



ORGANIC OUTLOOK

APRIL 21 - APRIL 28, 2017



WWW.FSPRODUCE.COM 45 CT

ORGANIC MELON SPRING CROP

New crop **Organic Cantaloupes** are getting started out of Mexico. Supplies will be available to fill shelves during the last week of April. Prices will start out high, but ease down to promotable levels later in May.

Organic Honeydew from Mexico are also poised to start their spring harvest. Promotable supplies will be available for the first week of May.

Organic Watermelons, both **Mini Seedless** and full-sized **Seedless** (bins and cartons), are in peak season for the spring crop out of Mexico. Prices are reasonable.



OG PEPPERS

Organic Green Peppers are increasing in supply out of Florida and Mexico. Quality seems better in Florida as some bruising issues are apparent in the Mexican product.

Organic Red Bell Peppers out of Mexico are back in good supply, but **Organic Yellow** and **Organic Orange Bell Peppers** are more limited.

Holland reports good supplies on **Organic Red**, **Organic Yellow**, and **Organic Orange Bell Peppers** are this time.

Organic Jalapeño Peppers from Mexico are in limited supply with higher pricing.

Organic Mini Mix Pepper bags are in adequate supply.



OG ONIONS

New crop **Organic Sweet Vidalia Onions** from Georgia have now started and this is a great item to promote during late April and all of May. 40lb jumbo bulk and 16/3 lb bags are available.

ALERT! **Organic Colored Onions** are becoming more limited and prices are starting to really rise as we get deeper into the month of April. **Organic Red Onion** prices continue to spike this week and availability is extremely limited.

There's a great possibility there will be a gap on **Organic Red Onions** and a small gap on **Organic Yellow Onions** in early May until new crop California starts.



OG BROCCOLI & CAULIFLOWER

A little more volume of **Organic Broccoli** is available this week, but prices are still fairly high. **Organic Broccoli Crowns** remain in very tight supply. Expect high prices and lower volume until early May, then we should begin to see a change.

More **Organic Cauliflower** is available this week and pricing has come down some. Most product is still arriving with a little discoloration present.



OG GREENS

Organic Greens are ending out of Lady Moon Farms in Florida the last week of April.

Their Georgia farms are now shipping all **Organic Kale, Chard, Parsley, Tat Soi, Mustard, Collards,** and **Dandelion.**



OG HASS AVOCADOS

The **Organic Hass Avocado** market continues to climb as Mexican supplies wane, and California is also limited in fruit. Supplies are projecting to be tighter through the spring and summer.

Price relief is not expected anytime soon.



OG BERRIES

Organic Strawberries will be in decent supply this week out of California. Driscoll's will also have plenty of supply of **Fair Trade Organic Strawberries** from Mexico. Quality has been very nice.

Organic Raspberries, Blackberries, and Blueberries are on the tighter side this week. Look for pricing to remain higher, but quality has been excellent.



OG SQUASH

Organic Yellow and **Zucchini Squash** supplies are good from Mexico this week. Some deals are available.

Organic Zucchini from Florida is in excellent supply at this time and quality is great. **Organic Yellow Squash** from Florida is more limited though.



OG ASPARAGUS

Organic Asparagus is in limited supply this week. Some shipper still have Mexican product, but the shelf life can be an issue.

CA product continues to arrive in very good condition. Mainly large and XLG sizes are available.



OG CUCUMBERS

Organic Cucumbers are increasing in supply right now out of Mexico. **Organic Persian Cucumbers** are also in adequate supply. **Organic Hothouse Cucumbers** are in abundant supply out of Mexico.

Florida has started with strong harvests and product is adequately supplied as of now.

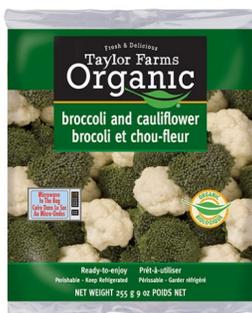


OG TROPICALS

Organic Pineapples are in great supply. Pricing also remains promotable as growers are looking to push fruit following Easter.

Organic Formosa Papayas are in good supplies and quality continues to be excellent. Pricing will be steady for a few weeks.

Organic Young Thai Coconuts are in great supply. Pricing is down from the past few weeks and will be promotable.



