



# ORGANIC OUTLOOK

SEPTEMBER 1 - SEPTEMBER 8, 2017



WWW.FSPRODUCE.COM 10/1 QT

## LATE SUMMER NEW YORK ORGANIC VEGETABLES

Hepworth Farms in Milton, NY is in season with a variety of late summer **Organic Vegetables**, including many specialty products. These unique products add colors of summer harvest to your displays!

- 40857 - OG Kohlrabi Bunch Purple NY 12 ct
- 41022 - OG Squash Sunburst NY 20 lb
- 42325 - OG Eggplant Japanese NY 10 lb
- 40232 - OG Eggplant Mini Mix NY Clam 10/1 lb
- 48163 - OG Peppers Hot Mix NY 10 ct
- 41255 - OG Peppers Poblano NY 10 lb
- 48163 - OG Peppers Hot Mix NY 10 ct
- 40191 - OG Tomato Black Prince NY Clam 10/1 qt
- 42306 - OG Tomato Heirloom Cocktail NY 10/20 oz
- 41314 - OG Tomato Roma Gold NY 22 lb
- 41414 - OG Tomato Mini Roma Mix NY 10/1 qt



### OG PEARS

Pacific Northwest **Organic Starkrimson (Red) Pears** are available. This sweet pear adds great color to displays!

California **Organic Asian Pears** are in steady supply with promotional opportunities available. Supplies will transition smoothly to Washington fruit in early September.

Washington **Organic Bartlett Pears** are now entering peak season.

California **Organic Bosc Pears** are in steady supply. Quality is excellent.



### OG SWEET CORN

**Organic Bi-Color Sweet Corn** is currently shipping out of Pedersen Farms in New York. Quality and Flavor are excellent! Supply will carry through early September.

Canadian growers report their 60ct **Organic Bi-Color Sweet Corn** will be available for shipping the first week of September. It's a smaller sized corn than NY product.

California shippers have growing supplies of **Organic Bi-Color Corn**, but is still limited right now.



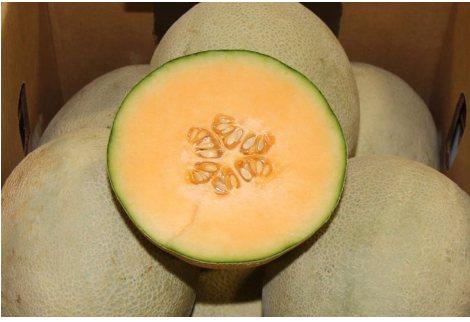
### OG APPLES

We have fully transitioned into Washington **Organic Gala Apples**. Smaller sizes will be available all season, but 80ct and larger will be limited and priced higher than 100s and smaller.

**Organic Granny Smith Apples** are expected to begin out of Arizona & California in mid-September. The Washington crop will start in October. We are currently gapping as imports are finished.

\*\*Washington **Organic Honeycrisp Apples** are expected to begin in early to mid-September!\*\*

New **Organic Zestar Apples** out of the Pacific Northwest are now in season for September.



## OG MELONS

California **Organic Cantaloupe** and **Honeydew** supplies are excellent with promotional opportunities available.

**Organic Galia Melons** continue to be in season.



## OG GRAPES

Marian Farms **Biodynamic Thompson Grapes** are back in stock - get these delicious little amber beauties now!



## OG GRAPES

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

CA **Organic Thomcord Grape** supplies are struggling but better supplies are on the horizon in a few weeks.



## OG KALE

**Organic Green Kale** continues to be harvested out of Ohio and New York. Quality has been excellent.

California shippers report adequate supplies of **Organic Green, Lacinato, and Red Kale**, but the market is starting to move up with the increased demand they are seeing because local kale is finished.



## OG FIGS

**Organic Black Mission Figs** will be in stock for next week. Quality has been excellent.

There will be no **Organic Brown Turkey** or **Green Figs** available next week.



## OG BROCCOLI & CAULIFLOWER

**Good News!** **Organic Broccoli** supplies have increased and prices are on the way down. Expect abundant supplies in September. **Organic Broccoli Crowns** are in better supply as well, but pricing is still higher.

California **Organic Cauliflower** supply is improving this week. Nevada growers report good volume as well. Expect pricing to slip a little further as we move into September.



