

ORGANIC MARKET NEWS



NOVEMBER 5 - NOVEMBER 12, 2021

ORGANIC ROOTS SEASON



As the seasons and temperatures change, so do consumer buying habits. Soups, stews, and roasted vegetables are more popular during the winter, so expanded **Organic Roots** selections are a must.

Beginning in November, **Organic Roots** will be available from Pennsylvania, Wisconsin, and Vermont. Staples, like **Organic Parsnips**, **Rutabagas**, **Celery Root/Celeriac** and **Turnips**, will now be in steady supplies. **Organic Scarlet Turnips** are great to add as unique option that adds color.

Bulk **Organic Red** and **Gold Beets** will be in peak season. Bulk **Organic Chioggia Beets/Candy Cane Beets**, present beautiful striping inside when cut.

In the radish section, **Organic Beauty Heart**, **Watermelon**, and **Black Radishes** are now available with good availability. All of these will add unique elements to your veg case this fall and winter.

Organic Sunchokes/Jerusalem Artichokes and **Organic Burdock Roots**, bulk and retail-ready, are now in good supply for the winter months.

Lastly, retail packs of **Organic Soup Mix** from Harmony Valley are now available, giving an easy grab & go option for consumers.



OG APPLES

New crop **Organic SugarBee Apples** continue in peak season with beautiful bulk fruit. This super sweet and crisp variety is now also available in a 2lb pouch bag starting the week of 11/14.

A few spot buys in the **Organic Apple** category for the week of 11/7 include 12/2lb **Organic Smitten** and **Gala Apples**, and Wa.St. XFCY 64sz **Fuji Apples**.

New crop Canadian **Organic Ambrosia** and **McIntosh Apples** are available.

The last Organic Heirloom Orchards variety of the season, **Organic Winesap Apples**, are available in limited supply, and then this program will be done for the year.



OG CITRUS

Finally, we have some good **Organic Citrus** news! **Organic Grapefruit** volumes are starting to pick up out of both California and Mexico. Prices are coming down.

The first **Organic Satsuma Mandarins** are expected in stock the week of 11/14, and will ramp right up to excellent supply for late November and early December. Prices will come down, and by the end of the month, we should see the first **Clementines**.

New crop California **Organic Navel Oranges** are off to a very slow start with much of the early fruit being small sized. There will be limited availability the week of 11/14. Then by December and through the winter months, the **Organic Navel Orange** crop should be in much better peak season availability.

Organic Lemons are in excellent supply with the better quality coming out of California. Most of the volume will stay there with some even greater promotional opportunities available on 75 and 140 sz fruit.

Organic Limes out of Mexico are in excellent supply with good green color and juicy fruit.



OG BERRIES

Organic Blueberry supplies out of all import regions are flushing, including Argentina, Chile, Peru, and Mexico. Good import supplies and decent harvests out of California continue to drive prices down. Excellent quality and prices are expected for the foreseeable future.

Organic Blackberries out of both Mexico and California remain limited, but by the third week of November we should be back in excellent supply with improving quality as the weather has cleared up.

Organic Raspberries are expected to remain in firm but steady supplies through the holidays prices markets remaining in place.

ALERT! **Organic Strawberry** supplies are getting extremely limited with prices taking sharp increases each week. Expect prorates to set in until the new year.



OG HARD SQUASH

Headed towards Thanksgiving, we plan to stick with our current suppliers of **Organic Hard Squash** out of Pennsylvania, Wisconsin, and Michigan as the quality we have seen has been very nice and pricing will remain steady through the month of November.

Mexican **Organic Hard Squash** is getting started in a limited way on **Organic Acorn** and **Butternut**.



OG LETTUCE

ALERT! **Organic Leaf** and **Romaine Lettuce** production remains restricted due to weather in California with relief not expected until transition south. Fortunately, Southern California and Yuma, AZ will begin harvest in the mid-November in their winter plantings, so the situation should improve by the end of the month.

ALERT! **Organic Romaine Hearts** and **Iceberg Lettuce** supplies remain limited in November. Elevated pricing is expected due to limited California yields during the transition time of growing regions.



OG FALL FRUIT

Quebec grown **Organic Cranberry** supplies and quality are excellent out of Canada with steady supplies expected through the holidays.

