

MARKET OUTLOOK



Apples



SUPPLY
FAIR
QUALITY
GOOD

The market continues to stay firm as demand remains strong, leaving growers with less fruit. 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
SHORT
QUALITY
FAIR

Asparagus continues to be limited going into March. Warmer weather is expected this weekend in Caborca and San Luis regions which will help the production for the end of next week. Bigger sizes will be scarce, but fill rate is expected to be back to normal at the end of next week with a few sizing being sub if necessary. Although cold weather and freeze in Mexico didn't fully damage asparagus crowns, it has slowed down growth significantly.

MARKET ALERT

Avocados



SUPPLY
GOOD
QUALITY
GOOD

We expect supplies to take about 10-14 days to get refilled, meaning to getting fruit back into position and having some extra on hand. Overall markets could potentially be high until April or May. Some think they might come down a little bit in March as a lot of March promotions were pulled last week with the uncertainty of the markets, so there shouldn't be any big pulls coming up. It is only the 3rd day of harvest after the suspension, and growers know that packers need to pick and get fruit back into the US and they will take advantage of that. After the pipeline is filled back up. It is still a smaller crop than normal, and we will still be ahead on harvest vs. a typical season. With that said the higher elevation growers are more than likely going to hold out for higher field pricing. The "new normal" will potentially be markets closer to what we had heading into Superbowl.

MARKET ALERT

Bananas



SUPPLY
GOOD
QUALITY
GOOD

Availability continues to be less than desired, but it does look like we are out of the woods when it comes to the "strikes" that have gone on in GTM. The bananas are still taking longer than desired to color up than we would like but the supply is starting to pick up.

Berries



SUPPLY
GOOD
QUALITY
GOOD

Blackberries: Prices for Blackberries are trending down this week. Production is ramping up. That's keeping prices in check. Look for volumes to pick up for the next couple weeks. Growers are reporting good quality too.

Blueberries: Prices for Blueberries are trending down this week. Supplies are picking up due to less congestion at the ports. Look for good supplies over the next couple weeks as all the boat fruit works its way through the system.

Raspberries: Prices for Raspberries are trending down this week. Just like with Blackberries, Raspberries production is currently pick up. Growers are expecting good supplies for the next couple weeks.

MARKET OUTLOOK



SUPPLY

Beans Green

FAIR

QUALITY

GOOD



Green Beans: Green beans supplies are back to normal in Florida but will remain light until it start to transition up north. Overall supplies from Mexico continues to remain light due to the cooler weather, field transition and lack of labor.

SUPPLY

Broccoli

FAIR

QUALITY

GOOD



Supplies continue to be steady this week. Growers are reporting good yields at this time. Quality is reported as good at this time. Growers are expecting supplies to remain steady for a few weeks. (F.O.B pricing for this week \$10.81 - \$11.81)

SUPPLY

Brussels Sprouts

GOOD

QUALITY

GOOD



Supplies continue to be good this week. Quality is reported as good at this time. Growers are reporting improved yields, expect for steady supplies for a few weeks. (F.O.B pricing for this week \$16.40 - \$18.95)

MARKET ALERT

SUPPLY

Carrots

POOR

QUALITY

GOOD



Demands exceeds supply. 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



Fewer cantaloupe arrivals continue, and the market has finally started to move upward after remaining stagnant over the past few weeks due to poor weather and demand. We expect the next few weeks to be limited before we move into second cycle production from Guatemala later in the month. Sizing is trending to the larger fruit with mostly 9s and larger expected. Smaller sizes (12/15s) are expected to be very limited during this timeframe. External quality and brix levels in the 12-14% range.

MARKET ALERT

SUPPLY

Cauliflower

FAIR

QUALITY

GOOD



Supplies have improved this week. Overall quality is reported as good, growers are reporting slightly better yields at the time of harvest. Growers are expecting supplies to be steady for a few weeks. (F.O.B pricing for this week \$16.05 - \$16.45)

MARKET OUTLOOK



Celery



SUPPLY
GOOD
QUALITY
GOOD

Supplies are lower this week. Quality is reported as good. Most growers are expecting for markets to increase as Mexico is finishing and Yuma AZ is getting close to the end of the season. (F.O.B pricing for this week \$15.35 - \$15.50)

MARKET ALERT

Citrus



SUPPLY
FAIR
QUALITY
FAIR

Limes ALERT - FORCE MAJEURE: The market is not showing relief, as costs continue to skyrocket in Mexico contrary to stagnate demand trends in the U.S. This week is expected to be the shortest week of the year in terms of availability. Supplies should remain limited throughout the month of March before we see an increase in crossings beginning in April. Large fruit will become scarce as the new production cycle begins harvest. Demand trends will dictate velocity of cost increase and further shifts. As availability declines, please plan supply in advance and be cognizant of frequent price changes.

