

ORGANIC MARKET NEWS



FEBRUARY 9 - FEBRUARY 16, 2024

ORGANIC TROPICALS UPDATE









GOOD NEWS! Organic Hass Avocado supplies and pricing from Mexico were steady for Big Game displays. Availability will continue to be abundant for the rest of February. Continue to promote!

Fair Trade Organic Hass Avocados from Equal Exchange are in good supply too.

New crop **Organic Ataulfo Honey Mangos** are now available from Mexico. The Ataulfo variety is the earliest fruit available and is starting to make its way into the marketplace. Supplies should be steady for the rest of February, but pricing is expected to remain high during the month.

ALERT! Peruvian Organic Red Round Mango supplies are very light in supply, but some will be available for the middle of February. There will also be some early Organic Tommy Atkins Mangos from Mexico from the new crop in sparse volume. Pricing will be high.

Organic Pineapples and **Papayas** will be steady in supply and pricing for the rest of February.

Organic Dragon Fruit will return to availability during the rest of February. First with Organic Magenta Dragon Fruit (red-flesh), followed by Organic White-flesh Dragon Fruit.



OG BERRIES

GOOD NEWS! Organic Blueberries continue to be very promotable out of Chile. Pricing is decreasing to lower retails and get a big push. Quality has been excellent.

Organic Blackberry supplies should be readily available. After a big harvest flush and push, supplies are steadying out again. Quality and flavor have been exceptional.

ALERT! Organic Raspberries are very tight out of Mexico. Rain and cold weather continue to limit availability.

NOTE: Organic Strawberries continue to be limited out of Mexico and Florida. Rain and cold temps have kept supplies and harvests on the lighter side. Growers hope to see more supply and better availability by the end of February.



OG CITRUS

GOOD NEWS! Organic Mandarins continue to impress with top-notch quality as we transition into the "Tango/Murcott" varieties from in the "Organic Cuties" label bags. We will also trial the "Organic Halos" brand.

Organic Minneola Tangelos are in stock and will be in steady supply for all of February.

Organic Navel Oranges seem to be affected most by the rains, causing an abundant market in January to become more limited in February until California dries out. Jumbos are still promotable.

Organic Lemon prices have continued to show decrease in markets, but the District 3 growing region of California is ending, so expect prices to settle and remain consistent for the month of February.

NOTE: Due to the recent heavy rains in California, "Buck Brand "**Organic Specialty Citrus** will gap until late February.



OG APPLES & PEARS

GOOD NEWS! February marks the start of the Northwest Pear Bureau Organic Pear Display Contest and Promo featuring Stemilt and other Washington shippers.

Organic Red and **Green Anjou**, plus **Bosc Pears** are available in bulk and pouch bag options.

Organic Apples are mostly plentiful with promotional opportunities abound.

Now that all regular storage is complete, and all fruit is coming out of controlled atmosphere storage, expect prices on **Organic Gala**, **Fuji**, **Granny**, **Pink Lady**, and **Honeycrisp Apples** to increase a little bit.

GOOD NEWS! It's time to promote premium varieties, like Organic Cosmic Crisp, Envy, Lady Alice, Opal, Pinata, and SugarBee Apples. Supplies should be steady, and prices are expected to remain where they are.





OG HARD SQUASH

Organic Hard Squash remains steady with really nice quality coming out of Mexico in most varieties.

We have been getting some nice pricing and beautiful quality from "Big Chuy" on Organic Acorn, Butternut, and Spaghetti Squash, and Bridges brand on the Organic Kabocha and Delicata Squash.



OG RUSSET POTATOES

The first arrival of **Organic Russet Potatoes** is arriving out of Idaho in the 70ct, 10/5lb and 16/3lb lines in the Genesis Iabel.

Pricing is up just slightly on the bags but remaining steady on the counts. **Organic Russets** will be in good supply for February and solid quality is expected.



OG TOMATOES

ALERT! Organic Snacking Tomatoes remain extremely tight. Due to the weather conditions this year in all regions, we have seen some Organic Grape and Cherry Tomatoes with bacterial spotting. Prices are high with these poor volume yields.



