



**WEEK 17 : April 25 - May 1, 2022**

# MARKET OUTLOOK

**Transportation:**

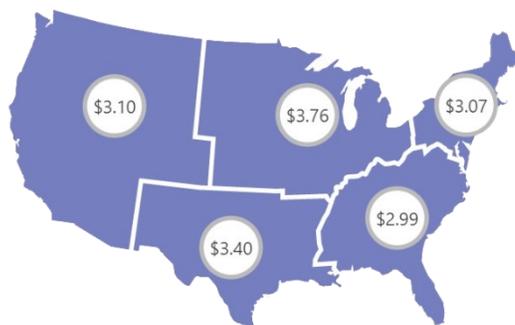
**National Diesel Average:** \$5.101

**Compared to Last Year:** \$3.124

**National Fuel Surcharge:** \$0.70

**Shortages:** Seeing high freight rates, with **extreme** shortages remain in FL & NC; **slight** shortage in: CO & LA

**National Posted Rate per mile**  
previous week's average outbound reefer rate for each region



**Regional Weather Update:**

**Oxnard, CA:** Partly cloudy and sunny throughout the week with highs in the upper 60s to 70s and lows in the 50s.

**Salinas, CA:** Mostly sunny with highs in the upper 60s to 70s and lows in the upper 40s with partly cloudy at the end of the week.

**Yuma, AZ:** Mostly sunny with highs in the upper 90's and lows in the 60s with partly cloudy Wednesday and Thursday.

**Immokalee, FL:** Mostly sunny with highs in the upper 80s to 90s and lows in the 60s.

**Idaho Falls, ID:** Partly cloudy and windy throughout the week with highs in the 60s and lows in the mid-30s to 40s.

**MARKET ALERT**

- Banana**
- Berries: Raspberries**
- Carrots**
- Citrus: Limes (Force Majeure), Oranges**
- Grapes**
- Green Bell Pepper**
- Lettuce: Romaine**
- Mushrooms**
- Onions**
- Pepper Chili**
- Potatoes**

# MARKET OUTLOOK



## Apples



SUPPLY  
FAIR  
QUALITY  
GOOD

The apple market has leveled out and the prices are fairly stable on most items. Prices to remain steady through April, then possibly start to push upward in May as inventory levels drop. The overall crop is down this year, making this the second crop in a row that is smaller than normal. This year crop is at least 3 million cases shorter than the crop last season. The quality of the fruit has been good, but will see how the fruit holds up in storage. Pricing overall is higher due to the shorter crop and overall inflation in the growing chain, including labor, picking, packing, and transporting of apples.

## Asparagus



SUPPLY  
FAIR  
QUALITY  
GOOD

Asparagus is expected to get tighter as production in Caborca and San Luis are ending and the transition to Obregon and Peru has started. Production in Obregon has just started with small volume. The transition out of Peru is delay due to a strike because of the big increases in price for fuel and fertilizers. Expect gapping due to the uncertainty as highway are experiencing closure due to the protest. Standard asparagus is prevalent, bigger sizes are becoming very limited, especially on large.

## Avocados



SUPPLY  
FAIR  
QUALITY  
GOOD

Avocado availability is adjusting after the border delays and limited harvesting in Mexico due to Holy Week. Supplies are expecting to increase as this week progresses. California volume has increased and a few Peruvian supply have begun arriving. As the pipeline gets replenished and the industry prepares for the upcoming Cinco de Mayo pull, the demand is strong.

## **MARKET ALERT**

## Bananas



SUPPLY  
GOOD  
QUALITY  
GOOD

Banana availability is picking up and so is the quality. The weather is improving and the issues in Europe are increasing the supply as less fruit is being shipped there.

## **MARKET ALERT**

## Berries



SUPPLY  
BAD  
QUALITY  
FAIR

**Blackberries:** Prices for Blackberries are trending down this week. Post-Holiday volumes out of Mexico are picking up. Challenges at the border are returning to normal.

**Blueberries:** Prices for Blueberries are trending down this week. Production is coming out of Florida, Georgia, and Mexico. Florida's season is winding down and Georgia is ramping up. Look for steady supplies for the next few weeks.

**Raspberries ALERT:** Prices for Strawberries are steady this week. Growers are expecting volumes to pick up out of Mexico & California. Growers are expecting the markets to come off a bit in the weeks to come.

