



# ORGANIC OUTLOOK

JANUARY 6 - JANUARY 13, 2017



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## JANUARY RAIN IMPACTING CALIFORNIA CITRUS

**ALERT!** Consecutive days of rain in California's Central Valley, plus heavy rains expected through January 11th, is a recipe for problems harvesting citrus fruit. Harvesters are unable to get into the groves until things dry out. We do expect some hiccups in supply during mid-January. The long term outlook won't be known until after this unprecedented rain has finished.

**Organic Navel Oranges, Organic Cara Cara Oranges and Minneola Tangelo** are now in peak season, but will be subject to the rain issues noted above.

**Organic Satsuma Mandarins** have been knocked out for the season due to the rain.

California **Organic Clementine Mandarins** are finishing for the season. Italian grown **Organic Clementine Mandarins** will be available in 2 lb. pouches and 5 lb. gift boxes for mid-January.

**Organic Kumquats** and **Organic Gold Nugget Tangerines** are just coming into season in California.

**Organic Lemon** supplies are less abundant this week and with the rains expected prices are on the rise. **Organic Meyer Lemons** continue in 20/1lb pouch bags as well as 20lb bulk fruit.



### OG APPLES

Washington **Organic Envy Apples** continue in promotional supply.

Washington **Organic Braeburn, Cameo, Fuji, Gala, Gold, Granny Smith, Opal, Pink Lady, and Red Delicious Apples** are in steady supply with promotional opportunities available.

Washington **Organic Honeycrisp Apples** continue in extremely firm supply with high pricing.

**Organic Piñata Apples** continue to be available in larger sizes only.



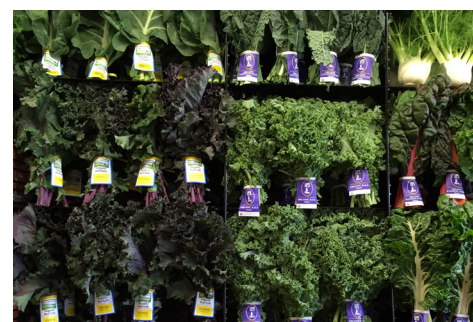
### OG BERRIES

Chilean **Organic Blueberry** supplies are excellent with promotional opportunities now available in 6oz. clamshells. Some availability of pints is expected over the next few weeks. Driscoll's brand **Organic Blueberries** are in season from Mexico. Quality and flavor on the Driscoll's is exceptional.

**Organic Blackberry** supplies have been affected by the Mexican gas price protests, lacking logistics is unknown at this point what the full effect will be.

**Organic Raspberry** supplies are steady this week, but supplies are expected to drop significantly any minute and prices are on the rise.

**Organic Strawberry** supplies out of Mexico and Florida are improving but some cooler weather could impact Florida supply in the short term. Product remains expensive however.



### OG GREENS

The following **Organic Greens** are in good supply right now out of Florida:

- **OG Green Kale**
- **OG Lacinato Kale**
- **OG Red Kale**
- **OG Chards (Red, Green, & Rainbow)**
- **OG Collards**
- **OG Dandelion**
- **OG Baby Bok Choy & Bok Choy**
- **OG Fennel**

California reports abundant supplies of all of these products as well. Also available from CA:

- **OG Parsleys**
- **OG Bunch Beets**
- **OG Dill**
- **OG Spinach**
- **OG Leeks**





## OG BRUSSELS SPROUTS

**Organic Brussels Sprouts** are expected to be in limited supply out of CA the next two weeks. One of the main CA shippers is finished and prices have risen.

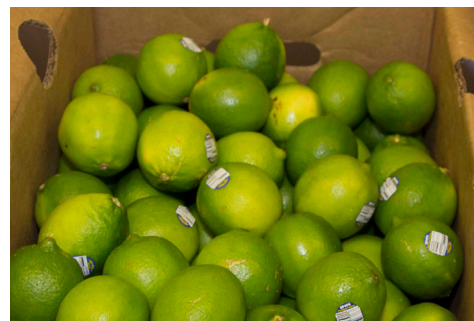
Mexican product is expected in mid January.



