



Weekly Market Report

April 25, 2022

Watch out! Important updates on these items.

Freight Rates — Demand for TX capacity is cooling off but Southwest freight rates are starting to climb and will continue to do so for the next couple of weeks in anticipation for Cinco De Mayo and Mother's Day. PNW and West Coast markets remain relatively calm for the time being.

- **Avocados:** Today, the U.S. market is undersupplied when compared to its potential for sales opportunities as we head into the summer months, when consumer demand historically increases. Though avocados from California and Mexico are both available, their combined volume is insufficient. Current pricing for Mexican avocados is fueled by an 8% decrease in production from the previous year, and a robust national market in Mexico. As Mexico's late-season crop nears, good quality is becoming less available; another market driver as growers understand this and want more money for their remaining good crops that meet the strict quality specifications of U.S. receivers. Growers also see that their demand for more money is not slowing demand for fruit from those looking to secure supply. The impact from Mexico is carrying over into California groves with daily field quotes increasing from California packers needing fruit to fill customer requests. High pricing brings fruit ahead of schedule, leading many to believe that this year's California crop will reach a sooner than anticipated completion date, possibly by late July, if this pace continues. Labor shortages and increased input costs associated with growing avocados are why growers are expediting their harvests to ensure an efficient season. **All codes, sizes and grades will see much higher pricing.**
- **Bananas:** Banana and plantain supplies and pricing are steady this week.
- **Brussels Sprouts:** Markets remain high with very limited supplies. Quality will be fair with elongated shape and light color.
- **Corn:** Supplies are steady out of Florida.
- **Herbs:** All herb harvests remain fairly consistent at this time.
- **Limes:** The market continues to represent elevated trends as supplies remain limited. Large fruit is extremely scarce, currently accounting for only approx. 10-15% of total yields. It is expected to remain tight until potentially the beginning of June. We highly recommend considering altering your spec during this time from a pricing/availability standpoint. The fruit is unable to obtain appropriate sizing and yields due to lack of rain paired with frequent harvesting to take advantage of high market costs. Smaller fruit is seeing a decrease in price. Quality is expected to be inferior during next crop cycle due to lack of rain leading to light green color. Demand trends will dictate the velocity of further cost shifts. During this time, please plan supply in advance and be cognizant of frequent price changes and availability shortages.
- **Melons:** **Cantaloupe** markets remain high as "offshore" production winds down and Mexico is just getting started. **Honeydew** markets are still high but Mexico has started and we should see improved supplies. Florida production has started and quality has been very good. Prices are improving.
- **Onions:** Texas and Mexico onions are in-house. Mexican onions will be done in a week or two. Pricing has come off slightly and quality is good. Expect flakier outer layers due to growing conditions for Mexico, Texas and California onions. **Peruvian Sweet onions** now in stock. **Vidalia Onions are in stock now ONI50.**
- **Parsnips:** Availability has improved. Pricing remains high due to scarcity. Canadian and US product in house.
- **Peppers:** **Green peppers** markets remain high. Very limited supplies are expected for several weeks. **Hot house** markets are higher. Red, yellow and mini sweet supplies are better and pricing may ease in coming week.
- **Potatoes:** **Norkotah and Burbanks** in-house (more Norkotah than Burbank). Expect Norkotahs to start running out end of April. 120ct-100ct good supply steady pricing, 90ct-60ct tighter supply and elevated price. 50ct-40ct good supply steady pricing. Freight has come off some in the region but remains higher than previous years at this time. **Reds and Yukon's** will be coming from Canada and Florida new crop. **White A and C potatoes** are new crop Florida.



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NOTABLE UPDATES

VEGETABLES

Arugula: Markets are steady.

Asparagus: Markets are all higher as Mexico is winding down and Peru is slow to start. Local Asparagus is in STOCK.

Baby Kale: Markets are steady.

Baby Lettuces: Markets are steady.

Baby Spinach: Markets are steady.

Baby Squash: Baby zucchini is available in limited supplies. Sunburst availability and quality is hit or miss.

Baby Veg: Supplies steady on all.

Beans: **Bushel beans** markets are steady. **Snipped bean** supplies are good. **French bean** markets are steady.

Broccoli: Markets are steady with good quality.

Broccolini: Markets are steady.

Broccoli/Cauliflower Florets: Markets are steady.

Cabbage: Markets are slightly higher as Florida winds down and Georgia just gets started.

Carrots: Canadian and Mexican carrots in house. Canadian season is ending soon.

Cauliflower: Markets lower with improving supplies.

Celery: Markets are steady.

Cilantro: Markets are steady.

Cucumbers: **Cucumber** markets are steady as supplies from Florida improve. **Pickle cucumber** supplies from Mexico are steady. **European cucumbers and Mini cucumbers** are steady.

Eggplant: Markets are steady.

Fennel: Markets are lower as new regions have started.

Garlic, Ginger: **Ginger** markets are steady. **Garlic supplies are limited from China and prices are higher. California garlic will be limited and Growers will be offering Argentina product as a sub for the next two months.**

Greens: Markets are steady. Local supplies starting this week.

Green Onions: Markets are steady.

Iceberg Lettuce: Markets are slightly higher and quality has improved.

Leaf items: Markets are steady.

Mushrooms: Supplies are steady.

Peas: Markets are steady.

Romaine: Markets are lower on whole romaine and hearts. Quality is improved as we have transitioned to the Salinas Valley.

Shallots: Markets are steady.

Salad Mixes: All salads and romaine are steady.

Spring Mix: Markets are steady.

Squash: Markets are steady.

Tofu: Supplies have improved.



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FRUITS

Apples: Markets remain high due to increased freight.

Blackberry: Markets are steady.

Blueberry: Blueberry markets are steady as Production from Florida increases.

Grapes: **Red grapes** markets are slightly higher. **Green grapes** markets are steady.

Lemons: Markets are steady. Good supplies from CA and Mexico.

Mango: Steady supplies from multiple regions.

Citrus: **Lemon** markets are steady. Good supplies from California and Mexico. **Orange** markets remain high and supplies are limited on small fruit. **Florida oranges** are in stock. **Clementine's/Mandarins** in stock TAN15 10/3 LB and TAN05 5LB gift boxes. **Florida grapefruit** in stock in all sizes.

Pears: Markets remain high due to increased freight.

Pineapple: Volume and pricing steady this week.

Raspberries: Markets are slightly higher.

Stone Fruit: Early crop **apricot, peach and nectarines** have started. Prices are very high. **Imported plums** are now in stock. **Imported cherries** are done. New Crop domestic expected to start in early May.

Strawberries: Markets are lower with improved supplies. Please get your Mothers Day Stem Berry orders in by Friday, April 29th, pre-order only.

Dairy: **Egg** markets made little to no change this week. **Cheese** markets are still increasing. **Butter** markets decreased. **Liquid dairy** is set for the month with a slight increase across the board. Month of May expecting an increase.

Oils: Prices are steady this week.

TOMATOES

Tomatoes, rounds/Romas: The round tomato market is flat in Florida with good quality. The Roma tomato market is getting tighter in Florida and Mexico due to lower volume out of Mexico.

Grape and Cherry markets are steady.

Baby Heirloom & Mixed Cherries: Markets are steady. TOV Markets are steady.

Heirloom Tomato: Markets and supplies are steady.