

# ORGANIC MARKET NEWS



JANUARY 17 - JANUARY 24, 2019

## WINTER ORGANIC BERRY OUTLOOK



Which **Organic Berries** are promotable for the rest of January? For February?

**Organic Blackberries** out of Mexico are in excellent supply with promotional opportunities available for the rest of January. Quality has been pretty nice.

Driscoll's brand **Organic Blackberries** out of California and Mexico however, are in tight supply. Production is expected to ramp up in a few weeks out of Baja, Mexico. Prices should come down on the Driscoll's proprietary varieties headed into February.

**Organic Blueberries** out Peru and Chile are now in excellent supply. Look for promotional opportunities in January on 6 oz. Then in February, we're expecting outstanding promotional opportunities on 12/1 pt from Chile.

Driscoll's **Organic Blueberries** continue in firm but steady supply out of Mexico with excellent bloom, size, and flavor.

**Organic Strawberry** harvests are beginning to increase slightly. Expect modest price drops across the rest of January, but volumes will not support promotions just yet.

**Organic Raspberries** out of Mexico and California continue to tighten slightly and prices are expected to rise.



### OG SQUASH

**Organic Acorn, Butternut, and Spaghetti Squash** have increased in price this week and are expected to remain in lighter supply for the rest of January out of Mexico. Quality has looked very nice.

**ALERT!** **Organic Kabocha Squash** is expected to gap in supply until February. **Organic Delicata** has really jumped up in price as a result of limited supply coming out of the fields.

Expect to see Mexican **Organic Yellow** and **Zucchini Squash** pricing elevated since product is limited. Lady Moon Farm's crop from Florida is done for the season.



### OG TOMATOES

**Organic "Darkloom" and Mixed Heirloom Tomatoes** from our Fair-Trade partner from Mexico, Covilli, are available through January. Quality has looked great.

**Organic Grape Tomatoes** remain promotable this week. Quality has looked outstanding.

**Organic Roma Tomatoes** will be available out of Mexico this week. Florida production is starting to gap but Mexico is coming in with strong numbers and great quality.

**ALERT!** **Organic Beefsteak** and **Cluster Tomato** prices will be extremely limited and high this week. Mexican shippers have little to no availability, causing the shortages. Expect gaps in supplies.



### OG SPECIALTY ROOTS

**Organic Specialty Roots** available now:

- OG Purple Daikon
- OG Red Daikon
- OG Black Radish
- OG Beauty Heart Radish
- OG Watermelon Radish
- OG White Sunchokes
- OG Rutabagas
- OG Turnips
- OG Scarlett Turnips
- OG Yuca
- OG Black Garlic
- OG Red Spring Onions (Knob)





## OG ONIONS/POTATOES/SWEETS

**Organic Onion** prices remain steady this week. Quality has been looking very nice on product out of Nevada and the Pacific Northwest.

**Organic Potatoes** will increase in price this week. We are seeing tighter supplies this week and a couple of shipping regions are into some challenging quality lots and smaller sizing. Expect the **Organic Russet Potato** market to be tight for the next few weeks.

There is still time to enter the **AV Thomas "Natural Beauty" Organic Sweet Potato** Display Contest. The contest runs through the rest of January. Talk to your sales rep about sell pricing and build some large displays for big profits and great prizes!



## OG BEETS

**NOTE: Organic Bunched Beets** from California and Arizona are seeing steady supplies in January, unfortunately we have seen less than ideal quality on the bunch tops due to excessive rains in these growing regions.

**Bulk Organic Beets** continue with steady availability and pricing during January. Both California and local Pennsylvania supplies will continue with excellent quality from both regions.



## OG PEPPERS

**Organic Green Peppers** will be promotable from Lady Moon Farms in Florida for the rest of January. Product from Mexico is also in season and quality on both origins is good.

**Organic Colored Bell Peppers** from Israel and Mexico are both currently in season. Availability from Israel has seen improvement as the season is ramping up, while Mexico remains rather limited.



