

MARKET OUTLOOK



Apples



SUPPLY
FAIR
QUALITY
GOOD

Small sizes remain tight with price firm as schools will be back and taking most of the volume. WA new crop apples are being packed. This will bring a relief to supply vs demand. Next week Bartletts will be packed, very welcome as this year's pear crop was down significantly.

MARKET ALERT

Asparagus



SUPPLY
SHORT
QUALITY
GOOD

Guanajuato production started to slow down due to seasonality. Peru have ramped up their production but will continue to see short supply on larger sizes. Market is extremely active on the bigger sizes due to the short supply. Central Mexico season has ended. Demand exceed supply. Baja to start with limited production mid-September.

Avocados



SUPPLY
GOOD
QUALITY
GOOD

All 4 countries of origin were down in volumes. Peru is past their peak, but there's another few weeks of strong arrivals on-the-water. California is all but done and Colombia is in their off-season. Mexico's projections are increasing with the addition of Jalisco volume, adding a few million pounds a week to its original Michoacán estimates. With only 55.6 Mil lbs. entering the market last week, many are still working through carryover inventory. Demand remains stagnant, and understandably so after many months of unprecedented high avocado prices and current economic inflation concerns. With the USDA adjusting prices, the market is now inverted with 60s demanding more than 48s. Market Outlook – continued stability into September with pricing continuing to narrow between sizes. 48s and larger are expected to stay in abundance for the next several months.

Bananas



SUPPLY
GOOD
QUALITY
GOOD

Banana situation is improving with volume beginning to increase.

MARKET ALERT

Berries



SUPPLY
FAIR
QUALITY
GOOD

Blackberries: Prices for Blackberries are stable this week, but the market remains tight. Growers are expecting Blackberry production to increase in the weeks to come.

Blueberries: Prices for Blueberries are trending up this week. Growers in most areas is reporting a downward trend at production level. Look for continued tight supplies going forward.

Raspberries ALERT: Prices for Raspberries are trending up this week and the market remains tight. Growers are forecasting production to increase during the weeks to come.

MARKET OUTLOOK



Beans



SUPPLY

FAIR

QUALITY

FAIR

Green Beans: East coast green beans production has slow down due to the heat in the northern US regions and transition south. Quality remain an issue due to the heat. West coast production remains stable. Quality is being affected due to the heat along with the short shelf life on finished product.

Snow Peas: Domestic and Mexico supplies are light. Market and prices are trending upward for the next few weeks. Central America production continues to improve.

Broccoli



SUPPLY

GOOD

QUALITY

GOOD

Supplies are steady this week. Market is more active this week. Demand has also increased this week. Market pricing has increased, and we should expect for pricing to continue climbing. (F.O.B pricing for this week \$12.40 - \$13.40)

Brussels Sprouts



SUPPLY

GOOD

QUALITY

GOOD

Supplies continue to be very good this week. Quality has also improved. Demand for Brussel Sprouts is steady. Market pricing will continue to remain steady for a few weeks. (F.O.B pricing for this week \$22.20 - \$23.65)

MARKET ALERT

Cabbages



SUPPLY

GOOD

QUALITY

GOOD

Supplies continue improving this week. Growers are reporting better yields during harvest. Supplies are expected to improve the next few weeks. Expect market pricing to improve for next week. (F.O.B pricing for this week \$16.00 - \$16.78)

Carrots



SUPPLY

GOOD

QUALITY

GOOD

Shippers fulfilling 100% on jumbo carrots now. Availability and quality are good. Some packing out of Salinas and crop looking great.

Cantaloupes



SUPPLY

GOOD

QUALITY

GOOD

Cantaloupe production remains light with jumbo sized. 12/15s are readily available as more volume is hitting the market. Cantaloupe are coming from California and Arizona. Quality and sugar level has remained excellent.

