

# ORGANIC MARKET NEWS



OUTLOOK FOR AUGUST 19 - AUGUST 26, 2016

## PEAK SUMMER ORGANIC TOMATOES



**Organic Round Tomatoes** are in abundant supply for the next few weeks out of PA. Inbound quality has been excellent!

**Organic Heirloom Tomatoes** are in very good supply out of PA on a five variety pack.

**Organic Roma Tomatoes** are in abundant supply out of PA.

**Organic Grape Tomatoes** are in good supply on the East Coast and our primarily PA grown. **Organic Gold Grapes** are limited.

**Organic Cherry Tomatoes** are in abundant supply out of both NY and PA. Quality is excellent! Also available in limited supplies are **Organic Orange Cherry Tomatoes**.

**Organic Rainbow Cherry Tomatoes** are in steady supply out of Lady Moon Farms in PA, They even have added one new variety to pack this year!

**Organic Black Prince Heirloom Tomatoes** in 10/1 qt clamshells are available out of NY.

**Organic Campari Tomatoes** are in good supply for this week.

**Organic Cluster Tomatoes** from Canada and PA are in limited supply. There may be some disease on the PA hothouse grown product, which causes black spots of decay that emerges post harvest.



## ORGANIC MANGOS

This late summer time period is the **BEST** time to get the most flavorful, juicy **Organic Kent Mangos**! Enjoy and promote while you can.

**Non-Hot Water Treated (NHT) Organic Mangos** coming from the Baja and Los Mochis regions of Mexico are in peak season!

This **NHT Kent** variety fruit has superior flavor because it is left on the tree longer! It is not required to be dipped in the hot water treatment that all other mangos must go through to enter the US. This is because there are no harmful fruit flies in these regions and they are not required to be treated before crossing the border.

**Organic Mangos** remain in good supplies on LARGE fruit. 9s, 10s and 12ct offerings are being replaced by jumbo 7-8ct. There will be no availability of the smaller sized fruit.





## OG MELONS

New crop **Organic Canary** and **Charentais Melons** have arrived in limited supply. Make sure to get these beauties before they're gone!

California **Organic Cantaloupes**, **Honeydew**, and **Galia Melons** are in excellent supply this week with promotional opportunities available. Quality has been nice

**Organic Watermelons** are steady in volume and pricing this week.



## OG GREENS

Most **Organic Greens** are coming out of CA and WI at this time. CA shippers report abundant supplies of all **Organic Kales**, but are much more limited on **Organic Chards** and **Collards**. **Organic Bunch Beets** are on the tighter side, while **Organic Dandelions** and **Parsleys** are in good supply.

**Organic Green Kale** is still available out of NY. North Carolina will start on **Organic Green** and **Lacinato Kale** in the next week.



## OG GREEN BEANS

CA has adequate supplies of **Organic Green Beans**, but they are priced higher. Quality out of all regions has been good.

**Organic Green Beans** are in very tight supply. PA reports very light volume of beans to be harvested, likely stunted due to high heat.



## OG BERRIES

**ALERT!** **Organic Strawberry** supplies continue to tighten and prices are slowly rising on both 1lb & 2lb. containers.

**ALERT!** Domestic **Organic Blueberry** prices are rising and supplies are decreasing. We expect a gap before Chile gets started in late September or early October.

California **Organic Blackberry** and **Raspberry** supplies are tightening up in until mid-September when good supplies are expected to rebound.



## OG SUMMER SQUASH

**Organic Zucchini** is in good supply out of NY, PA, and OH. CA also reports abundant supplies of **Organic Zucchini**. Quality has been excellent out of PA.

**Organic Yellow Squash** is in limited supply from PA and NY.

**Organic Mixed Patty Pan Squash** out of PA, and **Organic Sunburst** and **Organic 8 Ball Squash** out of NY are in limited supply.



## OG EGGPLANT

**Organic Eggplant** is in good supply out of PA, NJ, NY, and CA. Prices are steady and quality has been very good out of all regions.

**Organic Mixed Variety Eggplant** is available out of NY.



## OG BROCCOLI & CAULIFLOWER

**Organic Broccoli** continues to be in big supply out of CA, but Canada growers report lighter volume this week. Pricing is still very low out West, due to the volume they have and the lack of movement. **Organic Broccoli Crowns** are in abundant supply as well.

