



ORGANIC OUTLOOK

JANUARY 12 - JANUARY 19, 2018



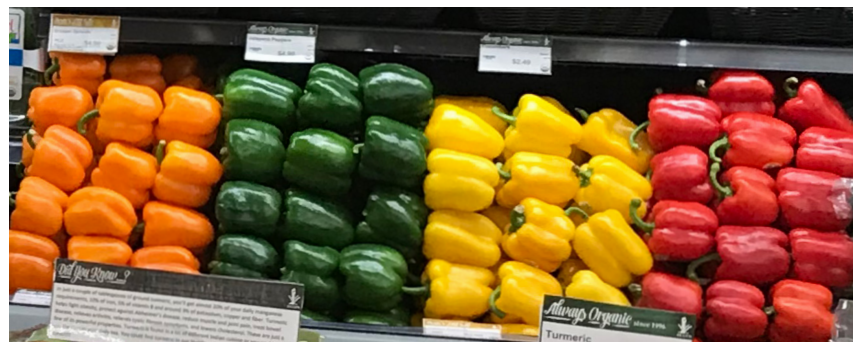
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ORGANIC BELL PEPPERS PROMOTABLE FOR JANUARY

A shot of fresh crop **Organic Colored Peppers** is available this week out of Mexico at good prices. **Organic Greenhouse Pepper** quality continues to be very good out of Israel too.

Florida and Mexico have good supplies of **Organic Green Peppers**.

Organic Jalapeno Peppers are also in good supply. On the other hand, **Organic Poblano** and **Anaheim Peppers** are available in limited quantities.



OG CA CITRUS

Organic Navel Oranges are steady this week with some promotional opportunities available on larger fruit. **Organic Cara Cara Navel Oranges** continue to be limited this week with high prices. Expect sporadic gaps to continue until supplies ramp up in late January, pending the rain effects.

Organic Golden Nuggets are expected to become available in late January, but rain has delayed them a few days.

Organic Minneola Tangelos continue with excellent quality and fruit is sizing up.

Organic Kumquats have arrived in 8oz clamshells and are in good supply despite the rain in CA.

ALERT! Organic Blood Oranges will be sporadic and in limited supply due to weather earlier this season, as the bloom didn't set. Expect a little more supply in early February.

ALERT! Organic Satsuma Mandarins may have a short supply gap due to the rain, but expect more fruit in a couple of weeks that should last into very early February if weather holds out. **Organic Clementines** are done for the season. A small supply may come out of a different growing area in a couple of weeks.



OG BERRIES

Driscoll's **Organic Blueberries** are in excellent supply out of Mexico with prices easing off this week. South American **Organic Blueberry** supply has tightened slightly, but better supplies are expected to ramp up toward the end of the January. Prices should be higher until the end of January, and big promotions are expected in February.

Driscoll's **Organic Blackberries** and **Raspberries** should begin to improve over the next few weeks with excellent supplies expected mid-February. Other **Organic Raspberry** brands are in decent supply this week, and other brands of **Organic Blackberries** continue with steady supplies out of Mexico. Firmer prices should be expected heading into February.

ALERT! Organic Strawberry volumes are extremely limited with very high prices. Expect supply gaps. Mexican **Organic Strawberry** supply is slightly better this week and should have continued improvement heading into February.



OG TOMATOES

ALERT! Organic Round Tomatoes are in very tight supply out of Mexico and Florida. Florida production has slowed down because of the cold weather, and products are arriving with pink color at best. Mexico has no 20lb **Organic Tomatoes** and will not begin until mid-January. **Organic Hothouse Tomatoes** out of Mexico and Canada are very limited in supply. Prices are sky-high and there is not enough supply to meet demand.

Organic Cluster Tomatoes are limited out of Mexico and Canada.

Organic Cherry Tomatoes are in good supply out of FL, while Mexico is limited. **Organic Rainbow Cherry Tomatoes** are in adequate supply. Mexico shippers expect better supplies for mid-January.

Organic Grape Tomatoes are in good supply out of FL. Mexico supply is increasing and they did drop a couple of dollars this week.

Organic Roma Tomatoes are in limited supply out of FL. Mexico is increasing in supply this week. Prices are lower.



OG ASPARAGUS

Organic Asparagus is very limited in volume this week out of Mexico, but CA has a small deal this week. Stronger volumes are expected to begin at the end of January.



OG MELONS

Mexican **Organic Galia Melons** are available in limited supply. Some **Organic Harper Melons** are expected this week.



