

ORGANIC MARKET NEWS



OCTOBER 29 - NOVEMBER 4, 2022

PEAK SEASON ORGANIC PEARS



Organic Pears are in peak season and promotable!

Brown-russeted **Organic Shinko Asian Pears** out of California are in excellent supply with peak of the season flavor and large sizing.

Washington **Organic Bartlett** and **Bosc Pears** are excellent quality with good sizing in both loose fruit and pouch bags.

Washington **Organic Red Pears** will be transitioning from **Starkrimson** to **Red Bartlett**, and then to **Red Anjou Pears** in mid to late-November.

While the **Organic Comice Pear** crop is expected to be off by 40-50% from last year, we are hoping to see some available soon!



OG BERRIES

Organic Blueberry markets continue to be promotable out of Peru and Mexico. Quality has been exceptional from both regions and fruit is eating really good.

Organic Blackberry prices are steady overall. Mexico continues to harvest but weather issues are limiting production. Quality has been very nice.

Mexican **Organic Raspberries** will be very tight for the beginning of November. California production has finished, and after a strong flush in early October, supplies have tightened rapidly. Expect pricing to go up with limited availability as harvest numbers decrease daily. Quality has been good.

NOTE: **Organic Strawberry** prices continue to rise and availability will remain limited. Expect markets to remain this way for the next few weeks as Mexico has extremely limited volume available. However, quality has improved tremendously and the fruit looks excellent.



OG WARM VEG

Organic Eggplant and **Green Peppers** remain in good supply on the east coast. **Organic Eggplant** supplies are steady with good quality from NC as Mexican suppliers are beginning their harvest in late October and early November.

Organic Green Peppers are beginning to wind down from NC, however a seamless transition to GA will occur as November begins. In addition, some Mexican suppliers are currently harvesting with more to follow in early November. The Coachella, CA season is underway as well, so expect strong quality and supplies for both commodities entering November.

Organic Zucchini volume remains strong out of FL and Mexico. Lady Moon Farms in Punta Gorda, FL suffered from the effects of Hurricane Ian in October, volumes have recovered nicely. Early November will bring promotional opportunities and top-notch quality from Lady Moon Farms.

Mexican growers have begun ramping up their fall/winter season and are experiencing strong supplies of **Organic Zucchini** and **Yellow Squash**. Expect promotional opportunities in early November.



OG BRUSSELS & BEANS

Organic Brussels Sprouts supplies are improving heading into November. The outlook is strong as Mexican growers begin their fall/winter seasons. Expect market conditions to improve as November progresses and possible Thanksgiving promotions to arise.

Hippie Organics label 1 lb **Bagged Organic Brussels Sprouts** are back in stock and consistent supplies are expected for the foreseeable future.

Organic Green Beans continue to yield limited supplies from Mexico, Georgia, and Florida. Volume will improve slightly throughout November, but promotional volumes are not expected for Thanksgiving as costs will remain elevated. Expect inconsistent availability in early November.



OG BROCCOLI & CAULIFLOWER

California **Organic Broccoli** prices remain elevated, but volume has improved. Conditions are expected to recover in early November. In addition to California, production has begun in North Carolina and Pennsylvania.

Organic Cauliflower is experiencing lighter harvest yields in late October due to quality issues once again. Expect prices to increase slightly, however availability should remain consistent, as conditions are not expected to worsen.



OG CITRUS

Organic Valencia Orange supplies will wrap up just in time for a good crop of **Organic Navel Oranges** beginning the 1st or 2nd week of November.

Organic Grapefruit supplies are improving but small fruit continues to prevail. Expect larger fruit in November.

Organic Lemons out of California and Mexico are finally ramping up. Expect prices to come down with better quality.



OG PEPPERS

Organic Color Bell Pepper production remains light for the beginning of November. Transitions are underway, but Mexican and Israeli supplies remain limited to begin the season while Canadian supplies are expected to remain available throughout November but in limited quantities. Holland **Organic Color Bell Peppers** have finished for the season.

Conditions are expected to improve as November progresses, however expectations are that volumes will remain limited early in the month. Quality remains strong on limited supplies.



OG POTATOES

Expect **Organic Russet Potatoes** to become a little more promotable with our next arrivals.

Organic Red and **Gold Potatoes** will be in season beginning in early November from Manitoba, Canada in the "Poplar Grove" label.



OG CELERY

Organic Celery remains in steady supply from California, however as November approaches there has been an uptick in prices, and quality has remained strong. Steady availability at slightly increased prices should be expected in early November, followed by potential promotional opportunities closer to the Thanksgiving holiday.