## OG GREENS

**Organic Chards, Collards, Kales,** and other greens from Lady Moon Farms are in excellent supply, with stellar quality and great pricing. Look from promotable opportunities.



## OG LETTUCES

**Organic Leaf Lettuces** from Lady Moon Farms in Florida are in full swing. Look for steady availability and excellent quality in late January. Take advantage of diet season and expand you leaf section as demand will be higher.

**Organic Romaine Hearts** from Arizona are expected to go up in price for late January.



## OG CUCUMBERS

**ALERT! Organic Cucumbers** from Mexico continue to see extremely limited supplies. Serious winter rains and cooler temperatures near New Year's Eve created quality issues and limited supplies.

As new growing regions begin, hopefully it will be relief in pricing and availability, however, prepare to see high pricing and inconsistent supplies heading into February before pricing and supplies stabilize.



## OG BRUSSELS SPROUTS

Expect **Organic Brussels Sprouts** from Mexico and California to continue with steady supplies, stellar quality, and competitive pricing during January before pricing stabilizes. With these conditions, this is an excellent product to promote.



## OG BOK CHOY

**Organic Baby Bok Choy, Red Baby Bok Choy,** and **Bok Choy** from Lady Moons Farms in Florida are in excellent supply and great quality for January.



## OG GRAPES

New crop **Organic Grapes** out of Peru have begun with **Green** and **Red Seedless** in 18lb cases. Some **Red Globe Seeded** are also available.





## OG AVOCADOS

**NOTE: Organic Hass Avocados** are in very snug supply from Mexico. Pricing continues to rise but is expected to level off as we head toward the Big Game.

48ct and 60ct **Organic Fair-Trade Hass Avocados** will be available for late January. Trucks coming out of Texas have been hard to come by, causing the price of fruit to be driven up even further than expected during mid-January.



## OG APPLES

The smash-hit **Organic SugarBee Apples** will continue to be available through the rest of January.

**Organic Gala Apple** prices are beginning to rise as the big push is over. Supplies will remain available, but the big promo pricing is done for now.



## OG CELERY

**Organic Celery** continues to have great supplies, excellent quality, and aggressive pricing in early January.

Continue to promote **Organic Celery** as it continues to be in high demand as diet season continues.



## OG BROCCOLI & CAULIFLOWER

**Organic Broccoli** from Arizona and Southern California is seeing limited harvests due to less than ideal weather causing the pricing to increase.

Quality on **Organic Broccoli** has been shaky as the season continues because of a variety issue and poor growing conditions. Expect pricing to remain elevated before pricing stabilizing and quality to improve in late January.

**Organic Cauliflower** from Arizona and Southern California is seeing good quality, however, expect pricing to increase and availability to begin decline headed towards February.



## OG CALIFORNIA CITRUS

**Cara Cara Oranges** and **Blood Oranges** are now both in peak season for late January and February display.

**Organic Minneola Tangelos** will be arriving this weekend and steady supplies are expected.

**Organic Mandarins** are transitioning from the Clementine variety (ending) to the Tango variety (starting). Across the end of January, this will happen for the 2lb Cuties program, 2 lb Homegrown Organics pouch bags, and the "Candy Mandy" bags.

**Organic Pummelos** continue with excellent quality and supply.

**Organic Navel Oranges** are in peak season with fantastic quality and nice promotability.

**Organic Kumquats** in 12/8oz clamshells will be in peak season for late January and February.



## OG SPECIALTY CITRUS

Buck Brand **Organic Specialty Citrus** in stock or arriving for mid-January:

- OG Buddha's Hand
- OG Finger Limes
- OG Mellow Gold Grapefruit
- OG Lemonade Lemons
- OG T'Orange Lemons
- OG Sweet Palestinian Limes
- OG Algerian Clementines
- OG Mango Valencia Oranges
- OG Heirloom Navel Oranges
- OG African Shaddock Pummelos
- OG Thai Sweet Pummelos

Learn more here: <http://ow.ly/e63n50xSg12>

## OTHER STORIES

• **Organic Asparagus** will be available this week in limited numbers. Quality has look good from new fields in Mexico. Expect limited quantities and gaps as harvests are just starting.

