

ORGANIC MARKET NEWS

NOVEMBER 4 - NOVEMBER 11, 2022

ORGANIC POMEGRANATE & PERSIMMON SEASON



Organic Persimmons are in good supply for early November. Both **Fuyu** and **Hachiya** are in peak season. Volumes should be steady through Thanksgiving!

- **Fuyu Persimmons** can be eaten when firm, like an apple.
- **Hachiya Persimmons** must ripen until they're soft before eating.

Look to display both varieties and be sure to educate consumers for best eating experience!

At the height of the season, **Organic Pomegranates** pricing on smaller fruit is dropping while larger fruit has a bit more of a premium. Volumes will be steady with fruit in November as we are in the "Wonderful" variety out of California.

Organic Pomegranate Arils are selling well and will be available through the fall season, although latest crop updates have indicated that there is not as much fruit as originally thought. This is driving up the price of the domestic Aril crop and production.



OG POTATOES & SWEETS

Now that California **Organic Sweet Potato** growers are into their new cured product for the 2022 fall/winter season, they are expecting a much better quality crop than last year. On **Organic Red** and **Orange, White, and Japanese** varieties, be sure to have your sets fresh and full for the holiday!

12/3lb **Organic Sweet Potatoes** bags are available for the holidays and throughout the winter.

"Tasteful Selections" brand **Organic Baby Potatoes** will be in lighter supply in early November due to some quality issues on Reds. Better supplies are expected from mid-month on.

On **Organic Red** and **Gold Potatoes**, supplies are now coming from Manitoba, Canada, a region known for nice quality and color. Good quality is expected for the holiday period on A-size bulk and 16/3lb bags.

Organic Russet Potatoes should be in good supply for Thanksgiving.



OG BERRIES

Organic Blueberry prices remain very promotable out of Peru. Fruit continues to be plentiful, and quality has been excellent with great crunch and flavor. Prices remain promotable.

Organic Blackberry prices are steady out of Mexico. After some rain last week, harvests were a light. The forecasts show beautiful growing conditions going forward, expect steady volume coming in with fair pricing. Quality has improved every arrival and has looked nice.

NOTE: **Organic Raspberry** prices are rising as supplies tighten up. Harvests continue to come in light out of the fields leading to overall less availability out of Mexico. Expect pricing to rise and tighter supplies heading into Thanksgiving. Quality has been very nice.

ALERT! **Organic Strawberry** prices continue to be extremely high with limited volume. California has no supply coming on as the rainy, cool weather has all but finished the season. Florida is expected to start in December along with Baja. Mexico is the only region producing any fruit and availability remains limited. Pricing will remain expensive.



OG BRUSSELS & ASPARAGUS

Organic Brussels Sprouts volume is increasing in early November. With growing regions in California and Mexico producing consistent volumes, expectations are that there should be promotional opportunities for the Thanksgiving holiday.

Microwave Packaged Organic Brussels Sprouts will also be available for Thanksgiving.

Organic Asparagus prices are expected to remain steady as we head into mid-November when the new crop Mexican product should begin. Then, prices are expected to go down.

With the difficulties in many other organic veg right now, **Organic Asparagus** and **Brussels Sprouts** are looking like 2 of the more green veg side dish options this Thanksgiving.



OG ORANGES

New crop California **Organic Navel Orange** supplies should begin the second week of November. In the first few weeks, sizing will peak on the smaller side with the "Fukumoto," and then towards the end of November, size should improve when we move into the "Beck" variety. A good crop of **Organic Navel Oranges** is expected.

California **Organic Valencia Oranges** will finish for the season in early November and gap until mid-November when small supply of Mexican **Organic Valencia Oranges** should become available.



OG BROCCOLI

ALERT! **Organic Broccoli** from California remains limited in November. Growing challenges, paired with less-than-ideal quality and elevated costs are expected to last through November.

Some supplies are available from PA and NC. Production from these east coast growers offers an excellent supplemental option, though **Organic Broccoli** is not considered promotable for Thanksgiving.



