



# 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

Mexico and Peruvian production have increased. Starting to see bigger size from Mexico as production has gotten better. Market is less active on smaller size.

## Avocados



SUPPLY  
GOOD  
QUALITY  
GOOD

Avocados from California and Colombia are about done. Peru is wrapping up their season for the US market. Mexico had a holiday last week along with an earthquake which cause some delays in harvesting. Volume crossing was a little light, but supplies has exceeds demand causing field price to steadily decreasing. Size curved is 48s/60s/70s/80s with limited availability on 40s or larger. Market is beginning to shift from Peru back to Mexico, which could cause a pricing pressure on 48s and larger in the coming weeks.

## Bananas



SUPPLY  
GOOD  
QUALITY  
GOOD

Banana situation is improving with volume beginning to increase.

## Berries



SUPPLY  
FAIR  
QUALITY  
FAIR

**Blackberries:** Prices for Blackberries are trending slightly down this week. Production out of Oregon is coming to an end. Mexico is working its way through wind and rain. It's recommended to keep turns tight and monitor fruit for quality issues often.

**Blueberries:** Prices for Blueberries are stable this week. Production out of Michigan is coming off for the season. Mexico and Peru are more in play. Supplies are expected to tighten up in the weeks to come.

**Raspberries:** Prices for Raspberries are trending down this week. Production out of Mexico is recovering from wind and rain. Growers are forecasting stable supplies for the next few weeks.

# MARKET OUTLOOK



**MARKET ALERT**

**Beans**



SUPPLY

FAIR

QUALITY

FAIR

**Green Beans:** **ALERT** Production and quality has improved in the East Coast. Availability continues to be day to day on the West Coast along with some quality issue.

**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

POOR

Supplies continue to be limited this week. Market is more active. Demand has increased. Excess rains and Hot weather is causing Pin Rot in the Broccoli. Market pricing is expected to increase, and we should expect for pricing to continue climbing going into next week. (F.O.B pricing for this week \$17.20 - \$18.20)

**Brussels Sprouts**



SUPPLY

GOOD

QUALITY

FAIR

Supplies continue to be good this week. Quality will only be fair this week, weather conditions in CA has caused some mildew. 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 \$19.65 - \$21.95)

**Cabbages**



SUPPLY

GOOD

QUALITY

GOOD

Supplies will be fair going into next week. Growers are reporting lower yields during this week's harvest. Rains and extreme hot weather have caused some issues with yields. Expect market pricing to escalate going into next week. (F.O.B pricing for this week \$20.15 - \$21.50)

**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

Production has been delayed for a couple of days in California due to the rain. Sizing should remain in the 9/12s range. Very few jumbos. Yuma and Phoenix is expected to start around mid-October.

# MARKET OUTLOOK

**MARKET ALERT**

**Cauliflower**



SUPPLY  
LIMITED  
QUALITY  
POOR

Supplies are extremely light this week. Market is more active. There is a higher demand for Cauliflower this week. Excess rains and Hot weather is causing Pin Rot in the Cauliflower. Market pricing has increased, and we should expect for pricing to continue climbing going into next week. (F.O.B pricing for this week \$20.53 - \$21.65)

**Celery**



SUPPLY  
GOOD  
QUALITY  
FAIR

Supplies are steady going into next week. Quality has been reported as only fair at this time due to hot days and rain. Supplies are currently coming from Salinas CA and Santa Maria CA. Expect market pricing to escalate going into next week. (F.O.B pricing for this week \$10.25 - \$11.10)

**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.

**MARKET ALERT**

**Corn**



SUPPLY  
FAIR  
QUALITY  
GOOD

Prices for corn are trending up this week out of the East and West. Prices out of the West are extremely elevated. Production out of the West has been impacted by heat. Production out of the East is transiting to the South. Supplies will be hit and miss for the next few weeks.

# MARKET OUTLOOK



**MARKET ALERT**

**Cucumbers**



SUPPLY  
GOOD  
QUALITY  
GOOD

**Slicing:** Prices for Slicing Cucumbers are trending up this week. Growers out of the East are transiting to fall crops and working their way South. Production out of Mexico has been impacted by rain. Look for the market to be somewhat tight for the next few weeks.

**English & Persian: EXTREME—FORCE MAJEURE** Prices for English and Persian Cucumbers are trending up this week. We're getting reports from Growers that production for English and Persian Cucumbers were drastically impacted by disease in Canada. Production out of Mexico has been reduced by rain. Growers were looking for prices to come off a bit this week but that never materialized. Look for the markets to be elevated for the unforeseen future. Supply is Poor and Quality is Fair.

