

NEXT  
UPDATE:  
12/29

# ORGANIC MARKET NEWS

DECEMBER 16 - DECEMBER 29, 2022

## ORGANIC ASPARAGUS & BEANS OUTLOOK



Many organic veg crops have seen a lot of volatility this November and December, but two items that appear to be steady, if not promotable, for the rest of December and early January are **Organic Asparagus** and **Green Beans**.

**Organic Asparagus** prices are expected to remain steady as we head into the New Year. Mexico has more availability, and quality is excellent.

Mexican **Organic Green Beans** volume from Covilli Fair Trade continues to have strong availability in mid to late-December. Exceptional quality and sharp pricing, perfect for holiday promoting, is expected on these 15lb row pack boxes.

Trimmed & washed **Packaged Organic Green Beans** should be in steady supply for the holidays.

**NOTE:** 10/1lb **Organic French Beans** are available, however import logistics and container delays from Guatemala persist. Quality is excellent with what has arrived, but volume is still somewhat limited.



### OG CITRUS

**Organic Mandarins** from California are in peak season with both the **Satsuma** and **Clementine** varieties. December is the time to promote these in the bag or bulk options.

**Organic Navel Oranges** continue in peak season with excellent quality. **Organic Cara Cara Navels** are now in stock with first of the season fruit. The first new crop **Organic Blood Oranges** and **Minneola Tangelos** will arrive just after Christmas.

Now available from Buck Brand in limited volumes for December - **Specialty Organic Pummelos:**

- **OG Chandler**
- **OG African Shaddock**
- **OG Red Globe**
- **OG Thai Sweet**

A small number of cases of Buck Brand **Organic Buddha Hand** will be available on 12/19.

**NOTE:** Mexican **Organic Lime** prices are on the rise as supplies shorten up for the holidays.



### OG LETTUCE

Expect **Organic Leaf** and **Romaine Lettuce** prices to continue to improve and normalize as January approaches. Supply quality is strong. Expected prices and availability to continue to improve as January approaches in time for "Diet Season".

**Organic Leaf** and **Romaine Lettuce** production from Lady Moon Farms in Punta Gorda, Florida is yielding strong, stable production in late December. Harvest yields from the desert growing regions in Yuma, AZ and El Centro, CA have begun to increase as late December approaches.

**NOTE:** Mid-December prices are still very high, but **Organic Romaine Hearts** from the desert are following the same trends (as leaf lettuce noted above), and prices will begin to decrease as more production is available.

**ALERT!** **Organic Iceberg Lettuce** continues to struggle and is expected to remain limited throughout the remainder of December.



### OG BERRIES

**Organic Blackberry** prices will hold steady out of Mexico. There is plenty of fruit being harvested, and quality has been excellent.

**NOTE:** **Organic Blueberry** prices are trending to the higher side as availability tightens up out of Peru. Harvests are slowing down, leading to tighter supplies. There is very limited volume from USA and Mexico as well. Quality has been nice from all regions, but availability will become more snug.

**NOTE:** **Organic Raspberry** prices continue to remain high with limited volume. Expect prices to continue this way into the New Year as harvests are very low at the moment. Quality has been very nice.

**ALERT!** **Organic Strawberry** prices remain high with limited volume still out of Mexico and Florida. Expect better pricing come January when new harvests start up out of Baja. Quality has been nice currently out of Mexico and Florida harvests just remain limited.





### OG FALL FRUIT

**Organic Fuyu Persimmons** are in good supply up until Christmas. **Organic Hachiya Persimmons** are done for the season.

Most **Organic Pomegranate** supplies have run low with many growers only offering fancy grade fruit with minor scarring and discoloration. The organic crop may not last until Christmas. Domestic **Organic Pomegranate Arils** will be steady for the month of December.

**NOTE:** Grab **Organic Cranberries** while you can as they will go out of stock for the season by Christmas.



### OG WARM VEG

Lady Moon Farms is kicking off a new program: **Organic Shishito Peppers**. The first arrival will be available 12/19.