## OG HASS AVOCADOS

The **Organic Hass Avocado** market has been steady on 48s and larger fruit. 60ct fruit is a little tighter right now. Quality has been fair to good.

Striking and protesting of gas price hikes in Mexico could interrupt some supplier's availability, but overall supply remains solid.



## OG LIMES

**Organic Lime** supply has gotten extremely firm due to protests in Mexico due to 20% rise in gasoline prices. What fruit is available will be limited and prices will be much higher.

Hopefully protests will subside shortly and business will be back to normal but at this point there are no expectations.



## OG GRAPES

Peruvian **Organic Green Seedless**, **Red Seedless**, and **Red Globe Grapes** have begun in very limited supply with high pricing. Overall, crop is down 40% for the season and supplies will be very limited.

A small amount of clamshell **Organic Green Grapes** are expected in early January.



## OG SALADS

**ALERT!** **Organic Salad** suppliers are citing increased mildew pressure in fields, along with some rain for the recent gaps in various items. The increased demand for salads in the New Year are also factors. This pressure could increase gaps in items such as **Organic Spinach**, **Kale** and **Arugula** in the coming week.

As always, bulk and larger size packs are usually the first to be cut.



## OG ASPARAGUS

**Organic Asparagus** is very limited in supply at extreme prices seen out of Mexico. There is really virtually nothing to load this week.

We will not see strong volume again until mid-January when we should have a 3-month run of CA **Organic Premium Asparagus**.



## OG SQUASH

**ALERT!** **Organic Green** and **Yellow Squash** are poised to go up in price, especially the **Yellow**. Logistics issues coming out of Mexico and cooler weather out of Florida are the main culprits.

**Organic Green Acorn**, **Butternut**, and **Spaghetti Squash** are in good supply. **Organic Kabocha** and **Delicata Squash** are more abundant.



## OG GREEN BEANS

**Organic Green Beans** are in excellent supply out of Mexico. Quality is very good. Florida growers report adequate supplies of Organic Green Beans.

**Organic Packaged Green Beans** out of CA and Florida are in good supply.

**Organic Romano Beans** are in limited supply out of CA.



## OG PEPPERS

**Organic Red**, **Yellow**, and **Orange Peppers** are in good supply out of Israel and Mexico.

Expected abundant supplies of **Organic Green Peppers** as multiple regions come in at once — Florida, Mexico, and California.

Good supply of **Organic Jalapeño Peppers** are coming out of CA, Mexico, and Florida. **Organic Habanero Peppers** are limited from Mexico.





## OG MANGOS

With Ecuadorian **Organic Mangos** now done, we will be in Peruvian fruit completely going forward.

The Peruvian crop is flushing in 9 and 10ct fruit. 12s may be increasingly tough to source as the season progresses.



## OG PINEAPPLES

**Organic Pineapples** will be excellent quality and in good supply next week. We are now offering some Fair Trade fruit. Be sure to ask your sales representative about it!



## OG CUCUMBERS

**Organic Cucumbers** are in abundant supply out of Mexico on all packs and sizing. FLA is currently out.

Mexico reports good supplies of **Organic Hot-house Cucumbers**.



## OG BROCCOLI

**Organic Broccoli** is in adequate supply out of CA & AZ. Prices have firmed up a bit since last week. Some Organic Broccoli is available out of GA as well.

**CA Organic Broccoli Crowns** are in good supply as well. Prices are expected to be steady next week.



## OG TOMATOES

**Organic Round Tomatoes** are in good supply out of Florida. Mexico reports limited supplies on 20lb. rounds, but **Organic 15lb. Hothouse Tomatoes** are in good supply.

**Organic Roma, Cherry, and Grape Tomatoes** are in good supply out of Florida and Mexico.

**Organic Rainbow Cherry Tomatoes** are increasing in supply out of Florida.

**Organic Cluster Tomatoes** are in abundant supply out of Mexico. Some shippers are significantly lower in price than others this week.