## OG HASS AVOCADOS

**ALERT!** **Organic Hass Avocados** continue to be extremely tight and prices are not coming down. Rain in Mexico, coupled with the fact that the Mexican Flora Loca season is not as robust as originally thought, have made pricing once again take a turn upward.

California fruit is done. There are only a few shippers with small amounts of Peruvian fruit on the east coast.



## OG SQUASH

**Organic Zucchini** and **Yellow Squash** are limited according to mid-Atlantic shippers. No one has near enough supply out of NY, PA, and OH.

Georgia has begun their **Organic Zucchini** harvest, which is about 10 days ahead of schedule. Mexican growers are limited on both **Organic Yellow** and **Zucchini Squash**.



## OG BERRIES

Driscoll's California **Organic Blackberries** have become very tight this week and prices are rising quickly.

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

**Organic Raspberry** and **Strawberry** volumes are dwindling and prices are on the rise.



## OG EGGPLANT

PA, OH, CA, and NY all report good supply of **Organic Globe Eggplant**. **Organic Heirloom** and **Japanese Eggplant** are limited from NY.



## OG CILANTRO

**ALERT!** **Organic Cilantro** is expected to be limited out of CA this week, and bunches will be smaller. Some product might be available out of New York for early September, but it would be limited.



## OG ASPARAGUS

**Organic Asparagus** is in limited supply out of CA. Some supply should be available from Mexico in late October.



## OG TOMATOES

It's a good time to promote **Organic 2-Layer Round Tomatoes** out of PA. **Organic Heirloom Tomatoes** are in abundant supply out of PA, NY, MD, CA, WI, and CA.

**Organic Cherry** and **Rainbow Cherry Tomatoes** out of PA are in good supply. New York growers report supplies building on these items as well.

**Organic Grape Tomatoes** are in good supply from VA and Canada, limited from NJ, and adequate from PA.

**Organic Roma Tomatoes** are being harvested and volume is decent right now from local farms. Product is limited from Mexico.

**Organic Cluster Tomatoes** are in good supply from Mexico, Canada, and PA. Overall, it's a good time to promote.



## OG MANGOS

**Organic Keitt Mangos** are in season for September. The **Keitt** fruit has been good, but a little discoloration from rain and other factors, have been showing up externally. The **Keitt** skin is a bit lighter and more susceptible to some skin blemishes. This does not affect the great flavor of the fruit!

There will be some non-hot water treated fruit available next week. This fruit comes from growing regions in Mexico that are deemed to be "fruit-fly free zones."



## OG STONE FRUIT

**Organic Yellow & White Peaches** and **Yellow & White Nectarines** are now in excellent supply out of Washington. This is expected for the for September.

California **Organic Red** and **Black Plums** are in good supply this week with lower pricing.

**Organic Pluots** are gapping between varieties. We should see the fall varieties begin in early to mid-September.

## OTHER STORIES:

- California and Canadian growers have adequate supplies of **Organic Red Leaf**, **Green Leaf**, and **Romaine Lettuce**. **Organic Romaine Heart** prices vary a decent amount between shippers out of CA, NY, and Canada. Quality continues to be very good.

- Organic Spinach** is in decent supply out of Nevada, but limited from CA. The product from NV has looked nice and clean.

- Quality has improved, and pricing has settled in to a reasonable price point on **Organic Celery** out of CA. Supplies are limited from Nevada, but quality is nice. **Organic Celery Hearts** are in good supply and markets are steady.

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

- ALERT!** Taylor Farms **Organic Broccoli**, **Brussels Sprouts**, and **Butternut** continue to be limited.

- Organic Pineapples** will be in great supply next week with some excellent deals on Dole 6ct and 7ct fruit. Quality is excellent!

- ALERT!** NY, NJ, and Mexico shippers all report limited supplies of **Organic Cucumbers**. PA is done.

- Organic Formosa Papayas** are in good supply. Quality has been ok, but some heavy rains have caused some early breakdown and decay in the fruit.

- Lady Moon Farms will start the Georgia **Organic Cucumbers** the first week of September, but they are not expecting huge volumes off the plants. Less volume is available out of Wisconsin this week.

