

ORGANIC MARKET NEWS



DECEMBER 11 - DECEMBER 18, 2020

DECEMBER ORGANIC COOKING VEG



Organic Brussels Sprouts from Mexico continue to see excellent supplies. After a dip in production following Thanksgiving, harvests are beginning to gear back up. Look promotable pricing and excellent quality throughout December.

Organic Green Beans from Florida are back in steady supply. If the weather holds, there could be promo opportunities closer to Christmas and New Year's on the 25lb cases. In addition to the domestic crop, Covilli Organics has begun their Fair Trade program from Mexico on 15lb row pack **Organic Green Beans**. Excellent quality is expected.

NOTE: Organic Asparagus prices will be rising this week as supplies from Mexico begin to finish up for the season. We will be offering 11lb and 28lb cases to stay in stock. Overall, supplies will stay very short and tight heading into the holidays as new areas won't begin until mid to late January. Quality has been nice.



Organic Broccoli saw an increase in production during early December when there was also low demand. Arizona and SoCal production is now more limited due to weather, causing product to have stunted growth, and with retail demand returning mid-month prices have gone back up. As Christmas approaches, expect to see steady supplies, but higher pricing that will remain elevated through mid-January.

ALERT! Organic Cauliflower continues to be a struggle with availability in December and the outlook as Christmas approaches is bleak. Harvests are behind due to cool weather. Expect limited quantities and gaps in supplies as Christmas approaches.

OUTLOOK: When weather starts to cooperate in Arizona and SoCal, **Organic Cauliflower** supplies are expected to increase quickly (perhaps early January) as many growers are 2-4 weeks behind on their harvests and quality of product in the fields is holding up, they just need the product to size up.



OG SPECIALTY CITRUS

Buck Brand items in stock:

- **OG Buddha Hand**
- **OG Finger Limes**
- **OG Limequats**
- **OG Satsuma Mandarins**
- **OG Sweet Palestinian Limes**
- **OG Pummelos**

Buck Brand items coming in late December:

- **OG Meiwa Kumquats**
- **OG Nagami Kumquats**
- **OG Mango Valencia Oranges**
- **OG Lou Lou Navel Oranges**
- **OG Fairchild Tangerines**

The bulk **Organic Satsuma Mandarins** are the most plentiful and promotable for December. Other specialty varieties are available in small-batch quantities for limited time frames. Stay tuned for more updates on the next varieties.



OG CITRUS

Organic Clementine Mandarins are now in season and available 25lb bulk, 12/2lb Homegrown Organics pouch bags, and 15/2lb Cuties net bags.

Juicy and easy-to-peel **Organic Satsuma Mandarins** continue to be plentiful. That's what's being packed into "Candy Mandy" 12/2lb net bags for December.

The first California **Organic Cara Cara Navel Oranges** are expected for mid-December.

California **Organic Navel Oranges** are now in good steady supply on all sizes (48, 56, 72, 88ct) and bags. Prices are coming down.

California **Organic Pummelos** continue in peak season.

New crop California and Mexican **Organic Grapefruit** supplies are excellent.



OG BERRIES

Organic Blueberries continue with good availability and promotional opportunities out of South America on 6oz and pints! Driscoll's brand **Organic Blueberries** from Mexico have outstanding quality and flavor, and are trading at a premium over the other imports.

Organic Blackberries out of Mexico are now in excellent supply with promotional opportunities available.

Driscoll's **Organic Raspberry** supplies are firming and are expected to remain tight until the end of the year with higher prices. There are increased supplies from other shippers out of Mexico with attractive pricing.

Driscoll's **Organic Strawberries** from Mexico continue to be in very firm supply. We're starting to see volumes arriving out of Florida pick up from other shippers, which will be at a slightly better price.



OG CUCUMBERS

Organic Euro and Mini Seedless Cucumber prices have come down some as supplies out of Mexico get stronger. Quality has been excellent.

Organic Cucumbers from Mexico all continue to yield strong quality and volumes at excellent price points.