**Organic Cucumbers, Yellow Squash, Zucchini, Green Peppers,** and **Eggplant** all remain in stable supply from Mexico, but weather conditions are expected to slow production down slightly as the New Year approaches.

Lady Moon Farms in Florida has begun to wind down on **Organic Zucchini** production until the spring, however they have just begun their **Organic Eggplant** and **Green Peppers** with strong volumes and excellent quality.



### OG TURMERIC

Beautiful Florida **Organic Red Turmeric** will be available for the end of December from our growing partner, Phoenix Rising Farms. This is the nicest, most premium organic Turmeric we carry all year long.



### OG APPLES

**Organic Envy** and **Kanzi Apples** are in peak season. The first new crop Washington **Organic Jazz Apples** are expected the third week of December.

**Organic Cosmic Crisp Apples** have arrived in full cases. Make sure to add this great apple into your sets.

Washington **Organic Autumn Glory Apples** are back in stock.

**Organic Green Anjou, Red Anjou, and Bosc Pears** are in steady supply. **NOTE: Organic Bartlett Pears** are very limited and just about to end for the season.



### OG CELERY

**ALERT!** **Organic Celery** will experience light supplies through the New Year and into January. Potential gaps in supply the final week of 2022 and the first week of the New Year are likely as supply volume is becoming minimal. Prices are up dramatically.

Why? Southern desert production is coming in slowly, however is expected to begin harvest the first week of January.

**NOTE: Organic Celery Hearts** will have steady supplies, but at an elevated price.



### OG GRAPES

**ALERT!** **Organic Red** and **Green Grapes** will gap until early January when new crop Peruvian "Autumn Crisp" and "Jack Salute" varieties are expected to come into port. Expect high prices once this fruit hits.



### OG COLOR BELL PEPPERS

**Organic Red, Yellow, and Orange Bell Peppers** are improving in supply in mid-December. Israeli production has increased, and subsequently, improvements in pricing have been made.

In addition, Mexican supplies have started to gain momentum and will continue to increase into January. Late December and January are expected to have strong supplies, excellent quality, and improved pricing.



### OG BRUSSELS SPROUTS

**Organic Brussels Sprouts** have lighter availability in mid-December, but product will be available for holiday pulls. Although limited, prices have remained relatively stable following Thanksgiving and into early December.

Quality remains strong from both Mexico and California. Mid-January will bring stronger volumes from Mexico as well as the return of **Organic Brussels Sprouts** bags.



### OG SPECIALTY

**Organic Yucca Root, Black Sapote, Sapodilla, Starfruit,** and **Eggfruit (Canistel)** are back in stock for mid-December from Florida.





## OG MELONS

**ALERT!** Organic Watermelon, Cantaloupe, and Honeydew Melons will sell out and gap until new production begins.

Organic Mini Watermelons may return by mid-January.



## OG TOMATOES

Organic Grape Tomato prices have started to come down as we head into the holidays with more availability out of Florida. It is expected that we will see this item become more promotable heading into the New Year.

Organic Cherry and Rainbow Cherry Tomatoes are also back in season from Lady Moon Farms in Florida.



## OG ENDIVE

California grown Belgian-type Organic White Endive tray packs are back in stock!

Learn more at [endive.org](http://endive.org).



## OG POTATOES & SWEETS

Organic Sweet Potatoes are a great item to promote for the upcoming holiday with plentiful supply, fantastic quality, and steady pricing headed into January.

Organic Red and Gold Potatoes remain in great supply with pricing expected to be steady through the rest of the year.

Organic Russet Potatoes are expected to get a bit tighter as we head into Christmas, specifically larger count. However, we are fully stocked on product and have pricing locked in through the remainder of the year.

Tasteful Selections will be transitioning their Organic Bite-size Potato packs from the "wine glass" tag on a net bag to a new "pillow pack" net bag in late December.



## OG BROCCOLI & CAULIFLOWER

**NOTE:** Organic Broccoli continues to be harvested in Salinas, CA while desert production from Yuma, AZ and El Centro, CA begins the season but remain light in volume. Light supplies continue from Salinas as cold temperatures have stunted growth and some pin rot issues have arisen. Although some shippers have begun their desert season Organic Broccoli, by the last week of December all shippers will be transitioned to Yuma or El Centro.

