FAIR

EXTREME ALERT Supplies are extremely limited for this week. Market pricing has escalated due to short supplies. Demand continues to be very good with Cauliflower this week. Supplies are currently coming from Salinas and Santa Maria. (F.O.B pricing for this week \$68.65 - \$70.65)

MARKET ALERT

Celery



SUPPLY
FAIR
QUALITY
FAIR

Supplies are light this week. Quality has been reported as only fair at this time. Supplies are currently coming from Salinas and Santa Maria. Market is expected to get stronger as demand starts to increase. Salinas is winding down, we will be transitioning to Oxnard. (F.O.B pricing for this week \$20.65 - \$22.65)

Citrus



SUPPLY
GOOD
QUALITY
GOOD

Limes: RADAR The market is expected to remain stable throughout November. We are seeing an increased distribution of mid-sized + large fruit. Pricing amongst the sizing spectrum will eventually reach equilibrium. Conditional defects in the form of styler-end breakdown and oil spots continue to impact the fruit due to recent inclement weather. In addition, consistent rain events over the past few months are expected to impact the bloom in January in terms of yields and quality. We will likely see a substantial spike in pricing in January 2023, as we did this past January 2022. Supply chain disruptions in production are expected during the upcoming holiday season.

Lemons: Lemons are currently running D-3 Lemons and Mexican lemons. Fruit is trending 140's and smaller but is expected to size up due to some rain. D-1 will start in about 3-4 weeks and most shippers will plan to size pick until March.

Oranges: California Navels season has started. Overall crop looks to be 15% down from a normal year. Fukamoto variety is available until mid-Dec and fruit is running heavy to 88's and smaller, perfect for food service.

MARKET ALERT

Corn



SUPPLY
FAIR
QUALITY
FAIR

Prices for Corn is Stable out of the West this week. Prices are trending up out of the East. Cooler weather in Georgia is slowing down production. Production out of Arizona has about another week or 2 left before their season ends.



MARKET OUTLOOK

MARKET ALERT**Cucumbers****SUPPLY**

FAIR

QUALITY

FAIR

Prices for Cucumbers are stable this week, but the market is tight. Volumes out of Georgia isn't meeting demands. A little volume is coming out of Florida and Mexico but not enough to currently impact the market.

MARKET ALERT**Eggplant****SUPPLY**

POOR

QUALITY

FAIR

Prices for Eggplant are trending down this week, but prices are still elevated. Supplies are still tight out of the East and West. Volumes out of Mexico are picking up and that's helping to send prices down a bit.

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

Import Ginger continues getting a little thin due to the increase of overall cost to import and some delay at port.

Grapes**SUPPLY**

GOOD

QUALITY

GOOD

Grapes continue to be stable, and the market shows signs of firming up. Harvest for majority of the domestic grape growers should end within the next few weeks.

MARKET OUTLOOK



Herbs



SUPPLY
GOOD
QUALITY
GOOD

All herbs from Colombia continues to have quality issue due to the rain.

Chives: Having production and quality issues from Mexico due to the rain.

Cilantro: Supplies are good this week. Quality has also improved going into next week. Most growers will be shipping out of Salinas CA and Santa Maria CA. Previous rains followed by extreme hot weather has affected yields. (\$15.65- \$16.45)

Honeydews



SUPPLY
FAIR
QUALITY
GOOD

Domestic honeydew supplies remain limited, and growers are finishing up in Arizona. Sizing are 4s and larger. Good availability of honeydew crossing through Nogales which helped keep the market stabilized. Imported melons from Guatemalan is expected to arrive next week with low volume. Sizing is primary 5/5Js with some 6s.

MARKET ALERT

Iceberg



SUPPLY
LIMITED
QUALITY
POOR

EXTREME ALERT Supplies continue to be extremely short for next week. Overall quality has been reported as less than fair at this time. Weights are expected to be very light going into next week. We are experiencing some quality issues at field level due to virus and weather. The presence of INSV and Sclerotinia continue to be present. Expect extreme markets the next few weeks. (F.O.B pricing for this week \$83.65 - \$84.65)

Kale



SUPPLY
GOOD
QUALITY
GOOD

Supplies continue to be very good this 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)

