



ORGANIC OUTLOOK

NOVEMBER 17 - DECEMBER 1, 2017



WWW.FSPRODUCE.COM 10 LB

BUCK BRAND ORGANIC SPECIALTY CITRUS

Buck Brand Organic Specialty Citrus has arrived! Buck Brand is grown in the Babcock family of Deer Creek Heights Orchard, a small farm in Terra Bella, CA, just north of Bakersfield.

The first varieties include:

- **Buddha Hand**
- **Variegated Calamondin**
- **Finger Limes**
- **Key Limes**
- **Centennial Kumquats**
- **Pink Variegated Lemons**
- **Makrut (Keefer) Limes**
- **Satsuma Mandarins (easy peel, sweet, seedless)**
- **Sweet Limes**
- **Limequats**



The **Organic Satsumas** may gap until late November before new arrivals.

The culinary and snacking varieties grown by Buck Brand change throughout the November-March growing season.

For more info on each variety go to: <https://goo.gl/fhaJKV>



OG CELERY

Organic Celery is in adequate supply for Thanksgiving, but some shippers are seeing a little bit of blight. Prices should remain steady for the rest of November.

Organic Celery Hearts are in good supply.

Organic Celery Root (Celeriac) is in good supply for Thanksgiving out of CA.



OG ONIONS/SWEETS/POTATOES

Organic Potatoes, Onions, and Sweet Potatoes are primed for holiday promotion. Supplies are plentiful and gorgeous quality for your holiday displays.

Talk to your sales rep to lock in awesome deals on AV Thomas "Natural Beauty" CA grown **Organic Sweet Potatoes!**

Organic Count Russet Potatoes from all regions continue to be slightly limited, and securing trucks out of the Northwest and Colorado has also been particularly challenging. 10/5lb bags are abundant.

Local **Organic Sweet and Red Onions** are now done so all supply is from the West. We have transitioned over to premium NV grown **Sweetie Sweet Organic Onions.**



OG APPLES

Back in season are:

Organic Jazz and **Envy Apples** from Enza, **Organic Pinata** from Stemilt, and **Kanzi** from CMI/ Daisy Girl - ideal for promoting late November through early winter.

Organic Opal Apples out of Washington continue in firm supply with smaller sizing prevailing. These delicious apples are slow to brown when cut.

Washington **Organic Pink Apples** are expected to begin here in late November with some 80ct in very limited supply and 100ct in slightly better supply.



OG BROCCOLI

Organic Broccoli is increasing in supply out of CA and AZ. Pricing has adjusted down a little.

Organic Broccoli Crowns are in better in supply as well. Quality has been good to very good.



OG GREEN BEANS

ALERT! CA growers report very tight supplies of **Organic Green Beans**, as there are only a few shippers at this time and Mexico has not yet begun.

Florida **Organic Green Beans** may arrive before Thanksgiving, but it's not guaranteed yet and will depend on growth over the next few days.



OG HASS AVOCADOS

Organic Hass Avocados continue to be very plentiful with prices continuing to come down. Look to promote over the next couple of weeks!



OG GRAPES

ALERT! California **Organic Black, Green and Red Grape** markets have all tightened significantly, and are expecting to finish towards the end of November, which is much earlier than predicted. Pricing is higher.

We will then gap in December for at least a few weeks before imports begin.



OG PEPPERS

Israel is now the main import supply region on **Organic Peppers**. Holland is finished. Quality continues to be very good.

Organic Red, Yellow, and Orange Peppers are limited from Mexico before their season peak in January.

The first shipments of **Organic Green Peppers** from CA will arrive this week. Pricing is higher. Mexico has also started with **Organic Green Peppers**, and Florida will start the week of Thanksgiving.



OG BRUSSELS SPROUTS

Loose **Organic Brussels Sprouts** are expected to be in good supply through Thanksgiving out of CA.

New York reports adequate supplies of **Organic Brussels Sprouts**, but their season will end by December.

A limited supply of pouch bag **Organic Brussels Sprouts** will be available out of Mexico.



