



ORGANIC MARKET NEWS

OUTLOOK FOR SEPTEMBER 2 - SEPTEMBER 9, 2016

LOCAL OG VEG SEASONAL CHANGES

The local produce season is definitely not done, however there are some crop changes coming.

Most of the summer **Organic Vegetables**, like tomatoes, eggplant, zucchini, and peppers, are winding down during September in the mid-Atlantic and Northeast. On the other hand, local organic growers are beginning to harvest their peak season early fall crops. Here's an outlook:

Numerous varieties of **Organic Hard Squash** also now in season from Pennsylvania.

- **OG Green Acorn**
- **OG Butternut**
- **OG Delicata**
- **OG Kabocha**
- **OG Pie Pumpkin**
- **OG Spaghetti**



In early September we should begin to see the following available out of PA/NY:

- **OG Kale**
- **OG Red Kale**
- **OG Lacinato Kale**
- **OG Collards**
- **OG Dandelion**
- **OG Red Dandelion**
- **OG Bunch Beets**
- **OG Broccoli**
- **OG Romaine Lettuce**



Starting in mid-September out of PA/NY:

- **OG Red, Green, & Rainbow Chard**
- **OG Fennel**



OG BERRIES

Organic Strawberry supplies have surprised us with promotional opportunities on both 1lb and 2 lb. containers.

ALERT! Domestic **Organic Blueberry** prices are extremely tight and rising with limited supplies. 4.4 oz will be the pack size available for early September. We expect a gap before Chile gets started in late September and early October.

Organic Raspberry supplies are going to be extremely tight for the next few weeks, until mid-September when good supplies are expected to rebound.

Organic Blackberry supplies out of California are extremely tight and will remain so until Baja begins in about 4 weeks.

Columbian **Golden Berries (Cape Gooseberries)** supplies continue in good supply. The peeled and ready-to-eat pack are selling best.



OG MELONS

Organic Mini Watermelons continue to be in good supply and will be in season into October.

Full size **Organic Watermelon** bins and cartons will be in tight supply. Most shippers have finished for the season. We will see a little bit of late planting fruit in a few weeks but it will not be significant.

California **Organic Cantaloupes** continue in excellent supply this week with promotional opportunities available.

Organic Honeydew, Orange Honeydew, and Galia Melons are much stronger this week as we transition fields and supplies are limited but expected to rebound later in the week.



OG TOMATOES

Organic Cherry Tomatoes are in abundant supply out of both NY and PA. Quality is excellent. Also available in limited supply are **Organic Orange Cherry Tomatoes**. **Organic Rainbow Cherry Tomatoes** are in steady supply out of PA. One new variety has been added to the pack this year!

Organic Grape Tomatoes are in good supply on the East Coast. Our primary supply is from PA. **Organic Gold Grapes** are in limited supply.

Organic Round Tomatoes are in adequate supply for the next few weeks out of PA. Incoming quality has been excellent.

Organic Heirloom Tomatoes are more limited in supply this week out of PA. NY reports limited supplies as well.

Canadian and PA **Organic Cluster Tomatoes** are in limited supply, while Mexico is reporting good supplies.



OG POTATOES

We have a full complement of WA grown **Organic Fingerling Potatoes**, as well as California grown bite size **Organic Potatoes** in 1.5lb. bags.

Quality on Washington grown **Organic Russet Potatoes** continues to be outstanding and price remains steady.

Canadian grown **Organic Red** and **Yellow Potatoes** out of British Columbia have started this week and the quality is fantastic. We will see **Organic Red** and **Yellow Potatoes** out of Manitoba start in the next few weeks and that program will bring great quality and steady pricing through the fall months.



OG STONE FRUIT

CA **Organic Black** and **Red Plums** are very limited as we finish off the last varieties of the season. **Organic Pluots** will wind down over the next few weeks.

We are transitioning back to CA for a small late summer run and then be done for the season. Washington **Organic Peaches** and **Nectarines** are done for the season.

CA **Organic White Peach** and **Nectarine** supplies will continue for the next couple of weeks and then be done for the season.



OG BROCCOLI

Organic Broccoli continues to be in good supply out of CA, although most shippers have moved up on their pricing. Canada reports lighter volume this week.

Organic Broccoli Crowns are in abundant supply as well.



OG GRAPES

California **Organic Green, Red, and Black Seedless** Grape supplies are steady.

California **Organic Thomcord Grapes** are done for the season.

The first **Biodynamic Thompson Grapes** will be next week from Marian Farms. These are sold in paper totes and are vine ripe-amber.

