

ORGANIC MARKET NEWS (ISBA)



MAY 16 - MAY 23, 2025

LOCAL ORGANIC SPRING VEG CROP BEGINS



GOOD NEWS! The spring crop of Organic Vegetables is now in season from LOCAL Pennsylvania and New Jersey organic farms!

Lady Moon Farms is now harvesting 24ct case of LOCAL Organic Lettuces, Kales, Collards, Dandelion, and other Greens at their home farm in the Chambersburg, PA area as they wrap up their winter operations in Punta Gorda, FL. More items will come into season from their PA fields later this month and during June and July like Organic Bok Choys, Cabbages, Tomatoes, Warm Veg, and Bunched Herbs.

Flaim Farms/Panther brand in Vineland, NJ has converted more acreage to certified organic in recent years. For May, they're in full swing with 12ct cases of LOCAL Organic Lettuces, Arugula, Chards, Dandelion, Kales, Beets, Bunched Spinach, Radishes, and Leeks. Plus, they shipping LOCAL Organic Bok Choys, Escarole, and Bunched Herbs.



OG BERRIES

GOOD NEWS! Organic Strawberries are promotable out of Northern and Southern California. Quality has been exceptional with big, great tasting berries. Promote with confidence this Memorial Day weekend!

GOOD NEWS! Organic Blackberries are steady out of Mexico. Quality has been excellent, and supplies are plentiful, with value deals on shipper brands.

GOOD NEWS! Organic Raspberries out of Mexico remain available with good supply. Prices will come off a few dollars as growers begin new fields and harvests increase. Quality has been excellent.

NOTE: Organic Blueberries remain steady coming from the Southeast. Georgia and North Carolina crops are steady after rain and weather challenges rolled through the region. California crops remain limited as well. Pricing is steady, but elevated with excellent quality.



OG MANGOS

GOOD NEWS! Organic Round Mangos will see another price decrease for mid-May. As we approach June—Four Seasons' "Mango Mania" month with Crespo - pricing will be primed for promos.

Organic Ataulfo Honey Mangos are transitioning north to the Nayarit region of Mexico, leading to limited availability over the next week. Pricing should remain steady.

Premium Organic Dried Ataulfo and Round Mangos from Crespo Organics are back in stock for the 2025 season. These top-tier dried mangos come in premium packaging and are available in 4oz and 1lb bags.



OG STONE FRUIT

Organic Yellow Peaches from both South Carolina and California, along with Organic White Peaches from California, are now in season. Supplies should be good and sizing will increase during late spring.

The first California Organic Nectarines are expected to arrive to the east coast for the week of May 5/19. Supplies will likely be sporadic during May as the supply chain begins to fill. Peak will be from June onward.

Organic Apricot supplies are very limited for mid-May, but are expected to increase in volume in June. Prices are expected to decline following Memorial Day.

California Organic Cherry supplies remain very limited, with high prices continuing. Promotable supplies will then come when Washington comes into season during June.





OG WARM VEG

GOOD NEWS! Mexico still has promotable supply of Organic Cucumbers, but Georgia is expected to begin picking in late May.

GOOD NEWS! Organic Zucchini and Yellow Squash have good pricing and steady supply from both Mexico and Georgia. Florida is wrapping up for the season.

Florida is winding down on **Organic Eggplant**, and Georgia is just about to get started, hopefully up and running before Memorial Day.



OG PEAS

GOOD NEWS! Organic Sugar Snap Peas in compostable packaging will continue to be available at promotional prices in May. The California season will begin to decline as June approaches.

Bulk **Organic Sugar Snap** and **Snow Peas** from California will be available from late April through early June.



OG COCONUTS

Organic Young Thai Coconuts are now in stock for mid-May in limited supplies.

UPC'd **Organic Brown Coconuts** from Mexico are in steady supply for mid-May in a 20ct box.



OG TOMATOES

GOOD NEWS! Organic Beefsteak and Cluster Tomatoes will be promotable out of Canada. Quality has been excellent, and supplies are good.

Organic Snacking Tomatoes continue to be plentiful and promotable. Quality has been exceptional.

Lady Moon Farms **Organic Snacking Tomatoes** out of Florida are now finished for the season and will gap until late June when their **LOCAL** Pennsylvania deal starts up.



