

APRIL 7 - APRIL 14, 2023

ORGANIC TOMATOES FOR APRIL



GOOD NEWS! Greenhouse volume on spring crop **Organic Beefsteak** and **Cluster Tomatoes** out of Quebec, Canada will be steady from our partner, Savoura. In fact, **Organic Cluster Tomatoes** will be promotable during early to mid-April. Quality has been outstanding!

GOOD NEWS! East Coast Field grown **Organic Grape** and **Medley Tomatoes** from Lady Moon Farms will be a promotable heading into the end of April. Quality has been great, and there is plenty of product to grab.

Organic Cherry Tomatoes will be running tight as the crop starts to dwindle in Florida.

Organic Roma Tomato prices are getting active and will rise headed into the middle of April. Quality is outstanding, and availability will be steady.

OUTLOOK: As Mexican production begins to decline towards the end of their peak season, most of the **Organic Round (Beef, Cluster) Tomato** production will be coming out of Quebec and Ontario greenhouses. Pricing could begin to increase headed towards May.



OG WARM VEG

GOOD NEWS! Florida grown **Organic Zucchini** and **Eggplant** remains promotable!

Lady Moon Farms' Punta Gorda, Florida location is producing outstanding quality and availability. With promotable pricing, early spring is the perfect opportunity to promote these commodities.

Organic Zucchini also remains plentiful from Mexican growers.

Organic Yellow Squash and **Cucumbers** from Mexico remain in steady production during April. Stable availability and solid quality can be expected.



OG BERRIES

NOTE: Heavy rains and cool weather at the front end of the growing season are really hampering April production of **Organic Berries** so far.

NOTE: **Organic Blackberries** are limited and priced higher out of Mexico. Production was transitioning and a hailstorm hit the regions, creating shorter markets.

NOTE: **Organic Raspberries** will remain tight as Central Mexico remains very limited. Baja fruit is also limited after recent rains hit the region. Supplies are expected to pick up towards the end of April.

ALERT! **Organic Blueberries** will be expensive with lighter volumes for much of April. California harvests are short and delayed due to rain. Georgia and Florida production will start in mid to late April.

ALERT! **Organic Strawberries** are very short in supply out of Baja, Mexico and California for early to mid-April due to earlier rains. California fruit could start harvests in the coming weeks. Baja production is also expected to rebound by mid-April.



OG MANGOS

NEW! **Organic Dried Red Round** and **Ataulfo Honey Mangos** from Crespo Organics will be available for the first time in a 4oz bag option. These dried Ataulfo Mangos are the only ones available organically in the industry!

235041 - OG Dried Mangos 60/4 oz Crespo

235044 - OG Dried Mangos Ataulfo 60/4 oz Crespo

GOOD NEWS! Now is a good time to promote **Organic Ataulfo Honey Mangos** while the industry is severely short on **Round Mangos**.

NOTE: Mexican **Organic Round Mangos** remain very tight. Fruit will be extremely tight for the beginning of April as there are low volumes for the week before Easter. Pricing will be up for the beginning of April.



OG HOTHOUSE CUCUMBERS

GOOD NEWS! Organic Mini Seedless Cucumber trays have fallen off in price and will be promotable right into the middle of April. Quality is great on the Canadian product that has started.

Organic Euro Seedless Cucumbers have increased slightly for mid-April as many shippers have cleaned up on their new crop flush of product. Quality is great on all Canadian product.



OG ASPARAGUS, BEANS, BRUSSELS

GOOD NEWS! Organic Asparagus has been selling very well so far this spring and will continue to be promotable throughout the month of April. Quality is outstanding, and availability will be steady.

GOOD NEWS! Organic Brussels Sprouts from Mexico will continue with promotional production in April, and low pricing to help keep the product moving.



OG AVOCADOS

Organic Hass Avocado pricing is up slightly. 60ct fruit is very limited in supply, while 48ct fruit is much more readily available.

Many growers are not harvesting fruit in Mexico over Holy Week, and this will cause a shortage of fruit available in the weeks to come. Some fruit harvested right now may exhibit some darker black color, while remaining hard to firm. This fruit especially, should have the excellent oil content that make Mexican **Organic Hass Avocados** so creamy and taste so good!



