



# ORGANIC OUTLOOK

JULY 28 - AUGUST 4, 2017



WWW.FSPRODUCE.COM 19 LB

## CALIFORNIA ORGANIC GRAPE SEASON

California **Organic Seedless Grapes** are in peak season. Expect steady supplies of excellent quality fruit to continue through the rest of summer.

**Organic Green Seedless Grapes** are mostly "Ivory" for late July and early August. There will be several other newer varieties for August with superior flavor and texture attributes to the varieties of a decade ago.

**Organic Red Flame** is the in season red, and **Organic Summer Royal** is the black variety at this time.

New California **Organic Champagne Grapes** have arrived! Supplies are expected to be snug out of the gate, but will improve in August. **Organic Champagne Grapes** are a miniature red seedless variety for snacking.



### OG HASS AVOCADOS

**ALERT!** **Organic Hass Avocados** are VERY TIGHT in supply from both Mexico and California. California supplies are just about finished and we are seeing a small gap in harvests out of Mexico. There are limited amounts of Mexican product is expected for early August.

We have a shot of Peruvian **Organic Hass Avocados** hitting this week that should help to ease some demand in the Mexican and US lines.-



### OG TOMATOES

PA **Organic Round** and **Heirloom Tomatoes** will start in early August. With cloud cover, cooler temps, and rain expected, we will likely not see significant volume until mid-August.

**Organic Cherry** and **Rainbow Cherry Tomatoes** are in good supply from Lady Moon Farms in PA. NY growers report that their supplies are building on these items as well.

**Organic Grape Tomatoes** are in good supply from Virginia and Canada. NJ and PA have limited to adequate supplies.

**Organic Roma Tomatoes** are in good supply from Mexico. PA growers have started harvesting, but they are more limited.

**Organic Cluster Tomatoes** are in abundant supply out of Mexico and Canada. It's a good time to promote. CA growers are more limited.



### OG STONE FRUIT

Washington **Organic Apricots** in bulk and 20/1lb clamshells are available in season, but that will dwindle down and finish in early August.

Washington **Organic Rainier** and **Dark Sweet Red Cherries** are done harvesting for the season. What is in the supply chain already will wrap up by early August.

CA **Organic Yellow Peach** supplies have improved slightly. Expect pricing to remain firm and transition to new crop Washington in August.

CA **Organic White Peaches**, **Yellow Nectarines** and **White Nectarines** are in firm supply.

CA **Organic Red Plums**, **Black Plums**, and **Pluots** are in slightly better supply this week. Pricing are lowering.





## OG CABBAGE

PA, NY, NC, & OH all report good supplies of **Organic Green Cabbage**, but are more limited on **Organic Red Cabbage**. PA also has limited supplies of **Organic Savoy Cabbage**.

CA growers report light supplies on **Organic Green**, **Red**, and **Napa Cabbage**.

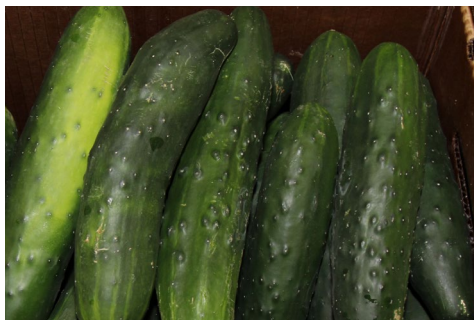


## OG MELONS

California **Organic Cantaloupe** supplies are available on larger sizes. Expect 12ct and smaller to be extremely limited.

California **Organic Honeydew** are in excellent supply on 6 & 8ct.

**Organic Galia Melons** are gapping until early August. Hopefully a new block will begin sooner than later.



## OG CUCUMBERS

NY, OH, NJ, & PA all report adequate supplies of **Organic Cucumbers**. Wisconsin will come on big in early August with massive supplies of **Organic Cucumbers**. CA shippers are reporting limited supplies of **Organic Cucumbers**.