OG ASPARAGUS

Organic Asparagus volume is expected to remain steady as we head into November. New crop Mexican product should begin in mid-November. Expect a decline in the market price. Quality has been good from Argentina but there are limited amounts available.



OG MELONS

Organic Cantaloupes and **Honeydew** are nearly non-existent. Some growers are harvesting **Organic Cantaloupes** in a small way but nothing in sight for **Organic Honeydews**.

Organic Mini Watermelons will continue to be available out of Mexico. Quality has been nice, and supplies are steady.



OG GREENS

Organic Chards, Collards, Dandelion Greens, and **Kales** continue to be sourced from a variety of growing regions. Quality, availability, and prices all remain favorable for early November.

Early to mid-November supplies will shift to Florida as Lady Moon Farms is on track to start their Florida **Organic Greens** season. Expect strong volume and outstanding quality throughout the winter season.



OG APPLES

Most **Organic Apple** varieties are in steady supply.

New crop **Organic SugarBee Apples** are in season. This apple has become a popular variety year after year.

New crop Canadian **Organic Ambrosia** and Washington **Organic Envy Apples** are now available with excellent quality!



OG GRAPES

Organic Grape supplies are tightening and prices are firm. We are in better varieties, with "Autumn Crisp" and "Autumn King" Green, "Alison" and "Timco" Red, and "Adora" Black varieties and will be in-stock through the end of November.

Now available! 10/2lb **Organic Red** and **Green Grapes** in biodegradable packaging from Air Chief.



OG HARD SQUASH

Nearly all varieties of **Organic Hard Squash** will be available through November. We will see new arrivals of **Organic Acorn** and **Butternut Squash** for early November.

Organic Kabocha Squash is winding down rather quickly and we will gap through November.



OG TOMATOES

Organic Beefsteak and **Cluster Tomatoes** from Savoura are expected to remain steady in price and supply. Quality has been excellent, and availability will increase as we head into November.

Due to Hurricane Ian, **Organic Snacking Tomatoes** will not be available from Lady Moon Farms in Florida until mid-December. We will be filling in with A&A Organics through the end of the year.



OG CUCUMBERS

Organic Euro and **Mini Seedless Cucumbers** are expected to be promotable for November. Quality and availability have been excellent and will remain this way through November.

Organic Cucumbers from Lady Moon Farms are ending in late October. Unfortunately, the season was far from smooth with Hurricane Ian affecting the early season supply and ultimately shortening the length of the season.

Supplies from both North Carolina and Mexico remain available with strong quality. Expect steady volume and pricing in early November.



OG TROPICALS

Organic Hass Avocados are in good supply for late October. Crops are transitioning from "Flora Loca" crop to the "Aventajada" crop.

8/4ct **Organic Fair Trade Hass Avocados** from Equal Exchange continue to be promotable. This fruit is packed in a very nice recyclable cardboard box.

Organic Keitt Mangos from California are limited but available for the end of October. **Tommy Atkins** fruit will arrive first week of November from Ecuador but will be limited.

Organic Royal Star Papayas are now being offered as Fair Trade fruit. Supplies are somewhat limited from Super Starr Produce.

Organic Pineapple supplies have been excellent. Both 6ct and 8ct sizes are promotable for the start of November.



OG LETTUCE

NOTE: **Organic Lettuce** from California is a struggle across all varieties and packs as growers have faced less than ideal growing conditions, increased demand from shortages, and field disease. With light volume and persisting issues, costs remain at an all-time high.

Fortunately, limited local supplies from PA and NJ have supplemented shortages during late October and will continue into November.

Mid to late November will bring the start of Lady Moon's Florida season which will boost volume and provide consistent supply throughout the winter months. Expect extremely elevated prices to continue into at least mid-November, if not the entire month.

OTHER STORIES

- Grimmway/Cal-O continues to have prorates on **Organic Cello, Table, Jumbo, and Juice Carrots**. Limited supplies are expected until they can harvest the next lot of fields in late November.

- **ALERT!** **Organic Rainbow Cello Carrots** will be fully unavailable until the next lot of fields.

- **Organic Green Kiwifruit** from Zespri will be available for the beginning of November. California **Organic Kiwifruit** is also starting for the season.



