



NEXT MARKET NEWS EDITION: NOV 30TH



ORGANIC OUTLOOK

NOVEMBER 16 - NOVEMBER 30, 2018



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ORGANIC CITRUS OUTLOOK

Organic Satsuma Mandarins are in season from California in both bags and bulk! Flavor on this easy-peeler is excellent!

New crop **Organic Navel Oranges** out of California are now in excellent supply in all sizes and bags. We will see prices come down, and color and flavor to improve heading into December.

California **Organic Pummelos** are expected to begin the week of Thanksgiving.

New crop **Organic Grapefruit** continues to improve in supply out of Southern California. Prices are expected to decrease heading into December.

We expect the first **Buck Brand Specialty Organic Citrus** items of the season to begin around 11/27:

OG Finger Limes
OG Makrut Limes
OG Key Limes

OG Sweet Limes
OG Buddha's Hand
OG Chandler Pummelos

OG Satsuma Mandarins
OG Fall Glo Tangerines



OG FALL PRODUCTS

Organic Chestnuts have just arrived, but supplies are extremely limited for the season and will run out quickly. Grab them while you can! We also have **Organic Chestnuts** available in 3.5oz bags. Since **Organic Bulk Chestnuts** are tough to find as product needs to be fumigated before entering the county, these are a great alternative.

Organic Cranberries are expected to be steady for the season through the holidays.

Organic Fuyu and **Hachiya Persimmons** are in season and are expected to be in firm supply through the holidays.

Organic Pomegranates continue with excellent color and steady supplies. They are available in bulk and wooden jumbo crates. **Organic Pom Arils** are in steady supply.



OG BERRIES

Import **Organic Blueberries** from Chile and Argentina also continue in steady supply and dropping price. Chile was just hit with a major hail storm, so it is unknown what effects this will have on the crop later in winter.

Driscoll's **Organic Blueberries** are now in steady supply and are expected to transition to 6oz packs in early December.

Driscoll's **Organic Blackberries** out of Mexico are expected to be in steady supply for Thanksgiving. Other brands out of Mexico are in excellent supply.

Driscoll's **Organic Raspberries** are expected to improve weekly in supply. Prices should stay steady.

ALERT! Driscoll's **Organic Strawberries** have become very tight with supplies not expected to improve until mid to late December. Prices should continue to rise rapidly. Other brands of **Organic Strawberries** will continue to be extremely limited with prices on the rise.



OG BRUSSELS SPROUTS

Organic Brussels Sprouts are in good supply out of California and New York. Supplies should be fairly steady through December.

Bagged Organic Brussels Sprouts are available out of Wisconsin with high quality.

Organic Microwave Brussels Sprouts are not expected until early December out of Mexico.



OG AVOCADOS

Organic Hass Avocados will trickle back into the supply chain the week of 11/26. Hopefully pricing does not stay elevated, but no fruit has crossed the border in the past 2 weeks. We will likely gap in between now and then.

Organic Fair-Trade Hass Avocados from Equal Exchange will remain out of stock as work stoppage dramatically affected this smaller grower operation.

Large, green smooth-skin Organic Avocados from Florida are in stock again this week. This fruit has been beautiful.



OG PEARS

Washington **Organic Red Anjou, Green Anjou, Asian, Red Bartlett, Green Bartlett, Bosc, and Comice Pears** are in excellent supply.

Washington **Organic Concorde Pears** are gapping but are expected back the week of Thanksgiving. **Organic Starkrimson Pears** will finish for the season in late November.

Make sure you enter our fantastic Pear Display Contest! Talk to your sales rep or merchandiser for more info.



OG GREEN BEANS

Organic Green Beans are in very tight supply out of CA with prices moving up.

Florida growers report adequate supplies through the holiday period.

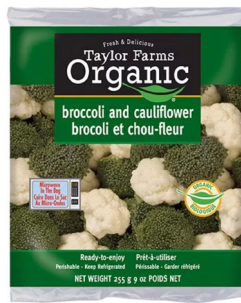
Mexico has begun in a limited way on 15lb **Fair Trade Organic Green Bean** packs.



OG SPECIALTY FRUIT

Organic Rambutan will be available in code 215538!

Organic Dragonfruit, Kiwano, Passion fruit, and Starfruit will be available again next week!



OG PACKAGED VEG

ALERT! Taylor Farms Organics has been cutting or prorating **Cauliflower Floret** and **Cauliflower** combo cut veg bags due to supply and quality issues.



OG CELERY

Organic Celery prices have softened. Oxnard, CA has begun shipping, with another grower beginning in late November. Expect good supplies for the holidays. The best quality is from Oxnard.

