



# ORGANIC OUTLOOK

APRIL 13 - APRIL 20, 2018



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## ORGANIC BERRY OUTLOOK

### ORGANIC BLUEBERRIES:

Driscoll's **Organic Blueberries** have experienced a pretty heavy weather-related loss and supplies are estimated to be 25% down. Prices are firm. Quality and flavor remain excellent.

Other brands of California **Organic Blueberries** have begun. Prices will improve as supplies ramp up in late April, but supplies are limited for Week 15 due to heavy rain and cooler weather.

### ORGANIC BLACKBERRIES:

Driscoll's **Organic Blackberry** supplies have tightened up due to the rain and cool weather. Supplies are not expected to improve until closer to May.

Other brands of **Organic Blackberries** continue to be tight out of Mexico.

### ORGANIC RASPBERRIES:

Driscoll's **Organic Raspberry** prices have increased sharply due to rain and cooler weather. Expect this to last through April with sporadic arrivals. Other brands are gapping for the same reason.

### ORGANIC STRAWBERRIES:

**Organic Strawberry** supplies out Baja, Mexico and California are improving slightly with prices staying steady.



## OG MANGOES

**Organic Honey (Ataulfo) Mangos** from Mexico remain in steady supply and pricing. Quality has been very nice.

Shippers of **Organic Tommy Atkins Mangos** from Mexico adjusted their forecasts slightly on volume going forward into the end of April and May. Rain and quality issues in Mexico have affected volume, and pricing will likely creep upward just a bit.



## OG TOMATOES

**Organic Cherry, Rainbow Cherry, and Grape Tomatoes** are in good supply out of Florida. Pricing is steady. **Organic Grape Tomatoes** from Mexico are in abundant supply, with cheap prices.

**15lb Organic Hothouse Tomatoes** out of Mexico are abundant, but 20lb are more limited.

**Organic Cluster Tomatoes** are increasing in supply and prices are beginning to drop. Expect more volume to come on.

**Organic Roma Tomatoes** are available from Mexico and prices are lower.



## OG HASS AVOCADOS

**Organic Hass Avocados** from Mexico and California are in good supply for late April. Pricing should remain steady.

**Fair Trade Organic Hass Avocados** from Equal Exchange are finished for the season. Equal Exchange is working on a Fair-Trade option to ship. More details to come if and when they are available.





## OG CUCUMBERS

**Organic Hothouse Cucumbers** are in abundant supply out of Mexico. **Organic Mini Cucumbers** are in good supply.

**Organic Cucumbers** are in better supply out of Mexico. Pricing is down a bit. Florida growers are reporting low yields on their new plantings of **Organic Cucumbers**.



## OG GRAPES

South African **Organic Red** and **Black Seedless Grapes** are in tight supply and are expected to finish up in April, and then gap until Mexican fruit arrives in May.

**Organic Green** and **Black Seeded Grapes** are done for the season from South Africa.



## OG SQUASH

Mexico continues this week on **Organic Zucchini** and **Yellow Squash**. Prices dropped, signaling and increase in quantity.

Florida growers report abundant supplies of **Organic Zucchini**, but are more limited on **Organic Yellow Squash**.



## OG CELERY

The **Organic Celery** market and quality are all over the board. Some shippers report insects and blight. Other shippers have clean product.

**Organic Celery Hearts** are in tighter supply this week with higher prices.



## OG BROCCOLI

More **Organic Broccoli** volume is available this week and pricing has dropped. Some regions still have discoloration issues.

**Organic Broccoli Crowns** are in better supply.



## OG CAULIFLOWER

**Organic Cauliflower** markets are all over the board. Quality varies by shipper and by day. Overall, it appears to be a tight market, although some shippers have come off in price.

**Organic Romanesco** is in limited supply.



## OG PEPPERS

Holland is fully supplied on **Organic Peppers**. Mexico growers report limited supplies on all **Organic Color Peppers**. Quality is good, with a few arrival issues noted.

FL has finished up its **Organic Pepper** harvests for the season. Mexico has very limited supplies of **Organic Green Peppers**.



## OG LETTUCE

**ALERT!** The Florida **Organic Lettuce** season will be ending this week. The next significant shot of east coast **Organic Lettuce** will be early June from NJ & PA.

CA growers report good supplies of all **Organic Lettuces**, but quality is not as nice as FL. Some occasional rib rust/downy mildew is present.