OG PINEAPPLES

Organic Pineapple supplies from Costa Rica have been good. Quality has been excellent. Fruit will be a little tighter in the coming weeks following the Easter holiday.



OG CELERY

Organic Celery remains steady for early April but is expected to tighten by mid-month. Uncertainty remains about much of April and May - prepare for unstable conditions such as cost, availability, and quality.



OG BROCCOLI & CAULIFLOWER

ALERT! West Coast organic veg prices are changing dramatically. As expected in early April, due to transition periods and inclement weather during growth stages, production is limited on **Organic Broccoli** and **Organic Cauliflower**.



OG PREMIUM APPLES

Organic Cosmic Crisp Apples are in excellent promotional supply for April in 40lb tray pack boxes, 27lb euro boxes, and 12/2lb pouch bags!

Organic Envy Apples supplies should be steady through the end of April.

Organic Kanzi Apples have finished for the season.



OG POTATOES

New crop **Organic Red** and **Gold Potatoes** will arrive during mid-April out of California. Pricing will still start out on the expensive side, but this fresh crop quality is expected to be outstanding.

ALERT! **Organic Russet Potatoes** and **Mini Color Potatoes** continue to be in a supply gap that will last through June until new crop production begins. We will likely gap on through the month of June.



OG COCONUTS

Organic Drink & Eat Coconuts and **Organic Coconut Chunks** will be available for most of April.

Organic Young Thai Coconuts will also be available.



OG DRAGON FRUIT

Organic Red Dragon Fruit will be back in stock for the middle of April.



OG WATERMELONS

Organic Mini Seedless Watermelons are now available with improving volumes by the end of April. Spring harvests on **Organic Whole Seedless Watermelons** are not quite ready to begin.



OG GRAPES

ALERT! **Organic Grapes** are extremely tight with super high prices. Look for the **Organic Grape** import season to end in late April.



OG PEPPERS

Organic Color Bell Peppers remain in stable availability amid transition periods due to plenty of crossover between growing regions this year.

Mexican product is still available with some spot deals available at the end of their season. Canada will begin new crop greenhouse production in April.

Israeli greenhouses have finished, with the next region of Holland expected to begin closer to May.

NOTE: Organic Green Bell Peppers will be limited in April following the conclusion of Lady Moon Farms' Florida season. Mexican production has also become limited. Expect unstable availability and increased costs in April.



OG LETTUCE & SALADS

NOTE: Organic Romaine Hearts and **Iceberg Lettuce** from California remain available but are not plentiful. These commodities are expected to experience unstable conditions for April and May.

NOTE: Organic Red Leaf, Green Leaf, and Romaine Lettuce volumes remain unstable in early April due to transition on both East and West Coast.

California productions faces challenges from weather events and transition, while Lady Moon Farms production moves from Florida to Georgia. Lady Moon product will increase throughout April, however, expect prices to be elevated as overall industry production will be light.

NOTE: Organic Salads will face production challenges as they transition into their new California growing regions, which got so much rain and flooding. Availability is okay so far for April, but all ad promotion activity has been discouraged or canceled completely to manage demand from the producer side.



OG CITRUS

GOOD NEWS! **Organic Mandarins** continue in excellent supply from California with "Tangos", "Murcott", and "Golden Nugget" varieties available in both bags and bulk.

Organic Kumquats have popped up with a small shot expected the week after Easter.

Organic Lemons seem to be holding their own with better supplies than we have seen over the last few weeks. Prices are firm but steady.

ALERT! **Organic Limes** remain in very tight supply with high pricing due to low production yields. Closer to May, pricing is expected to ease down.

Organic Minneola Tangelos will finish for the season in early April.

NOTE: Organic Grapefruit has gotten extremely limited with all the rain. Fruit is sizing extremely large. Expect a decent supply of 27ct and larger fruit for April. Prices are high. Some smaller Mexican fruit is expected to begin in April.

OTHER STORIES

• **NOTE:** Supplies have slowed on **Organic Fair Trade Royal Star Papayas** from Mexico, as heavy Easter pulls have hit available fruit hard. Fruit will be sizing larger than normal with an average case arriving with 7ct fruit. Fruit is usually 9-12ct. Quality has been excellent.

