



MARKET OUTLOOK

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 = FAIR | QUALITY = FAIR

Asparagus



Peru: Good (Increasing) Volume. Good quality. Low Demand Mexico: Central Mexico expecting to start 1st/2nd week of June. Prices remain below last year and the 5 year average which is great to see. Movement is up comparably to. This market should continue to settle out in the west and is rolling steady in the east.

SUPPLY = GOOD | QUALITY = FAIR

Avocados



For a second consecutive week Mexico sent less volume across the border than the week prior, which was anticipated and should remain the trend as we move through May. Actually, MX arrivals totaled 43.2 MM pounds vs. 51.2 MM the prior week. If you add in California's contribution of 11.5MM pounds, a total of 54.8 MM was the total volume tally for last week. The previous week's total volume was 63.5 MM pounds. Harvest to begin this week has been light and growers are pushing for higher field pricing. Ultimately it may depend on demand for harvest and if any of the big players pay increased ppk demands to get the fruit needed. With the heavy inventory that continues to plague the industry it will certainly be interesting to see how this plays out over the next few days. There is still a demand exceeds overall supply situation. Going size by size there remains an imbalance of too much large fruit 32/36/40, 48/60 are relatively tight with demand exceeds and 48's looking a little tighter than 60's. 70/84 show inventory rising above weekly average shipments.

SUPPLY = FAIR | QUALITY = GOOD

Bananas



We continue to see an increase in demand as the weather is getting better in the US. We are anticipating further We are working to fill our DC pipeline in response. This process does take longer on the specialty bananas but we do not anticipate any shortages. Regarding 40lb bananas, we see no national issue with supply even though we are still seeing higher farm acquisition costs. Supply is still lower due to the hurricanes in 2020. Quality should not be an issue at this time.

SUPPLY = FAIR | QUALITY = FAIR

MARKET ALERT

Berries



Blackberries— : Prices for Blackberries is trending down this week. Supplies are still running tight but consumer demands are low. Production out of California is on the upswing. Mexico is on the downswing. Growers have been suggesting that retailers curtail all ad activity at this time.

Blueberries— : Prices for Blueberries is trending down this week. Georgia is reporting good production volume along with very good quality.

Raspberries— : Prices for Raspberries are trending slightly down this week due to low consumer demands. Supplies are still tight. Production out of California us on the upswing and Mexico is on the downswing. Growers are continue to report challenges with quality.

SUPPLY = FAIR | QUALITY = FAIR

Beans, Green



This market stabilized over the past week with lowered cost, good supply and a steady market.

**SUPPLY = GOOD | QUALITY = GOOD
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MARKET OUTLOOK

Broccoli



Supplies are good this week from the Salinas Valley. Demand is light this week. Quality is excellent on Broccoli, supplies should remain steady for a few weeks.

SUPPLY = GOOD | QUALITY = GOOD

Brussels Sprouts



Supplies continue to be very good this week. Good availability on 25 lbs. carton product. Demand is about average for this week, quality is very good. Supplies should remain steady for the next few weeks.

SUPPLY = GOOD | QUALITY = GOOD

Carrots



Quality is good, still seeing limited supply on jumbos.

SUPPLY = FAIR | QUALITY = GOOD

Cauliflower



Supplies greatly improved this week along with market pricing. Demand is light this week. Quality on Cauliflower is excellent, supplies should remain steady for a few weeks.

SUPPLY = GOOD | QUALITY = GOOD

Cantaloupes



Current cantaloupe arrivals have seen a significant shift in sizing to mostly jumbo fruit (9s and larger). This is leaving 12s in a limited position with a small percentage of 15s coming in. Quality continues to be the best we have seen all season. Cantaloupes have been solid with excellent shell color and very good internal quality. The flavor profiles have resembled domestic melons which have a more extensive growing cycle. Brix levels have been mostly in the 12-16% range.

SUPPLY = GOOD | QUALITY = GOOD

Celery



Supplies continue to be very good this week. Celery continues to be harvested in Oxnard CA and Santa Maria CA. Demand is very light this week. Quality is excellent on Celery, supplies are expected to remain steady for a few weeks.

SUPPLY = GOOD | QUALITY = GOOD

Corn



Prices for Corn are at the bottom of the Corn Exchange price range. Growers out of the East are expecting remain at the current levels through June. California is currently harvesting corn. Prices continue to trend down. Most growers are currently reporting nice quality. **Value Item!**

SUPPLY = FAIR | QUALITY = GOOD



MARKET OUTLOOK

Cucumbers



Prices for Cucumbers is trending down this week. Production is picking up out of Florida and Georgia. Production out of Mexico is trending down. Growers are expecting process to stabilize for the next few weeks.