**Organic Romaine Heart** prices are stable for now, but better supplies and quality will be apparent for late April.



## OG ONIONS

We will see a gap until early May on **Organic Red Onions**. All shippers are essentially now done with old crop. New crop Mexican **Organic Red Onion** shippers are struggling to keep up with the extremely high demand. Supplies will be limited and pricing will skyrocket to due to this shortage.

New crop **Organic White Onions** are in better supply than their red counterparts. Product is currently new crop from Mexico. **Organic Yellow Onions** are still shipping with good quality out of a few different storage regions.





## OG KALE

**Organic Kale** supplies out of Florida are increasing this week. Quality from Lady Moon Farms remains excellent.

**Organic Kale** is in tighter supply out of CA this week. Prices have moved up on all varieties.



## OG ASPARAGUS

**Organic Asparagus** supplies are abundant out of Mexico and California.

This April is an excellent time to promote **Organic Asparagus** in spring displays at aggressive price points.



## OG BRUSSELS SPROUTS

**Organic Brussels Sprouts** are in abundant supply out of Mexico. Quality has been very good. Prices are steady.



## OG APPLES

Import **Organic Gala Apples** continue in steady supply with predominately larger fruit to fill the shortage in Washington.

Washington **Organic Braeburn, Cameo, and Golden Delicious Apples** are expected to finish for the season this week. Expect a gap for a few weeks before the new import crop arrives.

Washington **Organic Honeycrisp, Piñata, and Pink Lady Apples** are extremely limited with high prices on all sizes.



## OG CITRUS

New crop California **Organic Valencia Oranges** have arrived and good supplies are expected with a market advantage over **Organic Navel Oranges**.

California **Organic Navel Oranges** are becoming increasingly limited with prices on the rise and an early end to the season is expected over the next couple of weeks. **Organic Cara Cara Orange** supplies are finished for the season.

California **Organic Kumquats, Blood Oranges, Minneola Tangelos, Golden Nuggets, and Murcott Mandarins** have all been affected by rain and cooler weather. Expect sporadic gaps and higher markets until the season ends.



## OG PEARS

Import **Organic Abate, Anjou, Red Bartlett, and Bosc Pears** are available and in steady supply.

Import **Organic Bartlett Pears** are available with significant promotional opportunities.

New crop **Organic Packham Pears** are expected to begin in late April.

## OTHER STORIES:

- **Organic Count Russet Potatoes** continue to be challenging this week. Quality has been an issue due to product coming out of storage. Pricing continues to creep up.

- **Organic Green Beans** are in slightly better supply out of Mexico this week. Prices are still high.

- **ALERT!** **Organic Spinach** is much more limited in supply this week. Transition between growing regions has a lot to do with the limited supply this week. Prices are up.

- **Organic Pineapple** supplies are steady. Quality has been excellent.

- **Organic Formosa Papayas** have been in steady supply with excellent quality. Sizing has been perfect, ranging from 12-16 per case.

- **ALERT!** California **Organic Lemon** supplies continue to dwindle and prices are on the rise due to the rain. The **Organic Meyer Lemon** season is coming to a close and we expect to see sporadic gaps.

- California **Organic Grapefruit** continue in erratic supply due to weather. Prices are rising.

- **ALERT!** **Organic Lime** supplies have tightened significantly due to the cold and rain with prices skyrocketing. Smaller fruit should be expected.

- **Organic Young Thai Coconuts** are in good supply. Pricing will be steady.



Four Seasons Produce will once again be **donating** to PASA (Pennsylvania Association for Sustainable Agriculture)!

A portion of proceeds from every case of organic produce & dairy products sold through **Earth Week (April 15 - April 21)** will be donated to PASA.

## EARTH WEEK DONATION PARTICIPANTS:



Each participant has determined a unique donation plan based on their sales during April 15 - April 21.

For more information on PASA, check out their website [www.pasafarming.org](http://www.pasafarming.org) and follow Four Seasons on social for fun & informational posts!