The first **Organic Red Globe Grapes** have arrived in limited supply with high prices.



OG PEPPERS

Supplies are limited on **Organic Green Peppers** out of PA and NY. CA reports stronger volume this week.

Organic Specialty Peppers including **Organic Cherry Bomb, Cubanelle, Hot Mix Clamshell, Poblano,** and **Purple Block Peppers** are available out of NY.

Some PA **Organic Red Peppers** will be available this week as well.



OG GREEN BEANS

CA has adequate **Organic Green Bean** supplies and prices are declining. Quality out of all regions has been good.

PA is done for the season.



OG CUCUMBERS

Organic Cucumbers are decreasing in supply out of NY and PA. CA reports abundant supplies of Organic Cucumbers. GA has also started with good supplies.

VA reports abundant supplies of **Organic Hot-house Euro Cucumbers**.

Supplies are limited on **Organic Persian** and **Pickle Cucumbers**.



OG CAULIFLOWER

Organic Cauliflower is a bit more limited this week out of Canada and CA. CA growers are reporting quality issues with discoloration and bruising. Prices are up.

Organic Orange (Cheddar) Cauliflower is in limited supply out of CA.



OG KIWI BERRIES

New crop **Organic Kiwi Berries** out of Oregon are now in peak season for early September. PA product will be in season during mid-September.

Organic Kiwi Berries are sweet and ready to eat when soft.



OG MANGOS

Non Hot Water Treated (NHT) **Organic Kent Mangos** will transition to the **NHT Keitt** variety over the next week. Taste and quality will be equally as good as the **Kents** have been!

The market is increasingly tight and prices will continue to increase as the season draws closer to an ending. Keitts are sizing very large.



OG CITRUS

A very small supply of **Organic Peruvian Satsuma Mandarins** and **Minneola Tangelos** have arrived and should be firm and steady for the next couple of weeks.

CA **Organic Valencia Orange** supplies have tightened significantly and we are seeing prices rise, but slightly better quality should also be expected. CA **Organic Navel Oranges** keep surprising us with their quality and availability. They are expected to wrap up in early September.

ALERT! **Organic Lime** supplies are extremely limited this week as heavy rains have virtually halted product and is hurting quality. Expected this price to increase steadily over the next couple of weeks.

ALERT! California **Organic Lemon** supply continues to be extremely limited. Prices are very high. The crop is expected to improve in late September. An extremely small amount of Mexican **Organic Lemons** came and went. A little more is expected in early September.



OG ROMAINE HEARTS

Organic Romaine Hearts are in abundant supply out of CA. Prices are low and it's a good time to promote! Quality has been very good.



OG APPLES

Organic Gala Apples are in excellent supply out of Washington and are expected to be in excellent supply all season. Promotional opportunities are now available!

Organic Gold Supreme Apples are now here for a short stay and **Organic Gold Delicious Apples** will begin as soon as the **Organic Supreme Apples** end.

Washington **Organic Sansa** and **Tsugaru Apples** in tray packs have arrived in small volumes. Make sure to ask your sales person about these great new, seasonal varieties!

New **Organic Cortland** and **Cox Pippin Apples** from Heirloom Orchards in Oregon are expected to arrive any day. These will come and go as soon as they arrive, so make sure to grab them before they're gone!

The amazing **Organic Pink Pearl Apple**, with pink flesh and yellow skin, will go for 1-2 more weeks and then wrap up for the season.



OG SWEET CORN

Organic Bi-Color Sweet Corn is in good supply this week out of Canada. Quality is excellent. The Canadian product should be in good supply next week as well.



OG PEARS

Organic Starkrimson, Red Bartlett, and Red Anjou Pears out of Washington are in good supply.

Washington **Organic Bartlett Pears** are now in good supply with steady markets

New crop Washington **Organic Anjou Pears** should be arriving just about the time you are reading this report. Quality is expected to be excellent with high prices to begin.

California **Organic Bosc Pears** are finishing and we will transition over the next week or so to Washington fruit which will be in limited supply for the first couple of weeks.

California **Organic Asian Pears** are in good supply this week and will transition flawlessly over the next couple of weeks into Washington fruit with similar markets.

New Stemilt **Organic Lil' Snappers** lunch box sized **Pears** in high graphic packages have arrived in limited supply in both green and red varieties.

OTHER STORIES:

- New Zealand **Organic Green** and **SunGold Kiwifruit** supply continues to be steady with excellent quality for your fall "back to school" lunchbox treat! Promotional opportunities are available.