OCTOBER 17TH-NOVEMBER 13TH, 2022

STEMILT WORLD FAMOUS FRUIT APPLE & PEAR DISPLAY CONTEST SPECTACULAR

It's October, and you all know what that means! Our annual **Stemilt Apple and Pear Display Contest** is here! Four Seasons Produce has again partnered with Stemilt Growers to bring you a display contest that is sure to drive serious volume, create lots of excitement at store level, and bring a good old fashioned Fall atmosphere into your produce departments! **BEAUTIFUL** Washington State grown organic and conventional apples and pears are now in full swing, with outstanding quality and great sales opportunities. This four week promotion will have your customers loading up their carts with fresh apples and pears, and it offers you a chance to show off your creativity and win some cool prizes! Remember—an apple display a day, will drive sales all the way!



CONTEST RULES:

- Build an awesome apple and pear display using Stemilt World Famous fruit between October 17th and November 13th, 2022! All fruit **MUST** be purchased from Four Seasons Produce. *(In the event that Stemilt label product is substituted into a different brand due to availability your entry will not be disqualified.)*
- Your display must contain **AT LEAST FIVE** varieties or SKU's from the contest codes below. This requirement can be a combination of both loose and bagged fruit.
- There will be a bagged category for this contest as well, and you will **need three (3) varieties** on display to be qualified as an entry.
- Your display **must contain Stemilt POS signage, boxes or bins** highlighting the Stemilt label. Point of Sale kits and signage will be available through your Four Seasons Sales Rep or Merchandiser.
- All displays **must remain up** for a **minimum of one week**.
- All display entries should be emailed to contests@fsproduce.com by Friday November 18th, 2022.



CONTEST CATEGORIES & PRIZES

GRAND PRIZE

"Stemilt Spectacular"



LARGEST DISPLAY

"Stemilt Space Station"

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

MOST CREATIVE

"Stemilt Styling"

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

BEST BAGGED DISPLAY

"Sack of Stemilts"

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

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



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





Stemilt Promotion Product Codes

CONTACT YOUR REP TO PLAN OUT YOUR PROMOS & DISPLAYS!

OCTOBER 17TH-NOVEMBER 13TH, 2022



GALA APPLES

- | | | |
|-------|--|--|
| 42994 | OG Apples Gala WXP 40 lb 80/88 ct | CV Apples Gala Bulk: Upon Request |
| 42992 | OG Apples Gala WXP 40lb 100ct | 12175 CV Apples Gala 9/3 lb Lil Snapper Pouch Bag |
| 42975 | OG Apples Gala WXF 12/3 lb bag | |
| 44663 | OG Apples Gala 9/3 lb Lil Snapper Pouch Bag | |



FUJI APPLES

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|-------|--|---|
| 43045 | OG Apples Fuji WXP 40 lb 80/88 ct | CV Apples Fuji Bulk: Upon Request |
| 42914 | OG Apples Fuji WXP 40lb 100ct | 12179 CV Apples Fuji 9/3 lb Lil Snappers Pouch Bag |
| 42995 | OG Apples Fuji WXF 12/3 lb bag | |
| 44664 | OG Apples Fuji 9/3 lb Lil Snapper Pouch Bag | |



GRANNY SMITH APPLES

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|-------|--|--|
| 43109 | OG Apples Granny Smith WXP 40 lb 80/88 ct | CV Apples Granny Smith Bulk: Upon Request |
| 43113 | OG Apples Granny Smith WXP 40lb 100ct | 12178 CV Apples Granny Smith 9/3 lb Lil Snapper Pouch Bag |
| 43100 | OG Apples Granny Smith WXF 12/3 lb bag | |
| 44662 | OG Apples Granny Smith 9/3 lb Lil Snapper Pouch Bag | |



HONEYCRISP APPLES

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|--------|---|---|
| 43098 | OG Apples Honeycrisp WXP 40 lb 80/88 ct | CV Apples Honeycrisp Bulk: Upon Request |
| 43095 | OG Apples Honeycrisp WXP 40lb 100 ct | 230362 CV Apples Honeycrisp 9/3 lb Lil Snapper Pouch Bag |
| 43126 | OG Apples Honeycrisp WXF 12/3 lb bag | |
| 227851 | OG Apples Honeycrisp 9/3 lb Lil Snapper Pouch Bag | |
| 49212 | OG Apples Sweetango WXP 40 lb 100 ct - (While Supplies Last) | |



PEARS

- | | | |
|--------|--|---|
| 221784 | OG Pears Red US #1 20 lb 50/55 ct | 229437 CV Pears Red US #1 20 lb 40/50 ct |
| 49233 | OG Pears Red US#1 12/2 lb Lil Snapper Pouch Bag | 214178 CV Pears Red 9/3 lb Lil Snapper Pouch Bag |
| 43224 | OG Pears Bosc US #1 40 lb 80/90 ct | CV Pears Bosc Bulk: Upon Request |
| 49241 | OG Pears Bosc 12/2 lb Lil Snapper Pouch Bag | 12184 CV Pears Bosc 9/3 lb Lil Snapper Pouch Bag |
| 43604 | OG Pears Bartlett US#1 40 lb 80/90 ct | 6542 CV Pears Bartlett Bulk: Upon Request |
| 49232 | OG Pears Bartlett 12/2 lb Lil Snapper Pouch Bag | 12183 CV Pears Bartlett 9/3 lb Lil Snapper Pouch Bag |