**Organic Hothouse Cucumbers** are in adequate supply and it appears that demand may be off a little.



## OG EGGPLANT

PA, OH, & NY growers all report good supply of **Organic Globe Eggplant**, with NY reporting limited supplies of **Organic Heirloom Eggplant**.

CA reports adequate supplies of **Organic Globe Eggplant** as well.



## OG BROCCOLI & CAULIFLOWER

**ALERT!** **Organic Broccoli** is in short supply. Plus, growers are reporting that quality is not as strong. Expect prices in CA to gradually decrease by early August.

Canadian **Organic Broccoli** is still out due to earlier hail until early to mid-August.

**Organic Broccoli Crowns** are in good supply.

**Organic Cauliflower** is in limited supply out of CA, with some discoloration present. No **Organic Romanesco** is currently available.



## OG LETTUCE

**Organic Romaine Heart** pricing has dropped, quality has improved, and it's a good time to promote.

CA shippers report decent supplies of all **Organic Lettuce**, but product continues to arrive with bruising and rib rust, particularly on **Organic Romaine**, **Red Leaf**, and **Butter Lettuces**. Canada is in a gap situation right now.



## OG PEARS

New crop California **Organic Bartlett Pears** are limited out of the gate, but supplies are expected to pick up headed into August. Sizing should also improve. Pricing will stay firm for the first couple of weeks as the import channels are empty.



## OG BERRIES

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

Pacific Northwest **Organic Blueberries** are in steady supply.

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

**Organic Raspberry** volume is steady and prices continue to firm slightly.



## OG ONIONS

**Organic PA Grown Candy Sweet Onions** are now available in both 40lb bulk as well as 18/2lb bags!

Locally **PA grown Organic Red Onions** are now also under way in 40lb medium and jumbo bulk, as well as 16/3lb spring leaf label. Quality has looked very nice and supply should be plentiful for the next couple of weeks.

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





## OG KALE

**Organic Green Kale** continues out of NY and PA, but PA will be ending before the end of July. **Organic Lacinato** and **Red Kale**, are coming out of CA. Wisconsin should begin in early August.



## OG SPINACH

**ALERT!** **Organic Spinach** is in very limited supply out of CA and Nevada. NY reports limited supplies of **Organic Bunched Spinach**.



## OG GREEN BEANS

**Organic Green Beans** are in better supply out of PA. CA growers still reports limited supplies on **Organic Green** and **Yellow Beans**.



## OG PEPPERS

**Organic Green Peppers** are in good supply out of PA, NY, and Ohio.

**Organic Jalapeño Peppers** out of CA are in adequate supply, but prices are higher. **Organic Padron** and **Shishito Peppers** are now available out of Mexico, and will start next week out of NY.

**Organic Anaheim** and **Poblano Peppers** are in limited supply out of CA.

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



## OG SQUASH

Ohio shippers have adequate supplies of **Organic Zucchini** at this time. Quality has been very good, though not as dark colored as PA product. **Organic Yellow Squash** is limited from Ohio.

**Organic Gold Bar** and **Patty Pan Squash** are very limited from NY. Supplies are good on **Organic Zucchini**.

Western PA growers have adequate supplies of **Organic Zucchini**, while Central PA has limited supplies of both **Organic Zucchini** and **Yellow Squash**.

CA reports very limited supplies of **Organic Yellow Squash**, but **Organic Zucchini** is available.



## OG APPLES

Import **Organic Gala Apples** are in very good supply with prices continuing to come down. California is expected to begin their new crop in the middle of August, and then Washington should start in early September.

**ALERT!** **Organic Granny Smith Import Apples** continue to be extremely limited, with strong and rising pricing. California is expected to begin towards the end of August, and Washington will be a few weeks after that.

New Zealand **Organic Braeburn Apples** are in good, steady supply with prices coming down slightly. New Zealand **Diva Organic Apples** continue to be available for mid-summer. Quality is good and pricing is high.

Import **Organic Fuji Apples** are in very good supply with pricing continuing to come down.

## OTHER STORIES:

- **ALERT!** California **Organic Lemon** supplies are expected to continue to be extremely limited and priced high. We expect to start seeing sporadic gaps in supply. Mexican **Organic Lemon** supplies are expected to begin in August. If enough volume starts flowing, this could force the domestic pricing to come down.