- We should see new crop **Organic Baby Mix Sweet Potato** trays start next week. We will also see the first arrival of **Organic Stokes Purple Sweet Potatoes** arrive towards the end of next week. New crop **Organic Garnet** and **Jewel Sweet Potato** quality continues to improve as we get into fully cured product.

- **Organic-Eggplant** supplies are declining out of PA, NJ, NY, and CA. Pricing is steady and quality has been very good out of all states as well. Mixed variety **Organic Eggplant** is available out of NY.

- Earthbound **Organic Power Meals** and **Organic Romaine Easy Leaves** have been a struggle to keep in stock. Supplies should improve soon.

- **Organic Hass Avocados** remain tight in the 48ct sizing. Smaller sizes are more plentiful. California

fruit will disappear from shelves within the next week. **Equal Exchange Fair Trade Mexican Organic Hass Avocados** are back!

- **Organic Celery** is in steady supply. Some quality issues are still seen, but the product that looks the best comes out of the Santa Maria, CA region. Other shippers are still reporting black heart.

NEW ITEMS OR BACK IN SEASON

CONVENTIONAL

- | | |
|--|-----------|
| 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 |
| 05167 - CV Apples McIntosh Tote 40 ct | 38 lb |
| | |
| 06150 - CV Tastee Apple Caramel w/ Nuts | 12/3 ct |
| 06152 - CV Tastee Apple Chocolate Turtle | 12/3 ct |
| 06153 - CV Tastee Apple Plain Caramel | 12/3 ct |
| 06160 - CV Tastee Apple Candy w/ Nuts | 12/3 ct |
| 06164 - CV Tastee Apple Caramel w/ Nuts | 24/1 ct |
| 06165 - CV Tastee Apple Candy w/ Nuts | 24/1 ct |
| 06173 - CV Tastee Apple Plain Caramel | 24/1 ct |
| 06174 - CV Tastee Apple Chocolate Turtle | 24/1 ct |
| | |
| 13053 - CV Lemons Meyer Pouch | 18/1 lb |
| 14006 - CV Oranges Blood Import | 20 lb |
| 15739 - CV Peaches Yellow Donut | 14/1 lb |
| | |
| 14867 - CV Apricots Tote | 12/2 lb |
| 14845 - CV Apriums "Purple Rose" Clamshell | 16/1 lb |
| 14835 - CV Apricots 3-Layer | 18 lb |
| 14827 - CV Apriums "Rose" | 18 lb |
| | |
| 00560 - CV Beets Gold Bunch NJ | 12 ct |
| 00631 - CV Broccoli Bin w/ Stem PA | 110 ct |
| | |
| 04832 - CV "Steamables" Sweet Potato | 12/1.5 lb |
| 04742 - CV "Tasteful Selections" Potatoes Sunrise Medley | 12/1.5 lb |
| 04743 - CV "Tasteful Selections" Purple Passion | 12/1.5 lb |



CLAMSHELLS OF SINGLE SERVE BAGS

- 08680 - CV Apple Slices Tart w/ Caramel Dip 4/5-2 oz
- 08683 - CV Apple Slices Sweet w/ Caramel Dip 4/5-2 oz
- 08681 - CV Apple Slices Tart 4/6-2 oz
- 08682 - CV Apple Slices Sweet 4/6-2 oz



