



ORGANIC OUTLOOK

JULY 14 - JULY 21, 2017



WWW.FSPRODUCE.COM 18/2 LB

ORGANIC LOCAL ONIONS

PA Grown Organic Candy Sweet Onions are now available in both 40lb bulk as well as 18/2lb bags, from Christ King, an Amish farmer located in Lancaster County, PA!

Local PA grown **Organic Red Onions** are now also under way. Quality has looked very nice and supply should be plentiful through August.



OG BERRIES

Organic Strawberry supplies out California are in excellent supply with promotional opportunities available.

California **Driscoll's Organic Blackberries** continue in steady supply with promotional opportunities available.

Organic Blueberries out of New Jersey have virtually wrapped up for the season as most pickers have moved on to the Northwest and Michigan. The Pacific Northwest and Michigan are also struggling with picking **Organic Blueberries**. The weather has caused delays but this should improve daily and excellent volume is expected for the end of July.

Organic Raspberry volume is steady and prices are firming slightly.



OG STONE FRUIT

WASHINGTON

Organic Dark Sweet Cherries are in excellent supply with good sizing and quality. Promotional opportunities are available.

Organic Rainier Cherry supplies have improved and promotional opportunities are now available.

Organic Apricots in bulk and 20/11lb. clamshells are now available in firm but steady supply.

CALIFORNIA

Organic Yellow Peach supplies have improved slightly. Expect pricing to remain firm. **Organic White Peaches** are back in limited, but improving, supply.

Organic White Donut Peaches are finished, but we may have a surprise arrival here or there.

Organic Yellow and **White Nectarines** are extremely limited and priced very high.

Organic Red Plums, Black Plums, and Pluots are in slightly better supply this week with lowering prices.



OG TOMATOES

Organic Cluster Tomatoes are in abundant supply out of Mexico and have started up out of Canada as well. It's a good time to promote.

2-layer **Organic Round Tomatoes** are in good supply out of Mexico. Canada reports good supplies of **Organic Hothouse Tomatoes** and quality has been very good. PA Organic Tomatoes are expected in late July.

Organic Cherry Tomatoes are finished from Georgia, but small farms in PA are currently producing 20lb bulk packs. **12ct Organic Cherry Tomato clamshells** from PA are expected in mid to late July. Mexico has abundant supplies from one shipper, but is limited elsewhere.

Organic Grape Tomatoes are in good supply from Georgia, but will finish this week. PA will start later in July. Canada reports good supplies on **Organic Grape Tomatoes**, while Mexican shippers are limited.

Organic Roma Tomatoes are in adequate supply out of Mexico, but are hit or miss some days.



OG CUCUMBERS

Organic Cucumbers are in limited supply out of North Carolina and New Jersey, and Georgia is all but done. PA **Organic Cucumbers** will begin this weekend out of Lady Moon Farms in PA. CA reports adequate supplies of **Organic Cucumbers**. Quality is not as strong as the east coast.

Organic Hothouse Cucumbers are in very good supply Holland and Mexico, but limited out of Canada. **Organic Persian Cucumbers** are in steady supply out of Mexico.



OG GREENS

Organic Green Kale is in abundant supply from Lady Moon Farms in PA, but **Collards, Dandelion, and Red Kale** are limited. Organic Collards, Parsleys, and Lacinato Kale are all ending.

NJ has all but finished its harvests of **Organic Greens**. New York will begin harvesting Organic Kale in late July.

CA reports very good supplies of all **Organic Kales, Chards, and Collards**, but **Organic Parsleys** are limited from CA.



OG LETTUCE

Organic Lettuce is in adequate supply from California, and it continues to arrive with bruising and rib rust, particularly on **Organic Romaine, Red Leaf, and Butter Lettuces**.

Canada reports good supply on **Organic Romaine, Red Leaf, and Green Leaf Lettuces**. Weight is on the lighter side, but that is expected to increase in weight/girth on the next arrivals.

The **Organic Romaine Heart** market has dropped and quality has improved, making it a good time to promote.



OG SWEET CORN

Organic Bi-Color Sweet Corn is expected to be limited out of NJ. North Carolina **Organic Sweet Corn** is all but finished. New York should start in late July.



OG GREEN BEANS

Organic Green Beans are very limited in supply out of Mexico, North Carolina, and Georgia. Pricing is very high. PA should start in late July.