- Organic Brussels Sprouts** are back in limited numbers out of Northern California. Pricing is high, but volume should be better in early September. No microwave bags will be available until October.

# Heirloom Apple Varieties



Try these apples sliced with cheese. All apples taste better sliced. More delicate flesh & less skin assures full apple flavor in every bite.

## LATE SEPTEMBER:



### Gravenstein

The Gravenstein is considered to be one of the best all-around apples for baking, cooking and eating. It has a sweet, tart flavor and juicy, crisp texture. The Gravenstein is native to Denmark, discovered in 1699. It traveled to America with Russian fur traders, who planted orchards at Fort Ross, CA in the early 1800's.



### King David

Discovered by farmer Ben Frost on a fence row tree in Arkansas in 1839. Believed to be a cross of Jonathan/Arkansas Black. Cream colored flesh is coarse, crisp and has a spicy, almost wine-like flavor. Suitable for dessert, pie, sauce making and cider.



### Pink Pearl

Cut or bite into this heirloom apple and you are in for a surprise. In fact, it is an offspring of another variety called 'Surprise'! Pink fleshed, pearly skinned, good tasting with sweet to tart flavor. Makes pink applesauce and pretty fruit tarts.



### Ribston Pippin

This apple was grown in 1708 from one of three 'pips' (seeds) sent from Normandy to Sir Henry Goodricke of Ribston Hall, Yorkshire, England. It has one of the highest Vitamin C contents, 30mg/100mg. Its yellow flesh is firm and sweet, with a pear taste. Ribston is also the parent of Cox's Orange Pippin.



### Cox's Orange Pippin

This heirloom apple still dominates the English markets. Got its name from creator Richard Cox, a retired brewery worker in the early 1800's. The skin takes on an orange tinge at ripening. Has a juicy, nutty taste and firm flesh. This variety is good for all around use; both in cooking, juicing and eating fresh.



### Orleans Reinette

A very old heirloom apple, probably originating in France where it was first described in 1776. Smaller size; round and greenish-yellow color skin with creamy white flesh. Juicy, with a taste of sweet orange followed by a nutty flavor.



### Cortland

The Cortland heirloom apple was developed in 1898 by Professor S.A. Beach of New York. It is another high quality red apple, which often will have dark red streaks on the outside. Inside you will find a crisp, white flesh and a somewhat tart, sweet flavor. Very juicy. A good salad apple because it does not brown for hours after slicing.



### Matsu

A late maturing offspring of Golden Delicious from Japan's breeding program (crossed with an Indo tree seedling brought to Japan by an Indiana school teacher). Renamed 'Crispin' in the U.K. and U.S.A. A very large, firm greenish/yellow apple with a sweet cocktail of flavors. Juicy and refreshing, with outstanding dessert qualities. Also known in Japan as the 'Million Dollar Apple'.

## EARLY OCTOBER:



### Grimes Golden

If you are a Golden Delicious fan, try the parent, Grimes Golden. A clear, deep yellow skin covers a fine grained, spicy flesh. Very juicy and excellent for cider. Discovered in Brook County, Virginia in 1804 by Thomas Grimes.



### Spitzenburg

This "apple of connoisseurs" was discovered in upstate N.Y. in the early 1700's. Rumored to be the favorite of Thomas Jefferson, and definitely grown in his orchards at Monticello. Produced in the Hood River Valley, OR in the early 1900's. Rich, fruity aromatic flavor and crisp meat. A great dessert heirloom apple, it is often a favorite at Christmas time.



### Calville Blanc

This world renowned dessert apple dates from 16th century France. Its flattened round shape makes it distinctive looking, so much that Monet put it in his 1879 painting "Apples and Grapes". It has a tart, effervescent flavor, and is good for eating. Claims to be the "best apple pie apple grown". Higher in Vitamin C than an orange.



### Ashmead's Kernel

One of the very best of the old European apples from the late 1600's to early 1700's, this small to medium sized apple has an outstanding rich, high flavor. It is rated for the connoisseur, and has not been offered commercially. Sharp flavor, with a wonderful aftertaste. It has green, russeted skin and crisp, juicy flesh.



