

NEW CROP ORGANIC PEAR OUTLOOK



Fresh crop 2023 **Organic Pear** peak season is ramping up in the Pacific Northwest.

New crop **Organic Green Bartlett** and **Starkrimson Red Pears** are promotable for mid-September through early November. 12/2lb pouch bags of **Organic Green Bartlett Pears** are in great supply.

Washington new crop **Organic Bosc Pears** will be available the last week of September, and later on in early October, **Organic Comice Pears** will come into season.

Crisp and juicy **Organic Asian Pears** will be back in season from California in late September following a varietal gap.



OG TOMATOES

Organic Cherry On-the-Vine and **Cocktail Tomatoes** are back in season from Savoura.

Organic Beefsteak Tomatoes from Savoura are expected to arrive by the end of September. Steady availability and outstanding quality are expected. **Organic Cluster Tomatoes** from Savoura are expected to arrive by 10/24.

Lady Moon Farms **Organic Grape, Cherry, Rainbow Cherry**, and **Heirloom Tomatoes** are winding down. We will have one more arrival of **Organic Cherry Tomatoes**, and then we will gap with Lady Moon until mid-October when they start up again in Florida.

Organic Cherry and **Rainbow Cherry Tomatoes** will start by mid-October in Florida as well, but they will not have Heirlooms.



OG BERRIES

Organic Strawberries will be in decent availability for the end of September. Quality has looked excellent, and after a slight price increase, it has dropped back down for a nice retail price point. Promote while opportunity is available.

Organic Blackberries continue out of CA, supply is starting to slow down for the season. Harvests will begin transitioning into Mexico for the fall and winter months. The early Central Mexico fruit has looked excellent, and supplies are expected to get better.

Organic Raspberries supply remains steady out of California and Mexico. California crops are all but finished, and we will transition to Central Mexico by early October. Quality has been very nice.

ALERT! **Organic Blueberries** remain extremely tight with very little relief in late September. Expect shortages and limits as we navigate these extremely challenging markets. Currently, Peru is the only region harvesting fruit globally, and due to effects of El Niño overall crops are very tight. Expect prices to continue like this through early October before supply improves.



OG APPLES

New crop Washington **Organic Gala** and **Honeycrisp Apples** are now in peak season with good volume and quality.

Organic Sweetango Apples are in season from Washington. This excellent snacking apple features Honeycrisp parentage and top-notch texture and flavor.

New crop **Organic Granny Smith Apples** are expected to transition from old crop to new crop in late September without a gap. Excellent supplies should be expected, but there will be more blush on the fruit this season.

Organic McIntosh Apples are available in sporadic supply, and smaller sizing should be expected.

Organic Ambrosia Apples should begin the first week of October.



OG SPECIALTY PRODUCE

Organic Kiwano Melons and **Organic Passion Fruit** from California will be back in season starting the end of September!

California **Organic Tomatillos** and **Organic Okra** will be available in September from Coke Farms.

Organic Dragon Fruit from California will be limited for the end of September. Rain has hampered the crop with much of the fruit being designated #2 quality from the rain.



OG MANGOS

ALERT! **Organic Keitt Mangos** from Mexico will be finished by the end of September with jumbo 7/8ct fruit remaining.

There will be a limited amount of California **Organic Keitt Mangos** available for the end of September and early October as well.



OG GRAPES

NOTE: **Organic Grapes** are slowly coming along as harvests slowed down by extra work in the fields with lower output as well. **Organic Green Grapes** are more plentiful than **Organic Reds**. Market pricing is still very high, and will remain that way as we get into stronger varieties and fan favorite "Autumn Crisp"!



OG STONE FRUIT

Organic Yellow Nectarines continue in excellent supply for late September.

Organic Yellow and **White Peaches** are winding down for the season.

The last varieties of **Organic Black Plums**, "Black Kat" and "Angelino", are now in promotable supplies and are expected to wrap up for the season mid to late-October. **Organic Red Plums** should be back next week with the end of the season Flavor Fall Variety before coming to an end mid-October.



OG AVOCADOS

Organic Hass Avocado supplies from Mexico continue to be steady. Pricing is expected to be steady to finish the month of September.