# MARKET OUTLOOK



## Beans



SUPPLY

GOOD

QUALITY

FAIR

**Green Beans:** Quality has improved out of Mexico and production is good. With upcoming holiday demands, prices will remain slightly elevated as labor issues continues to leave this item a demand exceed supply issue. Quality and production continue to be good out East.

**Snow Peas:** Mexico product quality has improved, and prices are increasing. Supplies will tighten up with the demands of Easter and grower closures in Mexico for the holiday.

## Broccoli



SUPPLY

GOOD

QUALITY

GOOD

Supplies are good this week. Supplies are coming from Santa Maria, Salinas CA, and Mexico. Good quality is currently reported. Expect markets to remain steady for a few weeks. (F.O.B pricing for this week \$11.25 - \$12.25).

## Brussels Sprouts



SUPPLY

GOOD

QUALITY

GOOD

Supplies will continue to be limited this week. Quality has been reported as marginal. Demand has increased from the past weeks. Markets have also gone up with higher demands and lower yields due to quality issues. (F.O.B pricing for this week \$26.20 - \$26.65)

**MARKET ALERT**

## Carrots



SUPPLY

POOR

QUALITY

GOOD

Supply is good on every size except Jumbo carrots. Shortage on jumbo is industrywide and due to the cooler weather, that put the Imperial crop behind. Expecting the jumbos to improve in May. Stick production is expecting to pick up in the next week.

## Cantaloupes



SUPPLY

GOOD

QUALITY

GOOD

Cantaloupe from Honduras and Guatemala are in very light supply arriving at all ports. They are expected to be tight until the domestic starts, with possible gap in early May as offshore cantaloupe are expecting to finish early this year. With the current weather, sizing is shifting to mostly 9s and larger leaving 12/15s to be extremely limited. Quality of the cantaloupe has been outstanding, color, and internal quality. Brix levels remain consistently in the 12-14% range with a very nice flavor profile.

## Cauliflower



SUPPLY

GOOD

QUALITY

GOOD

Supplies are much better this week. Overall quality is reported as good. Current supplies are coming from Santa Maria, and Salinas CA. Expect for markets to remain steady for a few weeks. (F.O.B pricing for this week \$12.58 - \$14.05)

# MARKET OUTLOOK



## Celery



SUPPLY  
GOOD  
QUALITY  
GOOD

Supplies are lighter this week. Quality has been reported as fair with some seeder starting to show up. Markets are expected to remain stable for a few weeks. Supplies will be coming from Oxnard CA, and Santa Maria CA. (F.O.B pricing for this week \$13.05 - \$13.48)

**MARKET ALERT**

## Citrus



SUPPLY  
FAIR  
QUALITY  
FAIR

**Limes ALERT - FORCE MAJEURE:** The market continues to represent elevated trends as supplies remain limited. Large fruit is extremely scarce, currently accounting for only approx. 10-15% of total yields. We highly recommend considering altering your spec during this time from a pricing/availability standpoint. The fruit is unable to obtain appropriate sizing and yields due to lack of rain paired with frequent harvesting to take advantage of high market costs. **This week marks Holy Week in Mexico – growers have halted all operations beginning today (4/13) through Sunday (4/17). Paired with border blockades brought on by Gov. Abbott’s latest border security measures, there will be further supply shortages.** Demand trends will dictate the velocity of further cost shifts. During this time, please plan supply in advance and be cognizant of frequent price changes and availability shortages.

**Lemons:** Due to the weather CA has experience along with a lot of rain in December, the fruit had matured a lot quicker than anticipated. All the growers had to pick which caused a lot of lemons in storage. Value and volume mainly on 115’s and larger. Will see market change on 140’s and smaller towards end of month.

**Oranges RADAR:** Some growers have move into their late navel crop earlier than expected which will cause the Navels season to be done at the end of May instead of June. The crop is extremely light, and the fruit is large. Growers are holding off on picking Valencia’s for a couple weeks to try and get growth. If the industry not picking Valencia’s, small fruit will get tight, and the market will be strong.

## Corn



SUPPLY  
FAIR  
QUALITY  
FAIR

Prices for Corn out of the East are trending down this week. Prices for Western corn are trending slightly up this week. Corn production is picking up out of Florida. Volumes out of California are on the low end of spectrum and prices are high. Growers out of California are expecting volumes to pick in the weeks to come.