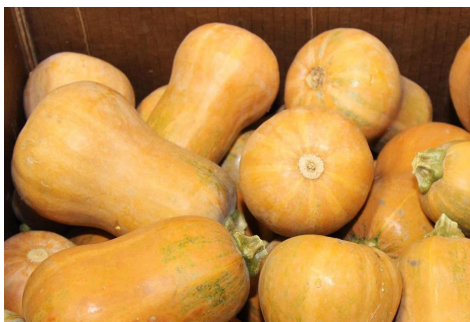
Organic Celery Hearts are in good supply.



OG KALE

Florida **Organic Green, Lacinato, and Red Kales** have begun.

CA continues to have good supplies of all **Organic Kales**, particularly out of Oxnard where cooler nights are leading to a darker green color. Prices are steady.



OG SQUASH

Organic Spaghetti and Acorn Squash are now available out of WI and CA, but at a higher price than what the eastern product was, due to extra freight. **Organic Pie Pumpkins, Sweet Dumpling, and Red Kuri Squash** are limited.

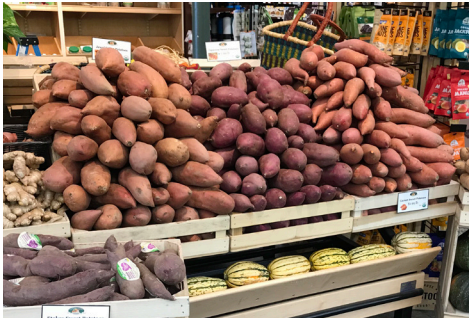
Organic Butternut Squash is now available out of Mexico, with a little supply left from NY.



OG GRAPES

Supplies of **Organic Green & Black Grapes** out of California are firming significantly in supply, and prices are following.

Organic Red Grapes are in a little better supply but will follow down the same path in December.



OG POTATOES & ONIONS

Now is the time to be building HUGE displays of **Organic Potatoes, Onions, and Sweet Potatoes.** Talk to your sales reps NOW to lock in the best deals on your staple items!



OG PEPPERS

Organic Red, Yellow, and Orange Peppers are all in good supply out of Holland and Israel. Pricing is steady.

Large-size **Organic Red Peppers** and **Organic Green Bell Peppers** from Mexico are in decent supply.



OG ASPARAGUS

Organic Asparagus is in better supply this week out of Mexico. Bookings for the holidays appear to be on target to serve customer needs.



OG TOMATOES

Organic 2-Layer Tomatoes are in adequate supply. Florida growers begin harvesting here in mid-November.

Organic Roma Tomatoes are in tighter supply this week out of Mexico, and prices are steady. Florida growers begin harvests this weekend.

Organic 15lb Hothouse Tomatoes are in adequate supply, but volumes of **Organic Cluster Tomatoes** from Mexico are tighter. Canadian shippers should have good volume of **Clusters** in late November.



OG LETTUCE

ALERT! **Organic Romaine Lettuce** is still in tight supply, rib rust is still apparent, and prices are high. The market out west is expected to be tight until early December.

ALERT! CA prices on **Organic Red and Green Leaf Lettuces** have begun to moderate, but it's still a volatile commodity. The next few weeks will be a challenge with transitioning.

Organic Romaine Hearts are in tighter supply out of CA. Expect prices to be on the higher side as we head into December. Loading has begun out of Yuma with good quality.

OUTLOOK: The Florida **Organic Lettuce** harvests will begin after Thanksgiving, including **Organic Romaine.**



OG CAULIFLOWER & BROCCOLI

Organic Cauliflower is expected to be in good supply for Thanksgiving. Pricing has now softened, but if temperatures in CA continue to be cold, there could be a slowdown of harvests for late November.

The **Organic Broccoli** market dropped a little this week as northern CA growers sought to move product ahead of their transition moves. Prices may shoot back up the week of Thanksgiving as growers are still transitioning, and it's been cold in the southern growing region.

Organic Broccoli Crowns in good supply at this time.

OTHER STORIES:

- **Organic Zucchini** and **Yellow Squash** from Florida are available, and the crop looks good. Mexican supplies are tighter this week due to cooler temperatures. The **Organic Yellow Squash** from Mexico is arriving with scarring.

- **Organic Green Cabbage** out of New York is finished for the season. CA growers report good supplies, and Florida is expected to begin the week of Thanksgiving. **Organic Red Cabbage** is still limited out of CA, but Wisconsin has growing supplies. **Organic Napa Cabbage** is in better supply from CA.

