



**Updated Message from Four Seasons Produce, Inc.
April 10, 2020**

The safety of our fantastic team and reducing the risk of spread remain paramount as work continues to keep fresh food moving to where it is needed during the COVID-19 pandemic.

Our aggressive 7 day a week sanitation efforts, aligned with state and federal guidance, address frequent touch areas around our facilities, and some spots are cleaned as often as every hour or two. Each night our packing lines and equipment are deep cleaned with the food safety protocols we already have in place. On Saturday nights the entire warehouse is closed down to allow for further deep cleaning.

Masks/face-coverings are now required for associates, contractors, carriers, and any others needed on-site. Truck cabs are sanitized after each route, and deliveries are Drop & Go for our drivers. Required hygiene and social distancing measures continue.

As COVID-19 continues to impact more communities, there may be times when on-site staff attendance availability will be reduced. Four Seasons Produce may occasionally 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.

To our dedicated associates: warehouse, packing, sanitation and facilities, quality, fleet and driver, and on-site support staff who keep fruits, vegetables, eggs, milk and more moving safely to where it is needed during this coronavirus pandemic. You are essential! Thank you!

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!

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

With appreciation,
Four Seasons Produce, Inc.

**Our offices will be closed on Easter Sunday.
Orders for Monday, April 13, will need to be place on Saturday, April 11 by 12:00 pm.**

Happy Passover and Happy Easter!



BOXED UP
by Four Seasons Produce

Need help with a curb-side grab & go box that's pre-packed for you and your consumer?

Four Seasons is pleased to introduce "BOXED UP", a new contactless mixed produce box program. Retailers can take pre-orders from their shoppers or offer it via online ordering. Four Seasons packs the boxes to order and delivers them to your store.

Contact your rep or merchandiser to learn how you can launch this program in your store.



FRUIT MIXED BOX
CODE: 224254



ORGANIC FRUIT MIXED BOX
CODE: 224251



SALAD MIXED BOX
CODE: 224255



ORGANIC SALAD MIXED BOX
CODE: 224252



COOKING VEG/SOUP MIXED BOX
CODE: 224256



ORGANIC COOKING VEG/SOUP MIXED BOX
CODE: 224253



SALAD PLEASER BOX
CODE: 224352



ORGANIC SALAD PLEASER BOX
CODE: 224351



MIXED STAPLES BOX
CODE: 224354



ORGANIC MIXED STAPLES BOX
CODE: 224353

ORGANIC MARKET NEWS



APRIL 10 - APRIL 17, 2020

SPRING ORGANIC TROPICALS



Organic Haitian Mangos (Francique variety) are expected to arrive by April 17th!

With less bandwidth to build dynamic displays in the store, we've hoping to work together with retailers to come up with other creative promotions to help sell these **Fair Trade Mangos** from Haiti.

The Francique variety is one of the most juicy and flavorful mangos we have access to on the western hemisphere. It has a deep orange flesh that is slightly fibrous. Combine that with the feeling of knowing you personally are making a difference to help one of the most impoverished countries in the world and nothing could be sweeter.

Out of Mexico, **Organic Hass Avocados** and **Mangos** (Round Tommy Atkins and Yellow Ataulfo/Honey varieties) from Mexico will be somewhat limited for mid-April due to harvesters taking off for "Holy Week". Growers have not harvested for most of this week. Also, pandemic complications will disrupt next week's harvest schedule further. Stay tuned for when Mexican **Organic Mangos** will be promotable again.

There are **Organic Hass Avocados** in season from California.



OG CA CITRUS

Organic Navel Orange supplies are tightening. Expect prices to move up as we transition into the late season harvest.

Organic Cara Cara Oranges are in better supply this week. **Organic Blood Oranges** are in very tight supply with high and rising prices.

ALERT! **Organic Mandarins** from California in bulk and bags are done for the season. Some imported Moroccan fruit is expected in late April.

Organic Golden Nugget Mandarins are in good, steady supply. **Organic Minneola Tangelos** are gapping.

Organic Lemons are in good supply with steady pricing. Expect to see Mexico begin in May, with good supplies and better quality this season.



OG BERRIES

Driscoll's **Organic Raspberries** out of Mexico and California are in good supply. Keep an eye out for spot deals.

Expect **Organic Blueberries** to be more promotable in 6oz and pint packs moving forward. **Organic Blueberries** are in better supply this week out of Mexico with new crop harvests. The first of the season California **Organic Blueberries** are also expected to arrive for mid-April, and Georgia is about to get started.

Organic Blackberries are not as abundant as anticipated for mid-April due to rain and labor.

NOTE: **Organic Strawberry** supplies were expected to be very good for mid-April, but following rain in California, as well as some challenges in Mexico, volumes are less abundant. Stay tuned.

The Mexican **Organic Berry** situation remains volatile with weather, the virus, packing sheds limiting hours, school closings for a month, etc.



OG GARLIC/GINGER/TURMERIC

Organic Turmeric has been in high demand, but 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).