[www.fsproduce.com](http://www.fsproduce.com)



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If your store would like to consider other ways to contribute & participate in this event, contact Lauren Smith at PASA:

### Lauren Smith

Director of Development  
Pennsylvania Association for Sustainable Agriculture (PASA)  
Millheim, Centre County, Pennsylvania  
(814) 349-9856, ext. 22







# FOUR SEASONS FAMILY OF COMPANIES SUSTAINABILITY INITIATIVES - 2018

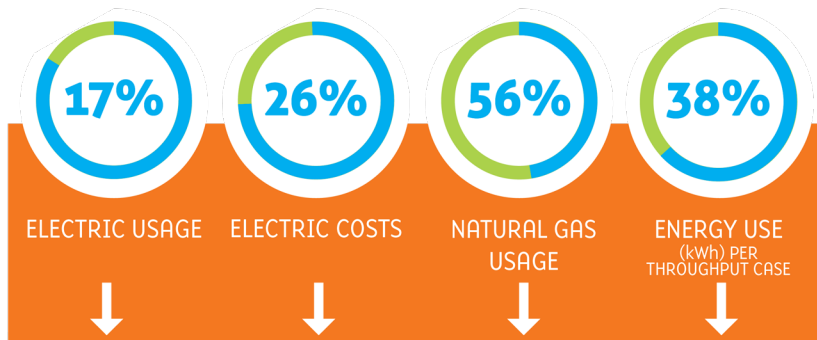
## ENERGY PROJECTS

ELECTRICITY & NATURAL GAS



- Lighting retrofits to LED now covering 100% of our facility inside and out
- Dock Envelope Improvements
- Energy (peak load) mgmt program
- PACE Controls (improving compressor efficiency)
- Demand response participation
- Day Lighting
- High efficiency & VFD Motor Upgrades
- HVAC Upgrades
- Completed a Strategic Management Plan in 2012.

## ENERGY PERCENTAGE REDUCTIONS DURING PEAK 12-MONTH PERIOD



## 5.4 MILLION POUNDS

of waste recycled or produced into energy in 2017

## OVER \$3 MILLION

of avoided landfill costs since YR 2000

## 80% REDUCTION

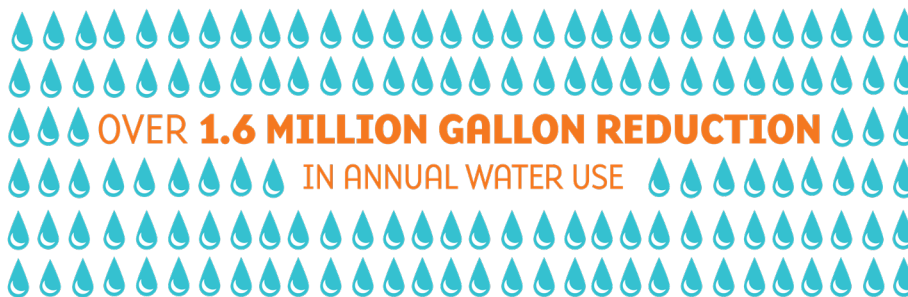
in waste per throughput case from our peak 12-month period



- ✓ On-board computer technology to improve MPG
- ✓ Driver incentive & training to reduce truck idling time
- ✓ Equipment enhancements & driver education to reduce miles & improve fleet performance

## 24%

reduction from peak use in 2007



COMPANY-WIDE "MIXED-STEAM" RECYCLING PROGRAM



CURRENTLY INSTALLING A 1.3MW SOLAR ARRAY AT THE WABASH RD FACILITY



ON-SITE ELECTRIC CAR CHARGER PLUG-INS FOR ASSOCIATES & CUSTOMERS

## ACHIEVEMENTS & AWARDS

- **First warehouse** in the country to be awarded the **ENERGY STAR**
- **"Ethics in Business" Award** by Lancaster Chamber of Commerce
- Featured in **DC Velocity** & summer **High Performing Buildings** magazines

• **Green Plus Certified** - 2013 Green Plus Sustainable Enterprise Award

• **2017:** First facility to achieve the 50001 Ready designation from the U.S. Department of Energy

• **2018:** Recognition from PPL Electric Utilities Excellence in Energy Efficiency Program to be a Gold Level Energy Efficient Business.



