



**Updated Message from Four Seasons Produce  
April 3, 2020**

We continue to be so grateful to our dedicated on-site staff and drivers working to keep fresh food moving safely to where it is needed during this coronavirus pandemic. You are essential! To our supply chain partners – thank you! To our retailer partners working on the front lines to provide food to your communities – we salute you!

To reduce risk of spread, our aggressive 7 day a week sanitation efforts, aligned with FDA and CDC guidance, address frequent touch areas around the campus on documented schedules in addition to our nightly deep cleaning of packing lines and equipment already in place with our food safety protocols. Truck cabs are sanitized after each route, and deliveries are Drop & Go for our delivery drivers. Required hygiene and social distancing measures have been implemented, and masks/face-coverings are being provided to drivers and on-site associates.

As COVID-19 continues to impact more communities, on-site staff attendance availability will be reduced at times. Four Seasons Produce may need to cap daily order volumes at times to remain within capacity, but we remain committed to supporting our loyal customers while we focus on the safety of our associates.

We're all in this together and will get through it together.

With appreciation,  
Four Seasons Produce, Inc.

# ORGANIC MARKET NEWS



APRIL 3 - APRIL 10, 2020



## OG WATERMELONS

**Organic Mini Watermelons** will be available for early April. Supplies are starting to increase, and quality has looked nice out of Mexico. Expect more promotable prices closer to the end of April as harvests are expected to peak.

**Organic Seedless Watermelons** are expected to start up in mid-April out of Mexico. Crops are looking good.

**Organic Cantaloupe** and **Honeydew** are gapping until the new crop season starts closer to May.



## OG TOMATOES

**Organic Beefsteak Tomatoes** from Canada will be promotable this week as the spring season is ramping up. Quality will be outstanding, and supplies are plentiful. Promote with extreme confidence.

**Organic Cluster Tomatoes** are starting to ease down in price. Canadian harvests have started coming in with light picks. Volume is expected to ramp up by the middle of the month with more promotable markets.

**Organic Grape Tomatoes** will be promotable this week out of Florida. Quality has been excellent, and supplies are plentiful.

**ALERT!** **Organic Roma Tomato** prices will be rising as product remains tight and limited. Expect some shortages and out of stocks.



## OG LETTUCE

**Organic Romaine Hearts** have transitioned from Yuma, AZ to Salinas, CA. We'll now be loading in California on new crop going forward.

**Organic Green Leaf, Red Leaf, and Romaine Lettuce** has kicked off for the season out of Georgia with Lady Moon Farms. Look for excellent supplies and quality now that we've moved up to this new region.



## OG APPLES

Washington **Organic Apples** remain in firm supply due to some varieties and shippers finishing up for the season.

Expect markets to continue to increase over the next 6-8 weeks until imports are in full swing out of Chile, Argentina, and New Zealand. Some varieties will finish completely, and some will have sporadic availability.



## OG BROCCOLI & CAULIFLOWER

**ALERT!** **Organic Broccoli** and **Cauliflower** will still be in much tighter supply for early April, but we look to have steady availability for the entire week.

Look for pricing to remain higher for this next couple weeks until we make the full transition into California.



## OG PEPPERS

**Organic Red, Yellow, and Orange Peppers** are in steady supply from Mexico and quality has been solid.

**ALERT!** **Organic Green Peppers** will be extremely limited for early April, and there may be out-of-stocks. Growers from Florida, Georgia, California, and Mexico are all gapping in production so it could be mid-April until we see better supplies.



### OG TURMERIC

**Organic Turmeric** has been in high demand. Prices will remain steady.

Be sure to check out new vendor, Phoenix Rising, and his beautiful Red and Yellow Florida Grown Premium Turmeric in codes 224163 (Red) and 224164 (Alachua Yellow).



### OG ZUCCHINI

**Organic Zucchini Squash** is in excellent volume from Florida and Mexico as the growing conditions have been ideal over the past couple weeks. Now is a great time to promote!



### OG BERRIES

With better weather in Mexico, **Organic Blueberry, Raspberry, and Strawberry** supplies are ramping up. Expect prices to begin to come down.

