

ORGANIC MARKET NEWS



OUTLOOK FOR SEPTEMBER 30 - OCTOBER 7, 2016

ORGANIC ASPARAGUS BACK IN SEASON

Good news! Organic Asparagus is once again available.

Organic Asparagus supplies are arriving steadily now from both Mexico and Argentina. Product quality has been very good so far. Expect increasing volume the first week of October.

The pricing is not exactly promotable, but it is nice that stores can capture the sales on the shelf that have been missing on this item while it was out of season during the summer.

Small quantities of **Organic Asparagus Tips** are available out of Mexico, too.



OG BERRIES

ALERT! Organic Blackberry supplies are quite light but as more shippers begin packing we should be back in decent supply in mid-October.

ALERT! Organic Blueberry supply is extremely tight with domestic shippers done for the season. A small amount of new crop Chilean fruit is arriving in small volume and very high prices. Quality on the fresh crop Blues is good.

ALERT! Organic Raspberry supplies are going to be tight for the next few weeks until mid to late October when good supplies are expected to rebound.

NOTE: Organic Strawberry harvest volumes and yields have taken a turn for the worse with very high heat in California. Quality is marginal to fair and supply has dropped off significantly causing prices to rise for October.



OG APPLES

Organic Honeycrisp Apples are in peak season supply. This fabulous snacking apple remains higher priced than other varieties, but early October is still a good time to promote!

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

New crop **Organic Ambrosia Apples** are expected to arrive in the middle of the week. This sweet variety is a good seller.

Organic Fuji Apples are in excellent supply out of Washington. A small amount of New Zealand fruit is still available with very aggressive pricing.

Heirloom Orchards in Oregon current varieties are **Organic Ashmead's Kernel, Grimes Golden, and Mutsu**. Next week's varieties are **Organic Spitzenburg** and **White Permaine Apples**.



OG LETTUCES

Organic Romaine Hearts are in abundant supply right now out CA – it's a good time to promote! Quality has been very good the last few weeks. Expect prices to shift higher in early October.

Organic Red and Green Butter Lettuces are in good supply out of CA.

Both CA and Canada report good supplies of **Organic Red and Green Leaf Lettuces**, as well as **Organic Romaine Lettuce**.

All CA **Organic Lettuce** continues to have some discoloration on the stem areas, while the product from Canada does not. Prices are steady.



OG BURDOCK ROOT

WI has abruptly finished out their **Organic Burdock Root** season due to rain. Typically they go through December. Product might be tight through the holidays.



OG RADISHES

Organic Radishes are in good supply out of CA. Volume shippers have lowered their prices. **Organic Red Radishes** look good. There will be limited supplies of **Organic Bunched Purple** and **Pink Radishes** as well.



OG BROCCOLI

Organic Broccoli is in steady supply out of CA. Both 14ct and crowns are arriving in good quality. Expect limited supplies of **Organic Broccoli** this week. Market conditions are anticipated to change the second week of October.



OG CAULIFLOWER

Organic Cauliflower is in good supply out of Canada and CA. Quality has been good. Quality has been good.

Organic Romanesco and **Purple Cauliflower** out of CA are in limited supply, while **Organic Green** and **Orange Cauliflower** are in good supply. Expect prices to go higher in early October due to lower supplies with strong demand.



OG MANGOS

ALERT! **Organic Mangos** will be gapping for a few weeks, and the next crop will come from Ecuador.

Organic Ataulfo Mangos will be the first variety back in stock when the South American crop arrives, with **Organic Tommy Atkins Mangos** following sometime around the middle of October. Look to replace holes in your set with organic pineapples as volume and pricing are promotable.



OG CUCUMBERS

Organic Cucumbers will be in limited supply this week, but there will be better supplies next week. Mexico has started with limited volumes. GA is seeing increased supply, while FL is in limited supply.

Organic Hothouse Cucumber are in good supply out of Holland and Mexico. **Organic Gherkin Cucumbers** out of CA are in limited supply.



OG CABBAGE

"Trimmed" **Organic Green Cabbage** out of NY is in good supply. Canada and CA are also in good supply of **Organic Green Cabbage**.