OG CRANBERRIES

Organic Cranberry supplies and quality have been excellent. There are no shortages expected at this time, and pricing will remain steady through the Thanksgiving holiday.



OG HARD SQUASH

Don't forget to plan ahead on **Organic Cubed Butternut Squash** for the holiday. It is a best seller!

Organic Hard Squash is starting to wind down here in the northeast from local growers. **Organic Acorn** and **Butternut** are still available, but **Organic Spaghetti Squash** will be switching out west soon, which will increase pricing. Supplies will also get started in Mexico.

Organic Kabocha and **Delicata Squash** will be limited once the local supply finishes up. These varieties will get started out of Mexico in mid-November.



OG CAULIFLOWER

ALERT! **Organic Cauliflower** supply issues from California have continued into early November, and little to no supplemental options are available from the east coast. Low volumes and high price will continue throughout November.

Organic Cauliflower is not promotable for Thanksgiving due to these quality, supply, and cost problems.



OG CELERY

Organic Celery from California will continue promotional volumes through the Thanksgiving holiday. Although prices have slightly increased due to holiday demand, strong volume, and excellent quality make this holiday favorite the perfect item to promote as Thanksgiving approaches. **Organic Celery** 24ct, 30ct, Sleeved, and **Celery Hearts** will all be in steady supply.



OG GREENHOUSE CUCUMBERS

Organic Euro Seedless Cucumbers can expect to be a promotable market as we head into mid-November. Quality and availability have been excellent product will continue to flow out of Carolinas, Mexico, and Canada.

Organic Mini Seedless Cucumbers will start to ease with new crop Canadian product starting. We will see better availability as we head into mid-November.



OG TOMATOES

Organic Beefsteak and **Cluster Tomato** prices are expected to remain steady with decent supplies arriving from Savoura in Quebec. Quality has been excellent. This grower also has good **Organic Cocktail** and **Cherry-on-the-Vine Tomatoes** coming from their greenhouses.

Organic Grape Tomatoes are primarily being sourced from Mexico and Canada with limited availability from Florida until the end of December or beginning of January. Quality has been nice, and pricing is expected to remain steady.



OG GREENS

Lady Moon Farms **Organic Greens** will be in season starting in mid-November.

Organic Rainbow Chard, Collards, Kales, Dandelions, and **Bok Choy** family will begin the season too! Volumes will be strong to begin the season, and supplemental supplies from North Carolina and Georgia will continue to be source to prevent any gaps in supply.



OG GRAPES

Organic Grape supplies are tightening up and prices are very firm as the California season gets towards the end. Many small shippers have finished leaving just the heavy hitters. Availability will continue through the end of November.



OG GREEN BEANS

NOTE: **Organic Green Beans** will not be promotable for Thanksgiving. Supplies were impacted by poor weather in Florida and Georgia. There will be nice quality fresh product from Mexico, but simply not enough to meet demand. Expect high pricing and occasional prorates on bulk and microwave bag product during November.



OG FRENCH BEANS

ALERT! 10/1lb **Organic French Beans** will be virtually nonexistent this November. Weather challenges, including Hurricanes in Central America and Mexico, are impacting quality and yield. The latest Hurricane (Lisa) could make things even worse for Thanksgiving.



OG LETTUCE

ALERT! **Organic Lettuce** from California, all varieties and packs, continue to struggle with supply availability as growers have faced a variety of obstacles over the past months, especially INSV disease. Costs continue to rise weekly, achieving prices previously thought of as unthinkable. Limited supplies from PA and NJ continue to supplement shortages out west during early November.

California growers will continue to face challenges in November as they transition to winter southern desert growing regions. Supply volume on the east coast will continue to provide relief as NC grown **Organic Lettuces** will begin harvest in early November, followed Lady Moon Farms in Punta Gorda, FL in late November. Lady Moon Farms grown product will be our main supply during the winter season providing stable supplies and outstanding quality.

- **Organic Anjou Pears** will be available for early November. Good supplies of all Organic Pears should be available for the holidays.

- California **Organic Grapefruit** supplies should begin to improve around the second week of November.

