



# MARKET OUTLOOK



## Apples



SUPPLY  
FAIR  
QUALITY  
GOOD

The guesstimate for the Washington Apple Crop came out at 108,700,000 which is 11.1% less than last season. This does include Organics. Conventional only – the State is 12% down so basically the shrink is in Conventional where Organics are down slightly. Galas are not growing so peak sizes look to be 113/125 then 100cts. 88ct Galas are going to be extremely tight and very expensive all year. It's very important to move 88ct into 100ct (only 1/4 size difference). There can be significant price difference between. The other varieties are too early to tell the size profile because a lot can happen between now and harvest. The unknown factor is how Michigan, NY and PA will affect movement out of Washington.

## Asparagus



SUPPLY  
FAIR  
QUALITY  
GOOD

Baja and Peru production has continued to increase every week. Starting to see some bigger sizes as more southern fields start to open but supply on larger sizes is still tight. Standard size is holding steady. Market is less active on the smaller sizes while the bigger sizes continue to be active.

## 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  
FAIR

**Blackberries:** Prices for Blackberries is trending down this week. Production out of California is being impacted by heat. Growers are facing some challenges with quality too. Mexico is working through tropical storm related rain. Look for uneven markets during the next few weeks.

**Blueberries:** Prices for Blueberries are stable this week. Production out of Mexico is forecasted to increase during the weeks to come. Peru is in play too. Production out of the Northwest is winding down.

**Raspberries:** **ALERT** Prices for Raspberries are trending down this week. Production out of California is transiting to the fall crop. Heat is impacting production out of CA too. Mexico is working through tropical storm related rains.

# MARKET OUTLOOK

**MARKET ALERT**

**Beans**



SUPPLY

FAIR

QUALITY

FAIR

**Green Beans:** **ALERT** Production has improved but still seeing quality issue due to weather. Availability continues to be day to day on both coasts.

**Snow Peas:** Domestic and Mexico supplies are steady with good quality while production and quality continues to be an issue from Guatemala.

**MARKET ALERT**

**Broccoli**



SUPPLY

FAIR

QUALITY

FAIR

Supplies continue to be light this week. Market is more active. Demand has also increased. Market pricing has increased, and we should expect for pricing to continue climbing going into next week. (F.O.B pricing for this week \$20.35 - \$21.38)

**Brussels Sprouts**



SUPPLY

GOOD

QUALITY

GOOD

Supplies continue to be good this week. Quality has also good. Demand for Brussel Sprouts is steady. Market pricing will continue to remain the same for a few weeks. (F.O.B pricing for this week \$21.45 - \$23.75)

**Cabbages**



SUPPLY

GOOD

QUALITY

GOOD

Supplies continue to improve. Growers are reporting better yields during harvest. Supplies are expected to improve the next few weeks. Expect market pricing to escalate going into next week. (F.O.B pricing for this week \$15.45 - \$16.45)

**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

The excessive high temperatures (110-115) that California experienced last week has caused limited daily harvest which resulted in reduced volume. This caused the market to spike higher on 9/12s from their season lows. This is the start of the normal seasonal decline with lower daily pack-outs expected for the remainder of the season. With the current steady production, markets will remain very active and pricing to remain strong. Cantaloupe sizing is an even spread between 9s and 12s. Jumbo is mostly non-existent. Brix levels are currently in the 12-14% range which is still at an optimal level.