Organic Romano and Purple Beans are in limited supply out of CA.



OG MELONS

California **Organic Cantaloupe** supply is improving and fruit should be really nice through early August, providing that they don't have any significant weather events.

California **Organic Honeydew and Galia Melons** are beginning in a very small way and should improve daily for mid to late July.



OG GRAPES

Mexican **Organic Green and Black Grapes** continue to be in supply, but are expected to wrap up for the season headed into August. We should see a smooth transition into California crop.

California **Organic Red Grapes** are in good supply. Expect **Organic Green and Black Grapes** to begin any moment.



OG BROCCOLI & CAULIFLOWER

Organic Broccoli is increasing in volume out of CA. Demand is low which has caused pricing to drop. Quality has improved over last week. **Organic Broccoli Crowns** are in better supply out of CA and price is steady. Expect generally low prices through the middle of July.

Organic Cauliflower is in limited supply out of California and some discoloration is present. Canada began harvesting limited supplies this week and it should increase next week.



OG HASS AVOCADOS

ALERT! Organic Hass Avocados will be very tight in the smaller sized fruit for at least one more week here in the middle of July.

Flora Loca crop fruit from Mexico has its first crossings this week and this should help with tight supplies on smaller fruit. It will take a while for Mexico to get consistent supplies of fruit into the USA so we are still dealing with inflated markets.



OG LEMONS

California **Organic Lemon** supplies remain extremely firm high prices. This is expected to continue. We expect to start seeing sporadic gaps in supply.

Mexico **Organic Lemon** supply continues to be delayed and there is no secure arrival date.



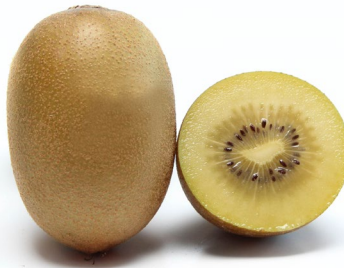
OG PEPPERS

Holland shippers report good supplies of **Organic Red, Yellow, and Orange Peppers** at this time. Canada reports limited supplies of all three colors.

Organic Green Peppers are currently shipping out of North Carolina and California. Demand has slowed. NJ will begin their harvests in mid-July. Pennsylvania expects to harvest product by the end of the month.

Organic Jalapeño Peppers are in decent supply out of CA with higher pricing. **Organic Anaheim and Poblano Peppers** are limited out of CA.

Clamshells of **Organic Padron and Shishito Peppers** have now started out of Mexico, and will start in late July from New York.



OG KIWIFRUIT

New Zealand **Organic SunGold Kiwifruit** are expected back this week. Supplies are expected to be limited all season.

New Zealand volume fill, 1 layer trays, and 20/1 lb **Organic Green Kiwifruit Green** volume fill, 1 layer trays and 20/1lb. are in firm supply with a crop smaller than last year



OG SQUASH

Western PA growers have adequate supplies of **Organic Zucchini** and Central PA will begin the middle of July.

California shippers are in very limited supply of **Organic Yellow Squash**, and while **Organic Zucchini** is available, supply is still building.

New York growers report very limited supplies of **Organic Gold Bar and Patty Pan Squash**, but **Organic Zucchini** is in good supply.

Georgia is finished on its **Organic Yellow and Zucchini Squash** harvests.

Ohio is in adequate supply of **Organic Zucchini** at this time. Quality has been very good, though not as dark as GA product. OH reports limited supplies of **Organic Yellow Squash**.



OG EGGPLANT

New Jersey and North Carolina has started harvesting limited amounts of **Organic Eggplant**. PA will start in late July. Mexico and Georgia are finished. CA shippers report adequate supplies of **Organic Globe Eggplant** as well.



OG MANGOS

Organic Tommy Atkins and Kent Mangos are in great supply with several growing regions pumping and heavy volume coming out of Mexico. Look for some special promotions and great quality on **Organic Mangos** through the month of July!

Organic Ataulfo/Honey Mangos will be winding down and have unexpectedly gapped here last week and the beginning part of next week. Fruit supplies will be on the decline.

Florida grown **Organic Mangos** will again be available mid-July.

OTHER STORIES:

- **Organic Yellow and White Onions** are steady out of California.

- **ALERT! Organic Young Thai Coconuts and All-Natural Young Thai Coconuts** will once again be in short supply next week. The organic market will open up in late July and the all-natural market should follow around the same time.