OG GREEN BEANS

NOTE: Supplies of **Organic Green Beans** are available but remain constrained in May. This results in elevated prices. As May transitions into June, availability will slightly improve. Conditions are anticipated to largely persist until the local season in July.



OG KIWIFRUIT

Organic SunGold Kiwifruit from Zespri will be in steady supply from New Zealand. Available in both 8/1lb clamshells and volume-filled cases.

NOTE: Organic Green Kiwifruit remains very tight. This condition will persist until the New Zealand Organic Green Kiwifruit crop arrives in June.



OG CITRUS

Organic Mandarins have strong quality for all varieties. Continue to push through the remainder of May.

NOTE: Organic Navel Oranges are becoming limited as many grower/shippers have wrapped up their seasons. We will eventually transition into Organic Valencia Oranges during June.

NOTE: California **Organic Lemons** are in limited supply with crop sizing very large. Prices have increased tremendously. There will be some new crop Argentina fruit starting in late May.



OG CAULIFLOWER

NOTE: As May has progressed, California **Organic Cauliflower** conditions have started to shift due to rising prices and supply constraints. Midway through the month, quality has thankfully remained strong.

Similar conditions are expected to continue for the remainder of May, as lower temperatures in California's growing regions have hindered production.



OG BROCCOLI

GOOD NEWS! Organic Broccoli from California and North Carolina's East Coast growing regions remains abundant. Promotional activities should be employed to augment sales volume. The remainder of May will offer favorable conditions.





OG RHUBARB

Organic Rhubarb from both LOCAL Pennsylvania farms and the Pacific Northwest is now in good supply.



OG GRAPES

New crop Organic Green (Early Sweets) and Red (Flames) Grapes have begun to be harvested in a small way out of Mexico. Coachella, CA will start in late May, which will created better supplies of Organic Grapes for the rest of May.



OG PINEAPPLES

Organic Pineapple supplies have improved slightly. Expect better availability for mid-to-late May, though pricing will remain elevated.



OG PEPPERS

Mexico is on the tail end of their Organic Green Pepper deal, California is ramped up with great quality, and the first Georgia grown product is expected here in mid-May.

NOTE: Mexico is under-supplied on Organic Mini Sweet Peppers, and prices are very elevated.

NOTE: Hothouse Organic Color Bell Peppers will be tight as the Canadian season is just beginning. Yellow and Orange are readily available but Red remains limited. Pricing will be high due to shortages. Holland arrivals continue to be limited.

- NOTE: The output of Organic Celery remains constrained due to diminished supply from California and Mexico. With diminishing volumes, a deterioration in quality may occur approaching June. Availability and prices are expected to remain challenging for the rest of May and into early June.
- ALERT! Organic Peeled Garlic in 5lb and 4/5lb containers, along with bulk Organic White Garlic, will be tight through mid-May. Expect potential gaps in availability until new crop California begins.



OG MELONS

Organic Mini Seedless Watermelons remain steady out of Mexico. Pricing is expected to improve after the Memorial Day holiday. Domestic crop will start at the beginning of June.

Organic Seedless Watermelons out of Mexico will be available for May in 60ct bins. Florida will start just before or after Memorial Day.

Organic Seeded Watermelons will be available from Florida right around Memorial Day with limited supplies at larger sizing such as 24 and 35 count bins.

New crop 9/12ct Organic Cantaloupes are available out of Mexico, with Organic Honeydews slotted for harvest in late May.



OTHER STORIES

- · Organic Seedless and Mini Seedless Cucumbers remain available out of Canada. Quality, volume, and pricing has been excellent.
- Organic Cosmic Crisp Apples have become limited as shippers slow packing to extend availability until the new crop arrives.
- NOTE: Organic Fuji, Gala, Granny Smith, and Honeycrisp Apples are in very tight supply, with rising prices as the end of the domestic season approaches.



OG LETTUCE

GOOD NEWS! As May continues, production of LO-CAL Organic Lettuce in New Jersey and Pennsylvania has shown increased availability, providing a local option. LOCAL production in Pennsylvania has starting in a limited capacity. Favorable conditions are expected across the entire Organic Lettuce category during May and early June.

Organic Iceberg Lettuce from the West Coast is consistently accessible and exhibits superior quality. LOCAL production in New Jersey is anticipated to begin in late May.