OG FLORIDA KALES

GOOD NEWS! Organic Green and Lacinato Kale from Lady Moon Farms in Florida will begin increasing in supply as new harvests start back up. Expect quality to be excellent and more promotable volumes.



OG FLORIDA LETTUCES

GOOD NEWS! Organic Leaf and Romaine Lettuces from Lady Moon Farms in Florida will continue to be available out of Florida.

Organic Red Leaf and Romaine Lettuces are seeing promotable volumes right now, while Green Leaf is steady. Quality is fantastic.



OG BROCCOLI & CAULIFLOWER

GOOD NEWS! Organic Broccoli is promotable from Southern California. Quality has been excellent.

Organic Cauliflower prices have eased off to keep harvests moving. Quality has been excellent, and supplies are steady.



OG EGGPLANT & SQUASH

ALERT! Organic Green and **Yellow Squash** are expected to be extremely tight again by the middle of February and through March. Prices are high and volumes are lacking.



OG ASPARAGUS

GOOD NEWS! New crop Mexican Organic Asparagus is in full swing! Pricing dropped fast, pushing Organic Asparagus into a great promotional item through the month of February and into March.



OG CUCUMBERS

Organic Mini Seedless Cucumbers should see a drop in price by the middle of February as more availability comes into the market with new crop Canadian product.





OG GRAPES

NOTE: Organic Grapes are very tight with little volume making it to the US ports. Four Seasons has modest supply in house with more arriving from South Africa. Prices are extremely elevated.



OG CHILI PEPPERS

Organic Chili Peppers are available – in-house now, we will have stock of Organic Anaheim (10lb), Jalapeño (bushels), Poblano (10lb), and Serrano (10lb) Peppers.



OG BOK CHOY

ALERT! Organic Bok Choy harvests are dwindling and coule gap during mid-late February until new plantings and growing regions begin.

Organic Shanghai Baby Bok Choy seems to be in ok supply and will not gap.





OG SPECIALTY PEPPERS

Organic Padron Peppers from Del Cabo and **Organic Shishito Peppers** from Lady Moon Farms, both in retail packs, are in season for stir-fries and sear/saute appetizers.



OG FLORIDA SPECIALTY

Organic Red Turmeric from Florida is now available. This premium Turmeric is the highest quality, nicest we see all year. Quantities will be limited!

Organic Sapodilla will be available in small supplies, along with Organic Mamey and Organic Black Sapote from Florida to start February.



OG SCALLIONS

Organic Green Onion/Scallion supplies are improving weekly, and pricing is finally easing back down to more favorable levels. Quality has been nice.

OG BABY ARUGULA

ALERT! Organic Baby Arugula continues to struggle in the winter growing regions due to cold weather impacting quality, with mildew and discoloration defects slashing yields. Expect fill-rates challenges from all salads brands with Organic Baby Arugula to linger through February.





OG MIZUNA

SUB ITEM: With the low yields, out of stocks, and pro rates on Organic Baby Arugula due to seceptability to mildew this time of year, Organicgirl is offering a like item substitute to keep retailer shelves full: Organic Peppery Mizuna (Code: 238557) Mizuna has a similar flavor to Arugula but it responds better during these growing conditions out in the field.







WONDERFUL CITRUS AND POMEGRANATE DISPLAY CONTEST

DECEMBER 11, 2023 - JANUARY 7, 2024 WINNERS



GRAND PRIZE SMALL STORE



THE MARKETPLACE

Shelly Bay, Bermuda

GRAND PRIZE LARGE STORE

KENNIE'S MARKETS

Gettysburg, PA









WONDERFUL CITRUS AND POMEGRANATE **DISPLAY CONTEST WINNERS**

MOST CREATIVE DISPLAY

1st PLACE



DUTCH-WAY FARM MARKET Myerstown, PA

2nd PLACE



BISHOP'S SUPERMARKET Whitehouse Station, NJ

3rd PLACE



JERRY'S GREAT VALU Red Lion, PA



JUBILEE FOODS Emmitsburg, MD

LARGEST DISPLAY

1st PLACE

2nd PLACE



KENNIE'S MARKET Biglerville, PA



HENNING'S SUPERMARKET Harleysville, PA



KENNIE'S MARKETS Taneytown, MD

BEST SMALL STORE DISPLAY

(4 registers or less)