OG FALL FRUIT

Organic Cranberries continue out of Canada in decent supply for November.

Organic Pomegranates are in peak season. **Organic Pom Arils** continue in good supply.

Organic Hachiya and Fuyu Persimmons in peak season supply and quality.



OG BERRIES

Driscoll's **Organic Blackberries** and **Raspberries** are expected to be steady for this week and are then expected to firm up with tighter supplies and higher prices. **Non-Driscoll's Organic Blackberries** continue with improving supplies and pricing each week.

Driscoll's Organic Blueberries are steady this week with very high pricing. South American **Organic Blueberry** supplies are improving daily and prices are decreasing.

ALERT! **Organic Strawberry** volume is light with high prices.



OG CA CITRUS

Organic Clementines are expected to arrive just before Thanksgiving in bulk and pouch bags.

Organic Satsuma Mandarins are still ramping up in supply. These also have some greening and oil spots. Pricing is easing slightly. The fruit is starting to taste pretty good.

Organic Navel Oranges continue in better supply with good flavor but expect some green and oil spotting with this early gassed fruit.

Organic Pummelos are expected to begin right before Thanksgiving.



OG ASPARAGUS

Mexican **Organic Asparagus** is expected to be in adequate supply for Thanksgiving, but then volume may tail off a little bit.



OG CAULIFLOWER

Organic Cauliflower is in adequate supply for Thanksgiving, but some shippers are reporting a little discoloration. Pricing will drop somewhat.

Organic Romanesco is available in limited supply out of PA.



OG SQUASH

Organic Zucchini and **Yellow Squash** are in good supply from Florida. Product out of Mexico is abundant. It's a good time to promote.

Also in season is a mixed variety pack of **Organic Summer Squashes**.



OG CARROTS

While prices are still high, there is some light at the end of the **Organic Carrot** shortage tunnel. We expect first supplies in weeks of **Organic 25lb Table** and **Jumbo Carrots** on 11/20, with better supply expected the week after Thanksgiving.

Organic Cello Carrot supplies are more stable, but price is still high. While there are more sizes of **Organic Carrots** available, it has not yet affected the market, and may not until December.

Organic Bunch Carrots are in good supply. Some discoloration is present on the tops.



OG TOMATOES

ALERT! The **Organic Grape Tomato** continue to be in very short supply. Mexico reports very light harvests, and the first Florida product will arrive around Thanksgiving at slightly higher pricing than Mexico.

ALERT! **Organic Cherry Tomatoes** are very limited out of Mexico and FL, and PA is done for now.

Some deals are available on **Organic Cluster Tomatoes** out of Mexico for late November. Canadian shippers report tighter supplies and higher pricing.

Organic Hothouse Tomatoes are more limited out of Canada and Mexico. **Organic 2-Layer Tomatoes** are now available out of Mexico and are coming in with good quality and color.

Organic Roma Tomatoes are in good supply and increasing out of Mexico.



OG LETTUCE

Organic Romaine Hearts continue with very good quality. Pricing will move down for late November.

Lady Moon Farms in Florida will start in late November on **Organic Romaine, Red Butter, Red Leaf,** and **Green Leaf Lettuces**.

CA shippers have decent supplies of **Organic Red Leaf, Green Leaf, Red Butter,** and **Green Butter Lettuces**. Quality has improved over the last couple of weeks, and there has been less discoloration on the ribs. **Organic Iceberg Lettuce** is also in good supply.

Organic Romaine Lettuce is limited. Some shippers are out. Expect to see more quality defects on **Organic Romaine** for late November. **Organic Red Romaine Lettuce** will be unavailable until December.

OTHER STORIES:

- **Organic Lemon** supplies continue to improve as prices come down, making them a promotable item for the rest of November and into December. Quality is good.

- **Organic Anjou, Bosc,** and **Concorde Pears** are in good supply, but **Organic Asian** and **Bartlett Pears** are done for the season. New crop **Organic Comice Pears** have arrived in limited supply.

- Mexican **Organic Cantaloupes** are expected to finish for the season right around Thanksgiving, which is earlier than expected.