- **Organic Lime** supplies are now steady. Expect some lighter green coloring to continue.

- **Organic Bi-Color Corn** is expected the beginning of August from New York.

- New Zealand **Organic SunGold Kiwifruit** are expected back this week, but supplies are expected to be limited all season. New Zealand **Organic Green Kiwifruit** are in firm supply with a crop smaller than last year.

- We will make the switch over to Washington **Organic Red** and **Yellow Potatoes** in early August. Quality is expected to be outstanding.

- New crop **Organic Garnet** and **Jewel Sweet Potatoes** are under way and pricing on this new crop product is up in price. New crop **Organic**

**Oriental Sweet Potatoes** have also started this week so we are back in stock in code 41649.

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

- **Organic Pineapples** demand will exceed supply this week.





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## ORGANIC



### NEW JERSEY

EASTERN FRESH GROWERS - CEDARVILLE, NJ

- 40644 - OG Eggplant NJ 22 lb
- 41016 - OG Squash Zucchini NJ 18 lb

### NEW YORK

HEPWORTH FARMS - MILTON, NY

- 41091 - OG Cucumber NY 20 lb
- 40857 - OG Kohlrabi Bunch Purple NY 12 ct
- 40995 - OG Kohlrabi Green NY 12 ct
- 40838 - OG Peppers Jalapeño NY 10 lb

PEDERSEN FARMS - SENECA CASTLE, NY

- 40550 - OG Cabbage Green PA 45 lb
- 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
- 40796 - OG Peppers Green LG PA 25 lb
- 42305 - OG Tomato Roma PA 20 lb

CLARION RIVER - SLIGO, PA

- 41241 - OG Beans Green PA 10 lb
- 40562 - OG Cabbage Red PA 40 lb
- 40518 - OG Cabbage Savoy PA 35 lb
- 41091 - OG Cucumber PA 20 lb
- 40838 - OG Peppers Jalapeño PA 10 lb
- 41036 - OG Squash Acorn Green PA 30 lb
- 41031 - OG Squash Butternut PA 35 lb
- 41044 - OG Squash Kabocha PA 35 lb
- 41050 - OG Squash Spaghetti PA 30 lb

LADY MOON FARMS - CHAMBERSBURG, PA

- 41088 - OG Cucumber Premium PA 20 lb
- 40639 - OG Eggplant Premium PA 24 lb
- 40211 - OG Fennel PA 12 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
- 40811 - OG Greens Kale 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
- 40796 - OG Peppers Green LG PA 25 lb
- 41026 - OG Squash Yellow PA 20 lb
- 41020 - OG Squash Zucchini PA 20 lb
- 41346 - OG Tomato Cherry Clamshell PA 12/1 pt
- 41385 - OG Tomato Cherry Rainbow PA 12/1 pt
- 41336 - OG Tomato Grape Premium PA 12/1 pt
- 41358 - OG Tomato Heirloom PA 10 lb

REED FARMS - LANCASTER, PA

- 40387 - OG Beans Green PA 25 lb

SAM STOLTZFUS - LANCASTER, PA

- 41091 - OG Cucumber PA 20 lb
- 41036 - OG Squash Acorn Green PA 30 lb
- 41050 - OG Squash Spaghetti PA 30 lb