• **Organic Green Beans** from Mexico remain steady in supply following Easter. Promote **Organic Green Beans** in early April while pricing is affordable, and supplies are plentiful. Throughout April, expect supply volumes to weaken as the month progresses.

• **Organic Turmeric** will be for April in 30lb and 5lb smaller cases.

• **ALERT!** **Organic Red Bunched Beets** volume continues to struggle with limited production in early April. Expect supplies to remain limited until at least mid-April due to quality issues with the tops.

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Introducing...
New Full-Flavor Experiences!

Yum!

NEW
CHOPPED KITS





CONVENTIONAL MARKET NEWS

APRIL 7 - APRIL 14, 2023

GREENHOUSE PRODUCE SEASON



GOOD NEWS! Indeed, greenhouse produce is available year-round, but April is often considered “Greenhouse Produce Season” as major production of 2023 crops ramps up in Ontario, Quebec, New York, and Ohio.

There’s also greenhouse production still going in Mexico, creating some overlap, and therefore value buy spot deals on certain items - this year, on **Mini Mix Snacking** and **Cocktail Tomatoes** especially.

Beefsteak and **Cluster Tomatoes** are promotable heading for April. Quality has been excellent, and supplies will be steady. Expect thick healthy vines on the **Clusters**.

Euro/English Seedless Cucumbers and **Mini Seedless Cucumbers** will be promotable through the end of April with new crop Canadian product. Quality is outstanding.

11lb Hothouse **Color Bell Peppers** are promotable for April, and there may be even some spot deals for the early part of the month.

Canadian production has started and Mexico is still going. With this overlap, abundant supplies and good quality should allow for some really good promos and in store specials.



CV ORANGES

GOOD NEWS! California **Blood Oranges** are in excellent supply, and fruit is showing deep red flesh color and eating great! Look to promote bags especially. This crop will go through July.

GOOD NEWS! **Navel Oranges** from California are still peaking on 72’s/88’s with good supply on smaller fruit and choice options, while large fruit remains very tight. This market will firm up on pricing on smaller fruit as we continue through April. This crop looks to go through early July at this point.

GOOD NEWS! For April, there will be abundant supplies of “Vintage Sweets” **Heirloom Navel Oranges** from California to promote in 3lb bags at pricing much lower than at the start of the season.

Cara Cara Oranges are peaking on smaller fruit (72’s-113’s) with larger fruit coming on strong now with sunshine from California. This crop will go through mid-June and will be a great item to push in April.



CV BERRIES

Blueberry prices are expected to fall and become very promotable towards the end of April. Georgia, Florida, and Mexico fruit harvests are ramping up quickly. Quality should be excellent.

NOTE: Blackberries are in tighter supply after a hailstorm ripped through Central Mexico. Production was already on the decline, so **Blackberries** will not be as promotable as usual for April.

NOTE: Raspberries remain fairly short as production is still limited out of Mexico after a hailstorm hit the fields and California is delayed due to rains. Quality is good but expect tighter volumes and higher pricing.

ALERT! Strawberries will be short for early April before harvests pick up later in the month. Easter and general demand have used up all the available fruit to pick. And, California rains and flooding have delayed the start of their season. Conditions are expected to improve towards May. Quality has been fair to good out of CA.



CV MELONS

GOOD NEWS! Spring crop **Seedless Watermelon** is coming into season and prices will begin easing off as more fruit becomes available out of Florida.

Quality has looked excellent so far on the Florida **Seedless Watermelon** and will continue to get better as the month progresses. Bins and cartons are available. As the weather warms, your shoppers will be ready for whole and fresh cut **Watermelons!**

Mini Seedless Watermelons are limited as Mexico and offshore fruit is in transition. Expect short supplies until end of April.

GOOD NEWS! **Cantaloupes** and **Honeydews** are in promotable supply with plantings out of Costa Rica and Honduras showing tremendous quality and yields. Smaller fruit will be promotable through April. Mexico/Texas will start beginning of May (tentative).

Florida Athena-style **Cantaloupes** are available for pre-order!



