

ORGANIC MARKET NEWS



APRIL 15 - APRIL 22, 2022

ORGANIC BERRY OUTLOOK



Organic Strawberries are becoming more promotable as California growers start to move into the Salinas/Watsonville, CA growing regions. Volume is light to start but is expected to pick up quickly as we head into the month of May. In the short term, volumes are slightly limited due to heat and rain, but this shouldn't be a lingering problem. Pricing should continue to decrease as supplies get better.

Late April and into May should offer some of the best quality **Organic Strawberries** of the year with excellent size and flavor. Peak season is almost here!

Organic Raspberry production is picking up slightly out of USA and Mexico. Prices will decrease over the next month as production continues to ramp up. Quality has been excellent. Expect better supplies with easing pricing heading into May.

Organic Blueberry prices are on the rise due to the overall dip in production between international growing regions. Expect to move into 6oz clamshell sizes as volume is on the decline over the next the month. California and the Pacific Northwest are expected to start lightly by end of May, as June will be in peak production from this area.

Organic Blackberry prices will remain somewhat elevated for mid-April. With very limited harvests coming in out of Mexico, and strong overall demand, this is a snug market for April. Expect supplies to be to an issue heading into May before new areas start up. Quality has overall been very nice as product continues to move as fast as it is harvested.



MEXICO BORDER DELAYS

ALERT! Fresh produce being imported from Mexico that crosses through Texas land-ports is being impacted by major delays at the border crossings. This started the week of April 11, and the lingering impacts may be felt for the rest of the month.

Texas officials have implemented thorough inspections on almost every truck crossing the border, causing carriers to back up for miles in lines waiting to cross.

Learn more about this here:

www.producebluebook.com/2022/04/14/truck-blockade-ends-but-texas-border-crossing-delays-continue

All of these delays on perishable product have disrupted the supply chains and increased prices on things like **Avocados, Mangos, Papayas, Cooking Veg, Limes, Berries**, and more.



LADY MOON OG VEG

Organic Eggplant and Zucchini from Lady Moon's Punta Gorda, Florida farm are at peak production and producing excellent supplies in April. Product is priced to promote and will pair great with other promotable warm veg items as grilling season is right around the corner with improving weather in the Northeast.

Organic Greens and Lettuces from Lady Moon in Florida will begin to wind down in mid to late April. Fortunately, production from Lady Moon's Georgia farm will begin harvests in late April. Supplemental supplies from California will fill the void during the transition if needed. The outlook is good for Georgia!

By buying Lady Moon Farms' products during Earth Week (4/17-4/23), you will be helping to raise money for PASA Sustainable Agriculture.



OG TOMATOES

Organic Grape Tomatoes from Lady Moon Farms in Florida are already showing some better volume and are expected to be shipping peak spring volumes by the end of April. Quality has been outstanding!

Organic Cherry and Rainbow Cherry Tomatoes are in season from Lady Moon. **Organic Gold Grape Tomatoes** are available in limited quantities for mid to late-April.

Organic Beefsteak and Cluster Tomatoes out of Canada are coming on with stronger volume and more reasonable pricing. Quality has been outstanding, and the market is expected to remain steady for April. We continue to source most of our product from Canada but there is Mexico product available that may provide some promotional opportunities into May.



OG WATERMELONS

Organic Seedless Watermelons will be available out of Mexico. Overall supplies will be much more limited this season as some growers had to pull crops due to aphid (insect) pressure. Expect higher costs and limited availability. Quality should be nice.

Organic Mini Seedless Watermelon harvests are beginning to pick up after a delayed start. Weather is beginning to improve, leading to better supplies. Expect production to improve as we approach the month of May. Quality has been excellent on the limited amounts available.



OG HASS AVOCADO

ALERT! Massive backlogs from striking drivers and arduous border crossing checks have sent **Organic Hass Avocado** prices even higher. Shippers continued to have less supply than demand, driving prices even higher for the middle of April.

Mexico is also celebrating Semana Santa (Holy Week) for the Easter holiday. Many grower/packers shut down during this week, leaving an even more uncertain future for **Organic Avocado** prices as we head closer to May.



OG MELONS

Spring crop **Organic Cantaloupes** and **Honeydew** will come into season during mid-April.

If there are not major border delays, fruit should arrive to the east coast around 4/25 and 4/30 respectively.