**Organic Blackberry** supplies and prices are steady.



### OG GRAPES

**Organic Red and Black Grapes** from Peru and South Africa continue in season through mid-April.

**NOTE:** **Organic Green Grapes** are virtually finished in all regions. The Mexican crop is expected to start in May.



### OG CUCUMBERS

**Organic Cucumber** supplies have increased substantially for early April out of Mexico, and pricing has fallen to promotable levels. Now is a great time to promote, and the quality is outstanding.

**Organic Mini Seedless Cucumber** packs and wrapped **Organic Seedless Cucumbers** remain promotable!



### OG CITRUS

**NOTE:** California **Organic Mandarins** (bulk and bags) will finish for the season in mid-April. **Organic Gold Nugget Mandarins** will continue in season in mid to late-April.

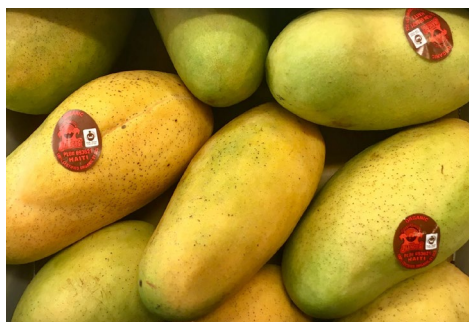
California **Organic Citrus** continues to tighten in supply as the end of the season draws near. Expect Mexican supply (**Lemons, Valencias**) to ramp up in late April or early May.



### OG ONIONS

Mexican **Organic Red Onions** are now in season. Pricing on the new crop is up.

**NOTE:** We will see an abundance of new crop Texas grown **Organic Sweet Onions** for early April. This will fill a small gap in supply on **Organic Yellow Onions** as well as we transition to new crop onions. **Organic Onion** prices as a whole are up as we transition.



### OG MANGOS

**Organic Haitian Mangos** (Francique) from Haiti are expected to arrive for mid-April. Please make plans to promote these delicious Fair Trade Mangos!

**Organic Tommy Atkins Mangos** out of Mexico are promotable for April.

**Organic Honey (Ataulfo) Mangos** are in a little lighter volume for early April and are expected to rebound headed towards May.

### OTHER STORIES

- **Organic Abate, Anjou, Bartlett, and Red Bartlett Pears** are in good supply.

- We will see new crop **Organic Red and Yellow Potatoes** get started out of the desert in mid-April. Price d on the new crop potatoes is expected to be high.

- **Organic Asparagus** remains promotable ahead of the Easter holiday this week. Quality out of Mexico has been excellent all season.

- **Organic Garlic** will be tight next week with demand out pacing supply from the USA and Argentina.

- **Organic Ginger** continues to be in high demand. Product is from Peru.

# CONVENTIONAL MARKET NEWS

APRIL 3 - APRIL 10, 2020



## CV GREENHOUSE TOMATOES

**Campari Cocktail Tomatoes** return again for the spring! After a very tough winter with limited to no availability the spring crops are coming on. Expect some very promotable markets in the coming weeks as well as volume is expected to increase rapidly.

**Beefsteak Tomatoes** will very promotable. Canada, Mexico, and US greenhouses are all coming into excellent production saturating the marketplace. Quality has been very nice.

**Cluster Tomatoes** will be promotable for early April. After a very high winter market, the spring deal is coming into excellent supplies. Look for some big promotions in the upcoming weeks. We continue to stay with US and Canadian greenhouses and quality has been excellent.



## CV FIELD GROWN TOMATOES

**Roma and Round Tomatoes** are very promotable out of Florida this week. Mexico and Florida continue to have strong harvests with very little food service business due to COVID-19. Quality has looked very nice and we continue to promote mostly Florida grown product.

**Grape Tomatoes** are very promotable right now. The lack of food service business is leaving excellent supplies available. Quality has been great. Watch for great spot deals going forward.

**Medley and Cherry Snacking Tomatoes** are also very promotable this week. Quality has looked great on all varieties of Snacking Tomatoes.



## CV BERRIES

**Blueberries** are in excellent supply from both Mexico and Florida. Look for promotable opportunities on both 6 oz. and full pints for early April. Growers have shared that we're only a few weeks away from Georgia beginning.