The volume of Organic Romaine Hearts in California has begun to decline due to quality concerns so pricing is inching up from the deep discounts of early May.

- ALERT! Organic Royal Star Papayas will be very tight through mid-May. Expect shortages and prorates.
- The promotional period for Jumbo 12ct Organic Artichokes is winding down. Production from California remains accessible. In mid- to late-May, production will transition to smaller sizes (18-24ct) and with price increases.
- Organic Hass Avocado supplies are lower overall. 48ct fruit is more readily available, holding steady on price. 60ct fruit is tighter.



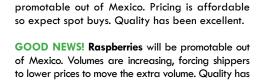
CONVENTIONAL MARKET NEWS

MAY 16 - MAY 23, 2025

PROMOTABLE BERRIES







GOOD NEWS! Blackberries will continue to be

GOOD NEWS! Strawberries will be very promotable out of California for Memorial Day and the week after. Southern and Northern CA crops are rolling and quality has been excellent. Promote for

those Memorial Day picnics!

been excellent.





Blueberries will continue to be available out of Georgia and North Carolina. Georgia crops were hit with heavy rains over the past week limiting volumes overall. North Carolina production is underway with nice quality fruit. Pricing remains steady and quality has been nice despite weather challenges.





Muscl

CV TOMATOES

California **Apricot** supply is ramping up and is expected to become steady in both bulk and card-

CV STONE FRUIT

pected to become steady in both bulk and cardboard punnet baskets.

Red Apricots are also expected to arrive before

Memorial Day in cardboard punnets. These will only be available for about four to six weeks, so they should be prioritized while supplies last.

California **Cherries** continue to be a challenge due to prolonged cool weather. Supplies have not increased, and packing remains inconsistent. Prices remain high, and conditions are unlikely to improve before Memorial Day.

Rainier Cherries from California are expected to begin with small sizing and limited availability around May 21.

California **Nectarines** have started, but small gaps should be expected during the first few weeks as the supply chain catches up.

South Carolina **Yellow Peaches** supply is increasing. Fruit sizing is currently around 2-1/2 inches and is expected to grow to 2-3/4 to 3 inches in late May.

The first California **Black Plumcots** of the season are expected by the first week of June.

GOOD NEWS! Cluster Tomatoes will continue to be promotable from Canada. Supplies are abundant, and pricing remains very affordable.

Beefsteak Tomato prices are rising out of Canada as demand increases and field-grown crops in Florida and Mexico fall short due to adverse weather and seasonal transition. Despite this, quality remains excellent.

Florida **Vine-Ripened Round Tomato** prices are increasing as the season comes to an end. Growers are transitioning to Georgia, but crops there are not quite ready for harvest. Expect higher pricing and limited availability of XL and L sized fruit.

Roma Tomatoes remain steady in both pricing and volume out of Florida and Mexico. The quality continues to be excellent.

GOOD NEWS! Snacking Tomatoes remain promotable. Grape Tomatoes continue to show strong volume from Florida, Mexico, and Canada. Cherry and Medley Tomato prices have increased slightly but are still within promotional range.

Cocktail Tomato prices are also up slightly, though they remain suitable for promotion. Quality has been excellent across all **Snacking Tomato** varieties.



CV MELONS

Seedless Watermelons remain steady out of Florida. There was some bad weather earlier in the week, but crops in Northern Florida were mostly unaffected. Pricing is holding steady through the holiday.

Seeded Watermelons are limited and carry higher pricing out of Florida. These melons are used primarily as pollinators and are essential for overall production, but have never seen renewed consumer interest.

Mini Seedless Watermelons continue to be harvested in Northern Mexico. Pricing has increased slightly for the holiday weekend but should improve in the final week of the month. The domestic crop is expected to begin in June.

Offshore **Cantaloupes** and **Honeydews** are very limited as Mexico is continuing to build supply. Expect slightly elevated markets as shippers navigate through growing regions.





V GRAPES

South American Green Grapes have tightened up, so expect prices to continue to be on the high end as we transition into new crop Mexico and Coachella, CA.

Chilean Red Grapes are still holding strong quality wise with good volume and fairly promotable pricing. New crop Mexico and Coachella, CA will ramp up closer to June.

New crop Southern California Candy Snap Red Grapes in 10/11b clamshells will be available starting 5/22.