TOIGO FARMS - CARLISLE, PA

- 41322 - OG Tomato Cluster PA 11 lb

## HEPWORTH FARMS - MILTON, NY







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## CONVENTIONAL

### DELAWARE

VINCENT FARMS - DELMAR, DE

01084 - CV Corn White Bin DE 50 dz

01060 - CV Corn White DE 48 ct

### NEW JERSEY

FLAM FARMS - VINELAND, NJ

00205 - CV Arugula NJ 24 ct

00455 - CV Basil NJ 15 ct

00551 - CV Beets Red Bunch NJ 12 ct

00592 - CV Bok Choy Baby (Shanghai) NJ 30 lb

00758 - CV Cabbage Green Bin NJ 60-65 ct

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

01034 - CV Cilantro NJ 30 ct

01185 - CV Daikon Radish NJ 20 lb

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

01510 - CV Mint Box NJ 12 ct

01715 - CV Parsley Italian Flat Leaf NJ 30 ct

01828 - CV Peppers Green Choice NJ 22 lb

01980 - CV Peppers Long Hot NJ 16 lb

01985 - CV Peppers Serranos NJ 8 lb

03205 - CV Scallions NJ 48 ct

02240 - CV Squash Green Medium NJ 20 lb

01362 - CV Swiss Chard Green NJ 12 ct

01355 - CV Swiss Chard Rainbow 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

15679 - CV Peaches 2 3/4" NJ 25 lb

15685 - CV Peaches White 2 3/4" NJ 25 lb

### PENNSYLVANIA

BENEDICT - CHAMBERSBURG, PA

02855 - CV Cucumber Carton PA 24 ct

02390 - CV Squash Spaghetti PA 35 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

HARNISH FARMS - LANCASTER, PA

11075 - CV Cantaloupes Bin PA 100 ct

11053 - CV Cantaloupes Bin PA 120 ct

11058 - CV Cantaloupes Bin PA 140 ct

HESS FARMS - WAYNESBORO, PA

00482 - CV Beans Green PA 25 lb

02845 - CV Cucumber Kirby PA 40 lb

02812 - CV Cucumber Select PA 72 ct

02803 - CV Cucumber Super Select PA 72 ct

01975 - CV Peppers Cubanelle PA 18 lb

01828 - CV Peppers Green Choice PA 22 lb

01834 - CV Peppers Green XLG PA 22 lb

01995 - CV Peppers Poblano PA 20 lb

02240 - CV Squash Green Medium PA 20 lb

02338 - CV Squash Yellow Medium PA 20 lb

HOGELAND - NEWMANSTOWN, PA

00482 - CV Beans Green PA 25 lb

02812 - CV Cucumber Select PA 72 ct

02803 - CV Cucumber Super Select PA 72 ct

JOSEPH WEAVER - LANCASTER, PA

11085 - CV Cantaloupes Bin PA 90 ct

01075 - CV Corn Bi-Color Bin PA 50 dz

JOSH WEAVER - LANCASTER, PA

01065 - CV Corn White Bin PA 50 dz

LESTER WEAVER - LANCASTER, PA

11053 - CV Cantaloupes Bin PA 120 ct

01065 - CV Corn White Bin PA 50 dz

STAUFFER HULING FARMS - LANCASTER, PA

04106 - CV Onions Sweet Jumbo PA 40 lb

04628 - CV Onions Sweet Jumbo PA 14/3 lb

### VIRGINIA

PARKER FARMS - OAK GROVE, VA

01062 - CV Corn Bi-Color VA 48 ct



FOR MORE INFO OUR LOCAL GROWERS, VISIT  
[FSPRODUCE.COM/LOCAL](http://FSPRODUCE.COM/LOCAL)





## CONVENTIONAL OUTLOOK

JULY 28 - AUGUST 4, 2017

WWW.FSPRODUCE.COM 25 LB

## LOCAL TOMATO SEASON



Local **Heirloom Tomatoes** are in excellent supply right now. Our main grower, Cedar Meadow Farms in Lancaster County, PA, will have plenty of large slicing heirlooms along with **Mini Heirloom Cherry Tomatoes**. Now is the time to promote these excellent eating tomatoes!

**Grape and Cherry Tomatoes** are in much better supply from our local growers here in Lancaster County, PA. Supplies will only increase over the next couple weeks. We'll also have opportunities with other growers in New Jersey and Virginia.

The Delaware crop is in peak season for late July and early August on 25lb **XL Vine Ripe Tomatoes**.

**Vine Ripe Tomatoes** will be in much better supply for early August from our local Pennsylvania and New Jersey growers. Sizing will be mostly XLG and Jumbo on all row pack field packs.



### CV MELONS

#### CANTALOUPE & HONEYDEWS

California production will be excellent this week on **Cantaloupes** and **Honeydews**. It's finally time to start promoting summer crop California Central Valley **Melons**!

