

MARKET OUTLOOK



Apples



SUPPLY
FAIR
QUALITY
GOOD

Apples are currently coming out of WA State. Red Delicious volume is down a million boxes from last year and projected to be out by September 15th. The transition from CA Reds to New Crop Reds is on target so gap is not expected. Golden Delicious are about the same as last season and expecting to be out the first week of August. New crop to start around August 10th. During the Summer, it usually slows down so transitioning into New Crop should be about perfect. Gala volume is roughly 850,00 boxes less this same time last season and expected to be out the first of August. New Crop Gala is expected to start August 8th. Fuji are roughly 500,000 boxes down from last year and expected to be done mid-August. There could be a gap on Fuji as New Crop are expected to start around September 12th. Granny Smith is in a good position with volume with no issue transitioning into New Crop. Pinks is another variety where WA is in a good position. With movement slower through the summer, CA crop will go through September. New Crop will start middle to end of October so good possibility of a 2-week gap.

Asparagus



SUPPLY
GOOD
QUALITY
GOOD

Mexican asparagus out of Guanajuato should be in full swing in the next 7-10 days, while Southern Baja season is wrapping up. Peruvian production has slowed down with some field closures. Markets are less active after the holiday. Prices expected to remain steady.

Avocados



SUPPLY
FAIR
QUALITY
GOOD

Demand in the field was very light coming out of Memorial Day weekend and harvest levels to start this week have been smaller than the trending last few. USDA Mid-mostly are mostly unchanged from a week ago, but with the recent lighter harvest volumes Mexico continues to be in the driver seat for obtaining higher prices. Peru volumes are building, and California should remain constant through June and possibly experience an early decline after the 4th of July promotions. Mexico's 2022/23 season will start with Flora Loca which is released July 1st (pending dry matter requirements), and this year's crop is estimated to be 29% larger than last summer. No change to the outlook – until the Loca shift takes hold mid-July when smaller sizes come back to the market, price points are expected to be steady with softer tones week-over-week.

Bananas



SUPPLY
GOOD
QUALITY
GOOD

Banana availability is starting to increase due to the current issues in Europe. Less fruits are being shipped to Europe, which means more are arriving to the States. Quality is good.

Berries



SUPPLY
GOOD
QUALITY
GOOD

Blackberries: Prices for Blackberries are trending up this week. Production out of Watsonville and Salinas is forecasted to increase during the weeks to come. Mexico is seeing their usual decrease in volumes.

Blueberries: Prices for Blueberries are trending down this week. The market is much the same as last week. Production is coming out of Georgia, California, and Mexico at this time. Georgia is experiencing variety transitions right now. That's causing a drop in volumes. Production out of California is on the upswing while Mexico is seeing their usual decrease in numbers.

Raspberries: Prices for Raspberries are stable this week. Volumes out of Mexico are mostly steady. Production out of Watsonville and Salinas California is on the upswing.

MARKET OUTLOOK



Beans



SUPPLY

FAIR

QUALITY

GOOD

Green Beans: Georgia production is better this week. Transition north should start in a week or two. Overall quality is good. Market is expected to remain elevated. West coast supply and quality remains stable.

Snow Peas: Domestic supplies and quality has been good. Central America continues to struggle as the rain has slowed down production and cause product to be tight.

Broccoli



SUPPLY

GOOD

QUALITY

GOOD

Supplies continue to be very good this week. Broccoli is currently coming from Santa Maria, Salinas CA, and Mexico. Very good quality is reported at this time. Expect markets to remain steady for a few weeks. (F.O.B pricing for this week \$10.30 - \$11.30)

MARKET ALERT

Brussels Sprouts



SUPPLY

SHORT

QUALITY

POOR

Supplies will continue to be extremely limited for another week. Quality has been reported as only fair at this time. Strong demand continues for this week. Markets have increased with higher demands and lower yields due to quality issues. (F.O.B pricing for this week \$42.15 - \$42.45)

MARKET ALERT

Cabbages



SUPPLY

FAIR

QUALITY

GOOD

Supplies continue to be limited for this week. Growers are reporting some signs of improvement with better supplies. Supplies are expected to improve the next few weeks. We are waiting for Cabbage yields to improve in Salinas CA. (F.O.B pricing for this week \$19.00 - \$19.50)

MARKET ALERT

Carrots



SUPPLY

POOR

QUALITY

GOOD

Crop sizing still small, so jumbos are extremely limited. We encourage all to be open to use table carrots instead. Due to some precuts are taken from jumbo, there has been low supply on carrots sticks and other pre-cuts as well.