• **Organic Eggplant** from Lady Moon Farms in Florida continues to see steady harvest yields during January. Prepare to see a slight drop in supplies as new fields begin. Look for promotional opportunities.

• **Organic Kent Mangos** from Peru are in steady supply. The Kent variety fruit is arriving very nice! Both 10ct and 12ct fruit will be in good supplies.

• **Organic Green Beans** from both the Florida and Mexican growing regions are in excellent supply during mid-January and are expected to continue with this trend through the end of January.

• **Organic Pineapple** supplies have tightened a bit due to increased demand through the first few weeks of the year. Fruit will be limited for late-January.

• **Organic Young Thai Coconuts** have tightened up unexpectedly as container delays and supplies have become problematic. Fruit will be available for late January in limited supplies.



# CONVENTIONAL MARKET NEWS

JANUARY 17 - JANUARY 24, 2019

## HEIRLOOM NAVEL ORANGES & OTHER CITRUS



10/3lb "Vintage Sweets" Heirloom Navel Oranges tree-ripened at old line orchards continue to be a hit! The packaging is attractive and the oranges are very sweet.

Regular California Navel Oranges peak sizing is moving from 88ct and smaller, up to 72ct and larger. 56ct and larger are being offered at much better prices. With fewer smaller-sized fruit, prices are increasing on 88ct and 113ct, but more promotable on the jumbo fruit.

Cara Cara Navel Oranges have been nice with good volume. Blood Oranges are also selling very well.

Minneola Tangelos are in good supply with great quality as fruit is now being harvested in Central California.

The Pummelo season could end abruptly with a smaller crop overall and growers running out of the larger sizes. Small fruit is available.

**NOTE:** The Clementine variety of Mandarin is winding down for the season, and the recent arrivals have seen some quality issues such as soft and puffiness. We will keep inventories lighter until the new crop Tango variety starts the week of 1/20, then we can ramp up again with Halos and other brands.

**SUMO Citrus** is here! Ask your sales rep for more information about how you can get involved during the late January through March peak season.



### CV BERRIES

**Strawberries** will be in better supply this week out of Florida. Sizing has been much better, and the flavor is excellent. Mexico and California growing areas will remain limited due to weather, but within the next couple weeks supplies are set to improve. The majority of our fruit will be sourced from Florida this upcoming week, including the Driscoll's brand.

**Blackberries** will be in good supply for late January on non-Driscoll's fruit, but supplies are expected to tighten as we head into February. The week of 1/20 will be a great time to promote!

**Blueberries** are in excellent supply from Chile as their season ramps up, and despite supplies from Peru dropping, the market price will remain promotable. This is expected to last through the beginning of February, and then pricing will begin to rise. Quality on all pints and 6 oz. from Chile has been excellent.

**NOTE: Raspberries** will be in much tighter supply this week from Mexico. We're currently in a prorated situation, but supplies should improve over the next few weeks. Look for pricing to rise slightly as we head into late January. Quality, size, and flavor have been outstanding.



### CV GRAPES

Arrivals of **Grapes** from both Peru and Chile have been coming in slowly. In general, Chile is seeing lower volumes and smaller sizing this season.

**Cotton Candy Grapes** from South America are now available!

There is a wide range of pricing on **Green Grapes** depending on variety, country of origin, and volumes. **Sweet Globes** and **Sugar crisp** varieties from Peru have been good, but that has varied from grower to grower. The **Primes** and **Sugarones** from Chile have been very good this year. This fruit has good size, clean bunches, and crisp berries.

**Red Grapes** have been short from the beginning. The newer varieties from Peru are still trading at much higher levels. **Flames** and **Crimsons** are very good this year. We are starting to see the newer varieties, **Jack Salute**, **Sweet Celebration**, and **Timco**, start to dwindle as we get more fruit from Chile and less fruit from Peru.

**Black Grapes** have been almost nonexistent. They are very tight from Peru, and Chile won't begin with arrivals until the vessel set to arrive on January 22. Containers have been delayed and failed cold treatment are some issues.