SUPPLY = GOOD | QUALITY = GOOD

Eggplant



Prices for Eggplant are trending up this week. Production is currently coming out of Florida and Mexico. Production out of California and Georgia is just beginning to start up.

SUPPLY = GOOD | QUALITY = GOOD

MARKET ALERT

Grapes



Industry is transitioning from Chile imports to MX imports. This will be for a month+ then moving to CA for the domestic season. Chile grapes have not been great this year due to strong rains that almost destroyed all green crops and damaged several reds. Chile – MX transition is experiencing some gaps.

Greens are almost inexistant and reds are getting tight.

SUPPLY = BAD | QUALITY = BAD

Honeydews



Honeydew sizing is also trending to mostly larger fruit (5s and larger). 6s have been fairly limited while 8s have been mostly non-existent recently. Quality on the dewes have been mostly clean with very good internal quality also. Brix levels have been mostly been seen in the 11-14% range.

SUPPLY = GOOD | QUALITY = GOOD

Iceberg



Supplies are very good coming from Salinas CA. Demand has increased on lettuce this week. Overall quality is very good and weights are better this week. Supplies should remain steady for a few weeks.

SUPPLY = GOOD | QUALITY = GOOD

Romaine: Supplies continue to be very good this week. Demand is steady for Romaine lettuce. Quality has improved and weights are also better for this week. Supplies should remain steady for a few weeks.

Green Leaf/ Red Leaf/ Butter (Boston) Lettuce: Supplies continue to be very good this week. Demand is light for this week. Quality is very good , supplies should remain steady for a few weeks.

Leaf



Tender Leaf: Supplies are very good this week. Demand is steady on tender leaf, quality is good for this week. Supplies should remain steady for a few weeks.

SUPPLY = GOOD | QUALITY = GOOD

MARKET ALERT

Lemons & Limes



LIMES: This market made a slight improvement for smaller fruit but overall this category remains in a struggle and don't expect to see substantial improvement for weeks at minimum. The cold weather in February which impacted the bloom by approximately 60% as well as in the southern lime region of Tabasco has yet to receive any substantial rainfall over the last 30 days. Many growers continue to pick ahead of schedule and source limes from all possible regions to try and mitigate the impact of this tight supply which is affecting the size curve. **LEM-ONS:** we are seeing strong demand for lemons as we move to the summer. There is a lack of fancy lemons and small lemons this season which is causing demand to exceed supply. Prices have been moving up on Fancy lemons and we do expect these to remain strong until mid to the end of June when import lemons start to come in volume.

SUPPLY = FAIR | QUALITY = FAIR



MARKET OUTLOOK

MARKET ALERT

Mushrooms



Shortage of labor is negatively impacting the mushroom category. Suppliers are beginning to implement prorates on orders, not due to shortage in product, but shortage of labor available to pick the product. Many suppliers have had to increase wages to keep labor, but in some instances that still isn't enough. In addition, substantial increases in Labor, Packaging, and Transportation are driving costs up as well. We are seeing supply shortages across all specs along with increased costs start to come into play.

SUPPLY = FAIR | QUALITY = GOOD

Onions



Steady from last week. Seeing good quality and demand with a steady market out of CA. Texas got rain cleaned a lot down there out while NM looks to come on possibly in a couple weeks. CA markets around \$7-10 on med yel to supers; \$11-12 on whites; \$8-10 on reds.

SUPPLY = GOOD | QUALITY = GOOD

Onions, Green



Supplies are steady this week. Demand is light on Green Onions this week. Quality is improved this week, supplies should remain steady for a few weeks.

SUPPLY = GOOD | QUALITY = GOOD

Oranges



Navels - Packing Late Navels and we plan to pack until the end of June with Navels. Fruit is peaking on a 56/48's. 88's and smaller have started to tighten up. **Valencia's** - we started running sizing looks to be a little larger this season, peaking on a 88/72. This will cause the 113's and smaller price to stay strong thru the summer months.

SUPPLY = GOOD | QUALITY = GOOD

Pears



This market remains steady. Seeing good supply and demand.

SUPPLY = FAIR | QUALITY = FAIR

MARKET ALERT

Peppers, Bell



Prices for Green & Yellow Peppers are trending up this week. Prices for Red Peppers are unchanged. The season is wrapping up out of South Florida. New Crop product out of Plant City FL is on the upswing. Product out of Florida is facing challenges with quality. Production out of California is picking up. Growers are reporting good quality. Production out of Georgia is scheduled to start in 1 to 2 weeks.