### Roxbury Russet

In the early 17th century, Roxbury Massachusetts developed and named the first American apple! An excellent old cider apple, and good for eating. Roxbury Russet is medium sized, elliptical in shape, with a crisp tart flavor. Its russeted skin can exhibit in two or three shades.



### White Winter Permain

There is some confusion as to the origin of this apple; some say it originated in Indiana around 1849, others that it came from 1200AD England. Medium to large in size, the White Winter Pearmain has a pale yellow skin with streaks of reddish blush. The skin is waxy and tough. Yellowish flesh is crisp, juicy and tender with a hint of sweetness. One of the premier dessert apples.

## LATE OCTOBER:



### Golden Russet

If you are a Golden Delicious fan, try the parent, Grimes Golden. A clear, deep yellow skin covers a fine grained, spicy flesh. Very juicy and excellent for cider. Discovered in Brook County, Virginia in 1804 by Thomas Grimes.



### Northern Spy

An American heirloom apple native to the Northern East Coast discovered around 1800 in East Bloomfield, N.Y. Its name comes from the codename of an Underground Railroad operator, who guided former slaves through New England into Canada. Flavor is especially tart, and flesh is harder and crunchier than most. A consummate pie apple, and an old favorite for eating out of hand. Trees are very slow bearing and can take up to twelve years to produce an alternate bearing crop.



### Arkansas Black

This unique apple dates to 1870's Arkansas. It is a lively red color, deepening to a purplish black when ripe. Known for a hard, slick exterior, apple expert Tom Burford remembers being warned as a boy not to hit anyone in the head with it, as it could kill! It is juicy, with a distinctive aromatic flavor.



### Winesap

Unknown in origin, this heirloom apple was probably brought in seed form from Europe over 200 years ago. Deep red in color, it was noted as a great cider apple in writings as far back as 1817. Good for pie, sauce and eating out of hand. Flesh is a fruity, crisp yellow; sometimes featuring red streaks on the inside. The blossoms on Winesap trees are mostly pink, instead of white. One of the parents of 'Arkansas Black'.



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New!



# ORGANIC VEGGIE NOODLES

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45692 - ORGANIC BEET NOODLES 6/12oz  
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45694 - ORGANIC BUTTERNUT SQUASH NOODLES 6/12oz  
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45695 - ORGANIC SWEET POTATO NOODLES 6/12oz  
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45704 - ORGANIC ZUCCHINI SQUASH NOODLES 6/12oz  
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# SEPTEMBER 1 - SEPTEMBER 8, 2017

## ORGANIC



### NEW YORK

#### HEPWORTH FARMS - MILTON, NY

- 40640 - OG Cilantro NY 30 ct
- 41091 - OG Cucumber NY 20 lb
- 40232 - OG Eggplant Mini Mix NY Clam 10/1 lb
- 42325 - OG Eggplant Japanese NY 10 lb
- 40857 - OG Kohlrabi Bunch Purple NY 12 ct
- 40723 - OG Parsley Curly Premium NY 30 ct
- 40784 - OG Peppers Anaheim NY 10 lb
- 40987 - OG Peppers Cherry Bomb NY 10 lb
- 40786 - OG Peppers Habanero NY 10 lb
- 48163 - OG Peppers Hot Mix NY 10 ct
- 40838 - OG Peppers Jalapeño NY 10 lb
- 41255 - OG Peppers Poblano PA 10 lb
- 42324 - OG Peppers Purple NY 10 lb
- 42322 - OG Peppers Shishito Clam NY 10/1 pt
- 41022 - OG Squash Sunburst NY 20 lb
- 41026 - OG Squash Yellow NY 20 lb
- 41048 - OG Squash Yellow Fancy NY 10 lb
- 41337 - OG Tomatillos NY 10 lb
- 40191 - OG Tomato Black Prince NY Clam 10/1 qt
- 41414 - OG Tomato Mini Roma Mix NY 10/1 qt
- 42306 - OG Tomato Heirloom Cocktail NY 10/20 oz
- 41314 - OG Tomato Roma Gold NY 22 lb

#### PEDERSEN FARMS - SENECA CASTLE, NY

- 40550 - OG Cabbage Green NY 45 lb
- 40562 - OG Cabbage Red NY 40 lb
- 40520 - OG Corn Bi-Color NY 48 ct
- 40416 - OG Greens Kale NY 24 ct