OG LOCAL VEG

The following are now available for mid-April:

OG Arugula Flaim Farms NJ

OG Leeks Flaim Farms NJ

OG Radish Flaim Farms NJ

OG Spinach Flaim Farms NJ

OG Beets Gold Clarion River PA

OG Radish Purple Daikon Clarion River PA

OG Radish Watermelon Clarion River PA

OG Rutabagas Clarion River PA

OG Turnips Clarion River PA



OG BROCCOLI & CAULIFLOWER

Organic Broccoli and **Cauliflower** supplies are consistent from California. Quality and volume are strong in mid-April, and pricing is promotable.

Organic Sweet Baby Broccoli is now being harvested consistently, and improved pricing should be expected in the coming weeks.

Organic Broccoli Rabe from Andy Boy remains strong in volume with promotable pricing.



OG CUCUMBERS

Organic Euro and **Mini Seedless Cucumber** prices are expected to remain steady and be promotable. Quality and availability are excellent heading towards the beginning of May.

Organic Cucumbers from Mexico are producing strong harvest yields and nice quality in mid-April. Prices are promotable.



OG ONIONS

The first of the season **Organic Vidalia Sweet Onions** are now in stock on jumbo size bulk cases, and in 16/3lb bags will be available around 4/20. A good season is expected!

Organic Red Onions will be tight for a couple more weeks until we get into good supply out of the desert in CA in early May. Mexico will carry the bulk of the demand for this time, and pricing will remain strong. Peri California grown **Organic Onions** should get started in early May.



OG ASPARAGUS

28lb **Organic Asparagus** prices are expected to remain steady as we head towards the end of April. Weather is warming up in Mexico and this will continue to make it difficult to cool and ship quality product into May. There is expected to be steady availability and quality through the rest of April.

Knowing this, we are starting to transition to California **Organic Asparagus**, which will cause the markets to jump on 11lb cases.



OG BOK CHOY

Organic Bok Choy and **Baby Bok Choy** continue to improve supply volumes and quality from California while pricing normalizes.

Lady Moon Farms' Bainbridge, Georgia farm will begin to harvest in mid to late April. Expect supplies to shift back east with steady and pricing. **Organic Red Baby Bok Choy** will also be available once Lady Moon begins harvests!



OG LETTUCE

Organic Romaine Hearts and **Iceberg Lettuce** have much improved volumes in April now that California is in peak season. Prices are coming back to more reasonable levels.



OG PEPPERS

NOTE: **Organic Color Bell Peppers** will be limited in late April, with **Organic Orange Peppers** being the most limited. With production from Mexico in mid-April slowing down and border delays and production stopping for the Easter holiday, it has made loading a challenge. Israeli production has finishing, while Holland production is limited to start their season.

Canadian crop is also beginning in April, and volumes will grow as we head towards May. Expect supplies to be light, with some potential gaps on **Organic Orange Peppers** in late April before we experience steady supplies and improved pricing in May.

ALERT! **Organic Green Bell Peppers** remain extremely limited. #1 quality product is almost non-existent in April, while choice grade is very limited. Conditions are expected to remain into May, but until then, expect supply gaps, subpar quality, and very expensive product.

- We will make the transition over to CA grown **Organic Red** and **Gold Potatoes** here in mid-April. Pricing is up on the new crop, but quality is expected to be very good.

- **NOTE:** **Organic Russet Potatoes** are becoming increasingly tighter as we progress through April. We will transition over to late season storing Colorado product in a few weeks. **Count Organic Russet Potato** sizing will be a challenge and will be smaller (80/90ct) when we make this move to Colorado.

- **Organic Royal Starr Papayas** will be gapping for the next through May. **Organic Formosa Papayas** have a similar size and will be available



OG RHUBARB

Organic Rhubarb is coming into season out of Washington. Our first arrival will be in stock around 4/21.



OG CITRUS

Organic Lemons continue to be in excellent supply on all sizes and bags.

Large **Organic Grapefruit** are beginning to tighten with better supplies on smaller fruit.

Organic Navel Oranges out of California are expected to be in good supply for the rest of April but wrap up for the season in early May. Good supplies of new crop California **Organic Valencia Oranges** will fill in for Navel Oranges when that season is over.

NOTE: **Organic Mandarins** and **Cara Cara Oranges** will wrap up for the season here in mid to late-April.

ALERT! Mexican **Organic Limes** continue to be in very limited supply.

