



ORGANIC OUTLOOK

AUGUST 11 - AUGUST 18, 2017



WWW.FSPRODUCE.COM 40 LB

FRESH CROP ORGANIC PEARS

New crop California **Organic Pear** supplies are getting better by the day. The Oregon and Washington crop is also poised to start and will ramp up in late August.

Available now from California are:

Organic Green Bartlett Pears
Organic Asian Pears

Available in early September from California are:

Organic Bosc Pears

Available from Oregon in late August:

Organic Starkrimson (Red) Pears

Pricing will ease more over the next few weeks. Washington new crop is set to begin peak production in September with good supplies into fall.



OG HASS AVOCADOS

ALERT! **Organic Hass Avocados** continue to draw a serious price premium.

California, Peru, and Mexican fruit are all out in the market place, but none of these regions can meet the high demand consumers have placed on them.

Expect prices to remain high for the next several weeks, if not longer.



OG TOMATOES

Organic Heirloom Tomatoes have started in PA.

Organic 2-Layer Round Tomatoes available out of PA in limited supply. Volumes are better out of Mexico. Canada is more limited on **Organic Hothouse Tomatoes**, but quality has been very good. Pricing is up.

Organic Cherry and **Rainbow Cherry Tomatoes** are in good supply out of PA. NY growers are increasing in supply.

Organic Grape Tomatoes are in good supply from VA and Canada. NJ has limited supply, but PA is now abundant.

Organic Roma Tomatoes are very limited from Mexico, but PA has started harvesting and volume is adequate.

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



OG MANGOS

Organic Kent Mangos are in great supply! Look for some great deals over the next week to keep those "end of summer" mango displays full! 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 have great flavor!

Florida grown **Organic Mangos** will again be available for mid-August. Staining and some discoloration are typical for this fruit, but these are domestically grown, so no hot water treatment is necessary!



OG CAULIFLOWER

Organic Cauliflower is in abundant supply out of CA and NV. Pricing has dropped. Quality appears better this week. **Organic Cauliflower** will start out of New York in late August.

CA Organic Romanesco will be in limited supply. Limited supplies available on Romanesco out of CA.



OG GRAPES

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

CA **Organic Champagne Grapes** are steady.



OG MELONS

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

CA **Organic Cantaloupe** supply is firm, but steady.

Organic Galia Melons and **Orange Flesh Honeydew** are in season.



OG BROCCOLI

ALERT! **Organic Broccoli** supplies continue to be very light out of CA. Shippers report low volume out of the fields, plus yellowing issues.

14 ct, as well as crowns, have seen a significant price increase this week.



OG BERRIES

Organic Raspberry and **Strawberry** volume is steady and markets continue firming slightly.

Driscoll's California **Organic Blackberries** continue with slightly stronger markets.

Pacific Northwest **Organic Blueberries** are tightening quickly with most shippers transitioning to 6oz and will move to 4oz before finishing for the season.



OG LETTUCE

Organic Lettuce from CA is in adequate supply. Product continues to arrive with bruising and rib rust, particularly on **Organic Romaine, Red Leaf, and Butter Lettuces**. Canadian growers are out on **Organic Lettuce** for the foreseeable future due to another hail storm that damaged the fields.

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



OG CUCUMBERS

NY, OH, NJ, and PA growers all report limited to adequate supplies of **Organic Cucumbers**. Wisconsin will come on big in volume this week. California growers have limited supplies of **Organic Cucumbers**.

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



OG GREEN BEANS

Organic Green Beans are in better supply out of PA and pricing has dropped.

CA **Organic Green, Yellow, and Romano Beans** are building in supply.



OG POTATOES

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

Organic Red and Yellow Potatoes have switched to the Pacific Northwest growing region – quality is outstanding!