ALERT! **Organic Garlic** will be extremely tight, with little to none available for mid-April. **Peeled Organic Garlic** options will be available for the time being. No much relief will be in sight until May when the Mexican organic season should begin to help with supply demands.

ALERT! **Organic Ginger** will also be very limited with pricing going even higher next week.



OG BROCCOLI

ALERT! **Organic Broccoli** and **Broccoli Crowns** still remain difficult to source due to the high demand and low harvesting yields during transition time from Arizona to the Salinas Valley of California.

Organic Broccoli pricing will remain elevated through mid-April due to continued rains in California.



OG GRAPES

Organic Grapes from Peru and South Africa are winding down the season, and the last arrivals will likely sell out by mid to late April.

OUTLOOK: The Mexican **Organic Grape** season is expected to get started in mid-May with excellent quality and supplies expected.



OG CELERY

ALERT! **Organic Celery** from some regions has seen poor conditions for early April. Although there is cheap **Organic Celery** with availability, quality of this product is subpar with bug damage and blight.

For good quality **Organic Celery** from the Oxnard, CA region, expect to pay more and see limited availability in mid-April due to weather conditions.



OG WATERMELONS

Organic Seedless Watermelons from Mexico are starting up slowly. Supplies should be available in limited quantities for the week of 4/13. Quality is expected to be great on the new harvests.



OG ASPARAGUS

Organic Asparagus prices are rising this week as Mexico is finishing up. Expect to see more domestic product available. Quality has looked good.



OG TOMATOES

Organic Beefsteak Tomatoes from Canada remain promotable this week. Quality is outstanding.



OG RHUBARB

Hothouse grown Oregon **Organic Rhubarb** is now in season. Washington field-grown **Organic Rhubarb** will be in season in mid-April.



OG GREEN BEANS

Organic Green Beans continue to see good volumes in early April from Florida and Mexico, expect pricing to be elevated however.



OG BRUSSELS SPROUTS

Organic Brussels Sprouts from Mexico are seeing steady pricing and good availability in early to mid-April. Product is still selling well at retail.



OG PEPPERS

ALERT! Organic Colored Bell Peppers are in high demand due to the inbound flights from Europe being very limited, causing extra demand on Mexican product which is driving their prices up. The Canadian and Holland seasons have begun but in a limited way.



OG SQUASH

Organic Zucchini and Yellow Squash from Mexico is in good supply for the rest of April.

Organic Zucchini from Lady Moon Farms in Florida will be promotable and have good numbers for early April.



OG CUCUMBERS

Organic Euro Cucumbers continue to be promotable. Look for aggressive pricing to drive additional sales.

Organic Mini Cucumbers have also now become very promotable in early to mid-April.

Organic Cucumbers have seen price significantly decrease in price as April began. This product will continue to be abundant.



OG CAULIFLOWER

ALERT! Organic Cauliflower still remain difficult to source due to the high demand and low harvesting yields during transition time.

Organic Cauliflower remains limited and very expensive during early to mid-April.



OG ROMAINE HEARTS

NOTE: Romaine Hearts still remain difficult to source due to the high demand and low harvesting yields during transition time from Arizona to California.

Although we have seen availability improve on **Organic Romaine Hearts**, pricing remains elevated and with poor weather conditions during the first full week of April. Expect pricing to remain elevated.



OG SWEET BABY BROCCOLI

ALERT! Organic Sweet Baby Broccoli is extremely limited and very difficult to procure. Expect to see gaps in supplies.



OG LIMES

NOTE: Mexican Organic Limes supplies are leveling out. Some sporadic supply and higher prices should be expected.



OG LEEKS

NOTE: Organic Leeks remain limited in early April due to sizing issues and weather conditions in California and Mexico.



OG PEARS

Argentinean **Organic Abate, Anjou, Green, and Red Bartlett Pears** continue in good supply.

CONVENTIONAL MARKET NEWS

APRIL 10 - APRIL 17, 2020

SPRING CROP BERRIES



Raspberries and **Blackberries** are in excellent supply from Mexico, and they're both at promotable levels for the rest of April. Ask your sales rep about pricing.

Driscoll's is now shipping the **Limited Edition Sweetest Batch Blackberries** (code 10150). They are definitely a premium blackberry with outstanding size and flavor. **Limited Edition Sweetest Batch Blueberries** also continue in modest supply.

Fresh crop **Blueberries** are in excellent supply from Mexico and Florida, and quality out of both areas is great! We will have plenty of pints going forward at promotable pricing.

Strawberries continue to be in good supply this week from Oxnard and Santa Maria, CA. The sizing on these berries right now is outstanding with most clamshells counting 12-14. Quality is at its best for CA new crop.



CV LETTUCE

NOTE: **Iceberg Lettuce** is wrapping up in Yuma, AZ and mostly transitioned to California. California is getting hit with a lot of rain, which has stopped harvesting at times. Quality will be questionable going through mid-April.