- **Organic Formosa Papayas** are in good supply. Quality has been good as well.

- **Organic Pineapples** will be in good supply once again next week. Quality has been excellent. Dole continues to offer a cheaper option with excellent quality

- **Organic Baby Spinach and Arugula** supplies have had some quality issues related to heat that was experienced out west. Shortages and quality issues have been popping up from time over the past few weeks and will likely continue for a few more.

- **Organic Bunch Spinach** supplies are very limited out of CA. Nevada reports goods supplies of **Organic Bunched Spinach**. New York reports limited supplies.

- CA reports limited supplies of **Organic Green, Red, and Savoy Cabbage**. **Organic Napa Cabbage** is very limited and expensive. **Organic Green Cabbage** is in adequate supply out of North Carolina and Pennsylvania. **Organic Red Cabbage** is in limited supply out of PA.

- The **Organic Celery** market is steady, but some black heart is still seen here or there. Organic Celery Hearts are in adequate supply. Price is lower.

- New crop **Organic Garnet and Jewel Sweet Potatoes** will get started next week – this will cause a slight increase in price. New crop **Organic Oriental Sweet Potatoes** are roughly two weeks behind the garnets and jewels.

- California **Organic Red and Yellow Potatoes** continue to increase in price this week.



JULY 14 - JULY 21, 2017

ORGANIC



NEW JERSEY

EASTERN FRESH GROWERS - CEDARVILLE, NJ

- 40644 - OG Eggplant NJ 22 lb
- 40796 - OG Peppers Green Large NJ 25 lb

NEW YORK

HEPWORTH FARMS - MILTON, NY

- 41091 - OG Cucumber NY 20 lb
- 40670 - OG Greens Collards NY 24 ct
- 40857 - OG Kohlrabi Bunch Purple NY 12 ct
- 40995 - OG Kohlrabi Green NY 12 ct
- 42314 - OG Peas English NY 15 lb
- 41101 - OG Squash Gold Bar NY 20 lb
- 41022 - OG Squash Sunburst NY 20 lb

PEDERSEN FARMS - SENECA CASTLE, NY

- 40416 - OG Greens Kale NY 24 ct

PENNSYLVANIA

CHRIST KING - LANCASTER, PA

- 41091 - OG Cucumber PA 20 lb
- 41531 - OG Onion Red Jumbo PA 40 lb
- 41525 - OG Onion Red Medium PA 40 lb
- 41535 - OG Onion Sweet Jumbo PA 40 lb
- 41536 - OG Onion Sweet Medium PA 40 lb

CLARION RIVER -

- 40562 - OG Cabbage Red PA 40 lb
- 40518 - OG Cabbage Savoy PA 35 lb
- 41036 - OG Squash Acorn Green PA 30 lb
- 41050 - OG Squash Spaghetti PA 30 lb

LADY MOON FARMS - CHAMBERSBURG, PA

- 40666 - OG Chard Green Premium PA 24 ct
- 40667 - OG Chard Red Premium PA 24 ct
- 41088 - OG Cucumber Premium PA 20 lb
- 40211 - OG Fennel PA 12 ct
- 41007 - OG Greens Collards PA 24 ct
- 49875 - OG Greens Kale Loose PA 18 lb
- 40668 - OG Greens Kale Red Bore PA 24 ct
- 40628 - OG Greens Dandelion Premium PA 24 ct
- 40893 - OG Greens Dandelion Red PA 24 ct
- 40811 - OG Greens Kale PA 24 ct
- 40472 - OG Greens Kale Lacinato PA 24 ct
- 40724 - OG Parsley Italian Flat Premium PA 30 ct
- 41020 - OG Squash Zucchini PA 20 lb

