



MARKET UPDATES

Week of March 17, 2024



Seafood

SWORDFISH

- Supplies tight, expect a price increase.

HALIBUT

- Supplies will be much better this week and prices should start to decrease.

LIVE LOBSTERS

- Reminder Price expected to increase this week.
- Keeping very limited amounts in stock on both the 1 ¼ & 1 ½ lb.
- Reminder: please preorder.

BEAU SOLEIL, IRISH POINTS, RASPBERRY OYSTERS

- Reminder: Remain out of stock with vendor.
- A good sub for the 100ct is #VP3660 Black magic, or #FV994 Savage Blondes; both harvested in PEI.

LOCAL HADDOCK

- Spawning season has started.

Meat

BLACK RIVER MEATS BEEF (NER)

- Production changes take place this week and we will now be receiving our entire beef deliveries on Tuesday going forward. We have increased head from previous weeks and should have good supply on some of the cuts that we have seen shorts on in the recent few weeks.

BEEF SHORT RIB BRAISED

- #TF116 – This is a 72-hour braised short rib that is frozen in 7 bags that weigh roughly 2# each. They can be heated up either through sous vide or in the oven in under 50 minutes from a frozen state.

Specialty / Grocery

VERMONT SOY

- Due to an increase in cost of goods, Vermont Soy has a 5% price increase effective April 1st

OUR HOUSE

- Scheduled repair of the machine that has caused a delay in mac and cheese production is at least a week away. In the meantime, we will not be able to get any of the mac and cheese we have on order.

VERMONT FRESH

- First order of fresh pasta is scheduled to arrive on Tuesday 3/19, barring any vendor issues.

TRENCHERS

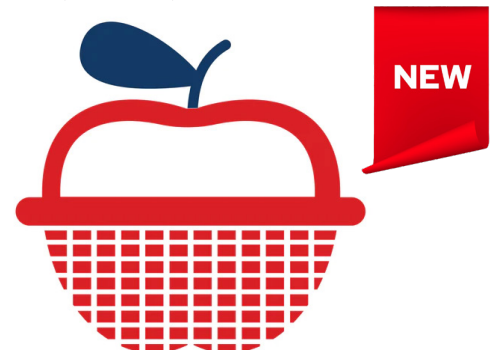
- Full retail and food service lines in house and ready for selling. We have the ability to order twice per week to ensure maximum freshness.

ANCHOVY WHITE TRAY

- #EJ062 – This item will be out of stock until at least the end of March/beginning of April.

WELLNESS CROFT

- We are excited to announce the **soon-to-be arrival** of a new line! Wellness Croft, out of Plymouth Massachusetts, specializes in freeze dried fruit vegetables and candy.
- Almost all fruits and vegetable are sourced from North East family farms and the name of the farm is on every package.
- Prices to follow soon.
- Please convey any interest and potential usage to your sales rep. Starting items will be as follows:
- Peaces Sliced 12/0.5oz
- Honeycrisp Apples 12/0.5oz
- Blueberries 12/0.75oz
- Grapes – Mars 12/0.75oz
- Equal Exchange Bananas 12/1oz
- Cookies and Cream Vegan Ice Cream 12/2oz
- Salted Caramel Vegan Ice Cream 12/2oz
- Grasshopper Pie Vegan Ice Cream 12/2oz
- Kosmic Krunch (skittles) 12/4oz
- Fallling Stars (starburst) 12/4oz



Wellness Croft
Feel ~ Good

Dairy

BUTTER MARKET

- Market has remained steady for over 3 weeks. Nothing new to report.

CHEESE MARKET

- Market is trending down. Nothing too earth shattering but keeping an eye on it.

BARN FIRST

- Vendor will be out of cheese for about 3 weeks. The girls have kidded, and they are nursing and will be able to make cheese very soon.

MOZZARELLA LOAF

- We are switching brands.
- Moving from the 1950 label #L3750 to the Galbani label #29158. This move should allow us to carry better dates and better pricing on the loaves.

BOCCONCINI

- Maplebrook Bocconcini (C9938) will be moving to special order. Item will be stocked again the week before 7/4.

CREAM CHEESE 10x3#

- Vendor is going through a SKU reduction. Green Mtn Farms cream cheese #91300 is now discontinued. This is getting replaced by the Hahn's label #FR898.
- Exact same cream cheese still made with milk from the St Alban's coop. We will be out of this till 4/4 however. Still have a commodity cream cheese #EH514.