1st PLACE

LEG UP FARMERS MARKET

York, PA



AQUÍ MARKET Bridgewater, NJ



STOLTZFUS MEATS Intercourse, PA

3rd PLACE



HUDSON GREENE MARKET Jersey City, NJ



SAUBEL'S MARKETS Stewartstown, PA









CONVENTIONAL MARKET NEWS

FEBRUARY 9 - FEBRUARY 16, 2024

PROMOTABLE BRUSSELS SPROUTS, ASPARAGUS, & ARTICHOKES







GOOD NEWS! Brussels Sprouts will be very promotable for the rest of February. Harvests are coming on strong out of Mexico, and quality is excellent. Bulk, loose, and in-store toted sales at good price points can drive volume!

New crop Mexican **Asparagus** is in full swing. Pricing dropped fast, pushing **Asparagus** into a great promotional item through February and into March.

Jumbo Artichokes from Coachella, California are in peak season and primed for promotion. Ocean Mist display bins are available for set builds and spill-over displays.



CV CITRUS

Mandarins from California are showing topnotch quality since the transition to the Tango variety. **Halo's Mandarins** are available in 10/3lb, 15/2lb and 4/5lb. **Import Mandarins** will continue to drop in price while supply increases for stores going after value buys. Pre-rain picks were large so no major gaps are expected.

Navel Oranges continue to peak on Jumbo and XL 32-56ct fruit. It's a great time to push and promote!

Specialty Citrus available:

- Stem & Leaf Mandarins
- Heirloom Navel Oranges
- SUMO Citrus (Dekopan Mandarins)
- Minneola Tangelos
- Blood Oranges

NOTE: California has seen a wave of atmospheric rivers in the past week with more rain in the forecast! This will cause a delay in harvesting for Citrus.



CV APPLES

Washington **Cosmic Crisp Apples** are in peak quality and supply. Now through spring is the time to promote this variety!

Washington **Envy Apples** continue with great quality and promotional supply.

Gala Apples are seeing some market increases due to sporadic packing to prolong the supply through next season. There is still plenty of fruit, but it will be released slowly.

There's a new Washington varietal to try: **Green Emerald Apples.** This apple has a light green skin with sweet flesh.







CV BERRIES

GOOD NEWS! Blueberries are promotable from all regions, especially Chile. The Chile is sending in containers daily, and fruit is abundant. Quality has been good. Peru also had some arrivals and quality is excellent while pricing is a little stronger but still promotable. Mexico fruit is available and continues to command a premium. Flavor, size, and quality are outstanding.

Blackberry supplies are tightening up as particular Mexico growing spots experienced some below freezing temperatures that slowed harvests. Supplies will be limited but hope to rebound quickly.

ALERT! Raspberry supplies really tightened up extremely quickly out of Mexico. Cold temperatures and added demand really shortened availability. Product looks to be tight until there is better weather, and harvests can bounce back.

NOTE: Strawberries continue to be extremely tight out of Florida and Mexico. Demand has exceeded supply due to the Valentine's Day pulls. Florida hopes to rebound after the holiday to see some more promotable numbers and supplies. Rain continues in California and there have been no harvests keeping overall markets very tight.





CV PEARS

February will feature our USA **Pears** Display Contest and Promo. Increase your **Pear** sales with some great varieties like **Anjou**, **Red Anjou**, and **Bosc**.

Pacific Northwest **Bartlett Pears** storage supplies are winding down quick, and they will be finished for the season before the end of February, making some room for some import fruit from South America.



CV HASS AVOCADOS

Hass Avocado prices are steady, and supplies are good leading up to a strong week of sales for the "Big Game".