MARKET OUTLOOK

Cauliflower



SUPPLY
GOOD
QUALITY
GOOD

Supplies are steady this week. Market is more active this week. Demand has also increased this week. Market pricing has increased, and we should expect for pricing to continue climbing. (F.O.B pricing for this week \$11.60 - \$12.88)

Celery



SUPPLY
GOOD
QUALITY
GOOD

Supplies continues to be very good for next week. Excellent quality has been reported at this time. Supplies are currently coming from Salinas CA and Santa Maria CA. Expect market pricing to remain steady going into next week. (F.O.B pricing for this week \$9.05 - \$11.25)

MARKET ALERT

Citrus



SUPPLY
FAIR
QUALITY
FAIR

Limes: As new production harvests began, quality continues to be compromised by weather, including consistent rain events paired with high temperatures and humidity. Reported crossings have been elevated, however, there is declined representation of US #1-grade fruit due to low pack-out yields. Fruit is currently representing lighter coloring, decreased shelf life, and increased skin breakdown/styler that typically appears after the fruit is packed and shipped. We do ask customers to notify their QC inspectors of current trends. Good delivery tolerances may be enforced.

Lemons: Domestic lemons are coming from the coastal region in California. Quality is very yellow, soft and has heavy scares, this is normal for this region lemons. Growers are grading as hard as they can and working thru it. This growing region is the only real lemon option for food service and seems to be working both price wise and quality wise. Argentina is arriving to the East and sizes are all 140's and larger Fancy, so not workable for foodservice. Chile has just started to come in but quality this year has been tough, and growers are demanding too much money right now. Mexico production has been delayed until mid-August, drought has suspended the growth timeline. They were scheduled to start mid-July.

Oranges: **ALERT** Valencia and Navels transition is approaching but with not good news. It is almost eminent that California will experience a 3-week gap at the end of September until Navels start on October 20th. We encourage all to possible substitute with another citrus or fruit. Valencia is showing to be 25%-30% down as an industry peaking on smaller fruit. Due to the industry being down this season we are anticipating the market to stay very, very strong all summer. With a high demand we do think the industry will be out of Valencia mid-September and not starting Navels until mid-October, leaving a 3-to-4-week gap on oranges. Chile had a freeze and lost a large % of their late navels which usually come in September and October leaving us unable to depend on them. Florida is hopeful to start first week of October. We are looking into each country to see if there are any other options for Oranges but there may be a gap which we have not seen in past years.

Corn



SUPPLY
FAIR
QUALITY
GOOD

Prices for Corn out of the East & West are trending slightly up this week. Look for supplies to tighten up as we approach the Labor Day holiday. Growers are recommending that orders be booked with extra lead time.

MARKET OUTLOOK



MARKET ALERT

Cucumbers



SUPPLY

FAIR

QUALITY

GOOD

Prices for Slicing Cucumbers are trending up this week. Growers are transitioning from Summer to Fall crops. This is causing some gaps in supplies. Volumes are expected pick up in the weeks to come.

MARKET ALERT

Eggplant



SUPPLY

FAIR

QUALITY

GOOD

Prices for Eggplant are stable this week. Supplies are still inconsistent due to weather. Growers are expecting tight supplies for at least the next couple weeks.

MARKET ALERT

Garlic



SUPPLY

FAIR

QUALITY

GOOD

Domestic garlic continues to remain tight. Harvest started late this season and growers are holding averages to try and minimized company buying heavy early in the season. California just started. Quality is good and the price is high.

Ginger



SUPPLY

FAIR

QUALITY

GOOD

Import Ginger has been getting a little thin due to the increase of overall cost to import.

Grapes



SUPPLY

GOOD

QUALITY

GOOD

Grape availability is looking good at this point. There was an improvement vs. last week. The demand for green grapes continues to be slow and pricing is beginning to reflect that low demand.

MARKET ALERT

Herbs



SUPPLY

GOOD

QUALITY

FAIR

Chervil: Supplies continue to be light with day-to-day availability due to the heat in Mexico and the domestic growing regions.

Cilantro ALERT: Supplies are looking slightly better for this week. Fair quality continues to be reported at this time. Most growers will be shipping out of Salinas CA and Santa Maria CA. Growers are expecting supplies to remain limited for another week. (\$21.00- \$21.48)

MARKET OUTLOOK



Honeydews



SUPPLY
SHORT
QUALITY
GOOD

RADAR Honeydew supplies continues to remain tight. Need to be flexible of sizing at time of loading. California production will remain through mid-October. Quality has been good. Some shippers are encouraging to steer a percentage of their melon business away from honeydew and more into cantaloupe.