OTHER STORIES

from Mexico. **Formosa Papayas** tend to be more greenish yellow color and will not turn completely yellow when ripe. **NOTE:** The Formosa supply has also been affected by delays at the border and will not be available as soon as previously thought.

- **NOTE:** **Organic Green Beans** continue to remain limited in April from Mexico. Product will attempt to fill on the East Coast and will move up the Coast until local season in late June or early July. Gaps in supplies are to be expected.

- **NOTE:** **Organic Burdock Root** supplies are winding down for the season from Wisconsin and will finish by the end of April. Supplies will return



OG PINEAPPLES

Organic Pineapples continue to have good volume coming out of Costa Rica. We will be carrying 6ct and 8ct through the month of April.



OG MANGOS

Organic Tommy Atkins Mangos from Mexico has been good quality in 8, 9, 10, and 12ct sizing for the month of April with the bulk of the fruit arriving in the 10ct size.

Organic Ataulfo Honey Mangos are in decent supply for the middle of the month in 14ct, 16, and 18ct sizes.

NOTE: **Organic Mangos** have been affected by backlogs at the border in Mexico. Shippers are trying to cross at other points of entry, but the congestion has made for an interesting middle of April for **Organic Mango** supplies.

Organic Fair Trade Francique variety Mangos from Haiti will be available for the end of April and beginning of May. Please start to make plans on how you will support this important Fair Trade program through Four Seasons!

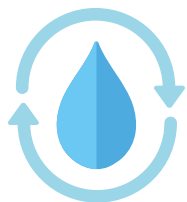
during the winter.

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Organic Brussels Sprouts in bulk and mesh bags continue with plentiful supplies and excellent quality in mid-April from Mexico. Pricing remains prominent in Fair Trade product from Covilli.

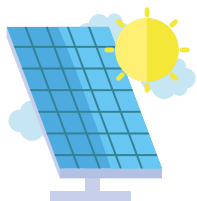


2022 SUSTAINABILITY REPORT



**OVER 3.1 MILLION
GALLON REDUCTION**

IN ANNUAL WATER USE 52%
REDUCTION FROM PEAK USE IN 2008



**1.3 MW
SOLAR ARRAY**
AT WABASH RD FACILITY



**12 ON-SITE ELECTRIC
CAR CHARGER**

PLUG-INS FOR
ASSOCIATES & CUSTOMERS

**ENERGY PERCENTAGE REDUCTIONS
FROM HIGHEST 12-MONTH PERIOD**

20%

ELECTRIC USE

41%

ELECTRIC COSTS

56%

NATURAL GAS USAGE

47%

**ENERGY USE
(KWH) PER SQ FT**

2022 WAREHOUSE EXPANSION 130,000 SQ. FT. COLD STORAGE

Energy Efficient Ammonia Refrigeration System - Expecting to cost 27% less than the current glycol system.

Building Envelope - Complies with the Energy Code IECC 2015

Vertical Dock Levelers - Expected energy savings per dock position = \$782/YR X 39 docks = \$30,000 YR

White EPDM Rubber Roof - 40-50 degrees F cooler on the surface.

Steel Structure - designed for future Solar Array

2MW Caterpillar Natural Gas Generator - EPA certified. Enhances our Demand Response programs and maintain electricity reliability.



Recycled:

- 600 gallons of used anti-freeze
- 128 truck batteries
- 34,647 pounds of metal
- 150 tires
- (20) 55 gallon drums of used filters

3,462 gallons of Waste Oil reused to heat truck shop

Preventative Maintenance Rate 99.8% for 2021

Driver incentive program for MPG & Idle performance - 1.2% increase in fleet average MPG 2020 (7.56) vs 2021 (7.65)

80%

reduction in waste per throughput case from highest 12-month period

8.1 million

pounds of waste recycled or produced into energy - 93% diversion rate in 2021

OVER 100,000

cases of produce donated to local Food Banks in 2021

ACHIEVEMENTS & AWARDS

- First warehouse in the country to be awarded the ENERGY STAR
- "Ethics in Business" Awards by Lancaster Chamber of Commerce
- Featured in DC Velocity & Summer High Performing Buildings magazine
- Green Plus Certified - 2013 Green Plus Sustainable Enterprise Award
- 2017: First facility to achieve the 50001 Ready designation from the US department of Energy
- 2018: Recognition from PPL Electric Utilities Excellence in Energy Efficiency Program to be a Gold Level Energy Efficient Business



50001 Ready
U.S. DEPARTMENT OF ENERGY





When we hear the words “Vidalia Sweet Onion,” we immediately know that spring has definitely arrived. This is a product that consumers in the Northeast and Mid-Atlantic REALLY look forward to!