# MARKET OUTLOOK



## Cauliflower



SUPPLY  
FAIR  
QUALITY  
GOOD

Supplies are light this week. Market is more active. There is a higher demand for Cauliflower this week. Market pricing has increased, and we should expect for pricing to continue climbing going into next week. (F.O.B pricing for this week \$17.13 - \$17.88)

## Celery



SUPPLY  
GOOD  
QUALITY  
GOOD

Supplies will be steady 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 \$10.10 - \$13.40)

## MARKET ALERT

## Citrus



SUPPLY  
FAIR  
QUALITY  
FAIR

**Limes: ALERT** The market continues to strengthen and prices are climbing. Coloring and overall shelf life are beginning to improve as the new crop is harvested. However, conditional defects in the form of styler end breakdown and oil spots continue to impact the fruit due to inclement weather, including consistent rain events paired with high temperatures and humidity. We should see total improvement within the next three weeks. The crop is currently peaking on small fruit – large sizes are scarce. As always, the Vision Import Group team will do our best mitigate any quality concerns upon loading. However, we do ask customers to notify their QC inspectors of current trends. *Good delivery tolerances may be enforced.*

**Lemons:** D3 is expected to start in a few weeks with limited volumes to start. The overall crop set is lighter this season in D1 but we have a bunch of new plantings. This will put our volume about 15-20% more than last season. In most years new trees produce large lemons but with the lack of water it is looking to be more of 140/115 peak this season. The overall fruit quality looks good, seeing good shape and texture so far.

**Oranges: ALERT (CA Oranges)** There will be a gap on California oranges this season as Valencia's is expecting to be done the last week of September and domestic navels starting October 20<sup>th</sup> if color and brix testing is allowed. Florida is expected to start the first week of October. Looking to be about 15% less than a normal year but is not terrible and can help to keep the market strong. Right now, fruit in the field is small, heavy to 88's and smaller. Due to the high heat and lack of water, it is not growing right now. Fruit size will come once there are some rains, but it's hard to say when. 72's and larger will be tight until mid- to the end of December. Something to keep in mind, FL can start running Navels October 10<sup>th</sup> if there is a market for them. Sizing could be 56/48/64's, which may be a great option if California has a lack of large sizes in the front side of the season. The late Navel crop is light as an industry, which could possibly be a short season.

## Corn



SUPPLY  
FAIR  
QUALITY  
GOOD

Prices for Corn is mixed this week. Supplies are uneven due to rain and heat. Supplies are generally on the tighter side this time of year.

# MARKET OUTLOOK



## Cucumbers



### SUPPLY

GOOD

### QUALITY

GOOD

Prices for Cucumbers are trending up this week. Production out of the East is still transiting from Summer to Fall crops. Growers are reporting decent supplies and good quality. Mexico is working through rain. That's tightening up the market a bit.

### MARKET ALERT

## Eggplant



### SUPPLY

FAIR

### QUALITY

GOOD

Prices for Eggplant are stable this week. Eastern production is transitioning from the North and working its way South. Georgia is just starting to ship Eggplant. Supplies are a bit tighter out of the West as they work through Production Transitions and Heat.

### 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. 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.

## Herbs



### SUPPLY

GOOD

### QUALITY

FAIR

**Basil:** Colombia production and quality continues to be an issue due to all the rain. Rain is expected for another week. Quality out of Mexico is good.

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

**Cilantro:** Supplies are steady this week. Quality will only be fair going into next week. Most growers will be shipping out of Salinas CA and Santa Maria CA. Growers are expecting for supplies to continue improving. (\$16.58- \$18.65)

# MARKET OUTLOOK



## Honeydews



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

**RADAR** Honeydews remain tight especially on the larger sizes currently. There does not appear to be any relief in sight until possibly when the Mexican deal starts crossing in mid-October. California production will remain here through mid-October before transitioning back to Yuma. Plantings continue in Guatemala with first cantaloupe arrivals expected to hit Florida the week of November 7<sup>th</sup>.