OG GRAPES

New crop Peruvian **Organic Red Seeded** and **Seedless Grapes** are available with excellent quality and high prices.

Due to early bloom issues, there will most likely not be any **Organic Green Grapes** out of Peru this season and the **Reds** are expected to be limited.



OG KALE

Organic Kale is in abundant supply out of CA. Prices are on the way up. **Organic Green, Lacinato, and Red Kales** are all in good quality and quantity.

Florida growers are limited on **Organic Kale** this week due to the cold weather in early January.



OG BRUSSELS SPROUTS

Organic Brussels Sprouts are in good supply from CA.

Mexico has just started with loose and bagged **Organic Brussels Sprouts**. More will be available in mid-January. Price has dropped – it's a good time to promote!



OG CUCUMBERS

ALERT! Organic Cucumbers are very limited out of Mexico this week. Florida will be back in production in early February.

Organic Hothouse Cucumbers are limited as well.



OG SQUASH

Florida growers are gapping on **Organic Yellow Squash**, but have adequate supplies of **Organic Zucchini**.

Mexico growers are also reporting more limited supplies and pricing moving up. The **Organic Squash** from Mexico has some wind scarring on arrival. Supplies will be tighter this week compared to last week.



OG PINEAPPLES

Organic Pineapple supplies will be tight on Non-Dole labeled fruit for next week. Dole 7ct and 8ct fruit will remain in ample supply for next week. Quality has been nice.



OG PACKAGED SALADS

Organic Packaged Salads have had a rough couple of weeks, but we are slowly recovering from a rocky start to the "Diet Season." Supplies look to be better for mid-January.

Trucking issues continue to wreak havoc in the industry, with some shippers announcing price increases due to significant increases in costs associated with trucking salads across the country. Stay tuned for more details.



OG EGGPANT

Organic Eggplant is in adequate supply out of Mexico. Florida is limited in supply, mainly due to demand and cold weather.



OG BUNCH SPINACH

ALERT! Organic Bunch Spinach is in very tight supply this week. One main grower is out until late January. Pricing is high.



OG CABBAGE

Florida and Georgia growers have good supplies of **Organic Red** and **Green Cabbage**. CA shippers report adequate supplies of **Organic Red, Green, Napa,** and **Savoy Cabbage**.



OG BROCCOLI & CAULIFLOWER

Organic Broccoli is in adequate supply out of CA, AZ, and Mexico, but quality issues abound. Even fields being harvested for the first time this season are showing weak product in terms of color and condition.

Organic Broccoli Crowns are in the same boat – they are adequately supplied, but quality issues on arrivals.

The **Organic Cauliflower** market has dropped a little and quality has improved.

Some **Organic Romanesco** may be available for mid-January.



OG MANGOS

Organic Mangos from Ecuador will wind down this week and small amounts from Peru will be available for mid-January. Volumes should pick up the following week as many shippers get their 1st containers on the east coast from Peru. The Peruvian **Kent** variety will be very nice quality. Price of the Peruvian fruit will be higher than Ecuador until volumes increase.

Also, a **Fair Trade Organic** option on the Peruvian fruit will be available through February.



OG LETTUCE

Florida growers report good supplies of **Organic Red Butter, Green Butter, Red Leaf, Green Leaf,** and **Romaine Lettuces**. Quality is excellent. CA growers have good supply on all varieties, but are still showing discoloration on the ribs and some of the leaves.

The **Organic Romaine Hearts** market tightened up greatly this week. Expect higher prices for mid-January, but supply should be adequate.

OTHER STORIES:

- California **Organic Grapefruit** could have some small gaps in supply over the next couple of weeks as some rain has hampered picking.

- **Organic Lemon** and **Meyer Lemon** supplies are tightening out of California, with prices on the rise again this week, especially because of the rain.

- **Organic Lime** supplies have tightened up due to loading and crossing issues. Prices are on the rise.

- **Organic Green Beans** from Mexico remain limited. Some shippers would not send product across the country because of quality concerns. Florida will be out until later in January.

- **Organic Formosa Papayas** supplies are back and steady after an unexpected gap for much of the first week of January. Quality is good. Price has bumped up a bit for the next few weeks.

- The first import **Organic Cherries** came and went. A fresh shot is expected in mid-January at high prices.

- **Organic Celery** is in good supply out of Mexico and CA. Quality has improved somewhat and pricing has moved up this week. **Organic Celery Hearts** and **Celery Root (Celeriac)** are in good supply out of CA.

- **Organic Hass Avocados** will be in good supply next week. Pricing will remain steady.