- **Organic Pineapple** quality and supplies are good, but rumors of colder weather in Costa Rica make the week of Thanksgiving a question for supply.

- **Organic Broccoli Rabe** is in limited supply this week due to transition issues. Product might be in tight supply until early December until the southern region is ready to ship.

- **Organic Cucumbers** are in decent supply out of Mexico, but cooler temperatures there may decrease production for late November. Florida growers also report adequate volumes. **Organic Hothouse Cucumbers** out of Mexico and Spain are more limited.

- **Organic Tommy Atkins Mangos** are in stock and prices should come down just a bit for next week. Sizing will remain in the 10 and 12ct sizes.

- **Organic Formosa Papaya** supplies took a hit

with colder, wet weather in Mexico. We will be out of stock in late November, but this should be a short-term shortage.

- **Organic Mini and full-sized Watermelons** are still available. Product is in transition of growing regions from Mexico, making supplies tighter this week as growers make the transition. Sizing might be on the smaller side to start off December, but quality looks excellent.

- **Organic Cantaloupes** and **Honeydews** will be back in stock this week. Supplies are still limited on both, so pricing will be on the higher side.



WEATHER/OPERATIONAL UPDATE

Friday, November 16th - A snowstorm brought 4-7 inches, plus ice, in the afternoon and evening hours to Lancaster County, PA. Road conditions deteriorated and only 50% of our staff was able to make it in to select orders and load trucks overnight. This has set us behind on a holiday weekend and we are doing everything we can to recover and take care of our loyal customers. Please contact your sales rep or merchandiser with any questions.

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2018 Q4 HOLIDAY SCHEDULE

THANKSGIVING SCHEDULE

MON 11/19 & TUES 11/20 – Normal Office and Delivery Schedule

WED 11/21 – Extra Deliveries Available in Most Regions. Orders for FRI 11/23 Due at Normal Cutoff Times

THURS 11/22 – **Happy Thanksgiving!** Office Closed. No Deliveries.

FRI 11/23 & SAT 11/24 – Normal Office and Delivery Schedule

CHRISTMAS & NEW YEARS SCHEDULE

MON 12/24 – Orders for WED 12/26 due before 1 PM

TUES 12/25 – **Merry Christmas!** Office closed. No deliveries.

WED 12/26 – Normal office schedule. Extra deliveries in most regions.

MON 12/31 – Orders for WED 1/2 due before 1 PM

TUES 1/1 – **Happy New Year!** Office Closed. No Deliveries.

WED 1/2 – Normal office schedule. Extra deliveries in most regions.

***FOR CLARIFICATION OR SPECIAL REQUESTS ON THIS SCHEDULE, PLEASE CONTACT YOUR SALES REP. OR MERCHANDISER.
HAVE A SAFE AND ENJOYABLE HOLIDAY SEASON!**



CONVENTIONAL OUTLOOK

NOVEMBER 16 - NOVEMBER 30, 2018

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HASS AVOCADOS SITUATION



Following two weeks of no picking in Mexico, **Hass Avocado** prices have skyrocketed. There has been a breakthrough in negotiations and the grower strike is ending in Mexico, but it will take be late November to early December until the supply chain refills.

Remaining supplies will run out before Thanksgiving. Expect out-of-stocks or prorates.

Don't expect any big price changes right away. It could take until early December for prices to normalize.



CV BLACKBERRIES & BLUEBERRIES

Blackberries are in excellent supply across the board this week from Mexico. Look for promotable opportunities on all labels including Driscoll's this week. Quality and sizing have been very nice on Blackberries.

Blueberries will be very promotable all week, especially on 6 oz. fruit from Peru and Argentina. We now have opportunities on pints out of Peru, and pricing is very reasonable.

Now is a great time to get Pints in the stores. Chilean **Pint Blueberries** on the water and will begin to arrive in the states this upcoming week.



CV STRAWBERRIES & RASPBERRIES

ALERT! Strawberries are extremely tight at this time! Supplies are very limited out of California and Mexico now, and all growers are pro-rating orders daily.

Pricing has jumped significantly and will continue to climb higher this week. Growers are expecting this shortage to last through the end of the year. Florida has started harvesting, but it'll be at least the end of November until volume improves.

Raspberries are beginning to tighten up this week out of Mexico. Growers were expecting larger picks, but they're not getting the yields they expected. Look for pricing to climb slightly over the next couple weeks.



CV ASPARAGUS

Asparagus markets will continue to stay steady. With some late arriving vessels, pricing went up a bit, but will look to balance back down a few dollars. Quality remains good on both Peruvian and Mexican product.

