



ORGANIC OUTLOOK

JUNE 9 - JUNE 16, 2017



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LADY MOON FARMS BEGINS PA PRODUCTION

Chambersburg, PA -

Pennsylvania organic growers are now harvesting their late spring crop vegetables, including Lady Moon Farms.

Quality is excellent on **Organic Red Leaf, Green Leaf, and Romaine Lettuces**. They're in good supply out of Lady Moon Farms in PA. **Organic Green Butter and Red Butter Lettuces** are more limited out of PA.

Local **Organic Greens** are in peak season too, including **Organic Chards, Lacinato Kale, and Green Kale**, which are being harvested at Lady Moon's original organic Pennsylvania farm.



OG GRAPES

Mexican **Organic Green, Red, and Black Seedless Grapes** are now plentiful with promotional opportunities available.

Mexican **Organic "Cotton Candy" Grapes** are now in season and will be available through early July.

California **Organic Green and Red Seedless Grapes** are now in good supply.

New **Organic Green and Red Grapes** in 10/2lb clamshells out of Mexico are now available in steady supply at promotable pricing.



OG STONE FRUIT

Organic Cherries continue to be in steady supply and should transition seamlessly into Washington fruit later in June. An excellent crop out of Washington is also expected.

Organic Apricots are back in stock. Firm, but steady supplies should now be expected.

Organic Yellow Peach supplies are ramping up. Expect prices to decrease. **Organic White Peaches** are very limited and sporadic right now. Supplies will hopefully improve later in June.

Organic Donut Peaches are going to gap and then ramp back up in mid-June.

Organic Yellow and White Nectarines are in steady supply.

California **Organic Red Plums, Black Plums, and Pluots** are expected to be in and out of supply and limited for the season because pollination early-on was affected by poor weather.



OG BERRIES

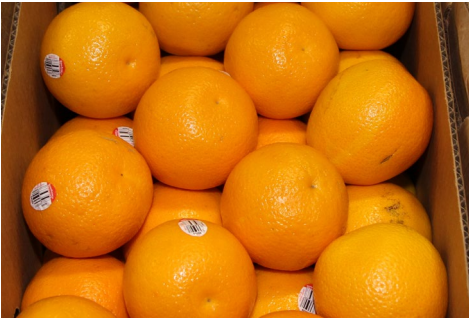
June is prime time for **Organic Berries!**

Driscoll's California **Organic Blackberries** are in steady supply with promotional opportunities available!

Organic Raspberry volume is excellent with prices continuing to come off and promotional opportunities are now available.

Organic Blueberries continue to be plentiful as we transition regions. The local New Jersey crop is looking to be a good size this season and should begin in mid-June.

Organic Strawberry supplies out of California are now excellent and promotable.



OG ORANGES

ALERT! Organic Navel Oranges are done for the season.

California **Organic Valencia Oranges** are ramping up for their peak season. Quality is fair to average with some greening prevalent. The fruit is very juicy inside though.



OG GREEN BEANS

ALERT! Organic Green Beans are in very limited supply out of Mexico, Florida, and Georgia.

North Carolina may have some product later this week as supplies are in limited supply.

California reports adequate supply at this time, but will finish out harvests later this week. Prices are high.



OG CELERY

ALERT! The **Organic Celery** market is still very tight and most shippers have fair to poor quality. Blight, discoloration, and yellow-ing is seen fairly often. Pricing remains high and sizing that's available may be on the small side. Supply and quality improvements are expected for late June.

Organic Celery Hearts are very tight and have the same quality conditions.



OG SQUASH

GA reports good supplies of **Organic Zucchini**, but more limited on **Organic Yellow Squash**.

Ohio has limited supplies of **Organic Zucchini** at this time, but quantities will increase by mid-June.

CA reports adequate supplies of **Organic Yellow Squash**. And while **Organic Zucchini** from CA is available, supply is building.



OG BROCCOLI

Organic Broccoli volume out of California has increased and pricing has come down as well on both 14ct and crown packs. Quality has been good.

Pennsylvania reports slow growth this week and has pushed off harvests until mid-June.



OG MELONS

Excellent quality California **Organic Cantaloupes** are now available in good supply. Larger sizing prevails.

Mexican **Organic Honeydew** have finished and we will transition into California over the next couple of weeks. Supplies are expected to be tight and prices will be very high.

Organic Galia Melons are expected to be limited with high pricing out of California.



OG HASS AVOCADOS

Organic Hass Avocados remain steady for now. Mexico, California, and Peruvian fruit are all in the marketplace right now on the East Coast.