## OG LETTUCE

All **Organic Lettuces (Red Leaf, Green Leaf, Romaine, Red Butter, & Green Butter)** are in excellent quality out of Florida. All look outstanding!

CA reports good supplies of all **Organic Lettuces**, but quality is not as nice as Florida.

**Organic Romaine Hearts** are in good supply out of CA and some shippers have begun packing in Yuma. Some deals are available. Quality has been very good.

## OTHER STORIES:

- New this week from **Buck Brand Organic Specialty Citrus** will be **Organic Lemonade Lemons** and the always anticipated **Organic TDE Tangerines**.

- **Organic Artichokes** are in good supply out of CA. Quality has been very good. Pricing is still firm and sizing is running large.

- **Organic Green and Red Cabbage** are in good supply out of Florida. CA reports good supplies of **Organic Green, Red, Savoy, and Napa Cabbages**.

- All **Organic Carrots** are in good supply for now. As we get further into later January we may see prices increase.

- With the New Zealand **Organic Kiwifruit** crop supply exhausted, the switch will be made to fresh crop Italian **Organic Green Kiwifruit**.

- A small shot of Argentinean **Organic Cherries** has arrived but could be sold out very quickly. If anything more becomes available, it will be extremely limited.

- Colorado grown **Organic Russet Potatoes** continue to be nice in quality and pricing will be steady continuing into this New Year. **Organic Red and Yellow Potatoes** continue to have nice quality out of Canada. Market prices are steady.

- **ALERT!** **Organic Cauliflower** markets are tighter and quality issues on discoloration are apparent. CA Organic Romanesco is in limited supply.

- **Organic Eggplant** is in good supply out of Florida. Mexico reports abundant supplies. Deals are available, but quality may be an issue out of both regions.

- **California Organic Grapefruit** supplies are now excellent with most sizes available as well as bags. **Florida Organic Grapefruit** is gapping right now.

# NEW!

# OR BACK IN SEASON

## ORGANIC



44654 - OG Olivia's Organics Baby Arugula	6/11 oz	40264 - OG Peppers Mix Hot Cello Covilli Fair Trade	24/8 oz
48138 - OG Spring Leaf Turmeric Bag Pack	6/6 oz	40266 - OG Peppers Jalapeño Cello Fair Trade	24/8 oz
43528 - OG Apple Nicola BCXF	88 ct	40150 - OG Artichokes Globe	24 ct
43509 - OG Apple Orin CSF	80/88 ct	40607 - OG Carrot Cello Pacific Organic	10/5 lb
43171 - OG Kumquats Clamshell	12/8 oz	40606 - OG Carrot Cello Pacific Organic	24/2 lb
43298 - OG Mandarin Golden Nugget	25 lb	40608 - OG Carrot Cello Pacific Organic	48/1 lb
44300 - OG Clementines Gift Box 28 sz Italy	5 lb	40893 - OG Greens Dandelion Red	24 ct
44301 - OG Clementines Pouch Bag Italy	12/2 lb	41279 - OG Radish Daikon Purple	10 lb
41117 - OG Orange Valencia Fancy Mexico	72/88 ct	40852 - OG Turnips Scarlet	25 lb
44323 - OG Blueberries Driscoll's	12/6 ct	40190 - OG Tomato Cherry On-The-Vine	12/12 oz
44380 - OG Blueberries Chile	12/1 pt	41358 - OG Tomato Heirloom Covilli	10 lb
49226 - OG Grapes Green Seedless Clamshell	11/1 lb	41325 - OG Tomato Roma Red On-The-Vine	10/12 oz
43288 - OG Cherry Large Argentina	11 lb	42109 - OG Onion Cipolline Christopher Ranch	12/8 oz
43629 - OG Kiwifruit VF 33/36 sz Italy	99/108 ct		
43635 - OG Kiwifruit 1-Layer Italy	33 ct	<b>BUCK BRAND:</b>	
43441 - OG Kiwifruit Bag Italy	20/1 lb	44534 - OG Buck Brand Etrog Citron USA	10 lb
40235 - OG Cucumber Mini	12/6 ct	42060 - OG Buck Brand Lemon Lemonade	20 lb
41098 - OG Cucumber Mexican	45 lb	42851 - OG Buck Brand Pomegranate 1 Layer	12-17 ct
40770 - OG Peppers Mini Mix Clam	12/1 pt	42067 - OG Buck Brand Tangerine TDE USA	20 lb