MARKET ALERT

Leaf



SUPPLY
LIMITED
QUALITY
POOR

Green & Red Leaf: EXTREME ALERT (Green & Red Leaf) Supplies continue to be extremely limited for this week. Quality will be less than fair. Warm weather and rain has affected yields, crops are affected by Virus and disease. Market pricing will continue to stay escalated going into next week. Growers are having multiple quality challenges at Field Level. Expect extreme markets for a few weeks. (Green Leaf F.O.B pricing for this week \$79.65 - \$82.65)(Red Leaf F.O.B pricing for this week \$59.65 - \$62.65)

Romaine: EXTREME ALERT Supplies will continue to be extremely limited for next week. Overall quality continues to be a challenge. We continue fighting INSV in the Romaine fields. Carton weights will be light. Romaine heads will also be on the smaller size. Expect extreme markets for a few weeks. (Romaine pricing for this week \$79.65 - \$82.65) (Romaine Hearts pricing for this week \$85.65 - \$88.65)

Tender Leaf: Supplies will be limited for this week. Demand has increased for tender greens due to higher prices on Lettuce commodities. Supplies will remain snug until we transition to Yuma AZ. Experiencing some rains and warm weather may cause some future quality issues with baby tender greens such as mildew. Market pricing has escalated. (F.O.B pricing for this week \$5.75 - \$6.75)

MARKET OUTLOOK



<p>MARKET ALERT</p> <p>Mushrooms</p> 	<p><u>SUPPLY</u> SHORT</p> <p><u>QUALITY</u> FAIR</p>	<p>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.</p> <p>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.</p>
<p>Onions</p> 	<p><u>SUPPLY</u> GOOD</p> <p><u>QUALITY</u> GOOD</p>	<p>Onions are shipping out of Colorado, Idaho, Michigan, Oregon, Utah, Washington. All sizes and colors are available. Quality is reporting as good. Demand is steady. Pricing is steady. Yields are down along with fewer acres planted from previous year. Planting for 2023 season has started but it seems the overall acreage will be down due to the water shortage.</p>
<p>MARKET ALERT</p> <p>Onions Green</p> 	<p><u>SUPPLY</u> SHORT</p> <p><u>QUALITY</u> FAIR</p>	<p>EXTREME ALERT Supplies continue to be very short this week. Market pricing will continue to be escalated going into next week. Green onions are coming from Mexico. Shortage of labor is also adding to limited harvest affecting supplies. We had some recent excess rains in Mexico that has caused some damage to recent crops. (F.O.B pricing for this week \$28.65-\$31.65)</p>
<p>Pears</p> 	<p><u>SUPPLY</u> GOOD</p> <p><u>QUALITY</u> GOOD</p>	<p>The Pacific NW organic pear crop looks promising, as estimates point to an increase in volume over last year. Most organic varieties are seeing volume increases, which is welcome in a year where 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 NW pear crop is estimated to be slightly up year-over-year, further strengthening the organic pear category. The crop will continue harvesting through October and into early November, pending geography and variety.</p>
<p>MARKET ALERT</p> <p>Peppers Bell</p> 	<p><u>SUPPLY</u> FAIR</p> <p><u>QUALITY</u> FAIR</p>	<p>ALERT (Red & Yellow) Prices for Green & Red Bell Peppers are trending slightly up this week. Prices for Yellow Bell Peppers are stable. Volumes out of Georgia are expected to decline as we move closer into the middle of November. Florida isn't expected to come online until the end of November, weather permitting. Mexico is scheduled to come online in the middle of December.</p>
<p>MARKET ALERT</p> <p>Peppers Chili</p> 	<p><u>SUPPLY</u> FAIR</p> <p><u>QUALITY</u> GOOD</p>	<p>ALERT (Chili Peppers & Tomatillo) Prices for Chili Peppers are trending up this week. Supplies out of Georgia are trending down & Florida will get a late start this year. Mexico has limited varieties. Look for improved supplies around the middle of December.</p>

MARKET OUTLOOK

Pineapples



SUPPLY

FAIR

QUALITY

FAIR

Pineapple supply remains very strong.

MARKET ALERT

Potatoes



SUPPLY

FAIR

QUALITY

GOOD

Potatoes pricing continue trending up on larger size and down on the smaller size. Demand is up. Overall yield is down from last year. This will affect processed potatoes.

MARKET ALERT

Squash



SUPPLY

FAIR

QUALITY

GOOD

Prices for Green and Yellow Squash is mixed this week. Prices out of the East are trending down while prices out of the West and Mexico are trending up. Production out of Georgia is winding down. Florida and Mexico are producing small amounts of product and is expected to see volumes pick up going forward.