Lemons: The rain kept us from picking heavy in December and now with the weather heating up color is starting to change - so it's time to pick and we cannot stop at this point. Lots of lemons available and we expect this to remain this way until mid-April. Currently Fruit is peaking on a 115s /140s / 95s.

Oranges RADAR: Good volumes on 72's and larger Fcy and Choice available. With the market price increase throughout the industry on Navels domestic sales have slowed way down on all sizes. Due to limited supplies this year the industry needed this will help to extend this year's Navel crop. 88's and smaller will continue to be tight we expect this to remain the same thru the end of the navel season. We will start Ca vals mid-April to help with getting some of the fruit with smaller sizing.

MARKET ALERT

Corn



SUPPLY
FAIR
QUALITY
FAIR

Prices for Corn out of Mexico are trending down this week. Prices for Corn out of Florida are stable. Production out of Florida is typical for this time of the year, low volumes plus smaller ears. Volume out of Mexico is picking up and putting some downward pressure on pricing.

MARKET ALERT

Cucumbers



SUPPLY
FAIR
QUALITY
FAIR

Prices for Cucumbers are trending up this week. Supplies are tight this week due to challenges in the supply chain. Growers in Honduras have the fruit but getting it to the customer is currently very challenging. Shipping and unloading delays are impacting quality too. Production out of Mexico is currently down a bit but should pick up in the weeks to come.

Eggplant



SUPPLY
GOOD
QUALITY
GOOD

Prices for Eggplant are trending up this week. Supplies are tight out of Florida and is running typical for this time of year. Production out of Mexico is down a bit due to cold weather.

MARKET OUTLOOK



Garlic



SUPPLY
SHORT
QUALITY
GOOD

Garlic will start to feel a slight squeeze due most US growers getting closer to a Growing Gap and relying on Imports to supplement. Imports from China has slowed again due to lack of containers and increase in tariffs.

MARKET ALERT

Grapes



SUPPLY
GOOD
QUALITY
GOOD

We are seeing more availability of supplies. We do continue to see delays on releases of product due to a combination of operational variables. Red pricing is down a bit due to volume and the Green pricing remains firm due to supply.

Honeydews



SUPPLY
FAIR
QUALITY
GOOD

Shippers with Honduran supply continues to struggle with external quality and ending the production. Better quality melons from Guatemala have been moving but will start to see less arrivals as production are finishing up. Supplies will remain light into March. Sizing has shifted to mostly 6s followed by 8s with larger sizes becoming scarce.

Iceberg



SUPPLY
GOOD
QUALITY
GOOD

Supplies continue to be good this week. Quality and Weights will continue to be steady this week. Growers are expecting supplies to become limited the next few weeks. (F.O.B pricing for this week \$11.58 - \$12.58)

MARKET ALERT

Leaf



SUPPLY
GOOD
QUALITY
GOOD

Romaine ALERT: Supplies will be short for this week. Growers are encountering some quality issues at field level blistering and epidermal peel. Romaine and Romaine Hearts quality will be fair at best. Growers are expecting for supplies to become very limited the next few weeks. (Romaine pricing for this week \$19.95 - \$20.20) (Romaine Hearts pricing for this week \$21.01 - \$22.51). Quality is Fair.

Green & Red Leaf Lettuce: Supplies continue to be good this week. Growers are reporting good yields. Quality is reported as good with occasional fringe burn. Supplies will continue to remain steady for a few weeks. (F.O.B pricing for this week \$9.25 - \$9.50)

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
FAIR

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
FAIR

Onions supplies continue to shrink at a fast pace with some already finished up earlier than usual. Markets is still very active on all sizes and colors. Reds are the tightest, but all colors are a demand exceeds supply without immediate relief in sight. Onions continue to get worse; demand exceeds supply is extreme. This is vastly affecting precut onions as well. Quality is still a concern and not lasting on the supply that is left either. All FOBs went up another \$.50—\$2 this week.

Onions Green



SUPPLY
GOOD
QUALITY
GOOD

Supplies continue to improve this week. Market pricing is starting to improve and should continue improving. Supplies coming from Mexico will improve the next few weeks. (F.O.B pricing for this week \$12.75 - \$13.75)

Pears



SUPPLY
FAIR
QUALITY
FAIR

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 are arriving to replace the domestic crop.