32, 36, 48, and 60ct sizes are available and promotable for the rest of February in both hard green and pre-conditioned options! Bags are promotable too



CV MANGOS

ALERT! Mangos continue to be very tight as Peru's season is winding down and total availability from Peru has been drastically down. Mexico is starting to harvest, and pricing will be similar to the high prices the Peru fruit is commanding. The entire month of February will see pricing close to all-time highs.

New crop **Ataulfo Honey Mangos** from Mexico will be available sometime in the beginning of February. Pricing is expected to be higher to start the season.



CV ASIAN VEG

NEW! Daily Veggies brand **Asian Vegetables** UPC'd retail packs are now available! This is a great opportunity to diversify your offerings and provide high quality options for Chinese heritage shoppers and others interested in Asian cuisine. See page 5.



CV CABBAGE

Solid supplies of **Cabbage** for St. Patrick's Day with reasonable pricing are expected. Speak to your sales rep for more information. Get pre-orders in as soon as possible to help plan.



CV GREEN PEPPERS

NOTE: Green Peppers jumped in price due to aftereffects of the bad weather conditions we have seen in Mexico and Florida. We are seeing a lot of stem decay and looking at all regions to find the best quality.



CV MELONS

GOOD NEWS! Cantaloupes and Honeydews continue to come down in price, and Honduran production remains strong. Look for a short window of promotable prices for mid-February.

MAG-nificent Cantaloupes will also be promotable during the rest of February. This varietal from Del Monte features dense deep orange flesh.



CV GRAPES

Green Grapes are in better supply than **Red**, but overall prices are on the elevated side.

NOTE: Red Grapes will remain extremely tight for the month of February due to lower import levels from Peru and Chile. The typically lower priced large size will be in the least supply with most of the available fruit being XL and Jumbos.



CV KIWIFRUIT

SunGold Kiwifruit from Zespri's Italian crop will be available through February. **Green Kiwifruit** from Italy and Greece are in ample supply in clamshell and loose options!

Red Kiwifruit from Italy will be done for the season and is now out of stock.





CV LETTUCE

Leaf Lettuce prices are rising slightly as Arizona and California had some rain. Quality and supply should remain steady.



CV BROCCOLI

GOOD NEWS! Broccoli Crowns and Cauliflower are promotable from all regions. Quality has been excellent.



CV SNACKING TOMATOES

GOOD NEWS! Cluster Tomatoes are very promotable as we are finally seeing some relief in pricing. Promote for the rest of February.

GOOD NEWS! Greenhouse Heirloom Tomatoes are another great tomato to promote! Quality has been outstanding.

GOOD NEWS! Roma and Vine Ripe Tomatoes are at minimums out of Mexico, and offering great pricing as we head into the middle of February.



CV STONE FRUIT

Cherries continue to be available, but supplies are dwindling. Prices are on the rise, and sporadic supplies should be expected for the remainder of the season, which is supposed to be the last week of February. Then, we expect to gap until California in the spring.

Nectarines are currently in their peak, and supplies should start to decline weekly until the crop finishes toward the end of March.

Peaches are also in their peak, but with much less fruit than **Nectarines**. They are expected to remain tight, sporadic with higher prices, and expected to finish a little earlier as well towards the middle of March.

Chilean **Red** and **Black Plums** are expected to be in good supply for February and March, and then finish in April. Expect some sporadic arrivals.

K-Plum, in very limited supply, will be available starting in mid-February. They are a full yellow skin variety with very high brix and an excellent taste. 95% of this variety is sold to Asia, so we have just a little bit coming. Each piece of fruit comes protected in an individual sleeve.



CV ONIONS

NOTE: Onion prices continue to rise in all areas because of strong demand and decreased pack outs.

ALERT! White Onions remain an extreme challenge with most regions finished. Expect quality issues with just about every White Onion in the marketplace. A gap of White Onions will happen during mid to late February until Mexico new crop starts.

