



WEEK 34: August 16 - August 22, 2021

MARKET OUTLOOK

Regional Weather Update :

Oxnard, CA: Sunny skies with highs in the 70s with lows in the 60s.

Salinas, CA: Partly Cloudy to Sunny skies with highs in the 70s and lows in the mid 50s.

Yuma, AZ: Sunny with highs ranging from 102° to 106° to lows in the mid 80s.

Immokalee, FL: 40 to 50% chances of rain all week; highs in the 90s and lows in the mid 70s.

Idaho Falls, ID: Sunny with highs in the 80s and lows in the 50s.

Tropical Depression Fred

We will continue to monitor Tropical Depression Fred and will provide updates if it causes any substantial damage to the growing fields in it's path over the next week.

Transportation :

National Diesel Average : \$3.364 **Compared to Last Year:** \$2.43

Shortages : Seeing high freight rates, with extreme shortages remain in CO, DE, S. IL, MD, SE MO, E NC, & VA slight shortage in: CA, ID, MI, & C WI.

www.nproduce.com (800) 213-6699

MARKET ALERT

Apples

Avocados

Berries: Raspberries

Brussel Sprouts

Honeydews

Limes

Mushrooms

Peppers, Serrano

Potatoes

Shallots

Tomatoes: Grape & Cherry

MARKET OUTLOOK



MARKET ALERT

Apples



SUPPLY
FAIR
QUALITY
GOOD

Washington apple market will remain firm for the rest of this season. The tightest items are the Golden Delicious, Premium Honeycrisp, Gala, Red Delicious, and Granny Smith. The varieties that are the best value right now are the Fuji and Pink Lady apples. The import apples from Chile have been arriving into the United States for several months now with mostly Gala, Honeycrisp, Pink Lady, and Granny Smith. Even with these, the prices remained on the high side. The new WA crop of Gala apples has started in a very small way this week, the main harvest is still a couple of weeks away. It is too early to predict the size of the new crop but the impact of the heat wave in Washington will certainly be a negative on the crop.

Asparagus



SUPPLY
FAIR
QUALITY
FAIR

The Guanajuato region continues has started to close fields due to seasonality. This trend should continue for the next two weeks. Volume from Northern Peru has slowed down due to seasonality, but the volume from Southern Peru has increased with the warmer weather. Markets have been sluggish overall, but with the Guanajuato region starting to close, we should see better movement mid to end of next week.

MARKET ALERT

Avocados



SUPPLY
FAIR
QUALITY
GOOD

With a lot of rain, volumes out of Mexico continue to be light. Size curve causing the biggest concerns as Flor Loca is starting with not much big fruit – harvested. 40s and larger are non-existent and customers that usually demand those are starting to look into smaller sizes causing a demand exceed supply plus which equals to high prices. #2s have dropped to less than 2% of the harvest, with extremely limited availability on 48#2s and larger. We encourage all customers to open spec size, for a couple of weeks, to ensure supply.

Bananas



SUPPLY
GOOD
QUALITY
GOOD

Banana quality and availability are good as many growing regions recover from last years late hurricanes.

MARKET ALERT

Berries



SUPPLY
FAIR
QUALITY
FAIR

Blackberries : Prices for Blackberries are trending down this week. Production out of California is steady. Some product is coming out of the North West to. Growers are reporting improved quality.

Blueberries : Prices for Blueberries is trending up this week. Heat is impacting supplies and quality out of the Pacific Northwest. Major production is coming out of Michigan, Canada and The Pacific North West.

Raspberries : Prices for Raspberries stable but elevated this week. Heat in California continues to impact production and quality. Mexico is working through quality challenges after recent rains.

MARKET OUTLOOK

Beans, Green



SUPPLY

FAIR

QUALITY

FAIR

Due to rain we are seeing delays in harvesting and quality issues in the Northeast. Out of the west, we see the supply remaining steady out of Fresno and other local districts. There is also some volume shipping out of Baja. Overall quality is fair.

Broccoli



SUPPLY

GOOD

QUALITY

FAIR

Supplies improved this week. Market pricing is better, demand has decreased this week. Quality is better, there is some occasional hollow core. Supplies will continue to be steady for a few weeks. (F.O.B pricing for this week \$10.33 - \$11.33)

MARKET ALERT

Brussels Sprouts



SUPPLY

FAIR

QUALITY

FAIR

Supplies continue to be very light this week. Demand continues to be good, growers are seeing some quality issues. Supplies will continue to be very limited this week. (F.O.B pricing for this week \$37.05 - \$38.35)

Carrots



SUPPLY

FAIR

QUALITY

GOOD

Some fields are finishing the crop in the Imperial Valley. Partial shortages might occur with jumbos this week and the front part of next week. Next crop out of Kern County should have good size and going forward with no supply issues

Cauliflower



SUPPLY

GOOD

QUALITY

GOOD

Supplies will be very good this week. Demand has decreased this week. Overall quality will be good. Supplies are expected to be steady the next few weeks. (F.O.B pricing for this week \$10.48 - \$11.03)

Cantaloupes



SUPPLY

FAIR

QUALITY

GOOD

The past seven days we have seen a few more cantaloupes hit the market but record pricing for this time of year remains. Current volume has mainly been in 9s with a good amount of 12s to fill all orders. Leaving the 15s in short supply.

