

MARKET NEWS ORGANIC OUTLOOK

FALL CROP LOCAL ORGANIC GREENS



Organic Collards, Kales, Chards, and Dandelion from Lady Moon Farms in Chambersburg, PA are starting to increase in volume in mid to late -September and early-October.

Although the season is brief and supplies won't be huge, take advantage of this great product locally grown in PA for early fall.

Lady Moon Farms has also begun harvesting both **Organic Curly** and **Flat Leaf Parsley** at their PA farm.

Local **Organic Greens** are also in season from Hepworth Farms in NY during this time.



OG APPLES

Organic Honeycrisp Apples are now in excellent supply in all sizes and bags. Prices continue to come down.

Organic SweetTango Apples are in steady supply. This is an outstanding snacking variety with Honeycrisp parentage.

Washington **Organic Gala Apples** continue in excellent supply. Smaller fruit and bags are more prevalent with promotional opportunities available.

NEW THIS WEEK:

- **Organic Rosalynn**
- **Organic Smitten**
- **Organic Cox Pippin** (Heirloom Orchards - OR)
- **Organic McIntosh** (British Columbia)



OG BERRIES

Driscoll's **Organic Blueberries** have transitioned to 6oz packs. Supplies are very tight, prices have increased sharply, and prices will continue to rise with heavy prorates expected. Conditions are not expected to improve for a couple of months until Mexico ramps up.

Other brands of **Organic Blueberries** out of the Pacific Northwest are winding down for the year. We'll transition to **Organic Blueberries** from Argentina, Peru, and Chile in 6oz clamshells and higher prices headed into October.

Organic Blackberries from California and Mexico continue in very firm supply.

Driscoll's **Organic Raspberries** from Mexico and California are in firm supply, but should improve weekly. Other brands out of Mexico are gapping due to heat and rain, but hopefully supplies will rebound in a couple of weeks.

ALERT! **Organic Strawberries** continue in extremely firm supply with prices on the rise. Expect prorates as heat and rain have damaged some crops.



OG LETTUCE

Organic Romaine Hearts from California continue to see steady supplies in late September. As volumes have increased for many supplies in September, we have also seen more aggressive price points. With consistent volumes, exceptional quality, and aggressive pricing, late September and early October will be a great time to promote.

Organic Green Leaf and Red Leaf Lettuce from California are in steady supplies in late September. Although pricing from California is higher than we saw from Quebec during the summertime, quality remains excellent. Expect to see steady volumes, pricing, and quality into early October.



OG GARLIC

Organic Garlic production is down in the US, Spain, and China. The tariffs on Chinese products are also impacting price and supply.

Between these two factors, **Organic Garlic** has become more expensive, especially on **Organic Peeled Garlic**, most of which comes from China.



OG CELERY

Organic Celery from California continues to be in tight supply and priced high. Expect to see continued higher pricing through the month of September. As growers transition into new growing regions and new fields expect to see pricing and supplies to normalize.

Quality has continued to stay exceptional from the suppliers that have steady supplies.



OG GRAPES

California **Organic Black** (Unknown Black), **Green** (Autumn Crisp & Timpson), and **Red** (Krissy) **Grapes** are now in excellent supply with nice quality.

Green Biodynamic Grapes will also be available sporadically over the next few weeks.

California **Organic Thomcord Grapes** continue in good steady supply.



OG BROCCOLI

Organic Broccoli and **Broccoli Crowns** from California have continued to be in tighter supplies headed into late September. Expect to see continued price increases, while quality continues to be less ideal through late-September.

Quebec product will be available in late-September with better quality, availability, and pricing to help keep pricing reasonable, however with the extra demand from less than ideal conditions in California, we are not able to carry Canadian product only.



OG CAULIFLOWER

Organic Cauliflower from California is continuing to experience tighter supplies. Heat in certain areas is stunting the growth for some growers and the extra demand on the suppliers that do have product is causing prices to rise. Expect to see this trend continue into mid-October.

Quebec product is available at a price advantage but extra demand from less than ideal supplies of California **Organic Cauliflower** makes us unable to carry only Canadian product.



OG CITRUIS

California **Organic Valencia Orange** supplies are firming slightly. Expect a gradual increase in price. CA **Organic Navel Oranges** are expected to begin in mid to late October.