GREEN MT CREAMERY

- Green Mountain Creamery will be discontinuing the following yogurt items:
- #D3946 - Green Mountain Creamery Greek Fat Free Yogurt, Maple, 32 oz
- #WB176 - Green Mountain Creamery Greek Fat Free Yogurt, Maple, 5.3 oz
- Last ship date to Black River Produce will be the week of May 6th.
- Currently looking to identify a replacement, but options are slim for a fat free Greek maple yogurt.
- Please reach out to your rep to express what is the most important aspect of this yogurt to help us identify the best replacement.

New / Reactivated Items

#29158 Cheese Mozzarella Low Moisture Whole Mil
#EK484 Pixie Tangerine
WA986 Pixie Tangerine

8x6 Lb Avg
9x2 Lb.
8x3 Lb.

In-stock Seasonal Item
In-stock Seasonal Item



OJAI PIXIE TANGERINES

Discontinued / Deactivated Items

Green Mountain Farms

#D3946 Greek Fat Free Yogurt, Maple
#WB176 Greek Fat Free Yogurt, Maple

32 Oz
5.3 Oz

Green Mountain Creamery
Green Mountain Creamery

#91300 Cream Cheese
(replaced by the Hahn's label #FR898.

10 x 3 Lb

Green Mountain Farms

Items Moved to Special Order

Nantucket Crisps

JN538 Crisp Salt and Vinegar 12x5 Oz
#JN532 Crisp Sweet Onion 12x5 Oz
#JN536 Crisp Barbecue 12x5 Oz

Nantucket Crisps
Nantucket Crisps
Nantucket Crisps

Now Special Order
Now Special Order
Now Special Order

Maplebrook Farms

#C9938 Bocconcini 6x8 Oz
Item will be stocked again the week before 7/4.

Maplebrook Farms

Temporarily moving to special order.

PRODUCE

APPLES

- Possible to see some gapping on the New York honey crisp within the next few weeks as the storage crops are all most out. We will then move out to Washington.

ASPARAGUS

- Market remains unchanged.
- Strong supply coming out Mexico.
- Quality is excellent in conventional and organic.

AVOCADOES

- Equal Exchange organic avocados are back with normal yields and should be stable until May.
- Conventional avocados are remaining fairly flat over all.

BLACKBERRIES CV/OG

- Expect decent supply for the coming weeks barring any weather issues in growing areas.
- Quality has improved on both.

BLUEBERRIES CV

- Good supply on blueberries.
- Mexico remains strong.
- Production is ramping up out of Florida and California.



CAULIFLOWER CV/OG

- Production out of Yuma is on the decline.
- California production is forecasted to be light for this week. Expect to see market strengthen.

CELERY CV/OG

- Good supply and quality expected through the week.

CUCUMBERS

- We will see further price escalations on cucumbers as poor arrivals from Honduras and Mexico have put extra pressure on the domestic market.

FLORAL

- Easter floral pre-order forms are due Wednesday 3/20/24. Lock in pricing and quantities.

LETTUCE CV/OG

- West Coast growers are starting to prepare for the transition out of the desert to northern growing regions. Some suppliers will be starting up in Salinas in the first week of April while others will remain in Yuma until mid-April.
- Growers continue to struggle with quality issues in the field.

- Processors will start to eat up acreage to stay ahead of production delays during the move north. These factors have driven pricing up quickly this past week.
- Market will be volatile into April.

LEMONS CV/OG

- Market expected to remain steady over coming weeks with excellent quality.

LIMES

- Light demand continues to drive the ship.
- Inflated pricing has once again come off and may be the trend for the next couple weeks.
- Current harvest is trending heavy on small fruit.

ORANGES CV/OG

- Supply remains very tight on 88ct and smaller.
- Quality is holding steady with good brix and color.
- First load of Pixie Tangerines landed last week. Good color, great flavor.

ONIONS

- Starting to see some smaller sheds in the Northwest start to finish up with their storage crop.
- Expect to be able to stay with our Idaho onion crop until April. Then we might transition down to Texas which is scheduled to start in mid-March.

PEPPERS

- Seeing a pricing increase on most pepper lines. Pressure from El Nino is still impacting volume.
- Red bushels peppers are seeing some of the higher price increases.

POTATOES (IDAHO)

- We are into the new Peak codes.
- Larger 40/50ct potatoes are becoming a bit tight so pricing is slightly elevated.
- Smaller counts are strong and plentiful.

RASPBERRIES CV/OG

- Market should remain steady at current levels.
- Quality has been good..

SCALLIONS

- Market remains unchanged. Quality is improving week over week with improved weather in growing areas.

SPRING VEG

- English Peas #NW712 and Fava Beans #H1160; Starting to see light supply popping up in the market. Both are lateline items.



STRAWBERRIES CV/OG

- With improved production in California and continued strong volumes out of Mexico, we can expect good supply for the next couple weeks.
- Florida also contributing good volume, although season is on the tail end.
- Expect aggressive pricing to continue this week.

