

PROMOTABLE ORGANIC BRUSSELS SPROUTS & BROCCOLI



GOOD NEWS! Organic Brussels Sprouts from Mexico are experiencing continuously strong volume during February. Expectations remain volumes will be plentiful throughout March and even into early April. With strong volume and quality promotional opportunities will be available!

Hippie Organics Packaged **Organic Brussels Sprouts** high-graphic 12/1lb bags will return to stock in late February.



GOOD NEWS! Organic Broccoli supply from the Imperial Valley, CA and Yuma, AZ has remained readily promotable throughout February. Then, as March approaches and Southern desert season nears the end, expect prices to increase. With Northern growing such as Salinas, CA receiving record rains in January, the transition North is expected to be difficult with light supply volume and increased prices.



OG LETTUCE

Organic Romaine Hearts and **Iceberg Lettuce** continues in steady availability and pricing. Conditions are expected to remain consistent in February, but are expected to tighten as transition back North approaches for spring.

Florida Lady Moon Farms continues their trial run on **Organic Romaine Hearts**. High-graphic packaging and excellent quality have made these a success so far.

GOOD NEWS! Organic Romaine and Leaf Lettuce volume remains strong from Florida. Lady Moon Farms continues to have promotable prices. Anticipate outstanding quality on all three varieties.



OG BERRIES

Organic Blueberries will continue to be promotable through February. Quality has improved tremendously on arrivals from Chile. Peruvian fruit will begin again at the end of the month.

Organic Blackberry prices and production have been steady, and quality has been very nice.

Organic Strawberry prices continue to ease off as Florida and Baja production begins to increase quickly. Costs will become more promotable weekly headed toward mid-March with spot buys available. Quality has been exceptional from both regions.

Organic Raspberry prices eased off a very little bit as Baja fruit continues. Quality has been excellent, and supplies are getting better daily. Expect production to increase heading into March.



OG PEPPERS

Organic Green Peppers from Lady Moon Farms in Punta Gorda, Florida have continuously yielded strong volumes during February.

Florida-grown clamshell **Organic Mini Sweet Peppers** from Lady Moon Farms are also available and in late February promotional opportunities will be available with strong volume expected!

Clamshell **Organic Shishito Peppers** from Lady Moon Farms are also available. These Peppers have great flavor and are great for searing up as an appetizer.

Organic Color Bell Peppers are steady from Israel and Mexico. Quality has been strong from both areas. Expected conditions to remain unchanged into March.



OG CUCUMBERS & SQUASH

Organic Cucumbers, Zucchini, and Yellow Squash from Mexican growing regions is not abundant; however, supplies are stable. **Organic Cucumbers** have remained consistent in volume and pricing since mid-January.

As March approaches, both **Organic Zucchini** and **Yellow Squash** are experiencing better volume and prices.



OG MANGOS

NOTE: Kent **Organic Mangos** from Peru will be winding down soon, and pricing will be jumping up over that time. Fruit quality has been excellent and is eating great. Tommy Atkins fruit from Mexico is right on Peru's heels and there should be no gap in fruit between the 2 seasons.

GOOD NEWS! Volumes will be steady on **Organic Ataulfo Honey Mangos** from Mexico! Look for pricing to continue to drop especially on 18ct sized fruit and smaller.



OG CITRUS

GOOD NEWS! California **Organic Citrus** has been blessed with tremendous amounts of rain, filling more than half of the reservoirs over 100% of their historical averages. This is great for the trees, and they are producing lots of fruit.

Organic Grapefruit, Lemons, Mandarins, Cara Cara Oranges, Navel Oranges, and Minneola Tangelos are now in excellent supplies with promotional opportunities available for March!



OG SPECIALTY CITRUS

Buck Brand **Organic Specialty Citrus** was damaged by the rain, causing lots of short supplies but some items that are now available are **Organic Mellow Gold Grapefruit, Blood Oranges, Marmalade Oranges, Heirloom Navel Oranges, Lou Lou Navels, and TDE Mandarins.**



OG POTATOES

ALERT! **Organic Russet Potatoes** will gap on supply. We will see sporadic supply through April or May. Product that is available will be marginal to poor quality at best.

Organic Color Potatoes are in good shape on both **Red** and **Gold Potatoes.** We should be in good supply out of Manitoba Canada into the month of April.



OG GRAPES

GOOD NEWS! Look for more affordable pricing for late February on **Organic Red** and **Green Grapes.**

Organic Grapes are being imported for Peru and South Africa, causing a spread in the market. We are seeing excellent quality from both regions.