Organic Red Cabbage is in good supply out of NY, Canada, WI, and CA.

Limited supplies of **Organic Napa** and **Savoy Cabbage** out of CA are available.



OG HASS AVOCADOS

ALERT! **Organic Hass Avocados** continue to be in very tight supply from Mexico. Pricing seems to have plateaued but supplies still remain limited.

Larger fruit is being offered to help with the high demands for 48 and 60 ct fruit. 32s, 36s, and 40s will be available for a limited time.



OG MELONS

California **Organic Cantaloupe** supplies are starting to slow down. Some fruit is expected for the next few weeks, but anticipate prices to begin rising.

Organic Honeydew will finish for the season over the next week.

Organic Orange Honeydew and **Galia Melons** are beginning to tighten and are expected to finish for the season over the next week or so.



OG GREEN PEPPERS

Organic Green Peppers are in limited supply out of CA. PA is finished with its harvest and there might be a few available out of NY, but then they're done.

GA won't start until the second week of October. Mexico has not shown any **Organic Green Pepper** availability yet. Prices are higher.



OG ZUCCHINI

Organic Zucchini is in very tight supply. Mexico reports very little volume, as does CA. GA is finish up their harvests this week and FL has just begun.

Look for prices to remain high in early October, then as more Mexican shippers come on, prices should moderate.



OG SWEET POTATOES

Pricing on **Organic Oriental** and **White Hanna Sweet Potatoes** will decrease a couple dollars this week – **Organic Garnets** and **Jewels** will remain steady on price.

The California **Organic Sweet Potatoes** have been very nice so far this fall.



OG GRAPES

California **Organic Green, Black, and Red Grapes** are firming up in price as supplies start ramping down. Quality overall is better than this time last year.

Our favorite **Biodynamic Thompson Grapes** continue in limited supply.

Organic Red Globe Grapes continue in limited supply with strong markets.

Organic Concord Grapes continue in sporadic supply. The flavor has been delicious!



OG TOMATOES

Adequate supplies of **Organic Field Run Hot-house Grown Tomatoes** out of Mexico are available. PA is completely finished for the year.

Organic Grape Tomatoes are in good supply out of PA and Mexico. **Organic Cherry Tomatoes** are in very tight supply out of PA. Supplies are good out of Mexico. **Organic Rainbow Cherry Tomatoes** are in limited supply out of PA.

Organic Heirloom Tomatoes out of PA are done, but are in adequate supply out of CA.

Organic Roma Tomatoes out of PA are done, but are in adequate supply out of Mexico. Markets are tight.



OG ONIONS

Locally grown **Organic PA Candy Sweet Onions** will become more limited in the new few weeks. Pricing is expected to remain the same and should continue for a few more weeks, pending quality.

We will see our first arrival of **Organic Red and Yellow Onions** from Peri and Sons out of Nevada this week. The quality will be outstanding and the reds will back in stock after the short gap in supply.

OTHER STORIES:

- California **Organic Pomegranates** are in steady supply and will move into the "Wonderful" variety in early October.

- **Organic Kiwi Berries** out of the Northwest and Pennsylvania will finish up for the season this week.

- Harvests of **Organic Eggplant** have just begun out of GA, PA has finished, NY is all but done, and CA reports very limited supplies.

- There are great opportunities on pallet quantities of **Organic Pineapples**. Look to promote volume on 8ct and 9ct sizes! Quality is very nice.

- California **Organic Valencia Orange** supply has tightened significantly and we see markets rising. Fair to shaky quality should be expected. California **Organic Navel Oranges** are done for the season. Expect new crop to begin in 2-3 months.

- **ALERT!** California **Organic Grapefruit** supplies continue in extremely firm supply with very strong markets. This crop gap situation should improve in mid to late October with new groves coming into season.

- **Organic Kale, Lacinato Kale, Red Kale, Col-lards, and Dandelion** are more limited out of PA, but **Organic Chards, Bunch Beets, Fennel, and Parsleys** are in good supply.

