





# MARKET OUTLOOK

**SUPPLY = GOOD | QUALITY = GOOD**

## Apples



This year's Washington State Apple Crop is now estimated at 121 million boxes vs shipping 133.5 million last year. This is a significant drop from last season but WA will have Apples to sell throughout the Year. Eastern Washington had 2 major wind storms late September/Early October where in some areas devastated orchards. Plus - some varieties did not bounce back from the year before, we call it a light set. Also, late October - we had a few days between 12 and 18 degrees - some apples did not make it through. Reds, Golds, Galas and Gr Smiths are the varieties mostly impacted by the loss. The Farm to Family Box Program has been a huge part of the Price Increases seen in the past 2 Months.

**SUPPLY = GOOD QUALITY = GOOD**

## Asparagus



Cooler than normal weather has slowed production at the beginning of the week in the Caborca region. It will warm up into the low 80s this weekend during the day, but the nights remain in the high 40s. The Peruvian season should start again in about three weeks. Market is more active this week with cooler temperatures in the Mexican region.

**SUPPLY = GOOD | QUALITY = GOOD**

## **MARKET ALERT**

## Avocados



Mexico delivered just 54 million pounds last week, about 3 million fewer than projected. The percentage of grade #2 and small fruit is continuing to rise out of Mexico, which is tightening the market and leading to higher grower prices for medium to large, high-grade fruit in California and Mexico. Organics have become very tight and may continue to be short moving forward. Prices have risen significantly again with FOB's nearing the \$50 mark across 48's and larger. And, with a Monday holiday this week in MX, harvest activity will be reduced. This reduction will likely allow the current rise to continue. This scenario is somewhat expected, but a serious drop in overall demand may be the only thing to keep prices in check. Monday shipments can be a good indicator and were down nearly 13% compared to last week while inventory is rising. Dry matter continue to stair step up slightly, now just above 29% level, with fruit breaking quickly once triggered. 100% Normal crop is now being harvested in Mexico.

**SUPPLY = FAIR | QUALITY = GOOD**

## Bananas



Weather is getting better and better in the topics. This will cause an increase in quality. Supply is still lower due to the hurricanes in 2020.

**SUPPLY = FAIR | QUALITY = FAIR**

## Berries



**Blackberries** - : Prices for Blackberries is holding steady this week. Supplies are tight due to wet and freezing weather in Mexico last month. Growers are looking for lower prices in a few weeks as production picks back up in Mexico. **Blueberries**: Prices for Blueberries is holding steady this week. Growers are reporting tight market conditions. Production out of Florida is starting up in a small way. Mexico is seeing production ramp up slowly too. Product out of Chile is facing challenges getting unloaded at the ports. **Raspberries**: Prices for Raspberries is trending steady this week. Supplies are extremely tight due to freezing and wet weather in Mexico over last couple months. Growers don't see any relief in sight.

**SUPPLY = GOOD | QUALITY = GOOD**

## Beans, Green



Seeing good demand, supply and quality.



# MARKET OUTLOOK

## Broccoli



Broccoli Supplies continue to be short this week. Supplies are winding down as we finish up in the desert region and moving up to Salinas. Fair quality is been reported at this time. Demand for Broccoli Crowns has increased the last few weeks.

**SUPPLY = FAIR | QUALITY = FAIR**

**SUPPLY = FAIR | QUALITY = FAIR**

## Brussels Sprouts



Brussel Sprouts supplies continue to be light this week. Growers are reporting lower yields at the time of harvest. Fair quality is been reported at this time. Demand has increased this week.

**SUPPLY = GOOD | QUALITY = GOOD**

## Carrots



With retail servicing a lot of demand that is normally taken care of in the foodservice sector it is putting some strains on compacity as the production system is not built to service the additional demand for these products. There are not enough hours in the day to make everything being requested.

**MARKET ALERT**

**SUPPLY = FAIR | QUALITY = FAIR**

## Cauliflower



Cauliflower supplies are a little better this week. Supplies are winding down as we finish up in the desert region and moving up to Salinas. Fair quality is been reported at this time. Supplies are expected to be better next week.

**SUPPLY = FAIR | QUALITY = GOOD**

## Cantaloupes



Cantaloupe volume has been peaking over the past week with a two-tiered market being created as some producers have been sending in non-bagged cartons. The lack of bagging is due to the product not being properly pre-cooled and results in shorter shelf life. We expect strong volumes to continue over the next few weeks from Guatemala. Production from Honduras has been mostly delayed with that fruit expected to begin hitting by early April avoiding an overlap with the peak of the Guatemalan fruit. Strong retail promotions are currently in place and will peak over the next few weeks as we approach the Easter holiday.