**Organic Cauliflower** continues to be in good supply out of CA, while Canada this week is reporting more limited offerings. Quality has been very good.



## OG CUCUMBERS

**Organic Cucumbers** are increasing in supply out of NY and PA. CA and WI report abundant supplies of **Organic Cucumbers**.

VA growers report limited supplies of **Organic Hothouse Euro Cucumbers**.

**Organic Specialty Cucumbers (Lemon, Serpent, Persian, and Pickle)** are in limited supply.



## OG ROMAINE HEARTS

**Organic Romaine Hearts** are in abundant supply out of CA. Prices are low and it's a good time to promote! Quality has been very good.



## OG PEPPERS

**Organic Green Peppers** are in good supply out of PA, NY, and CA. Some PA **Organic Red Peppers** will be available this week.

**Organic Specialty Peppers** are available out of Hepworth Farms in NY, including **Organic Cherry Bomb, Cubanelle, Hot Mix Pepper Clamshells, Poblanos, and Purple Block Peppers.**

Import **Organic Peppers** out of Holland continue in steady supply with **Red, Yellow, and Orange** being the most limited.



## OG APPLES

Excellent supply of Washington **Organic Gala Apples** are now available with prices coming way off the Import and California markets.

Domestic **Organic Gold Apples** are back in steady supply this week. **Organic Granny Smith Apples** are expected to arrive out of CA by the weekend. Supplies will be limited and prices will be high to start, but Washington fruit should follow in late August with better pricing.

Light supply of **Organic McIntosh Bagged Apples** are here with exceptional quality!

**28 lb Organic Pink Pearl Apples** from Heirloom Orchards in Oregon is expected to begin within a week. California is finished.



## OG STONE FRUIT

California and Washington are both producing steady supplies of larger sized **Organic Peaches** and **Nectarines.**

California **Organic White Peach** supplies continue to improve with larger sizing and prices continue to slide off slowly. **Organic White Nectarines** continue in limited supply.

California **Organic Black and Red Plums** are expected back early next week in very limited supplies and very high prices. **Organic Pluots** are in steady supply.



## OG HEIRLOOM APPLES

### HEIRLOOM ORCHARDS AVAILABILITY OUTLOOK:

#### AUGUST:

Pink Pearls, Cortland, Cox's Orange Pippin

#### SEPTEMBER:

King David, Orleans Reinette, Mutsu, Grimes Golden, White Winter Pearmain

#### OCTOBER:

Ashmead's Kernel, Calville Blanc, Spitzenburg, Northern Spy, Roxbury Russet, Golden Russet, Darcy Spice, Arkansas Black

#### NOVEMBER:

Winesap

Check out [www.fsproduce.com/resources](http://www.fsproduce.com/resources) for more variety information!



## OG ONIONS & POTATOES

We have a full complement of WA grown **Organic Fingerling Potatoes** in bags, as well as California grown bit-size **Organic Potatoes** in 1.5lb. bags. Pricing and availability are steady on these items.

British Columbia grown **Organic Red and Gold Potatoes** have started this week. Quality looked good.

Locally grown **Organic PA Candy Sweet and Red Onions** are in full swing! California and Mexican **Organic Red Onions** are still available, but are higher priced than our local onions.



## OG PEARS

More beautiful California **Organic Asian Pears** are expected this weekend. Washington fruit is expected to begin in September.

Washington **Organic Bartlett Pears** are now in good supply with steady pricing.

The first California **Organic Bosc Pears** are expected to begin for the end of August in very limited supplies.

**Organic Starkrimson (Red) Pears** out of Washington are going to be limited over the next couple of weeks.

## OTHER STORIES:

- California **Organic Green, Red, and Black Seedless Grapes** are in steady supply, as well as California **Organic Thomcord Grapes.**

- **The Organic Sweet Corn** harvest is finishing from Pedersen Farms in NY. OH and Canada will begin in early September.

- In good supply out of PA include **Organic Green Acorn, Butternut, Pie Pumpkins, Red Kuri, Spaghetti, and Kabocha Squash.** Market pricing has dropped some this week.

- **ALERT! Organic Spinach** is much more limited in supply out of Utah. Drier climate there helps ward of mildew that is often CA products' downfall. Quality is good.