NOTE: Organic Cucumbers from Lady Moon Farms in FL concluded in the third week of November and will return in March again.



OG APPLES

December is a good time to promote some of the premium varieties available - **Organic SugarBee, Cosmic Crisp, Opal, Envy and Rockit.**

Supplies are generally good on all varieties, but grower/shippers are anticipating slightly higher pricing on their storage crop as we approach the winter months.



OG EGGPLANT

Organic Eggplant from Lady Moon Farms in FL continue in production but have seen a dip in production because of the cold spell they have received in Florida. **Organic Eggplants** are expected to take a slight tick up in pricing with less availability. Expect Mexican **Organic Eggplant** to fill in during lighter Lady Moon production.



OG LETTUCE

Organic Iceberg Lettuce and **Romaine Hearts** completed the transition to Yuma, AZ. Expect to see more consistent supplies in December and pricing to improve as harvest yields grow.

At Lady Moon Farms down in Florida, **Organic Romaine, Green & Red Leaf, and Green & Red Boston Lettuces** are all now in peak production for December. Quality is excellent!



OG SQUASH

Organic Zucchini from Lady Moon Farms in FL is beginning to see better production. Expect to see supplies improve as we move into mid-December, with potential promotional opportunities. **Organic Zucchini** from Mexico all continue to yield strong quality and volumes at excellent price points.

NOTE: Organic Yellow Squash is available from Mexican shippers, however they are harvesting limited supplies and pricing is expensive.



OG ONIONS

The **Organic Onion** prices are steady as we head into Christmas with great quality coming out of Nevada.

Organic Sweet Onions will cut over from the "Sweetie Sweet" variety to a different variety that is flatter. This will be the sweet variety that we will see on the organic side for the next couple weeks.



OG GRAPES

California Organic Red Grapes continue in excellent supply with nice quality. Promotional opportunities are expected through mid-December with no gap and a smooth transition to Peruvian fruit end of December.

California Organic Black Grapes will sell out during mid-December.

California **Organic Green Grapes** have finished and we are transitioning into new crop **Organic Grapes** from Peru starting 12/16. Pricing will be higher.



OG FALL FRUIT

Organic Pomegranates and **Pomegranate Arils** are in steady supply. Quality on pomegranates has been fair to good.

Organic Hachiya Persimmons and **Fuyu Persimmons** should be in good supply!

Organic Black Mission Figs will be limited for the week of 12/14. A small supply out of Mexico will be available.

Organic Cranberries will wind down during December. If you want to have product for Christmas, you may want to get it into your store now.



OG POTATOES

Organic Russet Potatoes have gotten a bit limited due to high demand centered around the holidays. We have locked in pricing out of Colorado at least through the end of the year, so we expect to be fully stocked on both **Organic Count** and **Bagged Russet Potatoes.**



OG HARD SQUASH

We are fully transitioned over to new crop **Organic Hard Squash** from Mexico. The last variety to cut over to new crop was **Organic Kabocha**, which will have its first arrival this weekend out of Mexico.



OG CELERY

Organic Celery continues to see steady supplies. With excellent quality and strong production, product is expected to remain plentiful and promotable in early December.



OG BOK CHOY

Organic Bok Choy and **Baby Bok Choy** are in steady production coming from Lady Moon Farms in Florida. Look for steady pricing, strong availability, and potential promotional opportunities to arise throughout December.



OG PEPPERS

Organic Red, Yellow, or Orange Bell Peppers from Israel are beginning to see stronger harvest yields and pricing is beginning to improve.

Mexican **Organic Red, Yellow, or Orange Bell Peppers** are still lighter on production and pricing is expensive, look for occasional product in December and as supplies improve, better pricing.

ALERT! **Organic Mini Sweet Peppers** continue in limited availability while many shippers are completely out. Expect to see a gap in supply on this product until further notice.

Organic Green Peppers from Lady Moon Farms in FL continue in production. Look for steady pricing and availability.