Cantaloupes



SUPPLY

GOOD

QUALITY

GOOD

Domestic cantaloupe has started. As is typical for the desert region sizing has been primarily larger fruit (9s and 9Js) which will most likely continue being the trend in the short-term. Early quality from Arizona has been solid. We not only have good sizing, but cantaloupes also have a very nice shell color with good internal quality. Brix levels are mostly in the 12-15% range.

MARKET OUTLOOK

Cauliflower



SUPPLY

GOOD

QUALITY

GOOD

Supplies are excellent this week. Very good quality is reported at this time. Cauliflower supplies are coming from Santa Maria, and Salinas CA. Expect markets to remain steady for a few weeks. (F.O.B pricing for this week \$9.05 - \$9.83)

MARKET ALERT

Celery



SUPPLY

SHORT

QUALITY

FAIR

Supplies are slightly improved this week. Improved quality is also reported at this time, with less presence of seeder. Markets are expected to remain escalated for another week until next week when we start in Salinas CA. Supplies are currently coming from Oxnard CA, and Santa Maria CA. (F.O.B pricing for this week \$24.58 - \$25.05)

Citrus



SUPPLY

FAIR

QUALITY

FAIR

Limes RADAR: The market has firmed up a bit this week as rain in Mexico prevents harvesting and packing, leading to fewer crossings and declined availability. Small fruit still represents majority of yields, while large sizes are still scarce. We are seeing slightly greater availability on mid-sized fruit. The price on all sizes has just about bottom out given current yields per size. Overall volume will peak in the upcoming weeks, with weekly crossings expected to reach 600+. The market is expected to firm up again the first week of July due to drought conditions impacting quality and grove dehydration, leading to fewer yields and higher costs.

Lemons: Lemons has fully transition to Filmore/Oxnard/Santa Paula region. Peak sizing is 140s/115s/165s with more fancy than choice. Volume is abundance with supplies exceeding demand. Imported lemons has started arriving but is all 140s and larger. Expect lemons to start getting tight beginning of June. Chile will start arriving at end of June with 165s/200s. Mexico is expected to start end of July start of August. Supplies and Quality are Good.

Oranges: Domestic navels are done. Imported navels are expected to arrive in July. CA Valencia is in full swing and expected to last until end of September. Peak sizing on 88s/72s/113s. Quality is excellent. Valencia crop is slightly down from last year. Market will stay firm.

Corn



SUPPLY

FAIR

QUALITY

GOOD

Prices for Corn are trending down this week. As expected, supplies are picking up out of Florida and California. Growers are reporting improved quality. Many locally grown regional growers are ramping up too.

Cucumbers



SUPPLY

GOOD

QUALITY

GOOD

Prices for Slicing Cucumbers are trending down this week. Georgia is reporting good volumes and quality this week. Many locally grown regional growers are ramping up. Central Mexico and Baja are reporting good volumes and covering the West.

MARKET OUTLOOK

MARKET ALERT

Eggplant



SUPPLY
FAIR
QUALITY
FAIR

Prices for Eggplant are stable this week but are still elevated. Production coming out of Georgia and Coachella California. Growers out of Fresno California and Baja will be starting anytime now. Look for supplies to pick up in the weeks to come.

Grapes



SUPPLY
GOOD
QUALITY
FAIR

Mexico appears to be on track for a repeat of the 2019 season in which most table grapes were shipped during June, but with even higher volumes. The heavy and condensed volumes raise questions about how trade will handle the supplies as they overlap into the start of the California season and what the impact on the market may be. As for the outlook for the California season, while official estimates have not yet been released by the California Table Grape Commission, he said the industry had been forecasting just over 100 million boxes but following some freeze events it was looking more like 96 million. The reduction is mainly expected in the latter two-thirds of the season, with July and August largely unaffected. Most of the crop is harvested over August through November

Honeydews



SUPPLY
SHORT
QUALITY
GOOD

Honeydew availability is extremely short. Domestic honeydews production is limited as few honeydews are grown from the desert for various reasons. Some areas are susceptible to whitefly while others are prone to higher winds during the growing period which negatively affects the external quality so growers either go with cantaloupe or other commodities. Because of this, Mexican production crossing through Nogales will be heavily relied upon over the next 2-3 weeks. Currently the Mexican production is also extremely limited. Advanced ordering will be necessary as well as possible flexibility of sizing.

