

# ORGANIC MARKET NEWS

SEPTEMBER 24 - OCTOBER 1, 2021

## ORGANIC FALL FRUIT OUTLOOK



**Organic Kiwi Berries** from Oregon will be promotable the week of 9/27! Late September and early October will be the best time of the year to promote these delicious super fruits. **Organic Kiwi Berries** are ripe and ready to eat whole when allowed to soften at room temperature.

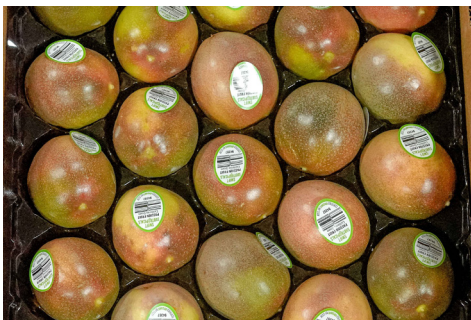
**Organic Pomegranates** from California will be promotable the week of 9/27! Promotions will initially focus on 30-36 ct and then transition to 24-28ct in October. Peak season for the Wonderful variety will be mid-October through November.

Fresh crop **Organic Cranberries** are being harvested in late September and early October. We will be in stock with the 18/8oz Patience label bag out Quebec for the 2021 crop starting the first week of October.



**Organic Persimmons** will be available starting in October. The **Fuyu Persimmon** variety will be available first, starting in early October. **Fuyu Persimmons** are a non-astringent variety and can be eaten while firm. They boast hints of pears, dates and even a little brown sugar taste when ripe.

**Hachiya Persimmons**, which will start in mid to late October, are considered an astringent type of persimmon. They are considered inedible until fully ripe. Once ripened to "water balloon soft" at room temperature, the inside should be almost like a jelly consistency before enjoyed and it will be very sweet with some honey flavor undertones when enjoyed.



### OG SPECIALTY

**Organic Passion Fruit** and **Kiwano Melons** will be available again the week of 9/27.

**Organic Red/Magenta Flesh Dragon Fruit** will be available again the week of 9/27! Supplies will gap for a few weeks toward the end of the month before making a comeback for early October.

**Organic Turmeric** from Hawaii will be done after in late September! We will be shipping Turmeric from Fiji for the next several months. Look for **Organic Hawaiian Turmeric** to return some time in December.

**Organic Drink & Eat Coconuts** and **Young Thai Coconuts** will be back in stock the week of 9/27! Supplies have been very short due to container and shipment delays.

**Organic Figs** have seen very high demand and supplies have dropped sharply on the **Organic Black Mission Variety** out of California. We'll be in a gap until **Organic Black Mission Figs** trickle in from Mexico or until we can source some **Organic Brown Turkey Figs** through mid-October.



### OG APPLES

Heirloom Orchards **Organic Cortland** and **Cox Pippin Apples** should be available the last week of September out of Oregon.

Excellent supplies of premium Washington **Organic Gala, Granny Smith, Honeycrisp,** and **Sweet-Tango Apples** are now available in bulk and bags. Time to promote!

**Organic Fuji Apples** will transition from New Zealand imports to fresh crop Washington heading into early to mid-October. Excellent supplies are expected.

New crop Washington **Organic Gold Delicious Apples** are expected to arrive by the first or second week of October.

**NOTE: Organic Braeburn Apples** from New Zealand will finish for the season in late September. There will be little to no domestic crop this season as most, if not all, shippers have pulled out their fruit to make room for newer more popular varieties.



### OG PEARS

**Organic Pear** season is ramping up!

Fresh crop Washington **Organic Green Bartlett, Bosc,** and **Red Starkrimson Pears** will be in excellent supply all of October.

Added to our assortment starting 9/30 will be Stemilt Lil Snappers 2lb pouch bags and 3lb poly bags to promote easy grab & go sales with UPC packaging.

California **Organic Asian Pears** are in good steady supply, with the Atago variety. **Organic Asian Pears** have the delicious flavor of a pear with the juicy, crunchy texture of an apple.

**Organic Anjou Pears** will ramp up in November, along with **Concorde**.





### OG GRAPES

**Organic Black, Green, and Red Seedless Grapes** are in excellent supply!

**Organic Biodynamic Thompson Grapes** in paper totes are expected to continue into early October.

**Organic Thomcord Grapes** are in good steady supply and should continue until the middle to end of October.



### OG HASS AVOCADOS

**Organic Hass Avocado** supplies are slowly starting to rebound with fruit starting to come on with the start of the Avenajada season. Pricing will remain high through mid-October as supply chain needs have been severely shorted.

Four Seasons will begin carrying Mexican grown Fair Trade Avocados in VERY LIMITED supplies the week of 9/27 from our partners from OKE Equal Exchange!



### OG MANGOS & PINEAPPLES

**NOTE: Organic Mangos** will be winding down as we kick off October. The last fruit of the season will be delicious, jumbo-sized Keitt variety. Next fruit up will be from Ecuador in mid-October.

**Organic Pineapples** will be steady through September. We will offer both 7ct and 8ct during this time.



### OG LETTUCES

**Organic Romaine Hearts** from California are elevated in September, however supplies have stable availability and quality remains strong.

**NOTE: Organic Leaf, Iceberg, and Romaine Lettuces** from California continue to remain limited from various growing regions but have increased slightly for late September. Expect pricing to remain elevated and supplies limited with sub-par quality through September.



### OG BROCCOLI

**NOTE: Organic Broccoli** remains a challenge in September. Pricing continues to increase, and availability remains weak, but quality has improved. Expect market conditions to remain unchanged into October.

**NOTE: Organic Broccoli Crowns and Organic Sweet Baby Broccoli** continue to see very limited supplies. Expect limited supplies and gap in supplies throughout the remainder of the month.