## CONVENTIONAL



05440 - CV Apples Kiku East 56/64 ct	40 lb	11140 - CV Cantaloupes MAG/Royal Sol	9 ct
Coming 1/11 Ruby Frost Apples – loose & pouch bags		11109 - CV Cantaloupes MAG/Royal Sol	12 ct
05843 - CV Apples Pacific Rose 88 ct Premium	40 lb	11280 - CV Honeydew Jumbo	4 ct
12169 - CV Orange Vintage Sweet Navel Bag	10/3 lb	12007 - CV Watermelon Mini Seedless	9 ct
14004 - CV Orange Blood 88/113 sz	44 ct	01099 - CV Corn Bi-Color Tray	12/4 ct
13912 - CV Orange Blood Sunkist Bag	18/2 lb	23031 - CV Tomato XLG Vine Ripe	25 lb
14214 - CV Tangelo Minneola Fancy	80 ct	23327 - CV Tomato Kumato Tray	10/1 lb
14346 - CV Tangelo Minneola Sunkist	100 ct	23369 - CV Tomato Medley "Wild Wonders"	10/12 oz
14345 - CV Tangelo Minneola Choice Bag	12/3 lb	04567 - CV Potatoes Prime Baker Green Giant	100/10 lb
13953 - CV Clementines Jaffa Israel	5 lb	04483 - CV Potatoes Klondike Rose Green Giant	10/5 lb
10101 - CV Blueberries Driscoll's XLG	12/1 pt	04450 - CV Potatoes Klondike Goldust Green Giant	10/5 lb





## CONVENTIONAL OUTLOOK

JANUARY 6 - JANUARY 13, 2017

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# CLEMENTINES ENDING, NEW VARIETIES SOON



### ALERT!

#### IMPORT:

The 5 lb. **Clementine Mandarin Gift** boxes are finished with most vendors. There will be only a handful from Morocco and Spain arriving in the next few weeks which are pretty much to cover per-committed business. There will be plenty of fruit on the imports for bagging into the two and three pound bags at considerably cheaper prices than the domestic counterparts.

A few Israeli Jaffa **Clementine Mandarins** in 5 lb boxes will be available.

#### CALIFORNIA:

There will be a short gap, particularly on the “**Halos**”. Rainy weather and the transition from the **Clementine Mandarin** to the next varieties, **Tango** and **Murcott Mandarins**, will leave about a gap of about one week before we can load Halos for mid-January.



## CV BERRIES

Promote **Blueberries**! Good volume and a weak **Blueberry** market will continue this week and into the early part of next week. There have been no supply interruptions all season and the fruit is going to keep coming.

Planned **Blueberry** promotions and seasonal decline in volumes will begin in late January/early February.

Driscoll's brand pint **Blueberries** from Mexico are pricier but huge, firm, and delicious!

Cooler weather and stronger demand have firmed up the **Strawberry** market. Look for this trend to continue this week.



## CV LETTUCE

**Romaine, Green Leaf, and Red Leaf Lettuces** are plentiful. Pricing will be steady to lower with product coming from Yuma, AZ.

There is ample supply of **Iceberg Lettuce** from Yuma, AZ. Quality is good and this is a great item to promote - pricing will be steady to lower.