MARKET ALERT

Iceberg



SUPPLY
LIMITED
QUALITY
POOR

Supplies will be extremely limited for next week. Overall quality has been reported as only fair to poor on some occasions. Weights will be on the lighter side, not your normal weights. We are experiencing some quality issues at field level due to plant fungus. Yields will be highly impacted by fungus (Fusarium). (F.O.B pricing for this week \$27.50 - \$28.50)

Kale



SUPPLY
GOOD
QUALITY
GOOD

Supplies continue to be very good this week. Demand is down on Green Kale for this week. Good quality has been reported at this time. Supplies should remain steady for a few weeks. Market pricing is improving. (F.O.B pricing for this week (\$10.45 - \$12.65)

MARKET ALERT

Leaf



SUPPLY
FAIR
QUALITY
FAIR

Green & Red Leaf: ALERT (Green Leaf) Supplies will be very light this week. Quality will only be fair with occasional fringe burn and occasional presence of seeder. Warm weather is also creating Heavy Bug Pressure. Market pricing will continue to stay escalated next week. Green leaf supply is limited and quality if fair. Red leaf supply and quality are both fair. (F.O.B pricing for this week \$16.00 - \$25.45)

Romaine: EXTREME ALERT Supplies will be extremely limited this week for Romaine and Romaine Hearts. Overall quality continues to be a challenge. We are seeing the effect of the INSV virus in the Romaine fields. Average weights and only fair to poor quality is to be expected next week. (Romaine pricing for this week \$27.00 - \$27.40) (Romaine Hearts pricing for this week \$31.90 - \$33.88)

Tender Leaf: Supplies continue to be steady going into next week. Demand continues to be good, quality has also been reported as good. Supplies will remain steady for a few weeks. Warm weather is causing some challenges to the tender leaf growers. (F.O.B pricing for this week \$4.65 - \$4.75)

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 OUTLOOK



MARKET ALERT	<u>SUPPLY</u>	Onions are coming out of California, Idaho, and Washington. Quality has been good overall. California will be done or about to finish. Some gapping until the Northwest region can ramp up. Idaho is slowly starting with very tight supply on larger sizes. Quality has been good. Yield for new crop is very concerning. Peak sizing will trend smaller, and yields will be impacted slightly due to the cooler weather and rain in the spring. Oregon and Colorado are expecting to start production after Labor Day.
<u>Onions</u> 	FAIR	
	<u>QUALITY</u>	
	GOOD	
<hr/>		
MARKET ALERT	<u>SUPPLY</u>	EXTREME ALERT Supplies will be extremely short this week. Market pricing will continue to be escalated going into next week. Green onions are coming from Mexico. Growers in Mexico are experiencing extreme limited supplies due to young plants dying due to extreme heat conditions.
<u>Onions Green</u> 	LIMITED	
	<u>QUALITY</u>	
	FAIR	
<hr/>		
<u>Pears</u>	<u>SUPPLY</u>	The Pacific NW organic pear crop looks promising, as estimates point to an increase in volume over last year. Most organic varieties are seeing volume increases, which is welcome in a year where much of northwest tree fruit volume has been down. Sizing is looking to be two sizes smaller this year on summer pears (red and green Bartlett and Starkrimson). The whole NW pear crop is estimated to be slightly up year-over-year, further strengthening the organic pear category. The crop will continue harvesting through October and into early November, pending geography and variety.
	GOOD	
	<u>QUALITY</u>	
	GOOD	
<hr/>		
MARKET ALERT	<u>SUPPLY</u>	ALERT (Red & Yellow) Prices for Green Bell Peppers is trending down this week. Red Bell Peppers is trending up and Yellow Bell Pepper prices are stable. Availability on Bell Peppers is pretty much Weather driven right now. Expect gaps from areas impacted by rain.
<u>Peppers Bell</u> 	GOOD	
	<u>QUALITY</u>	
	GOOD	
<hr/>		
MARKET ALERT	<u>SUPPLY</u>	Prices for Chili Peppers are mixed this week. Serrano and Anaheim Peppers are extremely tight right now. Supplies remain tight out of the Northeast. Mexico has managed to keep up with demands but is facing supply gaps due to rains. Expect tight supplies during the weeks to come.
<u>Peppers Chili</u> 	FAIR	
	<u>QUALITY</u>	
	FAIR	
<hr/>		
<u>Pineapples</u>	<u>SUPPLY</u>	We are still feeling the effects of the Natural Flowering portion of the year, which gives us a higher % of smaller fruit. Couple that with the effects of La Nina and the results are not favorable. The volume on 5cts and 6cts are limited and to ensure supply, would suggest that all customers move to 7s or 8s to get product. This situation will go on for the next few weeks. This will be the case for all grower shippers of pineapple from Costa Rica.
	FAIR	
	<u>QUALITY</u>	
	GOOD	

MARKET OUTLOOK

MARKET ALERT

Potatoes



SUPPLY
LIMITED
QUALITY
FAIR

EXTREME ALERT The potato market continues to be extremely short. First suppliers started harvest but many will not start for another week. Yields on early harvested potatoes are down. Number of acres planted in Idaho is down from last season. Extremely short supply on all sizes and grades with even #2s in the \$30 FOB market range. This is affecting precut potatoes as well.