- **Organic Honeydew** and **Cantaloupes** are being harvested in a very small way out of Mexico. We will have some in stock in early to mid-November.

- **Organic Mini Seedless Watermelons** remain tight coming out of Mexico. Quality is good but supplies are limited as the fall season begins to wind down.



OG PEPPERS

Organic Red, Yellow, and Orange Bell Pepper prices have hit its low point as all 4 major growing regions face some turmoil. As Holland and Canadian growing regions fade out, Israeli and Mexican crops have begun in a limited fashion. Holland grown Peppers have concluded for the season, while Canadian production continues to yield limited volumes through November.

Israeli and Mexican growers have both begun harvesting, however yields are limited. Transition between growing regions has been difficult with shortages and gaps in supply, but as November progresses production from Israeli and Mexico will increase.

Organic Green Bell Peppers are transitioning Georgia grown production for November.

OTHER STORIES

- **Organic Green Kiwifruit** are steady for now as various countries are offering fruit. We will finish out with the New Zealand Zespri Brand season before fully transitioning to California and/or Italian organic fruit.

- **Good news:** **Organic Carrot** prorates are coming to an end. Better supplies are expected right before the holidays!

- **Organic Hass Avocados** are in good supply for the start of November. A slight spike in prices has happened because Mexico shut down picking and packing for the holiday Día de los Muertos. These few days off will cause minor adjustments at the border but should level off in early November.



OG WARM VEG

Organic Cucumbers, Eggplant, Zucchini, and Yellow Squash will be in stable supply during Thanksgiving.

Organic Zucchini from Lady Moon Farms in Punta Gorda, FL continues to experiencing great yields, and promotional opportunities are available. **Organic Zucchini** and **Yellow Squash** from Mexico remains in strong volume and promotable price.

Organic Cucumbers and **Eggplant** remain in consistent availability from NC while Mexican growers continue harvests on their early season crops.

- Four Seasons Equal Exchange **Fair Trade Organic Hass Avocados** continue to be available in 8/4ct packs.

- **Organic Mangos Tommy Atkins** from Ecuador are here. Volumes are limited as the supply pipelines continue to be filled. Expect higher prices through the middle of the month.

- **Organic Royal Star Papayas** are now being offered as Fair Trade fruit.

- **Organic Pineapple** supplies are steady. Look to continue to promote 6 and 8ct sizing.

THANKSGIVING MERCHANDISING

THANKSGIVING IS NOVEMBER 24, 2022

TRADITIONAL "MUST-HAVES" CHECKLIST

VEGETABLES

- ☐ Asparagus
- ☐ Artichokes
- ☐ Beans - Green & French
- ☐ Beets
- ☐ Broccoli
- ☐ Sweet Baby Broccoli
- ☐ Brussels Sprouts & Stalk Brussels Sprouts
- ☐ Cabbage - Green, Red, & Savoy
- ☐ Carrots - Baby/Whole
- ☐ Cauliflower
- ☐ Celery & Celery Hearts
- ☐ Collard Greens
- ☐ Fennel/Anise
- ☐ Mushrooms - White
- ☐ Fresh Herbs
 - ☐ Poultry Mix
 - ☐ Sage
 - ☐ Rosemary
 - ☐ Thyme
 - ☐ Chives
 - ☐ Curly Parsley Bunches
 - ☐ Flat Parsley Bunches

FRUIT

- ☐ Apples - Granny Smith & Honeycrisp
- ☐ Apples - McIntosh, Cortland, & Rome
- ☐ Berries
- ☐ Cranberries
- ☐ Grapes
- ☐ Mandarins - Clementines & Satsumas
- ☐ Oranges - Navel
- ☐ Persimmons - Fuyu & Hachiya
- ☐ Pomegranates - Whole & Arils

BAKING

- ☐ Nuts - In-Shell & Shelled
- ☐ Chestnuts
- ☐ Pistachios
- ☐ Raisins & Dried Cranberries
- ☐ Dates
- ☐ Glacé/Candied Fruit