SUPPLY = FAIR | QUALITY = FAIR



MARKET OUTLOOK

Peppers, Chili



Prices for Chili Peppers are mixed this week. Production is winding down out of South Florida. Central Florida & Central Mexico is forecasting production to ramp up. Growers are reporting challenges with quality.

SUPPLY = FAIR | QUALITY = POOR

Pineapples



Looks like Costa Rica is having big problems with C19 – if this continues, it can disrupt US supply. I would put Pines - ON THE RADAR. We had very little rain and increased solar radiation which allowed all chores to be carried out in timely fashion, specially soil preparation for new plantings. Fruit quality continues to be very good while harvest volumes declined slightly. However "natural flowering" harvest will begin next week and volumes will have a moderate increase but much lower than in previous years. Costa Rica is having a significant increase in Covid -19 infections - 14.784 new cases were reported this week, the highest level since the beginning of the pandemic.

Potatoes



Markets continue to increase slightly. Heavy into burbanks across the state now. Big spuds crossed the \$13 FOB mark. US packers shipped 7.14 million cwt of fresh potatoes during April. That exceeded year-earlier shipments by 271,000 cwt, a 3.9% increase. Colored potatoes out of ID will end this month as well.

SUPPLY = GOOD | QUALITY = GOOD

Squash



Prices for Yellow Squash is trending down this week. Prices for Green Squash are stable. Production out of Georgia is picking up. Production out of Mexico is hit and or miss as their winter season winds down.

SUPPLY = GOOD | QUALITY = GOOD

SUPPLY = GOOD | QUALITY = GOOD

Strawberries



Prices for Strawberries is trending down this week. Production is trending up out of California due to warmer weather. Consumer demands has leveled off following the Mothers Day holiday. Prices are still elevated and growers are expecting the same for the next week or two.

SUPPLY = GOOD | QUALITY = GOOD

Tomatoes



Prices for 25 lb. Rounds, Grapes and Cherries are trending up this week. Prices for 2 layer Rounds and Romas are trending down. Rain and Heat in Florida is currently impacting production numbers. Production out of Mexico is declining and will transition to Baja in the coming weeks. California will start harvesting next week. Growers are forecasting elevated prices for the next few weeks.

SUPPLY = FAIR | QUALITY = GOOD

Watermelons



Prices for Watermelons is trending down this week. Supplies are coming out of Florida and Mexico. Prices will continue to work down as more fruit becomes available. The current tight fuel & truck market is making it hard to shippers to make timely deliveries. Giving shippers extra order lead time would be very helpful for on time deliveries.

SUPPLY = GOOD | QUALITY = GOOD



MARKET OUTLOOK

These are the spring 2021 foodservice trends for produce

By AMY SOWDER May 13, 2021

“Fresh produce plays a leading role in ghost kitchens, virtual brands and delivery-only concepts taking the spotlight during the pandemic and not stepping off stage soon.

United Fresh Produce Association released its spring 2021 Fresh Insights for Foodservice report, revealing trends that growers, wholesalers, marketers and other industry professionals can use in making decisions.

Foodservice operators are looking for innovation and ideas from their produce suppliers, Josh Kern, chief marketing officer of SPB Hospitality, said in the report. The company is operator and franchisor of hundreds of full-service restaurants in 39 states and the District of Columbia and has three ghost kitchens with more being tested.

“We have seen great usage of fresh fruit in salads, and we’ve also seen success with green cabbage recently. Hatch green chile is flying out the door too,” he said in Fresh Insights.

According to Datassential, 42% of operators think ghost kitchens — delivery-only concepts without consumer-facing locations — are a long-term trend.

“Visual appeal can be an uphill battle for delivery-only fare. Between the packaging, handling and travel time, what the consumer receives isn’t always what the operator intended. Look to fresh produce to brighten up dull dishes and provide color contrast that can make foods more enticing,” according to the report.

“And, for virtual brands looking to stand out in a sea of burgers, wings and sandwiches, plant-forward additions may give entrees the ‘health halo’ consumers today are increasingly gravitating towards.”

Spring produce

Artichokes and strawberries used in new ways are trends to consider as we round the corner on spring and step into summer.

Spinach and artichoke dip is in the ubiquity, or the final, stage of food trends, so foodservice professionals should look for next-level applications, according to the report.

After all, 61% of consumers who have tried artichokes love or like them, according to Datassential’s Flavor survey.

“With plant-forward eating an overarching trend, consider leveraging artichokes in center-of-plate applications – think stuffed with savory fillings or grilled and drizzled with lemon vinaigrette or aioli,” according to Fresh Insights in Foodservice.”

<https://www.thepacker.com/news/foodservice/these-are-spring-2021-foodservice-trends-produce>

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