**MARKET ALERT**

## Iceberg



**SUPPLY**  
LIMITED  
**QUALITY**  
POOR

Supplies continue to be extremely limited for next week. Overall quality has been reported as only fair at this time. Weights are expected to be light. We are experiencing some quality issues at field level due to plant fungus and warm weather. Yields will be highly impacted by fungus (Fusarium). (F.O.B pricing for this week \$28.55 - \$29.55)

## 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**  
LIMITED  
**QUALITY**  
FAIR

**Green & Red Leaf: EXTREME ALERT (Green Leaf)** Supplies will be very light for next week. Quality will only be fair with signs of fringe burn and occasional presence of seeder. Warm weather continues in Salinas, we will continue to see Heavy Bug Pressure. Market pricing will continue to stay escalated going into next week. (Green Leaf F.O.B pricing for this week \$28.50 - \$30.15)(Red Leaf F.O.B pricing for this week \$16.78 - \$17.15)

**Romaine: ALERT** Supplies will continue to be extremely limited for next week. Overall quality continues to be a challenge. We are seeing the effect of the INSV virus in the Romaine fields. Carton weights will be light. (Romaine pricing for this week \$27.50- \$28.50) (Romaine Hearts pricing for this week \$33.25 - \$35.48)

**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. Experiencing some warm weather may cause some future quality issues with baby tender greens. (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



## Onions



SUPPLY  
FAIR  
QUALITY  
GOOD

Onions are coming out of Idaho, Oregon, Utah, and Washington. All sizes and colors are available. Quality has been good. Canada, New York, Michigan, and Wisconsin will be starting soon. Some growers in Washington have already started moving onions into storage. Market is holding steady. Demand is good. Colorado has started with limited availability, with better volume next week.

**MARKET ALERT**

## Onions Green



SUPPLY  
SHORT  
QUALITY  
FAIR

**EXTREME ALERT** Supplies continue to 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 caused by an extreme heat wave that lasted two weeks. Shortage of labor is also adding to limited harvest affecting supplies. (F.O.B pricing for this week \$48.25- \$50.45)

## Pears



SUPPLY  
GOOD  
QUALITY  
GOOD

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.

**MARKET ALERT**

## Peppers Bell



SUPPLY  
GOOD  
QUALITY  
GOOD

**ALERT (Red & Yellow)** Prices for Green and Red Bell Peppers are trending up this week. Prices for Yellow Bell Pepper prices are mostly stable. Rain and growing transitions from Summer to Fall crops has reduced supplies. Look for improved availability as we move forward.

**MARKET ALERT**

## Peppers Chili



SUPPLY  
FAIR  
QUALITY  
FAIR

Prices for Chili Peppers are mostly stable with an upward bias this week. Production out of the East is snug due to transitions from Summer to Fall Crops. Mexico is working through major tropical storm related rain events. Expect tight supplies and possible quality challenges during the weeks to come.

## Pineapples



SUPPLY  
FAIR  
QUALITY  
GOOD

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.

# MARKET OUTLOOK

## MARKET ALERT

### Potatoes



SUPPLY  
LIMITED  
QUALITY  
FAIR

**EXTREME ALERT** Smaller potatoes dropped this week 80s-120s are in the teens. Big potatoes are still extremely high and tight, recommend flexing size to smaller size as we work through harvest to see final bell curve and size profile.

### Squash



SUPPLY  
GOOD  
QUALITY  
FAIR

Prices for Yellow and Zucchini Squash is trending down this week. Supplies out of the East continue to pick up. Even Georgia is starting to ship Squash. The market out West is tighter than the East. California is working through a heat event.

### Strawberries



SUPPLY  
FAIR  
QUALITY  
FAIR

Prices for Strawberries is trending down this week. Heat in California is causing challenges with production. Growers are working through some heat related excess inventories due to the fruit coming on sooner than expected. Growers are expecting the market to tighten up during the weeks to come. Please check all arrivals with extra care due to possible heat related quality challenges.

### Tomatoes



SUPPLY  
FAIR  
QUALITY  
FAIR

Prices for 20 lb and 25 lb Rounds are trending down this week and remain elevated. Prices for all other tomatoes are trending up. Supplies are currently tight on Rounds due to transitions from Summer to Fall crops. Heat and Rain is impacting quality and supplies too. Mexico is working through a major tropical storm related rain event. Expect markets to be on the tighter side until the impact of the rains is worked through.