### CV PEPPERS

15lb **La Rouge Red Pepper** markets are steady this week. Quality out of Mexico has looked excellent!

**Green Pepper** markets this week will remain steady. Prices may start to come off end of week as supplies start to become available in better numbers. Quality from Mexico and Florida have both been very nice.

**ALERT! Mini Mix Sweet Pepper** prices remain short this week. Low harvest numbers continue to leave supplies limited. Prices will be more promotable in mid-February.

11lb **Hothouse Red, Orange, and Yellow Peppers** are starting to come off some as supplies are starting to exceed demand. Quality has been excellent on all 3 colors.





### CV ASPARAGUS

**Asparagus** from Peru remains steady during mid-January, and quality has looked good.

New crop **Asparagus** from Mexico will ramp up in 28lb cases in the beginning of February.



### CV GREEN BEAN

**Green Bean** prices are promotable this week. Florida production is picking up some due to hot weather. Demand remains very light. Quality has looked very nice.



### CV SQUASH

**ALERT!** **Green** and **Yellow Squash** prices are rising again this week. Product is extremely limited from both Florida and Mexico. Quality from Mexico has looked nice.



### CV STONE FRUIT

**Peaches** and **Nectarines** from Chile have not sized up as quickly as normal. The ship arriving in late January to the Port of Philadelphia will have better sizing and volumes.

**Plums** arrived early, then disappeared. Some of the better varieties, Sapphires and Owen T, are set to arrive later this month.

The last arrival of **Cherries** will be on the boat on the 22nd. Depending on demand, there should be enough volume to run through the end of the month.



### CV CUCUMBERS

**Super Cucumber** prices continue to rise this week. Florida is lacking supplies, forcing more demand into Mexico, but Mexico remains short on product. Quality however out of Mexico has looked excellent.

**Seedless Cucumber** harvests and demand are steady out of Mexico. Quality has looked great.

**ALERT!** **Mini Seedless Cucumbers** are rising this week. Product out of Mexico has been short on supplies, which is causing the rise.



### CV LETTUCE

**NOTE:** **Iceberg Lettuce** out of Arizona and Southern California is starting to see slightly better yields, but quality is still an issue (epidermal peel & occasional discoloration). Sourcing out of Mexico has provided better quality, but some of those shippers are now running out. While prices won't be quite as high for late January, they're not dropping dramatically yet.

**Romaine Hearts** seem to be fairly steady, but **Red** and **Green Leaf Lettuces** continue to rise in price and have less availability.



### CV BROCCOLI

Eastern **Broccoli Crowns** have been coming out of GA and FL, and they're beautiful! This product is providing a freshness and price advantage over the Western.

**NOTE:** Western **Broccoli** is extremely tight and becoming less available. There is talk of more availability for the end of January, but with possible quality concerns. Prices will continue to climb due to lack of supply and high demand but should start to plateau.



### CV HASS AVOCADOS

**NOTE:** **Hass Avocados** from Mexico have really tightened up in supply as grower's extended Christmas and New Year holidays prevented fruit from being harvested.

The increased demand has also encouraged growers to hold out workers in efforts to influence price increases through the end of the month into the "Big Game". Still further, higher transportation costs have also contributed to higher pricing!



### CV SPRING ONIONS

**Green Onions** are starting to trickle in more and more each week, but they are still tricky to load. Prices are still high.

**Knob Spring Onions** seem to be a good replacement for the time being.





## CV TROPICALS & SPECIALTY FRUIT

**Sharon Persimmons** are in stock with limited supply from Spain.

**Black Mission Figs** from Mexico will be coming soon! These will be available in a 12/8oz clamshell.

**Mango** supplies from Peru are steady. The Peruvian fruit is arriving in excellent condition. **Ataulfo Honey Mangos** will also be available.

**Young Thai Coconuts** will be in great supply and very promotable next week for the Chinese New Year. We sure to capitalize on these for increased sales!

**Pomegranates** will be in limited supplies next week from Israel. These are premium large fruit that are very nice. **Pom Arils** from California should be in decent supplies through most of January.