**Romaine Hearts** are in very good supply with promotable volumes and steady to lower pricing.



## CV TOMATOES

**Vine Ripe 2-Layer Tomato** and **25lb. Tomato** pricing is trending lower with very nice quality.

**Roma Tomatoes** are in good supply with steady pricing.

**Grape and Cherry Tomatoes** remain plentiful and promotable.

**Campari, Wild Wonders, and Kumato Tomatoes** are more plentiful this week with lower pricing.

**Beef and Cluster Tomatoes** remain steady with fairly limited supplies.





## CV GRAPES

We have transitioned fully into import **Grapes** from Chile and Peru.

Markets are all over the place with prices ranging as much as ten to fifteen dollars from the medium large to the top box of extra-large / jumbo berry. No matter the size, quality has been solid overall.



## CV CHERRIES

Time to pull the plug. It's been a tough season on import **Cherries**.

For weeks we have seen nothing but trouble even on fruit arriving by air. There's still an abundance of fruit in the market, but we will discontinue carrying any because of quality over the next week or so.



## CV ONIONS

We have made the switch out of Nevada **Onions** and into Idaho **Onions** this week on **Red, Yellow, and White**. Quality is expected to be excellent and pricing will be at a slight advantage than out of Nevada.

**Peru Mayan Sweet Onions** are in full swing with steady, promotable pricing.



## CV GREEN BEANS

**Green Beans** are in good supply with good quality from Florida. Pricing is steady and this is good item to promote again this week.



## CV ASPARAGUS

Steady **Asparagus** supplies are expected this week out of Peru. Prices will remain steady but high.

Mexico expects to get started by the third week of January in a small way with volumes increasing each week.



## CV CUCUMBERS

Nice Mexican **Cucumbers** are plentiful and promotable. Pricing will be steady to lower.

**Cello-wrapped Cucumbers** are plentiful as well. Pricing is steady to lower this week. **Mini-Seedless Cucumbers** are also on special this month.



## CV BROCCOLI & CAULIFLOWER

There remains excellent supply of beautiful quality **Eastern Broccoli Crowns**. Pricing is very aggressive and this is a great item to promote.

**Cauliflower** remains tight in supply with steady to higher pricing. Quality has been nice still.



## CV PEPPERS

**Green Peppers** remain in very good supply from Mexico and Florida. Pricing remains aggressive with good quality.

**15lb and 11lb Red Peppers** are plentiful and promotable out of Mexico.

**11lb Yellow and Orange Pepper** pricing will be down a bit this week, but there is not as much volume as the reds.

**Mini Mixed Sweet Peppers** remain limited.



## CV MELONS

We expect to see more consistent arrivals this week on **Cantaloupes & Honeydew**, especially on smaller size melons.

Guatemala fruit is winding down and Honduras and Costa Rica are ramping up. Look for prices to hold until more fruit hits the market.





## CV GREEN ONIONS

**ALERT!** Green Onions (Scallions) remain very limited this week due to tight supply. Pricing will remain very high.



## CV BRUSSELS SPROUTS

Brussels Sprouts are in great supply with very nice quality. Pricing will be lower this week.



## CV EGGPLANT

Eggplant still remains very promotable with excellent quality and aggressive pricing.



## CV SQUASH

**ALERT!** After a stretch of low pricing, Zucchini and Yellow Squash supplies are more limited with costs spiking up out of Mexico for mid-January.

All Hard Squashes are steady.



## CV FRESH EXPRESS

**ALERT!** Diet Season demand has overwhelmed the production capacity of Fresh Express' PA facility. They are choosing to not produce certain sku's each day. Garden Salad has been impacted the most.

## OTHER STORIES

- **Fennel (Anise)** supplies are plentiful with lower pricing. Quality is nice.
- **Cabbage** remains steady in supply and quality from Florida.
- **Spinach** and **Spring Mix** supplies are steady.
- There is good supply of **Celery** from Oxnard, CA and Yuma, AZ. Quality is good and steady with steady to lower pricing.
- **Artichokes** remain limited overall. **24ct Artichokes** are the best value right now.

# DISPLAYS OF THE WEEK