ORGANIC FAMILY SIZE BAGS

- 44772 - OG Apples Slices Sweet 6/12 oz



FAMILY SIZE BAGS

- 08684 - CV Apples Slices Sweet 6/14 oz

NEW ITEMS OR BACK IN SEASON

ORGANIC

42887 - OG Apple Cortland Oregon	28 lb
42874 - OG Apple Cox Pippin Oregon	28 lb
42881 - OG Apple King David Oregon 56 ct	28 lb
42888 - OG Apple Orleans Reinette Oregon	28 lb
43515 - OG Apple Pink Pearl Oregon 50/70 ct	28 lb
44899 - OG Apple Sansa USA	80/88 ct
43506 - OG Apple Tsugaru Premium	80/88 ct
43260 - OG Pear Anjou Red 40/50ct	22 lb
43229 - OG Pear Bosc 80ct US #1	44 lb
43266 - OG Pear Bosc 100ct US #1	44 lb
43547 - OG Pear Seckel 2-1/8" 100ct	20 lb
44904 - OG Blueberries Driscoll's	12/4.4 oz
45036 - OG Marian Farms Biodynamic Raw Almonds	25 lb
45030 - OG Marian Farms Biodynamic Thompson Raisins	25 lb
45038 - OG Marian Farms Biodynamic No Oil Raisins	25 lb
43877 - OG Marian Farms Biodynamic Grapes Green	17 lb
43536 - OG Dragon Fruit Magenta	6 lb
43644 - OG Kiwi Berry USA	12/4.4 oz
44175 - OG Mango Keitt NHT Mexico	7 ct
40389 - OG Peppers Padron Clam	12/1 pt
40959 - OG Peppers Shishito Clam	12/1 pt
40160 - OG Artichokes Globe	30 ct
40358 - OG Beets Red Forno	25 lb
40636 - OG Cauliflower Orange	12 ct
40534 - OG Corn Bi-Color	60 ct
40583 - OG Parsnips USA	25 lb
40880 - OG Radish Black	10 lb
40874 - OG Radish Watermelon	10 lb
40616 - OG Rutabagas	25 lb
41220 - OG Squash Pie Pumpkin	35 lb
40463 - OG Turmeric	10 lb
40563 - OG Turmeric	30 lb
40690 - OG Garlic SJBO Spain	30 lb
41548 - OG Sweet Potato Garnet Yam	10/3 lb
41549 - OG Sweet Potato Hannah Yam	10/3 lb
41544 - OG Sweet Potato Japanese Yam	10/3 lb
41673 - OG Sweet Potato Baby Yam	18/16 oz



LABOR DAY SCHEDULE

Thur. 09/01 through Sat. 09/03 – Standard delivery and office schedules.

Sun. 09/04 – Sales office open 8:30am to 1pm to place orders for Tuesday, 09/06 delivery.

Mon. Labor Day 09/05 – No deliveries. Limited sales staff available from 8:00am to 12:00pm for order add-ons and changes for Tuesday, 09/06 delivery.

Tues. 09/06 – Standard delivery and office schedule.

Wed. 09/07 – Extra deliveries made in most regions to support post-holiday refill.



CONVENTIONAL MARKET NEWS

OUTLOOK FOR SEPTEMBER 2 - SEPTEMBER 9, 2016

BROCCOLI & CAULIFLOWER UPDATE



Local **Broccoli with stem and leaf in Bins** (110ct) are available this week in a light way from Ephrata/New Holland, PA growers.

Broccoli Crowns and **Bunches** remain very promotable in spite of a small uptick in price. Our product will be from California again. Quality is very good.

California **Cauliflower** quality is outstanding with aggressive pricing. This is a great week to promote again.

Green, Orange, and Purple Cauliflower are available in good quantities again this week.

Local PA **White Cauliflower with jacket-cut leaves** will come into season during mid-September.



CV BERRIES

Overall, pricing will be lower this week.

Good volumes of **Strawberries** are expected this week. We will see fruit from both the Santa Maria and Watsonville/Salinas regions, but there will be a split market depending on which fruit it is.

We expect this to be for a few weeks and then see things tighten up in mid-September.



CV PINEAPPLES

ALERT! We've been in a natural growing cycle gap of **Pineapples** from Central America for the past couple of weeks.

Also, some volume has been cut due to less room on containers being used for bananas. Some growers say the worst week is coming, with others saying they are over the hump and will gradually see an increase in fruit coming to the United States. However, demand will still exceed supplies through the next two to three months.

Even as supplies do increase and you move into the holiday seasons, ad demand will increase keeping supply unable to keep up with demand. So, for the remainder of the year, expect light supplies and a stronger than normal spot market.



CV GRAPEFRUIT

ALERT! California has been dealing with a much smaller **Grapefruit** crop this year which is apparent with the high prices we have seen all year.

With that said, the season for California **Grapefruit** will end abruptly and supplies will be very sporadic at best this following week. We will definitely see a gap in production between California and the start of the Florida and Texas season.

Florida at best will start the last of September with most growers talking an October start. Again growers are expecting a smaller crop due to losses from disease and less fruit available to the fresh market. Texas is appearing to have a start from early to as late as the 15th of October with what appears to be a normal crop.



CV SPINACH

Spinach supplies are steady on all packs.

We continue to carry the 12/10oz Ocean Mist Spinach on a regular basis with a steady price. Please be sure to ask your sales rep for details.



CV HASS AVOCADOS

a strong Hass Avocado market for up to three months on prices, and the fruit will peak on 48 counts and larger. Smaller fruit will be limited and there will be little price difference. There will be some Chilean fruit coming in, but quality will not compare to the Mexican fruit.