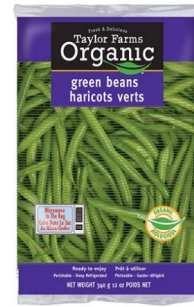
OG FORMOSA PAPAYAS

Organic Formosa Papayas have seen movement slow due to a flurry of recalls on yellow Maradol Papayas out of Mexico. The Formosa variety is **NOT** involved and can be sold confidently.



OG CORN

Organic Bi-Color Corn is currently shipping out of Pedersen Farms in New York. Quality and flavor are excellent. Supplies will be available until mid/late August.



OG CUT VEG

ALERT! Taylor Farms Organic has experienced some shorts during late July and continuing into August on their **Organic Green Beans** and **Butternut Squash** due to quality and availability.



OG PEPPERS

Organic Red, Yellow, and Orange Peppers are in good supply from Holland. Canada has growing supply of all three colors.

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

Organic Padron and **Shishito Peppers** are available out of Mexico, and New York will start in late August. **Organic Anaheim** and **Poblano Peppers** are limited from CA.

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



OG FIGS

Organic Black Mission and **Calimyrna** (green variety) **Figs** will be steady and in good quality through mid-August.

The **Organic Brown Turkey Fig** has seen some slowdown in availability and will be out of stock for the next until late August.



OG APPLES

The first new crop California **Organic Gala Apples** has arrived. Washington should begin the first new crop California fruit has arrived. Washington should begin in late August/early September. Excellent supplies are expected.

Organic Granny Smith Apples will begin out of California towards the end of August and Washington a few weeks after that. There will be a gap between import and CA until then.

OTHER STORIES:

- PA, NY, NC, and OH all report good supplies of **Organic Green Cabbage**, but more limited on **Organic Red Cabbage**. PA also has limited supplies of **Organic Savoy Cabbage**. CA shippers have light supplies of **Organic Green, Red, and Napa Cabbage**.

- **Organic Green Kale** will finish up this week out of Lady Moon Farms in PA, but NY and OH growers will continue to harvest. All other **Organic Kales** are now coming out of CA. Product should be available out of Wisconsin in late August.

- **ALERT!** **Organic Lime** supply has firmed up due to tropical storm Franklin hitting Mexico. Expect higher pricing until harvests can improve in September.

- **ALERT!** **Organic Lemons** supplies have improved slightly with the Mexican crop beginning. Pricing remains firm with very little California fruit available.

- CA, PA, OH, and NY shippers all report adequate supplies of **Organic Globe Eggplant**. **Organic Heirloom Eggplant** is limited from NY.

- **Organic Pineapples** continue to see elevated prices due to tighter supply. Quality has been good and supplies should slowly return to normal over the next few weeks.

- We are now fully into new crop **Organic Garnet, Jewel, and Oriental Sweet Potatoes**.

- New Zealand **Organic SunGold Kiwifruit** are expected back this week. Supplies are expected to be limited all season and will finish up in very early September. New Zealand **Organic Green Kiwifruit** are in firm supply.



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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
40640 - OG Cilantro NY 30 ct
41299 - OG Eggplant Italian NY 10 lb
40232 - OG Eggplant Mini Mix NY Clam 10/1 lb
40314 - OG Lettuce Green Leaf NY 12 ct
40313 - OG Lettuce Red Leaf NY 12 ct
41180 - OG Lettuce Romaine NY 24 ct
43364 - OG Peppers Cayenne NY 10 lb
40987 - OG Peppers Cherry Bomb NY 10 lb
40838 - OG Peppers Jalapeño NY 10 lb
41101 - OG Squash Gold Bar NY 20 lb
41022 - OG Squash Sunburst 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

PENNSYLVANIA

CHRIST KING - LANCASTER, PA

41535 - OG Onion Sweet Jumbo PA 40 lb
41536 - OG Onion Sweet Medium PA 40 lb
40796 - OG Peppers Green LG PA 25 lb
41031 - OG Squash Butternut PA 35 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
49875 - OG Greens Kale Loose PA 18 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
41035 - OG Squash Delicata PA 35 lb
41044 - OG Squash Kabocha PA 35 lb
41032 - OG Squash Pattypan PA 22 lb
41220 - OG Squash Pie Pumpkin 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
40811 - OG Greens Kale PA 24 ct
40796 - OG Peppers Green LG PA 25 lb