### OG LADY MOON WARM VEG

**Organic Zucchini and Cucumbers** from Lady Moon Farms in Florida have had an excellent start to the season. Supplies will remain steady, and quality will be top notch. Look for promotional opportunities on both items in late September and early October.

**Organic Eggplant and Green Peppers** from Lady Moon Farms in PA are finishing, and they'll transition to their new fields in Florida by mid to late October.



### OG CAULIFLOWER

**Organic Cauliflower** from California remain steady in supplies and quality has been strong – it's a great item to promote in late September.



### OG LADY MOON GREENS

Local fall crop **Organic Greens** from Lady Moon Farms in PA have excellent quality and stable supplies in late September. Take advantage of this beautiful locally grown product while you can as the season will only last until mid-October.

**Organic Parsleys** are available also!



### OG PEPPERS

**Organic Red, Orange, and Yellow Bell Peppers** from Canada continue to see strong supplies in September.

**Organic Mini Pepper** bags from Mexico will continue to have availability in September as local production from Pennsylvania concludes.





## OG CELERY

**Organic Celery** has steady pricing, supplies, and excellent quality out of the Salinas Valley, CA.

**Organic Celery Hearts** are also a promotable item headed into October.



## OG ARTICHOKES

**Organic Artichokes** from California will remain in steady supply during September. Quality has been excellent on the Ocean Mist Organic 18ct out of Castroville, CA.



## OG CABBAGE

**Organic Cabbage** will continue to have strong supplies from New York, while supplies from Ephrata, PA begin again in late September. Expect stable supplies and pricing with excellent quality!



## OG BERRIES

**NOTE:** California **Organic Blackberry** supplies are significantly declining with prices on the rise. The good news is that by early October fruit out of Mexico will begin and ramp up in a big way, pushing prices back down mid-October.

**NOTE:** **Organic Blueberries** out of all regions are in very tight supply with limited Peruvian fruit starting to arrive with very high prices.

**NOTE:** **Organic Raspberry** and **Strawberry** supplies out of California will continue to decline weekly. We will start to see some Mexican fruit but strong and rising prices are expected to remain until the new year.

- All **Organic Stone Fruit** is expected to wrap up for the season in late September.

- **ALERT!** **Organic Grapefruit** supplies are very tight and are expected to finish for the season in late September, and then gap for a few weeks until new crop begins.

- **NOTE:** **Organic Lemon** supplies are sporadic at best, with fruit coming from California and Mexico. Supplies should continue to improve weekly until good steady supply of prime sizes become steady in late October.

- **Organic Limes** out of Mexico are in firm but in steady supply with some better quality than we have seen in a while.



## OG HOTHOUSE TOMATOES

**Organic Beefsteak Tomatoes** are promotable for late September. Local harvests remain strong, Mexico has started new crops, and the Canadian fall deal is just beginning. Supplies will be steady and quality excellent.

**Organic Cluster Tomatoes** will be tight in late September. Canadian supplies are very light as fall harvests have not started, and Mexico has very little supplies as new crops won't harvest until mid-October.

**NOTE:** Savoura brand out of Quebec will be back into better volumes of new crop greenhouse **Organic Tomatoes** in October. The 12/16oz **Beefsteak** package will return, along with their **Cherry-on-the-Vines** and **Cocktail**. They have discontinued their **Cluster** package, so we'll find a new source.

## OTHER STORIES

- **ALERT!** **Organic California Valencia Oranges** are done for the season. Expect a gap until November, but we may see a little Mexican fruit become available, then we should see the first California **Organic Navel Oranges** by late October.

- **Organic Mini Watermelons** will be available in late September. 8ct sizes are limited so we will offer 6ct in late September. Quality has been excellent.

- **ALERT!** **Organic Asparagus** prices remain high with light availability in late September. Mexico has very limited availability as new areas still aren't ready for harvests. Argentina product has been coming in with light supplies. Quality has been excellent.



## OG TOMATOES

**Organic Snacking** and **Grape Tomatoes** from Lady Moon Farms will begin to wind down in late September as they finish harvests on their PA farm. In late October/early November, the Florida farm is expected to begin new crops.

**Organic Cherry Tomatoes** will be available from South Carolina and Mexico as Lady Moon gaps. Quality should be excellent.

**Organic Roma Tomatoes** continue to be available from local growers, King Family Farms (PA) and Green Field Farms (OH.) Quality has been excellent.

**Organic Vine Ripe Tomatoes** continue in season from King Family Farms, Lancaster County PA, in late September. Quality has been excellent. Supplies are expected to be steady through October from these high-tunnel grown fields.

- **Organic Euro Seedless Cucumber** prices are rising in late September. Quality has been excellent. Prices are rising due to the conventional prices increasing, and availability becoming tighter as Canadian harvests slow and Mexico has not started yet.

- **ALERT!** **Organic Mini Cucumbers** remain extremely limited in late September from Canada. Mexico production hasn't started, leading to the tight markets. Quality has been excellent.



# STEMILT WORLD FAMOUS FRUIT ORGANIC APPLE EXTRAVAGANZA & DISPLAY CONTEST



## OCTOBER 4 - 31, 2021

An apple a day.... Will drive sales all the way... It's that time again! Four Seasons Produce has teamed up with Stemilt Growers to bring you a display contest sure to drive volume, create excitement and bring a good old fashioned Fall atmosphere into your produce departments! Organic apples and pears are in full swing, with outstanding quality, aggressive pricing and tons of sales opportunities. This month-long promotion will have your customers filling their carts with fresh organic apples and pears, and it offers you the chance to show off your creativity and win some cool prizes!