NEW! or BACK IN SEASON

ORGANIC

- 41490 - OG Sprouts Broccoli 4/4 oz
- 43171 - OG Kumquats Clamshell 12/8 oz
- 42731 - OG Orange Blood Moro 56 ct
- 44125 - OG Orange Blood Moro 80/88 ct
- 42169 - OG Orange Navel Fancy CA 36 ct
- 44092 - OG Orange Navel Fancy CA 40/48 ct
- 44120 - OG Orange Valencia Fancy Mexico 113/138 ct
- 44073 - OG Minneola Tangelo 100/125ct 38 lb
- 43239 - OG Pear Anjou Washington 12/3 lb
- 42835 - OG Harper Melon Mexico 6-9 ct
- 43745 - OG Melon Galia Mexico 6-9 ct
- 43815 - OG Starfruit 5 lb
- 44497 - OG Mango Fair Trade Peru 10 ct
- 44424 - OG Mango Fair Trade Peru 12 ct
- 40788 - OG Peppers Mini Mix Bag 12/1 lb
- 40452 - OG Brussels Sprouts Bag 8/1 lb
- 40152 - OG Carrot Red Bunch Cal-O 24 ct
- 41037 - OG Squash Sweet Dumpling 35 lb
- 40965 - OG Turnips Bunch Baby 24 ct
- 41398 - OG Tomato Grape Gold 12/1 pt
- 45685 - OG Beet Noodles 6/10.5 oz
- 45686 - OG Carrot Noodles 6/10.5 oz
- 45687 - OG Butternut Squash Noodles 6/10.5 oz
- 45688 - OG Sweet Potatoes Noodles 6/10.5 oz
- 45689 - OG Zucchini Noodles 6/10.5 oz



BUCK BRAND SPECIALTY CITRUS:

- 42050 - OG Buck Brand Buddha Hand CA 5-9 ct
- 49209 - OG Buck Brand Limes Finger 12/50 gram
- 42069 - OG Buck Brand Grapefruit Mellow Gold 38 lb
- 42075 - OG Buck Brand Kumquat Meiwa 10 lb
- 44017 - OG Buck Brand Lemon Meyer 20 lb
- 45357 - OG Buck Brand Lemon Pink Variegated 10 lb
- 42060 - OG Buck Brand Lemon Lemonade 20 lb
- 42051 - OG Buck Brand Mandarin Algerian Clementines 20 lb
- 42834 - OG Buck Brand Mandarin Lee 25 lb
- 42058 - OG Buck Brand Mandarin Satsuma 25 lb
- 44085 - OG Buck Brand Mandarinquat 10 lb
- 42063 - OG Buck Brand Orange Blood Moro 20 lb
- 42728 - OG Buck Brand Orange Cara Cara 20 lb
- 42073 - OG Buck Brand Orange Marmalade 20 lb
- 42052 - OG Buck Brand Pummelo African Shaddock 32 lb
- 42071 - OG Buck Brand Pummelo Red Globe 32 lb
- 44411 - OG Buck Brand Orange Mango Valencia 20 lb
- 44008 - OG Buck Brand Lemon Yuzu 10 lb



CONVENTIONAL

- 05499 - CV Apples Ruby Frost 27 lb
- 05867 - CV Apples Autumn Glory 27 lb
- 13802 - CV Oranges Navel CA Bin 75/8 lb
- 12169 - CV Oranges "Vintage Sweet" Heirloom Navel 10/3 lb
- 13154 - CV Stem & Leaf Mandarin Bulk 22 lb
- 14131 - CV Tangerines Honey Import 80 ct
- 10087 - CV Blueberries 8/18 oz
- 11566 - CV Melons Galia "HoneyMoon" 11 ct
- 11311 - CV Honeydew Golden 8 ct
- 17645 - CV Mangos Ataulfo (Honey) 18-20 ct
- 01925 - CV Peppers Red Large #1 25 lb
- 00142 - CV Artichokes Jumbo 12 ct
- 00347 - CV Asparagus XL 11 lb
- 00679 - CV Brussels Sprouts Mesh Bag 24/1 lb
- 21440 - CV Tomato VR 4x4 w/PLU 20 lb
- 23327 - CV Tomato Kumato Tray 10/1 lb
- 23369 - CV Tomato Medley "Wild Wonders" 10/12 oz





CONVENTIONAL OUTLOOK

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CHILEAN BLUEBERRY SEASON RAMPS UP



It's time to start promoting **Blueberries** from Chile, where it's early summer.

Volumes are good and pricing is reaching promotable levels on 1 pint and 18oz packs. This should continue through the rest of January.