OG DRAGON FRUIT

Beautiful **Organic Yellow Pitahaya/Dragonfruit** will be available from Ecuador for the middle of February. This white-fleshed fruit is commonly thought to be the sweetest of the dragon fruit varieties.



OG PINEAPPLES

Organic Pineapple supplies from Costa Rica have been good. Quality has been excellent. **Organic Pineapples** will be promotable through February.



OG ASPARAGUS

GOOD NEWS! **Organic Asparagus** prices are expected to continue to drop with new crop out of Mexico starting. Mexico has more and more product crossing every day, quality is outstanding, and availability will be steady.



OG HASS AVOCADOS

GOOD NEWS! Organic Hass Avocados remain promotable! Supplies are still ample, and despite Mexico pulling back just a bit on harvests, outlook for the coming weeks is projected to be more strong supplies.



OG CAULIFLOWER

ALERT! Organic Cauliflower is yielding limited volume in February. With less acreage as the season progresses and colder temperatures in the Southern desert growing region no relief is in sight.

Expect product to remain available but prices to be elevated. The transition North is expected to be turbulent because of the January rains.

ALERT! Organic Sweet Baby Broccoli and Broccoli Rabe remain extremely limited during late February. Expected gaps in supply.



OG CELERY

GOOD NEWS! Organic Celery remains promotable in February due to abundant volume, excellent quality, and affordable pricing.

Expect conditions to remain consistent into early March, however there is expectations for supplies to tighten in mid-March as fields transition again.



OG TOMATOES

GOOD NEWS! Lady Moon Farms Organic Grape Tomatoes will have increased volume as we head into the end of February and will be a promotable item into March!

Organic Heirloom and Darkloom Tomatoes out of Mexico will be steady and promotable!

Organic Beefsteak and Cluster Tomato prices remain tight but there are deals on smaller product with larger sizing hard to come by due to low light grow conditions. This is expected into the end of February.

Organic Roma Tomatoes will be promotable into the end of February with a lot of volume out of Mexico. Quality is outstanding and availability will be steady.



OG HOTHOUSE CUCUMBERS

GOOD NEWS! 12ct Organic Euro and Mini Seedless Cucumbers are promotable as we head into March. Quality is great and new crop Canadian product has started.



OG APPLES

Washington Organic Cosmic Crisp are back in good supply after some minor packing delays and should remain in good supply moving forward.

We are learning that the Organic Pink Apple crop was affected by the late freeze, and they are losing large amounts of fruit that didn't hold up in storage. Expect supplies to tighten and prices to rise.

Organic Gala, Granny Smith, and Honeycrisp Apples out of Washington continue to drop in supply. Expect prices to continue to climb until imports get started sometime in April or early May.

12/2lb Organic Ambrosia Apple bags are now available out of Washington.

Organic Lady Alice Apples from Washington will be available in late February after a short gap.

The Organic Opal and SugarBee Apple crops are winding down and will finish for the season by the end of March.

OUTLOOK: Chilean and Argentinian Organic Apple crops are reporting 10-20% smaller crop than last year, and New Zealand got hit with a devastating Cyclone Gabrielle that has left the region in disarray with unknown consequences at this point.

OTHER STORIES

• **NOTE:** Organic Green Beans supply has remained limited during February because of colder temperatures in Mexican growing regions. Expectations are volume will remain limited into March.

• **NOTE:** Organic Eggplant volume has quickly decreased out of Florida and supplies from Mexico are limited. Expected increased prices and potential shortages in late February.

• Price on Organic Kabocha and Delicata Squash have increased for mid-February. Product is limited.

• Organic Drink & Eat Coconuts and Young Thai Coconuts from Thailand are now back in stock. 12/4oz bags of Organic Coconut Chunks are also available.

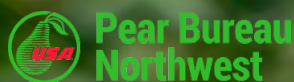
• Domestic Organic Pomegranate Arils are now finished. Processors will be starting to use import fruit. Organic Arils will return just before March.

• Florida Organic Red Turmeric will be winding down very soon. The limited supply that is left is very nice. Once supplies are dried up, we will be back to Fiji grown Organic Turmeric.

• Organic Mini Seedless Watermelons continue to be available. Quality out of Mexico has been excellent.

• Supplies are steady on Organic Royal Star Papayas from Mexico. These Fair-Trade Papayas will be available for the month of February. Quality has been excellent.