**ALERT!** Organic Broccoli Crowns continue to be very limited.

**ALERT!** Organic Cauliflower is experiencing limited supply in late December. Most shippers have concluded their harvests in Salinas, CA and are awaiting their first harvest of the southern desert growing region. Colder temperatures are not allowing product to size up in Yuma and El Centro, causing the potential for gaps in supply in late December. Pricing is expected to remain elevated.



## OG TROPICALS

Organic Hass Avocados are promotable as we head into the holiday season. Supply volume will be steady through the beginning of the year.

Organic Kent and Tommy Atkins Mangos are available from Ecuador. Peruvian fruit will also be available, allowing for a slight decrease in price on fruit.

Organic Royal Star Papayas will be slightly limited over the next few weeks.

6ct Organic Pineapple supplies from Costa Rica are steady. 8ct have been more limited. We have also recently brought 7ct fruit to help with shortage of 8ct fruit.

Organic Feijoa, Passion Fruit, and Kiwano Melons will all be available in limited supplies from California.

## OG VALUE ADDED

**NOTE:** Organic Cauliflower Florets and Riced Cauliflower from Earthbound will be seeing low fill rates during December due to yield and quality issues.

**NOTE:** Organic Veg Trays from Taylor Farms have been prorated and may not have great fill rates around the holidays due to low celery availability.







# Available from Four Seasons starting January 2023!

## Chicken tastes better when it's changing the world.

It's more than great-tasting chicken. It's a delicious way to fight food waste and combat climate change.



Whether it's baked with dinner, fried, or spiced up with buffalo sauce — our fresh chicken brings high quality you can taste. Plus, since Do Good Chicken is carbon-reduced, simply putting our great-tasting chicken on your plate means you're doing something good for our planet.

Scan (or click) QR code for more info



### 100% all-natural.

No artificial ingredients, antibiotics or steroids.



### Carbon-reduced.

We're on a mission to actively combat climate change.



### Mouth-watering taste.

Our chicken tastes like chicken because it is chicken.



### U.S. farm-raised.

Our chickens are hatched, raised, and harvested in the U.S.A.



### Cage-free.

Free to spread their wings, chickens are raised in Humane Society-approved conditions.

## Combat climate change from your kitchen.

How does ending food waste actually reduce carbon emissions? Typically, 40 percent of food is thrown away. We can drastically reduce that number by taking surplus food to our facility rather than the landfill. That food is converted into feed for chickens. And this closed-loop system reduces the amount of carbon associated with raising chickens.



Grocery



Surplus Food



Surplus Pickup



Feed Facility



Reduced Landfill Methane



CONTACT YOUR FOUR SEASONS REP TO LEARN MORE ABOUT OUR FRESH CATEGORY OFFERINGS.



# FOUR SEASONS HOLIDAY SCHEDULE

Friday 12/23: Normal office and delivery schedule.

Saturday 12/24: Office open 8am – 1pm taking orders for Monday 12/26. Normal delivery schedule.

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

Monday 12/26: Friday 12/30: Normal office and delivery schedule.

Saturday 12/31: Office open 8am – 1pm taking orders for Monday 1/2. Normal delivery schedule.

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

\*\*Please contact your sales representative with any questions.

**VALENTINE'S  
PRE-BOOKS  
DUE 12/27!**



## FOUR SEASONS FLORAL ORDER SCHEDULE

(please provide your customer # when ordering)

### TUESDAY:

**Call or email Evelin** with your cut product pre-order for delivery Friday/Saturday of the same week.

**PHONE:** 202-331-1130 ext. 106 **FAX:** 202-529-3870 **EMAIL:** eescobar@floranation.com

### THURSDAY:

**Email Adrienne** or contact your Four Seasons Sales Rep with your potted plant order. Dan Schantz pre-orders deliver every week for delivery beginning Fridays. Aldershot orders are bi-weekly for deliveries beginning on Fridays.