### PENNSYLVANIA

#### CHRIST KING - LANCASTER, PA

- 41535 - OG Onion Sweet Jumbo PA 40 lb
- 41536 - OG Onion Sweet Medium PA 40 lb
- 40724 - OG Parsley Italian Flat Premium PA 30 ct
- 40796 - OG Peppers Green LG PA 25 lb
- 40789 - OG Peppers Red Choice PA 11 lb
- 41031 - OG Squash Butternut PA 35 lb
- 42305 - OG Tomato Roma PA 20 lb

#### BUBBLING BROOK FARMS - MILLVILLE, PA

- 40485 - OG Beets Red PA 25 lb
- 41531 - OG Onion Red Jumbo PA 40 lb
- 41525 - OG Onion Red Medium PA 40 lb

#### CLARION RIVER - SLIGO, PA

- 41036 - OG Squash Acorn Green PA 30 lb
- 41031 - OG Squash Butternut PA 35 lb
- 41044 - OG Squash Kabocha PA 35 lb
- 41220 - OG Squash Pie Pumpkin PA 35 lb
- 41055 - OG Squash Red Kuri PA 35 lb
- 41050 - OG Squash Spaghetti PA 30 lb
- 41037 - OG Squash Sweet Dumpling PA 35 lb

#### ISAAC S STOLTZFUS - MILLVILLE, PA

- 40485 - OG Beets Red PA 25 lb
- 42309 - OG Garlic White PA 10 lb

#### LADY MOON FARMS - CHAMBERSBURG, PA

- 41091 - OG Cucumber PA 20 lb
- 40639 - OG Eggplant Premium PA 24 lb
- 40796 - OG Peppers Green LG PA 25 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
- 41398 - OG Tomato Grape Gold 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
- 41347 - OG Tomato Yellow Pear PA 12/1 pt



#### REED FARMS - LANCASTER, PA

- 40387 - OG Beans Green PA 25 lb

#### REUBEN PEACHEY FARM - TYRONE, PA

- 40485 - OG Beets Red PA 25 lb
- 40838 - OG Peppers Jalapeño PA 10 lb
- 41036 - OG Squash Acorn Green PA 30 lb
- 41035 - OG Squash Delicata PA 35 lb
- 41044 - OG Squash Kabocha PA 35 lb
- 41050 - OG Squash Spaghetti PA 30 lb

#### SAM K STOLTZFUS - LOGANTON, PA

- 41515 - OG Onion Red PA 16/3 lb
- 41531 - OG Onion Red Jumbo PA 40 lb
- 43492 - OG Potato Red Thumb Fingerling PA 20 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
- 41531 - OG Onion Red Jumbo PA 40 lb
- 41525 - OG Onion Red Medium PA 40 lb

#### TOIGO FARMS - CARLISLE, PA

- 41322 - OG Tomato Cluster PA 11 lb



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





# SEPTEMBER 1 - SEPTEMBER 8, 2017

## DELAWARE

### VINCENT FARMS - DELMAR, DE

- 01060 - CV Corn White DE 48 ct
- 01084 - CV Corn White Bin DE 50 dz
- 01828 - CV Peppers Green Choice DE 22 lb
- 23031 - CV Tomato Vine Ripe XLG DE 25 lb

### WATERMELONS FROM DELAWARE:

Contact your sales rep for specific counts.

Hanshaw Farms  
Vincent Farms

## NEW JERSEY

### EASTERN FRESH - VINELAND, NJ

- 02855 - CV Cucumber Carton NJ 24 ct
- 01834 - CV Peppers Green XLG NJ 22 lb
- 02241 - CV Squash Green Fancy NJ 20 lb
- 02240 - CV Squash Green Medium NJ 20 lb