NOTE: **Organic Pomegranates** from California have seen heavy wind and rainfall drastically take a turn in supply. Many growers are choosing to send all their fruit to processing after rainfall affected the external quality for the retail market. Expect things to tighten up considerably as we approach Thanksgiving and the end of November. **Organic Pomegranate Arils** from I LOVE POMEGRANATES will be available through the winter season.

Organic Hachiya and **Fuyu Persimmons** are available, and supplies are starting to ramp up.



OG CELERY

Organic Celery from California has begun to see supplies tighten as production begins to move into the Oxnard growing region before moving to Southern California, Yuma, AZ, or Mexico growing regions in late December or January.

Volumes for Thanksgiving are expected to be steady. However, freight costs to bring product across the country are skyrocketing, which could impact holiday price points on heavy items like **Organic Celery**.



FREIGHT RATES UP

ALERT! With the cost of diesel fuel up continuing to climb, and the continuing national driver shortage, freight rates to move fresh produce and other goods across the country are increasing significantly.

In certain regions, it's also difficult to find a truck in a timely fashion to load product. All of these factors are increasing the cost of goods and adding to the inflationary environment.



OG MELONS

Organic Cantaloupes and **Honeydew** are in good supply from Mexico, but pricing will remain higher heading into mid-November. We will still see mostly 9 ct on **Organic Cantaloupes** and 6 ct on **Organic Honeydew**.

Organic Mini Watermelons from Mexico will be available for early November and prices are promotable. Quality has been outstanding.



OG CAULIFLOWER

Organic Cauliflower supplies from California remain steady in early November, but volumes are expected to tighten as Thanksgiving approaches.

Supplemental local Pennsylvania production is beginning to wind down in mid-November as Northern California production concludes and moves to Southern California or Yuma, AZ.



OG BOK CHOY

Organic Bok Choy and **Baby Bok Choy** production from NJ and PA continue in November, however colder temperatures will draw this season to a close. Lady Moon Farms' Florida farm will begin harvests on **Organic Baby Bok Choy** in early November, followed by **Organic Bok Choy**. Expect steady supplies and pricing in November.



OG BRUSSELS SPROUTS

Organic Brussels Sprouts production from Mexico remains abundant in early November. Pricing and volumes are consistent, while quality remains outstanding. As Thanksgiving approaches, expect strong supplies and promotable pricing for the holiday!



OG ASPARAGUS

Organic Asparagus will be promotable for early November out of Mexico. Harvests continue to be strong, and quality has been excellent.



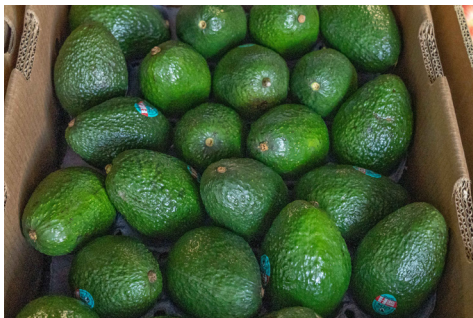
OG GREEN BEANS

NOTE: **Organic Green Bean** supplies remain limited in November. Production from Cal-O's seasonal program are available, and Mexico and Southern California production will begin harvesting in mid-November. Expect continued supply gaps while volumes increase. Product will be available for Thanksgiving, however not promotable.



OG BROCCOLI

Organic Broccoli supply conditions have turned around quickly in November. Expect increased availability, improved pricing, and steady quality headed towards the later part of the month. Volumes look to be strong approaching Thanksgiving as Southern California and/or Yuma, AZ will begin in mid to late November.



OG TROPICALS

Organic Hass Avocado supplies continue to be affected by some rain in Mexico. 48ct pricing firmed up just a bit, while 60ct fruit remained steady. XL size fruit is still limited.

Organic Fair-Trade Hass Avocados from Mexico are available, and 48ct will be in steady supply for early November. 60ct fruit will temporarily be tighter for a short period of time but will rebound quickly.

Organic Keitt Mangos from California will wind down in mid-November as we transition to new crop Ecuador fruit.