# NEW ITEMS OR BACK IN SEASON

## CONVENTIONAL

05475 - CV Apples Gala 88ct East	40 lb
05721 - CV Apples Gala 100ct East	40 lb
05030 - CV Apples Gala East 2-1/2	12/3lb
05168 - CV Apples Gala Tote 8ct	40 lb
05294 - CV Apples Ginger Gold 88s East	40 lb
05290 - CV Apples Ginger Gold 100ct East	40 lb
05017 - CV Apples Ginger Gold East	12/3lb
05175 - CV Apples Ginger Gold Tote	8/5lb
05476 - CV Apples Honeycrisp 80/88ct East	40lb
05477 - CV Apples Honeycrisp 100ct East	40lb
05019 - CV Apples Honeycrisp East 2 1/2"	12/3lb
05224 - CV Apples Paula Red	100 ct
05007 - CV Apples Paula Red East 2-1/2	12/3 lb
05102 - CV Apples Paula Red Tote	8/5lb
05721 - CV Apples Honeycrisp 72/88ct Premium	40 lb
05871 - CV Apples Honeycrisp 88 USXFCY	40 lb
12043 - CV Watermelon SDLS Mini Yellow 8 ct	35 lb
12028 - CV Watermelon SDLS Mini 8 ct	35 lb
12007 - CV Watermelon SDLS Mini	9 ct
11540 - CV Melons Piel de Sapo	5 ct
11524 - CV Melons Crenshaw	5 ct
11569 - CV Melons Santa Claus	4 ct
11580 - CV Melons Galia	6 ct
11509 - CV Melons Canary	6 ct
11545 - CV Melons Orange Flesh	6 ct
11520 - CV Melons Casaba	6 ct
11329 - CV Melons Sharlyn	6 ct
10620 - CV Grapes "Emerald" White Pretty Lady Grapes	18 lb
10715 - CV Grapes "Scarlet Royal" Pretty Lady Grapes	18 lb
10867 - CV Grapes "Grand Emerald" Black Pretty Lady Grapes	18 lb
10570 - CV Grapes "Cotton Candy" - <b>COMING SOON</b>	16lb
10571 - CV Grapes "Moon Drop"	16 lb
10579 - CV Grapes "Flavor Promise" Red	19 lb
15660 - CV Peaches White Jumbo Lug	12 lb
15609 - CV Peaches 30/36 2-Layer	18lb
15416 - CV Nectarines 34/36 2-Layer	18 lb
16498 - CV Plums Prune Italian	28 lb
15184 - CV Plums Very Cherry Clamshell	20/1 lb
16310 - CV Pluot "Flavor Pop" Euro	16 lb
16165 - CV Pluot "Dapple Dandy"	12/2lb
16166 - CV Pluot "Flavor Grenade"	12/2lb
14867 - CV Apricots Tote	12/2 lb
14845 - CV Apriums "Purple Rose" Clamshell	16 lb
14828 - CV Apriums "Purple Rose" (Black)	14 lb
14825 - CV Apriums "Rose" (Red)	14 lb
02775 - CV Lettuce Little Gem Hearts	10/6 ct
01820 - CV Peppers Green Bag M/L PA	10/2 lb
00995 - CV Cauliflower Green	12 ct
00996 - CV Cauliflower Orange	12 ct
04460 - CV Potatoes A-Purple Western New	50 lb
03746 - CV Spinach Ocean Mist	12/10oz
03513 - CV Dole "Country Ranch" Kit	13.25oz



# NEW ITEMS OR BACK IN SEASON

## ORGANIC

44660 - OG Mango Kent Non-Hot Water Treated Mex	7 ct
44661 - OG Mango Kent Non-Hot Water Treated Mex	8 ct
42995 - OG Apple Fuji XF	12/3lb.
42193 - OG Apple Jazz NZL	80/90 ct
43012 - OG Apple Gold Supreme WXF	80/88ct
43025 - OG Apple Gold Supreme WXF	100 ct
43107 - OG Apple Granny Smith USXF	80/88 ct
43117 - OG Apple Granny Smith USXF	100 ct
46903 - OG Apple Granny Smith CA USXF	12/3lb
43515 - OG Apple Pink Pearl 50/70ct	28 lb.
49232 - OG Lil Snappers Bartlett Pears	12/2 lb
49233 - OG Lil Snappers Red Pears	12/2 lb
43224 - OG Pear Bosc 80ct US#1	40 lb
43815 - OG Starfruit	5 lb
44537 - OG Jackfruit	20 lb
43536 - OG Dragon Fruit	6 lb
44552 - OG Cucumber Serpent	10lb
40784 - OG Peppers Anaheim	10 lb
40389 - OG Peppers Padron Clam	12/1 pt
41255 - OG Peppers Poblano	10 lb
40482 - OG Beets Rainbow Bunch	24 ct
40857 - OG Kohlrabi Bunch Purple	12 ct
40191 - OG Tomato "Black Prince" NY Clam	10/1 qt
41347 - OG Tomato Yellow Pear	12/1 pt
41518 - OG Onion White	40 lb