Equal Exchange **Organic Fair Trade Hass Avocados** continue 8/4ct ReadyCycle consumer packs. We will also be offering a 15/4ct bagged option from Calavo for the beginning of October.



OG SWEET POTATOES

New crop **Organic Stokes Purple Sweet Potatoes** are now in season! Pricing on Stokes has pushed back up due to product being new crop and will stay at this level through the remainder of the year.

All other varieties of **Organic Sweet Potatoes** w are expected to cut over to new crop from California towards the beginning to middle of October.



OG LETTUCE

Organic Leaf and **Romaine Lettuce** remains widely available in California and Quebec, though as of mid-September, **Organic Lettuce** production in California has started to drop. The good news is that **LOCAL** Pennsylvania or New Jersey will resume local production, while Quebec will keep producing. Expect an increasing trend in sourcing toward **LOCAL** vendors as October approaches.

Organic Iceberg Lettuce and **Romaine Hearts** will continue to be sourced mainly from California. Volumes remain steady, but similarly to organic leaf lettuces, product will begin to be sourced locally as October approaches.



OG PEPPERS

Volumes of **Organic Red, Orange, and Yellow Bell Peppers** are increasing, and as a result, the price has started to decrease. As production from Holland is still available, volumes from Canada have increased. Additionally, Mexican production is currently available. As October approaches, anticipate conditions to continue progressively improve.



OG MELONS

Organic Mini Seedless Watermelons are available from California, but the season is finishing quickly. Mexico fruit will not start until mid-October, so expect a slight gap.

Organic Cantaloupes and **Honeydews** are finishing out of Firebaugh, CA, although the Patterson are will be ready to fill the gap before we hit Mexico in a small way. Prices will continue to increase slowly as we enter fall.



OG KIWI BERRIES

12/6oz clamshells of **Organic Kiwi Berries** in the Ladybug label will be in season from late September through late October.



OG ARTICHOKE

Organic Artichokes from California have been available. Both quantity and quality have been exceptional. As volumes continue to improve, expect price reductions.



OG PINEAPPLES

GOOD NEWS! **Organic Pineapple** supplies will be ample for the end of September. Pricing will be steady.



OG BROCCOLI

ALERT! **Organic Broccoli** remains a challenging commodity. Due to field-related quality problems, the supply volume in California is reduced. Quebec's volumes are still relatively low, as they have been for the majority of the season. In late September and early October, retailers should anticipate limitations and subpar quality.

ALERT! Additionally, there remains a limited number of **Organic Broccoli Crown** harvests in California, and none in Quebec. Be prepared for supply gaps.

NOTE: Following suit, constraints and rising pricing have been observed for similar byproduct, such as **Organic Broccoli Rabe** and **Sweet Baby Broccoli**.



OG CAULIFLOWER

There are limited supplies of **Organic Cauliflower** from California, although as October approaches, quantities are improving. Quality is good.

As volumes begin increasing again in late September, there could potentially be an opportunity to promote **Organic Cauliflower** in larger sizes.



OG CITRUS

NOTE: **Organic Valencia Orange** prices are high, and supplies are very limited. Expect sporadic out of stocks on some sizes and packs for the next few weeks until we hit a complete gap for most of October before new crop **Organic Navel Oranges** are expected to begin in early November.

NOTE: **Organic Grapefruit** supplies continue to be very limited with high prices for early fall.

Organic Lemon supplies are expected to be very erratic for the next month as Argentina winds down and until volume starts to improve out of Mexico and California.

ALERT! **Organic Limes** have been a real challenge with weather and plagued with Cartel crimes. Supplies are extremely limited, but seasonal quality is improving. It is unknown when things will improve.

OTHER STORIES

- **Organic Black Garlic** from Obis One in Virginia will now be back in stock in a 6/3.5oz clamshell. **Black Garlic** benefits may include higher antioxidant levels than raw garlic, aid in supporting respiratory health, among many others!

- **LOCAL** Pennsylvanian **Organic Green Beans** are starting to wind down for the season. While the season will not be over completely until mid-October,

the volume will be significantly lower during this stretch of time. Strong quality is predicted to last through the end of the season.

- **Organic Pomegranates** from California will arrive on the east coast right around the last full week of September.

- **Organic Turmeric** from Hawaii will be gapping. **Organic Turmeric** from Fiji will be available for the end of September and October.