10ct and 12 ct **Organic Mangos** from Ecuador will be available by mid-November. Expect pricing to be higher for the first 1-2 weeks until the supply chain fills.

Organic Pineapple will be steady through October. We will offer both 6ct and 8ct during this time.

- **Organic Green, Red, Savoy, and Napa Cabbage** remains available locally in November from New York and Pennsylvania, however as temperatures drop, the season will end. Georgia and Florida production will be available in late November.

- **Organic Eggplant and Green Bell Peppers** from Lady Moon Farms in Punta Gorda, Florida are in full production in November. Supplies are expected to improve as the month continues with outstanding quality throughout the season as expected.

- **Organic Red, Orange, and Yellow Bell Peppers** are in a transitional period in early November with



OG POTATOES/ONIONS/SWEETS

Now is a great time to start thinking about BIG fall **Organic Sweet Potato** displays! Talk to your sales rep and lock in November-long pricing!

Stock up early on all your **Organic Potato** needs! Quality right now is outstanding on all packs and sizes, particularly on the Canadian **Organic Red** and **Gold Potatoes**. Now is the time for big potato displays!

We have a full complement of organically grown Nevada **Organic Onions** right now coming out of Nevada. Quality is fantastic and will remain this way through Thanksgiving. Take to your sales rep today to lock in promotable **Organic Onion** pricing through Thanksgiving.

OTHER STORIES

supplies from Canada ending, while Mexico is limited to begin the season. Product of Israeli will be available with steady supplies and strong quality to supplement lack of production in other growing regions. Expect to see price increases in November.

- **Organic Mini Mix Sweet Peppers** are now available in stable supplies from Mexico!

- **Organic Cucumber** supplies from Lady Moon Farms in Florida will remain limited in mid-November, but quality will be outstanding on available product. Mexican supplies will be available with promotable pricing in November.



OG TOMATOES

Organic Grape Tomatoes are promotable out of Florida for early November. Quality has been excellent from Lady Moon and other Florida shippers.

Organic Cherry and Rainbow Cherry Tomatoes will be available for early November from Lady Moon Farms, and supplies are steady. Quality has been excellent.

Organic Roma Tomato prices will come off as more supplies become available from Mexico. Quality has been very nice.

Organic Beefsteak Tomato prices remain high out of Mexico and Canada for early November. Quality has been very nice. Both areas have been experiencing growing issues, limiting harvest numbers.

Organic Cluster Tomato prices are easing off as more greenhouses out of Mexico and Canada start production. Quality has been very nice.

- **Organic Euro Seedless Cucumbers** will be promotable for early November from Canada and Mexico. Growers continue to experience a flush of product and supplies are plentiful with excellent quality.

- **Organic Zucchini** production from Lady Moon Farms in Florida is experiencing lighter supplies in mid-November. Volumes will be available, but they will be limited. Prepare to see steady supplies from Mexico to supplement Lady Moon product.

- Mexican **Organic Zucchini and Yellow Squash** supplies are experiencing strong volume in mid-November. Pricing will be more consumer friendly for price conscious shoppers, and promotions will be available in mid-November.

NORTHWEST PEAR DISPLAY CONTEST

NOVEMBER 1 - NOVEMBER 28, 2021



**Pear Bureau
Northwest**

Four Seasons has teamed up with the Northwest Pear Bureau (USA Pears) to bring you a display contest for the month of November. What a “pear”fect way to show off some creativity and “pear flair”, win some amazing prizes, have fun and most importantly, grow your sales in the pear category.

CONTEST CRITERIA:

- Build an awesome pear display using Northwest pears purchased from Four Seasons Produce.
- All displays must contain four varieties of pears to qualify, and this can be a mix of bulk or bagged fruit, organic or conventional. Anjou, Red Pears, Bartletts and Bosc will be the featured varieties, however Seckels, Concorde and Comice might also be available to include. Talk to your Four Seasons Sales Rep or Merchandiser for availability.
- Utilize the Northwest Pear Bureau Point of Sale material, which will be available through your Four Seasons Sales Rep or Merchandiser. There are some sharp display bins also available.
- Keep your pear displays up for at least one week.
- All entries must be submitted to Steph Mayer (stephf@fsproduce.com) by Friday December 3rd 2021.