OG CUT VEG & SALADS

ALERT! Organic Cut Veg supplies are still seeing prorated due to industry wide shortages.

Organic Salads are still also seeing random shorts due to supply shortages and quality.



OG APPLES

Organic Gala Apples out of Argentina are here in good supply. Quality has been nice.

Washington **Organic Fuji, Gala, Opal,** and **Red Delicious Apples** are expected to continue into mid-May. Pricing will be up!

Washington **Organic Granny Smith Apples** are done. Import pricing is very high.



OG RHUBARB

Organic Rhubarb continues to be available out of WA and OR and will be in good supply until the beginning of May. PA will also start around this time.



OG GRAPES

Organic Red Globe Grapes are very limited in availability out of Peru. Mexico should get started in May on new crop **Organic Red** and **Green Seedless Grapes**.



OG GREEN BEANS

Organic Green Beans are increasing in supply out of Florida and California. Pricing has begun to drop, and quality remains very good.



OG MANGOS

Organic Tommy Atkins Mangos have been slightly more limited in supply following a very slow harvest week due to Easter. Pricing has been fairly steady but could see a slight increase in early May. Some shippers are in between growing regions also causing harvest sizes to be smaller as well.

Organic Ataulfo Mango supplies are not quite as abundant headed into early May.

Haitian (Francique variety) Fair Trade Organic Mangos will be available in May. Look for more details coming soon on this exciting offering!



OG TOMATOES

Mexican **Organic Hothouse Tomatoes** are more limited in supply this week, but a few 20lb packs are available at this time. **Organic Tasti-Lee Tomatoes** are in limited supply in 15 lb trays and 12/1lb retail packs.

Organic Cherry Tomatoes are in good supply out of Florida at this time and pricing is steady. Mexico is reporting adequate supplies. **Organic Rainbow Cherry Tomatoes** are in limited supply out of Florida, while **Organic Heirloom Cherry Tomatoes** are in steady supply from Mexico.

Organic Grape Tomatoes are in good supply out of both Florida and Mexico. The Mexican market did move up in price this week. It's a good time to promote Florida **Organic Grape Tomatoes**.

Organic Cluster Tomatoes are in abundant supply from Mexico and PA. It's a good time to promote!

Organic Campari Tomatoes are currently in good supply. **Organic Heirloom Tomatoes** have reappeared out of Mexico. **Organic Gold Grape Tomatoes** are in adequate supply.

ALERT! Organic Roma Tomatoes are in very limited supply until early May. They are finished from Florida.



OG LETTUCE

Lady Moon Farms has completed harvests of **Organic Lettuce** in Florida for the season. Their Georgia crop is expected to begin in early May. Product quality out of GA is said to be excellent. Florida is out on **Organic Red** and **Green Butter Lettuces**.

If there is a gap between Florida and Georgia, we will have to rely on the very limited product available out of CA, and the quality is not the best at this point. CA **Organic Lettuce** is not expected to improve on quality or availability until early May.

Organic Romaine Heart supplies are still limited. Quality has been good. Pricing is high, but steady.

OTHER STORIES:

- **Organic Lemons** and **Limes** have been a challenge due to rains in the growing regions and growers not being able to get in to pick. Most orders have been pushed back to loading later this week.

- **ALERT! Organic Cara Cara Orange** orders have been canceled this week as growers were not able to harvest due to rain – they are expecting to have some for loading next week.

Florida **Organic Eggplant** reports good supplies, with some skin scraping from wind. Color is excellent. Supplies are very limited out of Mexico.

- **Import Organic Abate** and **Anjou Pears** are now in steady supply from Argentina. Organic Green and Red Bartlett Pears out of Argentina are winding down. Look for pricing to be advantageous to move some fruit next week.

- **Organic Broccoli Rabe** is in adequate supply from CA. Pricing is steady.

- **Organic Brussels Sprouts** are in limited supply this week out of Mexico. Pricing has moved up.



-Naturally-
FRESH
-Inside-

tomatoes

Tomatoes

For merchandising tips visit **OGVG.COM**

Maintaining shelf life, product quality, freshness and flavour is of critical importance to OGVG. Please review these tips to learn the effects of improper storage and display on greenhouse tomatoes.