Mexico and California options will remain as primary resources until the demand exceeds the amount of fruit available. Then, we will transition into Peruvian fruit.



OG LIMES & LEMONS

ALERT! California **Organic Lemon** supplies remain extremely firm with high pricing. This is expected to continue for the foreseeable future. **Mexican Organic Lemon** supplies continue to be delayed and there's no secure arrival date.

Organic Lime supplies have been disrupted due to some rain and bad weather. Hopefully this will rebound with good supplies by the middle of June.



OG CUCUMBERS

Georgia reports adequate supply of off-label **Organic Cucumbers**, but little in the way of a premium pack. California shippers report good supplies.

Organic (Persian) Mini Seedless Cucumbers are in good supply in packages and loose.

Organic Hothouse Cucumbers are in abundant supply out of Holland and Mexico. Canada product is limited.



OG ASPARAGUS

Organic Asparagus supplies will tighten up out of both California and New York next week. New York harvests will only be available for one more week and then likely be done for the year.



OG EGGPLANT

Organic Eggplant is in adequate supply out of Georgia this week. Mexico reports limited supplies.



OG CAULIFLOWER

Organic Cauliflower is in good supply out of California. It's a good week to promote. Quality may vary from shipper to shipper.



OG TROPICALS

Organic Tommy Atkins Mango supplies are steady. Quality has been good.

Organic Ataulfo/Honey Mango supplies are steady and quality is good.

Haitian **Organic Fair Trade Mango** are back in stock and will be for most of next week, but will gap in late June for 1-2 weeks. Quality has been excellent.

Organic Pineapples continue to be in good supplies. Deals are available on Costa Rican 6ct. This deal should remain available through next week.

Organic Formosa Papayas are in good supply. Quality has been good.

Organic Young Thai Coconut prices and supplies are steady. Quality is good.



OG TOMATOES

Organic Cluster Tomatoes are in abundant supply out of Mexico and have started up in Canada as well. It's a good time to promote! California reports limited supplies at this time.

Mexico reports good supplies of **Organic Hot-house Tomatoes** this coming weekend. Supplies of 2-layers will also increase. Canada reports good supply of **Organic Hothouse Tomatoes** and the quality has been very good.

Organic Cherry Tomatoes have started out of Lady Moon Farms in Georgia with limited supplies. Mexico shows abundant supplies from one shipper, but everywhere else is limited. **Organic Rainbow Cherry Tomatoes** are in adequate supply out of GA, while **Organic Heirloom Cherry Tomatoes** out of MEX are in limited supply, with not much variety.

Organic Grape Tomatoes are in good supply, while Mexican shippers continue to have volume at cheaper prices than GA.

Organic Roma Tomatoes are in adequate supply out of Mexico, but is hit-or-miss some days. **Organic Mini Roma On-the-Vine Tomatoes** are limited.



OG PEPPERS

Organic Green Peppers are currently shipping out of GA and CA, but are somewhat limited. More CA shippers will be loading next week and that should reduce pricing.

Holland reports good supplies of **Organic Red, Yellow, and Orange Peppers** at this time.

Organic Jalapeño Peppers are in limited supply from Mexico and Georgia, with higher prices.

Supplies of **Organic Mini Mix Sweet Pepper** bags have been adequate out of Mexico, but quality is fair.

OTHER STORIES:

- Columbian **Organic GoldenBerries (Cape Gooseberries)** are gapping and are expected to begin again sometime in July.

- **Organic Spinach** is in better supply out of California this week. Multiple shippers report availability and pricing has softened. Soon, **Organic Spinach** will be shipping out of Nevada in good supply. Quality should be very nice.

- Import **Organic Anjou Pears** are in firm supply with markets on the rise. **Organic Green Autumn Bartlett Pears** out of Argentina are now available with higher prices. Green fruit should be expected and larger sizing will prevail. Import **Organic Bosc Pears** continue in limited supply with prices on the rise. Some promotional opportunities are available on large fruit.

- New Zealand **Organic Braeburn Apples** continue to be in firm supply this week with good quality. New crop **Organic Diva Apples** are here from New Zealand. Firm, but steady supplies, are expected for the season. Import **Organic Fuji Apples** are in good supply and quality. Import **Organic Gala Apples** markets have turned around again and starting to firm. **Organic Granny Smith** and **Pink Apples** are in limited supply with high pricing.

NEW OR BACK IN SEASON!

ORGANIC



Zespri New Zealand Organic Sungold & Green Kiwifruit expect approximately June 14!