Combo Display -Apples + Pears



- 221944 **FREE** Stemilt Pop Up Display Bins: 2 sided for either Conventional or Organic display

CONVENTIONAL MARKET NEWS

OCTOBER 29 - NOVEMBER 4, 2022

PROMOTABLE BERRIES FOR EARLY NOVEMBER



Blueberry prices will continue to be very promotable out of Peru and Mexico. Harvests are coming on strong from both regions and volume is plentiful. Quality has been exceptional from both regions as well with good size, great crunch, and flavor. Continue to promote!

Blackberry prices will continue to ease off as production picks up out of Mexico. Prices are expected to be promotable in November with excellent quality and strong supplies.

Raspberry prices will remain promotable for early November. Supplies remain steady and quality has been excellent.



NOTE: Strawberry prices remain high with limited availability. Quality has improved out of Mexico and California. California availability has been very limited due multiple factors, but primarily weather. Mexico has been coming in with good quality but supplies remain light as demand continues to exceed supplies. Greenhouse grown fruit out of Canada is arriving with good size and quality but limited availability. The Florida season is still about 6-8 weeks away from starting. Some farms may start in a small way right before Thanksgiving, but most are expected to start in early December.



CV FALL FRUIT

POM Wonderful **Pomegranates** remain in good supply. We will begin offering POM Wonderful **Pomegranate Arils** in 4oz and 8oz pack sizes as well.

Both **Fuyu** and **Hachiya Persimmons** will be steady through October in single layer tray packs! Both varieties will be steady for the next several months.

Brown Turkey Fresh Figs will be very limited for the start of November. The end of the month will bring the Black Mission variety back from Mexico.

Cranberries remain available from Ocean Spray and New Jersey. Quality has been excellent. Supplies should remain steady through Thanksgiving.



CV CITRUS

New crop California **Navel Oranges** are up and running, and we have SunKist fruit in 72sz, 88sz, 113sz, and a 10/4lb bag options with larger fruit on the horizon. Import **Navel Oranges** continue with great quality and supply.

Florida fruit is available on **Juice Oranges, Tangerines, and Satsumas**.

Import **Mandarins** are in abundant supply with promotable pricing. The import "Halos" brand crop has been outstanding in size and quality. New crop California "Halos" will be in season the first week of November.

Grapefruit is a challenge with California struggling, Florida just starting with limited supply, and Texas ramping up in the beginning of November.

Lemons have officially transitioned growing regions with quality improving dramatically. New crop **Seedless Lemons** from Wonderful will be available the beginning of November in 12/2lb bags.

Limes out of Mexico continue to have better quality with low prices. It's a good time to promote!



CV GRAPES

Red Seedless Grapes remain steady with "Scarlett Royal," "Jack Salute," "Alison," and "Timco" varieties now available.

Green Seedless Grapes are in good supply with "Autumn Crisp" and "Autumn King" varieties. We have transitioned back into the "Pretty Lady" line from Dulcich.

Other available Grapes:

- **Jumbo Red** – "Jack Salute"
- **Jumbo Green** – "Autumn Crisp"
- **Red/Green** clamshells
- **Cotton Candy Grapes** – bags and clamshells
- **Black Seedless Grapes**
- **Globe Grapes**
- **Thompson Grapes** – starting in early November



CV PEPPERS

11lb **Hot House Bell Peppers** will be promotable on both **Yellow** and **Orange** as we end into November. **Red Pepper** volumes will remain steady. Quality and availability have been excellent.

15lb **Red Pepper** prices will remain steady but California is seeing increased availability. Quality has been excellent.

Mini Mix Sweet Pepper prices will remain tight headed into November. Demand is higher than supply right now, which is causing the rise in the market costs. Quality is good out of the Carolinas and California.



CV GREEN BEANS

Green Bean prices are expected to continue rising from now until Thanksgiving. Product will be available out of Florida and Mexico. Mexico is projected to play a bigger role in this coming holiday due to the weather that hit Florida.

We will have **Green Beans** available, but shippers are not quoting future prices, and the market will be high. Stay tuned as more information will come out the closer we get to Thanksgiving.