### Watermelons



SUPPLY  
FAIR  
QUALITY  
GOOD

Supplies on Seedless and minis continue to be a little tight. Light supplies are coming from Delaware, Indiana, and North Carolina. Arizona, California, and Washington are starting with light supplies. Mexico is starting up for fall.



# MARKET OUTLOOK

## Restaurant sales growth rebounds, posting best month since March

Growth is likely due to an increase in consumer confidence, Black Box Intelligence reports

[Black Box Intelligence](#) | Sep 16, 2022

How did the restaurant industry perform in August 2022? Restaurant sales and traffic growth rebounded last month thanks in large part to an increase in consumer confidence. The Consumer Confidence Index reported an uptick in August, following three consecutive monthly declines. A drop in gas prices combined with a more positive short-term outlook for income, business, and the labor market were all contributing factors. The improvement in confidence may also support overall spending habits in the near future. However, confidence will be offset by additional rate hikes and inflation (even with easing).

*All growth numbers are year-over-year unless specified. Best and worst performing region, segment and cuisine is based on same-store sales growth.*

### High prices, large check growth fuels increase in sales despite declines in traffic

Restaurant same-store sales growth was +5.3% for August — the strongest same-store sales growth since March and a significant increase of 4.6 percentage points over July 2022's growth rate. Black Box Intelligence has been reporting a consistent decline in same-store sales growth, culminating in July with sales only growing by +0.7% — the lowest in over a year. To further put this month's rebound into context, March 2022 posted stronger year-over-year sales and traffic growth numbers because the industry was still lapping over months that were impacted by the pandemic.

Same-store traffic growth for the restaurant industry was -1.9% in August. Although this represents a strong 3.2 percentage point rebound from July's numbers, the sobering fact remains that it is the sixth consecutive month of year-over-year declines in guest count. This month's strong sales numbers and weak guest counts demonstrate exactly what happens when larger check growth (due to large price increases that passed onto consumers) is the primary reason for higher sales.

August's upturn in sales was widespread throughout the industry, with all segments experiencing an improvement in year-over-year same-store sales growth. Reporting the biggest acceleration in sales were the full-service segments. The segment with the largest growth was fine-dining, followed by upscale casual, and then casual dining.

### Off-premises dining may play a bigger role, but reviews paint a complex picture

Black Box Guest Intelligence data confirms that customers opt for off-premises options, including take-out and delivery, more now than they did prior to the pandemic. This trend in off-premises dining almost certainly ballooned as a reaction to the COVID-19 lockdown, but is now established and should be considered a commonplace option for customers and a revenue center for the operational side of the business.

Yet, customer habits don't always translate to customer approval or glowing reviews. Even though customers are choosing the off-premises dining option more often, they aren't necessarily satisfied. Q2 2022 net sentiment for off-premises dining was negative across all segments. Of the guests who described their off-premises experiences during the quarter, a larger percentage of reviews expressed a negative sentiment. Full-service segments received a -12% net sentiment score; while limited-service segments scored -33%. The Full-service segment appears to have a firmer grip on off-premises dining than its limited-service counterpart. Yet when comparing in-store against off-premises performance for full-service, net sentiment was a significant 64 points higher than its off-premises score.

What accounts for the stark disparity between on-and off-premises dining sentiment within the full-service segment? For one: food. Guests mentioned "food" as often for both on-and off-premises channels. Yet, the dip in average star rating is substantial. Among reviews for full-service restaurants, on-premises food has a rating of 4.0. The off-premises dining channel received a 2.9 rating.

Other factors contributing to...

[For full article: https://www.nrn.com/finance/restaurant-sales-growth-rebounds-posting-best-month-march](https://www.nrn.com/finance/restaurant-sales-growth-rebounds-posting-best-month-march)

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