We also will have good supplies of local **Bin Cantaloupes** from both PA and Delaware.

#### WATERMELONS

Delaware is in full swing and PA is coming into season this week on **Watermelons** the first week of August – keep promoting!

We have also started back up with **Mini Watermelons** out of California.



### CV ONIONS

**PA Simply Sweet Onions** are in full swing, and quality and size profile is outstanding.

Demand for **Onions** is good as we approach the beginning of August. Washington growers are now shipping transplant **Onions**, and that quality has been very good.

Growers from New Mexico remain the primary source of new crop **Onions** in the country, and Northern California growers are shipping **Yellow** and **Red Onions**.

We have started this week with Northern California grown **Onions** from Peri & Sons. The market is expected to continue to stay firm until mid-August.



### CV GRAPES

The markets firmed up this week as hot weather held the **Grapes** back, more so on the **Red "Flame" Seedless Grapes**. This, along with a smaller volume on **"Flames"** due to growers pulling them out and planting better varieties that come on later, strengthened prices.

**"Crimson" Grapes** have been slow to come on with the **"Scarlet Royal"** variety not starting until the second week in August. Looks like two weeks of limited supplies and a strong market on reds.

**Green Seedless Grapes** are in a little better shape with **"Sugarone"**, **"Ivory"**, and **"Princess"** varieties just getting started.

There are good supplies of **Black "Summer Royal" Seedless Grapes**, with the **"Midnight Royal"** coming in next week. **Red Globe Grapes** started this week too.





## CV BERRIES

Keep promoting **Strawberries**! Good supplies will continue this week with promotable pricing.

**Blueberries** will continue to be promotable this week. The Pacific Northwest and Michigan will both have good volume.



## CV CAULIFLOWER

Better supplies of **Cauliflower** will continue this week. Pricing will be better than it has been in previous weeks.



## CV ASPARAGUS

**ALERT!** Look for **Asparagus** supplies out of Mexico and Peru to remain very limited. This is expected to continue for the next few weeks. Prices will remain very high.



## CV LETTUCE

Good supplies of Western **Lettuce** are expected this week across the board. No major market changes expected.

Steady supplies and markets on all Canadian **Lettuce** this week.



## LOCAL VEG

We will have good availability on **Green Peppers**, **Cucumbers**, and **Squash** from New Jersey and PA farms. These will be good items to promote.



## CV BRUSSELS SPROUTS

**ALERT!** **Brussels Sprouts** are expected to remain limited this week. Look for pricing to remain high.



## CV HASS AVOCADOS

**ALERT!** The Mexican **Hass Avocado** market strengthened as many growers are now into the new district on fruit.

Fruit here is peaking on the smaller sizes moving the market up four to five dollars on 48 counts and larger. A cheaper option would be Peruvian fruit of which there is plenty of at much lower prices.

## CV APPLES OUTLOOK

**Eastern Apples** are down to just 2016 storage crop **Red Delicious**. Washington is done with many of varieties, with prices pushed up very high on the remaining. There are plenty of **Red Delicious** and very few **Goldens**, and we may see a gap in supply on these until new crop begins.

New crop **Eastern Apple** season is just around the corner and here is a list of start dates with Washington around the same time frame:



HESS BROTHERS FRUIT COMPANY 2017 EASTERN APPLE CROP			
VARIETY	APPROX START DATE	VARIETY	APPROX START DATE
Gala	August 9	Gold Delicious	October 4
Ginger Gold	August 17	Fuji	October 9
Paula Red	August 21	Snap Dragon	October 15
Zestar	August 24	Stayman	October 17
McIntosh	August 31	Granny Smith	October 18
Honeycrisp	September 6	Cameo	November 2
Red Delicious	September 6	Pink Lady	November 7
Cortland	September 21	Lady Apples	November 7
Jonagold	September 27	Ruby Frost	January 8
Empire	September 27	Sweet Cheeks	January 15
Macoun	October 4	Evercrisp	February 19
Rome	October 4		