- **Organic Green Beans** are in limited supply out of PA. The twice a week harvesting may now be interrupted by rains. CA reports low volume and high prices on **Organic Green Beans**.

- **Organic Spinach** continues to be in limited supply out of multiple CA shippers at this point in the season.

- **Organic Young Thai Coconuts** continue to be in great supply. Condition is great! Keep promoting this organic option!

APPLE CIDER SEASON

PA GROWN & PRODUCED, CERTIFIED ORGANIC – Oylers Organic Farm, Biglerville, PA

46090 - OG Apple Cider PA 9-1/2 Gallons
(This cider is run by a UV light to give it about 2 weeks shelf-life. It is not pasteurized or cooked and no preservatives are added.)

Other Oylers Products:

46094 - OG Apple Juice PA 6/64 oz (Oyler's glass jug, shelf-stable)
46098 - OG Applesauce PA 12/16 oz (Oyler's glass jar, shelf-stable)
46099 - OG Applesauce PA 12/32 oz (Oyler's glass jar, shelf-stable)



PA PRODUCED NATIONAL BRAND – Ziegler's, Lansdale, PA

06247 - CV Apple Cider 4/1 Gallon
06226 - CV Apple Cider 9-1/2 Gallon
06265 - CV Apple Cider "Autumn Harvest" 4/1 Gallon (semi shelf-stable)

(preservatives added to the "Autumn Harvest" blend allow it to be displayed at room temperature, but it is not completely shelf stable like some ciders/apple juices)



PA PRODUCED LOCAL BRAND – Country Acres, Waynesboro, PA

06195 - CV Apple Cider 4/1 Gallon
06197 - CV Apple Cider 9-1/2 Gallon
06201 - CV Apple Cider Cranberry 9-1/2 Gallon
06202 - CV Apple Cider Cherry 9-1/2 Gallon
06203 - CV Apple Cider Pomegranate 9-1/2 Gallon
06204 - CV Apple Cider Spiced 9-1/2 Gallon



NEW ITEMS OR BACK IN SEASON

IN STOCK NOW OR ARRIVING THIS WEEK

ORGANIC

42954 - OG Apple Ambrosia BCXF Canada	80/88 ct
43539 - OG Apple Rosalynn USA	80 ct
43422 - OG Apple Spitzenburg 70/78 ct	28 lb
43090 - OG Apple White Permaine 56/78 ct	28 lb
43600 - OG Pear Concorde 40/50 ct US #1	22 lb
43701 - OG Cranberries Bag Canada	18/8 oz
43605 - OG Cranberries Bulk	22 lb
44698 - OG Figs Dried Mission	24/8 oz
44699 - OG Figs Dried Golden	24/8 oz
44697 - OG Dates Pitted Deglet Noor	24/ lb
43197 - OG Pomegranate Bin 175/210 ct	90 lb
40235 - OG Cucumber Mini	12/6 ct
40951 - OG Jicama	20 lb
40587 - OG Radish Sparkle (Pink)	24 ct
40325 - OG Asparagus	11 lb
40321 - OG Asparagus Purple	11 lb
48157 - OG Beets Red Cello Cal-O	24/1 lb
40392 - OG Romanesco	20 lb
40636 - OG Cauliflower Orange	12 ct
40143 - OG Cauliflower Green	12 ct
41820 - OG Cauliflower Purple	12 ct
40494 - OG Horseradish	10 lb
41279 - OG Radish Daikon Purple	10 lb
41373 - OG Tomato Campari	10/12 oz
43492 - OG Potato Red Thumb Fingerling	20 lb