**MARKET ALERT**

## Cucumbers



SUPPLY  
FAIR  
QUALITY  
FAIR

Prices for Slicing Cucumbers are trending slightly down this week. Production is picking up out of Mexico, Florida is holding its own and Georgia starts in late May. Look for continued volatile markets to continue going forward.

## Eggplant



SUPPLY  
FAIR  
QUALITY  
GOOD

Prices for Eggplants are trending down this week. Production is picking up out of Florida & Mexico. California and Georgia will start at the end of May or early June.

# MARKET OUTLOOK

**MARKET ALERT**

**Grapes**



**SUPPLY**  
SHORT  
**QUALITY**  
GOOD

Weather in Chile is going perfectly for grapes and has been for a few weeks which is increasing the supplies being imported into the US. Red Grape pricing continues to be low with plenty of supply. Greens remain higher as fewer supplies have been shipped.

**Herbs**



**SUPPLY**  
GOOD  
**QUALITY**  
GOOD

**Cilantro:** Supplies continue to be good this week. Good quality has been reported for this week. Most growers will be shipping out of Salinas CA and Santa Maria CA. (\$13.15-\$15.65)

**Tarragon:** Supplies is limited out of Mexico and will continue to be very limited due to the upcoming holiday in Mexico. Good availability coming from Ecuador.

**Honeydews**



**SUPPLY**  
FAIR  
**QUALITY**  
GOOD

Offshore honeydews production is extremely light. Northern Mexico has started with volume expecting to increase in the next couple of weeks. With limited supplies and high demands, honeydew is hitting record pricing levels. Sizing is heavy on 5s and larger, leaving 6/8s to be limited. What has been arriving have been in good quality with good brix levels mostly in the 11-13% range.

**Iceberg**



**SUPPLY**  
GOOD  
**QUALITY**  
GOOD

Supplies continue to improve this week. Quality and Weights will also be very good this week. Most Growers are now shipping from Salinas CA. Expect for markets to continue improving and steady supplies the next few weeks. (F.O.B pricing for this week \$12.26 - \$13.26)

**MARKET ALERT**

**Leaf**



**SUPPLY**  
GOOD  
**QUALITY**  
GOOD

**Romaine ALERT:** Supplies continue to improve this week. Romaine supplies are very good this week. Romaine Heart supplies are much better this week. We are expecting supplies and markets to continue improving. Good quality and weights are to be expected for next week. Most growers are now shipping from Salinas CA. (Romaine pricing for this week \$12.05 - \$12.43) (Romaine Hearts pricing for this week \$19.50 - \$20.35)

**Green & Red Leaf Lettuce:** Supplies are fair this week. Quality has also improved now that we are in Salinas CA. We are expecting fair supplies and good quality the next few weeks. (F.O.B pricing for this week \$10.98 - \$12.65)

**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 now that we are back in the Salinas Valley. (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  
GOOD

**ALERT:** Onions in the NW is almost done for the year and has started to transition to CA and NM. Will be in CA May to mid-August. Early onions are trending mostly jumbo with mediums and colossal out of CA. Reds is expected to start next week with mostly jumbos. Medium red will be limited. The crop looks very good, and the area has had great growing weather this season. Freight and fuel rate continues to remain high this season.

**Onions Green**



SUPPLY  
GOOD  
QUALITY  
GOOD

Supplies are light this week. Market pricing has increased with lighter supplies. Green onions are coming from Mexico supplies continue to be stable the next few weeks. (F.O.B pricing for this week \$12.25 - \$13.75)

**Pears**



SUPPLY  
FAIR  
QUALITY  
FAIR

Anjou supplies are good and are not expecting to end until June/July. Domestic Bartlett are done. Imported Bartletts are starting to arrive along with some Bosc in small volume. Expect higher price on the import fruit since the ocean container freight cost are much higher this year.

**MARKET ALERT**

**Peppers Bell**



SUPPLY  
FAIR  
QUALITY  
FAIR

**ALERT on GREEN BELL:** Prices for Green Red and Yellow Bell Peppers are trending down this week. At the same time prices are still elevated. Production out of Coachella is ramping up. That's helping to take some pressure off pricing. Production out of Florida is still facing issues from past weather events. Look for challenges out of the East until Georgia starts towards the late part of May.

