



ORGANIC OUTLOOK

AUGUST 4 - AUGUST 11, 2017



WWW.FSPRODUCE.COM 10 LB

ORGANIC SUMMER TOMATO SEASON

PA Organic Round and Heirloom Tomatoes will start here in early August, but with cloud cover, cooler temps, and rain expected it's likely that it could be until mid-August.

Organic Cherry and Rainbow Cherry Tomatoes are in good supply out of Lady Moon Farms in PA.

Hepworth Farms in NY is now in season with their **Organic Mini Heirloom, Cherry, and Black Tomatoes**.

Organic Grape Tomatoes are in good supply from Virginia and Canada. NJ has limited supplies and PA supply is building.

Organic Roma Tomatoes are very limited in supply from Mexico, and while PA has started harvesting, they are more limited.

Organic Cluster Tomatoes are in abundant supply out of PA, Mexico, and Canada and it's a good time to promote.

Organic 2-Layer Round Tomatoes are in good supply out of Mexico. **Organic Hot-house Tomatoes** out of Canada are more limited, but quality has been very good.



OG BERRIES

Organic Strawberries out California are in excellent supply with promotional opportunities available for early August.

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

Pacific Northwest **Organic Blueberries** are in steady supply. The crop will start finishing in late August or early September. Expect slow market increases.

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



OG MANGOS

Organic Kent Mangos remain in great supply with volume still coming out of Mexico, and pricing is great.

Organic Keitt Mangos will be arriving soon. Sometime later in August, we will see some non-hot water treated (non-dipped) fruit from approved "fruit fly free" growing regions out of Mexico! These will likely be the best tasting **Organic Mangos** of the year!

Organic Ataulfo/Honey Mangos are now going out of season for 2017.

Florida grown **Organic Mangos** will again be available for next week. Staining and some discoloration are typical for this fruit, but these are domestically grown, so no HOT WATER treatment is necessary!



OG HASS AVOCADOS

ALERT! Organic Hass Avocados are still very tight as Mexico continues to hold fruit and California and Peru are winding down. This has made for some very high prices in both conventional and organic markets.

We are seeing some of the highest prices of the year on **Organic Hass Avocados**.

Crossings from Mexico should start to increase, but the feeling is that growers are holding onto fruit to drive markets as they have done in the past.



OG KALE

Organic Green Kale continues to be available out of NY and PA, but PA will be coming to an end.

All other **Organic Kales**, including **Lacinato** and **Red**, are now coming out of CA. Wisconsin should have some supplies by mid-August.



OG EGGPLANT

PA, OH, and NY all report adequate supply of **Organic Globe Eggplant**. NY has limited supplies of **Organic Heirloom Eggplant**.

California growers have adequate supply of **Organic Eggplant** as well.



OG GRAPES

California **Organic Red, Green** and **Black Grapes** are in peak season. Expect steady supplies of excellent fruit to continue into September.

California **Organic Champagne Grapes** are steady.



OG MELONS

California **Organic Cantaloupe** supply is sizing on the large side, 9ct plus. Expect 12ct and smaller fruit to be extremely limited.

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

Organic Galia Melons are back in extremely limited supply and priced high.



OG CAULIFLOWER

Organic Cauliflower is in abundant supply out of California and Nevada. Pricing has dropped. Quality appears to be better this week.

Organic Cauliflower will start out of New York by mid-August.

Organic Romanesco is limited out of CA.



OG BROCCOLI

ALERT! Organic Broccoli is still in tight supply out of California and Nevada. Pricing is up sharply this week. Canada grower still report little to no supplies after their previous hail storm.

Organic Broccoli Crowns are in tight supply out of CA than 14ct packs. Expect pricing to remain high through next week.



OG LETTUCE

California reports adequate supplies of all **Organic Lettuce**, but it continues to arrive with bruising and rib rust, particularly on **Organic Romaine, Red Leaf**, and **Butter Lettuces**. Supplies should be good from Canada for early August.

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



OG WA STONE FRUIT

Washington **Organic Dark Sweet Red Cherries** are back with an arrival of late season fruit, but should finish in mid-August.

Washington **Organic Apricots** are winding down and are expected to finish for the season in mid-August.



OG PEPPERS

Holland shippers have good supplies of **Organic Red, Yellow**, and **Orange Pepper**. Canada reports growing supplies of all three colors.

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



OG SPECIALTY PEPPERS

Organic Shishito and **Padron Peppers** have begun out of MEX and will start next week out of NY.

Organic Jalapeño Peppers out of CA and PA are in adequate supply, but prices are higher.

Organic Anaheim and **Poblano Peppers** are in season with small volume out of CA.



OG SOFT FRUIT

California **Organic Yellow Peach** supplies have improved and will be in good supply this week and then transition to Washington, where better supplies and pricing are expected. **CA Organic White Peaches** are back in limited supply.