### CONTEST CRITERIA:

- Build an organic apple and pear display using fruit purchased only from Four Seasons Produce.
- Displays must contain at least four (4) varieties of apples and two (2) varieties of pear. This can be a combination of both loose and bagged fruit.  
\*\*There will be a SweetTango category that will not apply to the above.
- There will be a bagged category for this contest as well, and you will need three (3) varieties on display to be qualified as an entry.
- Display must contain Stemilt POS signage, boxes or bins highlighting the Stemilt label. Point of Sale kits will be available through your Four Seasons Sales Rep or Merchandiser.
- Displays must remain up for at least one week

- All display entries should be emailed by Friday, November 5, 2021 to Steph Mayer (stephf@fsproduce.com).

*\*Use of social media is not a requirement, but is great for capturing attention and bringing customers into your stores. It is also a category that you can win a cash prize for as seen below.*



CODE: 221944

### CONTEST PRIZES:

#### GRAND PRIZE:

Trip for two for an all-expense paid growing trip out to Washington State. Winners will get to see the cherry, apple, and pear growing areas and orchards, as well as witness cherry harvesting and packing at Stemilt's World Famous Fruit headquarters. An **AWESOME** experience awaits!!!!



#### “APPLE ABUNDANCE” (LARGEST DISPLAY)

**1<sup>ST</sup> PLACE:** \$350 GIFT CARD    **2<sup>ND</sup> PLACE:** \$250 GIFT CARD    **3<sup>RD</sup> PLACE:** \$150 GIFT CARD

#### “APPLE DANCING” (BEST SWEETANGO DISPLAY)

**1<sup>ST</sup> PLACE:** \$350 GIFT CARD    **2<sup>ND</sup> PLACE:** \$250 GIFT CARD    **3<sup>RD</sup> PLACE:** \$150 GIFT CARD

#### “APPLE ARTISTS” (MOST CREATIVE DISPLAY)

**1<sup>ST</sup> PLACE:** \$350 GIFT CARD    **2<sup>ND</sup> PLACE:** \$250 GIFT CARD    **3<sup>RD</sup> PLACE:** \$150 GIFT CARD

#### BEST BAGGED DISPLAY \$350 GIFT CARD

**BEST SOCIAL MEDIA POST**  
\*\*Must tag @stemiltfruit and @fsproduce\*\*  
\$100 GIFT CARD

**Every qualifying entry will receive a cool Stemilt hat!**

For pricing and merchandising display ideas, please contact your Four Seasons Sales Rep or Merchandiser.



PHONE: 1.800.422.8384 | [www.fsproduce.com](http://www.fsproduce.com)





# STEMILT PROMOTION PRODUCT CODES



## ORGANIC GALA APPLES

42994	OG Apples Gala WXFP OG	40 lb 80/88 ct
42975	Apples Gala 2.5" WXF	12/3 lb Bag
44663	OG Apples Gala Lil' Snapper	12/2 lb Pouch Bag



## ORGANIC FUJI APPLES

43045	OG Apples Fuji WXFP OG	40 lb 80/88 ct
42995	Apples Fuji WXF	12/3 lb Bag
44664	OG Apples Fuji Lil' Snapper	12/2 lb Pouch Bag



## ORGANIC GRANNY SMITH APPLES

43109	OG Apples Gr. Smith WXFP OG	40 lb 80/88 ct
43102	Apples Gr. Smith Import	12/3 lb Bag
44662	OG Apples Gr. Smith Lil' Snapper	12/2 lb Pouch Bag



## ORGANIC SWEETANGO APPLES

221503	OG Apples Sweetango WXFP	40 lb 80/88 ct
221788	OG Apples Sweetango 2.5"	12/2 lb

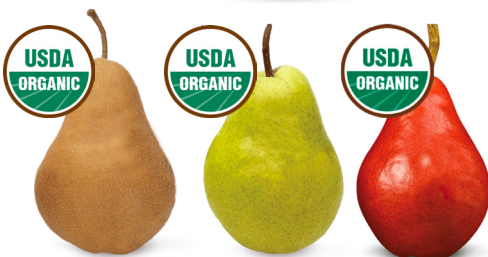


## ORGANIC HONEYCRISP APPLES

43098	OG Apples Honeycrisp WXF	40 lb 80/88 ct
43126	OG Apples Honeycrisp WXF	12/3 lb Bag

## ORGANIC BARTLETT, BOSCO, & RED PEARS

43604	OG Pears Bartlett US #1	40 lb 80/90 ct
49232	OG Pears Bartlett Lil' Snapper	12/2 lb Pouch Bag
43224	OG Pears Bosc US #1	40 lb 80/90 ct
49241	OG Pears Bosc Lil' Snapper	12/2 lb Pouch Bag
221784	OG Pears Red	20 lb 45/50 ct
49233	OG Pears Red Lil' Snapper	12/2 lb Pouch Bag







# PUMPKIN PATCH

## EDIBLE ▶

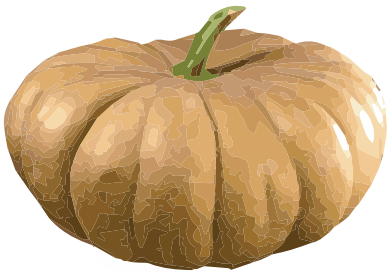
Dual purpose. Ideal for decorating, plus the flesh of these heavy pumpkins has the right flavor and texture to use for roasting, soup, and pie recipes.



Cinderella



Fairy Tale



Long Island Cheese



Peanut



Blue Jarrahdale

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## DECORATIVE USE ONLY ▶

These decorative pumpkins are best for drawing, carving, and painting.