South American Cotton Candy Grapes remain abundant for May.



CV KIWIFRUIT

SunGold Kiwifruit will be in steady supply through mid-May. We will be offering both loose and clamshell options for the New Zealand season.

NOTE: Green Kiwifruit remains tight from Chile and Europe.



CV ASPARAGUS

LOCAL New Jersey Asparagus production is steady with easing prices, and the quality is excellent. Both Michigan and New Jersey Asparagus will be available.



CV PEPPERS

GOOD NEWS! The Green Pepper market remains steady, and early picks from Georgia show great quality and sizing, making them ideal for promotion.

GOOD NEWS! Mexico remains oversupplied with Mini Sweet Peppers, resulting in promotable pricing.

Hothouse Red, Orange, and Yellow Bell Peppers remain readily available from Canada. Pricing is promotable, and availability is good across all three colors.



CV CITRUS

California continues to produce the best easting Mandarins in the Murcott and Tango varieties. Halos will be in good supply. We will transition import lines over to California Cuties for a quick few weeks as Morocco finishes and Peru is limited with raised markets and low flavor to start.

NOTE: Lime prices will remain elevated as Mexico is experiencing drought conditions on top of the already limited production and increased costs. Peru and Columbia are still in fair supply on big box fruit.



CV BROCCOLI

GOOD NEWS! Broccoli from North Carolina and Georgia remains abundant and competitively priced.

With favorable quality and pricing, East Coast Broccoli Crowns are expected to dominate supply throughout May. California will continue to serve as an alternative option.



CV HOTHOUSE CUCUMBERS

Euro Seedless Cucumber prices are increasing as the flush has slowed down. Supplies will remain steady out of Canada, but prices are up slightly.

GOOD NEWS! Mini Seedless Cucumbers, however, continue to be highly promotable.



CV SWEET CORN

GOOD NEWS! Sweet Corn supplies should be good for Memorial Day. Florida production continues to be strong, and Georgia harvests have started as well. The quality has been excellent.



CV GREEN BEANS

GOOD NEWS! Green Bean conditions in Florida have improved during mid-May. With strong production, excellent quality, and decreasing costs, this is a good time to pursue promotional opportunities. Georgia Green Bean harvests are also beginning.





CV ARTICHOKES

GOOD NEWS! California Artichokes are seeing improving pricing conditions as May progresses. Availability is increasing, and both quality and pricing are favorable, making mid- to late-May an ideal period for promotion.



CV WARM VEG

GOOD NEWS! Zucchini and Yellow Squash pricing remains promotable, with good quality coming out of Georgia.

GOOD NEWS! Cucumber production is just starting up in Georgia, and volumes are strong out of the gate.

Eggplant production in Florida is winding down, while Georgia's crop is expected to begin in late May.



CV CAULIFLOWER

California **Cauliflower** conditions are evolving as costs begin to rise. Despite this, supplies are still ample, and pricing is reasonable. Quality remains strong. Georgia-grown **Cauliflower** will be sporadically available throughout May.



CV LETTUCE

GOOD NEWS! The Lettuce category is performing exceptionally well in California this May. Iceberg Lettuce and Romaine Hearts have strong availability, competitive pricing, and superior quality.

Leaf Lettuce and **Romaine** also have robust volume and excellent quality, paired with favorable pricing.

LOCAL harvesting in New Jersey is now peaking, especially for Leaf Lettuce and Romaine, and production volumes are increasing. Competitive pricing leading into Memorial Day is expected.



CV PINEAPPLES

Pineapple supplies are steady through mid-May. Pricing has also remained consistent.

Both **HoneyGlow** and **PinkGlow Pineapples** from Del Monte will be available.



CV AVOCADOS & MANGOS

Mexican-grown **Hass Avocado** supplies are steady across all sizes. Pricing continue to ease downward on most sizes through mid-May.

IN STOCK NOW! Four Seasons will have a California jumbo-sized **Gem Avocado** in limited supply for mid-May. The Gem variety resembles a Hass with a creamy, nutty flavor, but this fruit is huge! Cases are packed in a 24/28ct box.

GOOD NEWS! Round Mangos from Mexico continue to be promotable. Build larger Mango displays as pricing is expected to continue its downward trend.