43519 - OG Apple Diva New Zealand	80/90 ct
44252 - OG Figs Black Mission	12/8 oz
44451 - OG Blueberries Driscoll's	12/1 pt
44372 - OG Grapes Cotton Candy Mexico	16 lb
**limited availability	
48625 - OG Grapes Green Seedless Clamshell	10/2 lb
48622 - OG Grapes Red Seedless Clamshell	10/2 lb
43958 - OG Apricots 70/80s 2-Layer	14 lb
40833 - OG Cherry Dark Sweet 10.5 Row	16 lb
43895 - OG Greens Dandelion	12 ct

43890 - OG Nectarine White 70s	18 lb
44686 - OG Pluot 70s 2-Layer	18 lb
46263 - OG Plums Red 2-Layer 64s	18 lb
44174 - OG Mango Fair Trade Haitian	10/12 ct
44896 - OG Papayas Golden Solo	7.7 lb
41163 - OG Lettuce Iceberg Cello	12 ct
40779 - OG Peppers Red Large	22 lb
40857 - OG Kohlrabi Bunch Purple	12 ct
40618 - OG Turnips	25 lb
40965 - OG Turnips Bunch Baby	24 ct
41358 - OG Tomato Heirloom	10 lb
41373 - OG Tomato Campari	10/12 oz

CONVENTIONAL



03461 - CV Ready Pac Corn/BBQ Pork Salad	6/7.5 oz
05527 - CV Apples Breeze New Zealand	40 lb
05827 - CV Apples Premier Star 80/90sz New Zealand	40 lb
05104 - CV Apples Eve 80/90ct New Zealand	40 lb
10101 - CV Driscoll's Blueberries	12/1 pt
10160 - CV Driscoll's Raspberries Golden	12/6 oz
10161 - CV Raspberries Sunshine Driscoll's	12/6 oz
10213 - CV Strawberries Driscoll's	4/2 lb
11159 - CV Cantaloupes Athena Georgia	9 ct
10619 - CV Grapes Cotton Candy Mexico	16 lb
15674 - CV Peaches 2 1/2" Eastern	25 lb

15680 - CV Peaches 2 1/4" Eastern	25 lb
15726 - CV Peaches White Donut 2-Layer 44 ct	12 lb
15599 - CV Peaches White Donut	14/1 lb
15465 - CV Nectarines White 54/56ct 2-Layer	18 lb
15467 - CV Nectarines White 56s Volume-Filled	25 lb
16108 - CV Plums Black 30/35s	28 lb
16110 - CV Plums Red 40/45s	28 lb
16325 - CV Pluot (Black)	16 lb
16159 - CV Pluot (Mottled)	16 lb
14826 - CV Aprium Bella Jewel	14 lb
01902 - CV Peppers Bell Rainbow	18/3 ct



CONVENTIONAL

FLAIM FARMS - VINELAND, NJ

- 00205 - CV Arugula NJ 24 ct
- 00455 - CV Basil Bunch NJ 15 ct
- 00560 - CV Beets Gold Bunch NJ 12 ct
- 00551 - CV Beets Red Bunch NJ 12 ct
- 00592 - CV Bok Choy Baby (Shanghai) NJ 30 lb
- 00591 - CV Bok Choy NJ 30 lb
- 02875 - CV Endive/Chickory NJ 18 ct
- 02901 - CV Escarole NJ 18 ct
- 00790 - CV Cabbage Chinese NJ 30 lb
- 00745 - CV Cabbage Green NJ 50 lb
- 00758 - CV Cabbage Green Bin NJ 60-65 ct
- 01670 - CV Cabbage Napa NJ 30 lb
- 00855 - CV Carrots Bunch NJ 24 ct
- 01034 - CV Cilantro NJ 30 ct
- 01041 - CV Cilantro NJ 15 ct
- 01170 - CV Dandelion Bunch NJ 12 ct
- 01200 - CV Dill NJ 24 ct
- 01308 - CV Greens Collard NJ 18 lb
- 01315 - CV Greens Kale 18ct NJ 18 lb
- 01346 - CV Greens Mustard NJ 18 lb
- 01350 - CV Greens Turnip NJ 18 lb
- 01355 - CV Swiss Chard Rainbow NJ 12 ct
- 01362 - CV Swiss Chard Green NJ 12 ct
- 01368 - CV Swiss Chard Red NJ 12 ct
- 01462 - CV Kohlrabi Green NJ 12 ct
- 01478 - CV Leeks Bunched NJ 12 ct
- 03042 - CV Lettuce Boston NJ 24 ct
- 03028 - CV Lettuce Boston Red NJ 12 ct
- 03050 - CV Lettuce Green Leaf NJ 24 ct