Valenciano White Face



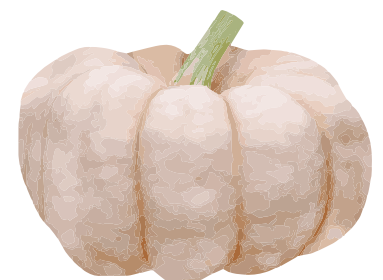
Face Pumpkin /  
Jack-o-Lantern



Flat White Boer



Knuckle Head



Pink Porcelain Doll



# CONVENTIONAL MARKET NEWS

SEPTEMBER 24 - OCTOBER 1, 2021

## PUMPKINS, ORNAMENTALS, & CIDER SEASON



**Face Pumpkins** are coming in with plentiful supplies. Harvests are in full production and quality has been nice from Pennsylvania growers.

Overall, quality has been excellent on **Specialty Pumpkins (Jack-Be-Littles, Baby Boos, Baby Pam Pie Pumpkins, and Gourds)**. Less volume is expected headed into October due to some crop failure and limited plantings.

Farmers try to finish **Specialties** by mid-October to focus on **Carving/Face Pumpkins** the rest of the month, so bring your **Specialties** in and let them sell out.

Prices are generally up over seasons as inflation and labor challenges have led to higher costs for farmers.

**NOTE:** Rains from Hurricane Ida have hurt some specialty crops, as these varieties have a hard time taking too much rain. **“One Too Many” Specialty** and **“Prize Winner”** crops have been damaged and there is very limited availability on both varieties.

**Ornamentals**, like **Indian Corn, Straw Bales, and Corn Stalks**, are also in peak season, and retailers are advised to bring these items in early since they'll sell out by mid-October.

“Peak season” for fresh **Apple Cider** has begun! As with many other things this year, packaging and labor costs have elevated producer pricing, yet that should not stop retailers from getting behind **Apple Cider** promotions. TIP: Display some **Apple Cider** on ice in an auxiliary display to drive impulse sales.

Our local brand will be Country Acres out of Adams County, PA. We'll also have a full selection of **Ciders** and **Specialty Ciders** from Zeigler's/Mayer Bros.



### CV FALL FRUIT

**Fuyu Persimmons** will be available the week of 9/27 and should remain steady for the rest of September!

**Quince** will be available once again from California. Four Seasons will offer a 32-36ct single layer pack!

**Pomegranates** from California are in full swing! Quality has been excellent. Both 36ct and 24ct 2-layer sizing is available!

**NOTE:** California **Fresh Figs** have hit a wall in terms of availability and production. Supplies will be very limited, but there will be some **Brown Turkey Figs** available the week of 9/27 from California.

Mexico has some **Black Figs** that will be starting soon along with some later California fruit which should be available later this fall.



### CV EASTERN APPLES

**Snap Dragon Apples** have started for the season out of New York. We will have the euro boxes, as well as the 12/2 lb pouch bags, available the week of 9/27. This is an excellent variety to promote in your stores October-December.

New York grown **SweetTango Apples** are available, and in case you didn't know, super delicious! Sizing is running very large and the quality is excellent as this season kicks off. Our first arrival is mostly 72's, but you'll also see 64's out in the market as well.

Traditional **Eastern Apple** varieties continue to ramp up. Beginning 10/1, we'll have **Macoun, Empire, Rome, Fuji, and Cortland Apples** available in trays, bags, and totes.



### CV BROCCOLI & CAULIFLOWER

Local PA **Stem Broccoli Bins (110ct)** and **Bin Jacket Cauliflower (60ct)** are here and looking really nice! These items will be in peak season in October and give your department a real farmers market look.

**NOTE:** Maine is struggling to keep up with **Broccoli Crown** demand. CA and Quebec remain limited on supply, so expect price jumps.

Overall, **Cauliflower** is in good shape. Quebec growers do expect a small gap in fields. CA growers are trying to inch pricing up, but nothing is extreme at this point.

California **Green, Orange, and Purple Cauliflower** are now available and this is a good time to add these into your specialty set.





### CV POTATOES

Large **Count Russet Potatoes** continue to come off in price again in late September while smaller product has tightened up, causing the bagged 10/5lb **Idaho Russet Potato** market to increase in late September.

We will transition from New Jersey over to Prince Edward Island grown 10/5lb **Red, Gold, and Russet Potatoes** in late September. We will also see a sharp advantage in price with this PEI grown product over the NJ pricing. Jersey Fresh 10/5lb **White Potatoes** will continue in season at a value.



### CV ASPARAGUS

**NOTE: Asparagus** prices will remain very high with limited availability. High tides and labor issues have halted vessels from arriving in Florida. Limited flight space has also slowed supplies coming in via planes.

Mexico has experienced some hurricanes and weather challenges leading to a delayed start.



### CV STONE FRUIT

**Peaches, Nectarines, and Plums** are winding down for the season from California. We'll begin to scale back our offerings now that we're heading into fall programs. The quality on all late season product has been really nice.



### CV CUCUMBERS

**Super Select Cucumber** prices will remain steady in late September. New regions in NC and GA have started production while local regions, PA and NJ, continue harvests as well. Quality has been excellent from all regions.

**NOTE: Euro Seedless Cucumber** prices continue to rise as availability continues to be a challenge. Mexico has not started production and Canadian harvests are finishing.

**ALERT! Mini Seedless Cucumbers** continue to be extremely limited in late September. Canadian crops are finishing up and Mexico has not started production.



### CV PEPPERS

**Mini Sweet Peppers** will be promotable in late September out of Mexico. Supplies are strong and quality has been excellent.

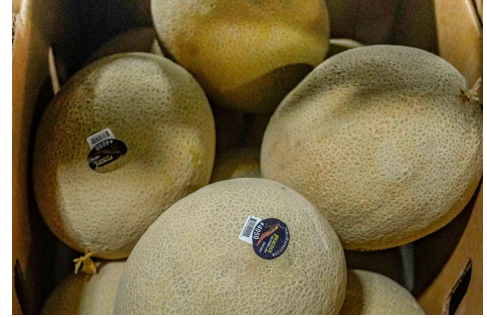
11lb **Red, Orange, and Yellow Pepper** prices are becoming more promotable. Mexico is coming into some nice production leading to more availability on all 3 colors. Quality has been excellent.