- As October draws near, **Organic Celery** conditions from California are becoming better. After a challenging summer season, expand displays and emphasize ads to boost sales. Expect promotional opportunities.



ZESPRI KIWIFRUIT DISPLAY CONTEST

WINNERS

GRAND PRIZE



The Common Market 7th St.
Frederick, MD

MOST CREATIVE

1st



Hennings Market
Harleysville, PA

2nd



Kimberton Whole Foods
Collegeville, PA

3rd



Weaver Markets
Denver, PA

BEST ALL ORGANIC

1st



River Valley Co-op
Easthampton, MA

2nd



Takoma Park Food Co-op
Takoma Park, MD

3rd



A Matter of Health
Nanuet, NY

BEST SMALL STORE

1st



Kimberton Whole Foods
Douglasville, PA

2nd



Friendly City Food Co-op
Harrisonburg, VA

3rd



Dawson's Market
Rockville, MD



PHONE: 1.800.422.8384

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APPLE CIDER SEASON



ZEIGLER'S



AVAILABILITY	CODE	DESCRIPTION	PK/SZ	UPC
Available Now	6226	CV Cider Apple	9-1/2 gal Zeigler's	034256000644
Available Now	3247	CV Cider Apple	4/1 gal Zeigler's	034256001283
Available Now	226005	CV Cider Cinnamon Spice	9-1/2 gal Zeigler's Shelf Stable	034256250643
Available Now	226006	CV Cider Carmel Apple	9-1/2 gal Zeigler's Shelf Stable	034256270641
Available Sept Only	226007	CV Cider Apple Gala Blend	9-1/2 gal Zeigler's Shelf Stable	034256010643
Available Oct-Dec	225997	CV Cider Apple Honeycrisp Blend	9-1/2 gal Zeigler's Shelf Stable	034256040540
Pre-order for 9/22	222020	CV Cider Autumn Harvest	4/1 gal Zeigler's Shelf Stable	034256251282
Pre-order for 9/22	222021	CV Cider Autumn Harvest	9-1/2 gal Zeigler's Shelf Stable	003425625064

Country Acres APPLE CIDER Quality Blend



AVAILABILITY	CODE	DESCRIPTION	PK/SZ	UPC
Available Now	6165	CV Cider Apple	4/1 gal Country Acres	831134000105
Available Now	6167	CV Cider Apple	9-1/2 gal Country Acres	831134000785
Available Sept	222097	CV Cider Apple	12/16 oz Country Acres	831134000532
Available End of Sept	226659	OG Cider Apple	9-1/5 gal Country Acres	831134000518


MAYER BROS.
SINCE 1852
FINE BEVERAGES



AVAILABILITY	CODE	DESCRIPTION	PK/SZ	UPC
Available Now	46007	OG Cider Apple	9/52 oz Mayer Bros	022198004059



CONVENTIONAL MARKET NEWS

SEPTEMBER 22 - SEPTEMBER 29, 2023

EASTERN CAULIFLOWER & BROCCOLI FOR FALL



Eastern-grown and **LOCAL** Broccoli and Cauliflower options and available for early fall to make some farm market looking displays!

9ct White, Purple, and Orange Bikini-cut Cauliflower out of Quebec is available for the remainder of September. Romanesco will be available some weeks too. This makes for a great pop of color to any display!

LOCAL 60ct bins of PA Bin Jacket-cut Cauliflower are now available! Product is beautiful.

LOCAL Hydro-cooled Stem Broccoli in 110ct bins are readily available and beautiful! These bins are harvested right here in Lancaster County, PA. Bin Broccoli is expected to be available until the end of October (possibly longer, weather permitting).

Fresh Broccoli Crowns are in season from Maine with excellent quality!



CV BERRIES

Raspberry supply will begin ramping up out of Central Mexico. It will be a good time to open up on shelves as new crops are coming in with excellent quality and competitive pricing.

Blackberry prices are inching up as Central Mexico harvests didn't start as strong as anticipated. Supplies remain steady, and quality has been very nice overall.

Strawberries are in a split market right now. There is smaller fruit from old harvests still coming out with so-so quality, and pricing is on the cheaper side. New fruit coming on with good size and better overall quality is commanding a premium. We continue to source fruit from new fields. We starting to transition down to Oxnard, CA in the coming weeks.