**Strawberries** will be in excellent supply from California for early April. We'll be pulling from both Santa Maria and Oxnard. The quality and sizing have been exceptional on this new crop.

**Raspberries and Blackberries** are also promotable for early April from Mexico. Now is a great time to promote berries across the board. We will also have **Seasons Finest "Limited Edition" Blackberries** from Driscoll's beginning for early April.



## CV MELONS

With demand slow this week, we are seeing some cheaper prices on **Honeydew** and **Cantaloupes**. We are seeing nice quality on the MAG variety of **Cantaloupes**.

**Watermelons** from Florida are available and have looked great! Sugar is excellent on the 1st of the season. Markets are promotable as well for so early in the season.



## CV PEPPERS

11lb **Red Peppers** will be very promotable this week as harvests surpassed demand. Quality out of Canada has been excellent. 11lb **Orange** and **Yellow Pepper** prices will steady this week out Canada.

**Green Bell Pepper** prices continue to fall as more harvests become available. Quality out of Florida has been excellent on the crop!



## CV CUCUMBERS

**Seedless Cucumbers** are also very promotable this week as Canadian farms are flushing with product. Quality has been excellent and fresh.

**Cucumber** prices are promotable this week. Spring harvests continue to be very strong and quality has been excellent.



### CV GREEN BEANS

**Green Beans** prices remain very promotable this week. To address consumer requests for more packaged items due to changing consumer preferences for in-store shopping, we're bringing back the **Pouch Bag Green Beans** Spring harvests continue to come in strong and demand is weak. Quality has been excellent.



### CV PEAS

**Snow Peas** have been very promotable and will continue this week. Quality has been excellent.

**ALERT! Snap Peas** prices are high. Product has been limited as Guatemala is in a skip between plantings. Expect some shortages and gaps in supplies.



### CV PINEAPPLES

**Pineapples** will be very promotable for early April. With lowered market pricing, take advantage and go big with **Pineapples!**

- What had been a strong hot market, with no food service with the shutdown, **Lime** prices have significantly dropped.
- Haitian **Francique Mangos** are now in stock!
- All **Lettuces** are readily available and are being pushed hard out West.



### CV BROCCOLI & CAULIFLOWER

**Broccoli Crowns** quality out of Mexico and Georgia is still coming in nice. California has been coming down in price but are still a good deal more expensive.

**Cauliflower** is finally available again! Prices have come off and are starting to be more promotable.



### CV GRAPES

Prices eased down even on the **Green Grapes**. Less demand late last week going into this week, vendors looking to move inventory especially on **Red Grapes**. Mexico will have some fruit after Easter including **Cotton Candy**.



### CV ASPARAGUS

**Asparagus** prices remain promotable ahead of Easter. Quality continues to be excellent.

### OTHER STORIES

- **Celery** is back in the game and prices are slowly starting to come down. **Celery Hearts** are available but are still a little tighter in supplies.
- **Idaho Bagged Potatoes** continue to be limited this week. However, we are seeing an abundance of larger sized count russets flooding the market because of the limited amount of foodservice business in the last couple weeks.



### FRESH EXPRESS SALADS

**NOTE:** Overall **Packaged Salad** prorates have improved slightly. Producers, like Fresh Express, continue to be limited by labor constraints at some of their facilities. In addition to limiting some of their items, Fresh Express is permanently discontinuing several others including **Strawberry Fields**, **Pear Gorgonzola**, and **Apple Cheddar Salad Kits**.



### CV MANDARINS

**Halos** are in better supply, but prices are higher going into the last two weeks of the season. Product will probably be done by April 15th.



### CV SWEET CORN

Florida **Sweet Corn** is in and looking promotable as harvests continue to come in strong. Quality has been excellent.

- **Brussels Sprouts** are available but are not coming down as fast in price.
- A majority of all **Vegetable** vendors have transitioned out of Yuma, AZ and into CA. Weather in CA has not been the norm with cooler temperatures and frequent rain. Quality is just okay during this time period in general and now we have some odd weather patterns thrown into the mix.