



# ORGANIC OUTLOOK

SEPTEMBER 8 - SEPTEMBER 15, 2017



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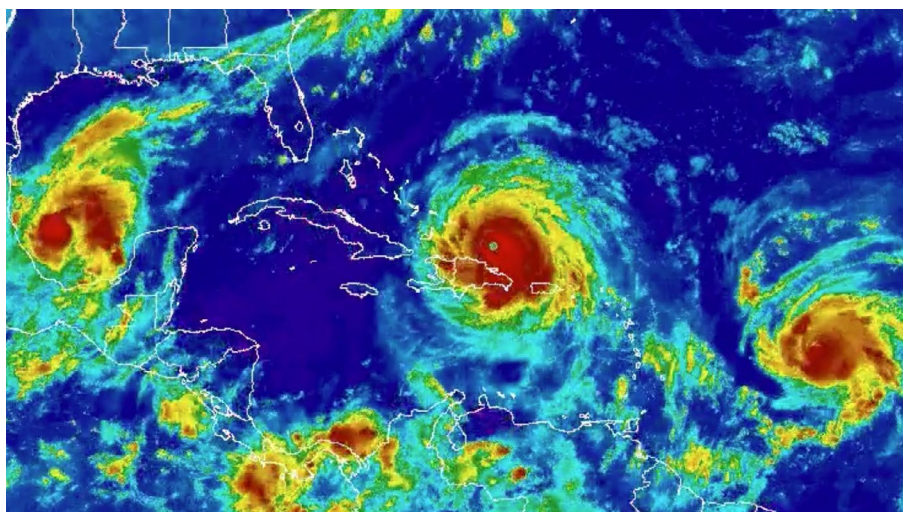
## HURRICANE SEASON

As relief efforts are underway in the Houston, Texas area, following Hurricane Harvey, we're now closely watching 3 more hurricanes for early September, keeping our impacted friends and business partners in our thoughts & prayers.

- **Hurricane Irma** - poised to impact all of Florida
- **Hurricane Katia** - slated to slam into eastern Mexico
- **Hurricane Jose** - path unknown

Growers in Florida already have early winter plantings in the ground and transplants in their greenhouses, but all of that is threatened by Irma.

Lime and Avocado growers in Mexico will continue to be impacted by heavy rains, hampering harvests and impacting blooms for fruit that would be harvested down the road. We will keep you updated each week.



### OG APPLES

The Washington **Organic Apple** season is running a few weeks behind. Overall, the crop is larger this year, but with smaller sized fruit. Promote 100ct and bags.

The first Washington **Organic Honeycrisp Apples** are expected to begin this week!

We have fully transitioned into Washington **Organic Gala Apples**. Smaller sizing will be prevalent all season, with 80ct and larger being more limited, but promo opportunities will begin on 3lb bags and 2lb pouches.

A small amount of **Organic Granny Smith Apples** out of Arizona are expected back here in early September. Expect high prices.

**Organic Heirloom Pink Pearl Apples** from Oregon will be available the second week of September. Supplies will be extremely limited.



### OG PEARS

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

Washington **Organic Bartlett Pears** are in excellent supply.

California **Organic Bosc Pears** are in steady supply.

New crop California **Organic Seckel Pears** are expected to arrive the second week of September, but in limited supply.

Pacific Northwest **Organic Starkrimson Pears** are in steady supply



### OG TOMATOES

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

**Organic Cherry** and **Rainbow Cherry Tomatoes** are in good supply out of PA. Supplies are building on **Organic Rainbow** and **Red Cherry Tomatoes** out of NY.

**Organic Grape Tomatoes** are fairly limited out of VA, NJ, and Canada. PA has adequate supply.

**Organic Roma Tomatoes** are very limited out of Mexico, but volume out of PA is adequate as harvesting has started.

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





## OG KALE

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

**Organic Green, Red, and Lacinato Kale** are in decent supply out of CA, but shippers see the market moving up with the increased demand they are seeing as most local kale is finished.

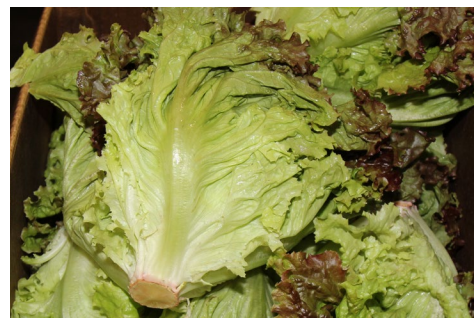


## OG GRAPES

California **Organic Red, Green, and Black Grapes** are in excellent supply, and promotional opportunities are available.

Marian Farms **Biodynamic Thompson Grapes** are expected back mid-September.

California **Organic Thomcord Grape** supplies are struggling but better volumes are on the horizon.



## OG LETTUCE

**Organic Red Leaf, Green Leaf, and Romaine Lettuce** are in adequate supply out of CA and Canada. Quality has become nicer on the **Red** and **Green Leaf**. Pricing has been steady.