OG TROPICALS

Organic Mangos from Ecuador are going strong. Look to promote the week of 12/14 as pricing has dropped a little. Peruvian fruit will be available in late December.

Organic Hass Avocados are steady with plenty of fruit available. We also carry a full line of Equal Exchange **Fair-Trade Organic Avocados**. This fruit has been beautiful and is available in a pre-conditioned option as well.

ALERT! **Organic Formosa Papayas** continue to be out of stock. Weather and loss of trees by the grower have played a big part in this extended shortage. There have been plans to have some back at the end of December and into January.

Organic Pineapple supplies and pricing have been steady.



OG TOMATOES

Organic Grape Tomatoes from Lady Moon Farms will continue to be available this week as supplies improve and quality is excellent. Other Florida growers have product too. Lady Moon is also now shipping Florida **Organic Cherry** and **Rainbow Cherry Tomatoes**.

Organic Beefsteak and **Cluster Tomato** prices will be available this week with promotable volume. Quality out of both Mexico and Canada has been outstanding.

Organic Heirloom Tomatoes will be back in stock this week. Supplies will be limited, and prices will be higher as the season just begins. Covilli Organics expects to start by late December with their new crop depending on weather and temps in Mexico.

Organic Roma Tomatoes continue to be available this week out of Mexico. Quality has been very nice.

Organic Cocktail Tomatoes are in good availability.

OTHER STORIES

- **Organic Sweet Potatoes** are a great item to promote for the upcoming holiday with plentiful supply, fantastic quality, and steady pricing through the end of the year. Start building big holiday displays!

- **Organic Ginger** has been in steady supply, but pricing has remained a little higher.

- **Organic Garlic** from California and Spain remain steady and in good supply.

- **Organic Green Kiwifruit** will be available for mid-December from Italy. **Organic Jumbo Green Kiwifruit** from Homegrown Organics are now available.

- Washington **Organic Green Anjou, Red Anjou, and Golden Russet Bosc Pears** are in firmer supply with rising prices as we move into the new year. Freight rates are high.

- **Organic Asian Pears** may have a brief gap during mid-December.

- Washington **Organic Seckel Pears** are expected for the week of 12/14.

- Washington **Organic Concorde Pears** continue in good steady supply.

- Washington **Organic Starkrimson Red Pears** will finish for the season by the end of December.

Christmas & New Year's Office and Delivery Schedule 2020

Wednesday 12/23: Normal office schedule, additional pre-approved deliveries in certain areas.

Thursday 12/24: Office closing at Noon. Normal delivery schedule.

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

Saturday 12/26 - Tuesday 12/29: Normal office and delivery schedule.

Wednesday 12/30: Normal office schedule, additional pre-approved deliveries in certain areas.

Thursday 12/31: Office closing at Noon. Normal delivery schedule.

Friday 1/1: Happy New Year!! Office closed and no deliveries.

Saturday 1/2 – Monday 1/4: Normal office and delivery schedule.

Please contact your sales representative with any questions.

**THANK YOU
FOR YOUR
PARTNERSHIP
THIS YEAR!**



CONVENTIONAL MARKET NEWS

DECEMBER 11 - DECEMBER 18, 2020

CALIFORNIA CITRUS SEASON RAMPS UP

California **Navel Oranges** are now in good supply. Fruit is still peaking on 88ct and smaller, but the larger fruit is coming into better availability. 48 & 56ct cartons are selling very well and display bins of jumbo 40sz **Navel Oranges** are now available for promotion.

New crop **Cara Cara Navel Oranges** (pink flesh) and **Blood Oranges** (red to streak-red flesh) are now in season, so be sure to add these to your citrus sets for the week of 12/15.

Satsuma Mandarins are in peak season supply for December. **Stem & Leaf Mandarins** are available. **Clementine Mandarins** continue to dominate the citrus category. Supplies are good and prices are stable on Halos and Sunkist Delites in the 10/3lb bags.