**MARKET ALERT**

**Eggplant**



SUPPLY  
FAIR  
QUALITY  
GOOD

Prices for Eggplant are trending down this week but are still elevated. 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 minimize company buying heavy early in the season. Quality is good and the price is high.

**Ginger**



SUPPLY  
FAIR  
QUALITY  
GOOD

Import Ginger continues getting a little thin due to the increase of overall cost to import and some delay at port.

**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 OUTLOOK



## Herbs



**SUPPLY**  
GOOD  
**QUALITY**  
FAIR

**Basil:** Colombia production and quality continues to be an issue due to all the rain. 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:** **ALERT** Supplies will be limited this week. Quality will only be fair going into next week. Most growers will be shipping out of Salinas CA and Santa Maria CA. Recent rains followed by extreme hot weather has affected yields. (\$23.78- \$24.65)

## Honeydews



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

**RADAR** Honeydews remain tight. There does not appear to be any relief in sight until possibly when the Mexican deal starts crossing in mid-October. Sizing are mostly 5-6s. 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 short 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. Rains is causing some quality issues at field level and also in finished processed product. Yields will be highly impacted by fungus (Fusarium). (F.O.B pricing for this week \$30.88 - \$31.88)

## 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 extremely short for next week. Quality will only be fair with signs of fringe burn and occasional presence of seeder. Warm weather and rain has affected yields and quality issues at field level. Market pricing will continue to stay escalated going into next week. (Green Leaf F.O.B pricing for this week \$37.11 - \$38.45) (Red Leaf F.O.B pricing for this week \$18.55-19.65)

**Romaine:** **ALERT** Supplies will continue to be extremely limited for next week. Overall quality continues to be a challenge. We continue fighting virus in the Romaine fields. Rain and hot weather have created multiple quality issues greatly affecting yields. Carton weights will be light. (Romaine pricing for this week \$29.00- \$29.80) (Romaine Hearts pricing for this week \$34.78 - \$36.78)

**Tender Leaf:** Supplies continue to be steady going into next week. Demand continues to be good; quality has been reported as fair for now. Supplies will remain steady for a few weeks. Experiencing some rains and warm weather may cause some future quality issues with baby tender greens such as mildew. (F.O.B pricing for this week \$4.65 - \$4.75)

# MARKET OUTLOOK



|  |                |  |
|--|----------------|--|
| <b>MARKET ALERT</b>  | <u>SUPPLY</u>  | <b>Shitake Mushrooms:</b> 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.   |
| <u>Mushrooms</u>   | SHORT          |  |
|    | <u>QUALITY</u> | 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.   |
|  | FAIR           |  |
| <hr/>  |                |  |
| <u>Onions</u>  | <u>SUPPLY</u>  | Onions are coming out of Colorado, Idaho, North Dakota, Oregon, Utah, and Washington. All sizes and colors are available. Quality has been good. Market is holding steady. Demand has dropped.   |
|    | FAIR           |  |
|  | <u>QUALITY</u> |  |
|  | GOOD           |  |
| <hr/>  |                |  |
| <b>MARKET ALERT</b>  | <u>SUPPLY</u>  | <b>EXTREME ALERT</b> 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 in late July. Shortage of labor is also adding to limited harvest affecting supplies. (F.O.B pricing for this week \$55.00- \$56.00)  |
| <u>Onions Green</u>  | SHORT          |  |
|  | <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/>  |                |  |
| <b>MARKET ALERT</b>  | <u>SUPPLY</u>  | <b>ALERT (Red &amp; Yellow)</b> Prices for Green, Red and Yellow Bell Peppers are trending slightly down this week. Production out of the Northeast is coming to their usual seasonal end. Georgia is packing out good volumes. Florida is forecasted to start in weeks 2 or 3 of November. Color peppers have been impacted by disease in Canada and wind/rain in Mexico.   |
| <u>Peppers Bell</u>  | GOOD           |  |
|  | <u>QUALITY</u> |  |
|  | GOOD           |  |
| <hr/>  |                |  |
| <b>MARKET ALERT</b>  | <u>SUPPLY</u>  | Prices for Chili Peppers are mostly stable this week, but prices mostly remain elevated. Production out of the East is in transition and is working its way South. Tropical storms and Hurricanes will be a factor going forward. Mexico is working through Hurricane Kay's challenges. They're facing challenges with wind damaged fruit. This includes Tomatillos.   |
| <u>Peppers Chili</u>   | FAIR           |  |
|  | <u>QUALITY</u> |  |
|  | FAIR           |  |

# MARKET OUTLOOK

## 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 ALERT

## Potatoes



SUPPLY  
LIMITED  
QUALITY  
FAIR

**EXTREME ALERT** Potatoes has started early in Colorado compared to previous seasons. Quality is nice. Prices for potatoes are trending down on smaller sizes. Big potatoes are still high and tight, recommend flexing size to smaller size.