- 03065 - CV Lettuce Red Leaf NJ 24 ct
- 03097 - CV Lettuce Romaine 35 lb NJ 24 ct
- 01510 - CV Mint Box NJ 12 ct
- 01704 - CV Parsley Curly NJ 30 ct
- 01702 - CV Parsley Curly NJ 15 ct
- 01715 - CV Parsley Italian Flat Leaf NJ 30 ct
- 01713 - CV Parsley Italian Flat Leaf NJ 15 ct
- 01185 - CV Radish Daikon NJ 20 lb
- 03127 - CV Radish Red Bunch NJ 24 ct
- 03205 - CV Scallions NJ 48 ct
- 02200 - CV Spinach Bunched NJ 24 ct

EASTERN FRESH GROWERS - CEDARVILLE, NJ

- 00357 - CV Asparagus NJ 28 lb
- 02240 - CV Squash Green Medium NJ 28 lb

JOSEPH WEAVER - LANCASTER, PA

- 00999 - CV Cauliflower Jacket Bin PA 60 ct

PARKER FARMS - OAK GROVE, VA

- 00615 - CV Broccoli Crowns VA 20 lb



ORGANIC

FLAIM FARMS - VINELAND, NJ

- 40486 - OG Beets Red Bunch NJ 24 ct
- 40640 - OG Cilantro NJ 30 ct
- 40670 - OG Greens Collards NJ 24 ct
- 40676 - OG Greens Kale Lacinato NJ 24 ct
- 41160 - OG Lettuce Green Leaf NJ 24 ct
- 40900 - OG Spinach Bunch NJ 24 ct

PEDERSEN FARMS - SENECA CASTLE, NY

- 40324 - OG Asparagus NY 28 lb

CHRIST KING - LANCASTER, PA

- 40577 - OG Broccoli Stalk PA 14 ct - arriving 6/13

LADY MOON FARMS - CHAMBERSBURG, PA

- 41150 - OG Lettuce Green Butter PA 24 ct
- 41159 - OG Lettuce Green Leaf Premium PA 24 ct
- 41155 - OG Lettuce Red Butter PA 24 ct
- 41158 - OG Lettuce Red Leaf Premium PA 24 ct
- 41182 - OG Lettuce Romaine Premium PA 24 ct
- 40811 - OG Greens Kale PA 24 ct
- 40668 - OG Greens Kale Red Bore PA 24 ct
- 40472 - OG Greens Kale Lacinato PA 24 ct
- 40723 - OG Parsley Curly Premium PA 30 ct
- 40724 - OG Parsley Italian Flat Premium PA 30 ct





CONVENTIONAL OUTLOOK

JUNE 9 - JUNE 16, 2017

WWW.FSPRODUCE.COM 17.6 LB

CHERRY SEASON OUTLOOK



California **Cherries** are rapidly winding down and many growers will finish during early June. With good demand and the falling volume, the spot market is substantially higher priced.

The good news is that thanks to high quality, good flavor California **Cherries**, consumer demand is strong headed into the Northwest **Cherry** season.

Washington growers are just getting started with their **Dark Sweet Cherry** packing. So far, it looks like it's going to be a good year with volume. It looks like a big crop, as far as size, and the harvest volume should be spread across a longer time period than last year.

4th of July promos should be available this year. Many retailers are finding that keeping **Cherries** on promotion in one way or another throughout the whole season drives significant sales dollar volume.



CV TOMATOES

Cluster Tomatoes are in good supply with outstanding quality. Pricing bumped up a bit due to good demand.

15 lb Beef Tomatoes are limited and priced higher, but quality is nice.

25lb Vine Ripe Tomatoes are still limited. **2-layer 20lb Tomatoes** are in better supply from Mexico with lower pricing and very nice quality.

Roma and **Grape Tomatoes** are nice quality from Florida and pricing is lower this week.

Cherry Tomatoes are steady in quality and price.

Campari Tomatoes are steady and promotable!



CV LETTUCE

Iceberg Lettuce quality is solid, with steady to higher pricing this week. Salinas, CA is the main growing region.

There is plentiful supply of both California and New Jersey **Romaine, Green Leaf, and Red Leaf Lettuces**. Quality is solid and pricing is steady to lower.

New Jersey production is expected to continue through June, and then Quebec will start.

Romaine Hearts quality is very nice right now. Pricing is trending higher.

We continue to have nice quality and steady pricing on **Hydro Boston Lettuce** in clamshells.



