



MARKET WATCH

Published: August 26, 2021



Ingredients for your Success



Poultry

Labor is still constrained across the industry but supply is improving on many items.

- ▶ Wings availability is starting to tighten and demand is expected to pick up even more as football season approaches.
- ▶ Tenders are at premium pricing and are difficult to find.
- ▶ The random breast market is trending upward on good demand.



Pork

Harvest is still below normal averages for this time of year.

- ▶ Suppliers continue to struggle to bone out products.
- ▶ Butts are still a value in retail and foodservice, expect this market, particularly boneless butts to remain strong.
- ▶ Hams are still giving concessions as exports continue to be weak.
- ▶ Bellies are also seeing concessions driven by slow retail demand.



Beef

Although a solid harvest week, the supply chain remains limited on beef. The whole beef complex continued to reflect higher pricing.

- ▶ Rounds, Chucks, Ribs and Briskets led the way in pricing gains as all continue to garner demand.
- ▶ Strips, tenders, thin meats also showed gains, with tenders leading the way.



Dairy

The butter markets were up week over week with production slowing.

- ▶ Natural cheese and mozzarella markets are down while processed cheese markets are up.
- ▶ All Shell Eggs were increased significantly week over week with increased demand.



Grains / Oil

The soybean oil futures market trended lower all last week until Friday when it lost about 300 points.

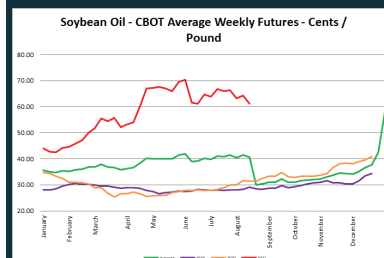
- ▶ Traders perceived the increase in COVID cases as less demand
- ▶ Both Palm and Canola oils moved higher.



Seafood

- ▶ Domestic shrimp supply has improved tremendously in the last few weeks due to improved catches.
- ▶ Imported Cod, Pollock, and Haddock is seeing upward pressure on pricing due to shipping cost increases.
- ▶ Domestic Catfish production suffers with large fish causing shortages of 3-5 oz. fillets.

Market Headlines



Seafood

The US ports continue to experience delays due to the lack of workers to unload the containers from vessels causing massive imported seafood shortages. The public freezers have been overwhelmed.

Seafood

Some ports in China were under lock down due to the COVID-19 Delta variant. Look out for issues in the supply of imported items from China such as calamari, tilapia twice frozen cod, haddock, pollock, and salmon.

Produce

Challenges remain industry-wide with lack of labor, pallets and freight in all segments of the business, making for challenges in the executions of the supply chain flow from harvest to shipping to receiving.



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Avocados

- ▶ Harvest in Michoacán has been hampered by rain. Fruit that is harvesting is extremely heavy to 70ct and smaller, and virtually no number 2 fruit or larger sizes being seen in the groves.
- ▶ Demand is strong amid the short supply, but there doesn't seem to be any resolution in sight, as fruit will need to size up to bring some normalcy to the market, which may not be until late September to early October.

Brussel Sprouts

- ▶ Market remains in a demand exceeds supply situation. Very limited supplies and active market conditions to remain for the next 2 weeks

Cauliflower and Broccoli

- ▶ Broccoli and Cauliflower quality and condition is good currently with good supplies to meet all demand.
- ▶ Market on both are unsettled following the higher temperatures in the growing regions.

Bell Peppers

- ▶ Green Bell supply lighter, quality good, and market stronger. Red and yellow bells are very short supply in the East. West decent supplies on green bells; Red and Yellow bells shorter in supply for the next 10 days.

Chili Peppers

- ▶ East, hot pepper supply short on most varieties; quality good and demand strong. West, some relief with more volume, but inconsistent supplies on elongated chilies through next week. Serrano remains extremely tight.

Cilantro

- ▶ Market is slowly starting to see some sign of recovery as supply and quality continue to improve.

Eggplant

- ▶ Eggplant supply good in the East, quality good, and market steady. A little stronger with NJ crop lighter.

- Supplies very short on larger sizes,
- ▶ predominantly 24's and smaller, industry wide including Mexico and U.S. production with possible prates unless smaller size can be subbed.

Asparagus

- ▶ Market firming up as supplies continue to tighten up from both Peru and Mexico. Demand will also pick up as we get closer to the holiday weekend. Quality is good to very good.

Grapes

- ▶ Green grapes mostly steady on good volume. Red grape volume has improved as the weather has cooled allowing for color and maturity to progress.

Lemons, Limes, & Oranges

- ▶ Limes: market is very active and large size fruit is very hard to come by.
- ▶ Lemons: Supplies are improving due to increased import volume.
- ▶ Oranges: 88ct, 113, and 138ct are light in supply with active markets.

Leaf & Lettuce

- ▶ Conditions on all iceberg, romaine and leaf are steady, but reports of yields starting to drop across the industry continue.
- ▶ Markets are expected to start to see increasing signs of market activity over the next 2-4 weeks as we start to look towards the annual fall transition from CA to AZ

Mushrooms

- ▶ The mushroom category remains challenged on supply and labor issues.
- ▶ Challenges are expected to last for several months.
- ▶ Multiple varieties are impacted. Shiitake and oyster mushrooms remain in a demand exceed supply situation.

Mixed Berries

- ▶ Raspberries and Blackberries: Good supplies on both to meet all demand needs. Quality is being reported as fair to good.
- Blueberries: Production out of the Pacific Northwest continues to decline. Product is short. Quality is being reported as fair to good

Potatoes

- ▶ Market active and demand exceed on 40-70ct. Early harvest yields are down but optimistic it will start to improve.

Strawberries

- ▶ Market is firmer this week. Strong demand continues as yields continue to drop in the Salinas/Watsonville regions. More reports of labor challenges are on the arise as well from suppliers. Expect to see firmer markets as we finish out the summer months.

PRODUCE MARKET Updates

Labor and Freight

Challenge continues with lack of labor, high freight costs, shortage of pallets, higher fuel cost, plastic shortages and corrugate shortages in all segments of the business, making for challenges in the executions of the supply chain flow from harvest to shipping to receiving.

Squash **ALERT!**

Zucchini and yellow squash are significantly short in the East. Market is VERY active, and quality is good on the few being harvested. West, very limited on yellow squash and to a lesser extent green squash. Market very active with rain this past weekend affected early week harvest.

Shallots **ALERT!**

Market remains very active and limited in supplies on fresh shallots. Relief not expected until September.

Green Beans **ALERT!**

East, bean supplies in a skip in multiple growing areas. Supply lighter, and market stronger. Market will remain strong next 10 days. West, supplies are light from Baja and Santa Maria due to rain this past weekend; harvest will be impacted causing adjustments in the market place