NORTHWEST PEAR DISPLAY CONTEST WINNERS



January 2 - January 30, 2023

The results for our annual Pear Display Contest are in! Wow, did we see some super sweet displays of fresh organic and conventional pears go up on department floors in January! From "All Organic" displays to the "Largest" displays, we had phenomenal entries all around. Thank you to everyone who participated in this display contest. Take a look at the winners below!



FIRST PLACE

Healthy Living - Burlington, VT

SECOND PLACE

Takoma Park Food Coop - Takoma Park, MD

THIRD PLACE

Weaver's Farm Market - Morris, NY

HONORABLE MENTION

Dutch-Way Farm Market - Ephrata, PA



FIRST PLACE

River Valley Coop - Easthampton, MA

SECOND PLACE

Brattleboro Food Coop - Brattleboro, VT

THIRD PLACE

Weavers Way Coop - Ambler, PA

HONORABLE MENTION

Organnons Natural Market - Newtown, PA



FIRST PLACE

Kimberton Whole Foods - Ottsville, PA

SECOND PLACE

Kimberton Whole Foods - Collegeville, PA

THIRD PLACE

Matter of Health - Nanuet, NY

HONORABLE MENTION

Nature's Pantry - Newburgh, NY



PHONE: 1.800.422.8384 | FAX: 1.717.721.2597 | www.fsproduce.com





CHOPPED SALAD KITS

You won't be able to resist the fresh layers of flavor in these salad kit combinations. Say hello to a deliciously convenient way to get your veggie fix. Who says you can't have it all?

#1 BRAND IN CHOPPED SALADS

There's no room at your table for a boring salad. Good thing we're packing multiple uniquely colorful mixes, each one scrumptious, surprising, and primed for the consumers' additions. So, the mundane meal stays where it belongs: off the menu.



	CODE	DESCRIPTION	PK/SZ
* NEW *	234513	CV Salad Chop Caesar	6/11.15 oz Taylor Farms
* NEW *	234514	CV Salad Chop Everything	6/11.57 oz Taylor Farms
* NEW *	234515	CV Salad Chop Mediterranean Cr	6/11 oz Taylor Farms
* NEW *	234516	CV Salad Chop Thai Chili Mango	6/11.25 oz Taylor Farms
* NEW *	234517	CV Salad Chop Dill Pickle	6/11.75 oz Taylor Farms
	3609	CV Salad Chop Asiago Kale	6/9.25 oz Taylor Farms
	3611	CV Salad Chop Asian	6/13 oz Taylor Farms
	3612	CV Salad Chop Southwest	6/12 oz Taylor Farms
	24728	CV Salad Chop Sweet Kale	6/12 oz Taylor Farms
	206754	CV Salad Chop Avocado Ranch	6/12.8 oz Taylor Farms
	206758	CV Salad Chop Mpl Bourbn Bacon	6/12.8 oz Taylor Farms
Discontinued	3608	CV Salad Chop BBQ Ranch	6/13.4 oz Taylor Farms
Discontinued	206759	CV Salad Chop Buffalo Ranch	6/13 oz Taylor Farms



PHONE: 800.422.8384 | FSPRODUCE.COM





CONVENTIONAL MARKET NEWS

FEBRUARY 17 - FEBRUARY 24, 2023

ABUNDANT STRAWBERRIES



GOOD NEWS! Strawberries are very promotable as the Florida and Mexico harvest flush has begun! Quality has been excellent, and production continues to increase daily. Expect affordable promo prices through mid-March!

Blackberry prices hold steady. Production is expecting to pick up in early March and prices are expected to get very promotable out Mexico. Quality has been excellent.

Blueberry prices are rising and fairly short. Imported fruit has finished coming in, and Mexico is only producing limited volumes. Quality out of Mexico has been excellent and eating like candy. Expect short markets over the next few weeks.

Raspberry prices hold steady. Production is beginning to increase slightly and should continue to get better in early March. Quality has been excellent out of Mexico.



CV ORANGES

GOOD NEWS! Navel Oranges are showing superb quality from CA and are peaking more towards 72's/88's but supply on all sizes are in great shape.

This remains an excellent time to promote 10/4lb Sunkist **Navel Oranges** bags. **Jumbo Navel Oranges** in bins will be back in-stock this weekend in different size offerings. We can offer 75/8lb bin options as well if any interest.

"Vintage Sweets" Heirloom Navel Oranges continue to showcase flavor and quality!

Blood Orange supply is in outstanding shape out of California with smaller fruit peaking. We have 18/2lb bags as well as bulk.

Cara Cara Oranges are showing exceptional quality with all sizes in steady supply, look to promote bagged options for a great value. This market is dropping slowly to more promotable pricing.