DECORATIVE

- ☐ Fresh Cut Flowers
 - ☐ Floral Mums
- **All items pre-ordered*

HARD GOODS

- ☐ Garlic
- ☐ Hard Squashes - especially Butternut
- ☐ Pie Pumpkins
- ☐ Parsnips
- ☐ Rutabagas
- ☐ Onions - Pearl, Cipollini, & Shallot
- ☐ Onions - Sweet & Yellow
- ☐ Potatoes - Russet, White, Red, & Gold
- ☐ Sweet Potatoes (Yams)

VALUE ADDED

- ☐ Cole Slaw & Salad Mixes
- ☐ Stuffing Mix (diced onions and celery)
- ☐ Cubed Butternut Squash
- ☐ Cut Vegetable Florets
- ☐ Shipped Green Beans
- ☐ Chopped Collards and Kale
- ☐ Sparkling Juice
- ☐ Apple Ciders

10 TIPS & REMINDERS TO HELP YOU THIS THANKSGIVING

1

Nut and Baking Displays should be built during early to mid-November. Nuts are not just for baking, they are good sellers as healthy, high energy snacks. Nuts and baking products will sell well through New Year's.

What to Include: *In-shell & Shelled Mixed Nuts* and *Walnuts, Fresh Chestnuts and Roasted/Peeled Chestnuts, Pistachios, Almonds, Raisins, Dried Cranberries, Baking Dates, Medjool Dates, and Dried Figs*. Some stores continue to have customers ask for **Candied Fruit** for making fruitcake.

Refill: Initial **Diamond California Shelled**, and **In-shell nut** orders have had prorates, shipping delays, and other pandemic related challenges. We'll be refilling throughout November and December from East Coast storage centers as available. Re-order early so you can stay ahead as product sells down.



2

Convenience and Recipe-Ready Products save time for busy meal preparers and sell well the week before Thanksgiving. Offer ready-to-use products that are washed and trimmed, peeled, and cut, or in a microwavable package.

- **Trimmed & Washed Microwaveable Green Beans** - 2 lb family bags available by preorder
- **Season & Steam Microwaveable Brussels Sprouts**
- **Peeled & Cubed Butternut Squash**
- **Bagged Cut Vegetables & Veg Trays**
- **Fresh Cut Vegetables** and **Fruits & Trays** - available by preorder to help you stay in stock
- **Stuffing Mix (Diced Onion & Celery with Herbs)** - available by preorder





3

Build a Big Sweet Potato Display to capture Big Sales!

Promote the full variety of **Sweet Potatoes (Yams)** with some aggressive pricing too!

TIP #1: Post a full case price or make random weight tote bags full of potatoes for grab & go.

TIP #2: Add **3lb Bagged Sweet Potatoes** for November.

TIP #3: Purple is hot! Add **Stokes Purple Sweet Potatoes** for consumers that want a conversation-sparking side dish.

4

Potatoes & Onions - the staples matter. This is the time of year to build large displays of **bagged** and **loose Potatoes & Onions, Shallots, and Garlic.**

- The best varieties for **MASHING** include: **Yellow/Yukon Gold** and **White Potatoes** (traditional), **Red Skin** (for skin-on recipes) and **Idaho Russets** (for fluffy texture).
- Having some jumbo sized **Russets** are nice for shoppers that care for ease of peeling at home.
- **Fingerling Potato** varieties and **Baby Potatoes** are ideal for **ROASTING** and do not need to be peeled.



5

Classic Thanksgiving ingredients for holiday side dishes drive sales. Be ready with:

Traditional items - Cranberries for sauce and stuffings. **Green Beans** are a favorite! **Broccoli, Asparagus, Brussels Sprouts, and Cauliflower** are in peak demand.

Did you know? Thanksgiving week sales are often higher than at any other week of the year for: **White Mushrooms, Fresh Cranberries, Brussels Sprouts, Rutabagas, Parsley, Fresh Herbs (including poultry blend), Leeks, Baby Peeled & Whole Carrots, Green Beans, and White Pearl & Cipollini Onions.**

6

Be ready with Fresh Herbs! Pre-book your FRESH HERBS. Do not wait - plan ahead so you're in stock.