CODE: 222220



**GRAND PRIZE:
\$750**



CONTEST PRIZES:

MOST CREATIVE

1st—\$350
2nd—\$250
3rd—\$150

LARGEST

1st—\$350
2nd—\$250
3rd—\$150

BEST ALL ORGANIC

1st—\$350
2nd—\$250
3rd—\$150

DISPLAYS WILL BE JUDGED ON CREATIVITY
AND OVERALL EYE APPEAL.

For more merchandising tips and information on pears, contact your Four Seasons sales rep or merchandiser.



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





SugarBee
Apple



rockit



SUGARBEE® & ROCKIT® APPLE DISPLAY CONTEST

NOVEMBER 1 - NOVEMBER 28, 2021

Do you want to see your produce sales "Rockit", add some sting, and drive volume in your apple category? The long-awaited SugarBee apple season is finally here and we are celebrating the arrival of this customer favorite with a display contest filled with great prizes, great sales potential and surely, a lot of great fun! Four Seasons Produce has partnered with Chelan Fresh to bring you this amazing contest sure to create a buzz in your store and a blastoff in your sales and profits. This year we are throwing in the super cool, super crisp Rockit apple into the mix and you, nor your customers will be disappointed with this small apple with a monster crunch! This is a great opportunity to showcase the SugarBee and introduce the Rockit to your customers; once they have a bite, they are sure to return to your "hive" for more!

DISPLAY CONTEST CRITERIA:

- Build a super awesome display of SugarBee and Rockit apples in your produce departments. All fruit MUST be purchased from Four Seasons Produce.
- A minimum of 8 cases of SugarBee apples need to be purchased over the contest period time and a minimum of 2 cases of Rockits must be purchased over that same time.
- Displays can be built with conventional or organic fruit, but we recommend carrying both (where applicable) to maximize exposure and target both customers.
- Utilize the high graphic display bins (codes below) and boxes in your display to highlight the SugarBee and Rockit brands.
- All displays must be up for a minimum of one week.
- Send all photos to Steph Mayer (stephf@fsproduce.com) by Wednesday, December 1, 2021.

THE QUEEN BEE--GRAND PRIZE

All-expense paid trip for two to Chelan Fresh in Washington state to meet the growers and tour the orchards.

Date is yet to be determined, but we are targeting the pre-cherry harvest in 2022.

Grand Prize winner will be chosen in a random drawing from each of the winners in the categories below.



"THE BEEKEEPER" (Best Overall Display): \$750

"THE BEE HIVE"

Largest Display:

1ST: \$300
2ND: \$200
3RD: \$100

"THE HONEY COMB"

Most Creative Display

1ST: \$300
2ND: \$200
3RD: \$100

"THE POLLINATOR"

Best Organic Display

1ST: \$300
2ND: \$200
3RD: \$100

BLAST-OFF BONUS

Best Rockit Display

\$300

****Each entry will get a super cool SugarBee beanie perfect for the cool weather ahead. Everyone's a winner!****

ORGANIC:

Code 226761

OG Rockit WXP 6/3 clam/shuttle

Code 226404

OG SugarBee Apple 12/2lb High Graphic Pouch Bag

Code 222328

OG SugarBee Apple 80/88 WXP

CONVENTIONAL:

Code 222529

CV SugarBee 72/88ct

Code 229275

CV Rockit 12/2lb Pouch Bag



CODE: 223135
POS Display Pop Up Bin #1

Code: 226771
Rockit Pop up display

So, it's time to start dreaming up your next display contest winner! "Bee" creative, have fun, and use this promotion to introduce your customers to the incredible SugarBee and Rockit Apple!



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



2021 FOUR SEASONS PRODUCE THANKSGIVING, CHRISTMAS, & NEW YEARS SCHEDULE

THANKSGIVING DELIVERY SCHEDULE:

Sunday 11/21 - Tuesday 11/23: Normal office and delivery schedule.

Wednesday 11/24: Normal Office and delivery schedule. Taking orders for Friday 11/26 delivery.

Thursday 11/25: Happy Thanksgiving! Office closed and no deliveries.

Friday 11/26 & Saturday 11/27: Normal office and delivery schedule.