LOOKING AHEAD: The start of **Minneola Tangelos** has been pushed off until the end of December or early January. **Sumo Citrus** will begin in early to mid-January.



CV TOMATOES

Cluster Tomatoes will continue to be promotable as all areas continue to flush. Quality has been excellent out of USA greenhouses as we continue to support the New York and Ohio grown product.

Beefsteak Tomato prices will be going up for mid-December as Canada is now finished, most production is coming out of Mexico, and a few greenhouses in Ohio and New York. Supplies are steady and quality has looked great.

Grape Tomato prices are rising as supplies out of Florida and Mexico begin to slow down. Florida had very cold weather this past week which is really slowing down harvests and Mexico is beginning a transition period. Quality has been excellent.

Campari Tomatoes quality has been excellent, and supplies are steady.

Roma Tomato prices will start to come up some as Mexico begins to transition slowing down the supplies. Florida supplies are steady, and quality has been very nice.

Vine Ripe Tomato prices remain strong on large size fruit. 5x6 and larger Tomato supplies remain tight, causing the higher prices. Quality from Mexico and Florida has been nice.



CV BANANAS

ALERT! During November, Hurricanes Eta and Iota damaged thousands of hectares of **Bananas**, along with infrastructure, in Guatemala and Honduras. These two countries produce a significant portion of the **Banana** volume during the winter months.

The major **Banana** shippers have announced force majeure/act of God conditions and will be implementing surcharges on contracts from late December through the winter. Non-contract pricing and open market pricing is expected to jump noticeably as all of the demand shifts to other **Banana**-growing countries.

The Hurricanes' impact is on conventional fruit, not organics, since Guatemala and Honduras have little to no organic banana production.



CV BERRIES

Strawberries are in much better supply for the week of 12/14 as Florida volumes improve. The cool weather definitely slowed down production in early December, but growers feel good moving forward with better volume. Look for pricing to slide down slightly as we head into Christmas and New Year's, but promotable pricing will be available after the holidays. Quality on all Florida **Strawberries** has been very nice.

Raspberries and **Blackberries** will be in excellent supply this week from Mexico. Quality on both berries has been excellent, and the sizing is very good. Driscoll's continues to be in good volume on the "**Limited Edition Sweetest Batch**" **Blackberries**, and these are outstanding!

Blueberries will be in tighter supply. Peruvian supplies are starting to drop off as Peru's season is winding down. There will be good supplies from Chile, Argentina, and Mexico, but these volumes won't be as strong as what Peru was exporting to the states. Look for pricing to increase slightly this week on pints and 6 oz, but then drop in mid-January as the forecasts show heavier volumes on the way. Quality has been excellent on all **Blueberries**.



CV LETTUCE

Iceberg Lettuce volumes are improving and pricing is lower for mid-December.

Romaine, Romaine Hearts, Red Leaf, and Green Leaf Lettuces still have a wider range in pricing, but are much more affordable than they were at the end of November.

12/4ct Artisan Lettuces are back in stock!

NOTE: Dole and Fresh Express have canceled their **Salad** ads.



CV BROCCOLI

Broccoli Crown prices continue to increase as CA is gapping. Most of the volumes are coming from Mexico or the Southeast.

For now, it appears **Broccoli** will be less promotable for Christmas.



CV CAULIFLOWER

NOTE: Cauliflower prices are back on the rise. Cooler temps slowed down availability and supplies has been very limited.

Vendors are selling out daily, if they have any at all. Expect limited supplies for much of December.



CV ASPARAGUS

Asparagus prices should be steady to start the week of 12/14. Supplies from Mexico will start tapering off as their season starts to finish up for the year.

Peruvian imports should be good, but demand will rise once the supplies out west finish, naturally rising prices ahead of the holidays.



CV GREEN BEANS

Green Bean prices are now more promotable.

Quality out of Florida has been excellent as they outgrew any damage from the hurricane that hit back in late October. Supplies from Mexico are also coming in strong, leading to the more promotable markets.