**Green Bell Pepper** prices are up in late September. Local harvests are finishing as new crops from NC and GA are beginning. Quality has been excellent from all regions.



### CV GRAPES

**Grapes** will be in excellent supply from California and the quality is outstanding for October! We'll continue to be in the **Green Emeralds** and **Scarlet Royals** in the "Pretty Lady" brand, and the **Harvest Hobgoblin** brand in addition to our value lines.



### CV MELONS

**Cantaloupes** are in good supply from California. Sizing has dropped back slightly to mostly regular 9's and 12's, but the overall quality remains excellent. Pricing is expected to remain steady heading into October.

**ALERT! Honeydews** are now very limited from California. We're currently in a gap but should be in a new plot heading into early October. This plot is expected to cover approximately 10 days of production, and then we'll head into another gap. Look for pricing to remain much higher than usual on Honeydew through the first week of October. The quality on the "King of the West" fruit has been outstanding.



### CV SQUASH

**Green Squash** remains steady in late September. GA and NC have started production and local PA, and NJ fall harvests have started. Quality has been excellent.

**Yellow Squash** prices are set to ease off some in late September as more product becomes available from new regions in GA and NC. Quality has been excellent.



### CV CRANBERRIES

**Cranberries** are set to begin around 10/1. We will have good supplies on both "Ocean Spray" **Cranberries**, as well as locally grown "Jersey Fruit" label from New Jersey. Volumes are expected to be in solid supply for this season.





## CV LEMONS

**Lemons** are in tighter supply heading into October as we transition from district 2 into district 3. District 3 includes areas such as the Coachella and Imperial Valley, CA, and the growing conditions are ideal for excellent quality. Not only will we see quality improve over the next couple weeks, but pricing should begin to drop as we get into better volume.



## CV TOMATOES

**NatureSweet Tomatoes** is launching a new to-go package of their **Cherubs (Grape)** and **Constellations (Medley)** varieties. These 12/7.5oz (3-2.5oz packs) will target back to school and consumers looking for a healthy snack while on the go. Talk to your sales rep now about adding them to your NatureSweet line!

**Beefsteak Tomato** prices are rising in late September. Demand has grown stronger, and availability is lighter. New crops in Ohio are lightly starting as Canada starts to finish up. Quality has looked nice. **Cluster Tomato** prices continue to rise in late September as product begins to tighten up. Canadian production is tapering off and Mexico remains limited. New crops from New York and Ohio are roughly 2-3 weeks away from starting with decent volume.

**Grape Tomato** prices remain steady in late September. Tennessee and local growers are finishing up. New crop Florida product will be available to begin the week. Quality should be excellent.

**Roma Tomato** prices remain strong in late September. Overall production has been light, and demand has been good. Tennessee and Mexico have light supplies and Florida is not yet ready.

**Vine Ripe Tomato** prices remain strong in late September. Production is down from Tennessee and Alabama. Florida has not yet begun harvests. Local production is available however volume is limited.



## CV GRAPEFRUIT

**NOTE: Grapefruit** remains in tighter supply from California. Expect pricing to remain higher until we get into Florida production in the middle of October. Florida is expecting good volume, while Texas will see significant shortfalls in production due to the freeze this past winter. Texas isn't set to begin until November, but production could be off as much as 50%.



## CV BERRIES

**Strawberries** are in better supply in late September from Salinas, Watsonville, and Santa Maria, CA, and pricing is remaining steady. There have been some other spot deals around, but this has mostly been due to quality challenges. **NOTE:** We're trying hard to stick with the best fruit this late in the season, but we're still seeing higher amounts of bruising upon arrival which can lead to decay or mold.

**NOTE: Blueberries** will continue to be in tight supply as we head into October. Peruvian imports are starting to increase, and pricing is expected to drop back slightly over the next few weeks. Quality on all Peruvian fruit has been excellent. We have lots of 6 oz and pints ready to go.

**NOTE: Raspberries and Blackberries** are in much tighter supply as we head into October. We're coming to an end on the CA season, and we're just a few weeks away from kicking into high gear on Mexican production. Get ready for better supplies and quality.

## OTHER STORIES

- The **Yellow Onion** market has shown some strengthening in late September across the board on all colors and sizes. This is partially due to strong demand pushing up FOB pricing slightly, but also due to an increase in freight rates on **Onions** coming across the country.
- **ALERT! Peeled Garlic** has been in very tight supply as shipping and import container delays have driven prices skyward!



## CV ORANGES

California **Navel Oranges** are set to begin later in mid-October and into November. At this point, the early crop is looking to produce mostly smaller fruit, but that will change as we get deeper into the season. We will gradually wind down on **Valencia Oranges** and import **Navel Oranges** in preparation for the upcoming domestic **Navel** crop.



## CV TROPICALS

**Pineapples** are very promotable for the week of 9/27 as pricing will be lower than it has been all summer. Look specifically to promote 6ct and 7ct sizing!

We will also be offering the popular **HoneyGlow Pineapples** from Del Monte in 5 and 7ct sizing. The taste and quality of this fruit is outstanding.

**Hass Avocados** continue to command a premium price for 48ct fruit and larger (if available). Pricing should finally start to come off by the end of September.

**Mangos** are steady from Puerto Rico and Brazil. We will offer 6, 10, and 12ct sizing. Ecuador Reds will be starting soon as well.