Thyme, Rosemary, Sage, Poultry Mix, and Chives will be the top 5 fastest moving herb packs for Thanksgiving.



7

Pay attention to Stuffing and Filling ingredients. Think about the items your customers add to Stuffing, Filling, and to their Turkey:

- **Celery** or **Celery Hearts** and **Yellow Onions** or **Sweet Onions** are on almost everyone's shopping list. Be ready and fresh!
- **Chestnuts, Bunched Parsley, Mushrooms, Sage, Apples,** and **Cranberries** are key stuffing ingredients in many recipes.



8

Greens Sell! Collards, followed by **Kale, Mustard, Turnip Greens,** are important for many ethnic and vegetarian holiday dinners.

TIP #1: Get pre-books in for **Washed & Chopped Collards** and **Kale** bags.

TIP #2: Get pre-books in for bunched **Collards** and **Kale** at stores where that is an in-demand traditional side dish.

TIP #3: Post a case price for **Collards** where appropriate.

9

"Whoops, I forgot these sell so well for Thanksgiving!" Some items just move surprisingly well around Thanksgiving. Be ready on:

Clementines & Satsuma Mandarins, Navel Oranges, Pomegranates & Pomegranate Arils, Fresh Apple Ciders, Artichokes, Fennel (Anise), Cabbage & Cole Slaw Mixes, Parsnips, Rutabagas, Bananas (stay ahead on color), **Grapes, Jarred fruits** and **Citrus salad,** and **Pineapples.**

10

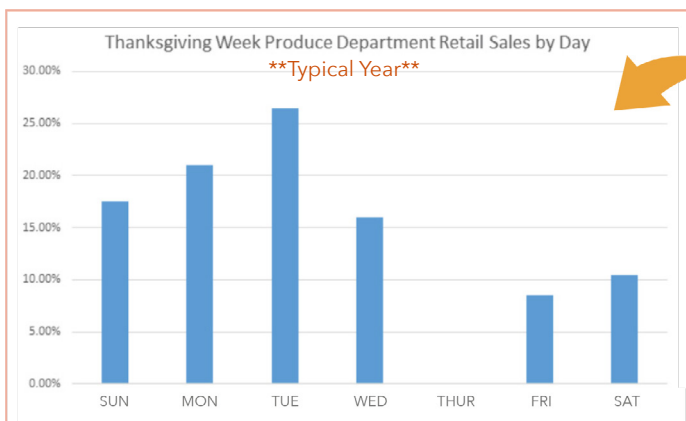
Labor Scheduling and Order Planning can have a huge impact on your Thanksgiving Sales.

ORDERING TIP #1: Being a last minute orderer can burn you. PRE-BOOKS on key holiday items are strongly encouraged. You can always back off on your orders following the holiday, but you cannot sell what you don't have in your store. If you have a scheduled delivery for **WED 11/23**, that should be for last minute fill in and Friday sales.

ORDERING TIP #2: Bring in warm table and hard items in for **THURS 11/17 - SAT 11/19** and fresh items in by **SAT 11/19 - MON 11/21 BEFORE** Thanksgiving so you and your staff are on the sales floor **TUES 11/22** and **WED 11/23**, not in the back room waiting on and unloading trucks.

LABOR TIP #1: Your produce department should be set and ready to shop by 9:00 AM **MON - WED** for your customers' convenience. Do not get behind the '8' ball or you will disappoint your customers. Stay ahead and your holiday business will go smoothly. It's possible to expect a 5% sales bump vs current trends the week before Thanksgiving, and a 15-20% bump the week of Thanksgiving but packed into 6 days. Sales will then likely drop sharply for the week after Thanksgiving.

LABOR TIP #2: Schedule evening help on **SUN - WED**. Have your evening associates fill all hard goods like potatoes, onions, and roots, along with semi-perishable product lines such as juices, dressings, dips, nuts, dried fruits, etc. Most of the fruit counters can also be packed-out in the evenings - apples, pears, citrus, pineapples, bagged fruit, and melons. Stock your greens and wet vegetables, mushrooms, berries, and grapes in the morning before opening.