MARKET ALERT

Peppers Bell



SUPPLY
FAIR
QUALITY
GOOD

Prices for Green Bell Peppers are trending significantly up this week. Prices for Red Peppers are stable and prices for Yellow Peppers are trending down. Mexico has experienced some cold weather that has slowed down production. Growers are expectation more volume in the weeks to come. Growers out of Florida are reporting lower numbers due to the recent freeze. As the plants continue to recover higher volumes will follow.

MARKET ALERT

Peppers Chili



SUPPLY
FAIR
QUALITY
FAIR

Prices for Chili Peppers are trending up this week. Chili Pepper production was impacted by the recent freeze in Florida. Growers are reporting low volumes. Mexico is holding steady for this time of year. Look for tight supplies to continue.

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

FAIR

Prices for Green and Yellow Squash are trending down this week. Production out of Florida is recovering from the freeze. Growers are seeing higher yields. Growers are also reporting weather related quality issues. It will take a little while to work through challenges related to the recent winds and cold weather. Production out of Mexico is on the rise. Growers are expecting good supplies for the next couple weeks.

Strawberries



SUPPLY

GOOD

QUALITY

GOOD

Prices for Strawberries are trending down this week. Growers are seeing good volumes out of California, Florida & Mexico. California and Mexico experienced some cold weather earlier this week. That could tighten the markets up soon. Production out of Florida is winding down. Look for volatile markets for the next couple weeks.

Tomatoes



SUPPLY

GOOD

QUALITY

GOOD

Prices for Tomatoes are trending down this week. Volumes are picking up out of Florida and Mexico. Production out of Florida continues to recover from the recent freeze. Volumes is expected to improve over the next couple weeks. Production out of Mexico is holding steady and no changes are expected over the next 2 weeks.

Watermelons



SUPPLY

FAIR

QUALITY

GOOD

Demand for seedless watermelon has increased significantly over the past week as Mexico supplies has dropped.



MARKET OUTLOOK

Mexico's Caborca asparagus region deals with weather woes, limiting supply

By **TOM KARST** February 22, 2022

Mexican asparagus exporters in Caborca, Sonora, say harsh weather in January and February has resulted in substantially lower-than-expected yields so far this season.

The region did not see its typical peak after Valentine's Day, but industry leaders said that Caborca exporters should supply asparagus all the way to the end of April, with volume enough to answer Easter demand.

The Caborca, Sonora, asparagus valley consists of roughly 35,000 acres of planted asparagus, according to an update from the Caborca Vegetable Producers Association. The region includes about 30 grower companies that grow asparagus, mainly for the market window from January to April.

Caborca asparagus is shipped mainly into the U.S, the group said, with exports to Europe, Asia and other countries accounting for about 15% of the production.



(Asparagus Photo courtesy Luis Enrique Elias)

Running short

For the week of Feb. 6, the USDA reported that U.S. imports of Mexican asparagus were 12.7 million pounds, off 20% from 15.7 million pounds the same week a year ago. Even so, the USDA said Mexico accounted for 84% of U.S. asparagus shipments for that week, with Peru providing about 15% of total supply.

Average terminal market prices for Mexican asparagus were \$38.02 per carton on Feb. 19, compared with an average of \$21.11 per carton last year and \$29.08 two years ago, according to the USDA.

"Harsh weather conditions in early January and the whole month of February have to account for the main reason for low yields," the update from the association said. "These harsh weather conditions include a big three-day freeze in early January that blasted over the valley, accompanied by rain and a long period of cold weather."

Low-temperature conditions persisted throughout January. In the month of February, strong winds and mid-February cold contributed to a 70% decrease in production in late February, according to the association.

In addition to the recent cold, the update said that some growers think the lack of needed cold weather in November and December, when asparagus is dormant, could be taking a toll on 2022 yields.

The association said March may bring an expanded harvest.

Caborca should supply asparagus all the way to the end of April, with volume including the Easter pull, according to the update.

"Peak volumes for Caborca usually are in mid-February, right behind Valentine's Day," the update said. "This year, this is not the case. We believe that there is not going to be a typical Caborca peak volume for any time in the season, but March is coming ahead, and weather will define if there is yet to see an upward trend."

Located just 250 miles from shipping points in the U.S., the group said that planted acres in Caborca have grown considerably in the past five years. Higher costs for fertilizers, packaging materials and labor have stressed grower returns this year, according to the update, but the outlook remains positive long term, according to the group.

For full story: <https://www.thepacker.com/news/produce-crops/mexicos-caborca-asparagus-region-deals-weather-woes-limiting-supply>

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