ALERT! Blueberry prices continue to rise into uncharted territory. This market continues to be wild as Peruvian growers are in a unique position globally with the only region harvesting Blueberries right now. Demand continues to far exceed supply, most sea containers are pre-sold before they even arrive, and just continues to be a challenge. This is expected until early to mid-October before we might see some steady supplies. Expect shorts and outages.



CV APPLES

New crop Eastern Honeycrisp, Cortland, Empire, Ginger Gold, Red Delicious, Macoun, and Snap Dragon Apples are all expected to start by early October.

New crop Snap Dragon Apples from New York will come into season at the end of September. This premium snacking apple has Honeycrisp parentage and excellent crispness.

The 2023 Rave Apple crop has had its best tasting season yet! Enjoy these while available from Stemilt in September and early October.

Washington Fuji Apples are expected to transition from old crop to new crop at the end of September. Expect good supplies for the season. Eastern Fuji Apples will be available in October.

New crop Western Gold Delicious Apples have arrived in limited supplies. Expect some slight out-of-stocks as the season ramps up, and much better supplies as we move into October. Eastern Gold Delicious Apples will also be available at the beginning of October.



CV MELONS

Cantaloupe and Honeydew out of the Westside region of Central California continue to show top-notch quality as we enter the end of this deal. We will soon begin the transition back down the California coast into Mexico before we transition to full imported fruit.

Seedless Watermelons remain available from late season Delaware and North Carolina crops for another few weeks, then transition back down to Florida happens in October. Supply is down, but so is demand, so pricing holds steady. Quality has looked nice.

Mini Seedless Watermelons are available out of California until late September, and then we anticipate a small gap before transitioning back to Mexico for the fall.



CV PEARS

New crop **Anjou Pears** have arrived with good steady supplies. They are expected in US#1 and value Fancy grade for the season. **Green Bartlett** and **Red Starkrimson Pears** continue in peak season.

Washington **Happi Pears** from Stemilt are expected to start around the second week of October in very limited supply.



CV POTATOES

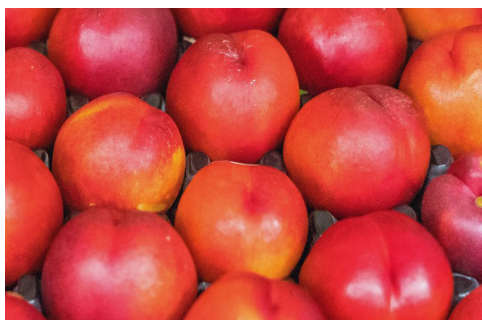
We have made the transition back over to Dole Label bagged **Potatoes** for all of our value label bag potatoes to provide some continuity to the **Red, Gold, White, and Russet Potato** categories. Greent Giant will continue to be the premium line.

The Idaho **Count Russet Potato** market is flush with new crop, and expected to stay this way for the next few weeks.



CV SQUASH

GOOD NEWS! **Green and Yellow Squash** will be promotable into the end of September with product still going strong locally, as well as product out of Mexico, and starting in the Carolinas again.



CV STONE FRUIT

There is still plenty of **Stone Fruit** to offer with some delicious end-of-the-season commodities: **Yellow Nectarines, White Peaches, Red & Black Plums, Plumcots,** and new crop **Prune Plums**.



CV RAMBUTAN

Rambutan continues to be steady from Guatemala. This fruit is offered in a clamshell Ramboos label. Marketing for this fruit will shift to a "Spooky" theme for October.



CV KIWIFRUIT

SunGold Kiwifruit from New Zealand will last until about the first week of October.

NOTE: **Green Kiwifruit** supplies from New Zealand are beginning to wind down, and **Green Kiwifruit** supplies are very tight. Expect pricing to rise until the California season begins around the middle of October.



CV POMEGRANATES

California **Pomegranates** will be steady as Early Wonderful and early Foothills varieties are coming on. Pricing is slowly coming off as more fruit becomes available.

POM Wonderful's is as strong as ever, and that **Pomegranate** program will start around the middle of October.



CV HARD SQUASH

We are in full swing with **LOCAL PA** grown **Hard Squash** from Regenerative certified Cedar Meadow Farms in Holtwood, PA.