ALERT! California **Organic Grapefruit** continues to gap, but new crop is expected to begin in late September. Expect tight supplies and high prices.



OG SQUASH

Organic Zucchini and **Yellow Squash** from Lady Moon Farms in PA is coming to a close in late September. Although PA supplies are winding down, expect to see increased volumes from Lady Moon in GA and FL starting in early October.

Expect to see continued stellar quality and supplies throughout the remainder of September and into October, with opportunities to promote.



OG COLOR PEPPERS

Organic Color Bell Peppers from British Columbia and Holland are in excellent supply for late-September. Expect to see steady supplies in late September and early October, causing pricing to come down.

With outstanding quality and aggressive price points in late September, this is an excellent time to promote an item that has been consistently high for most of the summer.



OG SPECIALTY CITRUS

The first few Buck Brand **Organic Specialty Citrus** items from California will start in late September:

- **Organic Key Limes**
- **Organic Makrut Limes**
- **Organic Pink Variegated Lemons**



OG BRUSSELS SPROUTS

Organic Brussels Sprouts from Mexico continue to see exceptional quality and steady supplies headed into late September and early October. Expect to see promotional opportunities in late September as we continue to see great quality and steady supplies.



OG TOMATOES

Organic PA-Grown Roma Tomatoes will continue to be available this week. Quality has looked nice from Lady Moon Farms and King Family Farms. Promote local as the season will start to finish up shortly.

Organic Grape Tomatoes from PA Lady Moon Farms will begin to finish for the season as lower volumes are expected to continue. Quality remains excellent. **Organic Cherry** and **Rainbow Cherry Tomatoes** from PA Lady Moon Farms will be steady this week.

Organic Vine Ripe Round Tomatoes from PA will be available again this week. Much like the other PA varieties, harvests are tapering off as the end of the season is rapidly approaching. Quality and color remain beautiful.

Cluster Tomatoes remain promotable this week. Quality from Mexico has looked excellent. **Organic Beefsteak Tomato** prices will continue to be steady this week. Quality has looked good as well from Mexico and Canada.



OG LEMONS

Organic Lemons out of California and Mexico are slowly improving, with markets expected to ease over the next few weeks. Smaller sizing is prevalent.



OG CUCUMBERS

Organic Cucumbers continue to be limited as we head into late September. While most of the local growers' seasons have wrapped up, Georgia supplies are only began to harvest in early September. Mexican product is also available but in limited supplies and have higher pricing until their peak season starts in mid-October.

Organic Mini Cucumbers and **European Seedless Cucumbers** from Canada are seeing limited supplies and less than ideal quality. This will continue through early October.

European Seedless Cucumbers from Spain will be available during this time to help keep steady supplies but expect pricing to remain slightly higher with limited supplies from Canada.



OG ASPARAGUS

Organic Asparagus prices are lowering leading to more promotable pricing. Quality has been very nice as crews are now into new fields from Baja California, Mexico.



OG TROPICALS

Organic Hass Avocados from Mexico are in steady supply with good condition. **Organic Fair-Trade Hass Avocados** will continue to be available from Equal Exchange. **Organic Smooth Skin Green Avocados** from Florida are available.

Organic Mangos from Mexico are winding down. Pricing and availability are rising very quickly with 4-6ct sizing more readily available, with little to no smaller sized fruit. Expect **Organic Mangos** to gap until Ecuador starts later in October.

Organic Dragon Fruit will have a small gap as fruit was not coming on as quickly as anticipated.

Organic Horned Kiwano Melons and **Passion Fruit** are available for late-September. Expect steady supplies through the fall.

ALERT! **Organic Formosa Papayas** will continue to be out of stock as growers in Mexico experienced storms and high winds further damaging an already late crop. Expect the gap in these to extend through most of October. Hawaiian **Organic Papayas** will be available in very limited supplies. Overall condition has been okay.

OTHER STORIES

- **Organic Black Mission Figs** are beginning to wind down and some fruit has had trouble making the cross-country trip. Look for pricing to increase as well.

- **Organic Green Peppers** and **Eggplant** from Lady Moon Pennsylvania is coming to a close as September ends. Expect to see product from various growing regions in late September and early October. Although supplies will be coming from different regions, expect to see exceptional quality and steady supplies.