**Ataulfo Honey Mangos** from Ecuador are available for the week of 9/27 in an 18ct box!

- **NOTE: Green Bean** prices remain very high and limited in late September. Local production remains limited and heavy rains in early September have damaged the early plantings in new regions. Quality has been nice as product moves quickly.



# PUMPKINS & FALL ORNAMENTALS

## STARTING SEPTEMBER 2021

### MINI DECORATIVES/ORNAMENTALS



04822  
**JACK-BE-LITTLE (MINI-PUMPKINS)**  
40 ct case  
PLU: 4734



04929  
**JACK-BE-LITTLES BAGGED**  
14/5 ct case  
UPC: 743425-08950



214521  
**WHITE JACK-BE-LITTLES (BABY BOO)**  
40 ct case  
PLU: 4734



04901  
**INDIAN CORN**  
16/3 ct case  
UPC: 033383-40077



214039  
**MINI INDIAN CORN**  
Display box 16/3 ct case  
UPC: 743425-40076



04944  
**PUMPKIN LITTLES**  
(Hardball size Pumpkin)  
20 ct case  
PLU: Retailer-Assigned



04913  
**TIGER STRIPE/POKEMON PUMPKINS**  
20 ct case  
PLU: Retailer-Assigned



04928  
**GOURDS BAGGED**  
145 ct case  
UPC: 743425-09321



04930  
**GOURDS**  
40 ct case  
PLU: 3135



# MINI DECORATIVES/ORNAMENTALS



04950  
**BABY PAM (PIE)**  
12 ct case  
PLU: 3134



04945  
**CORN STALKS**  
1 bunch  
PLU: Retailer-Assigned



04935  
**REGULAR SIZE STRAW BALES**  
1 ct  
PLU: Retailer-Assigned



222242  
**MINI CELLO STRAW BALES**  
50 ct  
21879-20080  
*\*Pre-Order Survey Only\**



222243  
**SMALL SINGLE STRAW BALE**  
24 ct  
*\*Pre-Order Survey Only\**



For more information on  
*pre-ordered* painted pumpkins &  
kits, contact your sales rep!





# PUMPKIN BINS



## CARVING/JACK-O-LANTERN/FACE PUMPKIN BIN

PLU:3130

*\*Available by request\**

4984 - CV Pumpkins Face 40 ct bin  
4982 - CV Pumpkins Face 50 ct bin

4981 - CV Pumpkins Face 30 ct bin  
4987 - CV Pumpkins Face 60 ct bin



## PRIZE WINNER PUMPKINS

4994 - CV Pumpkin Prize Winner 100-170 lb

*\*Available by request\**



## FIELD TRIP/MYSTIC PUMPKINS W/ LONG STEM BIN

*(For painting or decorating)*

7390 - CV Pumpkins Field Trip 140 ct bin

*\*Available by request\**



## PIE (BABY PAM) PUMPKINS BIN

*(For baking or decorating)*

4951 - CV Pumpkins Baby Pam (Pie) 150 ct bin - PLU: 3134

*\*Available by request\**

# MIXED VARIETY PUMPKIN BINS



04968

## "AUTUMN MIX" PUMPKIN BIN 35 CT

*(Blue Jarrahdale, Pink Porcelain, Peanut)*



04980

## "FALL FANTASY" PUMPKIN BIN 35 CT

*(Fairytale, White Flat, Cinderella)*



PHONE: 1.800.422.8384

| FAX: 1.717.721.2597

| WWW.FSPRODUCE.COM



# PUMPKIN VARIETAL BINS - AVAILABLE BY REQUEST



**WHITE PUMPKIN BIN**



**BLUE JARRAHDALÉ PUMPKIN BIN**



**PEANUT PUMPKIN BIN**



**ONE TOO MANY PUMPKIN BIN**



**WARTY GOBLIN /  
KNUCKLEHEAD PUMPKIN BIN**



**LONG NECK GREEN SQUASH BIN**  
*(Goose Gourds)*





# PUMPKIN VARIETAL BINS - AVAILABLE BY REQUEST



**NECK PUMPKIN BIN**



**RED WARTY THING BIN**



**CINDERELLA PUMPKIN BIN**



**FAIRYTALE PUMPKIN BIN**



**PINK PORCELAIN PUMPKIN BIN**



**WHITE FLAT PUMPKIN BIN**





# LOCAL LIST

## ORGANIC

### CENTRAL PA PRODUCE CO-OP - TYRONE, PA

40485 - OG Beets Red 25 lb  
40644 - OG Eggplant 22 lb  
40836 - OG Eggplant Graffiti 20 lb  
40838 - OG Peppers Jalapeno 10 lb  
41255 - OG Peppers Poblano 10 lb  
41036 - OG Squash Acorn Green 30 lb  
41031 - OG Squash Butternut 35 lb  
41035 - OG Squash Delicata 35 lb  
41053 - OG Squash Honeynut 40 lb  
41044 - OG Squash Kabocha 35 lb  
41220 - OG Squash Pie Pumpkin 35 lb  
41050 - OG Squash Spaghetti 30 lb

### CLARION RIVER - SLIGO, PA

41036 - OG Squash Acorn Green 30 lb  
41044 - OG Squash Kabocha 35 lb  
41050 - OG Squash Spaghetti 30 lb

### CHRIST KING/KING FAMILY FARMS - LANCASTER, PA

41525 - OG Onions Red MD 40 lb  
41535 - OG Onions Sweet JBO PA 40 lb  
41536 - OG Onions Sweet MD PA 40 lb  
41036 - OG Squash Acorn Green 30 lb  
41031 - OG Squash Butternut 35 lb  
41050 - OG Squash Spaghetti 30 lb  
41379 - OG Tomatoes Grape 12/1 pt  
42305 - OG Tomatoes Roma 20 lb  
41357 - OG Tomatoes Vine Ripe Round 20 lb