**Organic Romaine Heart** pricing varies by shipper out of CA, NV, and Canada. Quality continues to be very good.



## OG CILANTRO

**ALERT!** **Organic Cilantro** is expected to be in limited supply out of CA this week. Bunches will be smaller. Some product may be available out of New York, but it will be limited.



## OG KIWI BERRIES

Local Pennsylvania **Organic Kiwi Berries** are available for September. Some Pacific Northwest fruit will be available later in the month because it's been slowed from wild fire smoke issues.



## OG APPLE CIDER

The first of the season **Organic Apple Cider** from Mayer Bros will be available this week. Local PA product is expected to begin in early October from Oylor's.



## OG BROCCOLI & CAULIFLOWER

California **Organic Cauliflower** supplies are getting better. Volume out of Nevada is good. Expect pricing to slip a little further as we move into mid-September.

**NOTE:** Extreme hot weather in California has slowed **Organic Broccoli** availability. Quality may suffer in mid-September with pricing going up again.

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



## OG MELONS

California **Organic Cantaloupes** are in excellent supply with promotional opportunities available. Fruit is expected to be available through the end of September.

California **Organic Galia and Honeydew Melons** are slowing down and are expected to wrap up for the season in mid-September



## OG CUCUMBERS

NY, NJ, PA, and Mexico all report limited supplies of **Organic Cucumbers**. GA will start the second week of September, but growers are not expecting huge volume off the plants. Pricing is up!

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





## OG CORN

**Organic 60ct Bi-Color Corn** out of Canada will be in good supply until mid-September. CA growers report increasing supplies of **Organic Bi-Color Corn**, but is still limited now.



## OG PINEAPPLES

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



## OG MANGOS

**Organic Non-Hot Water Treated Keitt Mangos** will be available the second week of September. Be prepared for large sized fruit going forward. There will be no 10 and 12ct sizes available. Fruit will be flushing in mostly 6, 7, and 8ct sizing.



## OG STONE FRUIT

**Organic Yellow Peach** and **Nectarine** supplies are now excellent out of Washington. This is expected to continue until September ends, with prices rising.

**Organic White Peaches & White Nectarines** are more limited and will wind down during mid-September.

California **Organic Black Plum** markets are firming as supplies dwindle. **Organic Red Plums** are finished for the season.

**Organic Flavor Fall Pluots** have arrived in limited supply and should wrap up later in September.



## OG BERRIES

**ALERT!** Extreme heat in California has severely impacted all **Organic Berries**. Harvest volumes are down, prices are up, and shelf-life is shorter.

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

Pacific Northwest **Organic Blueberries** are virtually finished for the season and are expected to gap until imports get started in October.

**Organic Raspberry** and **Strawberry** volumes are dwindling significantly and prices are on the rise. **Organic Strawberry** supplies will remain tight until Mexico begins in early October.



## OG HASS AVOCADOS

**ALERT!** With California and Peru officially done, and Mexico struggling to get mature fruit, the **Organic Hass Avocado** market is extremely tight.

Expect heavy pro-rates and out-of-stocks to continue in September.

Prices are at all-time highs, and while Mexico is expected to be coming into some volume over the next few weeks, don't look for prices to drop for a little while.

Weather has also played a major factor in supplies as many growers could not pick due to rain.

## OTHER STORIES:

- Extreme heat has the potential to further affect the Taylor Farms **Organic Pre-cut Veg** line supplies for next week.

- **Organic Black Mission Figs** will be winding down in supply. Quality has been excellent. There will be no **Organic Brown Turkey** or **Green Figs** available next week.

- **Peruvian Organic Minneolas** are expected back in early September.

- **Organic Lemon** supplies remain extremely firm with the best fruit coming out of district 3 desert crop. Prices remain extremely high. Some Mexican fruit is available.

- **Organic Lime** supply continues to be challenged due to the storms, with prices skyrocketing.

- **Organic Spinach** is limited out of CA, while Nevada product is in adequate supply. Product has looked nice and clean out of NV.

- **Organic Zucchini** and **Yellow Squash** are available in limited supply out of NY, PA, and OH. GA has adequate supply, but loading there after the storm may affect availability. Mexico growers have limited supplies of **Organic Yellow** and **Zucchini Squash**.

- Specialty Tomatoes: **Black Prince**, **Mini Roma Mix**, **Campari**, **Heirloom 10lb**, **Orange Cherry**, and **Heirloom Cocktail Tomatoes**

- Holland has good supplies of **Organic Red**, **Yellow**, and **Orange Peppers** now. Supplies are growing on all three colors out of Canada.

- **Organic Jalapeno Peppers** are in adequate supply out of CA/PA. **Organic Shishito** and **Poblano Peppers** are available out of NY and CA. NY also has an **Organic Hot Pepper Mix** available.

- **Organic Mini Mix Peppers** are in good supply out of CA and Mexico. **Organic Green Peppers** are in good supply out of PA, NY, and OH.