- **Organic Green Beans** from Reed Family Farm in Elizabethtown, PA continue to have excellent supplies in late September. As the local season comes to a close in mid-October, expect to see increased volumes and better price points to promote this item. Continued exceptional quality and steady supplies makes this is an excellent time to promote a great local item.

- **Organic Mini Watermelons** from New York and Canada continue to be available this week. Harvests are slowing down fast, but quality remains excellent.

We will begin to experience gaps and shortages heading into October until Mexico begins harvesting.

- New crop Idaho **Organic Russet Potatoes** are very good quality right now. Pricing remains steady and there is a good amount of uncertainty on when the pricing is going to start to come off. **Organic Red** and **Gold Potatoes** are now available from multiple shipping regions. Some of the nicest stuff coming from Canada and the Pacific Northwest.



ORGANIC APPLE & PEAR DISPLAY CONTEST

September 30 – October 28, 2019

Four Seasons Produce has teamed up with Stemilt Growers to bring you a display contest with a juicy bite to it! Organic apple and pear season is hitting its stride, and this is a GREAT month to promote some super seasonal amazing fruit! With the seasons bounty and beautiful colors, lets show them off in style! Here we go!



CONTEST RULES:

- Build a display of Stemilt label apples and pears in your produce department. **Fruit must have been purchased from Four Seasons Produce.**
- Displays must include at **least five (5)** apples and **one (1)** pear in it. ALL fruit within the display **MUST** be the Stemilt label.
- Varieties available will be **Gold Delicious, Gala, Fuji, Granny Smith, Sweet Tango, Honeycrisp, Bartlett Pears, and Red Pears.**
- Displays **must** include Point of Sale signage provided by Stemilt and Four Seasons. Display bins will also be available.
- Display photos **must** be sent to Steph Mayer (stephf@fsproduce.com) by **Thursday, October 31 st.**



CODE: 221944

* Use of social media is not a requirement, but is a great way to get variety information and ideas out to your customers.

CONTEST CATEGORIES & PRIZES

LARGEST DISPLAY "Stemilt Space Station"

- 1st - \$500
- 2nd - \$250
- 3rd - \$100

MOST CREATIVE "Stemilt Styling"

- 1st - \$500
- 2nd - \$250
- 3rd - \$100

BEST BAGGED DISPLAY "Sack of Stemilts"

- 1st - \$300
- 2nd - \$200
- 3rd - \$100

BEST SWEET TANGO "Apple Astair"

- 1st - \$300
- 2nd - \$200
- 3rd - \$100

Displays should include bags only and must use at least five (5) varieties of apples/pears.

Display using Sweet Tango apples only.



Everyone's a winner!
Each entry will receive a Stemilt Artisan Organics T-shirt!

FOR MORE DISPLAY TIPS AND IDEAS, PLEASE CONTACT YOUR FOUR SEASONS SALES REP OR MERCHANDISER.



PHONE: 1.800.422.8384 | FAX: 1.717.721.2597 | www.fsproduce.com





ORGANIC GOLD DELICIOUS

- 221754 OG Apples Gold Del. 80/88 ct 40 lb Stemilt Artisan Organics
- 221755 OG Apples Gold Del. 100 ct 40 lb Stemilt Artisan Organics
- 221756 OG Apples Gold Del. 2.5" 12/3lb bag Stemilt Artisan Organics



ORGANIC GALA APPLES

- 221757 OG Apples Gala 80/88 ct 40 lb Stemilt Artisan Organics
- 221759 OG Apples Gala 100 ct 40 lb Stemilt Artisan Organics
- 221760 OG Apples Gala 2.5" 12/3 lb bag Stemilt Artisan Organics
- 221761 OG Apples Gala 2.5" 8/5 lb bag Stemilt Artisan Organics



ORGANIC FUJI APPLES

- 221762 OG Apples Fuji 80/88 ct 40 lb Stemilt Artisan Organics
- 221763 OG Apples Fuji 100 ct 40 lb Stemilt Artisan Organics
- 221764 OG Apples Fuji 2.5" 12/3 lb bag Stemilt Artisan Organics
- 221765 OG Apples Fuji 2.5" 8/5 lb bag Stemilt Artisan Organics