41026 - OG Squash Yellow PA 20 lb
41016 - OG Squash Zucchini PA 18 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
42305 - OG Tomato Roma PA 20 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 K STOLTZFUS - LOGANTON, PA

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 S STOLTZFUS - MILLVILLE, PA

42309 - OG Garlic White PA 10 lb

TOIGO FARMS - CARLISLE, PA

41322 - OG Tomato Cluster PA 11 lb

CONVENTIONAL

DELAWARE

VINCENT FARMS - DELMAR, DE

01060 - CV Corn White DE 48 ct
01084 - CV Corn White Bin DE 50 dz
01834 - CV Peppers Green XLG DE 22 lb
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 1.5 ct
00551 - CV Beets Red Bunch NJ 1.2 ct
00530 - CV Beets Red Loose NJ 25 lb
00591 - CV Bok Choy NJ 30 lb
00592 - CV Bok Choy Baby (Shanghai) NJ 30 lb





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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
00745 - CV Cabbage Green NJ 50 lb
01670 - CV Cabbage Napa NJ 30 lb
00781 - CV Cabbage Red NJ 20 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
01478 - CV Leeks Bunched NJ 12 ct
01510 - CV Mint Box NJ 12 ct
01960 - CV Peppers Anaheim NJ 10 lb
01975 - CV Peppers Cubanelle NJ219 18 lb
01834 - CV Peppers Green XLG NJ 22 lb
01967 - CV Peppers Jalapeño NJ 35 lb
01980 - CV Peppers Long Hot NJ 16 lb
01995 - CV Peppers Poblano PA 20 lb
01985 - CV Peppers Serranos NJ 8 lb
03205 - CV Scallions NJ 48 ct
01355 - CV Swiss Chard Rainbow NJ 12 ct
01368 - CV Swiss Chard Red NJ 12 ct
01478 - CV Leeks Bunched NJ 12 ct

JERSEY FRUIT - HAMMONTON, NJ

15470 - CV Nectarines 2 3/4" NJ 25 lb
15679 - CV Peaches 2 3/4" NJ 25 lb
15685 - CV Peaches White 2 3/4" NJ 25 lb

NEW YORK

HUDSON RIVER FRUIT - MILTON, NY

05672 - CV Apples McIntosh 72/88 ct 40 lb
05680 - CV Apples McIntosh 100 ct 40 lb
05040 - CV Apples McIntosh 2-1/2 12/3 lb

TORREY FARMS - ELBA, NY

00480 - CV Beans Green NY 25 lb
00750 - CV Cabbage Green NY 50 lb
00780 - CV Cabbage Red NY 50 lb
00795 - CV Cabbage Savoy NY 30 lb
02819 - CV Cucumber Super NY 72 ct

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
02372 - CV Squash Butternut PA 35 lb
02240 - CV Squash Green Medium PA 20 lb
02390 - CV Squash Spaghetti PA 35 lb
02328 - CV Squash Yellow Fancy PA 20 lb
02338 - CV Squash Yellow Medium PA 20 lb

CEDAR MEADOWS - LANCASTER, PA

23156 - CV Tomato Heirloom PA 15 lb
23147 - CV Tomato Heirloom PA 8/1 quart
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 BROTHERS - LANCASTER, PA

(VA Grown - PA Packed)

05475 - CV Apples Gala 88 ct 40 lb
05471 - CV Apples Gala 100 ct 40 lb
05030 - CV Apples Gala 2-1/2 12/3 lb
05168 - CV Apples Gala Tote 8 ct 38 lb
05294 - CV Apples Ginger Gold 72/88 40 lb
05290 - CV Apples Ginger Gold 100ct 40 lb
05017 - CV Apples Ginger Gold 12/3 lb
05175 - CV Apples Ginger Gold Tote 8 ct 38 lb
05210 - CV Apples Red Delicious 100 ct 40 lb