PRO TIP:

Plan your ordering with this "sales at retail" curve in mind."

To be in stock for the Sunday, Monday, and Tuesday rushes, you need to have product ordered and delivered 2-3 days ahead of these peak selling days.

Be Organized! Be Fresh & Full! And Be Successful! Have a great holiday! And THANK YOU for being our customer!

*Want more advice or tips individualized for your store situation? Contact your Four Seasons Produce Merchandiser or Sales Rep!

THANKSGIVING OFFICE AND DELIVERY SCHEDULE

Sunday 11/20 – Tuesday 11/22:

Normal office and delivery schedule

Wednesday 11/23:

Normal office schedule, extra deliveries in some areas. Taking orders for Friday delivery.

Thursday 11/24:

Happy Thanksgiving!! Office closed and no deliveries.

Friday 11/25 & Saturday 11/26:

Normal office and delivery schedule

HOLIDAY PRE-ORDERS

Talk to your sales rep about holiday pre-orders now!



CONVENTIONAL MARKET NEWS

NOVEMBER 4 - NOVEMBER 11, 2022

NAVEL ORANGES & MANDARINS FOR NOVEMBER



Navel Oranges continue with remarkable quality and supply on imports, but the transition to USA fruit is here. California is up and running with new crop **Navel Oranges**, and we have Sunkist fruit in 72's, 88's, 113's and a 10/4lb bag options, with larger fruit on the horizon being very limited. Look for promotable pricing on bagged California fruit.

Import **Mandarins** are in great supply with prices starting to climb. We will transition into new crop Morocco very shortly. The import Halos brand **Mandarins** have been outstanding in size and quality.

New crop California Halos **Clementine Mandarins** will be in available in early November on 10/3lb and 15/2lb options.

New crop California **Satsuma Mandarins** are getting started and will be in season for mid-November through Christmas. **Stem & Leaf** packs are popular and expected to be in stock before Thanksgiving.



CV BROCCOLI & CAULIFLOWER

East coast **Broccoli Crowns** are harvesting in multiple locations and should be ok for Thanksgiving. The prices dipped momentarily but strong demand has it trending right back up. Mexico is readily available with **Broccoli Crowns**. CA remains on the higher end of the spectrum.

Local **PA Stem Broccoli Bins** remain readily available with limited numbers as we approach Thanksgiving.

ALERT! CA **Cello Cauliflower** continues to be very limited, and pricing continues to rise heading into Thanksgiving.

Local 9ct **Jacket Cauliflower** is still available and looks to be the best quality. **PA Bin Jacket-cut Cauliflower** is just not as bountiful as expected. With lack of sunshine, heads are not growing large enough for bins, so this program may be done for the season.

CV CITRUS

Florida is up and running with **Juice Oranges**, **Tangerines**, and **Satsumas**. **Satsumas** will be in-house on 11/4lb in bulk and 12/2 options.

New crop Florida **Grapefruit** has gotten better in supply and the Texas crop of **Rio Star Grapefruit** is finally up and running in a small way.

Pummelos from California are in season!

Lemons are showing excellent quality and good supply. "**Seedless Lemons**" from Wonderful are in season in a 12/2lb bag option.

Limes out of Mexico continue to present better quality with prices at steady low. Promote **Limes**! There are some great deals on 110ct and 150ct large **Limes** from Colombia and Peru.

CV BERRIES

Blueberries continue to be promotable out of Peru. Supplies continue to be plentiful, pricing is promotable, and quality is outstanding. This is the best and safest berry to promote strong into the Thanksgiving holiday rush.

Blackberry supplies are expected to remain steady, and pricing will be promotable. Quality has been excellent.

NOTE: **Raspberry** prices are tightening up as harvests slow down. Expect supplies to tighten up in early November due to low yields out of Mexico. Quality has been arriving very nice, however.