### DEEP ROOT ORGANIC CO-OP - JOHNSON, VT

40491 - OG Burdock Root 10 lb  
41084 - OG Celeriac (Celery Root) 12 ct w/tops  
40211 - OG Fennel (Anise) 12 ct  
40623 - OG Sunchokes White 10 lb

### EAGLE SHADOW FARMS - MILLVILLE, PA

40485 - OG Beets Red 25 lb  
41531 - OG Onions Red JBO 40 lb



### FLAIM FARMS - VINELAND, NJ

40309 - OG Arugula 12 ct  
40488 - OG Beets Red Bunched 12 ct  
40513 - OG Bok Choy Baby PREM 20 lb  
40510 - OG Bok Choy PREM 35 lb  
40684 - OG Chard Green 12 ct  
40682 - OG Chard Rainbow 12 ct  
40685 - OG Chard Red 12 ct  
40650 - OG Dandelion 12 ct  
40671 - OG Greens Collard 12 ct  
40672 - OG Greens Kale 12 ct  
40647 - OG Herb Cilantro 15 ct  
40210 - OG Herb Dill 24 ct  
40209 - OG Herb Dill 12 ct  
219525 - OG Herb Mint 12 ct  
40912 - OG Leeks Bulk PREM 20 lb  
40180 - OG Radishes Red 12 ct Bunch

### GREENFIELD FARMS - WOOSTER, OH

41372 - OG Tomatoes Beefsteak 15 lb  
43805 - OG Watermelons Mini 35 lb 6 ct  
43788 - OG Watermelons 45 ct 15 lb Ave Bin

### HEPWORTH FARMS - MILTON, NY

40505 - OG Broccoli Crowns 18 lb  
40511 - OG Brussels Sprouts 10 lb  
41160 - OG Lettuce Green Leaf 24 ct  
41165 - OG Lettuce Red Leaf 24 ct  
41180 - OG Lettuce Romaine 24 ct

### JOSEPH WEAVER - LANCASTER, PA

40548 - OG Cabbage Green PREM 45 lb

### LANCASTER FARM FRESH COOP - LANCASTER, PA

40376 - OG Beans Green 25 lb  
40650 - OG Dandelion 12 ct  
40211 - OG Fennel (Anise) 12 ct  
40640 - OG Herb Cilantro 30 ct  
41185 - OG Lettuce Romaine Hearts 12/3 ct  
41036 - OG Squash Acorn Green 30 lb



41031 - OG Squash Butternut 35 lb  
41053 - OG Squash Honeynut 40 lb  
41044 - OG Squash Kabocha 35 lb  
41220 - OG Squash Pie Pumpkin 35 lb  
41050 - OG Squash Spaghetti 30 lb  
41398 - OG Tomatoes Gold Grape 12/1 pt  
43788 - OG Watermelons 45 ct 15 lb Ave Bin  
43806 - OG Watermelons 60 ct 11 lb Ave Bin

### LADY MOON FARMS - CHAMBERSBURG, PA

40680 - OG Chard Rainbow PREM 24 ct  
40628 - OG Dandelion PREM 24 ct  
203430 - OG Dandelion Red 12 ct  
40639 - OG Eggplant PREM 24 lb  
41007 - OG Greens Collard PREM 24 ct  
40811 - OG Greens Kale PREM 24 ct  
40472 - OG Greens Kale Lacinato PREM 24 ct  
43566 - OG Greens Kale Red 24 ct  
40723 - OG Parsley Curly PREM 30 ct  
40724 - OG Parsley Flat Leaf PREM 30 ct (Italian)  
40796 - OG Peppers Green PREM 25 lb  
40838 - OG Peppers Jalapeno 10 lb  
41346 - OG Tomatoes Cherry 12/1 pt Clamshell  
41385 - OG Tomatoes Cherry Rainbow 12/1 pt  
41336 - OG Tomatoes Grape Premium 12/1 pt  
41358 - OG Tomatoes Heirloom 10 lb

### REED FAMILY FARM - ELIZABETHTOWN, PA

40376 - OG Beans Green 25 lb

### PEDERSEN FARMS - SENECA CASTLE, NY

40548 - OG Cabbage Green PREM 45 lb  
40454 - OG Cabbage Red PREM 45 lb  
40675 - OG Greens Kale 24 ct





# LOCAL LIST

## CONVENTIONAL

**\*\*PUMPKINS & ORNAMENTALS ARE AVAILABLE FROM PA GROWERS! TALK TO YOUR REP FOR INFO.**

### **BENEDICT FARM - CHAMBERSBURG, PA**

1818 - CV Peppers Green JBO/XL 22 lb

### **CEDAR MEADOW - LANCASTER, PA**

23166 - CV Tomatoes Cocktail 10/1 lb  
23156 - CV Tomatoes Heirloom PA 15 lb

### **CHRIST KING - LANCASTER, PA**

228499 - CV Tomatoes Vine Ripe XL/JBO 25 lb

### **COPENHAVER - LEBANON, PA**

480 - CV Beans Green 25 lb

### **EASTERN FRESH - CEDARVILLE, NJ**

2806 - CV Cucumbers Super 72 ct  
1260 - CV Eggplant PREM 24 lb  
1818 - CV Peppers Green JBO/XL 22 lb