Iceberg



SUPPLY
GOOD
QUALITY
GOOD

Supplies are steady for this week. Quality has improved this week. Weights will be back to normal, improved weights. Expect for markets to continue improving and steady supplies the next few weeks. (F.O.B pricing for this week \$13.65 - \$14.65)

MARKET ALERT

Leaf



SUPPLY
GOOD
QUALITY
GOOD

Romaine (ALERT Romaine Hearts): Supplies continue improving this week. Romaine supplies are very good this week. Romaine Heart supplies continue to struggle this week. We are expecting supplies and markets to continue improving. Good quality and weights are to be expected for next week. (Romaine pricing for this week \$12.00 - \$12.18) (Romaine Hearts pricing for this week \$16.45 - \$19.75)

Green & Red Leaf Lettuce: Supplies continue to be steady for this week. Quality has also improved now that we are in Salinas CA. We are expecting better supplies and good quality the next few weeks. (F.O.B pricing for this week \$10.60 - \$12.81)

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.

Onions



SUPPLY
FAIR
QUALITY
GOOD

Imperial Valley will be wrapping up in a couple weeks and will be moving up to Central California. Market remains steady. Quality is excellent and demand is good. NM is ramping up. AZ will be done in a couple of weeks while TX/MX and CA is expected to go through August. Freight and fuel rate continues to escalate.

Onions Green



SUPPLY
GOOD
QUALITY
GOOD

Supplies are steady this week. Market pricing has improved with better supplies. Green onions are coming from Mexico supplies continue to be stable the next few weeks. (F.O.B pricing for this week \$8.30 - \$9.83)

Pears



SUPPLY
GOOD
QUALITY
GOOD

Anjou supplies are good and are not expecting to end until June/July. Pricing is steady. Imported Bartletts are arriving along with small volume of Bosc. Expect higher price on the import fruit since the ocean container freight cost are much higher this year.

Peppers Bell



SUPPLY
FAIR
QUALITY
FAIR

Prices for Green, Red and Yellow Bell Peppers are trending down this week. Production out of Plant City Florida is on the decline and Georgia is seeing volumes pick up. North Carolina is forecasted to start towards the end of June. There are limited supplies out of the West. Coachella is winding down and Bakersfield is just getting going.

Peppers Chili



SUPPLY
FAIR
QUALITY
GOOD

Prices for Chili Peppers are mixed this week with a downward bias. Volumes are picking up out of Florida. Georgia coming online and will continue to ramp up going forward. Production out of Mexico is typical for this time of year as volumes remain a bit on the tight side.

MARKET OUTLOOK

Pineapples



SUPPLY

GOOD

QUALITY

GOOD

Costa Rica volume is up. Quality is reported as good but still experiencing some water spotting due to the rain, especially on the large fruit. Mexico's season is wrapping up. Quality is reported as good. Yields are still lower on small-count fruit, with the curve leaning more toward 5s/6s and limited availability on 7s. Demand is moderate, and market is steady.

Potatoes



SUPPLY

FAIR

QUALITY

GOOD

RADAR: Markets are up another \$.50-\$1.00 as things will remain tight the rest of the summer as we finish through the Burbank storage crop. As with every summer supply will continue to dwindle along with quality but there aren't extreme concerns just yet. Big spuds are more competitive than smaller potatoes right now which is usually backwards. FOBs: 40s @ \$15.50, 60s-80s @ \$18, 100s @ \$13. Very wide range market on #2s.

Squash



SUPPLY

GOOD

QUALITY

FAIR

Prices for Yellow and Zucchini Squash are trending up this week. Growers are reporting good supplies out of Georgia. Many locally grown regional growers are ramping up. Production for the West is coming out of Fresno and Santa Maria California areas.

Strawberries



SUPPLY

GOOD

QUALITY

GOOD

Prices for Strawberries are trending down this week. Growers are currently reporting good volumes & quality. Look for prices to remain stable over the next couple weeks.

MARKET ALERT

Tomatoes



SUPPLY

FAIR

QUALITY

FAIR

Prices for Tomatoes are trending down this week. Production out of the East is winding down in the Ruskin area and moving to Quincy. Supplies will be tight out of the East until Quincy gets fully operational. Production out of California is winding down out of the desert area and will be moving to the San Joaquin area later in June. Product from Mexico is coming out of Baja, La Paz and Vizcaino. Look for tighter supplies and higher prices for the next week or two.

Watermelons



SUPPLY

GOOD

QUALITY

GOOD

Supplies on Seedless remain good while minis are still tight. Volume is starting to wind down from Southern Florida Northern Florida volume is good. Georgia is expecting to start soon. Northern Mexico is starting to drop off a bit, while Yuma is getting started. Quality has been very good.



SEPC Southern Roots Announces May 2022 Member Spotlight Desiree Forsythe

May 23, 2022

The SEPC Southern Roots Committee is honored to announce **Dez Forsythe** as the **Southern Roots Member Spotlight** for May 2022. Please take a moment and get to know Dez!

SEPC Southern Roots is a leadership program for women in produce. The program is designed to make meaningful connections among women working in the produce industry through events, education, and mentoring. By sharing values, contributions, and experiences, the ladies of Southern Roots will have an opportunity to improve leadership skills, individually and collectively, and will then positively affect organizational effectiveness at all levels.