CV MELONS

Honeydew is in great supply with promotable pricing.

Cantaloupes out of Arizona are poor quality with many awaiting the import season in early November.

Watermelon prices remain steady out of Mexico. Availability is good and quality has been excellent for cuts. Florida should have light availability starting in early November and lasting through early December.



CV CUCUMBERS

Euro and **Mini Seedless Cucumbers** will be promotable as we head into November. Quality is excellent and there is plenty of volume with shippers looking to deal.

Super Select Cucumbers will remain tight headed into November as Mexico ramps up and Georgia finishes. Quality out of Mexico is fantastic and we will continue to source from that region. This market is expected to decline in the first week of November.



CV APPLES & PEARS

Most varieties of both eastern and western **Apples** are available. New crop eastern **Granny Smith** and **Stayman Apples** are now in season in loose, totes, and poly bags.

New crop Washington **Seckel**, **Comice**, and **Forelle Pears** are in season. They will be limited and sporadic as the entire crop is about 40% lower than usual.



CV BRUSSELS SPROUTS

Brussels Sprouts Stalks are now in season! This is a great item for Thanksgiving dinners.

Brussels Sprouts prices will continue to increase as we approach Thanksgiving.



CV CELERY

Celery is readily available but pricing is increasing as demand grows for the holidays.



CV RAMBUTAN

Rambutan is available now in 6/12oz clamshells. This tropical fruit is sweet and unique.



CV ASPARAGUS

Mexican **Asparagus** prices are expected to come down as we head into mid-November with better availability. Quality is excellent out of Peru and Mexico.



CV PUMPKINS

The **Pumpkin** season is coming to an end. We will continue to offer **Baby Pams** (Pie Pumpkins) and a couple of **Gourds** through Halloween and into Thanksgiving, but it will be very minimal. Grab them while you can!



CV SQUASH

Green and **Yellow Squash** volumes are expected to decline in the first week of November. Quality and availability out of Mexico have been fantastic.



CV KIWIFRUIT

Red Kiwifruit from California will be available the beginning of November. These will be offered in an 8/1lb clamshell and will be in the popular "Mighties" label from Sun Pacific Growers.



CV BROCCOLI & CAULIFLOWER

Broccoli Crowns out of VA and NC have struggled to keep up with demand, creating a small gap in supply. This could bump up prices faster. CA is still limited with a wide range of pricing. Mexican growers are seeing stronger volumes.

Local **PA Stem Bin Broccoli** remains readily available!

Cauliflower supplies suddenly became very limited, and prices have jumped. Gaps out of CA are expected leading up to Thanksgiving.

Local **PA Jacket-cut Cauliflower Bins** continue in season.



CV TROPICALS

Hass Avocado supplies are steady with most of the fruit coming from Mexico right now. The "Flora Loca" crop has almost fully transitioned over to "Aventajada" crop, and supplies look poised to provide promotable opportunities. This transition should also improve fruit quality and the oil content!

Promotable opportunities will be available for **Pineapples** for early November. Look for pricing to start to move at the end of the month as we approach the Thanksgiving holiday.

Mangos are in good supply from Brazil. **Tommy Atkins** will be the primary variety being shipped. Brazilian fruit will be joined by fruit from Ecuador in the next several weeks.

Ataulfo "Honey" Mangos will be available for early November from Ecuador!



CV TOMATOES

NatureSweet will be offering an after-purchase rebate on the 24oz **Cherubs Tomatoes** through New Year's. Talk to your sales rep for more information.

Snacking Tomato prices will remain high through November with little availability from other regions, and Florida having no product. Mexico and Canada are helping to supply the east coast.

Cluster and **Beefsteak Tomato** prices are expected to increase as we head into November from Canada, USA, and Mexico. Disease pressure and lack of volume in Florida are helping to drive this market. Quality is ok with what we have coming in, but prices will be high. Prices are not expected to come down until closer to Thanksgiving.

Vine Ripe Tomato prices will continue to rise heading into November. We continue to see great quality arrive from Mexico. Better availability will not be seen until about mid-December.

Roma Tomatoes will remain steady as we head into November with no relief on pricing. Product out of Mexico is still very limited. Prices will start to ease towards the middle of November.

OTHER STORIES

- **Dragon Fruit** has tightened considerably as we head into October. Four Seasons will offer a limited supply from Mexico and Ecuador.

- **Cardoon** is available! Ask your rep for prebooking for Thanksgiving!

- Dole **Banana** prices have increased every week for the last few weeks as shippers are citing storms in the tropics hitting farms with heavy rainfall and flooding. This market price is expected to continue to increase through the end of the year.