### **FLAIM FARMS - VINELAND, NJ**

205 - CV Arugula 24 ct  
550 - CV Beets Red Bunched 12 ct  
591 - CV Bok Choy 30 lb  
592 - CV Bok Choy Baby Shanghai 30 lb  
750 - CV Cabbage Green 50 lb  
1170 - CV Dandelion Bunch 12 ct  
1260 - CV Eggplant PREM 24 lb  
1291 - CV Eggplant Chinese 10 lb  
1275 - CV Eggplant Graffiti NJ 12 lb  
1262 - CV Eggplant Italian 11 lb  
1308 - CV Greens Collard NJ 18 lb  
1315 - CV Greens Kale NJ 18 lb  
455 - CV Herb Basil 15 ct  
1510 - CV Herb Mint 12 ct Box  
1462 - CV Kohlrabi Green 12 ct  
1975 - CV Peppers Cubanelle 18 lb  
1837 - CV Peppers Green JBO Local 22 lb  
1993 - CV Peppers Habanero Orange 8 lb  
1807 - CV Peppers Habanero Red 8 lb  
1967 - CV Peppers Jalapeno 35 lb  
1965 - CV Peppers Jalapeno 10 lb  
1980 - CV Peppers Long Hot 16 lb  
1995 - CV Peppers Poblano 20 lb  
1985 - CV Peppers Serrano 8 lb  
1827 - CV Peppers Shishito 10 lb  
2350 - CV Squash Acorn 35 lb  
2365 - CV Squash Kabocha 35 lb  
2390 - CV Squash Spaghetti 35 lb  
2255 - CV Squash Green MD Local 20 lb

### **FOWLER FARMS - WOLCOTT, NY**

5053 - CV Apples SweeTango 40 lb 72/88 ct

### **HESS FARMS - WAYNESBORO, PA**

480 - CV Beans Green 25 lb  
2845 - CV Cucumbers Kirby 40 lb  
2806 - CV Cucumbers Super 72 ct  
1975 - CV Peppers Cubanelle 18 lb  
1818 - CV Peppers Green JBO/XL 22 lb

1967 - CV Peppers Jalapeno 35 lb  
1995 - CV Peppers Poblano 20 lb  
2240 - CV Squash Green MED 20 lb  
2326 - CV Squash Yellow MED 20 lb  
2334 - CV Squash Zucchini Gold Bar 20 lb

### **HESS BROTHERS FRUIT - LANCASTER, PA**

5030 - CV Apples Gala 2.5" East 12/3 lb bag  
5475 - CV Apples Gala East 40 lb 72/88 ct  
5168 - CV Apples Gala East 38 lb 8 ct tote bags  
5294 - CV Apples Ginger Gold East 40 lb 72/88 ct  
5175 - CV Apples Ginger Gold 38 lb 8 ct tote bags  
5017 - CV Apples Ginger Gold 2.5" 12/3 lb bag  
5476 - CV Apples Honeycrisp East 40 lb 72/88 ct  
5680 - CV Apples McIntosh East 40 lb 100 ct  
5167 - CV Apples McIntosh East 38 lb 8 ct Tote Bag  
5040 - CV Apples McIntosh East 12/3 lb Bag  
5000 - CV Apples Red Del. 2.5" East 12/3 lb Bag  
5205 - CV Apples Red Del. East 40 lb 72/88 ct  
5166 - CV Apples Red Del. East 38 lb 8 ct Tote Bag

### **JERSEY FRESH POTATOES - WOODBURY, NJ**

4447 - CV Potatoes Gold 10/5 lb  
4493 - CV Potatoes Red NJ 10/5 lb Bag  
4643 - CV Potatoes Russet 10/5 lb  
4404 - CV Potatoes White NJ 10/5 lb

### **NARDELLI LAKE VIEW FARMS - CEDARVILLE, NJ**

480 - CV Beans Green 25 lb  
550 - CV Beets Red Bunched 12 ct  
750 - CV Cabbage Green 50 lb  
1315 - CV Greens Kale NJ 18 lb  
1345 - CV Greens Mustard 12 ct  
1350 - CV Greens Turnip 18 lb  
1475 - CV Leeks Bunched 12 ct  
2350 - CV Squash Acorn 35 lb  
2372 - CV Squash Butternut 35 lb  
2390 - CV Squash Spaghetti 35 lb

### **STAUFFER HULING FARMS - LANCASTER, PA**

631 - CV Broccoli with Stem PA 110 ct Bin  
750 - CV Cabbage Green 50 lb  
999 - CV Cauliflower Jacket PA 60 ct Bin  
4106 - CV Onions Sweet JBO PA 40 lb PA Simply Sweet  
4628 - CV Onions Sweet PA 14/3 lb PA Simply Sweet  
2350 - CV Squash Acorn 35 lb  
2372 - CV Squash Butternut 35 lb  
2390 - CV Squash Spaghetti 35 lb

### **SUNRISE ACRES/EPHRAIM ZOOK - LANCASTER, PA**

228499 - CV Tomatoes Vine Ripe XL/JBO 25 lb  
21450 - CV Tomatoes Vine Ripe 4x5 20 lb 2-Layer

### **THOMAS COLACE/LIPMAN - WEST DEPTFORD, NJ**

1818 - CV Peppers Green JBO/XL 22 lb  
2240 - CV Squash Green MED 20 lb

### **TORREY FARMS - ELBA, NY**

750 - CV Cabbage Green 50 lb

780 - CV Cabbage Red 50 lb  
795 - CV Cabbage Savoy 30 lb  
2806 - CV Cucumbers Super 72 ct  
2806 - CV Cucumbers Super 72 ct  
2240 - CV Squash Green MED 20 lb

### **VINCENT FARMS - DELMAR, DE**

11059 - CV Cantaloupes Athena Style 110 ct Bin  
1084 - CV Corn White Local 50 dz Bin  
1060 - CV Corn White 48 ct  
1086 - CV Corn Bi-Color Local 50 dz Bin  
1062 - CV Corn Bi-Color 48 ct  
1818 - CV Peppers Green JBO/XL 22 lb  
228499 - CV Tomatoes Vine Ripe XL/JBO 25 lb  
11997 - CV Watermelons 45 ct 15 lb Ave Bin