- **Organic Pineapples** continue to be very promotable, especially on the 7 ct.

- Heirloom Orchards: New next week are **Organic Winesap** and **Golden Russet Apples**.

- **Organic Green Kale** is in good supply out of NY and OH. All varieties of **Organic Kale** are abundant out of CA. Lady Moon Farms in Florida has started harvesting **Organic Green, Red,** and **Lacinato Kale**.

- Mexico and Florida report increasing supplies of **Organic Cucumbers**. **Organic Hothouse Cucumbers** are in good supply out of Canada and Mexico. **Organic Persian Cucumbers** are limited out of Mexico and CA.

OCTOBER 2017

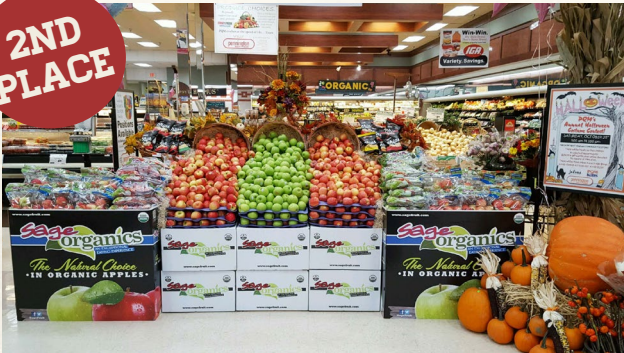
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PLACE



HEALTHY LIVING MARKET & CAFE
SARATOGA, NY

5TH
PLACE



ROOTS MARKET
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A BIG THANK YOU TO ALL PARTICIPANTS!
THE ENTRIES WERE ALL VERY IMPRESSIVE!

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2017 THANKSGIVING SCHEDULE



Monday 11/20 & Tuesday 11/21 – Normal delivery schedules.

Wednesday 11/22 – Extra deliveries will be made in most regions. Orders for Friday 11/24 delivery are due at the normal cut-off times.

Thursday 11/23 – Happy Thanksgiving! Offices are closed for the holiday. No deliveries.

Friday 11/24 & Saturday 11/25 – Normal delivery and office schedules.



CONVENTIONAL OUTLOOK

NOVEMBER 17 - DECEMBER 1, 2017

WWW.FSPRODUCE.COM 10/3 LB

CV MANDARIN UPDATE

We are in full swing with California **Clementine Mandarins** in the 10/3 lb. "Halo" and "Delite" labels. Supplies are steady but demand has been building and it's necessary to book ahead going into the holiday season

On the import side, we will also have the 5-lb. box from Spain and Morocco. Supplies are ample on these too but demand is building as we see the popularity of the **Clementine** dominate the citrus category.

Satsuma Mandarins are now in peak season from California. We will be offering the **Stem & Leaf Satsuma Mandarins**, tree ripened by Family Tree Farms. This is typically a flavorful, high sugar piece of fruit.



OG PEPPERS

ALERT! Green Peppers are very short in supply for late November. Georgia is finishing and Florida has only started in a light way. Pricing will be higher this week.

15lb Fancy Red Peppers are very limited and supply gaps are still expected.

11lb Red Peppers are tight, while **11lb Yellow** and **Orange** are in decent supply.

12/1lb Mini Mixed Sweet Peppers are a bit more plentiful with lower pricing this week



CV POTATOES/SWEETS/ONIONS

SWEET POTATOES:

We have **VERY** sharp deals on NC **Sweet Potatoes** in all sizes. Quality is outstanding!

POTATOES:

Russet Potato demand is very strong in every shipping region. Pricing continues to be steady to slightly rising on all items. Truck availability continues to be the major challenge out of Idaho.

ONIONS:

Onion shippers across the country are very busy to meet the holiday push. Demand will be very good for the next 10 days. There has been a slight change in pricing but transportation continues to be the big challenge, as the supply of trucks is not sufficient to meet demand.