SAM STOLTZFUS - LANCASTER, PA

- 41091 - OG Cucumber PA 20 lb

LADY MOON FARMS - CHAMBERSBURG, PA





JULY 14 - JULY 21, 2017

CONVENTIONAL

DELAWARE

VINCENT FARMS - DELMAR, DE

- 11059 - CV Cantaloupes Bin DE 110 ct
- 01084 - CV Corn White Bin DE 50 dz

NEW JERSEY

EASTERN FRESH GROWERS - CEDARVILLE, NJ

- 02855 - CV Cucumber Carton NJ 24 ct
- 02812 - CV Cucumber Select NJ 72 ct

FLAİM FARMS - VINELAND, NJ

- 00455 - CV Basil NJ 15 ct
- 00551 - CV Beets Red Bunch NJ 12 ct
- 00592 - CV Bok Choy Baby (Shanghai) NJ 30 lb
- 01275 - CV Eggplant Graffiti NJ 12 lb
- 01285 - CV Eggplant Italian NJ 10 lb
- 01260 - CV Eggplant Premium NJ 24 lb
- 01273 - CV Eggplant Sicilian NJ 20 lb
- 00790 - CV Cabbage Chinese NJ 30 lb
- 00745 - CV Cabbage Green NJ 50 lb
- 01670 - CV Cabbage Napa NJ 30 lb
- 00780 - CV Cabbage Red NJ 50 lb
- 00795 - CV Cabbage Savoy NJ 30 lb
- 01041 - CV Cilantro NJ 15 ct
- 01200 - CV Dill NJ 24 ct
- 01308 - CV Greens Collard NJ 18 lb
- 01315 - CV Greens Kale 18ct NJ 18 lb

- 01350 - CV Greens Turnip NJ 18 lb
- 01510 - CV Mint Box 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

JERSEY FRUIT - HAMMONTON, NJ

- 10105 - CV Blueberries NJ 12/1 pt
- 15679 - CV Peaches 2 3/4" NJ 25 lb
- 15678 - CV Peaches 2 1/2" NJ 25 lb
- 15681 - CV Peaches 2 1/4" NJ 25 lb

PENNSYLVANIA

BENEDICT - CHAMBERSBURG, PA

- 02803 - CV Cucumber Super Select PA 72 ct
- 02812 - CV Cucumber Select PA 72 ct
- 01834 - CV Peppers Green XLG PA 22 lb
- 01828 - CV Peppers Green Choice PA 22 lb
- 02240 - CV Squash Green Medium PA 20 lb

CEDAR MEADOWS - LANCASTER, PA

- 23156 - CV Tomato Heirloom PA 15 lb
- 23206 - CV Tomato Rainbow Cherry PA 15/1 pt

COPENHAVER - LEBANON, PA

- 00482 - CV Beans Green PA 25 lb

HESS FARMS - WAYNESBORO, PA

- 00482 - CV Beans Green PA 25 lb
- 02845 - CV Cucumber Kirby PA 40 lb
- 02803 - CV Cucumber Super Select PA 72 ct
- 02338 - CV Squash Yellow Medium PA 20 lb

JOSH WEAVER - LANCASTER, PA

- 01065 - CV Corn White Bin PA 50 dz

STAUFFER HULING FARMS - LANCASTER, PA

- 04106 - CV Onions Sweet Jumbo PA 40 lb
- 04106 - CV Onions Sweet Jumbo PA 14/3 lb

VIRGINIA

PARKER FARMS - OAK GROVE, VA

- 01062 - CV Corn Bi-Color VA 48 ct
- 01060 - CV Corn White VA 48 ct



FOR MORE INFO OUR OUR LOCAL GROWERS, VISIT
FSPRODUCE.COM/LOCAL



CONVENTIONAL OUTLOOK

JULY 14 - JULY 21, 2017

WWW.FSPRODUCE.COM 19 LB

CALIFORNIA GRAPE SEASON OUTLOOK



We are getting moved into all 19-pound **Grapes** shipping from the Bakersfield and Fresno, CA districts.

Red Seedless Grapes are picking up in volume along with a good supply of **Black Seedless Grapes**, but many growers are struggling to get started with **Green Seedless Grapes**. The very hot weather has slowed maturity and the **Green Grapes** do not have enough sugar.

Mid-July should get that turned around and we will see better supplies on **Green Grapes** early next week. Prices are much higher than how Mexico finished.

"Pretty Lady" Grapes have started in high graphic display bags. **"Esteem" Green Grapes** will begin before the end of the month, and the much anticipated **Green "Emerald"** variety will begin in mid-August.



CV BERRIES

Look for **Blueberry** prices to come down this week. New Jersey will continue for mid-July, but will then end. Michigan and the Pacific Northwest region will have good volumes and will continue to increase. **Blueberries** will be a good item to promote for the rest of July.

Strawberries are in steady supply and pricing this week. No changes are expected in CA.