# PUMPKINS & FALL ORNAMENTALS

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## CONVENTIONAL OUTLOOK

SEPTEMBER 8 - SEPTEMBER 15, 2017

WWW.FSPRODUCE.COM 35 LB

### CV HARD SQUASH



**Hard Squash** is plentiful and we have all the varieties this week.

- 02350 - Squash Acorn 35 lb
- 02440 - Squash Acorn Golden 35 lb
- 02443 - Squash Acorn White
- 02372 - Squash Butternut
- 02405 - Squash Carnival
- 02367 - Squash Delicata
- 02356 - Squash Golden Nugget 35 lb
- 02365 - Squash Kabocha 35 lb
- 02410 - Squash Buttercup 35 lb
- 02390 - Squash Spaghetti 35 lb
- 02420 - Squash Sweet Dumpling 35 lb
- 02432 - Squash Turban 35 lb

PA Squash Tri-Bins available for late September:  
02385 - Squash Acorn/Butternut/Spaghetti Bin 600 lb



### CV BROCCOLI

**Bin Broccoli** is available out of PA - please ask your sales rep for details!

**ALERT! -Broccoli Crowns** are more limited due to the excessive heat this past weekend in California, slowing production. Pricing is higher, and quality is still good.

Eastern **Broccoli Crowns** are limited, so we'll mainly be in the California Broccoli Crowns again this week.



### CV TOMATOES

**15 lb Beef** and **11 lb Cluster Tomatoes** are in good, promotable supply from Canada. Pricing is lower on Clusters.

**Roma Tomatoes** are steady in supply and pricing from Mexico.

**25lb and 20lb Two-Layer Vine Ripe Tomato** quality is good. Pricing is up a bit.

**Local Heirloom Tomato** production is down. We will have some, but will have to supplement with Canadian product to fulfill orders.



### CV LETTUCE

**Iceberg, Romaine, Green Leaf, and Red Leaf Lettuces** from California are up in price this week. **ALERT!** We might see some fringe burn from excessive heat in the growing regions this past weekend, but we will physically not see this product until a few days after this note is written from our loading this week.

Canadian **Iceberg Lettuce** has good quality with steady pricing this week - great to promote!

**Romaine Heart** quality is good, but pricing up as volume is down this week.





## CV BLUEBERRIES

**ALERT!** We will be transitioning to import 6 oz **Blueberries** out of Argentina and Peru beginning at the end of this week. Look for prices to increase sharply as we make this transition.



## CV GREEN ONIONS

**ALERT! Green Onions (Scallions)** are expected to be limited over the next several weeks as production is down in Mexico. Pricing will be higher this week for iced and iceless packs. The bagged price is steady.



## CV GRAPES

Premium variety California **Grapes**, like Green Emerald, Pristine, Scarlett Royal, and Autumn Royal, are in peak season for September.

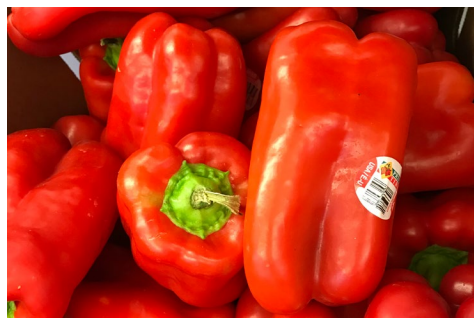
There are deals on lower quality/smaller sized **Grapes** as well.



## CV STRAWBERRIES

**ALERT!** High temperatures in California have caused some **Strawberry** supply gaps and quality issues in the fruit.

Prices will be up for much of September, and supplies more limited than we have seen over the past weeks.



## CV PEPPERS

**15lb Red Peppers** are lower in price this week and great to promote. We will have **15lb Yellow Peppers** as well!

**Green Peppers** are up a tad in pricing, but quality and volumes are still good, although the big flush is over.

**11lb Red, Yellow, and Orange Peppers** will be lower in price this week. Mexico production is starting and Canada is still going too.

**Mini Mixed Sweet Peppers** will be higher in price this week. Volume is expected to be limited over the next several weeks. There is good promotable volume on **Rainbow Pack Peppers** again this week.



## 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 CUCUMBERS

**Cucumbers** remain limited on Supers, Selects, and 24cts. Pricing will be steady to higher, but quality is nice. Most product is from NJ and NY.

**12/6ct Mini Seedless** and **12 ct Cello Wrapped Cucumbers** are steady from Canada.



## CV MELONS

Keep promoting **Cantaloupes** and **Honeydews** this week. Steady supplies are expected to continue for mid-September.

## OTHER STORIES

- **Cauliflower** - remains promotable, but production down slightly from excessive California heat.
- **Celery** - plentiful from California & Canada.
- **Green & Yellow Squash** - prices up, volumes down, as regional growers battle cool night temps.
- **Cabbage** - pricing is up slightly due to less local volume.
- **Brussels Sprouts** - **ALERT!** This crop remains very expensive due to some growing areas suffering from bug and heat damage.
- **Limes** - **ALERT!** Heavy rains in Mexico continue to drive lime prices higher and volumes lower.