**SUPPLY = GOOD | QUALITY = GOOD**

## Celery



Celery supplies continue to be very good this week. Growers are reporting good supplies and steady markets. Good quality is been reported at this time. Demand for Celery continues to be very good this week.

**MARKET ALERT**

**SUPPLY = FAIR | QUALITY = FAIR**

## Corn



Prices for corn is trending up this week. Production out of Florida has been impacted by freezes & wet weather over the last few months. Production out of Mexico isn't high enough to cover the lack of production out of Florida. Growers are looking for prices to stay elevated for the next few weeks.



# MARKET OUTLOOK

## Cucumbers



Prices for Cucumbers is trending slightly down this week. Production out of Honduras is winding down for the season. We're getting reports of quality issues too. Production is strong out of Mexico. Growers are reporting good quality. Production out of Florida is ramping up. Growers are expecting overall stable prices for the next few weeks.

**SUPPLY = GOOD | QUALITY = GOOD**

## Eggplant



Prices for Eggplant is trending down this week. Growers are reporting low demands right now. That's helping to keep prices in check.

**SUPPLY = FAIR | QUALITY = GOOD**

## **MARKET ALERT**

## Grapes



Green Grape availability is still tight from Chile but not as tight as initially predicted. Plenty of Red grapes available. This market will be low on supply until new crop comes on later in Q2.

**SUPPLY = BAD | QUALITY = FAIR**

## Honeydews



Honeydew production has also been good with strong demand especially from the west as Mexican production has become non-existent. Many loads of dewes have been moved from Florida to California to ensure west coast orders are covered. We are seeing some of our best honeydew quality this year with nice clean fruit coming in. Currently volume has been peaking to 5s followed by 6s with 8s being very limited. Internal quality has also been showing very consistent brix levels of 12-14%.

**SUPPLY = GOOD | QUALITY = GOOD**

**SUPPLY = GOOD | QUALITY = FAIR**

## Iceberg



Iceberg supplies continue to be lower this week. Growers are reporting lower yields at this time as we come to an end to the Yuma season. Fair quality been reported at this time weights are also expected to be lower. Expect some occasional blistering on lettuce. Growers are doing everything they can to pack the best looking product.

**SUPPLY = FAIR | QUALITY = FAIR**

## Leaf



**Romaine:** Romaine supplies are a little lower this week. Growers are reporting lower yields at this time as we come to an end to the Yuma season. Fair quality is been reported at this time expect some occasional epidermal peel some blistering. Growers are doing everything they can to pack the best looking product.

**Green Leaf/ Red Leaf/ Butter (Boston) Lettuce:** Lower supplies are expected going into next week. Good quality is been reported at this time.

**Tender Leaf:** Steady supply

**SUPPLY = FAIR | QUALITY = FAIR**

## **MARKET ALERT**

## Lemons & Limes



**LIMES:** Lime availability in Mexico is remains tight, demand still exceeds supply but it already starting to stabilize. Market should start going down on the last week of March – first week of April.

**LEMONS:** Currently picking our D1 (Central Valley) crop and it is very nice but we are seeing some challenges with softer fruit this season due to the weather patterns we have been experiencing. The rain helped with growth on lemons and changed our peak size from a 165 to a 95 size. We are anticipating the market to start to come off on 95's and larger as shipper need to start picking heavy to get thru the D1 crop. We would normally end D1 in May but most shippers are talking about having D1 well into June this season.



# MARKET OUTLOOK

**SUPPLY = FAIR | QUALITY = GOOD**

## Mushrooms



Mushroom demand will continue to trend upwards, especially with dining in limits being lifted nationally. The Retail business has kept the suppliers afloat during the Covid 19 pandemic; however with Foodservice on the rise, suppliers will have to shift volumes around. Consumers continue to look for plant based meat alternatives and mushrooms fit into this eating trend. Consumers are also looking for healthier nutrient dense food options and mushrooms also fit this trend. Some mushroom companies are doing some farm retooling to insure they can anticipate and meet expected demand increase. Suppliers are seeing increases in film, labels and carton, as well as labor costs continue to be on the rise. Suppliers are having a tough time finding the help needed, as un-employment is in many cases the better options short term in hourly pay; currently the suppliers are staffed to cover their needs as they increase wages. As far as new varieties, many new restaurants are focusing on clean and organic produce offerings. Exotic mushroom consumer interest continues to grow with Enoki. Royal Trumpets, Maitake, Piopino, and of course Chantrelle and Morel which are foraged mushrooms and not truly commercially grown.

**SUPPLY = GOOD | QUALITY = GOOD**

## Onions



Market remains about average, seeing good quality and demand. Will stay in Idaho/Oregon for the next month or two. Medium yellows are the only tight concern right now around \$8-9 FOB. Jbo around \$7-7.50. Reds \$7-8 and whites \$12-14.