Storage Tips

Optimum Temperature:	60-65°F (15.6-18.3°C)	Optimum Humidity:	85-90%
Storage Life (Days):	7-14	Ethylene Producer:	Yes
Ethylene Sensitive:	Yes	Water Sprinkle:	No
Odour Producer:	No	Ripens After Harvest:	Yes
Odour Sensitive:	No	Top Ice:	No
		Mist:	No

Troubleshooting Tips

Problem: Uneven Colour Development | Indication of exposure to high temperatures

Fix: **Do not store tomatoes in temperatures above 86°F (30°C)**

Problem: Bruising | Indication of improper handling

Fix: **Handle tomatoes with care; do not drop shipping containers on the floor**

Problem: Softening; loss of flavor, failure to mature/ripen | Indication of chill injury

Fix: **Do not store tomatoes in temperatures below 50°F (10°C)**

Problem: Decay | Indication of moisture accumulation

Fix: **Store containers off the floor to keep them from getting damp, maintain moderate air circulation and inspect tomatoes daily during storage**

Note: Moisture accumulation on or in storage containers may promote decay

BAD

GOOD



Chill injury can cause decay, softening and loss of flavour.



Extended exposure to high temperatures can cause uneven colour development.



Premature washing increases the likelihood of decay.



Tomatoes stored and displayed under proper conditions.

Maintaining shelf life, product quality, freshness and flavour is of critical importance to OGVG. Please review these tips to learn the effects of improper storage and display on greenhouse cucumbers.

Storage Tips

Optimum Temperature:	50-60° F; (10-15.5° C)	Optimum Humidity:	85-95%
Storage Life (Days):	10-14	Ethylene Producer:	No
Ethylene Sensitive:	Yes	Water Sprinkle:	No
Odour Producer:	No	Ripens After Harvest:	No
Odour Sensitive:	No	Top Ice:	No
		Mist:	No

Troubleshooting Tips

Problem: Yellowing | Indication of ethylene exposure

Fix: Keep cucumbers away from ethylene producing produce and ripening rooms

Problem: Shriveling | Indication of storing cucumbers in humidity that is too low

Fix: Maintain humidity level of 85-95%

Problem: Soft, Sunken Ends | Indication of over-mature product

Fix: Be sure to inspect cucumbers carefully upon arrival

Problem: Softening | Indication of storage at high temperatures

Fix: Store at 50-60°F

BAD

GOOD



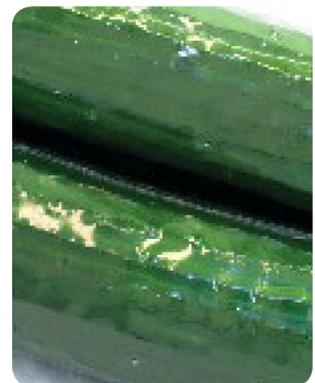
Placing cucumbers under sprayers can cause moisture build-up and softening.



Moisture under plastic wrap can occur from sprayers/ water damage or chill injury and promotes decay.



Chill injury can cause decay, water-soaked spots and pitting.



Cucumbers stored and displayed under proper conditions.

Maintaining shelf life, product quality, freshness and flavour is of critical importance to OGVG. Please review these tips to learn the effects of improper storage and display on greenhouse peppers.

Storage Tips

Optimum Temperature:	45-50°F (7.2-10.0°C)	Optimum Humidity:	85-90%
Storage Life (Days):	8-10	Ethylene Producer:	No
Ethylene Sensitive:	Yes	Water Sprinkle:	No
Odour Producer:	Yes	Ripens After Harvest:	No
Odour Sensitive:	No	Top Ice:	No
		Mist:	No

Troubleshooting Tips

Problem: Shriveling | Indication of exposure to strong drafts

Fix: Store peppers away from areas with drafts or high air circulation

Problem: Discolouration | Indication of ethylene exposure

Fix: Store peppers away from ethylene-producing produce and ripening rooms

Problem: Pitting; Accelerated decay | Indication of chill injury

Fix: Do not store peppers in temperatures below 45°F (7°C)

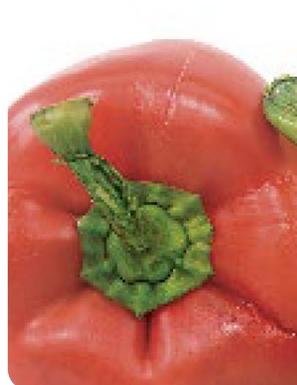
BAD



Exposure to ethylene and/or improper temperatures can cause discolouration.