CV TOMATOES

Local Tomato pricing is past its peak. Local Vine Ripe Tomato production is down with higher pricing this week. Quality is nice.

Roma Tomatoes are very limited with higher pricing as local plants tire.

Grape and Cherry Tomatoes are in good supply with steady pricing.

Canadian Hothouse Beef and Cluster Tomatoes are up a tad this week. Campari Tomatoes are very promotable.



CV CUCUMBERS

Cucumbers are very tight from all growing regions. Pricing will be steady to higher.

Cello Wrapped Cucumbers are steady this week.



CV SQUASH

Hard Squash is in good supply as we head into September with varieties such as Golden Nugget and Blue Hubbard available with a couple of weeks.

Zucchini and Yellow Squash production is increasing and pricing will be lower this week.



CV LETTUCE

ICEBERG LETTUCE

The Iceberg Lettuce market is off the floor. California quality is very nice with a bump up in pricing. Canadian supply is still available as well with decent quality and also a slight bump up in pricing.

LEAF LETTUCE & ROMAINE HEARTS

California Romaine, Green Leaf, and Red Leaf Lettuces are very nice in quality right now. Romaine and Green Leaf Lettuce will have an uptick in pricing, while Red Leaf Lettuce will be steady. Canadian Leaf Lettuces are available as well.

Romaine Hearts are still very reasonable in price, but pricing is off the floor. Quality has been outstanding.



CV ONIONS

The PA Simply Sweet Onions continue to look very nice and pricing is steady. We will continue to support the PA Onion program until supplies are exhausted, which should go into September.

Peru Onions have started already and are priced a little higher than the PA Onions.



CV BRUSSELS SPROUTS

California Brussels Sprouts are in good supply with production increasing. Pricing will be steady to lower with this downward pressure. Quality is very nice.

Microwave Pack Brussels and the Supershreds are now in steady supply from Ocean Mist.



CV PEPPERS

15lb Red Pepper pricing will be lower this week as supply picks up from new California fields.

11lb Red, Yellow, and Orange Peppers are steady. Holland is a significant supply region at the moment.

Mini Mix Sweet Peppers are in good supply, but there will be an uptick in price this week.

Green Peppers are still in good supply from local farms with promotable volume and pricing.



CV SWEET CORN

Sweet Corn supply is decreasing locally as we head in September, but will still be available from local farms. In October, the crop will transition to the south.



CV EGGPLANT

Eggplant production is past peak production from New Jersey. Quality is still very nice, but with an uptick in pricing this week.



CV MELONS

Promotable pricing and volumes will continue this week out of California on **Honeydew** and **Cantaloupes**.



CV BERRIES

Blueberry volumes are expected to increase this week out of Peru. Prices will hold steady as there is strong demand for this fruit. There will still be some Pacific Northwest and Michigan product available, but quality will be suspect so we are avoiding it.

Volume and pricing will remain the same this week on **Raspberries** and **Blackberries**. Mexican production hasn't ramped up as expected. They are still about two weeks away from better volumes.



CV APPLES

We will see the first of the new crop **Fuji** and **Granny Smith Apples** shipping this weekend for arrivals next week. Northwest **Honeycrisp Apples** are picking up in volume and we are seeing some decrease in pricing on the premium grade with substantially cheaper prices on a U.S. extra fancy grade.

On the Eastern **Apple** front, we should start new crop **Red Delicious Apples** by the end of next week. By the third week in September, look forward to starting some special varieties. By the 15th we should start shipping the **Sweet Tango** and **Snap Dragon Apples**.

OTHER STORIES:

- **Collards** and **Kale** are in peak season from Flaim Farms in New Jersey.
- **Green** and **Red Cabbage** remain in season from Canada and New York.
- **Green Beans** are limited with increased pricing this week, but quality is nice.
- **Cello Radishes** remain limited due to rain in Michigan slowing production. **Bunched Radishes** are steady.
- **Green Onions** remain very limited, with prices increasing this week due to the tight supply.
- Production on new crop **Russet Potatoes** continue out of Idaho. Yields and sizing have looked very good and the market pricing is starting to come down.
- New crop **NJ White Potatoes** and **NJ Red Potatoes** continue to go strong. Promotions are best in the 10/5 lb. packs.
- **Lemons** are in lighter supply for September as CA growers transition from one region to another and there's not much import volume.
- **Mangos** are transitioning to the light-green and freckled Keitt variety. Sizing is large.

Displays of the Week!