Delicata and **Kabocha Squash** is also available at very attractive pricing that's in line with **Acorn, Butternut,** and **Spaghetti Squash**.



CV ASPARAGUS

More **Asparagus** is coming into market from Baja, Mexico and Southern Peru. We will start to see the market drop over the next several weeks into the end of September. We are expecting promotable pricing through mid-October and in good supply for Thanksgiving.



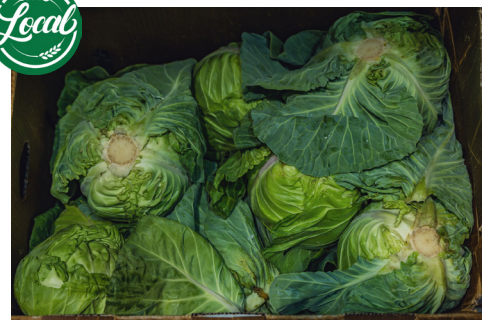
CV CUCUMBERS

Super Select Cucumbers have started in the Carolinas again as crops start to move back down the east coast. Next to start are **Squash** and **Green Bell Peppers**.



CV HOTHOUSE PEPPERS

GOOD NEWS! Red, Orange, and Yellow Bell Peppers are seeing promotable pricing through the end of September with product from Mexico coming on strong.



CV CABBAGE

Cabbage will be coming back in steady supply with **LOCAL** product from PA and NJ into October.



CV CITRUS

Import **Mandarins** are showing nice quality, especially from Chile (**W. Murcotts**), continue to promote this fruit through October.

Import **Navel Oranges** are showing excellent quality. Large fruit is more abundant than smaller fruit. Prices are slowly rising.

Import **Cara Cara**, **Minneola Tangelos**, and **Blood Oranges** are slowing down in supply.

Lemons from Chile and Argentina are slowing down with supply and seeing more quality concerns. We will transition back into District 3 in California by the beginning of October, as that fruit is peaking in small sizes. New Zealand Meyer Lemons will gap in a small way before D3 starts.

Grapefruit are dwindling down out of California with Texas still a few weeks out. Until then, expect to see higher prices on choice and fancy fruit.

Valencia Oranges from California have a strong crop with excellent quality. This fruit is peaking towards larger sizes. New crop "Hamlin" Florida **Juice Oranges** will come into season in late September and early October.

ALERT! Limes from Mexico remain elevated. Stay away from ads due to high price and iffy quality.



CV AVOCADOS & MANGOS

Hass Avocados from Mexico are steady right now with most fruit being from the "Flora Loca" harvest. The "Aventajada" crop is just starting as well. Pricing for the middle of September should remain consistent with pricing going slightly lower as more Aventajada fruit becomes available.

Tommy Atkins Mangos from Brazil have been steady.

ALERT! Updates are starting to pour in from growers and exporters of Ecuador's **Mango** crop for this fall. Unfortunately, the outlook is very bleak. Estimates are that fruit will be down as much as 80% from last year. El Nino weather effects are to blame with Peru's crop also expected to be severely affected.

Expect light availability for **Mangos** during October through December.



CV GRAPES

NOTE: Grapes are still recovering from major rain damage and showing inconsistent and extremely high prices as we enter October.

Growers are getting into better varieties on **Reds** (Allisons, Sweet Celebrations, Jack Salutes) and **Greens** (Sweet Globe, Great Greens and "fan favorite" Autumn Crisp) which will help with quality. Focus on quality vs. price for these next few months.

Specialty Grapes will return the week of 9/25 from The Grapery with **Cotton Candy**, **Gum Drops**, and **Moon Drops**.



GABLE RUN ACRES



LOCALLY SOURCED FROM KIRKWOOD, LANCASTER COUNTY, PA

**LOCAL
AMISH GROWN**

WET PACK

**KRAFT
BROWN PAPER**



**FLOWER VARIETY CHANGES WEEK TO WEEK
BUT STEM COUNTS WILL REMAIN THE SAME**

**REACH OUT TO YOUR REP TO LEARN MORE
ABOUT OUR FLORAL PROGRAM!**



**Ask about holiday prebooks for Amaryllis,
Paper Whites, and other Holiday Specialties!**