CONVENTIONAL



19251 - CV Turmeric Root	6/8 oz
05585 - CV Apples Cortland East 72/88 ct	40 lb
05055 - CV Apples Cortland East 2-1/2	12/3 lb
05169 - CV Apples Cortland Tote 8 ct	40 lb
05432 - CV Apples Empire East 72/88 ct	40 lb
05060 - CV Apples Empire East 2-1/2	12/3 lb
05171 - CV Apples Empire Tote 8 ct	38 lb
05509 - CV Apples Jonagold 80/88ct East	40 lb
05063 - CV Apples Jonagold East 2-1/2	12/3 lb
05170 - CV Apples Jonagold Tote 8 ct	40 lb
05054 - CV Apples Sweetango 88/100 ct	40 lb
05082 - CV Apples Sweetango	12/3 lb
06077 - CV Apples Jazz 72/88 ct WXF	40 lb
06218 - CV Apples Cider Honeycrisp	12/64 oz
12180 - CV Lil Snappers D'Anjou Pear	9/3 lb
12183 - CV Lil Snappers Bartlett Pear	9/3 lb
12184 - CV Lil Snappers Bosc Pear	9/3 lb
12181 - CV Lil Snappers Braeburn Apples	9/3 lb
12179 - CV Lil Snappers Fuji Apples	9/3 lb
12175 - CV Lil Snappers Gala Apples	9/3 lb
12170 - CV Lil Snappers Apples Display Bin	1 each
10300 - CV Cranberries Ocean Spray	24/12 oz
10315 - CV Cranberries Paradise Meadows	24/12 oz
10878 - CV Hobgoblin White Grapes	18 lb
10877 - CV Hobgoblin Red Grapes	18 lb
10879 - CV Hobgoblin Black Grapes	18 lb
10880 - CV Hobgoblin Red Globe Grapes	18 lb
10696 - CV Grapes Holiday Seedless	16 lb
17677 - CV Pomegranates	24 ct
17678 - CV Pomegranates	36 ct
00999 - CV Cauliflower Jacket Bin PA	60 ct
01000 - CV Cauliflower Jacket Bin PA	80 ct
03183 - CV Romanesco Cello	12 ct
02345 - CV Squash Grey (Tatuma/Calabacita)	24 lb
04117 - CV Onions Sweetie Sweet Jumbo	40 lb

CONVENTIONAL MARKET NEWS

OUTLOOK FOR SEPTEMBER 30 - OCTOBER 7, 2016

BRUSSELS SPROUTS SEASON



Brussels Sprouts are in good demand, steady supply, and steady to higher pricing due to that good demand throughout the country.

Quality is spectacular.

We're promoting **Brussels Sprouts** in the following packs:

00685 - CV Brussels Sprouts 25 lb

00679 - CV Brussels Sprouts Mesh Bag 24/1 lb

00690 - CV Brussels Sprouts on Stalk 9 ct

00689 - CV Brussels Sprouts Clam w/Recipe 12/1 lb

00686 - CV Brussels Sprouts Brussels Micro 12/1 lb

03262 - CV Brussels Sprouts Supershreds 12/12 oz



CV PEPPERS

Green Peppers will remain limited again this week, but we will have California jumbos and New Jersey XLG as options.

15lb Red and Yellow Peppers are still plentiful and promotable.

11lb Red, Yellow, and Orange Peppers are steady to lower in pricing.

Mini Mixed Sweet Peppers are steady.



CV BERRIES

Look for **Strawberry** markets to increase slightly this week. Some volume is finishing up in the north.

Blueberry prices will remain high and firm this week. We are still a few weeks away from vessel fruit to begin arriving out of both Peru and Argentina. Until then, we will continue to rely on air arrivals from Peru which have been expensive and sporadic. Quality is good.

Blackberry volumes are starting to increase out of Mexico. Look for markets to ease down slightly with this improved volume.

Raspberry volumes will remain steady this week. There is a small amount of fruit coming out of Mexico, but not enough to alter the market yet.



CV LETTUCE

There are steady supplies of **Romaine, Green Leaf, and Red Leaf Lettuce** from California with nice quality and steady pricing.

New Jersey product will be available steadily this week on **Green Leaf** and **Red Leaf Lettuces** from Flaim Farms, **Romaine Lettuce** will be hit and miss, and **Red Boston Lettuce** is available.

Romaine Hearts will be ticking up in price, but is still very reasonable with very nice quality right now.

There continues to be good supply of California **Iceberg Lettuce**. Pricing will be steady this week and this is another good week to promote.