CV ASPARAGUS

Asparagus has become much more limited out of Mexico, and prices are moving up back off the floor. Ads and stronger pulls have caused this market to firm up. Mexico is slowing down and fields are finishing up. Quality is outstanding for what is crossing.

Local **Asparagus** out of DE and NJ is expected to start around 4/15 with peak season through the month of May. When local starts, there is expected to be an increase in market price even more.



CV GREEN PEPPERS

Jumbo Green Bell Peppers are becoming more promotable out of Florida.

There is very little product coming out Mexico at this time, but Florida is driving Mexican pricing down. Quality is good both out of Mexico and Florida.



CV SWEET CORN

GOOD NEWS! Spring crop **Sweet Corn** prices have come down to more affordable levels with plenty of quality product coming out of Florida.

For April, there will be branded and clear wrap packaged **Sweet Corn**, along with bulk 48ct **White, Yellow, and Bi-color Sweet Corn**.

Peak season **Sweet Corn** will be shipped primarily in Eco crates out of Florida.



CV LETTUCE

ALERT! **Iceberg Lettuce** prices are rising fast from multiple growing regions. Quality issues are starting to be seen upon arrival both out of the southern desert and northern growing regions out west.

Pricing, quality, and availability will be a challenge during the rest of April.



CV PINEAPPLES

NOTE: **Pineapple** supplies will be lighter for the month of April. Production has not kept up with demand, and prices are up.

There are limited amounts of the super-sweet varieties from both Dole (**Golden Selection**) and Del Monte (**HoneyGlow**).

ALERT! Del Monte **PinkGlow Pineapples** will be out of stock during April.



CV ONIONS

The 2023 crop of **Vidalia Sweet Onions** will get started around 4/19. There will not be a gap in supply between Mexican **Sweet Onions** and new crop Georgia **Vidalia Sweet Onions**.

Red, Yellow, and White Onions continue to be steady out of Mexico with ample supplies crossing into Texas.



CV GREEN BEANS

Green Bean prices are reasonable for April. Quality has been excellent out of Florida, and availability is steady.



CV CELERY

Celery is one of the few readily available items out west, while others suffer from bigger impacts due to rain and flooding. So far, the outlook is looking good on availability. Pricing is expected to hold steady through April.



CV CAULIFLOWER

ALERT! **Cauliflower** prices are bumping higher and higher - prices have doubled since March. Supplies are limited. Gaps and quality issues are expected due to California's rain damage issues.



CV DRAGON FRUIT

Dragon Fruit will be steady from Ecuador. Pricing is rising again as many growers have less fruit than last month. Yellow skin/White flesh and Red skin/White flesh options are available.



CV TROPICALS

GOOD NEWS! It is peak season for “Champagne” brand **Ataulfo Honey Mangos**. This yellow **Mango** has creamy-sweet flesh when ripened at room temperature to a golden color.

NOTE: Meanwhile, the **Round Mangos** continue to be extremely limited for the middle of April. Pricing has been very high. Fruit is expected to catch up to demand by the end of the month.

Mexican **Hass Avocado** supplies will tighten just a bit following the Easter holiday, but volumes should correct quickly. Pricing is expected to be minimally affected. 60ct fruit continues to be tight and pricing is higher.



CV APPLES

GOOD NEWS! **Cosmic Crisp Apples** are in excellent promotional supply for April in both WXFP (high color) and USXF grades (moderate color). Texture is good on all fruit.



CV TOMATOES

GOOD NEWS! **Heirloom Tomatoes** are promotable with Canadian greenhouse product for April. Availability is increasing and quality is outstanding.

GOOD NEWS! **Vine Ripe Round Tomato** prices will remain steady into end of April and be promotable. We will continue with 2-layers out of Mexico and 25lb packs out of Florida. Quality will be excellent from both regions.

Roma Tomato prices has been active and will rise headed into the middle of April. There is product out of Mexico and Florida, and quality is fantastic.



CV DEKOPONS

SUMO Citrus brand **Dekopons** are wrapping up for the season and will sell out by mid-April.

Sun Pacific has a **Dekopon** program that runs later into the season, so look for “**Mighty**” **Mandarins** as an alternative for the rest of the month as the **SUMOs** sell out.



