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# Weekly Market Report

January 10, 2022

## Watch out! Important updates on these items.

**Freight Rates**—Drivers are finally returning to work and getting back on the road. Market rates nationwide are still volatile but slowly starting to decrease. PNW capacity is still reeling from snow storms that have recently hit the area.

- **Avocados:** The avocado market remains strong across all sizes; steady demand and lack of volume out of Mexico continue to result in higher prices. There is fruit on the trees however growers are not eager to pick the fruit. The avocados are well spaced and can stay on the trees for a long time. The advantages are the growers can wait and pick when the fruit when it is larger to fill the demand for big fruit. There was a lot of field damage last year with the late winter storms and a poor crop mid and late summer. Keeping more fruit on the trees now will help the integrity of the trees. These issues are expected to go through March. Another factor is the increase in transportation costs. Trucks have doubled in price, regardless of where they are heading. We think this will ease up post New Years. However, we don't know exactly when or if we will see lower avocado pricing. This will solely depend on the harvest volume week to week out of Mexico. In the meantime, we are expecting an expensive January. *Expect higher pricing this week, and strong pricing through first and second quarter of 2022.*
- **Asparagus:** Markets remain elevated and are expected to stay high for several weeks until Mexico gets started.
- **Baby Lettuce:** Supplies are limited.
- **Baby Squash:** All baby squashes are hit or miss due to shipping challenges.
- **Blueberry:** Supplies are very limited and prices are much higher.
- **Broccoli:** Markets are higher as cold weather slows production.
- **Broccolini:** Markets higher as cold, wet weather slows growth.
- **Brussels Sprouts:** Markets are much higher as central CA growers finished very early; Mexico will not be in full production for a few weeks which will lead to a very strong market.
- **Carrots:** Canadian jumbo carrots are much higher with increased freight rates.
- **Cauliflower:** Markets much higher; cold weather has caused crops to stop growing.
- **Celery:** Markets are higher as heavy rain and wind has led to short supplies. Extremely high freight rates have added to the higher costs.
- **Cilantro:** Markets much higher as weather on the coast has delayed harvest.
- **Grapes:** Markets are much higher with very limited supplies. Expect pro-rates this week.
- **Green Onions:** Markets have increased significantly as Mexican supplies have become short. We expect very high prices for next few weeks.
- **Herbs:** Hawaiian and Colombian **basil** availability improving; should return to normal by mid-Jan. **Oregano** availability is limited. We have been able to maintain fixed costs on herbs without any increases over the past couple of years. *However, due to increased cost pressure impacting all components (raw goods, labor, packaging, materials, and freight), our sell prices will be going up for 2022.*
- **Juices:** Orange, Lemon, Lime has been in short supply due to labor shortages in South. We'll be shipping both Perricone (Lambeth) and Natalie's (Orchid Island) out of existing codes. Only sizes available are: **Lime Juice** 16/1qt (fresh and pasteurized); **Lemon Juice** 16/1qt (fresh and pasteurized); **OJ** 4/1gal; **Lemon and Lime Juice gallons**—Natalie's only due to availability
- **Limes:** Pricing is increasing rapidly as demand outpaces supply. We do not expect relief over the next few months, as yields continue to decline into Feb. Demand trends will dictate velocity of cost increase. The crop is currently peaking on small sizes; large fruit will become increasingly scarce. Overall quality and shelf life has improved upon introduction of the new production cycle. However, we are seeing increased blanching represented on the current crop; although color can appear mixed, product is fresh. As availability declines, please plan supply in advance and be cognizant of frequent price increases.
- **Pineapple:** Supplies will be short through January; expect higher pricing.
- **Potatoes:** **Norkotah** and **Burbanks** in house; current supplies have larger potatoes (40, 50ct) in better supplies and steady markets. 100-60ct are in tighter supply; markets remain higher. Transportation is also an issue, pushing pricing on all potatoes much higher. **Reds and Yukons** coming from Canada, Mid-West, and Maine. FL new crop will be next area. **White potatoes** from Washington are in house; season will be short due to heavy rain in the region. These are packed fresh in WA so most potatoes were still in the ground and ruined. White potatoes from Midwest will be available until late Jan./early Feb. when CA crop starts.
- **Watermelons:** Supplies are improving and quality is better.