CV CITRUS

"Halos" Mandarins from California are showing excellent quality as we are pushing the Tango variety.

SUMO Citrus is peaking on larger size fruit. We will be in 25ct and 12/2lb bag options.

Stem & Leaf Mandarins are available in bulk.

Golden Nugget Mandarins will start in late February, peaking on Large and Jumbo!

Grapefruit has great supply with promotable pricing, especially out of Texas with peak flavor and sizing! Large fruit will get tight out of Texas as we hit March.

Pummelos will remain in-stock through February, but we will size into 14ct going forward.

Minneola Tangelos finally have better supply with larger fruit becoming more available. There seems to be a pile up of smaller fruit, so it is a great time to promote bagged fruit as small fruit is still peaking.

"Popjoy" Kumquats from Frieda's are available in a 12/8oz options with explosive flavor and solid quality.



CV GRAPES

GOOD NEWS! Grapes are becoming very promotable as the Chilean flush has hit the market.

We will continue to carry LG, XL, and Jumbo sizes in both **Red** and **Green**. The best deals will be on MD/LG standard varieties from Chile.

Peru is still shipping premium proprietary varieties vs. more traditional varieties from Chile, but we will see more proprietary fruit arriving from Chile during late March. Chile has had great weather with warmer days pushing the crop forward 7-10 days, and Peru is harvesting later this year vs. previous years so we will be in a promotable market through March!

Additional offerings remain **Cotton Candy** (Imports), clamshells and bagged, **Black Grapes**, and **Globes**.

Time to promote **Grapes**!



CV PEARS

NEW: Northwest **Mardi Gras Pears** are available for the first time ever. They are only going to be available for a few weeks in 2lb bags. This is definitely one fruit you don't want to "judge by its cover" because once you peel the slightly mottled, slightly russeted skin, this fruit is really sweet and juicy!

Northwest **Bartlett Pears** are nearing the end of the crop. Expect supplies to run out near the middle to end of March. Good supplies of new crop import Argentinean **Bartletts** will be available to fill the gap until new crop starts in California this summer.

Comice Pears are expected to be finished for the season by the first week of March.

Value pricing is available on Fancy grade **Anjou**, **Red Anjou**, and **Bosc Pears**.



CV PEPPERS

GOOD NEWS! 11lb Hothouse **Red Bell Peppers** are very promotable for late February. **Yellow** and **Orange Pepper** in particular have become tight and prices are on the rise. Quality and availability have been excellent.

15lb **Elongated Fancy Red Peppers** will increase in price for the end of February out of Mexico. Quality has been excellent.

Jumbo Green Bell Peppers will remain steady with pricing and availability. Mexico will have some more volume coming on in late February.



CV ASPARAGUS

NOTE: **Asparagus** has tightened up very quickly. Prices will increase in late February until the ground temperature can warm up in Mexico and offer more volume.

Shippers will not be packing 28lb during this time and will only be packing 11lb for what small amount does cross. This will switch back to 28lb cases once volume picks back up in March. Mexico is expected to experience some warmer weather in the coming weeks. Quality is outstanding.



CV CABBAGE

NOTE: **Cabbage** prices are expected to stay steady short term, but are expected to increase as we head to St. Patrick's Day. Expect higher pricing than last year though we will continue to look for the best quality and price to supply our customers. It is believed that there is 25% less acreage planted and some of the deep freezes earlier this year will cause some crop damage for the holiday.



CV ONIONS

We will receive our first arrival of new crop Mexican **Sweet Onions** in the "Mayan Sweet" here in mid-February.

We have made the switch over to new crop Mexican grown 50lb premium **Red, White, and Yellow Onions**. Pricing across the board should be steady at least for the next few weeks.



CV STONE FRUIT

Import **Nectarines**, **Peaches**, **Saturn Donut Peaches**, and **Plums** are in pretty good supply with the exception of some minor port delays and should remain this way into March. **Nectarines** are the most abundant and affordable.

NOTE: Import **Cherries** are about to come to a complete stop during late February, and gap for about 7-8 weeks before California gets started, so make sure you jump in now to get your last fix of the season.



CV BROCCOLI

GOOD NEWS! **Broccoli Crown** volume is strong in Florida, which is allowing for promo pricing for late February!



THE LITTLE POTATO CO.

NOTE: The Little Potato Company will be transitioning their full line through a brand refresh between late February and early April. Stay tuned for more info.



CV LETTUCE

Lettuce growers are pushing for higher pricing with cooler temps, but slow demand and a few that have great supply is keeping the pricing reasonable.