**EMAIL:** adrienne@fsproduce.com

### FRIDAY:

**Call or email Evelin** with you cut product pre-order for delivery the following Tuesday/Wednesday.

**PHONE:** 202-331-1130 ext. 106 **FAX:** 202-529-3870 **EMAIL:** eescobar@floranation.com

**ASK TO BE ADDED TO OUR WEEKLY FLORAL EMAIL BLASTS!**



# CONVENTIONAL MARKET NEWS

DECEMBER 16 - DECEMBER 29, 2022

## SUMO CITRUS & SPECIALTY ORANGE SEASON COMING!



Big flavor **Citrus** is on the horizon!

**SUMO Citrus** is expected to start earlier this year with the first arrivals to the east coast anticipated to come in by the very end of December or early January. Four Seasons is proud to offer this super delicious easy-to-peel fruit in bulk tray packs and 12/2 lb bags.

Growers of **SUMO Citrus** are anticipating a larger crop this year with peak volume during late January and February; and the season may stretch to early April.

**Vintage Sweets Heirloom Navel Oranges** will be in stock by 12/20 in 10/3lb bags. These navels are from old line groves in California and selected for peak sugar levels and flavor.

California **Navel Oranges** continue in peak season. Look for promotable pricing on bagged fruit through February, especially on the 12/3lb line.

**Cara Cara Oranges** (pink flesh) are ramping up. Larger fruit is tight to start but there are plenty of smaller sizes and bags heading into the holidays. **Blood Oranges** will be in stock just before Christmas in 18/2lb bags and 56sz bulk in half cases.



### CV CITRUS

**Stem & Leaf Satsuma Mandarins** from California are available in bulk, 15/2lb bags, and 6/3lb clamshells. This item is at the peak of season for flavor and holiday gifting.

California "**Halos**" **Mandarins** continue to show excellent supplies on 10/3lb, 15/2lb, and 4/5lb box options headed into late December.

Import **Mandarins** are in excellent supply. Traditional **Mandarin** 5lb Gift Boxes from Spain and Morocco will start back up around 12/27.

**Minneola Tangelos** from California will start at the end of December.

**Grapefruit** is in much better supply with Texas and Florida in full swing with outstanding quality. **Grapefruit** will be promotable for December and January.

12ct **Pummelos** from California are available with bins available upon request.

**Lemons** are showing excellent quality and good supply. **Wonderful Seedless Lemons** and **Sunkist Meyer Lemons** continue to be available.

**NOTE:** **Limes** out of Mexico will start the winter jump as crops wind down. Expect pricing to consistently increase weekly through the winter months going forward.



### CV TROPICALS

**Hass Avocados** from Mexico are in good supply with consumer interest returning following the Thanksgiving holiday. Pricing also remains promotable!

**Pineapple** volumes are expected to be down a bit after larger harvests were shipped to accommodate Thanksgiving pulls.

**Black Mission Figs** will be steady in 12/8oz clamshells from Mexico.

**Maradol/Tainung Papayas** will be in tight supply for mid-December.

**Mango** supplies are opening a bit, and pricing is falling as a result. Peru is starting with fruit, so this will help the supply chain meet demand.

**Ataulfo "Honey" Mangos** from Ecuador and Peru remain limited. Prices have been higher, and quality has been good.



### CV BERRIES

**Strawberry** prices are all over right now. Some growers are dealing fruit while others are holding firm as rain and cold temps are moving into the Florida growing region as we write this update. Harvests are expected to shorten up fairly quickly ahead of the holiday demand due to the weather moving in. Florida quality has been excellent and improving on every arrival. Mexico continue to harvests as well with nice quality as well.

**Blackberry** prices will begin to rise some as harvests slow down. There will be split prices with some cheaper deals available on non-Driscoll's fruit, but it's likely those brands will have more questionable quality with fruit showing red cell. Good quality fruit from Driscoll's will be more expensive and limited.

**Blueberry** prices will begin strengthening fairly quickly heading into late December as Peru finishes up harvests and slows way down. Chile will begin lightly to start off the New Year expect pricing to go up with less product around. Mexico is continuing to harvest steady numbers.