ORGANIC GRANNY SMITH APPLES

- 221766 OG Apples Gr. Smith 80/88 ct 40 lb Stemilt Artisan Organics
- 221767 OG Apples Gr. Smith 100 ct 40 lb Stemilt Artisan Organics
- 221768 OG Apples Gr. Smith 2.5" 12/3 lb bag Stemilt Artisan Organics
- 221769 OG Apples Gr. Smith 2.5" 8/5 lb bag Stemilt Artisan Organics



ORGANIC SWEETANGO APPLES

- 221503 OG Apples Sweetango WXFP 80/88 ct 40 lb Stemilt Artisan Organics
- 49212 OG Apples Sweetango WXFP 100 ct 40 lb Stemilt Artisan Organics
- 221788 OG Apples Sweetango 2.5" 12/3 lb bag Stemilt Artisan Organics



ORGANIC HONEYCRISP APPLES

- 221770 OG Apples Honeycrisp 80/88 ct 40 lb Stemilt Artisan Organics
- 221771 OG Apples Honeycrisp 100 ct 40 lb Stemilt Artisan Organics
- 221772 OG Apples Honeycrisp 2.5" 12/3 lb bag Stemilt Artisan Organics



ORGANIC BARTLETT & RED PEARS

- 221773 OG Pears Bartlett 80/88 ct 40 lb Stemilt Artisan Organics
- 221774 OG Pears Bartlett 100 ct 40 lb Stemilt Artisan Organics
- 221775 OG Pears Bartlett 12/3 lb bag Stemilt Artisan Organics
- 221776 OG Pears Bartlett 12/2 lb bag Stemilt Artisan Organics
- 221781 OG Pears Red 40/45 ct 40 lb Stemilt Artisan Organics
- 221784 OG Pears Red 50 ct 40 lb Stemilt Artisan Organics
- 221785 OG Pears Red 12/3 lb bag Stemilt Artisan Organics
- 221786 OG Pears Red 12/2 lb bag Stemilt Artisan Organics

MARKET NEWS

CONVENTIONAL OUTLOOK

CALIFORNIA FALL GRAPES



Going into the end of September, we will have our first shipment of “**Harvest Hobgoblin**” brand **Grapes** from Dulcich Vineyards (grower of Pretty Lady brand) by 9/25. Ask your sales rep or merchandiser about **Harvest Hobgoblin** display bins for Halloween and fall merchandising.

Through October, the **Green Grape** in the Hobgoblin bags will be the “Green Emerald” variety. This grape is a true extra-large size, is very sweet, and has exceptional crunchiness.

The **Red Grapes** will be the “Scarlet Royal” variety and the **Black Grapes** will be “Midnight Royal” variety to start, then the “Autumn Royal”.



Thomcord Grapes (seedless, with the taste of a Concord) continue in season into early-October.

Cotton Candy Grapes from California are available in very limited supply.



CV CAULIFLOWER

We will have availability on naked bikini-cut **Purple Cauliflower**, **Orange Cauliflower**, and **Romanesco** from Quebec. These items can create a very colorful seasonal display!

Local Jacket Cauliflower from PA in 60ct bins are right around the corner! Volumes will be light for late September but will then ramp up for peak season in October.

Cello Cauliflower will be very tight from California, and this tightness in the market could last the next couple weeks. However, we will have steady supplies from our growers in Maine and Quebec on all bikini-cut 9 and 12ct, but pricing will most likely move higher here.



CV TOMATOES

Campari Tomato prices will be moving up some as Canadian growers are now out of peak season. Expect prices to rise weekly for the next few weeks as we begin to transition into Texas-grown, then Mexico.

Grape Tomatoes will be very promotable this week. Quality has looked great from Canada and Virginia. PA still has some small supplies coming in as well. VA will be finished for the season. We will begin to transition into new crop Florida-grown in another week.

Jumbo Round Tomatoes from Alabama will be very promotable this week! The “Alabama Slammers” have been arriving excellent with great size and color. Locally grown Tomatoes are still coming in, in very small yields and on the smaller side. Look for more 4x5 2-Layers and 6x6 sizes to be available from PA.

Cluster Tomatoes are promotable this week from Canada and Mexico. Quality has looked excellent.



CV CUCUMBERS

Super Select Cucumber prices have come back down as strong numbers from GA, NC, PA, and NJ are all being harvested right now. PA will begin to finish up their season in late September, and we will start to transition new crop GA grown Cucumbers into the mix as well. Quality has looked good from all regions.