# NEW OR BACK IN SEASON!

## ORGANIC

|       |                             |             |
|-------|-----------------------------|-------------|
| 43298 | OG Mandarins Gold Nugget    | 22 lb       |
| 44113 | OG Oranges Valencia CA FCY  | 88 ct       |
| 44177 | OG Mangoes Ataulfo MEX      | 12/14 ct    |
| 44379 | OG Mangoes Tommy Atkins MEX | 9 ct        |
| 41070 | OG Celeriac (Celery Root)   | 25 lb       |
| 41279 | OG Radishes Daikon Purple   | 10 lb       |
| 40816 | OG Rhubarb                  | 15 lb       |
| 40135 | OG Romanesco                | 12 ct 20 lb |
| 40623 | OG Sunchokes White          | 10 lb       |
| 40965 | OG Turnips Baby Bunched     | 24 ct       |
| 48010 | OG Turmeric Jamaica         | 30 lb       |
| 48012 | OG Turmeric Jamaica         | 10 lb       |
| 44467 | OG Tomatoes Cherry Orange   | 12/1 pt     |
| 41398 | OG Tomatoes Grape Gold      | 12/1 pt     |
| 41502 | OG Onions Sweet Jumbo       | 40 lb       |



## CONVENTIONAL

|        |                                 |                              |
|--------|---------------------------------|------------------------------|
| 10150  | CV Blackberries Season's Finest | 12/6 oz Driscoll's           |
| 10260  | CV Strawberries Stem            | 4/1 lb Driscoll's            |
| 14140  | CV Tangerines Pixie Mammoth     | 25 lb                        |
| 6795   | CV Pears Comice Import          | 20 lb                        |
| 6864   | CV Pears Forelle Import         | 20 lb                        |
| 15648  | CV Peaches Tree Ripe FLA        | 8 lb                         |
| 17904  | CV Pineapples Jumbo             | 5 ct                         |
| 142    | CV Artichokes Jumbo             | 12 ct                        |
| 995    | CV Cauliflower Green            | 12 ct Cello                  |
| 996    | CV Cauliflower Orange           | 12 ct Cello                  |
| 998    | CV Cauliflower Purple           | 12 ct Cello                  |
| 2170   | CV Rhubarb West                 | 20 lb                        |
| 23344  | CV Tomatoes Grape Rainbow       | 8/14 oz Tri-Pack Clamshell   |
| 204903 | CV Tomatoes Glorys              | 15/10.5 oz Bowls NatureSweet |
| 204904 | CV Tomatoes Constellation       | 12/16.5 oz Bowls NatureSweet |
| 204905 | CV Tomatoes Sunbursts           | 12/10.5 oz Bowls NatureSweet |
| 204906 | CV Tomatoes Eclipses            | 8/4 ct Tray NatureSweet      |
| 204907 | CV Tomatoes Cherubs             | 15/10.5 oz Bowls NatureSweet |
| 204435 | CV Salad Kit Chop Poppyseed     | 6/13 oz Fresh Express        |
| 204434 | CV Salad Kit Chop Pomegranate   | 6/10.3 oz Fresh Express      |
| 204437 | CV Salad Kit Citrus Burst       | 6/7.5 oz Fresh Express       |
| 204438 | CV Salad Sweet Hearts Blend     | 6/9 oz Fresh Express         |
| 204443 | CV Salad Bacon & Cider Greens   | 6/7.8 oz Fresh Express       |
| 204442 | CV Salad Teriyaki Bok Choy      | 6/7.8 oz Fresh Express       |
| 204441 | CV Salad Kale Tuscan            | 6/7.9 oz Fresh Express       |
| 204439 | CV Salad Spinach Lemon Garlic   | 6/8.2 oz Fresh Express       |







## CONVENTIONAL OUTLOOK

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## ARTICHOKE OUTLOOK



The month of May is expected to be a great time to promote **Artichokes**.

Things are looking better and better on **Artichokes**. All of the "frost kissed" and blister issues from the cold weather have moved through the pipeline. Volume and quality will continue to improve over the next few weeks out of Castroville and Salinas, CA.

Sizing will be trending larger as we head through the month. 12 ct jumbos will be available for display building.



## CV PEPPERS

**Green Peppers** are in steady supply out of Florida. Sizing is definitely much larger this week as pack outs are primarily heavy to jumbo. Look for promotable opportunities on 35-40 count **Green Peppers** this week.

Supplies on all **Hothouse Color Bell Peppers** out of Canada are in steady supply. Sizing is running on the larger side with most cases counting 18-21.

**Mini Sweet Peppers** are in shorter supply this week, and pricing is beginning to move up. Supplies out of Mexico are beginning to drop, and the Canadian crop is still a few weeks away from additional volume.



## CV BERRIES

April is peak season for **Blackberries**, but Mexican **Blackberry** volumes will be limited overall for mid-April. We will see markets increase out of this area.

Be sure to try Driscoll's "**Season's Finest**" **Blackberries**. This special variety is known for its size, and juicy and sweet flavor. They are only available for mid-April to early May.