MARKET OUTLOOK



Celery



SUPPLY

GOOD

QUALITY

GOOD

Supplies continue to be excellent this week. Demand continues to be good. Supplies are expected to remain steady for a few weeks. (F.O.B pricing for this week \$8.75 - \$9.00)

Corn



SUPPLY

GOOD

QUALITY

GOOD

Prices for Corn is stable this week. There're a lot of local programs up and running around the country. Growers are reporting good quality. Expect some pressure on supplies as we move closer to the Labor Day Holiday. Based on the tight trucking market, it would be advised to book your orders with some extra order lead times.

Cucumbers



SUPPLY

FAIR

QUALITY

FAIR

Prices for Cucumbers are trending up this week. Supplies are moving to the tighter side as some growers out of the North East are in a gap. Growers are reporting challenges with quality out of the North East too. Supplies out of Baja are ample and quality is good.

Eggplant



SUPPLY

GOOD

QUALITY

GOOD

Prices for Eggplant are stable this week. Production is coming out of various areas of the country. Growers are expecting good supplies for the next few weeks. They're also reporting overall good quality.

Grapes



SUPPLY

GOOD

QUALITY

GOOD

We are in a short period of time where California grape volume is slow from the field level. We are seeing this more on red seedless varieties, with heat and color having the main impacts. Over the next week too 10 days, things will get back on track and the volume is anticipated to be heavy across multiple varieties, all colors, and pack sizes. The opportunity right now is green seedless grapes.

MARKET ALERT

Honeydews



SUPPLY

FAIR

QUALITY

FAIR

Honeydew production has seen some improvement over the past week but record prices continue. Sizing is mostly in the 5/5js range with supplies of 6 have improved but are still limited.

MARKET OUTLOOK



Iceberg



SUPPLY

GOOD

QUALITY

FAIR

Supplies are light going into next week. Demand is steady this week, overall quality is only fair at this time. Weights will be on the lighter side for next week. Supplies should be steady for a few weeks. (F.O.B pricing for this week \$10.75- \$11.75)

Leaf



SUPPLY

GOOD

QUALITY

FAIR

Romaine: Supplies will be light going into next week. Demand has decreased this week, overall quality is only fair at this time. Growers are encountering some quality issues at field level. (F.O.B pricing for this week \$12.00 - \$12.31) Hearts (\$14.51 - \$16.05)

Green & Red Leaf Lettuce: Supplies continue to be very good this week. Demand is fair this week, quality is reported as good this week. Supplies should remain steady for a few weeks. (F.O.B pricing for this week \$7.35 - \$8.05)

Tender Leaf: Supplies continue to be excellent this week. Demand is good on tenderleaf, quality is very good. Supplies should remain steady for a few weeks. (F.O.B pricing for this week \$4.65 - \$4.75)

MARKET ALERT

Lemons

& Limes



SUPPLY

FAIR

QUALITY

FAIR

LIMES: The current lime crop is peaking on the 150/175/200s and combined with high demand over sea has caused the markets to tighten up. In addition, the high amount of rain last week Skyler is becoming an issue along with some reports of oil spots, scarring, and blanching. FOBS reaching the mid \$20s and higher in the west.

LEMONS: California lemon crop is mainly choice fruit, with very little fancy. Quality is getting compromised as temperatures have reached three digits over the past few weeks. Chilean lemons are in good supply mainly on 140s and 165s. Large lemons more to be tighter a few more days.

MARKET ALERT

Mushrooms



SUPPLY

FAIR

QUALITY

GOOD

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

GOOD

QUALITY

GOOD

Onion are stable this week. California is finishing up and are moving back to Idaho next Week.

MARKET OUTLOOK

Onions, Green



SUPPLY

GOOD

QUALITY

GOOD

Supplies will be steady this week. Demand is steady for Green Onions. Quality remains good, supplies should remain steady for a few weeks. (F.O.B pricing for this week \$10.45 - \$10.95)

Oranges



SUPPLY

FAIR

QUALITY

FAIR

The Valencia market is very active, and inventory will be down as schools ramp up this week across the country. We expect the market to tighten causing a “demand exceeds supply” situation before the end of the week on 113ct and smaller. Markets will continue to trend upward until October. Most growers are limited in labor and harvesting/ packing hours due to the shortages in the labor force and the extreme heat. Causing fruit to stay on the trees longer and sizing-up. With Schools and program business taking all the small sizes available the leave very little for open the market business

Pears



SUPPLY

FAIR

QUALITY

FAIR

Pears are reaching the end of the season out of WA. Some varieties available out of CA but small sizes very limited.