CV TOMATOES

Local items available this week: **15lb PA Heirloom Tomatoes (code 23156)** and **15/1pt Rainbow Cherry Tomatoes (code 23206)**

15lb Beef and **11lb Cluster Tomatoes** are more limited, but quality is nice. Pricing moved up a bit.

Vine Ripe 2-Layer Tomatoes are limited with steady pricing. 25 lb supply is spotty.

Roma Tomatoes are in better supply and quality is nice. Pricing is steady this week.

Grape Tomatoes are in great supply. It's a good time to promote as volumes are great and pricing is lower. **Organic Cherry Tomatoes** are steady.

We will likely continue with on-the-vine **Sapori Tomatoes** again this week. Although pricing moved up slightly, quality is excellent.



CV CHERRIES

Cherry supplies continue to exceed demand and prices are still cheap.

In fact, as some are coming to the end of their season, they have chosen to abandon the remainder of their crop instead of packing them and selling at a loss.

This doesn't seem to move the market as many large growers have a long way to go and continue to pack big numbers.



CV PEARS

Imported **Pears** have been limited as that season is winding down with only a few more arrivals on the water. Prices are much higher.

After being delayed due to the hot weather out west, California will finally start picking this week-end and we will have our first new crop **Bartlett** and **Red Crimson Pears** on the road in late July. **Bosc Pears** will begin in early August. For a cheaper **Pear**, the Northwest continues to ship good old crop **Anjou Pears** at great prices.



CV PEPPERS

11lb Red and **Orange Peppers** are steady, while **Yellow Peppers** are abundant with aggressive pricing this week.

Green Peppers remain limited and local supplies are still a few weeks away.

15lb Red Peppers are limited with nice quality.

Mini Mixed Sweet Peppers are limited still, but pricing has leveled.



CV LETTUCE

Western **Iceberg Lettuce** supplies are limited with steady to higher pricing with decent quality. Canadian **Iceberg Lettuce** is available again this week with nice quality, with a bump up in pricing, although it's still a nice advantage versus the Western.

Western and Canadian **Leaf Lettuce** is steady. **Romaine Hearts** are plentiful from California and Canada with steady to lower pricing and nice quality. It's a great week to promote.



CV ASPARAGUS

Asparagus prices are extremely high and will continue this week with limited supplies. Mexican volumes are way down and Peru is not picking much product for another few weeks.



CV MELONS

Cantaloupe and **Honeydew** supplies out of California are expected to really get rolling this week. Look for prices to adjust down quickly as more fruit hits the market.

Delaware will increase their **Bin Cantaloupe** supplies this week as well.



CV WATERMELONS

Watermelons are in steady supply out of the Carolinas and Georgia this week. We are keeping a close eye on quality as rain hit parts of the east coast, causing more disease issues.

Delaware will get started in mid to late July. Prices will begin to lower.



CV ARTICHOQUES

12ct Jumbo Artichokes are flush with nice quality and aggressive pricing - promote!



CV CABBAGE

Cabbage is in good supply with steady pricing from New Jersey.



CV BRUSSELS SPROUTS

Brussels Sprouts remain limited with steady to higher pricing.



CV SQUASH

Zucchini quality is very nice with aggressive pricing.

Yellow Squash is in better supply with lower pricing.

All **Hard Squashes** remain limited.



CV SWEET CORN

Bin White Sweet Corn is in good supply with nice quality from Delaware.

Crate Sweet Corn is a bit snuggier with good quality and an uptick in pricing this week.



CV BROCCOLI & CAULIFLOWER

Broccoli Crowns are steady from California with nice quality.

Cauliflower remains limited with nice quality.



CV CUCUMBERS

Cucumbers are in better supply as more NJ and PA product is available. Quality is very nice with lower pricing this week.

Cello-wrapped Cucumbers are nice quality with steady to lower pricing this week.



CV ONIONS

The **Onion** market continues to be very active. Pricing on medium-sized **Yellow Onions** remains strong and **Red Onions** have begun to follow suit.

Demand is good and the high quality product is demanding a premium price. The market is expected to remain strong throughout the summer months before growers in Washington bring new crop **Onions** by mid-August.



CV CELERY

Western **Celery** is limited with steady pricing.

Michigan **Celery** is available again this week with nice quality and a good price advantage versus the Western.



CV EGGPLANT

The **Eggplant** market is steady. New Jersey supplies are kicking in.