CV WATERMELONS

Steady supplies are expected on both full size and mini **Watermelons** well into October. Mexico has started with some volume and prices should remain steady for this week.



CV GREEN ONIONS

Green Onions are limited with this week as production levels are down. Pricing will be higher on iced and iceless product. The bagged **Green Onions** will be steady in price.



CV ONIONS

PA Simply Sweet Onions are now finished – it was a great season! We will see the first arrival of Nevada grown **Sweetie Sweet Onions** here early this week.



CV MELONS

California **Cantaloupe** and **Honeydew** will continue for the next few weeks. Prices will increase slightly as some fields are finishing for the year.

Mexico is expected to start within the next few weeks. The transition south is expected to be relatively smooth.



CV TOMATOES

Mexican **Beef** and **Cluster Tomato** supplies are picking up and we are getting in this supply. Pricing is steady to lower.

Vine Ripe Tomatoes (20lb. and 25 lb. packs) are steady to lower as Mexican volume is picking up.

Grape Tomatoes will be lower in pricing this week.

Cherry and **Campari Tomatoes** are steady. Good deals on **Sun Bliss Gold** and **Blended Flavours** this week.



CV SQUASH

Zucchini is finishing up from the local states, but we will have 24lb Mexican zucchini this week.

Yellow Squash is finishing up in local states as well, but we will have Georgia product this week, then Mexican should be ready after that.

Hard Squash is all steady.



CV POTATOES

NJ Red Potatoes will finish up in early October; but **NJ White Potatoes** will go through the month of October. The Jersey Fresh Whites in 10/5 lb. bags are promotable.

NOTE: The overall **Red Potato** market is expected to be higher than average this fall and will also be tighter on supply than in years past. The Red River Valley in both Minnesota and North Dakota lost roughly 1/3 of their crop this summer due to flooding.



CV CUCUMBERS

We expect just another week or two of **Local Cucumber** supply, and then we will switch to premium Mexican product.

Cello Wrapped Cucumbers are steady from greenhouse production.



CV CRANBERRIES

Cranberries have arrived!

We are in good supply **Cranberries** and the outlook looks great for the fall and winter holidays.

New Jersey **Cranberries** are expected to start in the next two weeks. They expect better volume this year versus last year.



CV CABBAGE

Cabbage is steady with New Jersey starting this week on their fall crop. Lancaster County, PA growers are offering jumbo **Cabbage** with wrapper leaves in 745-725 lb bins.



CV BROCCOLI

Broccoli Crowns will be lower in price this week from California. Lancaster County, PA **Stalk Broccoli** is also in peak season.



CV GREEN BEANS

PA Green Beans are finished for the season, but there should be a smooth transition to Virginia.



CV FL & TX CITRUS

FLORIDA

Florida will be a slow start with a handful of **Grapefruit** being picked and **Falglø Tangerines** are scheduled to start next week. Most growers are still projecting to start **Grapefruit** by the middle of the month. Look for light supplies on both **Tangerines** and **Grapefruit** through the month of October with high prices.

TX GRAPEFRUIT

Texas **Grapefruit** will start approximately the same time with a normal crop and will be more likely our main supply on **Grapefruit** for the season.



CV CA CITRUS

The California Fall season will slowly ramp up in October with **Navel Oranges** starting around the 15th of October with volume by the 1st of November.

In the same time frame we will also start with **Fairchild Tangerines**, **Satsuma Mandarins**, **Pummelos** and the very popular **Clementines** shipping by the end of October or first of November.

Blood Oranges and **Cara Cara Navel Oranges** will follow up in December.



CV IMPORT CITRUS

On Import Citrus, **Navel Oranges** are winding up quickly and prices took a big jump this weekend. **Midnight Valencia Oranges** will be available next week to fill in until we get supplies on new crop California Navels.

Clementine and **Murcott Mandarins** should go through until we get into fruit from Morocco and Spain. There will be some early varieties in late October/early November, but most growers plan on waiting until approximately the 15th of November for the better varieties, avoiding the quality issues that often accompany the early fruit.

Displays of the Week!