Ataulfo Honey Mangos are in the middle of a transition for mid-May, and pricing may rise slightly during this time.

Large premium 14ct **Champagne Mangos** are in good supply. This fruit is beautiful.

- **Pom Arils** in 4.4 oz cups will remain steady throughout May. The season will end around the first or second week of June.
- The market for Green Giant label 10/5lb **Red** and **Gold Potatoes** is increasing as we transition from old crop Idaho to new crop Arizona **Potatoes**. The quality of these new Arizona **Potatoes** is significantly better than what we've seen from the late Idaho crop. PA **Unclassified White Potatoes** are winding down and will gap for a few months as local old crop supplies are depleted.

OTHER STORIES

- NOTE: California Brussels Sprouts have shown neither improvement nor decline in May. Volume remains low and prices remain high. This situation is expected to continue through the end of the month.
- Celery conditions have remained stable, with steady supplies and favorable pricing. This trend is expected to persist into the near future.
- Eastern bulk Ruby Frost and Snap Dragon Apples are now expected to end their season unexpectedly before the end of May. Bags remain available for now.
- Dole Bananas remain in very tight supply. Other labels will appear sporadically to help meet ongoing demand.



MEMORIAL DAY IS MONDAY, MAY 26



MEMORIAL DAY PRODUCE CHECK LIST

VEGETABLES:

- □ Artichokes
- ☐ Cabbage & Slaw Mix
- □ Celery
- ☐ Cucumbers
- □ Garlic
- Lettuces
- ☐ Onions (Sweet, Vidalia)
- ☐ Peppers (all colors)
- ☐ Potatoes (Russet, New/Baby)
- ☐ Portabella Mushroom (Caps & Slices)
- □ Radishes
- □ Scallions
- ☐ Squash (Zucchini & Yellow)
- ☐ Sweet Corn
- ☐ Sweet Potatoes
- ☐ Tomatoes

FRUIT:

- Blackberries
- Blueberries
- Cantaloupes
- □ Cherries
- □ Grapes
- ☐ Honeydew
- Nectarines
- □ Peaches
- □ Pineapples
- □ Raspberries
- Strawberries
- ☐ Watermelons (Whole, Cuts, Halves)
 - **Cut back on Apples, Pears, & Citrus

VALUE-ADDED:

- ☐ Cabbage & Slaw Mix
- □ Croutons
- ☐ Cut Fruit & Veg
- ☐ Fruit Dips
- □ Juices
- Nuts
- Salad Dressings
- □ Salads
- □ Salsa
- ☐ Veg Trays











- Order hard goods and semi-perishables early have them in-store by Tuesday, May 20, or Wednesday, May 21. Load up the department with essentials like Salad Dressings, Dips, Salsa, Juices, Croutons, Fruit Dips, and Nuts.
- Have evening associates stock these sections to avoid congestion in aisles during business hours.
- Bring in hard vegetables and fruit by Thursday, May 22. Key items include:

Vegetables:

Potatoes, Onions, Carrots, Mini Carrots

Fruits:

Apples, Pears, Oranges, Lemons & Limes, Honeydew, Cantaloupe, Pineapples, Bin Watermelons (No need to be overly cautious with bin Watermelons – this is just the start of summer picnic season, and any extras carry low risk. Store at room temperature)

• Stock Sweet Corn by the pallet (42 cases per pallet) – aim to have it in by Thursday, May 22, and Friday, May 23. Keep it watered or iced down.





FOUR SEASONS MEMORIAL DAY SCHEDULE

SATURDAY 5/24:

Normal office and delivery schedule.

SUNDAY 5/25:

Normal office and delivery schedule.

MONDAY 5/26:

Normal delivery schedule, office open 8:00am - noon, taking orders for Tuesday 5/27 delivery.

Please contact your sales representative with any questions.

HAVE A HAPPY AND SAFE MEMORIAL DAY!

MEMORIAL DAY DISPLAY THEME IDEAS

GRILLING

- **Vidalia Sweet Onions**
- **Eggplant**
- **Shishito Peppers**
- Portabella Mushrooms
- **Pineapples**
- Zucchini

ADDITIONAL ITEM IDEAS:

Peaches Tomatoes Bell Peppers

Artichokes

Potatoes Sweet Potatoes







SWEET CORN

- Build a large secondary display of Sweet Corn using a bin dummied up to control display quantities.
- Position a clean trash can at the display for customers to shuck their corn.
- Increase margins by trimming, stripping, and tray-packing 5 ears of Sweet Corn to offer added value and convenience at a premium retail price.