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

JOSEPH WEAVER - LANCASTER, PA

01075 - CV Corn Bi-Color Bin PA 50 dz

JOSH WEAVER - LANCASTER, PA

Watermelon Bins available - ask your sales rep for specific counts

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



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



CRESPO ORGANIC MANGO DISPLAY CONTEST WINNERS

MOST CREATIVE DISPLAY RIVER VALLEY COOP

HONORABLE MENTIONS:
HEALTHY LIVING VT
BRATTLEBORO COOP



LARGEST DISPLAY HONEST WEIGHT COOP

HONORABLE MENTIONS:
HEALTHY LIVING NY
MONADNOCK FOOD COOP



BEST USE OF SOCIAL MEDIA ROOTS NATURAL MARKET

HONORABLE MENTIONS:
LEXINGTON FOOD COOP



**THANK YOU TO ALL
STORES WHO SUBMITTED
THEIR AMAZING ENTRIES!**

KARNS QUALITY FOODS
AQUI MARKET
CARAVIA MARKET
TAKOMA PARK COOP

EAST AURORA COOP
MOTHER EARTH STOREHOUSE
GREENBELT COOP



CONVENTIONAL OUTLOOK

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WWW.FSPRODUCE.COM 8/5 LB TOTE

FRESH CROP EASTERN APPLE SEASON

Yep, just as peaches, plums, nectarines, and pluots are at their best, it's time to start thinking about the fresh crop **Apple** season for 2017!

New crop **Eastern Apples** will be available for the week of August 14. The first varieties available out of Virginia and Pennsylvania orchards are **Gala**, **Ginger Gold**, and an early **McIntosh** type variety called "Jersey Mac".

Later in August, **Paula Red** and **Honeycrisp Apples** will start up too.

Our **Eastern Apple** offerings will include tray pack bulk, 12/3 lb poly bags, and 8ct totes that are approximately 5 lb each.



CV HASS AVOCADOS

ALERT! With **Hass Avocado** harvest volume remaining tight out of Mexico, along with California and Peru seasons coming to an end, total industry volume was very light this week. Expect similar arrival volumes for mid-late August.

Prices continue to skyrocket from grower/shippers!



CV GRAPES

There are good volumes of **Green Seedless Grapes** with the market showing a little flex on **Sugarones** with better varieties like **Esteems** holding firm. **Green Emeralds** and **Princess** will start by the middle of next week.

The **Flame Seedless Grape** harvest is wrapping up this week with a few **Scarlet Royal** being picked and volume increasing next week as more growers get started. The red market is strong with the decline on **Flames** and the limited supply of **Scarlet Royals** which are getting a higher price.

Black Seedless Grapes are in good supplies along with Red Globe Grapes.



CV PEPPERS

Green Peppers are plentiful from local growing areas, with steady to lower pricing and good quality.

15lb Red Peppers are limited. **11lb Red Peppers** are limited like the 15lb, but there are plenty of **11lb Yellow** and **Orange Peppers** from Canada.

12/11lb Mini Mixed Sweet Peppers are more available, but still limited. Pricing is off from where it has been and quality is nice.



CV CUCUMBERS

12ct Mini Seedless Cucumbers are plentiful and promotable. Pricing is lower this week!

Super Cucumbers are limited with steady pricing from local growing regions.

Cello wrapped Cucumbers are steady from Canada.



CV LIMES

ALERT! With tropical storm Franklin picking up steam and becoming a possible hurricane crossing over Mexico, the rain has curtailed **Lime** harvesting and has pushed the market up.

Supplies will get tight with the interruption in the harvesting.



CV CABBAGE

Green Cabbage is plentiful from New York and Canada. Our New Jersey source is in a skip for a few weeks, but will start again sometime in September.