Chill injury can cause pitting.



Heat injury and/or exposure to strong drafts can cause shriveling.

GOOD



Peppers stored and displayed under proper conditions.



CONVENTIONAL OUTLOOK

APRIL 21 - APRIL 28, 2017

WWW.FSPRODUCE.COM 11 LB

PEAK SEASON GREENHOUSE VEG



PEPPERS

11lb Red Bell Peppers are steady. **11lb Yellow** and **Orange Peppers** are plentiful with beautiful quality, lower pricing, and promotable from Ontario greenhouses.

8/3ct Rainbow Peppers are a great value with lower pricing this week.

CUCUMBERS:

Canadian **Cello wrapped Cucumbers** are plentiful and promotable.

12/6ct Mini Seedless Cucumbers are plentiful and promotable from Canada. This is a great item to feature for May promotion.

TOMATOES:

15lb Beef Tomatoes and **Cluster Tomatoes** are plentiful, promotable, beautiful, and lower in price!

Campari Tomatoes are plentiful and promotable – even lower pricing this week!

Mini Mix Snacking Tomatoes (Blended Flavors and Gourmet Medley), **Gold Tomatoes** (Sun Bliss Gold and Zima), and **Brown Tomatoes** (Terrano and Kumato) are abundant and very aggressive in pricing!



CV STONE FRUIT SEASON OUTLOOK

CALIFORNIA STONE FRUIT:

The California **Stone Fruit** season is knocking at the door. Initial **Peach** and **Nectarine** estimates have projected volumes slightly off, probably due to the lack of chilling hours during the winter. **Plums** are also off in total volumes with many varieties having a full crop but some varieties such as “Black Splendor” running light. Overall volumes are still good.

Spring weather will continue to be a factor as we march through a wet April. Hail damage has affected some varieties from area to area. Presently the harvest start-up dates are running 7 -10 days later than last year depending on the variety. Below is listed a few projected harvest dates:

- **Cherries** - loading May 5th
- **Nectarines** - the second week of May
- **Peaches** - the second to third week of May
- **Plums** - the third week of May

EASTERN PEACHES:

With Peaches from Georgia and South Carolina for practical purposes out of the picture due to the freeze they had until possibly July with Pennsylvania and New Jersey starting approximately the same time, the start of stone fruit season is going to be interesting.

CV BROCCOLI & CAULIFLOWER

Broccoli and **Cauliflower** supplies are more plentiful for this week with lower pricing.

However, supplies for loading next week are expected to be light so we don't expect pricing to drop like a rock.

Supplies on both of these items are expected to be up and down over the next several weeks due to planting gaps caused from the rain.



CV PEPPERS

15lb Red Peppers remain in promotable supply. Quality has been very nice.

Mini Mixed Sweet Peppers will be steady this week. This item continues to grow in popularity.

Green Peppers are limited with steady pricing.



CV CUCUMBERS

Super Select Cucumbers remain limited from Mexico and Florida. Select grade are trading at \$10 less per case.



CV TOMATOES

Grape Tomatoes are in excellent supply from Florida. Pricing is lower and it's a good time to promote!

Roma Tomatoes are steady to lower in pricing. Quality is very nice.

Cherry Tomatoes are limited, but pricing is steady.



CV LETTUCE

ALERT! Supplies on **Iceberg, Romaine Hearts, Green Leaf, Red Leaf, and Romaine Lettuce** remain limited with high pricing.

Supplies are limited overall, plus rain has hampered production.



CV SALADS

ALERT! These **Fresh Express** products are **NOT** available for shipment April 24–May 14, 2017:

Double Carrots 6/11oz	Lettuce Trio 6/9oz
Garden 10/24 oz	Garden 6/3 lb
Garden 12/6 oz	Green & Crisp 14/11oz
Green & Crisp 6/11oz	



CV SQUASH

Zucchini is plentiful and promotable with lower pricing this week. **Yellow Squash** is steady. All **Hard Squashes** are steady.