# LABOR DAY SCHEDULE

**Thur. 09/01 through Sat. 09/03** – Standard delivery and office schedules.

**Sun. 09/04** – Sales office open 8:30am to 1pm to place orders for Tuesday, 09/06 delivery.

**Mon. Labor Day 09/05** – No deliveries. Limited sales staff available from 8:00am to 12:00pm for order add-ons and changes for Tuesday, 09/06 delivery.

**Tues. 09/06** – Standard delivery and office schedule.

**Wed. 09/07** – Extra deliveries made in most regions to support post-holiday refill.



# CONVENTIONAL MARKET NEWS

OUTLOOK FOR AUGUST 19 - AUGUST 26, 2016

## FRESH CROP APPLES BEGINNING

The 2016 USA **Apple** crop is underway in the Pacific Northwest and here in the mid-Atlantic. Here are the new crop varieties coming into season right now:

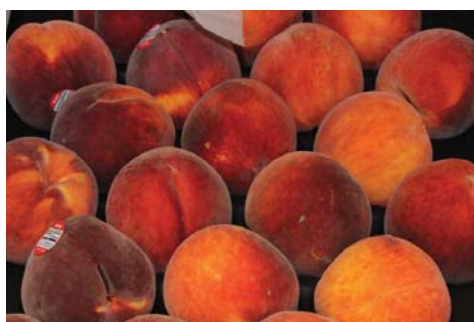
- **Gala**
- **Ginger Gold**
- **Honeycrisp**
- **McIntosh** (early types by late August)
- **Paula Red**

Many of the premium varieties (like Jazz & Envy), and late crop standard varieties (like Braeburn or Red Delicious), will continue to be from 2016 New Zealand crop or 2015 Washington storage crop.



Here are the packs that we're offering on fresh crop **Eastern Apples** (VA, PA, NY):

- 80/88 sz XFCY grade 40 lb tray pack case
- 100 sz XFCY grade 40 lb tray pack case
- 12/3 lb poly bag
- 8 ct handle tote 40 lb case, totes approx. 5 lbs



### CV STONE FRUIT

New Jersey is still going strong on **Yellow** and **White Peaches** with a fair supply of Nectarines to mix in. Size is big with most of the fruit packing out in the 2 3/4" and larger sizes with little or no 2 1/2" available.

Pennsylvania and Virginia is shipping as well, despite substantially smaller crops in both areas due to cold temps early in the growing season.

California still has a lot of good offer going late into the season. Supplies of excellent **White Peaches** and **Nectarines** with outstanding **Plumcots** and great eating **Apriums!** The **Plum** market is strong moving towards the end of the season and supplies are light and prices very strong.



### CV PEPPERS

There is very good supply of nice quality **Green Peppers** from multiple growing local regions. Pricing will be lower this week and very promotable!

**Local Chili Peppers** are also in peak season.

**15lb Red, 11lb Red, 11lb Yellow, and 11lb Orange Peppers** are all steady.

**Mini Mixed Sweet Peppers** are up a tad in pricing, but still very reasonable.



### CV TOMATOES

**Two-layer** and **25 lb. Vine Ripe Tomatoes** are abundant and very promotable from PA & DE. Promote, promote, promote!

**Grape** and **Cherry Tomatoes** remain abundant with steady to lower pricing.

**Roma Tomatoes** are in good supply with lower pricing this week from local growers.

**Campari Tomatoes** are plentiful with aggressive pricing again this week.

**Beef** and **Cluster Tomatoes** are plentiful with steady to lower pricing.



## CV CILANTRO & DILL

**ALERT!** Cilantro and Dill are very limited due to product literally being burnt in the fields from the heat in local growing areas here on the East Coast.