NOTE: Mexico continues to delay the start of their season on Sweet Onions and White Onions which is the main reason why this market has not seen much relief yet. Jumbo Sweet Onions continue to be extremely limited out of Peru, but we are seeing better supply on the medium-sized Sweet Onions. The hope is that Mexico starts to ship next week which still puts us a couple weeks from seeing any real relief until the pipeline gets filled back up.



CV TOMATOES

ALERT! Snacking Tomatoes still remain extremely tight for Cherry and Medley varieties. We are seeing less extreme prices for Grape Tomatoes. There are cheaper options out there but the cheaper you go the more bacterial spotting that is found, which leads to decay.

ALERT! NatureSweet Tomatoes are still struggling with supply, but we are seeing better availability with each order, so improvement is expected for March.

OTHER STORIES

- Pomegranates from Israel are available in a single layer pack in limited supplies. There will be a gap in fruit due to difficulty shipping in Israel. There will likely be a gap in supply for the middle to end of February until the Peru Pomegranate season begins their exports.
- NOTE: Pomegranate Arils supplies will be limited for February, and the industry may have a gap in supply until the Peruvian import season begins in March.
- **Sharon Fruit** is now available in a single layer 12-14ct options for the middle of February.



SPECIALTY ASIAN VEG





















AVA	ILABLE NOW
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CODE	DESCRIPTION
238424	CV Bok Choy Shanghai
238425	CV Bok Choy Mieu
238426	CV Snow Pea Tips
238427	CV Cabbage Napa Baby
238428	CV A Choy Sum
238429	CV Cauliflower Chinese
238430	CV Bok Choy Baby
238431	CV Bok Choy Shanghai Mieu

PK/SZ	UPC
20/1 lb PF	850057447057
20/1 lb Baby Bok Choy Jr PF	850057447156
10/1 lb PF	850057447125
14 CT Sweet Napa PF	850057447064
40 lb Purple Celtuce PF	850057447170
25 lb PF	850057447149
20/1 lb PF	850057447163
20/11b Shanghai Bok Choy JR PF	860006241919







SPECIALTY ASIAN VEG



NAPA BABY

- Pale green, elongated leaves with white, thick ribs
- Mild, slightly sweet flavor and a crisp, crunchy texture
- Outer leaves often used in stir-fries, inner leaves used for making kimchi
- Can also be used in salads, soups, and stews



CHINESE CAULIFLOWER

- Lower water content then regular cauliflower, a tougher texture, and does not fall apart easily
- Great for use in stir fries
- Sometimes called Sprouted Cauliflower



BOK CHOY

- Dark green, spoon-shaped leaves and white, crunchy stems
- Baby Bok Choy is more tender and milder in flavor. Regular Boy Choy is a balance between mild mustardy notes and a slightly peppery taste
- Commonly used in stir-fries, soups, and salads



BOK CHOY SHANGHAI

- Spoon-shaped flat leaves and light green stems
- They tend to be sold in smaller sizes, as they're more tender







SPECIALTY ASIAN VEG



A CHOY SUM PURPLE CELTUCE

- Crisp, moist, and mildly flavored
- Typically prepared by slicing and then stir frying with more strongly flavored ingredients
- Often used as a gluten-free pasta substitute



BOK CHOY SHANGHAI MIEU

- Mini Box Choy with light green to slightly yellow-green leaves
- Light, sweet with a crunchy texture
- Used in soups and stir fries



BOK CHOY MIEU

- Shorter, fat white stems and curly dark green leaves
- White stalk is full of water and has a crunchy yet juicy texture
- Used for braising and stuffing
- Mild, cabbage-like flavor



SNOW PEA TIPS

- Texture is similar to spinach, but with a very refreshing, sweet flavor (without that iron-y residue that spinach has)
- Pea tips are the tender leaves of a pea plant and they are one of the best stir fry vegetables









NEW AT FOUR SEASONS

















































RIHWEST PEAR CONTEST February 5 - March 4 2024









Want to hear about a "pear"-fect way to build your pear category sales?