California **Organic Yellow** and **White Nectarines** are in extremely firm supply with high pricing, but should transition to Washington in mid-August with slightly better supplies and prices will come off slightly.

California **Organic Red Plums**, **Black Plums**, and **Pluots** are in slightly better supply this week with easing pricing.



OG PEARS

New crop California **Organic Pear** supplies are getting better by the day. Prices will ease slightly in August.

Washington is set to begin production in September with good supplies.



OG SQUASH

OHIO:

Organic Zucchini is in adequate supply out of Ohio. Quality has been very good, though not as dark as PA product.

NEW YORK:

Organic Gold Bar and **Patty Pan Squash** is very limited out of NY, but **Organic Zucchini** is in good supply.

PENNSYLVANIA:

Western PA growers have adequate supply of **Organic Zucchini**, while Central PA reports limited supplies of both **Organic Yellow** and **Zucchini**. Most East Coast shippers are reporting low yields per bush compared to last year.

CALIFORNIA:

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



OG FIGS

Organic Black Mission and **Green Figs** will be steady and in good quality for early August.



OG CUCUMBERS

NY, OH, NJ, and PA growers all report limited to adequate supplies of **Organic Cucumbers**.

Wisconsin will come on strong by mid-August with a massive supply of **Organic Cucumbers**.

California reports limited supplies of **Organic Cucumbers**.

Organic Hothouse Cucumbers are in adequate supply. Demand appears to be a little off.

OTHER STORIES:

- New crop **Organic Russet Potatoes** should get started out of the Pacific Northwest in about a week and a half. Pricing will be higher than the Colorado product has been but quality should be very nice.

- **Organic Bi-Color Corn** is in good supply out of New York and should continue next week as well.

- **Organic Lemon** supplies have improved slightly with the Mexican crop beginning. Prices remain firm as very little California fruit is available.

- **ALERT!** **Organic Bunched Spinach** is basically unavailable from CA and NV due to mildew.

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

- **Organic Green Beans** are in better supply out of PA and pricing has dropped. CA shippers report building supplies of **Organic Green Beans**, as well as some **Organic Romano** and **Yellow Beans**.

- **Organic Pineapple** pricing will be higher once again next week as supplies have tightened.



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ORGANIC



NEW JERSEY

EASTERN FRESH GROWERS - CEDARVILLE, NJ

40644 - OG Eggplant NJ 22 lb

NEW YORK

HEPWORTH FARMS - MILTON, NY

42299 - OG Celery Tango NY 24 ct

41091 - OG Cucumber NY 20 lb

40148 - OG Cucumber Pickle NY 18 lb

41299 - OG Eggplant Italian NY 10 lb

40232 - OG Eggplant Mini Mix NY Clam 10/1 lb

40857 - OG Kohlrabi Bunch Purple NY 12 ct

40987 - OG Peppers Cherry Bomb NY 10 lb

40838 - OG Peppers Jalapeño NY 10 lb

41101 - OG Squash Gold Bar NY 20 lb

41026 - OG Squash Yellow NY 20 lb

40191 - OG Tomato Black Prince NY Clam 10/1 qt

42306 - OG Tomato Heirloom Cocktail 10/20 oz

PEDERSEN FARMS - SENECA CASTLE, NY

40550 - OG Cabbage Green PA 45 lb

40520 - OG Corn Bi-Color NY 48 ct

40416 - OG Greens Kale NY 24 ct

40724 - OG Parsley Italian Flat Premium NY 30 ct

41031 - OG Squash Butternut PA 35 lb

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

41515 - OG Onion Red PA 16/3 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