**MARKET ALERT**

**Peppers Chili**



SUPPLY  
FAIR  
QUALITY  
FAIR

Prices for Chili Peppers are trending up this week. Supplies of Chili's were impacted by the hard freeze in Florida a few months ago. Volume is limited keeping the market tight. Plant City is expected to start production in a few weeks. Supplies out of Mexico continues to be tight. Look for unstable supplies and prices due to border delays out of Texas.

# MARKET OUTLOOK

## Pineapples



SUPPLY

GOOD

QUALITY

GOOD

Supplies on Pineapple continue to be good on all sizes, leaning towards more of the larger size due to great growing condition. Availability on 7ct is limited. 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 remains 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 Yellow Squash are trending down this week. Prices for Zucchini Squash are trending up this week. Production is coming out of Mexico and Florida. Georgia starts harvesting in a week or two.

## Strawberries



SUPPLY

GOOD

QUALITY

GOOD

Prices for Strawberries are trending down this week. Supplies are improving now that the Easter Holiday has passed. The weather in California has improved. Production is forecasted to pick up in the weeks to come.

## Tomatoes



SUPPLY

GOOD

QUALITY

GOOD

Prices for Tomatoes are mixed this week. Prices for 20 lb Rounds are trending up. Prices for 25 lb Rounds are trending down. Prices for Grapes, Cherries and Roma's are steady. Production is moving up from Immokalee to Ruskin. Palmetto areas. Production out of Mexico is expected to decline in the weeks to come.

## Watermelons



SUPPLY

FAIR

QUALITY

GOOD

Supplies on Seedless and minis are still tight. Northern Mexico is starting to pick up volume with good quality. Florida crop has started with limited volume. Expecting better volume in May.



# MARKET OUTLOOK

## Trucking industry: a possible repeat of 2019?

By [Richard Smoley](#), contributing editor for *Blue Book Services* | April 19, 2022—Analysis

No one has ever described my profession—that of writer and editor—as lucrative, but it is relatively immune to severe shocks and disruptions.

Not so the trucking industry, particularly these days. The news preoccupying the produce industry last week the blockage of cross-border traffic from Mexico to Texas as a result of [extra inspection orders issued by Texas governor Greg Abbott](#).

Bowing to intense pressure, Abbott [reversed his policy on Friday, April 15](#).

Trucking disruptions aren't limited to this continent. Argentine truckers are refusing to transport the nation's grain supplies to [protest freight rates that they believe are too low](#). Which is worrisome given that grain markets have already been disrupted by the Russian invasion of Ukraine.

These disruptions are (probably) transitory. The U.S. trucking industry is facing a larger issue at this point—a possible return of the crash of 2019. Dry-van truckload spot prices have tumbled 37 percent since Dec. 31, [according to Bank of America analyst Ken Hoexter](#).

The drop has accelerated in the past month.

Another sign is the drop in the number of rejected loads. Trucking being the peculiar industry it is, truckers can reject loads for which they have already contracted. Last year at this time they were rejecting 25 percent of contracts, meaning that they could get a better deal by hauling another load for somebody else. [Today that rate has fallen to 11 percent](#).

General inflation, diesel prices, and reduced consumer demand are among the causes. Of course these are all related. Inflation has cut into consumer demand for durable goods, which surged during the recession. If you're spending more at the grocery store, [you're less likely to spend on a new couch or TV set](#).

All of this leads to worries about a return of the boom-and-bust cycle of 2018-19.

The news isn't bad for everybody. Last week Walmart announced starting pay rates for truckers at \$90,000-\$110,000 per year—still a living wage in most parts of the country (!). [Formerly its highest starting rate had been \\$87,500](#).

Trucking availability for fresh fruit and vegetable transport remains “adequate” in most markets, USDA's [Agricultural Research Service reported on April 13](#). Indeed there were “shortages” in central and south Florida and eastern North Carolina, with “slight shortages” in Colorado's San Luis Valley and Michigan. No surpluses or “slight surpluses” were indicated in any market.

At this point, some observers are [predicting another recession in the industry](#). Whether that comes true or not, this is probably not the best time in history to get a CDL license and try to hit the road.

**For full story:** <https://www.producebluebook.com/2022/04/19/trucking-industry-a-possible-repeat-of-2019/>

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