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## NOTABLE UPDATES

### VEGETABLES

**Arugula:** Markets are steady. Organic product has been limited due to quality issues.

**Baby Kale:** Markets are steady.

**Baby Spinach:** Markets are steady. Quality is improving.

**Baby Veg:** Supplies steady on all.

**Beans:** **Bushel bean** markets are higher. **Snipped** and **French** bean prices/supplies are steady.

**Beets:** Good volume out of new regions; pricing steady again.

**Broccoli/Cauliflower Florets:** Markets are steady on broccoli but are expected to increase as supplies tighten up. Cauliflower is higher with limited supplies.

**Cabbage:** Markets are steady.

**Corn:** Supplies from FL have improved and markets are steady.

**Cucumbers:** Markets are much higher as FL finishes and Honduras and Mexico try to meet demand. **Pickling cucumbers** supplies steady from Mexico. **Euro cucumber** markets are higher with limited supplies. **Mini cucumber** supplies are improving and markets are steady.

**Eggplant:** Markets are steady with good supplies from Mexico and FL.

**Garlic, Ginger:** Supplies are a challenge again due to labor and unloading restrictions.

**Greens:** Markets are steady.

**Iceberg Lettuce:** Markets are steady as Yuma is now in full production. Quality is very good.

**Leaf Items:** Markets are steady with good quality.

**Mushrooms:** Supplies are slowly improving.

**Onions:** We are now stocking **Pacific Northwest**. **Jumbo Red/Yellow Onion** pricing is much higher. This is due to trucks becoming more scarce in the region and freight rates are sky rocketing. This is not expected to improve anytime soon. Product will continue to be harder to get the deeper into the season we are. Packinghouses have lowered their sizing standard for Jumbo yellow onions from 3.25" minimum to a 3" minimum. **Peruvian Sweets** in stock.

**Peas:** **Snow Peas** are much higher; snap peas are steady.

**Peppers:** **Green** markets are much higher. **Hot house** pepper markets are higher with supplies starting to tighten up. **Red and yellow** supplies and pricing steady. **Mini sweet peppers** have promotable volume and pricing.

**Romaine:** Markets remain high with improved quality.

**Salad Mixes:** Markets are steady.

**Shallots:** Markets are steady.

**Spring Mix:** Markets are steady.

**Squash:** Supplies have tightened up and markets are much higher.



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## NOTABLE UPDATES

### FRUITS

**Apples:** Markets remain high on apples due to increased freight.

**Bananas:** Supplies and pricing remain stable for this week. **Plantains**—steady supply and pricing.

**Blackberry:** Markets are steady.

**Cantaloupe:** Supplies and markets are steady.

**Honeydew:** Markets remain tight as offshore production is just getting started.

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

**Mango:** Supplies from Peru have started; supplies are steady.

**Oranges:** Markets are steady but supplies are limited on small fruit; new crop **navels** in stock now. New crop CA **Clementines/Mandarins** in stock **TAN15** 10/3 LB and **TAN05** 5LB gift boxes. New crop FL **grapefruit** in stock in all sizes.

**Pears:** Markets are higher due to increased freight.

**Raspberries:** Markets are steady.

**Stone Fruit: Plums** will not be available until March. **Cherries** are available with pre-order. **Peaches** are now available; **nectarines** are available with pre-order.

**Strawberries:** Markets are higher as cold weather has slowed down ripening. **Stem berries are available with pre-order.**

**Dairy:** Egg market decreased this week. Cheese increased; butter market still increasing after significantly spiking higher prior weeks. Liquid dairy has increased this month slightly.

**Oils:** Prices decreased slightly.

### TOMATOES

**Tomatoes, rounds/Romas:** The round tomato market supplies have tightened up leading to increased markets ahead. The Roma market supplies are steady in both FL and Mexico.

**Grape and Cherry** markets are steady.

**Baby Heirloom & Mixed Cherries:** Supplies are steady. Tomatoes on the Vine prices are higher with limited supplies.

**Heirloom Tomato:** Markets and supplies are steady.