### FLAIM FARMS - VINELAND, NJ

- 00205 - CV Arugula NJ 24 ct
- 00455 - CV Basil NJ 15 ct
- 00530 - CV Beets Red Loose NJ 25 lb
- 00592 - CV Bok Choy Baby (Shanghai) NJ 30 lb
- 00770 - CV Cabbage Green Bin NJ 55/65 ct
- 01670 - CV Cabbage Napa NJ 30 lb
- 01041 - CV Cilantro NJ 15 ct
- 01170 - CV Dandelion Bunch NJ 12 ct
- 01200 - CV Dill NJ 24 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
- 02875 - CV Endive/Chickory NJ 18 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
- 01462 - CV Kohlrabi Green NJ 12 ct
- 01478 - CV Leeks Bunched NJ 12 ct
- 01510 - CV Mint Box NJ 12 ct
- 01975 - CV Peppers Cubanelle NJ 18 lb
- 01834 - CV Peppers Green XLG NJ 22 lb
- 01993 - CV Peppers Habanero Orange NJ 8 lb
- 01965 - CV Peppers Jalapeño NJ 10 lb
- 01967 - CV Peppers Jalapeño NJ 35 lb
- 01980 - CV Peppers Long Hot NJ 16 lb
- 01995 - CV Peppers Poblano NJ 20 lb
- 01985 - CV Peppers Serranos NJ 8 lb
- 01802 - CV Peppers Suntan NJ 22 lb
- 03205 - CV Scallions NJ 48 ct
- 01355 - CV Swiss Chard Rainbow NJ 12 ct
- 01368 - CV Swiss Chard Red NJ 12 ct

### JERSEY FRUIT - HAMMONTON, NJ

- 15470 - CV Nectarines 2 3/4" NJ 25 lb
- 15678 - CV Peaches 2 1/2" 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

- 05680 - CV Apples McIntosh 100 ct 40 lb
- 05040 - CV Apples McIntosh 2-1/2 12/3 lb
- 05167 - CV Apples McIntosh Tote 8 ct NY 38 lb

### TORREY FARMS - ELBA, NY

- 00750 - CV Cabbage Green NY 50 lb
- 00781 - CV Cabbage Red NY 20 lb
- 00780 - CV Cabbage Red NY 50 lb
- 02819 - CV Cucumber Super NY 72 ct
- 02240 - CV Squash Green Medium NY 20 lb

## PENNSYLVANIA

### BENEDICT - CHAMBERSBURG, PA

- 01965 - CV Peppers Jalapeño PA 10 lb
- 01967 - CV Peppers Jalapeño PA 35 lb
- 01802 - CV Peppers Suntan PA 22 lb
- 02350 - CV Squash Acorn PA 35 lb
- 02372 - CV Squash Butternut PA 35 lb
- 02390 - CV Squash Spaghetti PA 35 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

### COPENHAVER - LEBANON, PA

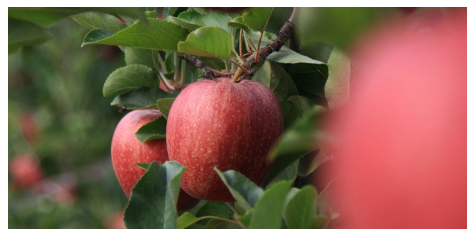
- 00482 - CV Beans Green PA 25 lb

### EPHRAIM ZOOK - LANCASTER, PA

- 00631 - CV Broccoli Bin w/Stem PA 110 ct

### HESS BROTHERS - LANCASTER, PA

- 05475 - CV Apples Gala 88 ct PA 40 lb
- 05471 - CV Apples Gala 100 ct PA 40 lb
- 05030 - CV Apples Gala 2-1/2 PA 12/3 lb
- 05168 - CV Apples Gala Tote 8 ct PA 38 lb



- 05294 - CV Apples Ginger Gold 72/88 PA 40 lb
- 05290 - CV Apples Ginger Gold 100ct PA 40 lb
- 05017 - CV Apples Ginger Gold PA 12/3 lb
- 05175 - CV Apples Ginger Gold Tote 8 ct PA 38 lb
- 05470 - CV Apples Honeycrisp 56 ct PA 40 lb
- 05466 - CV Apples Honeycrisp 64 ct PA 40 lb
- 05476 - CV Apples Honeycrisp 72/88 ct PA 40 lb
- 05019 - CV Apples Honeycrisp 2-1/2" PA 12/3 lb
- 05672 - CV Apples McIntosh 72/88 ct PA 40 lb
- 05680 - CV Apples McIntosh 100 ct PA 40 lb
- 05040 - CV Apples McIntosh 2-1/2" PA 12/3 lb
- 05167 - CV Apples McIntosh Tote 8 ct 38 lb
- 05225 - CV Apples Paula Red 80/88 ct PA 40 lb
- 05224 - CV Apples Paula Red 100 ct PA 40 lb
- 05007 - CV Apples Paula Red 2-1/2 PA 12/3 lb
- 06330 - CV Pears Bartlett 40 lb
- 07046 - CV Pears Red Bartlett 20 lb
- 07045 - CV Pears Seckel 20 lb