Look for better **Strawberry** volumes out of California following the recent rain issues. Pricing is expected to adjust down this week. We expect to be in steady supply as we head through the month.

Florida **Blueberry** volumes will continue to increase. We will also see California and Mexican supplies increase. Prices will ease down with the improving numbers.

**Raspberries** are in limited supply for mid-April but are poised to return to more promotable levels in May.



## CV TOMATOES

5 new premium snacking **Tomato** items are here from NatureSweet!

We are carrying:

- 204903 - "**Glorys**" **Tomatoes** (cherry)
- 204907 - "**Cherubs**" **Tomatoes** (grape) \*best seller
- 204904 - "**Constellation**" **Tomatoes** (rainbow mini)
- 204906 - "**Eclipses**" **Tomatoes** (brown slicers)
- 204905 - "**Sunbursts**" **Tomatoes** (gold grape)

Contact your sales representative about this popular year-round program.





## CV HASS AVOCADOS

The **Hass Avocado** market is climbing as we move closer to Cinco de Mayo promotions. Prices are up \$3-4 from two weeks ago, and are expected to be up another \$3-4 by the end of April.

Consumer demand remains strong & sales are good.



## CV CAULIFLOWER

**Cauliflower** prices are starting to ease down as supplies increase and should continue for this week. Look for promotional opportunities heading into May.



## CV CUCUMBERS

We've had our first of the season Florida **Cucumbers** arrive this week, and they're looking good! We'll have plenty of availability on all **Supers**, **Selects**, and **Cartons** all week.



## CV ROMAINE HEARTS

**Romaine Heart** volumes are increasing and prices are starting to come down. This will be a good item to promote during late April and early May.



## CV CABBAGE

**Green, Red, and Savoy Cabbage** are in excellent supply this week out of Florida.

Most growers will be making the transition up to Georgia in late April.



## CV SWEET CORN

Time to expand **Sweet Corn** displays for spring-grilling promos!

All **White, Yellow, and Bi-Color Sweet Corn** will be in excellent supply this week out of Belle Glade, FL. Quality is very nice and prices are coming back to spring-norms.



## CV ASPARAGUS

Mexican **Asparagus** should finish up this week. Markets will stay depressed until all of this product cleans up.

California and Peru will be relied on as Mexico gets out of the equation.

New Jersey **Asparagus** is expected to start by the end of April. Timing will depend on how warm the temperatures get throughout the rest of April.



## NJ VEGETABLES

The local New Jersey grown **Vegetable** season is right around the corner.

In stock this week:

- NJ Rapini 24 ct
- NJ Spinach 24 ct

Expected for late April:

- NJ Asparagus
- NJ Leeks
- NJ Herbs



## CV POTATOES

Florida premium **White and Yellow A-Size Carton Potatoes** have tightened up considerably this week and are expected to be tight for the next couple weeks.

All other colors and sizes out of Florida are in very good supply. We will see harvest start in Northern Florida growing regions in the next couple weeks.





## CV EASTERN PEACHES

**Eastern Peaches** are just around the corner, in fact **Peaches** from Florida in the 8lb flat (Tree-Ripe) are now in season!

Looks like a good season for **Eastern Peaches**!

We should see starting the ship fruit as early as the first week of May from Georgia and South Carolina. There was some freeze damage from the last cold spell but even the worst hit will still have 75% of their crop and some no damage.



## CV STONE FRUIT

**Cherries** could start as early as the last week in April, but estimates show a light crop to start, all weather related and lack of pollination.

We may not see real volume until we get into **Bings** and move into the Northern districts of California. The Tulare variety was extremely affected, and many growers will end up with very little.

**Apricots** should be shipping by the last week of April, with volume by the end of the first week of May.



## CV CALIFORNIA CITRUS

The season is ending on **Minneola Tangelos** and **Cara Cara Navels**. Many growers are finished with others finishing by the end of the month. Supplies will be limited through then.

**Navel Oranges** will start winding down. Again, some growers already done and bigger growers hope to continue to ship through the month of May, unlikely going into June. It'll be an early finish. 88 and smaller count **Navel Oranges** will be in light supply, with prices getting higher. The bulk of the remaining crop will peak on 56 counts and larger.

On **Mandarins**, we are looking at the last three to four weeks shipping from California. Quality continues to be very good late into the season but prices are up with another price hike on Halos for late April.