TENDER LEAF ITEMS

- Quality has improved greatly this week on arugula. Mesclun and Arcadian
- Spring Mix were mostly fair to poor this past week. Spinach improved but still seeing occasional minor decay and yellowing.

TOMATOES

- Still seeing supply issues in Florida and Mexico. Mexico is slowly picking up but not enough to turn the market lower yet. Grape and cherry tomato pints are also still tight, and pricing is elevated.

WATERMELONS

- Starting to see gapping on watermelons.
- Market should be filling back up in two weeks once Florida starts with their crop..



Easter Floral Pre-Buy Form

Delivery Dates (enter # cases per date)											
Item	Description	Bunch/case	Price	Mon Mar 25	Tue Mar 26	Wed Mar 27	Thurs Mar 28	Fri Mar 29	Sat Mar 30	Total # Cases	Total # Bunches
EH818	Easter Rose Bouquet	8	\$103 ⁰⁰								
JDR96	Tickle Pink Bouquet	8	\$83 ⁰⁰								
EL146	Spring Bouquet	8	\$98 ⁰⁰								
WC792	Garden Mix Bouquet	6	\$54 ⁰⁰								
EL168	7 Stem Mixed Bouquet	10	\$76 ⁰⁰								
EL158	Rose Lily Bouquet	5	\$82 ⁰⁰								
EL136	Hydrangea Lily Bouquet	5	\$75 ⁰⁰								
EL854	Sunflower Bouquet	5	\$55 ⁰⁰								
CH656	Daffodils 10 Stem	30	\$46 ⁰⁰								
GR774	Tulips 10 Stem	24	\$121 ⁰⁰								
WC790	California Bouquet	8	\$92 ⁰⁰								
WC764	Market Bouquet	6	\$71 ⁰⁰								

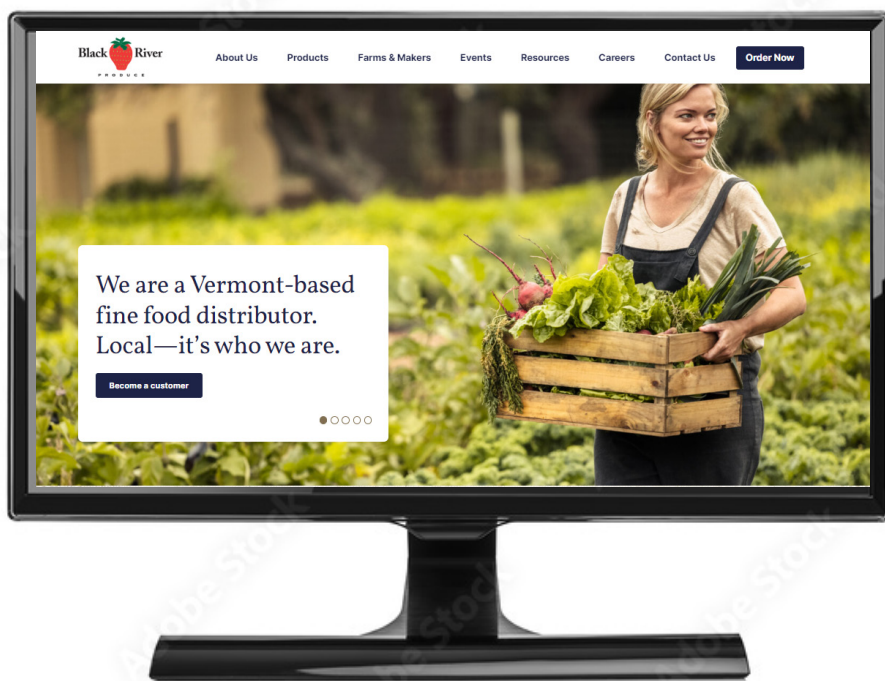
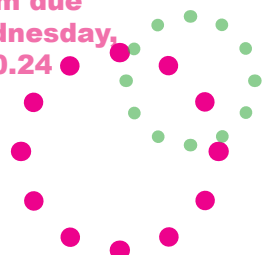
Account Name: _____
 Contact Name: _____
 Contact Email: _____
 Contact Phone: _____
Regular customer ship day and minimum order sizes apply.

1. Fill out this form.
 2. Snap a picture of it.
 3. Email to barbara.chambers@pfgc.com AND allen.raymond@pfgc.com
 Or, call Barb: 802-886-6257 or Allen: 802-886-6236

Due
Wednesday,
March 20



Floral Pre-buy
Form due
Wednesday,
3.20.24



View our Latest Catalogues.

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