Heading into December, product from Mexico will be hard to come by. Availability will be limited with high prices. Look for mainly Peruvian product after this week. **White** and **Purple Asparagus** varieties are also available.



CV WATERMELONS

Mini Watermelons are back! Quality has been excellent on the early crop from Mexico. Supplies will continue to be steady. Put these on your stand to offer a “mini” taste of summer to your customers!



CV NAVEL ORANGES

The California **Navel Orange** season is starting to ramp up nicely. Prices are coming down on the 88 counts and smaller fruit, increasing opportunities for good bag business. Also, we are seeing an increase in larger **Navel Oranges** and a fair number of 56 count.



CV SQUASH

Several cool nights earlier this week have slowed **Zucchini** and **Yellow Squash** growth in Mexico. Expect tightening supplies and stronger pricing Thanksgiving week, especially on **Yellow Squash**.

The GA deal is wrapping up and FL will begin shipping shortly. Quality is good in both growing areas, but significantly better in Nogales.



CV BRUSSELS SPROUTS

Brussels Sprouts production is keeping up with peak demand. Quality remains outstanding from most shippers. Now is the time to promote!



CV PINEAPPLES

For the remainder of the year, expect **Pineapple** prices to creep upwards as supplies become lighter. Because of rains and cooler temperatures, fruit is not maturing fast enough.



CV LETTUCE

CA **Leaf** and **Iceberg Lettuce** availability is tighter this week as growers transition to Yuma. **Romaine Lettuce** and **Romaine Hearts** are particularly tight.

The NJ **Leaf Lettuce** deal is finished after a few very cold nights.



CV HARD SQUASH

There's excellent quality and availability for **Acorn**, **Butternut**, and **Spaghetti Squash**. Canadian squash has been particularly good this year. The Mexican deal has started, with early deal pricing on the higher side.



CV BROCCOLI

CA **Broccoli Crowns** firmed up quickly in response to Thanksgiving demand. Most shippers are sold out going into Thanksgiving week.

A few shippers have started in GA, but most are waiting yet another week to begin packing crowns. Volume will be way down, with most product going to fill contracts.



CV GREEN BEANS

ALERT! **Green Beans** continue to be extremely limited. Northern FL has started this week in a small way. Shippers report decent quality, but yields will be lower compared to previous years.

The Mexican deal officially starts December 1st, but there may be a few **Green Beans** in Nogales over the next few weeks. Prices will remain stubbornly high through the end of the month.



CV LEMONS

District 3 **Lemons** are in good supply now and prices are down. The nicest fruit is shipping from Yuma, Arizona.



CV CHESTNUTS

New crop **Chestnuts** are in stock - order now to start off the Holiday season!



CV HOTHOUSE TOMATOES

Hothouse Tomato prices continue to rise. Canadian growers are still not ready to harvest new crops. Mexican growers are experiencing cooler weather and not a lot of sunlight. Prices will continue to stay high until after the holiday week.



CV TOMATOES

ALERT! Prices skyrocketed due to availability, weather, and holiday demands. Expect prices to stay on the higher side until after Thanksgiving in which they may start to slowly drop.

Mexican growing regions experienced a 9 to 10-hour freeze, which killed **Roma** and **Grape Tomato** plants.

Florida production is kicking up but will be our primary source for **Roma** and **Grape Tomatoes**. Product has been excellent from Florida and supplies should be good as well. Florida is also coming into their **Round Tomatoes** season as well. So far early crop sizing is big and quality is excellent.



CV MELONS

California and Arizona finished **Cantaloupes** earlier in the week. Supplies from Mexico are winding down and those growers doubled prices in the past two days. Same with **Honeydews** - very light supplies and the Mexican growers are taking full advantage of the situation.

Fortunately, we won't have to endure any gaps in supply on both. Prices will be strong for the next few weeks, but we shipped the first offshore **Cantaloupes** and **Honeydews** from Florida this week. Vessels will be arriving into the Northeast ports the week of Thanksgiving.



CV CLEMENTINES

New crop California **Clementine Mandarins** are finally coming into season! The first Halos and Sunkist Delites have made it to the east coast. Sizing will become larger and volumes better the week of 11/26.

ALERT! The first major shipping vessel of new crop **Clementine Mandarins** from Spain continues to experience delays on the water. It is not expected to be unloaded until after Thanksgiving. After that, 5lb gift boxes will be in better supply for December promotion.



CV SATSUMA MANDARINS

Flavorful and easy-to-peel **Satsuma Mandarins** are now in season through Christmas.

22 lb bulk, 10/3 lb bags, and 22 lb **Stem & Leaf Satsuma Mandarins** are all options for promotion.