40369 - OG Beans Yellow PA 10 lb

40562 - OG Cabbage Red PA 40 lb

40518 - OG Cabbage Savoy PA 35 lb

41091 - OG Cucumber PA 20 lb

40784 - OG Peppers Anaheim PA 10 lb

40838 - OG Peppers Jalapeño PA 10 lb

41255 - OG Peppers Poblano 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

41091 - OG Cucumber PA 20 lb

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

40811 - OG Greens Kale 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

41359 - OG Tomato 2-Layer PA 20 lb

41346 - OG Tomato Cherry Clamshell PA 12/1 pt

44467 - OG Tomato Cherry Orange PA 12/1 pt

41385 - OG Tomato Cherry Rainbow PA 12/1 pt

41336 - OG Tomato Grape Premium PA 12/1 pt

41141 - OG Tomato Heirloom PA 10 lb

REED FARMS - LANCASTER, PA

40387 - OG Beans Green PA 25 lb



REUBEN PEACHEY FARM - TYRONE, PA

40838 - OG Peppers Jalapeño PA 10 lb

SAM S STOLTZFUS - MILLVILLE, PA

42309 - OG Garlic White PA 10 lb

41531 - OG Onion Red Jumbo PA 40 lb

41525 - OG Onion Red Medium PA 40 lb

41036 - OG Squash Acorn Green PA 30 lb

41035 - OG Squash Delicata PA 35 lb

41050 - OG Squash Spaghetti PA 30 lb

SAM ZOOK - LANCASTER, PA

41531 - OG Onion Red Jumbo PA 40 lb

TOIGO FARMS - CARLISLE, PA

41322 - OG Tomato Cluster PA 11 lb



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CONVENTIONAL

DELAWARE

VINCENT FARMS - DELMAR, DE

01060 - CV Corn White DE 48 ct
23031 - CV Tomato Vine Ripe XLG DE 25 lb

CANTALOUPE FROM DELAWARE:

Contact your sales rep for specific counts.

Vincent Farms

WATERMELONS FROM DELAWARE:

Contact your sales rep for specific counts.

Hanshaw Farms

Vincent Farms

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
00530 - CV Beets Red Loose NJ 25 lb
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
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
01960 - CV Peppers Anaheim NJ 10 lb
01834 - CV Peppers Green XLG NJ 22 lb
01967 - CV Peppers Jalapeño NJ 35 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

NEW YORK

TORREY FARMS - ELBA, NY

02241 - CV Squash Green Fancy NY 20 lb

PENNSYLVANIA

BENEDICT - CHAMBERSBURG, PA

02812 - CV Cucumber Select PA 72 ct
02803 - CV Cucumber Super Select PA 72 ct
01828 - CV Peppers Green Choice PA 22 lb
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

CHESTER WEAVER - LANCASTER, PA

Cantaloupe Bins available - ask your sales rep for specific counts

COPENHAVER - LEBANON, PA

00482 - CV Beans Green PA 25 lb

EPHRAIM ZOOK - LANCASTER, PA

23070 - CV Tomato VR XLG/Jumbo PA 25 lb

HARNISH FARMS - LANCASTER, PA

Cantaloupe Bins available - ask your sales rep for specific counts

HESS FARMS - WAYNESBORO, PA

02855 - CV Cucumber Carton PA 24 ct
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
01834 - CV Peppers Green XLG PA 22 lb
01995 - CV Peppers Poblano PA 20 lb
01985 - CV Peppers Serranos PA 8 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

JOSEPH WEAVER - LANCASTER, PA

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

Cantaloupe Bins available - ask your sales rep for specific counts

01065 - CV Corn White Bin PA 50 dz

SAM ZOOK - LANCASTER, PA

23305 - CV Tomato Grape PA 12/1 pt

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
01060 - CV Corn White VA 48 ct

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



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WWW.FSPRODUCE.COM 5 CT

PEAK SEASON SUMMER MELONS



CANTALOUPE

California **Cantaloupes** are in peak season quality and volume. Fruit has been sizing on the larger side which is keeping the smaller sizes scarcer.

We will also be in good supply of Eastern shore Athena-style **Cantaloupes** in bins from PA and DE. Sizing is large, and the fruit is juicy and sweet.

HONEYDEWS:

California **Honeydews** have been looking excellent. We are primarily in King O' the West brand **Honeydews** from Turlock, CA. These honeydews feature very sweet flavor when the skin begins to feel waxy and the shell color turns more golden than white.

WATERMELONS

Keep promoting **Watermelons**! Fruit will continue to be sourced from all over the mid-Atlantic region. **Mini Seedless Watermelons** are back in season.



CV MANGOS

The excellent eating quality of the Mexican **Kents** bring customers back to purchase more. Promotable pricing is expected to continue throughout August.

Heavy supplies have kept the **Mango** market very low on price but the demand and movement have felt very healthy at retail and with fresh cut processors.



CV GRAPES

Grape harvests continue at a brisk pace with plenty of fruit to choose from. **Red, Green, and Black Seedless Grapes** are all eating very well and the market is responding accordingly. There has been several days of hot weather this month but the yields are good for the most part and there are plenty of promotional opportunities.

Headed into August, growers are transitioning into some different varieties that yield large fruit with excellent flavors, like Esteem & Green Emerald (green), Summer Royal & Midnight Beauty (black), and Scarlet Royal (red).



CV STONE FRUIT

Yellow and White Peaches, along with **Yellow Nectarines** are in peak season from New Jersey.