The 2022 genuine Georgia grown Vidalia Sweet Onion season starts April 12 at shipping point, with the supply chain filling the week after Easter. The rest of April, and through early summer, will be peak season!

Vidalia Sweet Onion Tips for Success

- With Vidalia’s being a lower shrink risk item in your department, make displays large and get these bad boys seen!
- Merchandise secondary displays in high traffic areas for good visibility, including near the meat section.
- Cross merchandise with batter mix, herbs, olive oil, and cheeses (where refrigeration allows); or in grilling themed displays
- Recipe suggestions at point of sale go a long way in potentially building up a shopping cart.
- Tie in other spring seasonal crops such as artichokes or asparagus. Corn and tomatoes are also a natural tie in, and the color really adds nice visuals to displays.
- Offer both bagged and loose options to target 2 different types of purchases.



Join Four Seasons Produce, Pasa, and our Community Partners this April in Celebrating the 15th Year of our Earth Week Campaign!

How can you participate?

Your purchases of organic produce during Earth Week (April 17 - 23) will help raise money for [Pasa Sustainable Agriculture](#). And, when you buy **Lady Moon Farms**, **Mother Earth Organic Mushrooms**, and **Stemilt Artisan Organics** brand products, additional contributions will kick in from these great companies.

Community partners have supported the vital work of providing an educational and research network for sustainable agriculture farmers throughout Pennsylvania and the broader mid-Atlantic. Since 2008, our unique fundraiser has raised over \$350,000 in support of a vision of a world where agriculture nourishes, heals, and empowers by cultivating environmentally sound, economically viable, community-focused farms, and food systems.

Joining us in this fundraiser with their own contributions will be some retailers, including **Kimberton Whole Foods** and **Harvest Market Natural Foods**.

For more information on supporting PASA, contact Meg De Brito (meg@pasafarming.org).



2022 Easter Schedule

FRIDAY 4/15: Normal office and delivery schedule.

SATURDAY 4/16: Normal office and delivery schedule. Taking orders for approved Sunday and Monday deliveries.

SUNDAY 4/17: Office **CLOSED**. Modified delivery schedule.

MONDAY 4/18: Normal office and delivery schedule.



SUNKIST CITRUS DISPLAY CONTEST WINNERS

Sunkist



FEBRUARY 28 - MARCH 27, 2022

Four Seasons Produce again partnered with Sunkist Growers to offer up a contest with massive sales potential in February and March of 2022! Stores were in full swing with the citrus category, and some of the best tasting fruit came in March! Check out some of the winners below. Thank you to everyone who participated!

1st



FIRST PLACE WINNER!

River Valley Food Co-op - Easthampton, MA



2nd



SECOND PLACE

Common Market - Frederick, MD



3rd



THIRD PLACE

Yoder's Country Market - New Holland, PA

4th



FOURTH PLACE

Leg Up Farmers Market - York, PA

5th



FIFTH PLACE

Weaver's Farm Market - Morris, NY



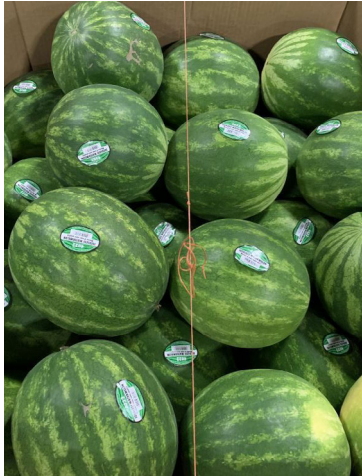
PHONE: 1.800.422.8384 | FAX: 1.717.721.2597 | www.fsproduce.com



CONVENTIONAL MARKET NEWS

APRIL 15 - APRIL 22, 2022

FLORIDA WATERMELON SEASON



Spring means Florida **Watermelon** season!

Seedless Watermelons from Florida have started, and quality has been outstanding with great flavor and almost picture-perfect cuts. 45ct and 60ct bins are in stock, along with carton fruit. In-store fresh cut by the pound is off to an excellent start!