Peppers, Bell



SUPPLY

GOOD

QUALITY

GOOD

Prices for Green Peppers are trending down this week. Prices for Red and Yellow Peppers are trending up. Growers are reporting good supplies of green peppers as local programs all over the nation come on line. Major production is coming out of California, Washington State, Nebraska, Michigan, Ohio, Virginia, Pennsylvania, New York, North Carolina, Texas & Canada. Growers are forecasting good supplies for at least the next few weeks.

MARKET ALERT

Peppers, Chili



SUPPLY

GOOD

QUALITY

GOOD

Prices for Chili Peppers are mixed this week. There're a lot of local programs in play but loading all varieties out of one location can be a challenge right now. Production is coming out of Mexico, California, the Pacific Northwest, Michigan and various local programs.

Pineapples



SUPPLY

FAIR

QUALITY

GOOD

Pineapple volume continues to be lower than anticipated due to the flowering process. There are no shortages expected if you are able to switch between sizes. The quality is still good. We will start to see more availability in the next couple of weeks.

MARKET OUTLOOK

MARKET ALERT

Potatoes

SUPPLY

FAIR



QUALITY

FAIR

FOBs \$22, some quoting \$25, new crop norks rolling out. Quality spotty, prices up, availability down. Look for things to stabilize near the end of the month and really improve in September when we are deeper into new crop

Squash

SUPPLY

FAIR



QUALITY

FAIR

Prices for Green and Yellow Squash are trending up this week. There are a lot of local regions working but production is down due to rains. Growers are reporting challenges with quality.

Strawberries

SUPPLY

FAIR



QUALITY

FAIR

Prices for Strawberries are trending up this week. Production out of Salinas and Watsonville is trending down. Growers are reporting challenges with quality too. Santa Maria's fall crop is in the beginning stages of production. Growers are reporting labor shortages. That's putting some pressure on production too.

MARKET ALERT

Tomatoes

SUPPLY

GOOD



QUALITY

GOOD

Prices for all Round and Roma Tomatoes continue to trend down this week. Growers out of various areas in the East have reported improved weather conditions this week. Supplies are coming in from California and Mexico as well as local programs around the country are in play too. The combination of improved weather and local programs is currently helping to put some pressure on costing. Cherry and Grapes Tomatoes are taking longer to stabilize due to weather. Prices for Cherry and Grape tomatoes are elevated.

Watermelons

SUPPLY

GOOD



QUALITY

GOOD

Prices for Seeded and Seedless Watermelons are trending down this week. Growers are reporting good supplies and quality as many local programs remain in production around the country. Transportation continues to be a major factor at this time. Securing transportation is a challenge and costs are remain elevated. Please give shipped extra order lead times so they can secure trucks.



MARKET OUTLOOK

Extreme Shallot Shortage

There is an ongoing extreme Shallot shortage with rationing and outages, due to lower planted acreage as a result of Covid-19. We will keep on top of this issue and send updates as they become available.

Tropical Depression Fred

We will continue to monitor Tropical Depression Fred and will update date you if it causes any substantial damage to the growing fields in it's path over the next week.

How viruses are accelerating digitalization

Both ToBRFV and the coronavirus are currently spreading through our sector like wildfire, so if we are to keep both people and plants healthy, we have to change the way we work. For many, this is taking some getting used to. Robotisation and digital support are taking off in a big way. The good news is that this technological (r)evolution also offers new opportunities and benefits.

To protect our plant capital and ourselves from viruses, we are taking strict hygiene measures, limiting access to greenhouses and crops, and keeping our distance from each other. This is directly affecting the way we work. Datalab Head Liesbeth Fijen and Program Manager Technology Nanne Faber know all about that. "It's all about risk management," says Faber. "The Tobamovirus was already making trials harder to evaluate. And then the coronavirus hit us. If you are no longer able to meet up with other people to evaluate crops, you have to come up with an alternative. For example, there are already robot trolleys with cameras riding round in greenhouses and drones flying over trial fields. And there's more to come."

Observing remotely

Take robotisation and digital support, for example. These enable you to evaluate trials remotely and generate data (for example for phenotyping), process it and share it with each other and our clients. To steer this all in the right direction, the Datalab has been working with Breeding and Marketing & Sales to produce the "Observations Without Borders" programme (original title: "Breeding Without Borders"), which received the Enza Zaden Innovation Award in 2020. Faber explains: "Essentially, this boils down to collecting crop data using vision technology, sensors, drones and robots. To make all the data accessible, link it to other existing data flows and present it in a way that will aid decision-making, we needed a smart data platform that brings it all together. A worldwide dashboard for all users at Enza Zaden, providing all the internal and external data you need for efficient decision-making, which you can then share with your customers."

[How viruses are accelerating digitalisation \(enzazaden.com\)](https://enzazaden.com)

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!