Driscoll's proprietary variety **Blueberries** are available out of Mexico in 6oz packs for mid-January.



CV STRAWBERRIES

The weather in Florida has improved and **Strawberry** supplies should improve along with it, but it will take a few days to refill the pipeline.

Look for prices to adjust down as the volume increases.

That said, this may be shortlived since another round of cool weather is anticipated for the week of January 15th.



CV HASS AVOCADOS

The market prepares for the "Big Game" push as the industry sees sufficient promotable **Hass Avocado** volumes from Mexico on all sizes going into February.

#2 fruit is expected to increase through January and will be priced at substantial discounts, along with 84sz packed in 2lb bags.



CV HOTHOUSE PEPPERS

Supplies are excellent on all **11 lb. Red, Yellow, and Orange Peppers** out of Mexico. We will have plenty of Jumbo and XL Pepper, but some of our growers have really aggressive deals on smaller **Peppers**.

Now's a great time to promote all **Colored Hothouse Peppers!**



CV CUCUMBERS

Cucumbers will be on the tighter side out of Mexico next week. Florida doesn't have much of a crop this time of year, and volume on the Honduran import program hasn't ramped up yet. Quality on all **Super Cucumbers** from Mexico has been excellent.



CV MELONS

Demand has been very strong on **Cantaloupes** and **Honeydews**. Prices are expected to remain strong for mid-January. Look for pricing to get more promotable by the end of the month.

Golden Honeydew and **Honeymoon Galia Melons** are now in season.



CV CABBAGE

Cabbage is still on the tighter side this week. Georgia will not begin harvesting in good supply mid-January, and it's all going to depend on the weather.

Georgia is expecting another few nights of below freezing temperatures. If this is the case, we could see pricing move even higher.



CV MANGOS

The oversupply of 10ct and 12ct **Mangos** have dried up and now most supplies are on the 9ct and larger. With overall volume down, prices have firmed up and will continue to get stronger.



CV GREEN BEANS

ALERT! **Green Beans** in Florida were definitely affected by the cold weather. This market will be extremely limited out of Florida for at least until late January.

Mexico will be the main growing area until domestic supplies improve. Quality out of Mexico has been excellent.



CV TOMATOES

All **Tomatoes (2-Layer Vine Ripe, Roma, & Grape Tomatoes)** out of Mexico will be in good supply going forward. Pricing will slide again for this week, and quality has been excellent. Now is the time to begin promoting Tomatoes!



CV PEARS

With the Northwest dealing with a smaller crop overall this season, we are seeing **Pear** supplies down and prices higher. **Bartlett Pears** are quickly drying up with most growers done or on their last rooms, which are selling out quickly. The spot market is up by eight to ten dollars.

Import **Bartlett Pears** should start by the end of January or early February.



CV CAULIFLOWER & BROCCOLI

Promote **Cauliflower** this week! Supplies will improve significantly and pricing will as well.

Prices are expected to ease down on **Broccoli** this week. Look for improved pricepoints and supplies to continue for the coming weeks.



CV GREEN PEPPERS

The Florida **Green Pepper** crop was not affected by the cold weather last week. Growers are back in the fields harvesting, but overall supplies will be limited due to slower maturity with the cool weather.

Supplies out of Mexico will begin to increase, so look for this market to slide next week.



CV ORANGES

Jumbo Navel Oranges are plentiful this year, creating display building opportunities for 36/40ct, along with 8lb bags.

“Vintage Sweets” Brand Heirloom Navel Oranges, from Old Line Orchards, are now in season.

Markets on all **Citrus** have remained steady, but prices are affected by the instability on the cost of freight. This can temporarily increase prices three to four dollars on some items - a real struggle.



CV POTATOES

Transportation issues continue to impact the **Potato** market – specifically the Idaho shipping region. While the actual price of the **Potatoes** is nearly the same as prior weeks, the cost to ship it to the east coast has increased dramatically.

We have also shifted purchases to other shipping regions (non-Idaho, and PEI) in an attempt to stay in stock for our customers.

Red and Yellow Potatoes are in better availability due to more reliable shipping solutions but these regions are seeing increased demand due to the challenges surrounding **Russet Potatoes**.



CV MANDARINS

ALERT! Weather played a factor this week with heavy rains putting a stop on harvesting for several days, creating a shortage of supplies.

Halos California Mandarins, already in a gap in variety, pushed off loading this weekend to next week due to the rain. We'll be filling in with **Cuties** and **Delites** until overall supplies improve.