ALERT! **Strawberry** prices continue to be high with limited availability. California has been getting hit with rain every other day, almost shutting down the harvests all together. Florida will not be ready to harvest in any kind of volume until early-December. Mexico is the only region coming in with any kind of volume right now. Expect higher prices and possible limits or pro-rates heading into the Thanksgiving holiday.



CV MELONS

Mini Seedless Watermelons continue to be tight with limited supplies out of Mexico. This is expected to last into December when the offshore program is expected to start to provide some supply relief.

Seedless Watermelons continue to be available from Mexico and Florida. Quality has been excellent for cut fruit sections, with great color and sugars.

Honeydews have ample supply with promotable pricing. The import season will start in mid-November. **Cantaloupes** are tight with poor quality out of Arizona with many awaiting the start of the import season in the early days of November.



CV LETTUCE

ALERT! California **Lettuces** continue to jump in price! There is very limited availability due to INSV disease destroy crops, and poor quality is expected across the board! There is no expectation of relief until after Thanksgiving, especially on **Iceberg** and **Romaine Hearts**.

NJ continues to be the best option on **Boston, Red Leaf, Green Leaf, and Romaine Lettuces**. They expect to harvest until mid-November depending on weather. Growers in NJ are priced lower than CA but are getting a higher price than usual due to low national supply.



CV GRAPES

Late crop California **Red Seedless Grapes** will continue with good supply with "Scarlett Royal," "Jack Salute," "Alison," and "Timco" varieties.

End of season **Green Seedless Grapes** will remain tricky out of California with some arrivals starting to show concerns, but we have good supply with "Autumn Crisp" and "Autumn Kings."

New crop Import **Grapes** have arrived in the US and it's just a matter of time until the switch is made from many retailers for fresher quality.



CV ASPARAGUS

Asparagus prices are expected to come down as we head into mid-November with better availability out of Mexico. This will start to take the pressure off Peru. Quality is excellent.

It is expected that shippers will try to hold the market as **Asparagus** will seem to be one of the only promotable items for Thanksgiving with many of the other holiday ad items being higher priced. Even if the shippers hold the current cost for the holiday, it will still be promotable in comparison to other items.



CV GREEN BEANS

ALERT! **Green Bean** prices are expected to continue to rise from now until Thanksgiving. Product will be sourced from Florida and Mexico, but volumes are low! Mexico is projected to play a bigger role for this coming holiday due to the weather that hit Florida. Growers are not quoting firm lids, and the price will be high. Stay tuned as more information will come out the closer we get to Thanksgiving.

Packaged Microwave Green Beans may face pro-rates too.



CV FRENCH BEANS

ALERT! 10/11b **French Beans** will seemingly be nonexistent for the holidays due weather challenges, quality, and delays in container shipments.

Unfortunately, Hurricane Lisa is looking like it will be a direct hit at the imperfect time to eliminate the ability to have these available. Only time will tell, and more information will come out as we get closer to Thanksgiving.



CV CRANBERRIES

Cranberry supplies are steady with excellent quality. Supplies are expected to remain steady through the holiday demand with no issues at this time.



CV PERSIMMONS

Both **Fuyu** and **Hachiya Persimmons** will be steady through November in single layer tray pack options! It is peak season for California growers and **Persimmons** are selling well.



CV POMEGRANATES

The 2022 POM Wonderful **Pomegranate** season began, and this program will be the main stay for the remainder of the season. **POM Wonderful Arils** in 4oz and 8oz pack sizes are in stock as well!



CV PINEAPPLES

Promotable opportunities continue to be available for the beginning of November for **Pineapples**, especially on 7ct. Look for pricing to start to move upwards for the end of the month as we approach the Thanksgiving holiday. Del Monte **HoneyGlow Pineapples** will be in-stock on 6ct and 7ct.



CV BRUSSELS SPROUTS

Brussels Sprouts Stalks are in season (code 690)! **Brussels Sprouts** demand is growing. Product is readily available, and this is a promotable veg for the holiday, but growers expect a price increase each week leading up to Thanksgiving, but still reasonable.