Most farms are just beginning to harvest for the new 2022 season. Prices are high overall as Mexico had a late start, putting strong demand to fill orders for the nation. By the end of April, both regions will be in full production and cutting fruit daily, inching prices down. Expect overall higher costs this season out of Florida as freight, inflation, and rising costs to growers continue to make an impact. It is believed that consumers still have good demand for **Watermelon**.

Yellow-flesh and **Sugar Baby Watermelons** are also expected to be available with more consistent supplies this season to keep up with a growing demand. Stay tuned for more details.



CV SWEET CORN

The Florida **Sweet Corn** season is up and running and growers are selling into their program pricing for the main spring crop.

For the early part of the season, volumes have been off due to earlier cold damage at night that slowed product growth.

Steady harvests are expected for the rest of April on **Bi-color Corn**, while better harvests of **White Corn** will be going by the end of April.

Green Giant brand **Tray-Wrap Corn** and **Clear Wrap Tray Corn** for adding a store sticker to are both available in steady supply.



CV BERRIES

Strawberry prices out of CA are poised to drop as we get further into April. New areas in Salinas and Watsonville, CA are starting up, bringing on more volume. Quality has been fair as growers battle recent high temps and rain blemishes. This will be short lived as the new areas should be excellent size and quality.

New crop **Blueberry** pricing out of Florida and Mexico is beginning to ease off as more product becomes available. Quality has been exceptional. Peruvian product continues to be available as well for a value to continue to keep product flowing.

Blackberry prices will begin to ease off as more supplies start to become available. Quality has been very nice. Expect more volume to come on strong as we get into the months of May and June.

Raspberry prices remain higher than usual for mid-April. Overall volume is limited out of Mexico and USA. Supplies out of Mexico should improve as we approach May. Quality has been very nice.

NOTE: Texas border crossing delay issues are holding up transfer trucks, creating occasional gaps in arrivals, particularly on **Blackberries** and **Raspberries** from Mexico (see page 1 for more details).



CV CITRUS

Gold Nugget Mandarins (10/3lb) are peaking and will now be available through early May. **Pixie Tangerines** (16/1lb) are available for a limited time! These are the two best eating citrus snacking items right now.

Import **Mandarins** from Morocco are promotable through end of April.

California **Navel Oranges** continue to peak with great taste and quality. There will be some new crop Moroccan **Navel Oranges** available at a significant discount versus California fruit in late April.

There's great supply on **Blood Oranges**, both bag and bulk options. **Cara Cara Oranges** are winding down as this crop is expected to end in late April.

Lemons are peaking out of the SoCal Coastal Region with promotable pricing on both choice and fancy fruit. Both are great options, but the great value buy is with the bagged Lemons.

ALERT! Limes continue to be extremely tight from Mexico and will become even more expensive the rest of April. Fruit was already limited in volume, now crews will not be harvesting during Holy Week, and there are significant delays at the Texas border crossings.



CV AVOCADOS

ALERT! Hass Avocado from Mexico prices rose even further with delays at the Texas border.

Chile and Columbia are sending fruit, but it's very limited. Quality has been good on our Columbian arrivals so far and will provide a small price break over the Mexican fruit for those looking for value in this crazy market.



CV BROCCOLI

The **Broccoli Crown** growing region transition continues during the remainder of April. Florida is coming to an end, but Georgia will kick off harvesting.

California is starting to ramp up but has had some mornings of frost which slows down growth in fields.

Mexico has availability but crossing the border is becoming more and more of a challenge. Prices will continue to rise and fall as each growing region tries to anticipate through their own challenges.



CV ASPARAGUS

Asparagus prices are expected to increase through the end of April with the peak Mexico production behind us.

Caborca, Mexico cleaned up very fast, and there is not much product left from this deal. The switch to Baja, Mexico and the small California programs is expected to happen as we approach May.

Peak season for local New Jersey **Asparagus** is expected to be the first half of May. Cooler weather is playing a factor in NJ with the first major commercial harvests only getting started in mid to late April.



CV CHERRIES

First of the season new crop California **Cherries** are expected to arrive the week of 4/24. Prices will be expensive to start this highly anticipated program, though they may not drop down as far as some years during the peak in May.

California has released news that their **Cherry** crop has suffered some significant weather damage, reducing the harvest volume. Size and quality are expected to be good.



CV GRAPES

Red Seedless Grapes are promotable on price and volume on both XL and LG sizes. **Green Seedless Grapes** remain priced higher than **Reds** with good supply and quality. The majority of the fruit is coming from Chile.