CV CITRUS

NOTE: “**Halos**” **Mandarins** from California have taken a turn in the wrong direction with large fruit becoming limited again. They will transition into smaller 36sz “**Tangos**” for the remainder of the season.

GOOD NEWS! 28sz and larger Import **Mandarins** remain in-stock and are very promotable through April!

The **Grapefruit** season from Texas is over. The California desert crop (Star Rubies) are up and running with excellent quality and peaking on 40's and smaller. Promote bags!

Lemons are showing solid quality as the peak of the crop is in large size fruit like 75's-115's, with smaller fruit still being on the tight side.

ALERT! **Limes** remain volatile with less volume in Mexico and production will be halted over the weekend for Holy Week. We should see an increase in volume and price relief in late April.

Minneola Tangelos are peaking on 100's-125's, which are ideal for 12/31b bags, with 64's and 80's being much more limited. This crop will go through April and into May.

Ojai Pixie Tangerines are in peak season! These bumpy skin seedless citrus are sweet and flavorful!

OTHER STORIES

• **NOTE:** Import **Peaches** and **Nectarines** have finished for the season, and we will gap until California gets started mid-May.

• **Sweet Baby Broccoli** is very limited. This is looking to be a tough commodity as we kick off April.

• Large sized **Count Russet Potatoes** continue to increase in price out of Idaho.

• 10ct single-layer **Pomegranates** will be back in stock and steady for the middle of April with Chilean fruit.



Pasa SUSTAINABLE AGRICULTURE



DONATING TO PASA SUSTAINABLE AGRICULTURE!

CELEBRATING EARTH WEEK: APRIL 16 - APRIL 22, 2023

Four Seasons Produce is excited to celebrate year-round sustainability efforts during Earth Week (Earth Day is 4/22), and will be donating a portion of our profits from 4/16 to 4/22 to Pasa Sustainable Agriculture!

What is Pasa Sustainable Agriculture?

A Pennsylvania-based sustainable agriculture association founded in 1992.

Vision: A world where agriculture nourishes, heals, and empowers.

Mission: Cultivating environmentally sound, economically viable, community-focused farms and food systems

Joining us in celebrating Earth Week 2023 with their own donations to Pasa Sustainable Agriculture will be PA-based growers: Lady Moon Farms, Mother Earth Organic Mushrooms/New Moon Mushrooms; WA-based grower Stemilt Artisan Organics; PA-based retailer Kimberton Whole Foods; and Delaware-based Harvest Market;



For more information on Pasa Sustainable Agriculture, check out their website pasafarming.org, and follow Four Seasons Produce on social for fun & informational posts!

We invite you to join us! Your purchases make a difference. And, if you are interested supporting Pasa Sustainable Agriculture directly or through this event with your own donation - reach out to us or contact Pasa Sustainable Agriculture:

Gina Langley

Director of Development at Pasa Sustainable Agriculture

gina@pasafarming.org



PHONE: 800.422.8384 | FSPRODUCE.COM



2023 SUSTAINABILITY REPORT



69,760 lbs of Shrink Wrap and Plastic sent to Trex in 2022, and turned into composite decking and composite outdoor furniture



1,131,380 lbs of Corrugated Cardboard recycled in 2022 to be turned into other cardboard and paper products



121,460 lbs of Waxed Cardboard in 2022 sent to Enviro-Log and turned into fireplace logs

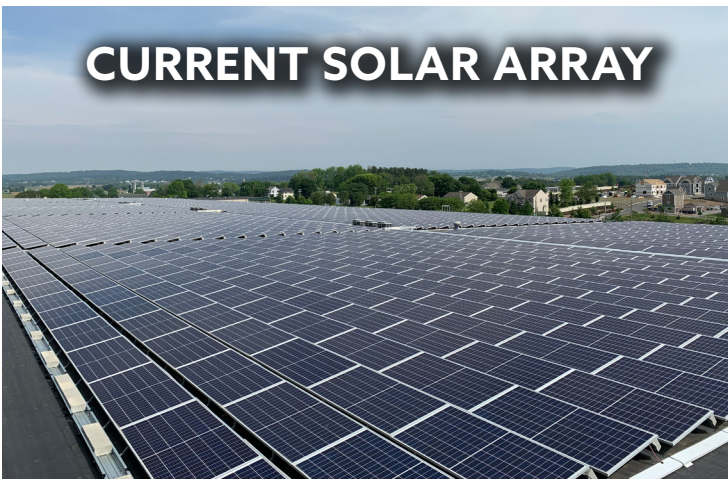
2023 SUSTAINABILITY REPORT



Four Seasons Family of Companies **donated over 2.5 million lbs of surplus fresh food** to Blessings of Hope over the past year. There, the food is sorted and redistributed to food pantries and non-profits or put into community food boxes.