CV TOMATOES

Specialty Snacking Tomatoes from NatureSweet will be offering an after-purchase rebate on the 24oz **Cherubs Tomatoes** through New Year's. Nature-Sweet also has their new **To-Go Cherubs** and **Constellations** available.

Cluster and Beefsteak Tomatoes are expected to remain steady into mid-November. Quality is excellent out of Canada and US product. This product is not expected to ease with more volume until closer to Thanksgiving.

Vine Ripe Tomato prices will remain on the high side headed into mid-November. Great quality will continue to arrive from Mexico. Better availability will not be seen until about mid-December.

NOTE: **Grape and Cherry 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 for the east coast.

Roma Tomatoes will not see any relief on pricing until closer to Thanksgiving. Product out of Mexico is ramping up. Prices will start to ease towards the middle of November with better availability out of Mexico and more fields ramping up.

OTHER STORIES

• Washington **Apple** prices will start to increase as we move into the holidays. Expect costs to inch up on **Gala, Fuji, Granny Smith, and Honeycrisp Apples** on larger premium fruit.

• Eastern **Granny Smith Apples** should now be in steady supply.

• Eastern **Macoun Apples** are extremely limited. Expect gaps in supply and very limited large fruit. Eastern **Pink Lady Apples** have started.

• **Eggplant** will be promotable as we head into the middle of November with prices dropping rapidly. Quality and availability have been great out of Mexico and GA.



CV CELERY

Celery is readily available. Demand is growing and pricing continues to very slowly inch up. Nice quality is expected.



CV POTATOES & SWEETS

The **Count Russet Potato** prices have increased this week by a couple dollars with movement starting to pick back up going into Thanksgiving. This market will be tight through the holidays.

10/5lb **Russet Potatoes** out of Idaho are expected to continue to tighten up as we progress towards Thanksgiving.

Dole 10/5lb **Red and Gold Potatoes** will be in good supply out of Maine in the current pricing and label through Thanksgiving. Green Giant product is also in stock and looking great!

10/5lb **White Potatoes** should last in the Dole label out of NJ through Thanksgiving. When those finish, we will move into the local PA **White Potatoes** from Bender.

North Carolina **Sweet Potatoes** will be nice quality and in good supply for Thanksgiving!

• **Fruit Basket** pre-order surveys will be starting 11/4 for stores to take advantage of for Thanksgiving.

• **Mangos** are in fair to good supply from Brazil and Ecuador. Tommy Atkins variety will be the primary variety being shipped. **Ataulfo "Honey" Mangos** will be in house for next week from Ecuador!

• **Hass Avocado** supplies dipped just a bit as growers took a break for holiday in the "Aventajada" crop coming out of Mexico. Almost 100% of USA avocado supplies are coming from Mexico right now and that will continue through the end of the year. Pricing will level off as soon as volume catches up from the holiday break.



CV SALADS

ALERT! The very same issues that are making commodity **Lettuces** so expensive and in short supply from California (INSV disease decimating lettuce fields in the Salinas Valley), are impacting fill rates and promotional activity on **Packaged Salads** for November.

Dole and Fresh Express continue to out or limit certain items depending on how much input product they can secure.

For the week of 11/7 and 11/14, Attitude Salads has announced that they will temporarily discontinue their **Spring Mix** and **Arugula** clamshell lines due to poor quality and not enough input from their California sourcing at this time.

Major **Salad** producers expect improvement in December when they are fully into their Yuma, AZ growing region.

Salad clamshell availability is pretty good from our CEA growers (indoor), including Bowery and Bright Farms brands, both produced in PA.

• Light **Artichoke** supplies will be available heading into Thanksgiving. Prices are expected to hold on the higher side.

• **Cardoon** is now available. Ask your sales rep how to prebook for Thanksgiving now!

• **Super Select Cucumber** prices are expected to ease as we head into mid-November as Mexico is ramping up. Quality out of Mexico is fantastic and we will continue to source from that region.

• **Euro and Mini Seedless Cucumber** prices will be very promotable as we head into mid-November. Quality is excellent, and there is plenty of availability with shippers looking to deal.