CHRISTMAS & NEW YEARS DELIVERY SCHEDULE:

Sunday 12/19 - Thursday 12/23: Normal office and delivery schedule.

Friday 12/24: Normal delivery schedule. Office open until 1pm, planning orders for Sunday 12/26 and Monday 12/27 deliveries.

Saturday 12/25: Merry Christmas! Office closed and no deliveries.

Sunday 12/26: Thursday 12/30: Normal office and delivery schedule.

Friday 12/31 - Normal delivery schedule. Office open until 1pm for order planning for Sunday 1/2 and Monday 1/3.

Saturday 1/1/2022: Happy New Year! Office closed. No deliveries.

GET YOUR PRE-ORDERS IN NOW FOR THE HOLIDAYS!



HOW TO CUT A POMEGRANATE

- AQUA METHOD -

YOU GOT THIS!



WHAT YOU'LL NEED

Pomegranates
Bowl of water

Colander
Knife



STEP 1

Slice the crown off the top.



STEP 2

Score the skin, making cuts from top to bottom along the membrane seams.



STEP 3

Open the pomegranate while submerged in a bowl of water to prevent juice splatter.



STEP 4

Pull the arils from membranes under water.



STEP 5

By pulling the arils under water, it will prevent juice splatter.



STEP 6

The arils sink and the membranes float. Skim the membranes out before straining.



STEP 7

Strain the arils.



STEP 8

Enjoy!

CONVENTIONAL MARKET NEWS

NOVEMBER 5 - NOVEMBER 12, 2021

NEW CROP CITRUS OUTLOOK



California **Navel Oranges** have started for the season, and beginning the week of November 8th, we'll have excellent supplies across the board from 56's through 88's. Volumes will still be more limited on larger fruit, and pricing will reflect the lighter supplies until peak season hits later in December. Quality has been excellent on the first arrivals. We will also have good supplies on 10/4lb bagged California **Navel Oranges** from 11/10 and on.

California **Satsuma Mandarins** have also started for the season! This sweet, tangy, and flavorful easy-peeler is a seasonal treat in peak season late November and December. Our first arrival of the **Stem & Leaf Satsuma Mandarins** will be November 10th, and the quality is looking great. The label will be "Tin-Tang".

California **Mandarins** in the "Halos" label will start the week of November 15th with the Clementine variety. We'll be offering both 10/3lb and 15/2lb bags. **NOTE:** The overall crop is down out of California this year compared to last year, plus freight rates are higher, so pricing will be up over both 2020 and 2019.

California **Pummelos** will arrive on November 14th. At this point, we will have mostly 12 ct, and these will be a premium pack from Sunkist. Get ready to promote domestic **Pummelos**!

In Florida, the **Grapefruit** season is off and running, and is peaking on small sizes. Quality has been nice. Fresh crop Florida **Juice Oranges** and **Tangerines** are also in stock.

NOTE: The 2021 Texas **Grapefruit** crop will begin later in November. Unfortunately, due to late winter's heavy freeze in south Texas, there was much damage to the crop and this year's volume will be very light.



CV BROCCOLI & CAULIFLOWER

PA local **Jacket Cauliflower** in cartons and bins is beautiful and still readily available with hopes of harvest up to the holiday.

CA has a push of **Cauliflower** supplies, but doesn't expect to have full availability until Yuma, AZ begins closer to Thanksgiving.

Local PA **Bin Stem Broccoli** is being harvested, but in limited volumes due to the cooler temps.

Broccoli Crowns remain priced a little higher than usual as weather has been problematic in many of the growing regions. CA has decent **Broccoli Crowns** for the time being but does not expect supplies to last long. Mexico is having a slow start to their season.

East coast **Broccoli** is readily available but harvest schedules have been unreliable due to unpredictable fall weather.



CV APPLES & PEARS

Growers are working to hype up the 2021 arrival of new crop **Cosmic Crisp Apples**. We'll see our first arrival the week of 11/14. Supplies are expected to be excellent this season with prices much more reasonable than last year on this Honeycrisp-Enterprise cross, known for its deep red skin color.

We are seeing excellent quality and supplies on all **Eastern Apples**, including **Cortland, Empire, Fuji, Gala, Gold Delicious, Honeycrisp, Macoun, McIntosh, Red Delicious, Snap Dragon, and Stayman Apples**.