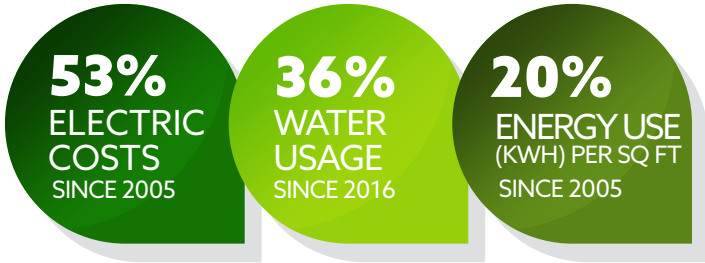


1,380,000 lbs of Surplus Produce No Longer for Consumption sent to Oregon Dairy composting operation in 2022

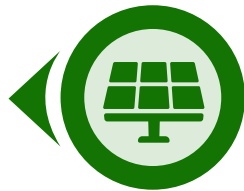


In the spring of 2023, **3,503 brand new solar panels** are being installed over our office and packing area roof, plus over our 131,000 square foot warehouse expansion roof that opened in 2022. This will more than double our rooftop solar array to harvest energy from the sun to run the Big Fridge

ENERGY PERCENTAGE REDUCTIONS



1.3 MW SOLAR ARRAY
AT WABASH RD FACILITY



12 ON-SITE ELECTRIC CAR CHARGER
PLUG-INS FOR ASSOCIATES & CUSTOMERS

OVER 3.1 MILLION GALLON REDUCTION
IN ANNUAL WATER USE 15% REDUCTION FROM PEAK USE IN 2008



ACHIEVEMENTS/ARTICLES/AWARDS

- **First warehouse** in the country to be awarded the ENERGY STAR
- **"Ethics in Business" Awards** by Lancaster Chamber of Commerce
- **Featured in** DC Velocity Summer High Performing Buildings & Thriving magazines
- 2017: **First facility to achieve the 50001 Ready designation** from the US department of Energy
- 2018: Recognition from PPL Electric Utilities Excellence in Energy Efficiency Program to be a **Gold Level Energy Efficient Business**
- 2022: **Building Fresh for the Future** - Lancaster Chamber's Thriving Magazine



80%
reduction in waste per throughput case from highest 12-month period



8.1 MILLION
pounds of waste recycled or produced into energy - 92% diversion rate in 2022



OVER 100,000
cases of produce donated to local Food Banks in 2022

2022 WAREHOUSE EXPANSION 130,000 SQ. FT. COLD STORAGE

- **Energy Efficient Ammonia Refrigeration System** - Expecting to cost 27% less than the current glycol system.
- **Building Envelope** - Complies with the Energy Code IECC 2015
- **Vertical Dock Levelers** - Expected energy savings per dock position = \$782/YR X 39 docks = \$30,000 YR
- **White EPDM Rubber Roof** - 40-50 degrees F cooler on the surface compared to black roofs
- **Steel Structure** - designed for 1.7MW solar array currently being installed in 2023
- **2MW Caterpillar Natural Gas Generator** - EPA certified. Enhances our Demand Response programs and maintain electricity reliability.

FLEET PROGRAMS

Recycled:

- 600 gallons of used anti-freeze
- 128 truck batteries
- (20) 55 gallon drums of used filters
- 150 tires
- 34,647 pounds of metal



3,462 gallons of Waste Oil reused to heat truck shop

Preventative Maintenance Rate 99.6% for 2022

Driver incentive program for MPG & Idle performance - MPG increased from 7.65 in 2021 to 7.66 in 2022, 10% reduction in fleet average Idle - 2021 (4.72%) vs 2022 (4.29%)