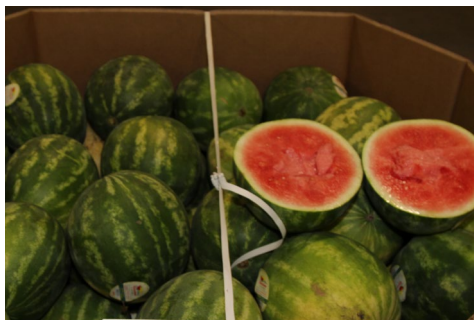
CV PEPPERS

15 lb Red Peppers are in better supply with promotable volumes this week and lower pricing.

The **Green Pepper** pricing is strong. There's light production from Georgia due to rain and North Carolina has only started in a slow way. Pricing is trending higher.

11lb Red, Yellow, and Orange Peppers are steady with solid quality.

Mini Mixed Sweet Peppers are still in good supply with promotable volumes.



CV WATERMELONS

Rain in Central Florida has ended that **Watermelon** harvesting region for the season. Northern Florida and Georgia will need to cover all the demand for the East Coast.

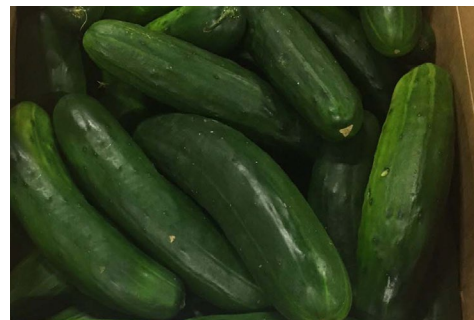
We will see the prices hold steady this week, but then an increase as we approach the 4th of July pulls.



CV CORN

Sweet Corn is plentiful from Georgia on **Yellow, White, and Bi-Color**, with steady to lower pricing this week.

Local Update: Delaware growers are expected to start within a few weeks (crates and bins) on high-quality "**Eastern Shore**" **Corn**.



CV CUCUMBERS

Super Select Cucumbers remain limited from Georgia and North Carolina. Selects remain plentiful with aggressive pricing.

Cello Wrapped Cucumbers from Canada have tightened in supply with a bump up in pricing this week.



CV RADISHES

While 24ct **Bunched Radishes** remain limited, 6oz and 1lb cello pack production is increasing a bit as some Canadian production has started. **Cello Pack Radish** pricing will be lower this week.



CV HASS AVOCADOS

Peruvian **Hass Avocados** hitting the market have driven the market down. Prices on Mexican fruit have been reduced and still get a premium over the other imports. Quality, especially eating quality, is superior.



CV GRAPES

Mexico and Southern California are in peak volume on all color **Grapes**. Prices have adjusted down with the volume and are very promotable.

Proprietary varieties like "**Cotton Candy**" and "**Sweet Celebrations**" are available at higher prices.



CV GREEN BEANS

ALERT! **Green Bean** pricing is up sharply. Heavy rains in North Carolina are creating a drop in supply.



CV MELONS

Look for steady supplies and pricing of **Cantaloupes** and **Honeydew** this week out of both Mexico and California.

Athena-style Cantaloupes are in peak season out of Georgia. Quality is better than it was from Florida.



CV CELERY

GOOD NEWS! The **Celery** market is finally adjusting down due to production from Salinas, CA and Santa Maria, CA in addition to Oxnard. Quality is good, and pricing is coming down significantly.



CV CAULIFLOWER & BROCCOLI

Cauliflower quality is very nice with lower pricing this week.

Broccoli Crowns are nice in quality from California with steady pricing. Some East Coast product is available for early June too.



CV GREEN ONIONS

Green Onion supply remains plentiful with steady to lower pricing and nice quality.



CV SQUASH

Green Zucchini is limited. We will have a mix of New Jersey and Georgia product. **Yellow Squash** is steady.

Hard Squashes are limited.



CV BLUEBERRIES

Steady **Blueberry** supplies will continue this week out of North Carolina, including the Driscoll's brand.

New Jersey could ship their first **Blueberries** for the week of June 12th. Prices will hold steady until volumes increase out of NJ later in June.



CV PEACHES

A handful of **Peaches** are coming in from Georgia to go along with some very nice tree ripe fruit from California.

There is not promotable volume on Eastern **Peaches**, but in late-June/early July when New Jersey and Pennsylvania get started, this will change and we will have good volume on Eastern fruit.



CV STRAWBERRIES

Keep promoting **Strawberries** this week! Supplies will continue to be steady and prices will remain promotable out of the Salinas/Watsonville area.

The Driscoll's brand is a few dollars higher per case than other labels, but the size, flavor, and quality has been outstanding this month.