CAPRESE STATION

- Tomatoes: Mixed Cherry, Grape, Vine Ripe, Beefsteak, Cluster, Cocktail, & Heirloom
- Basil
- **BUF Fresh Mozzarella**
- Olive Oil
- **Balsamic Vinegar**

ADDITIONAL ITEM IDEAS:

Garlic: Loose & Jarred





DRIED MANGO SLICES

Connect with us ✓ info@CrespoOrganic.com

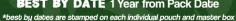




OUR DRIED MANGOES ARE PACKED INTO RESEALABLE ZIP TOP POUCHES FOR OPTIMAL FRESHNESS

Suggested WAREHOUSE Storage Temp 45° - 55° F Suggested RETAIL Storage Temp (Ambient) 60° - 70° F

BEST BY DATE 1 Year from Pack Date









AVAILABLE NOW!

CODE	DESCRIPTION	PK/SZ	UPC
239401	OG Dried Mangoes	20/4oz Crespo	0081001770085
239402	OG Dried Mangoes Ataulfo	20/4oz Crespo	0081001770086
239403	OG Dried Mangoes	15/1lb Crespo	0081001770107
239404	OG Dried Mangoes Ataulfo	15/11b Crespo	0081001770108









BRAND REFRESHES DURING MAY

discontinue



9oz..



new



4oz. baby kale



607

updated



baby kale spring mix to spring mix plus



baby greens + crunch to sweet crunchy mix



super spinach to powerhouse spinach blend



removed kale for improved quality

everyday favorites















essential salads





super nutrition+















Fresh **NEW LOOK** outside Same **great taste** inside









LABEL CHANGE **ORGANIC LIVING CRESS**



BOLD AND PEPPERY

THIS HERB ELEVATES:

- SMOOTHIES
- PIZZAS
- SALADS





OLD CODE CODE

DESCRIPTION PK/SZ

OLD UPC

223578 243682 OG Watercress 6 ct Clam Local Bounti 7-16582-01750-2 7-16582-11009-8

DELIVERY STARTING 5/14





Kitchen



2 FORKFULS A DAY, FOR BETTER GUT HEALTH

At Cleveland Kitchen, we believe in creating world-class culinary fermented foods for all. Fermented foods are regularly consumed within European and Asian cultures and we invested in finding a way for American consumers to simply and deliciously do the same.

Our team truly believes that fermented foods are a key to a healthier diet and we want to make it effortless for people to savor them in any occasion.













Our team is extremely proud of our Cleveland heritage and thoughtfully source ingredients locally from Midwest farmers. It is an honor to support and uplift farms that we can personally collaborate with in our local Ohio community.







Kitchen























CODE	DESCRIPTION	PK/SZ	UPC
243915	CV Kimchi Classic	6/16 oz Cleveland Kitchen	8-59774-00742-1
243919	CV Kimchi Spicy	6/16 oz Cleveland Kitchen	8-59774-00783-4
243920	CV Kimchi Mild	6/16 oz Cleveland Kitchen	8-59774-00727-8
243921	CV Sauerkraut Caraway Classic	6/16 oz Cleveland Kitchen	8-69982-00000-8
243922	CV Sauerkraut Roasted Garlic	6/16 oz Cleveland Kitchen	8-69982-00005-3
243923	CV Sauerkraut Dill Pickle	6/16 oz Cleveland Kitchen	8-83061-00057-4
243924	CV Sauerkraut Red Beet	6/16 oz Cleveland Kitchen	8-69982-00001-5
243925	CV Pickled Red Onions	6/16 oz Cleveland Kitchen	8-59774-00784-1
243926	CV Pickled Asian Veg	6/16 oz Cleveland Kitchen	8-59774-00785-8
243927	CV Kimchi Pickles	6/16 oz Cleveland Kitchen	8-59774-00772-8









THANK YOU TO OUR INDEPENDENT RETAILERS & SUPPLIERS FOR MAKING FRESH FEST 2025 A SUCCESS!

















THANK YOU TO OUR FRESH FEST SPONSORS!

















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