MARKET ALERT

Strawberries



SUPPLY

POOR

QUALITY

POOR

Prices for Strawberries are trending up this week. Production out of California is currently facing challenges with weather from earlier this week the last few months. Cooler weather is forecasted for the rest of this week and into next week. Plants are still stressed from Hot, Cold and Wet weather. Quality is suffering. Growers are forecasting that supplies will be tight out of California going forward. Florida is expected to start harvesting in late November. Production out of Mexico is currently increasing and growers are expecting to see good volume around late November.

MARKET ALERT

Tomatoes



SUPPLY

BAD

QUALITY

BAD

FORCE MAJEURE - Supplies are at Critical Level Prices for 20 lb Rounds and Roma's are trending up this week. 25 lb Round Tomatoes are stable. Grape Tomatoes are trending slightly down this week. Higher prices are impacting demands. This is causing fluctuating prices, but cost remain near or at record highs for all varieties.

Watermelons



SUPPLY

FAIR

QUALITY

GOOD

Supplies on Seedless and minis continue to be a little tight. Domestic melons are coming from North Carolina and South Carolina with light supplies. A little bit of supply is coming out of South Florida. Mexico is starting up out of Edinburg and Nogales. Offshore will be arriving in December.



MARKET OUTLOOK

The Supply Chain Crisis will have a Long-Lasting Impact on the Industry

A period of severe disruption in the fresh produce industry could drive numerous and far-reaching improvements in the long run.

by EDWARD VERNON

Never before has the world heard so much about supply chains. Since the beginning of the Covid-19 pandemic in March 2020, the news about the disruption and turmoil in these interconnected global webs of entities that produce and deliver products has continued unabated. Even as people's concerns of the virus have largely subsided, global supply chain woes have raged on, exposing both the fragility and inflexibility of these systems whose smooth functionality it now seems too many took for granted.

The fresh produce industry is uniquely vulnerable to logistical upheaval, which since the turn of the decade has included late deliveries, a severe shortage of truckers in the United States, and a lack of refrigerated containers globally. Whereas cars or computers can sit in storage facilities or shipping containers and be delivered significantly later than planned in the same condition, there is no such luxury with tomatoes or grapes. These issues have now combined with dramatically rising costs of almost everything from transportation to fertilizers to create major losses of products, sales, and revenue for the produce industry, and in many cases shortages of supply for retailers and foodservice.

In a survey carried out in the second quarter of 2022 by FMI - The Food Industry Association, more than 70% of responding retailers said supply chain disruptions would negatively impact their business during the year, up from 42% who reported that concern in 2021. The figure was even higher for suppliers, of whom more than 82% said they expected negative supply chain impacts and outcomes.

Ricky Volpe, an Agribusiness Professor at California Polytechnic State University, says this has certainly been one of the most challenging years in the modern history of our food supply chain, especially perishables. "Supply chain companies and retailers are adapting, but adaptation is a slow process and the problems that the industry is facing right now are very, very acute," he says. "It's really just kind of treading water."

In the U.S. especially, a shortage of truck drivers has become an increasingly troublesome issue for the produce and retail industries. The American Trucking Association (ATA) says there was a record deficit of 80,000 truck drivers in 2021 – a 30% increase from before the pandemic. Even more worrisome, the ATA predicts that if current trends continue, the trucking sector is headed for a shortage of 160,000 drivers by 2030.

These shortages affect the fresh produce industry more than others, as it needs to transport its goods quickly and therefore has a different labor requirement, notes Rick Stein, vice president of Fresh Foods at FMI. He also points out that these labor shortages and other supply chain issues have come at the same time as increased consumer demand for fresh food from retailers since the start of the pandemic, with more people eating at home, thereby putting even more pressure on supermarkets' supply chains.

Stronger partnerships

The supply chain crisis has undoubtedly been taxing for the fresh produce industry and retailers. But out of this adversity it seems that numerous positive long-term impacts will emerge. For one, partnerships between buyers and sellers at every level of the supply chain are strengthening, according to Ed Treacy, vice president of Supply Chain and Sustainability at the International Fresh Produce Association (IFPA). He anticipates that the stronger relationships, forged by being there for each other during difficult times, will ultimately lead to an overall lower reliance for many on the spot market and increased focus on long-term contractual partnerships.

Stein says that retailers are going to start thinking about their collaborative partnerships "in a more strategic way." Stronger relationships will be formed with a more close-knit group of suppliers, and....

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[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