### HESS FARMS - WAYNESBORO, PA

- 02855 - CV Cucumber Carton PA 24 ct
- 02845 - CV Cucumber Kirby PA 40 lb
- 02812 - CV Cucumber Select 72 ct
- 01975 - CV Peppers Cubanelle PA 18 lb
- 01834 - CV Peppers Green XLG PA 22 lb
- 01828 - CV Peppers Green Choice PA 22 lb
- 01967 - CV Peppers Jalapeño PA 35 lb
- 01965 - CV Peppers Jalapeño PA 10 lb
- 02240 - CV Squash Green Medium PA 20 lb
- 02338 - CV Squash Yellow Medium PA 20 lb
- 23118 - CV Tomato 6x6 PA 25 lb
- 21880 - CV Tomato 3 PK Tube Tray PA 10/3 pk

### JOSH WEAVER - LANCASTER, PA

Watermelon Bins available - ask your sales rep for specific counts

- 01062 - CV Corn Bi-Color PA 48 ct
- 01065 - CV Corn White Bin PA 50 dz

### MIKE FINK - GERMANSVILLE, PA

- 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



# LABOR DAY SCHEDULE

**SATURDAY (9/2)** - Standard delivery and office schedules.

**SUNDAY (9/3)** - Sales office open 8:30am to 1:00pm for order changes and add-ons for Tuesday 9/5 deliveries.

**MONDAY (LABOR DAY 9/4)** - Offices closed for the holiday. No deliveries.

**TUESDAY (9/5)** - Standard delivery and office schedule.

**WEDNESDAY (9/6)** - Extra deliveries made in most regions to support post-holiday refill.

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**Natural Products**  
EXPO EAST®



**WILL YOU BE AT EXPO EAST IN BALTIMORE SEPTEMBER 14-16?**

.....

**VISIT US AT BOOTH #1516**







# CONVENTIONAL OUTLOOK SEPTEMBER 1 - SEPTEMBER 8, 2017

WWW.FSPRODUCE.COM US #1

## LOCAL BROCCOLI & CAULIFLOWER



Pennsylvania **Stem Broccoli** (sold in 110ct bins) is coming into season here in early September. The crop will have more abundant volume for late September and October.

Jumbo head local **Cauliflower** (jacket-cut, 60ct bins), will be coming into season from Pennsylvania during mid to late September, and will be promotable through October.

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**Broccoli Crowns** are steady from California and quality is very nice.

Out in California, the big flush on **Cauliflower** is winding down. Product is still promotable but will up to more normal pricing. Quality is nice.



### CV HASS AVOCADOS

**ALERT!** This week 50-80% of the daily **Hass Avocado** harvests were suspended due to rain in Mexico. Additionally, the fruit is slow to maturity (oil content) due to the saturated soils.

This has made an already short supply item even tighter. Expect **Hass Avocados** to remain extremely expensive for September.



### CV GRAPES

California growers continue their peak season harvests on **Seedless Grapes**.

Here are the premium varieties available from Pretty Lady brand during the first half of September:

**Green Seedless:** Green Emerald, Princess, Esteem, and Autumn Crisp

**Red Seedless:** Scarlet Royal

**Black Seedless:** Arra 27 and Midnight Beauty



### CV STONE FRUIT

There's an abundance of NJ, PA, and MD grown **Yellow Peaches** available for early September. Prices are low.

From the West Coast, shippers are discounting their late crop **White & Yellow Peaches** and **Nectarines** for September.

The last **Cherries** of the 2017 season are selling out this week.



## CV STRAWBERRIES

**ALERT!** **Strawberry** demand is expected to remain stronger this week with the ad commitments that have been in place for a few weeks. There's not enough good quality fruit in the fields to cover this demand.