Premium **Western Apples** are also in excellent supply with great quality, including **Envy, Fuji, Gala, Gold Delicious, Granny Smith, Honeycrisp, Jazz, Pink Lady, Red Delicious, Rockit, and SugarBee Apples**.

Pears continue in excellent supply out of the Pacific Northwest, including **Anjou, Seckel, Bartlett, Bosc, Forelle, and Red Anjou Pears**.



CV BERRIES

Blueberries from Peru continue to be very promotable for early November. Quality has been very nice, and supplies continue to be plentiful as we are in peak season. Promotional opportunities can be planned for December as well.

Driscoll's **Blueberries** remain steady out of Peru and Mexico, and quality has been very nice. "**Limited Edition Sweetest Batch**" **Blueberries** from Central Mexico are back, and quality has been outstanding.

Blackberry supplies and prices remain steady for early November. Quality has been excellent coming from Mexico.

Raspberries continue to be promotable for early November out of Central Mexico. Quality has been nice.

ALERT! **Strawberry** prices continue to be high for early November. More rain is expected in the growing regions in California, continuing to limit harvests and supplies. Quality overall has been okay. Expect markets to stay this way through most of November.



CV MELONS

Honeydews are in excellent supply from Mexico, and pricing is very promotable. We will see mostly 5's and 6's throughout the month of November. As this season has kicked off, the quality and flavor has been excellent.

NOTE: Cantaloupes are in tighter supply for early November from Mexico.

Offshore **Cantaloupe** from Guatemala will begin in a small way the week of November 8th with even more supplies hitting the east coast the following week. Growing conditions in Guatemala have been excellent, and supplies are expected to be very good heading into the end of the year.



CV ASPARAGUS

Asparagus continues to be very promotable for early November from Mexico and Peru. Both regions continue to experience heavy flushes and supplies remain strong. Quality has been excellent. Prices are expected to rise some ahead of Thanksgiving, but still stay promotable.



CV CELERY

Celery prices are up as demand rises headed into the holidays. Oxnard, CA has started harvests, and has nice volumes available, but increasing freight rates will impact East Coast buyers significantly.



CV GRAPES

Grapes are beginning to tighten from California as the season begins to wind down. Quality is still very nice, but pricing is starting to rise across the board.

Heading into the week of November 8th, we'll switch to "**Autumn Crisp**" for premium **Greens**, and "**Autumn King**" for our value **Greens**. "**Scarlet Royal**" or "**Scarlotta**" will be the **Red** varieties, and the "**Adora**" for premium **Black Grapes**.

Import **Grapes** from Peru have started, and this season will begin to ramp up quickly. Our first import **Grapes** will be "**Cotton Candy**" from Brazil in bags and clamshells.



CV GREEN BEANS

Green Bean markets remain steady for early November. Quality from new crops in Florida have been excellent. Markets are expected to remain steady going into Thanksgiving this year. Crops look nice from Florida and harvests are expected to be steady unless unforeseen weather issues happen.



CV BRUSSELS SPROUTS

Brussels Sprouts are readily available, and prices are starting to hold steady. This should be a decent item for Thanksgiving promotion.

Stalk Brussels Sprouts are now available for pre-order!



CV CUCUMBERS

Super Select Cucumber prices are easing off out of Mexico. Supplies are coming in with good volume and excellent quality. East Coast production remains promotably priced to compete with West Coast, however supplies are limited due to the cold weather coming in for early November. GA is finishing and FL is just getting started in a small way.

Euro Seedless Cucumbers remain steady for early November coming from Canada and Mexico. New crops in Mexico have started and quality has been excellent.

Mini Seedless Cucumbers will be promotable for early November as new crops have started in US, Canada, and Mexico. Quality has been sharp.



CV LETTUCE

ALERT! **Lettuce** pricing remains expensive out west as the transition south to new growing regions has been delayed. CA has experienced rain and cooler temps, which is affecting quality. Huron, CA **Lettuce** is harvesting some, and Yuma, AZ harvest dates are on the horizon.

NJ Lettuce has finished for the season.