Pricing will be higher this week, with possible shorts in supply on any given day despite best efforts to fill orders in full. All demand has shifted West where there is not enough supply.



## CV GRAPES

This week as we move through the last of the **Pretty Lady "Esteem" White Seedless Grapes**, we will start with the **Pretty Lady "Green Emerald"** variety. We will also have the **"Red Emerald"** and **"Grand Emerald" Black Seedless Pretty Lady Grapes**.

For those looking for price, large and medium large codes of all colors at much less money. Good quality on all.



## CV CABBAGE

**Cabbage** is plentiful from New York and Canada with steady to lower pricing.



## CV CUCUMBERS

**Cucumbers** remain on the limited side with steady pricing.

**Hothouse Cello Wrapped Cucumbers** are in an over abundance. Pricing is very aggressive, making it a great item to promote this week.



## CV BERRIES

Look for **Strawberry** prices to increase slightly this week. Volume out of the Salinas/Watsonville areas continue to decline.

**Blueberries** from summer storage crop will continue to ship out of both the Pacific Northwest and Michigan. The transition is under way from pints to 6oz packages. We have started sourcing some fresh crop fruit from Peru. Availability will be sporadic for the next few weeks, so look for higher pricing next week.

**Raspberries** and **Blackberries** will remain limited this week and pricing will remain strong. Mexican production is just getting underway and will be limited for the rest of August.



## CV GREEN ONIONS

**ALERT!** **Green Onion** supply is tight due to heat in the main Mexican growing regions. Pricing will be higher this week and product is expected to be tight for a few weeks.



## CV CELERY

There are excellent and ample supplies of **Celery** from California and Canada.

Pricing will be steady to lower this week and this is great to promote!



## CV SQUASH

**Green Zucchini** is limited with an uptick in pricing this week.

**Yellow Squash** is limited as well with an uptick in pricing.

**Hard Squash** is more plentiful with new regions starting, including PA and NY. Pricing will be steady to lower.



## CV SWEET CORN

**Sweet Corn** is plentiful from multiple local growing regions with steady pricing this week for all colors.

The Lancaster County, PA grown **Sweet Corn** in 50 dz bins has been excellent!



## CV MELONS

Continue to promote **Watermelons** as we head into Labor Day. Prices will remain steady. Quality has been outstanding from MD, DE, and Lancaster County, PA!

**Cantaloupes** and **Honeydew** continue to be great to promote this week as volumes are still high! The Peacock and King of the West brand fruit has been fantastic in flavor and quality.

**Mixed Variety Specialty Melons** are also available from Turlock, CA.



## CV PEARS

California is still offering a good supply on **Bartlett** and **Crimson Red Pears** with a handful of **Bosc Pears**. California will start **Seckel Pears** next week with **Forelle** and **Comice** by the end of the month.

Washington has been shipping **Bartlett** and **Crimson Pears**, and now have **Anjou Pears** to offer as well.

**Bosc Pears** are still several weeks off in the north-west. The **Bosc** market will remain very strong until the Northwest kicks off, but we should start to see a little movement down in price on **Bartletts** and the **Red Pears**.



## CV LETTUCE

Supplies of **Iceberg Lettuce** are flush from California and Canada. Pricing will be steady to lower this week and we will have from both areas again this week. Canadian product will be lower due freight savings. Quality is very nice, so promote!

**Romaine Hearts, Green Leaf, Red Leaf, and Romaine Lettuce** are all steady from California and Canada with steady pricing. Quality is very nice.



## CV BROCCOLI & CAULIFLOWER

**Broccoli Crowns** remains abundant with excellent quality. Pricing will be steady this week. We will remain heavy into California product. There is product from Maine on the market, but at no significant price advantage.

**Cauliflower** is steady with nice quality from California.

# OTHER STORIES:

- **ALERT! Asparagus** will be limited this week. Prices will remain high for the next few weeks out of Peru.
- **50lb. Loose Premium White and Gold Potatoes** out of Stockton, CA are more limited this week. **Red Potatoes** out of CA are in excellent supply and quality.
- 5lb. bags of **Red and White New Jersey Potatoes** are promotable!
- **Green Beans** are in good supply with steady pricing from PA.
- Nice quality **Brussels Sprouts** remain steady in supply and price from California.
- **Eggplant** is abundant with steady to lower pricing this week. It is peak season!

Displays of  
the Week!