**Raspberry** prices are tightening up as harvests come in much lighter out of Mexico. Expect higher prices to continue over the next few weeks into January. Quality has been nice.





### CV PEPPERS

15lb **Sweet Red Pepper** prices will remain steady out of California and Mexico right into the new year. Quality has been excellent.

11lb **Hothouse Color Bell Pepper** prices will increase as we head into the new year until Canada starts their new crop. Quality and availability have been excellent.

**Mini Mix Sweet Pepper** prices are expected to ease down as we head into January with more availability out of Mexico. Quality is good.



### CV BEANS

**Green Beans** will have promotable pricing into the new year. Product will be available in Florida and Mexico. Quality has been looking great, and availability looks excellent.

**NOTE:** 10/11lb **French Beans** are available, but we are seeing a lot of container delays out of Guatemala. Quality is excellent with what has arrived, but product is still getting prorated.



### CV RAMBUTAN

**Rambutan** will be available again in special edition Rambou "Holiday Clamshells" These are offered in a 6/12oz pack.



### CV LETTUCE

Some pricing relief on **Lettuce** is here. The market did not crash as some suspected, but it is tapering downward.

Product is still limited as Yuma, AZ continues with cool temps. Frosty mornings have been a hindrance. There is better availability, but we are back into a full swing of things. There is starting to be a distinct range of pricing between the haves and the have nots. It will likely be an unstable rocky road heading into "Diet Season".

**NOTE:** **Iceberg** and **Romaine Hearts** continue to lag in price relief as they are the most limited.

**Red Leaf, Green Leaf, and Romaine Lettuces** are trending down faster.



### CV APPLES & PEARS

Eastern and western **Apple** and **Pear** prices remain the same. Snow is expected in the northwest and northeast, which could cause some logistical delays through the holidays for inbound loads.

After a small gap, another shot of **Asian Pears** will arrive the third week of December. This is expected to be one of the last arrivals of this domestic season.



### CV ARTICHOKE

12ct **Frost Kissed Artichokes** are available in light supply for the holidays! **ALERT!** 24ct **Artichokes** remain limited with gaps of inventory.



### CV BROCCOLI & CAULIFLOWER

California **Broccoli Crowns** are coming off their high price mark while east coast **Broccoli Crowns** have gone up somewhat. The end result is that pricing has stabilized, and while not promotable, the product should be priced less extreme than other commodities.

Mexican **Broccoli Crowns** are expected to have better availability the week of Christmas. Quality has been wonderful.

**ALERT!** California **Cauliflower** is very limited with just a few growers that have availability. Yuma, AZ is a little behind, causing a gap and stronger prices.



### CV HARD SQUASH

New crop Mexican **Butternut Squash** is in tight supply due to extremely strong demand that's elevated as a result and expected to remain this way for at least another couple of weeks.

**Acorn** and **Spaghetti Squash** are still coming out of Michigan with very nice quality and steady pricing.

**FLORENTINO**  
SWEET BABY CAULIFLOWER

- AIDS IN WEIGHT LOSS**  
Only 25 calories per cup
- BOOSTS IMMUNE SYSTEM**  
Excellent source of Vitamin C with 100% of your DV to improve your skin and cellular health.
- IMPROVES DIGESTION**  
Contains 3 grams of fiber (10% of your DV) which reduces glucose levels in the blood and prevents
- STRENGTHENS BONES**  
Contains 10% of your DV of Vitamin K which helps improve bone health.
- FIGHTS BIRTH DEFECTS**  
Contains folate (15% your DV) which assists in red blood cell formation.
- DETOXES**  
Contains Quercetin compounds that are linked to cancer prevention and improved liver function.

*It's Perfectly Imperfect*

DV = Daily Value

### CV FLORENTINO

**Sweet Baby Cauliflower**, aka **Florentino**, is similar to sweet baby broccoli. It is tender and mild in flavor. Whether you roast, sauté, or grill **Florentino**, it is a great way to add color and nutrition to any meal! In stock starting 12/22.





### CV CELERY

**ALERT!** Celery prices continue to rise and prorates and limits have started from growers who are struggling with yields.