For full article: <https://express.adobe.com/page/joVxTBSUOZzwj/#the-key-to-the-success-of-our-sepc-virtual-garden-is-the-community-who-tends-it-and-we-are-eager-to-serve-alongside-our-sepc-family-to-see-what-we-can-grow-together>

Southern Roots
Cultivating & Enriching Relationships of Women in Produce
MEMBER SPOTLIGHT

Dez Forsythe
National Produce FB, LLC
VP of Supply Chain

- What is your favorite quote and why?**
"Not all who wander are lost." There is so much beauty in experiencing life and taking on new adventures. I definitely am a planner, but I have found some of the best things in life when I wasn't even looking for them, when I guess you could say I was wandering. Don't be afraid to get out of your comfort zone, you'll be amazed at what you find.
- What are things that you do to ensure that you continue to grow and develop as a leader?**
I try to surround myself with individuals leveled above myself and just continue to learn from their success and also from their failures. Listening is huge, so I not only try to listen to those I can learn from leveled above me, but I also learn so much listening to members on my team along with my peers. In that regard it's so important to listen to understand and not to respond. I complete different CE courses and programs to expand my knowledge, am the first one to own my mistakes so I have the opportunity to learn from them and I always set the bar higher than I am comfortable with to ensure I continue to push myself and grow to heights I haven't yet reached.
- What are a few resources that you would recommend to someone looking to gain insight into becoming a better leader in the produce industry?**
Honestly, I would recommend learning as much as you can from tenured leaders across the entire supply chain. Every aspect of the supply chain has different challenges, experiences and outlooks and the diverse perspective and knowledge that each person has to share can really give you an opportunity to expand your awareness, connect with people outside of your comfort zone and support a well rounded mindset. Finding a mentor can be an extremely positive benefit as well, someone to bounce ideas off of and listen without judgment and provide feedback supporting your growth is priceless. Last but not least attending the sessions and workshops at SEPC, listening to all of the wonderful influential speakers at all of the conferences across the industry and getting involved in more than just your day to day - don't be afraid to put yourself out there.
- What is on your bucket list that you would most like to do?**
I have a goal to bring my daughter to all 50 states by the time she is 18. She is currently 5 years old and we have knocked out 17 states so far.
- What was the last experience that made you a stronger person?**
I think we have all been through many similar experiences lately within the industry that have hopefully made us all stronger; from covid to inflation and everything in between, but personally my company went through a major acquisition recently that definitely made me stronger as an individual, as an associate, and as a leader and I am very thankful for that experience and the continued new resources and opportunities that lie ahead.
- What is your favorite part of your career?**
The people and the challenges. I have to tell you the Fresh Produce Industry is made up of some of the best people in the world and unless you're a part of it it's really hard to explain what I mean, but you'll all know what I am talking about! I can't think of a harder working, innovative, passionate, competitive yet empathetic group of people; we will push each other to the absolute limit while at the same time be the first one to offer a helping hand and I couldn't be more appreciative of the relationships built professionally and personally over the years. And the challenges, don't get me started. I love a good challenge, there's nothing like being put up to a difficult task that really pushes your limits and then seeing it through successfully, we all know this industry has plenty of those.
- What motivates you to work hard?**
Many things motivate me to work hard, but I am just a very motivated individual to begin with. I take initiative and am extremely proactive just always looking for more. My daughter first and foremost definitely motivates me to work hard and additionally my team and valued clients because I am so passionate about what we do. Outside of that I am motivated by a couple things on opposite ends of the spectrum, other people's success motivates me in an inspiring way because it reminds me there is so much more out there to accomplish and additionally people doubting me or questioning me lights a fire under me for sure. In a sense of a "tell me I can't and I'll show you I can" mentality.
- What is your favorite app or social media outlet?**
Instagram. I have a strong passion for photography. I love capturing moments and emotions and bringing them to life, sharing them with those close to me and being able to look back on so many wonderful memories.
- If you could spend the day with one celebrity, who would it be and why?**
I am blessed to be surrounded by celebrities already; not only working with so many phenomenal chefs and celebrity concept owners within our company - but fun fact; my best friend is a celebrity! He is the DJ for the Dallas Cowboys and has residences across the globe. He's signed with a major label & usually I'll get free time to spend with him, others are present as well from Snoopy Dog, Nelly, Post Malone, Dak Prescott, Tiesto and many others. Don't worry, I got him introduced to the Produce World as well and look forward to continuing his involvement!
- What piece of technology could you not live without?**
I am starting to think I can live without a smartphone. Anyone up to switch back to a flip phone with me?

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