**SUPPLY = GOOD | QUALITY = GOOD**

## Onions, Green



Green onion supplies continue to be very good. Growers are reporting improved quality and steady supplies for next week.

**SUPPLY = GOOD | QUALITY = GOOD**

## Oranges



Fruit is great this season, due to the weather patterns we are experiencing in California we are seeing challenges in the fruit getting softer with puff we are working thru these challenges but we are seeing less of a pack out due to this. Fruit is also getting larger in size which is typical for this time of year. Fruit is currently peaking on 56/ 72 /88 – we are seeing a small percentage of 113/138 size fruit. We anticipate this to be the case the rest of navel season, which will mean if we find a strong demand for 113/138's we will start Valencia oranges earlier than normal, possibly the middle of April.

**SUPPLY = GOOD | QUALITY = GOOD**

## Pears



2020 is a clean crop of pears and quality is very good. Barts will be available through the last week of Feb or first week of March. New crop starts mid-August. Anjou's – through August, just in time for new crop. Red Pears – through June – new crop starts mid-August. Bosc – through April – new crop starts early September.

**SUPPLY = BAD | QUALITY = FAIR**

**MARKET ALERT**

## Peppers, Bell



Prices for Green, Red and Yellow Peppers is trending up again this week. Production out of Mexico isn't high enough to cover demands. Production out of Florida is light and will be ramping up towards the end of the month.



# MARKET OUTLOOK

## MARKET ALERT

### Peppers, Chili



Prices for Chili Peppers is trending up this week. Growers are reporting tight supplies along with some challenges with quality. Production out of Mexico was impacted by rain and cold weather last month. Production out of Florida is ramping up and should help take some pressure off prices in the weeks to come. Look for quality issues on all arrivals.

**SUPPLY = FAIR | QUALITY = FAIR**

**SUPPLY = GOOD | QUALITY = GOOD**

### Pineapples



Volumes are picking back up but still lower and remain so right up to the Easter pull.

**SUPPLY = GOOD | QUALITY = GOOD**

### Potatoes



This market remains stable and steady. Seeing good demand and quality at this point. Don't foresee any concerns at this time. Some suppliers into burbanks while others will transition in May. Average spread between varieties, prices remain competitive across the board. March-July fresh potato shipments are forecast to exceed 2020 shipments by 81,000 cwt. That would be the second lowest fresh potato movement, for the period, that we have on record.

**SUPPLY = GOOD | QUALITY = FAIR**

### Squash



Prices for Yellow and Green Squash is trending up this week. Growers continue to report challenges with quality due to wind scaring. Production is expected to increase as Florida ramps up their spring crops.

**SUPPLY = FAIR | QUALITY = FAIR**

## MARKET ALERT

### Strawberries



Prices for Strawberries is trending up this week. Fruit is tight due to cool wet weather in California over the last few weeks. Hail was reported in Oxnard 2 times last week. Production out of Central Mexico and Florida is winding down for the season. Demands are expected to pick up prior to the Easter holiday. That will keep pressure on prices until after the holiday.

**SUPPLY = FAIR | QUALITY = GOOD**

## MARKET ALERT

### Tomatoes



Prices for 20 lb Rounds, 25 lb Rounds and Roma tomatoes are basically steady with a slight upward bias this week. Prices for Cherry & Grape tomatoes are trending up this week. Production for Rounds & Roma's out of Florida is being supplemented by production out of Mexico. This is helping to keep prices in check. Grape tomatoes are extremely tight this week. Production out of Florida is suffering from weather related bloom drop last month. Growers are expecting elevated prices for at least the next few weeks.

## House Passes Farm Workforce Modernization Act

By [TOM KARST](#) March 19, 2021

“The House of Representatives on March 18 passed H.R. 1603, the Farm Workforce Modernization Act by a 247-174 vote.

Backed by numerous agricultural groups, the legislation was introduced Rep. Newhouse, R-Wash, with Rep. Zoe Lofgren, D-Calif., to ensure a legal and reliable workforce for American agriculture, according to a news release.

### **Bill sponsors say the legislation will:**

- Establish a program for agricultural workers in the United States to earn legal status through continued agricultural employment and contribution to the U.S. agricultural economy;
  - Reform the H-2A program to provide more flexibility for employers, while ensuring critical protections for workers. The bill focuses on modifications to make the program more responsive and user-friendly for employers and provides access to the program for industries with year-round labor needs; and
- Establish mandatory, nationwide E-Verify system for all agricultural employment with a structured phase-in and guaranteed due process for authorized workers who are incorrectly rejected by the system.

<https://www.thepacker.com/news/industry/house-passes-farm-workforce-modernization-act>

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!