European Seedless Cucumber prices remain steady this week. Prices are higher as more product is being imported from Spain as we are awaiting the Mexican harvests to begin.

Mini Seedless Cucumber prices are rising this week and will continue. Harvests are slowing down out of Canada, causing the rise.



CV WATERMELONS

Watermelon prices will remain steady this week. Product is still coming from Delaware and has looked excellent.

Mini Seedless Watermelons will be not be available this week as the California season has finished up and the Mexican season has not yet begun. Look for new crop Mexico to become available by early October.



CV CABBAGE

Green Cabbage from NJ and PA are beginning this week on their fall deal. Prices will continue to be promotable. Quality has looked excellent so far on the new fields.

Napa, Red, and Savoy Cabbage varieties will also be available locally grown.



CV SWEET POTATOES

It is safe to say at this point that Hurricane Dorian did not hurt the **Sweet Potato** crop, but it did delay harvests some. There will not be a steady supply of cured **Sweet Potatoes** available until mid-October. That is when prices are expected to settle in. Pricing should be higher than Fall 2017, but not where we were by Fall 2018 after Florence.

The shortage from last year, coupled with this month's storm, is forcing shippers to ship some "green" until steady "cured" supplies are available.



CV LETTUCE

Iceberg Lettuce will remain tighter from California due to the heat last week, but the effects could linger into October. We're in good shape currently due to our Quebec suppliers having decent harvests, but pricing will go up.

Romaine Lettuce and **Romaine Hearts** are in much tighter supply this week from CA. Quebec growers are done for the season. Due to the heat, we will begin to see some tip burn on the 24ct **Romaine Lettuce**.



CV BROCCOLI

Broccoli Crowns are much tighter in supply this week from California as supplies are much lighter than expected. Some growers are just leaving fields behind without harvesting due of quality issues.

We will have good supplies from our Eastern grower, but these supplies won't be enough to cover all the demand. Look for pricing to jump next week on all crowns and 14 ct. bunches.

PA Local Bin Stem Broccoli has been in excellent supply and the quality is beautiful!



CV BRUSSELS SPROUTS

Brussels Sprouts are in excellent supply right now from California. Look for promotional opportunities.

Stalk Brussels Sprouts in 9ct cases will be available by the end of September.

Ask your sales rep about pre-book opportunities this fall on 70-90ct **Bin Stalk Brussels Sprouts**.



CV NAVEL ORANGES

The market is getting stronger on **Navel Oranges**. At the start of the season we saw good supplies exceeding demand and prices dropped and remained flat for the past month. Now as inventories are more manageable, prices have firmed up by at least \$2 and as much as \$4 to \$6 dollars with some growers.



CV SQUASH

Green and Yellow Squash prices remain extremely promotable as well this week. PA, NJ, GA, and NC are all still harvesting with great quality and strong yields.



CV MANDARINS

Mandarin supplies from Chile had been expected to be good through October, but now are suddenly limited. Due to a lack of rain, fruit did not size up resulting in a drastic drop in fruit available for shipments to the US. This is a complete turn around from a week ago. After just starting the import Halos program, the shipper cannot fill orders for late-September.



CV ASPARAGUS

Asparagus prices will become very promotable this week. The Baja, Mexico deal is underway and came on in a hurry. Product will be fresh from new fields as the season has just begun.



CV GREEN BEANS

Green Beans will remain promotable this week from PA and NJ. The local crops continue to harvest in good numbers and are excellent quality. Continue to promote.



CV SWEET CORN

Sweet Corn prices remain promotable this week from Delaware. **White Sweet Corn** will begin to finish first here in late September, and **Bi-Color** will follow. Quality still looks excellent and tastes great.



CV TROPICALS

Mangos from Brazil have started and are ready to ship. Brazil quality has been fair to good to start. There are a few large Mexican **Mangos** still popping up also. Sizing has been limited in the 10 and 12ct sizing.

Black Mission Figs are beginning to wind down and some fruit has had trouble making the cross-country trip. Look for pricing to increase as well.

Quenepas are done for the season from the Dominican Republic.

Pineapple supplies are steady, with good quality.

Hass Avocados from Mexico are in steady supply with good condition.

White-fleshed Dragon Fruit will be available in limited supplies.