CV STONE FRUIT

Coming soon! **Cherries** and **Apricots** are looking to start harvesting by the end of April in California.

The **South Carolina Peach** crop is looking to be a very good one, unlike last year. It's set to begin in early May and end by to mid-August.



CV AVOCADOS

Hass Avocados from Mexico will be limited in volume for mid-April due to the lack of harvests during "Holy Week." Additionally, pandemic related disruptions have impacted harvests and packing capacity somewhat.

Pricing has inched up.



CV CUCUMBERS

Euro Seedless Cucumbers remain very promotable this week.

Crops continue to be in their peak harvests out of Canada and quality has been excellent.



CV TOMATOES

New crop **Beefsteak** and **Cluster Tomatoes** from Canadian and US greenhouses continue to be promotable for mid-April. Quality has been beautiful.

Snacking Tomatoes remain promotable this week. **Cherry, Grape, Cocktail, and Medley Tomatoes** are all available with promotable volume and quality.

Vine Ripe and **Roma Tomato** prices are getting a little higher, however remain promotable. Quality has looked excellent out of Florida.



CV PEPPERS

11lb **Red Bell Peppers** from Canada will be very promotable this week. The new crop harvests are abundant and quality is excellent.

11lb **Orange** and **Yellow Bell Pepper** prices will remain steady however.

Green Peppers remain promotable this week. Quality has looked great out of Florida.



CV ASPARAGUS

Asparagus prices are rising this week. Crews are switching harvest regions and are in transition.

Some locally grown Asparagus from Delaware will be available by mid-April. New Jersey harvests are still a few weeks out.



NATALIE'S ORANGE JUICE

Ask your Four Seasons rep about some deep discounts on premium fresh-squeezed **Natalie's Orange Juice** (9/64 oz - code 6294).

Natalie's is offering some promotions to help Florida citrus growers use some of their product up to offset the sharp decline in food service business from COVID-19.



CV SQUASH

Green and **Yellow Squash** remains promotable out of Florida and Mexico this week. Quality has been strong on both regions.



CV BROCCOLI

Broccoli Crowns are still coming nice out of Mexico but are less and less available. California is now limited due to the rain. Georgia harvests are sporadic. Prices are starting to climb.



CV GREEN BEANS

Green Beans remain promotable for mid-April. Harvests and crops remain strong with great quality out of Florida. Our volume has shifted heavily toward the pouch bags as some consumers avoid bulk options these days.



CV CELERY

Celery is available but starting to slowly go up in price. **Celery Hearts** are still a little tighter in supplies.



CV PINEAPPLES

Pineapples will be very promotable for mid-April. With lowered market pricing, take advantage and promote.



CV GRAPES

Red Seedless Grapes are in good supply and prices remain stable with some flex. **Green Seedless Grapes** prices are strong for the best storage boxes.

New crop **Grapes** from Mexico on schedule to start in early May.



CV MANDARINS

NOTE: Halos Mandarins from California continue to be available heading into May. Size will be small, some 36s, but mostly 40s.



CV LOCAL VEG

With the arrival of spring, we are now into some fresh crop **Local Vegetables** from New Jersey.

- Leeks
- Scallions
- Kale
- Cilantro
- Parsleys

New Jersey **Lettuces** will start around the beginning of May.



CV VIDALIA SWEET ONIONS

We expect to see our first arrival of **Vidalia Sweet Onions** around 4/20.

The crop outlook is good, though pricing will be a bit higher than what we were seeing out of Mexico and Texas Sweets.



CV MANGOS

Round Mangos are promotable from Mexico, plus there are still some deals out of Brazil.

Honey/Ataulfo Mangos continue in peak season out of Mexico.

The Francique variety **Mangos** from Haiti are also now in season through June.



CV CAULIFLOWER

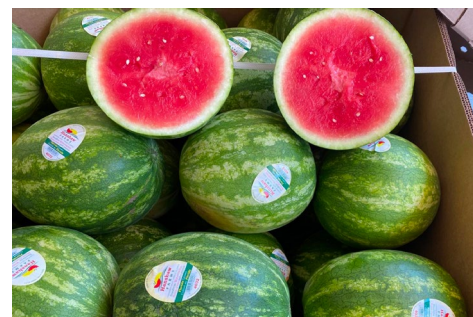
ALERT! Cauliflower harvests have dwindled fast! It's very limited due to all of the rain in California. Prices are up.



CV CITRUS

Due to COVID-19 impacts on buying behaviors, we're seeing greater demand on **Bagged Citrus**, especially with some of the specialty items like **Cara Cara, Blood, and Heirloom Navel Oranges**.

The famous **Pixie Tangerines** from the Ojai Valley region of California are now in season.



CV MELONS

Fresh crop **Watermelons** are in season from Florida. Supplies are good and pricing is reasonable on bins of 45ct and 60ct fruit.

Off-shore **Cantaloupes** are still trading at reasonable pricing for mid-April. We'll mostly have Del Monte MAG variety.