ALERT! The food industry is facing challenges with logistics. Truck availability and rate increases are becoming more prevalent as we head towards December. Mandatory ELD (electronic logging devices) regulations go into effect on December 17th.

These mandatory ELD's enforce hours of service rules on carriers. Many independent owner operators have not installed them and will not be able to operate until they can get the ELD device on their trucks.

Inbound loads from California and the Pacific Northwest to the Northeast have already increased \$1000-\$2000 per load vs. the same time last year. Industry experts fear the situation may become worst headed into Christmas and the New Year.



CV CUCUMBERS

There is good supply of Mexican **Cucumbers**. Quality is outstanding and prices are allowing for promotion on 72 ct supers as well as 70-80ct selects.

12/6ct Mini Cucumbers are lower in price.

Cello Wrapped (Euro) Cucumbers are now plentiful.



CV BROCCOLI & CAULIFLOWER

Eastern **Broccoli Crown** supplies remain good with aggressive pricing.

Western **Broccoli Crowns** are snug, but poised to improve in volume for the end of November.



CV MANGOS

Mangos are arriving from Brazil and Ecuador, with Peru in a few weeks until volume coming from Ecuador starts to drop off.

Ecuador fruit is heavy to 10 and 12 counts and we are now seeing the high prices over the past two weeks come down on those sizes. Quality has been and should remain very good.



CV RASPBERRIES & BLACKBERRIES

There will be good promotional opportunities on both **Raspberries** and **Blackberries** out of Mexico.



CV STRAWBERRIES

Strawberry pricing remains high for mid-November.

Strawberry volumes out of both Mexico and Florida should improve after the Thanksgiving push. We expect to see prices drop headed into December.



CV BLUEBERRIES

Blueberries from Chile have started to arrive in a limited way. Volumes will increase in the next few weeks, so look for promotional opportunities as we head into December.



CV PINEAPPLES

Conventional **Pineapples** are in peak season supply. Promotional opportunities are available for late November on jumbos, like 5 ct.



CV CAULIFLOWER

Cauliflower has been rather expensive headed into Thanksgiving, however supplies are improving and arrivals to the east coast for late November are expected to be lower in price - be prepared to promote.



CV BRUSSELS SPROUTS

Brussels Sprouts are in steady supply out of CA. Quality has been very nice for November promotion.



CV MELONS

The first vessels have arrived from Guatemala with **Cantaloupes and Honeydews**. **Cantaloupes** are higher in price since supplies are light.

Honeydew are more promotable since there is both fruit from Mexico and Central America.



CV CELERY

Celery supplies are steady out of California. Quality has been very nice. Pricing remains slightly higher due to expensive freight rates.



CV GREEN BEANS

ALERT! Green Beans are not abundant for the Thanksgiving promotional period, and due to these lighter supplies, prices have been high.

New plantings in Florida are expected to come into production for December.



CV TOMATOES

15lb Beef and **11lb Cluster Tomatoes** are steady and have good quality.

2-Layer Vine Ripe Tomatoes are limited. Pricing is steady to higher, but quality is nice.

ALERT! Grape, Cherry, and Cocktail Tomatoes remain very limited and high in price for November. Supplies are expected to improve in December.



CV GRAPES

California **Grapes** are poised to go up in price, particularly for premium quality fruit.

Fresh crop import **Grapes** are available from Brazil now, including **Sweet Celebration Red Seedless** and **Sweet Globe Green Seedless**. Chile is slated to begin in mid-December.



CV LETTUCE

Iceberg Lettuce quality is outstanding and supplies are good. Pricing is slightly higher simply due to more expensive freight rates.

Western **Leaf Lettuces lettuce** are steady, while NJ is finishing up.

Romaine Hearts are plentiful and quality is very nice from Yuma, AZ. Promote!



CV FENNEL

There is good supply on **Anise (Fennel)**, still with aggressive pricing.



CV ARTICHOKE

ALERT! Artichokes are in short supply and prices are up sharply.



CV SQUASH

Zucchini is plentiful with nice quality- promote! **Yellow Squash** is limited.

Hard Squashes are steady.