CV POTATOES

East coast growers started this week on the new crop Florida grown A, B, & C size premium 50lb **Gold**, **Red**, and **White Potatoes**. All three colors will be in stock starting the week of 2/20.



CV TROPICALS

GOOD NEWS! Hass **Avocados** remain in good supply. Demand has dropped a bit. Pricing is expected to be steady and promotable through the end of the month at least.

Pineapple supplies have remained in tighter supplies, especially on 7ct fruit. Despite lower fruit availability, quality has remained strong.

Del Monte **PinkGlow Pineapples** will be available for February. These cool "pink-fleshed" pineapples come in a beautiful retail box.

Mango supplies continue to be tight from Peru on smaller sizing. Mexico will be starting very soon but until then, popular 10ct and 12ct sizing will not be available. Fruit is peaking on 6, 7, 8ct sizes. Four Seasons will offer a 9ct Kent option from Peru.

Ataulfo Honey Mangos from Mexico will be steady. Pricing is dropping, especially on smaller fruit. Ciruli Brothers "**Champagne**" **Ataulfo Honey Mangos** will begin their season by the first week of March. Four Seasons will offer a 14ct premium pack for the entire season!

OTHER STORIES

- **ALERT!** **Plantains** are up another couple of dollars. Again, limited availability and poor weather in the tropics are being cited as the cause of the increasing market price.

- **Lemons** are showing supreme quality with prices remaining promotable and sizing peaking on 115s/140s. This market is on a downward trend allowing customers to take advantage. It is a great time to promote **Bagged Lemons**!



CV DOLE SALADS

ALERT! The Dole Company is dealing with a "cyber attack" that has their computer systems down for close to a week now. They are starting to produce **Salads** again, but can only ship in full pallet quantities until systems are back up. Expect out-of-stocks.

They've managed to keep bananas, pineapples, and row crop veg moving a little better through the supply chain using handwritten/manual methods.



CV APPLES

Washington premium **Cosmic Crisp Apples** are in excellent supply, and there will also be some lower grade USXF into the mix to help fulfill the demand value pricing on this premium variety.

Washington **Kiku**, **Koru**, and **Pazazz Apples**, and eastern **Rome**, **Ruby Frost**, and **Snap Dragon Apples**, are now available in good supply.

Eastern **Ambrosia Apples** have joined the mix for a very short run and are expected to finish for the season before March.

NOTE: Eastern **Granny Smith Apples** will be finished in late February. Western fruit is getting very tight especially smaller bagged fruit. Expect prices to increase sharply.

NOTE: Eastern **Honeycrisp Apples** are starting to finish for the season and will be completely done around the end of March. Expect Western fruit to continue increasing in price.

Western **SugarBee Apples** are starting to wind down for the season by late March.



CV MELONS

Cantaloupe supplies remain very limited with demand exceeding supply due to inconsistent weather pattern in December and January in Guatemala and Honduras. **NOTE:** **Honeydews** got extremely tight for the rest of February! This market should lighten up in March.

There are some nicer promo options on **Dino Melons**.



CV TOMATOES

Grape and **Cherry Tomatoes** will remain steady for the end of February and will be very promotable, primarily on **Grapes**. Volume is strong out of Mexico and Florida, and quality is fantastic.

Roma Tomato prices are on the rise with less product coming out of Mexico. This is usually a sign that rounds will follow this trend. There is product out of Mexico and Florida, and quality is fantastic.

Cluster Tomato prices will increase for the end of February. Quality has been excellent and there is still product out of Mexico, Canada, and US. It is expected that shippers will keep this pricing off minimums due to the rugose disease affecting some crops as well.

Beefsteak Tomato prices are expected to remain steady with crops out of Mexico and Canada. Quality has been excellent, and supply will be steady.

Heirloom Tomatoes out of Mexico will remain steady and promotable. This will be promotable as we head into the end February.

Round and **Vine Ripe Tomatoes** markets are expected to increase. Quality is excellent and availability is plentiful. **Vine Ripes** and **Gas Green Rounds** are available but smaller size tomatoes are still pricing at a premium since there is not a lot of smaller size around.

- **ALERT!** **Limes** have entered a volatile market with lighter volume from the winter crop in Mexico, creating a demand exceeds supply issue.

- **GOOD NEWS!** 12ct **Jumbo Artichoke** promotions continue for the rest of February.

- **GOOD NEWS!** **Euro** and **Mini Seedless Cucumber** prices have come down and are promotable heading into March. Quality is great and new crop Canadian product has started.