CV BLUEBERRIES

The **Blueberry** market will gradually climb in price over the next week. We will still see decent volume on pints, but growing areas will be mostly limited to the Northwest and Michigan. Quality has been very nice.

Believe it or not, our growers in Peru will begin this week, but the majority of this fruit will all be packed as 6 oz. clamshells.



CV LETTUCE

We will continue to have California and Canadian **Iceberg Lettuce** this week. Quality is nice from both regions with very aggressive pricing - promote!

We will continue to have **Romaine, Green Leaf,** and **Red Leaf Lettuce** from CA and Canada. Pricing and quality are steady.

Romaine Hearts continue to be plentiful, beautiful, and promotable from California.



CV STRAWBERRIES

Strawberries are in steady supply out of California. Due to the heat in the growing areas, we're still seeing some bruising on arrivals.

Overall quality has been decent on all 1lb. and 2lb. fruit.



CV EGGPLANT

Eggplant is peak season from New Jersey and quality is nice.



CV CAULIFLOWER

Cauliflower quality is superb and pricing is aggressive and lower. This is a great week to promote!



CV ARTICHOKES

We have nice quality 12ct "Ocean Mist" **Artichokes** with aggressive pricing again this week.



CV BERRIES

Raspberries and **Blackberries** are in steady supply. This upcoming week will be a good time to promote.



CV CELERY

There continues to be excellent supplies of **Celery** from multiple growing regions. This is another great week to promote any size as quality is nice and pricing will be steady to lower.



CV BROCCOLI

Broccoli Crown quality is nice from California. Pricing is steady and aggressive with promotable volumes.



CV TOMATOES

25lb Local Vine Ripe Tomatoes are fairly tight, in spite of the fact that it's peak season from Delaware and Pennsylvania. Pricing is steady, and maybe up a bit, but nothing too significant.

Beef and **Cluster Tomatoes** are very tight and pricing is up.

Roma Tomatoes are steady and quality is very nice from Mexico.

Grape Tomatoes are lower in price and quality is nice. We will have Mexican fruit and PA grown fruit as options this week. Both are nice, but Mexican is less expensive.



CV IDAHO POTATOES

ALERT! There have been several poor quality arrivals on the old crop **Idaho Russet Potatoes**, particularly on 10/5lb bags here in early August.

Most major grower/shippers out of Idaho are pulling the plug on packing bags until their new crop **Idaho Russet Potatoes** are ready in late August or early September.

In the meantime, retailers may need to source 5 & 10 lb **Russet Potatoes** from regions outside of Idaho until the new crop is ready.

Pricing is expected to remain high until more shipments of new crop product is available.



CV ONIONS

Onion pricing is somewhat disorganized as there are limited supplies of summer crop **Onions** and the storage crop **Onion** season is beginning. Shipping areas like New Mexico are offering aggressive pricing on remaining new crop supplies to finish their seasons.

Washington growers will start shipping heavily within the next week. All varieties are readily available except for **White Onions**, where supplies are limited.



CV CUT VEG

ALERT! Taylor Farms is running into supply and quality issues on a few of the items they pack in their Green Giant Fresh line. Expect heavy pro-rates during August on packed **Brussels Sprouts**, along with a few other SKUs.



CV NEW CROP POTATOES

The new crop **Red Potato** market is moving toward supplies exceeding demand. New crop **Yellow Potatoes** are becoming available in a few growing areas, which will allow market prices to start to ease down. Pricing remains stable for new crop **White Potatoes**.

OTHER STORIES:

- Local **Zucchini** and **Yellow Squash** are steady. All **Hard Squashes** remain limited.
- Local **Collards** and **Kale** are steady from NJ.
- Local **Sweet Corn** supplies are steady.
- **ALERT!** **Brussels Sprouts** remain extremely limited.
- **Green Onion** supplies will be limited this week with increased pricing.