Growers have started to move back down to Santa Maria, which is translating to better quality fruit. Look for prices to firm up slightly as some of the older fields are taken out of the mix.



## CV BLUEBERRIES

**ALERT!** Look for **Blueberry** supplies to be limited this week and prices higher. The domestic and British Columbia supplies are almost finished for the season.

Import fruit from Argentina and Peru is expected to get started in a very small way with high-end pricing.



## CV POTATOES

New crop **Idaho Russet Potatoes** (Norkotah variety) will be here this week in both counts and 10/5 lb bags. Expect the price to remain elevated on this product for a couple weeks until more steady supply comes on.

**Red Potatoes** have also seen an up-tick in price this week with demand being very strong.



## CV CUCUMBERS

**Super Select Cucumbers** are limited with a bump up in pricing. **Select Cucumbers** are steady.

**Cello wrapped Cucumbers** are steady as well from Canada.



## CV PEPPERS

**Green Peppers** continue to be plentiful from multiple growing regions. Quality is very nice with steady to lower pricing this week.

**11lb Yellow Peppers** are flush. It's a good week to promote and pricing will be lower. **11lb Orange Peppers** are steady. **15lb and 11lb Red Peppers** are steady.

**Rainbow Pepper** pricing will be lower this week.



## CV SQUASH

**ALERT!** **Zucchini and Yellow Squash** are extremely limited due to cool night time temperatures.



## CV ARTICHOKEs

There are nice 18ct **Artichokes** this week at a good value and steady pricing. Quality is nice and fresh from Santa Maria, CA.



## CV SWEET CORN

**Sweet Corn** quality is nice from NY, PA, DE, and MI. Supplies are lighter this week, but pricing is holding steady.



## CV PEARS

Fresh crop **Pears** are in peak season from California and Washington.

PA grown **Green and Red Bartletts**, plus **Seckel Pears** are also in season.



## CV MELONS

Keep promoting **Cantaloupes** and **Honeydews**. Excellent quality fruit will continue this week out of California.



## CV HARD SQUASH

More **Hard Squash** varieties are available from PA and MI, among other places. Pricing will be lower this week as a result.



## CV Caramel Apples

Much to the dentists' dismay, **Caramel** and **Candy Apples** are back in stock for fall promotion.



## CV LETTUCE

**Romaine Heart** quality continues to be outstanding. Pricing will be down this week, so it's another great week to promote this beautiful product!

**Romaine Lettuce** is more limited, but quality is outstanding. Pricing up a bit. **Green Leaf** and **Red Leaf Lettuces** are nice quality and steady pricing.

**Iceberg Lettuce** supplies have increased so pricing will be down this week from both California and Canada. Quality continue to be very nice.



## CV TOMATOES

Promote the following **Tomatoes**, as pricing is very aggressive this week: **Cherry**, **Medley Retail Packs**, **Gold Retail Packs**, and **Cherry-on-the-Vine**.

**Beef** and **Cluster Tomatoes** will be lower in price this week from Canada. Quality is nice.

**Roma Tomatoes** are steady in price. Quality is better out of the West Coast and greenhouse production versus the local product, which has shorter shelf-life right now.

**Local Grape Tomatoes** are more limited and pricing is up a bit. Quality is nice from Mexico, and prices are more promotable.



## CV APPLES

Pennsylvania **Honeycrisp Apples** are in season! The Washington crop will start in early September.

Other **Local Apples** prime for September promotion are:

- Gala
- Ginger Gold
- McIntosh

**Granny Smith Apples** remain expensive, since all that's available is the last of the 2016 storage crop. New crop **Granny Smith Apples** will not be available until the end of September.

## OTHER STORIES:

- **Cabbage** remains plentiful – continue to promote!
- **Eggplant** pricing is up, but quality is still nice from NJ.
- **Lime** volume should improve later in September out of Mexico and bring prices back to more reasonable levels. Smaller sizes will be more abundant than 150 and larger.
- PA grown **Green Bean** quality is very nice with a bump up in pricing for this week.
- There is still very good supply of nice quality **Celery** from California and Canada. Pricing will be steady.