## Squash



SUPPLY  
GOOD  
QUALITY  
FAIR

Prices for Yellow and Zucchini Squash is trending down this week. Growers are reporting good volumes from all over the East Coast. Production will come to an end in the North and will work its way South in the weeks to come. California is producing good numbers. Mexico will ramp up their fall crop during the next few weeks.

### MARKET ALERT

## Strawberries



SUPPLY  
FAIR  
QUALITY  
FAIR

Prices for Strawberries are trending up this week. California received a lot of rain earlier this week. Areas in Santa Maria received 2 inches, Watsonville & Salinas received around 1 inch. Growers have been waiting for the fields to dry. The next step is to work through rain related damaged fruit. It's recommended that arrivals be checked for quality issues. Fruit needs to be turned asap.

### MARKET ALERT

## Tomatoes



SUPPLY  
FAIR  
QUALITY  
FAIR

Prices for 20 & 25 lb Round tomatoes are trending down this week. Prices for Grapes, Cherries and Roma are trending up. Growers out of the East are working through challenges due to rain. California's production has been impacted by heat. Growers are transiting to new fields in Mexico.

## 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 out of Edinburg and Nogales for fall.



# MARKET OUTLOOK

## Is the End of Expiration Dates Upon Us?

ZACK JOHNSTON | SEPTEMBER 8, 2022

There are some sure-fire ways to determine when food in the fridge or the pantry has reached its max shelf life. Discoloration or signs of mold can be a clear sign, for example. When in doubt, the old-fashioned smell test has been tried and true.

However, the method most turn to is simply to check the date printed on packaging.

But, with confusion around word choices and issues surrounding food waste and food insecurity, it could be time to rethink that approach.

Major grocery stores throughout the U.K. announced plans underway to scrap the expiration dates from certain perishable goods altogether in an effort to reduce waste. Consumers are encouraged to be more intentional with their shopping and to rely on their better judgment before assuming certain foods are ready to be thrown out.

According to Bloomberg, “Asda, Co-Op, Morrisons, Waitrose, Tesco Plc and Marks & Spencer Group Plc have all announced a total or partial scrapping of their traditional ‘best before’ and ‘use by’ dates on certain products, in some cases shifting to scannable codes that store staff can monitor to cull expired items.”

### ASSESSING THE ISSUE IN THE U.S.

Wasteful food habits and a lack of clarity on expiration dates aren’t limited to Europe; it’s a concern around the world. British households waste approximately a third of all purchased food items, culminating in an estimated 6.7 million tonnes of food each year, according to Fast Company.

The U.S. is in a similar position.

The U.S. wastes an estimated \$161 billion worth of food each year. Uncertainty around expiration dates leads to about 20% of food waste in the home, according to a 2019 report from the Food and Drug Administration.

In response to this, the FDA also put out a letter that same year urging food companies to implement a more standard “best if used by” label for items that are safe to consume even after they lose their freshness, but is it the labeling that causes the problem altogether?

### CREATING CONFUSION?

Many consumers are quick to toss out anything that has exceeded the date provided out of an abundance of caution. Whether it be “best by,” “use by,” “sell by” or any other variation, food expiration dates are commonly viewed as a precise point-of-no-return.

The simple truth is that many of the dates printed on food packaging are not the point at which the food becomes unsafe, but rather, when the freshness and quality of the product can no longer be guaranteed.

Matthew Taylor is a senior manager of consulting for the National Sanitation Foundation’s global food division, and he laid out some of the key differences that are lost on some consumers.

### DEFINING TERMS

“A ‘use by’ date is about food safety and is the most important date to stick by – this applies to foods such as meat products and ready-to-eat salads. ‘Best before’ dates are about quality and not ...

*For full article: <https://foodinstitute.com/focus/is-the-end-of-expiration-dates-upon-us/>*

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