Celery will be expensive and will be a little less available each week heading into January.



### CV ASPARAGUS

Asparagus prices have dropped and are likely to be at a promotable level for the rest of December. There is better availability out of Mexico to supplement volumes from Peru, and quality is excellent.

Projections are that Asparagus will be promotable in January as well.



### CV GRAPES

Grapes are fully transitioned into imports with the market remaining unstable due to the political unrest and instability in Peru impacting the supply chain.

**NOTE:** Some shippers foresee gaps, while others do not. Either way, pricing will rise. We will continue to carry LG, XL and Jumbo sizes on both Red and Green.



### CV MELONS

Cantaloupes have transitioned to Guatemala. Product is in great supply and quality has been outstanding on arrival on both 9ct and 12ct. Expect reasonable pricing on 12ct for the rest of December.

Honeydew prices have leveled out but remain plentiful in supply from Guatemala. Expect reasonable pricing on 5ct and 6ct heading into Christmas.

Specialty Melons, like Sol Glo, are available, and Four Seasons will be offering these when the quality-value equation can work.

Mini Seedless Watermelons are available with some promotable deals. Quality has been very nice on the imported fruit.

**NOTE:** Seedless Watermelons remain fairly tight as Mexico harvests remain limited. Florida continues to harvest light volume as well with excellent quality for the cut sections.



### CV TOMATOES

Roma Tomato prices will remain steady as we head into the new year with product out Mexico. Quality is excellent and availability will be steady.

Grape and Cherry Tomato prices have eased down as more volume than expected has come out of Florida, and Mexico has started with some new crops. We will experience some promotable volume for the healthy eating push in the new year.

Cluster and Beefsteak Hothouse Tomatoes took a jump up in prices and is expected to continue to rise as we head into the new year. This increase is due to limited supply and ads starting for the holiday pulling more volume. Quality has been excellent and there is still product out of Mexico, Canada, and US (Ohio and NY).

Vine Ripe Tomato prices are coming down as we head into the holidays. There is cheaper old field product out of Mexico or higher priced quality product out of Mexico and Florida. There is an increase of gassed rounds and vine ripens coming into the market out of both regions causing the drop in prices as we head into the new year.

### OTHER STORIES

• POM Wonderful Pomegranates will be steady through the beginning of January. Pomegranate Arils are expected to be in steady supply through January.

• Brussels Sprouts are readily available and arriving with great quality. This is a fairly promotable item for the rest of December.

• Cucumber prices will continue to decrease as there is more availability out of Mexico. Quality out of Mexico is fantastic and we will continue to source from that region.

• Green and Yellow Squash are experiencing minimum pricing with product out of Mexico and Florida. We are expected to see steady promotable volume into the new year.

• Eggplant prices will continue to be promotable as we head into the new year. Quality and availability have been great out of Mexico, Florida, and GA.

• Peruvian grown 40lb bulk and 16/3lb bag Sweet Onions will be available in mid-December in the "Mayan Sweets" label.

• Dark Sweet Red Cherries continue in good supply out of Chile and Argentina. We are still receiving air shipments, but after Christmas, vessels will begin to arrive. Expect prices to drop and supplies to be promotional.

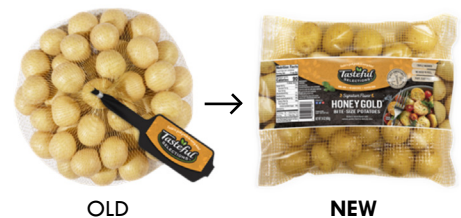
• Rainier Cherries are available in sporadic supplies. Expect high prices.

• We will make the transition over to new pillow pack packaging on all our Tasteful Selection Potato offerings here in mid-December.

### CV VALUE ADDED

**NOTE:** Demand is high for the Cut Veg Bags segment, but there will be some supply hiccups for the rest of December. Eat Smart has been prorating on Broccoli and Cauliflower Florets, as well as Snow and Snap Peas.

Peas and Veg Trays with Peas will see better fill rates coming soon.



OLD

NEW