CV FALL FRUIT

Fuyu and **Hachiya Persimmons** are now seeing increased supplies as many growers are approaching peak volumes on fruit, especially the **Fuyu** variety.

Brown Turkey Figs will be available in limited quantities for the week of 11/8. There will also be a very few limited **Black Mission Figs** that pop up as well.



CV POMEGRANATES

Pomegranates are in full swing, and the popular Wonderful variety is now being harvested. Heavy winds and rain recently have affected many growers longer-term outlook for this season.

Some growers are expecting to do done with fresh **Pomegranates** by as early as Thanksgiving due to these weather complications, however, our partner POM Wonderful believes they'll have fruit well into December.

Pomegranate Arils are available from POM Wonderful. These will be available for the entire season in a 4oz and 8oz cup!

The California rains will not affect the **Pomegranate Aril** market as scars and external defects do not affect the **Aril** itself or the juice that can be obtained.



CV TOMATOES

Grape Tomatoes will be promotable for early November as Mexico and Florida continue to harvest good supplies. Quality has been very nice.

Roma Tomato prices are continuing to ease off for early November as supplies improve from Mexico and California. Florida has begun new harvests as well. Quality has been excellent.

Vine Ripe Tomato prices will continue to slowly ease off for early November as supplies continue to improve. Mexico, California, and Florida all have steady supplies and quality has been excellent.

Beefsteak Tomato prices are expected to ease off for early November as the US and Mexican greenhouses are coming into better supplies. Quality has been excellent.

Cluster Tomatoes will continue to ease off for early November. Mexico, US, and Canada are all coming into better supplies and quality has been excellent.



CV LEMONS & LIMES

Lemons are in steady supply from California. We will have all sizes from 95's to 165's available in fancy and choice options, and quality has been nice. We're still seeing lots of import fruit around, and this pricing has been very promotable. We will have options to promote 18/2 lb bags on imported **Lemons**.

Limes will be in steady supply from Mexico heading into mid-November. Pricing will increase slightly in November, but it will climb even further as we head into December. Quality has been nice on all place packs and bulk fruit.



CV TROPICALS

Hass Avocado supplies were good for early November after heavy rainfall complicated harvests and fruit quality a few weeks ago. Overall supplies were good, but pricing was steady to slightly up. Large sized fruit remains very limited with pricing significantly higher than 48s and smaller.

Pineapples saw another increase in price with many growers raises prices \$1-2/case. November supplies should be steady despite these price increases. We will continue to carry the delicious **HoneyGlow Pineapple** variety from Del Monte in 5ct and 7ct sizes.

Mangos will be steady from Brazil and Ecuador. Fruit from Puerto Rico end around mid-November. 6, 10, and 12ct sizing are all available. Ataulfo Honey Mangos from Ecuador and Brazil will be available for the week of 11/8 in an 18ct offering. Fruit has been very nice in quality!



CV PEPPERS

NOTE: Green Pepper prices will remain high for early November as supplies are limited due to cold temperatures in GA. Florida production is very limited and California also remains low with higher freight. Mexico is expected to start in mid-November. Quality has been nice.

ALERT! Jalapeno Pepper prices are very high right now due to lack of supplies out of both the US and Mexico.

11lb **Red, Orange, and Yellow Pepper** prices will start easing off for early November. Mexico is beginning to pick good volumes, so prices are coming down. Quality and sizing have been nice from the crown picks.



INFLATIONARY COST INCREASES

ALERT! Inflationary pressures have finally caught up with many grower shippers, producers, and distributors here in the fall of 2021, leading to quite a few price increases which impact retailers and consumers.

Raw material costs, like pallets, plastics, and ingredients, are all on the rise. The labor market continues to be tight with extreme wage pressure in ag, food production, warehousing, and distribution.

The biggest impact is being felt in transportation costs, with diesel fuel prices up sharply, container ship import delays, and a continuing national CDL driver shortage.

Some recent price increases have been seen with Mushrooms, Salads, Ciders, Dips/Dressings, and more. Headed into mid-November, major **Banana shippers** have announced emergency price increases, Dole has announced a temporary surcharge on Romaine and Iceberg Lettuce based Salad items.

We expect more increases coming in categories like Herbs, Salads, Jarred Fruit, and Cut Veg.