CV ONIONS

Vidalia Sweet Onions are here – this is a great item to promote during May!

Washington and Texas **Onion** shippers are experiencing some sporadic quality issues which is causing the market to remain very volatile right now on all colors.

Growers in Brawley, California, are expected to start shipments of new crop Onions next week. This is the best option available for consistent quality but it will come at a higher price.



CV MANDARINS

California will continue to ship **Mandarins** (Halos, Smiles) through the month of May, depending on demand and quality which has been very good. In May, there will be a price hike on bags of \$4-5.

If that becomes too pricey, the good news is Peruvian **Mandarins** are already hitting on the east coast at a much lower cost and will be available for May.



CV CA CITRUS

Other seasons coming to an end are the **Blood Oranges** ending this week and **Cara Cara Navel Oranges** finishing by the end of next week with sporadic supplies of smaller fruit for bagging afterwards.

The **Lemon** market is strong and as the weather warms up the tendency is for demand to outpace supply.



CV SWEET CORN

Sweet Corn supplies are plentiful and promotable from Florida.

Early May will be a good time to increase **Sweet Corn** promotions and display size.



CV ASPARAGUS

The first of New Jersey **Asparagus** will start week-end. Supplies will be limited at first, but will ramp up next week. Prices are as high as product loading from California and Washington, but should gradually come off in early to mid-May as volume picks up in both Washington and New Jersey.

The market is steady on the 11-pound **Asparagus** from Peru and supplies are adequate to cover demand. From Mexico, the 28-pound Asparagus supplies are much lighter as this deal winds down and prices are much firmer.



CV BLUEBERRIES

Blueberries are now beginning in a much better way out of Mexico, California, Florida, and Georgia. Sizing and quality has been excellent.

Look for the transition from 6oz. clamshells to pints to take place the end of April. Pines will be promotable in May.



CV BERRIES

Strawberries are in ok supply right now out of California. We're loading out of Santa Maria and also moving up into Salinas. Look for nice quality on all labels.

Raspberries continue to be steady out of Driscoll's, and quality is excellent. Look for pricing to begin to ease down over the next couple weeks as supplies improve.

ALERT! Blackberries are very tight this week. The Season's Finest program ended earlier than expected, and other growers are also experiencing short supplies. Look for pricing to remain higher for the next couple weeks.



CV NJ VEG

New Jersey local is here! Spring crop **Spinach (bunched)**, **Radishes**, **Leeks**, **Parsley**, and **Cilantro** are in season.

Green Leaf, **Red Leaf**, and **Boston Lettuce** are also starting this week with **Romaine** beginning the first of May.



CV CA NAVEL ORANGES

Demand for California **Navel Oranges** remains excellent and small fruit continues to be light in supply. We expect 88s and smaller to remain VERY limited for the remainder of the season, which is still on track to end the last week of May - first week of June. **Navels** will be ending early in CA this season.

Growers are packing spring and late **Navel** varieties at this time and fruit quality very good. Size is peaking 72/56 with an even split between fancy and choice. The best availability will be 56's and larger and heavier choice grade than fancy.

FOUR SEASONS IS PROUD TO PARTNER WITH MONTEREY MUSHROOMS. GROWN IN TEMPLE, PA!



LOCAL

CONVENTIONAL

FLAIM FARMS - VINELAND, NJ

- 01032 - CV Cilantro NJ 60 ct
- 01034 - CV Cilantro NJ 30 ct
- 01478 - CV Leeks Bunched NJ 12 ct
- 03042 - CV Lettuce Boston NJ 24 ct
- 03050 - CV Lettuce Green Leaf NJ 24 ct
- 03065 - CV Lettuce Red Leaf NJ 24 ct
- 01700 - CV Parsley Curly NJ 60 ct
- 01704 - CV Parsley Curly NJ 30 ct
- 03127 - CV Radish Red Bunch NJ 24 ct
- 02200 - CV Spinach Bunched NJ 24 ct

EASTERN FRESH GROWERS - CEDARVILLE, NJ

- 00357 - CV Asparagus NJ 28 lb

ORGANIC

TOIGA ORGANIC FARMS - CARLISLE, PA

- 41322 - OG Tomato Cluster PA 11 lb