MARKET ALERT

Squash



SUPPLY
FAIR
QUALITY
FAIR

Prices for Yellow and Zucchini Squash are trending up this week. Growers are in transitioning from Summer to Fall Crops. Growers out of the Northeast have been fighting quality issues associated with rain. Supplies out of the West are tight too.

MARKET ALERT

Strawberries



SUPPLY
FAIR
QUALITY
FAIR

Prices for Strawberries trending down this week. Growers are still reporting tight supplies as expected for this time of year. Some growers are noting some quality issues in the fields that's resulting in a lot of product loss at the time of harvesting. Look for tight supplies for the next few weeks or until new fall crops come online.

Tomatoes



SUPPLY
FAIR
QUALITY
GOOD

Prices for Tomatoes are trending up this week. Many growers are transitioning from Summer to Fall crops and that's causing gaps in availability. Roma's are being impacted by rains in the Northeast and Mexico.

Watermelons



SUPPLY
FAIR
QUALITY
GOOD

Supplies on Seedless and minis. Light supplies are coming from California, Indiana, and North Carolina. Arizona is starting up. Supplies are expecting to get better out of Oregon and Washington.



MARKET OUTLOOK

2022 Washington apple crop estimate dips 11.1% from 2021 crop output

By **TOM KARST** August 15, 2022

The Washington fresh apple crop is projected at 108.7 million standard 40-pound boxes, an 11.1% decrease from 2021's 122.3 million boxes, according to the Washington State Tree Fruit Association.

"We are pleased with the size of the harvest, particularly in the face of a long, cold spring," Jon DeVaney, president of the association, said in a news release. "Growing seasons are never the same, and currently, many WSTFA members are still evaluating the impact of prolonged cold weather and ongoing crop development. Weather is always a factor, and some varieties still have several months of growth ahead. However, our members are to be congratulated for once again managing this uncertainty to deliver a strong harvest for the benefit of our state, country and, ultimately, the world."

Despite the overall crop decline, emerging varieties and organic production continue to grow in importance as a share of the overall crop, reflecting increased consumer preference, according to the release.

The organic forecast for 2022 is 14.4 million boxes, or 13% of the total harvest, according to the release. Not all organic production is packed and marketed as organic, though.

The estimate shows that five popular apple varieties make up the majority of the harvest.

Gala leads production at 20% of overall fresh volume, with red delicious and Honeycrisp each projected at 14%, according to the release. Granny smith volume is projected at 13.4%, with fuji at 12.7% of total production.

Cosmic Crisp, a proprietary varietal grown only in Washington, continues to grow in its share of the total crop, according to the release. This year, Cosmic Crisp is 4.6% of the harvest, up from 3.2% last year.

"The strong harvest estimate for these varieties, which have been popular with domestic and international consumers, is good news," DeVaney said in the release. "Apples are synonymous with Washington state, and our members are set to deliver another year of high-quality and delicious fruit."

About 30% of the Washington apple crop is exported, with the state's apples sold in over 40 countries, according to the release. Apples represented 20% of Washington's farm-gate agricultural value in 2020, the release said.

The apple harvest estimate is based on a survey of WSTFA members and represents the best forecast of the total volume of apples that will eventually be packed and sold on the fresh market (excluding produce sent to processors). Apple harvest typically begins in August and continues into November, and as a result, this forecast is still subject to several months of variable weather, which can affect the final harvest total, according to the release.

The USDA reports average fob prices for conventional Washington apples averaged \$27.75 per carton in August this year, up from \$27.35 per carton in July but down slightly from \$30.38 per carton in August 2021.

For full article: <https://www.thepacker.com/news/produce-crops/2022-washington-apple-crop-estimate-dips-11-2021-crop-output>

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