**NOTE: Pineapples** are in high demand and this has made supplies limited.



## CV SALADS

**ALERT!** Fresh Express has announced they will continue the suspended production of several SKUs by one more week in order to increase service levels on the highest velocity items.

These Fresh Express items will not be produced from 1/6 to **1/27**:

- 6 oz. Garden Salad
- 24 oz. Garden Salad
- Lettuce Trio
- Double Carrots
- Strawberry Fields
- Citrus Burst
- Organic Baby Kale 5 oz.

Other salad shippers are struggling with **Baby Arugula** due to mildew issues in Arizona and Florida growing areas. Expect poor fill-rates on items with **Baby Arugula** to continue through the month.



## CV TOMATOES

**Grape Tomatoes** remain promotable this week. Quality has looked excellent.

**Roma Tomato** markets are becoming more promotable this week. Product continues to come in from Mexico and Florida with great quality.

**ALERT! Beefsteak** and **Cluster Tomato** prices remain extremely high and limited again for the week of 1/20. Very little production from Mexico continues to keep prices high. Expect gaps in supplies and availability. Quality on **Clusters** from US greenhouses have looked great, however.

**ALERT! Campari Tomatoes** remain extremely limited again this week. Harvest numbers remain low and a big part of the Canadian winter crop has been lost completely. Expect gaps in supply.

**ALERT! Round and Vine Ripe Tomatoes** will be available this week out of Florida. Markets remain extremely high as demand is very strong.



## CV LITTLE POTATO COMPANY

Ask your sales rep about the new **Little Potato Company "Easy Sides" Potatoes!** This fully-cooked convenience item is sold in your refrigerated section.



## CV CABBAGE

**Green Cabbage** remains very promotable from Georgia and Florida this week. Quality has looked excellent.



## CV CAULIFLOWER

Western **Cauliflower** is still limited. Few shippers have it, and those who do are limited.



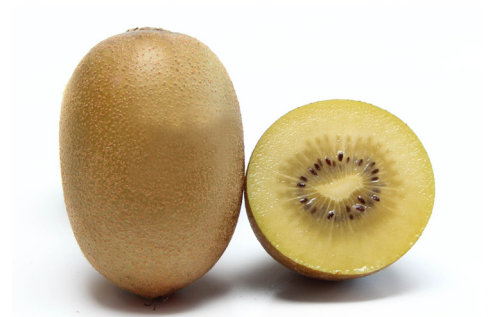
## CV ARTICHOKE

12ct and 24 ct **Artichokes** have more availability but shippers are not letting up on price.



## CV BRUSSELS SPROUTS

Western **Brussels Sprouts** have been slowly climbing in price due to supply and demand.



## CV KIWIFRUIT

**Gold Kiwifruit** will be back in stock for late January from California!





# Four Seasons

Produce Inc.®

# TROPICALS

JANUARY 17 - 31, 2020



## PAPAYA

CODE: 17714

Size: 35 lb



## TAMARINDO

CODE: 19012

Size: 16/1 lb



## PASSION FRUIT

CODE: 9696

Size: 30-35 ct



## SHARON PERSIMMONS

CODE: 17735

Size: 8-10 ct



## PITAHAYA

CODE: 222923

Size: 5.5 lb



## GUAVA

CODE: 17450

Size: 10 lb



## BREADFRUIT

CODE: 17791

Size: 35 lb



## YUCA ROOT

CODE: 1457

Size: 35 lb

## FEATURED ITEM

## STAR FRUIT

CODE: 17780

Size: 25/30 ct

Star fruit is a sweet and sour fruit that has the shape of a 5 point star.

The skin is edible and the flesh has a mild, sour flavor that makes it popular in a number of dishes.

The star fruit is yellow or green in color. It comes in two main types: a smaller, sour variety and a larger, sweeter one.



Call: (717) 721-2800 | FSPRODUCE.

See more on  Instagram (@kennys\_tropical\_corner)

For more information and additional availability on tropical items please contact your FSPI sales associate.