Four Seasons Produce has teamed up with the Northwest Pear Bureau to bring you a display contest sure to have you go for the gold in pear sales and profits. Pears, both conventional and organic, have shown outstanding quality all season and the month February will surely be no different. Now is the perfect time to take advantage of some awesome promotional pricing, show off your pear flair, and have the chance to win some super cool prizes. So, "pear" up with your Four Seasons Sales Rep or Merchandiser and get some great plans in place for pear display builds and promotions in your stores!

CONTEST CRITERI

- Build a "PEAR"-fect display of beautiful pears from the Pacific Northwest. All fruit MUST be purchased from Four Seasons Produce.
- All displays must contain three (3) pear varieties of pears, either CV or OG (or both). Pear varieties for the duration of this contest will be Anjou, Red Anjou, and Bosc. We will also have Bartletts, Comice, Forelles, and Seckels while supplies last to help boost the category. All codes are provided on page 2.
- Must use Northwest Pear point of sale material in your displays. Point of sale signs will be provided by your Four Seasons Sales Rep or Merchandiser.
- All displays must remain up for a minimum of one week.
- Send all display pictures to contests@fsproduce.com by Thursday March 7th 2024







CONTEST PRIZES:

BEST SMALL STORE DISPLAY (4 registers or less)

1st Place—55in Flat Screen TV 2nd Place—Chromebook

3rd Place—Ring Security Camera

MOST CREATIVE DISPLAY

1st Place—iPad

2nd Place—Smartwatch

3rd Place—JBL Bluetooth Earbuds

BEST SOCIAL MEDIA POST

PROMOTING PEARS \$100 Gift Card

BEST PEAR DISPLAY THEME

\$100 Gift Card

BEST ALL ORGANIC DISPLAY

YETI Cooler

HIGHEST % OF INCREASE YOY IN PEAR CATEGORY SALES

\$100 Gift Card









ORGANIC CUTIES AND CV VINTAGE SWEETS NAVEL DISPLAY CONTEST

4 - FEBRUARY 25, 2024







Four Seasons Produce has partnered with Sun Pacific Fruit to offer you a chance to be creative, sell some awesome fruit, and win some really cool prizes. OG Cuties and CV Vintage Sweets Navels are two volume driving SKU's in the citrus category and perfect for promotion in February. While the fruit itself is absolutely amazing, the packaging is razor sharp and the high graphic bins and boxes make for a very attractive display in your produce department. A perfect opportunity to build an eye-catching seasonal display with two incredible pieces of citrus!

- Build a BEAUTIFUL display of Organic Cuties or CV Vintage Sweets navels in your department. All fruit MUST be purchased from Four Seasons Produce.
- Must purchase at least 10 cases of fruit during the contest period.
- Displays need to highlight the Cuties or Vintage Sweets Navel branding in your display, using the high graphic display bins or boxes.
- All displays must remain up for a minimum of one week.
- Send all display contest pictures to contests@fsproduce.com by Thursday, February 29, 2024.





- 12169—CV 10/3lb Vintage Sweets Navel
- 234479—CV 36ct Vintage Sweets Navel
- 12165—POS Vintage Sweets Display Bins
- 234480—POS Vintage Sweets Display Box
- 44503—OG 15/2lb Cuties Mandarin
- 238249—POS Cuties Display Bin
- 238251—POS Cuties Display Box
- 238250—POS Cuties Mandarin Cutout





(displays will be judged on creativity and overall eye appeal) FIVE winners in each of the categories below will have the opportunity to choose their prizes!



Prizes:

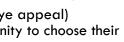
- Apple or Galaxy Smartwatch
- AirPods Pro 2nd Generation
- YETI Cooler

PHONE: 1.800.422.8384

- Weber Charcoal Grill
- Gaming Chair and Headset
- New Golf bag and balls (choose from Titleist, Callaway, Nike or Cobra)

So lets gear up, get our construction hats on, and have some fun building some sweet displays and selling some amazing citrus together.

For more information or tips on building an awesome contest display, please contact your Four Seasons Sales Rep or Merchandiser.



Categories:

- Best Organic Cuties Display
- Best Vintage Sweets Navel Display THREE winners in each category will

receive a \$50 Visa Gift Card!