CV BERRIES

Blueberries are in excellent supply from Peru, and it sounds like supplies will really ramp up as we head into October. Look for promotional opportunities coming up over the next couple weeks on pints. We also have steady supplies on all 12/9.8oz **Jumbo Blueberries**.

Blackberries will be in shorter supply this week from California. Other growers are beginning to harvest in Mexico, and as supplies continue to increase, we should see pricing slide over the next couple weeks. Quality has been very nice.

ALERT! Strawberries are in much tighter supply this week, and growers are having to prorate all orders because the yields are so limited. This was caused by the high temperatures last week in the Salinas, CA area. Look for supplies to remain tighter for the rest of September, and for pricing to move higher.

Raspberries will be in steady supply this week from California. Pricing could begin to move up over the next couple weeks as we begin the transition to Mexico.



CV PEPPERS

NJ Green Bell Peppers from NJ are still extremely promotable. Quality and price have been nice. Continue to promote! Harvests should remain strong into October then we will look to transition into GA and Mexico.

15lb Red Peppers will be very promotable this week as harvests remain strong out of Somis, California. Quality has looked excellent.

11lb Hothouse Colored Bell Peppers will also be promotable this week. Strong harvests this week have led to the promotable pricing. Quality has look great on arrival.

Eastern Apples are promotable, especially in bags and tote on **Gala, Ginger Gold, McIntosh,** and **Red Delicious**.

There are good price point opportunities on local US 1 grade **Honeycrisp Apples**.

New York-grown **SweetTango Apples** are coming into season. This outstanding variety will be available for October promotion!

New crop **Fuji Apples** are coming into season from Washington, along with **Gold Delicious,** and **Jonagold Apples**.

CV APPLES



PUMPKINS & FALL ORNAMENTALS

STARTING SEPTEMBER 9, 2019

MINI DECORATIVES/ORNAMENTALS



04822
JACK-BE-LITTLE (MINI-PUMPKINS)
40 ct case



04929
JACK-BE-LITTLES BAGGED
14/5 ct case
UPC: 743425-08950



04823
WHITE JACK-BE-LITTLES (BABY BOO)
50 ct case



04901
INDIAN CORN
16/3 ct case
UPC: 033383-40077



214039
MINI INDIAN CORN
Display box 16/3 ct case
UPC: 743425-40076



04944
PUMPKIN LITTLES
(Hardball size Pumpkin)
20 ct case



04913
TIGER STRIPE/POKEMON PUMPKINS
20 ct case



04928
GOURDS BAGGED
145 ct case
UPC: 743425-09321



04930
GOURDS
40 ct case



PHONE: 1.800.422.8384

FAX: 1.717.721.2597

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MINI DECORATIVES/ORNAMENTALS



04950
BABY PAM (PIE)
12 ct case



04945
CORN STALKS
1 bunch



04935
REGULAR SIZE STRAW BALES
1 ct



04931
MINI CELLO STRAW BALES
50 ct
21879-20080
Pre-Order Survey Only



04934
SMALL SINGLE STRAW BALE
24 ct
Pre-Order Survey Only



For more information on
pre-ordered painted pumpkins &
kits, contact your sales rep!



PUMPKIN BINS



CARVING/JACK-O-LANTERN/FACE PUMPKIN BIN

4981 - CV Pumpkins Face 30 ct bin 4982 - CV Pumpkins Face 50 ct bin
 4984 - CV Pumpkins Face 40 ct bin 4987 - CV Pumpkins Face 60 ct bin



PRIZE WINNER PUMPKINS

4994 - CV Pumpkin Prize Winner 100-170 lb
Available by request



FIELD TRIP/MYSTIC PUMPKINS W/ LONG STEM BIN

(For painting or decorating)
 7390 - CV Pumpkins Field Trip 140 ct bin
Available by request



PIE (BABY PAM) PUMPKINS BIN

(For baking or decorating)
 4951 - CV Pumpkins Baby Pam (Pie) 150 ct bin
Available by request

MIXED VARIETY PUMPKIN BINS



04968

"AUTUMN MIX" PUMPKIN BIN 35 CT
(Blue Jarrahdale, Pink Porcelain, Peanut)



04980

"FALL FANTASY" PUMPKIN BIN 35 CT
(Fairytale, White Flat, Cinderella)