There are some delicious **Pluot** and **Aprium** varieties now in season from Family Tree Farms, like:

- Flavor Grenade Pluot (green/yellow skin)
- Golden Treat Pluot (green/yellow skin)
- Flavor Pop Pluot (intensely sweet)
- Dapple Dandy Pluot (speckled)
- Midnight Rose Aprium (black)
- Purple Rose Aprium (black)
- Crimson Rose Aprium (red)

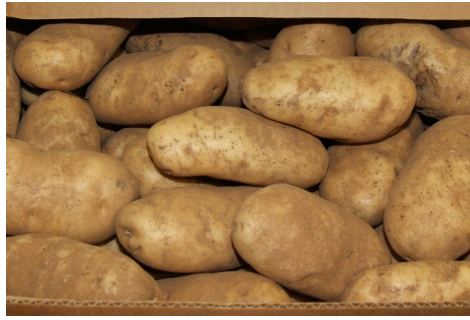
Late crop Northwestern **Cherries** are priced very affordably for early August promotion before the crop winds down for the 2017 season.



CV ASPARAGUS

Mexican **Asparagus** supplies will remain limited this week. Peru is going to send slightly better numbers into the States. Look for prices to come down slightly this week.

This will be an effect of extremely high markets slowing movement, not due to a much better supply situation.



CV POTATOES

New crop **Russet Potatoes** are being harvested in Texas, New Mexico, Kansas, and Washington. Pricing appears to be very strong and will likely remain that way for August.

Storage crop **Russet Potato** supplies are limited nationwide.



CV CUCUMBERS

Cucumbers are steady from local NJ and PA sources.

Cello wrapped Cucumbers are steady from Canada.

12/6ct Mini Seedless Cucumbers will be lower in price this week.



CV BERRIES

Keep promoting **Strawberries** this week. Good supplies are expected to continue through the month of August.

The Northwest and Michigan will continue with good volumes of **Blueberries** this week. Some of the fruit is being sent to process in an attempt to give the market some stability, but look to promote blues again this week.



CV PEPPERS

Green Peppers are in good supply from NJ and PA. Expect nice quality and lower pricing this week.

15lb Red Peppers are steady. All **11lb Peppers** are steady.

Mini Mixed Sweet Peppers are limited in supply again this week.



CV ONIONS

Demand for **Onions** is good as we begin the month of August. Washington growers are shipping good quality transplant **Onions**. 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**.

PA Simply Sweet Onions are in full swing. Quality and size profile are outstanding.



CV BROCCOLI & CAULIFLOWER

Cauliflower supplies are plentiful with steady to lower pricing this week.

Broccoli Crowns are steady from California with nice quality.



CV ARTICHOKES

We have a nice deal on 12ct Ocean Mist **Artichokes** this week- please ask your sales rep for details!



CV SQUASH

Zucchini, Yellow, and Gold Bar Squash are in peak season from local farms.

All **Hard Squashes** remain limited.



CV BRUSSELS SPROUTS

Brussels Sprouts remain extremely limited. Quality has actually seemed to improve a bit versus the past few weeks as we are in new crop product, but extremely light supplies are expected for a few more weeks.



CV CELERY

There is excellent supply of **Celery** from multiple regions with promotable volumes and aggressive pricing. Quality has been good, and we will mostly have Western this week.



CV GREEN BEANS

Green Beans are steady from PA. Quality is nice and pricing is about the same.



CV LETTUCE

Iceberg Lettuce is in very good supply with good quality. We will have western and Canadian options again this week with steady to lower pricing.

Leaf Lettuce supplies are plentiful and promotable from both California and Canada. Pricing will be steady to lower.

Romaine Hearts remain very aggressive in pricing with excellent quality. This is another great week to promote nice California product.



CV TOMATOES

Local **25lb Vine Ripe Tomatoes** are increasing in supply. Pricing is steady to lower and volumes are promotable this week.

Beef and Cluster Tomatoes are limited and pricing has bumped up.

Roma Tomatoes are in light supply, but pricing is steady

Grape Tomatoes have increased in supply. Quality is nice and pricing is lower.

Cherry Tomatoes have steady pricing and quality.



CV AVOCADOS

ALERT! Last week total **Hass Avocado** industry volume was off driven by lower volumes out of California, Mexico, and Peru. Fruit from Peru is coming to a quick end with the last shipments arriving next week.

Volume out of Mexico was tighter than originally expected. We anticipate comparable shipment volumes this week along with a similar size curve, skewed towards small size fruit. Mexico is becoming the main source in the US marketplace and expect big fruit to get very tight.

With all that said, prices skyrocketed, jumping over twenty dollars in less than a week. Could we be looking at another \$100.00 market? Maybe. There is no sign of it slowing down with as little fruit that is available.



CV EGGPLANT

Eggplant quality is good from NJ. Volume is increasing and we expect lower pricing this week.



CV SWEET CORN

Sweet Corn is in peak season supply with a drop in pricing from DE, PA, NJ, and NY.



CV CABBAGE

Cabbage supplies are good with lower pricing this week.