Cotton Candy Grape quality is great out of Chile with good supply for the month of April. Ask your Sales Rep about our clamshell varieties as well (**Candy Hearts, Cotton Candy, Red/Green combo**).



CV WARM VEG

Zucchini and **Yellow Squash** from Mexico and Florida will continue to arrive with outstanding quality and promotable pricing. Florida has already started to transition **Squash** to Georgia crops.

Eggplant prices will remain steady as we head into the end of April. Quality has improved out of Florida. We should be seeing better product out of Florida, and prices continue to ease as we head into the end of April. **Eggplant** is expected to transition to Georgia by the middle to end of May.



CV RHUBARB

The first of the field-grown **Rhubarb** out of the Pacific Northwest is expected to arrive around 4/21, and be in peak season thereafter.



CV VIDALIA ONIONS

The first of the season **Vidalia Sweet Onions** are now available!

The first arrivals came in very nice on 40lb jumbo cartons and 16/3lb graphic bags. A promotable crop is anticipated now through early June.



CV BRUSSELS SPROUTS

Brussels Sprouts prices are on the rise for the remainder of April as there will be less volume being harvested until the next growing regions ramp up.



CV CAULIFLOWER

For mid-April, we are in decent supply on **Cauliflower** out of Florida, though that region will wind down and will be more into new crop California product later in the month.



CV LETTUCE

Iceberg Lettuce has improved in quality and affordability as growers are into their new California fields.

Romaine and **Romaine Hearts** have been somewhat slower to improve. There is still an anticipation of better supplies of the **Lettuce** category in the month of May.



CV GREEN BEANS

Green Beans will remain steady through the end of April and into May. Quality and availability have been excellent, and there will be promotable opportunities as we head into May.



CV TOMATOES

Specialty Snacking Tomatoes from NatureSweet will be promotable in April and May on multiple varieties. Availability is excellent and quality has been superb on all inbounds.

Roma Tomatoes are promotable as we head toward end of April. There is an abundance of product out of Mexico, and quality has been excellent. Supplies will remain steady.

10/2lb bag **Roma Tomatoes** are available for spot buys in April.

2-layer Vine Ripe Tomatoes out of Mexico are in peak season with some spot buys available on jumbo 4x4 and 3x4 sizing.

Cluster and **Beefsteak Tomato** prices have eased a bit and are expected to remain steady heading into the end of April.



CV PEPPERS

11lb Hothouse Color Bell Pepper prices are expected to continue to drop as we head into the end of April. With this extra volume, look for promotable pricing and display building opportunities, especially on the **Yellow Bell Peppers**.

NOTE: **Green Bell Peppers** are expensive and this is likely to continue until the end of April when Senora, Mexico starts getting into volume, along with Coachella, CA.

Green Bell Peppers out of Florida are improving in size and quality, but not enough volume yet to change the nationwide market.



CV MANGOS

Ataulfo Honey Mangos continue to be promotable. The quality of this fruit has been outstanding, especially on the Champagne brand.

Round **Mangos** are promotable with supplies coming from Mexico, Nicaragua, and Guatemala.

Haitian Mangos are starting to arrive for the middle of April. There will be limited availability for the first few weeks, but quality on the Franquique variety is expected to be very good. This variety is very juicy and caramel sweet.

NOTE: Things were made a bit tricky with backlogs and delays on border crossings with **Mangos** (for more info, see page 1).

OTHER STORIES

- **Cantaloupe** and **Honeydew** are more limited out of Central America, with most of the volume arriving to Miami instead of Philadelphia, causing more freight cost. Look for the market to remain consistent as we transition into the domestic deal around mid-May.

- Florida **Athena-style Bin Cantaloupes** continue in season.

- **Pomegranates** will be available again after a brief gap at the beginning of April. Fruit will be from Peru and has good deep red color.

- **Euro** and **Mini Seedless Cucumbers** will be promotable heading into May. Quality and availability have been excellent.

NEW FOR APRIL AT FOUR SEASONS

CONTACT YOUR REP FOR MORE INFO!



DRISCOLL'S SEASON'S FINEST, RAINBOW BERRIES, & BERRY BIG STRAWBERRIES



CAL-O CARROT CHIP DIPPERS



NEW DOLE PAN SHEET MEAL KITS



NEW DAY FARMS MICROGREENS CLAMSHELLS



2LB ROMA TOMATOES VALUE PACK