CV CUCUMBERS

Super Select Cucumber prices remain steady and promotable this week out of Mexico. Quality has been excellent, and supplies remain strong.

Euro Seedless Cucumber prices rose a few dollars, but still remain promotable.



CV POTATOES

Bagged **Red** and **Gold Potatoes** out of Prince Edward Island, Canada, have good quality on decent pricing.

There's decent promotability on the PA grown 10/5lb **White Potatoes** too. We will see this market price stay steady into the new year.



CV GRAPES

California is still shipping **Green** and **Red Seedless Grapes**. Prices are, and will, remain steady as new crop import **Grapes** are arriving to the East Coast with comparable pricing on the **Red Seedless**. New crop import **Green Seedless** premium varieties, like **Sweet Globe** and **Timpson** are getting higher prices.

Import **Cotton Candy Grapes** are in season in 10/1lb clamshells.



CV SQUASH

Green Squash markets remain very promotable out of Mexico and Florida. Quality and supplies are great out of both regions.

Yellow Squash prices have come off as supplies get better out of Mexico. New fields have started, and quality is nice.



CV ARTICHOKEs

NOTE: Artichokes are in limited availability and prices are back up again. Expect to have very limited supplies headed into January.



CV CANTALOUPEs

NOTE: It's a strong market on the offshore Cantaloupes. Hurricanes Eta and Iota back in November hurt production in Guatemala and Honduras. Supplies will be limited and pricing up for December.



CV GREENS

Green Kale and Collards out of NJ will be finishing up and we will transition into GA and Florida new crop. Quality will be excellent.



CV TROPICALS

Hass Avocado prices have remained very promotable for December. Shippers are hinting that markets may increase a bit as we approach the New Year and "diet season" demand.

Pineapples will be in steady supply. Pricing usually trends up a bit as we enter into the Christmas and New Year's holidays.

Mangos from Ecuador are in steady supply with pricing lower a bit again for mid-December. Peruvian fruit will begin in a few weeks.

Maradol Papayas from Guatemala and Mexico, and **Solo Papayas** from Brazil, are available for mid-December.



CV STONE FRUIT

Chilean **Cherry** shipments are coming by air into Miami now through December 22. The first **Cherry** container to Philadelphia is December 16-17 with the first bulk vessel to Philadelphia on December 27. Prices are firm with most supplies from Chile packing for confirmed weekly China business.

The first container arrival of Chilean **Peaches** will be for December 10 to January 1. The first container arrival of **Nectarines**, and more **Peaches**, are expected for December 16-18. The first vessel arrival into Philadelphia will be at the end of December.

Black Plums will begin with limited supplies at the beginning of January. **Apricots** will arrive by air the week of 12/14.



CV PEPPERS

Green Peppers will remain steady this week out of Florida and Mexico. Quality and sizing have been excellent out of both regions.

11lb **Red, Yellow, and Orange Pepper** prices should start to ease off some as supplies out of Mexico are expected to get better, as well as import supplies coming in from Israel. Quality has been excellent.

15lb **Red Sweet Peppers** will be extremely short and tight. Harvests are finishing up out of CA and Mexico, and new fields won't begin until January.



CV FALL FRUIT

Pomegranates from California are steady. **Pomegranate Arils** are available in both 4oz and 8oz cups from POM Wonderful.

Fuyu and Hachiya Persimmons are steady and in good supply for mid-December.



CV GREEN KIWIFRUIT

Green Kiwifruit from Italy and Greece will be available for the week of 12/14. Look for a new 16/1lb clamshell of **Green Kiwifruit** from Italy that we will offer.

SunGold Kiwifruit are now available from Italy in an 8/1lb clamshell. This will be a similar pack to the New Zealand fruit we have offered the past few months.



CV APPLES

Premium variety **Apples** to promote during December include:

- Cosmic Crisp
- Envy
- PA Evercrisp
- PA Kiku
- Lucy Rose (red flesh)
- NY Snap Dragon
- SugarBee

Ask about spot buys on USXF and WFX **Honey-crisp Apples**.