

Item of the Week: PEARS



Sweet, delicious and rich flavored pears offer crunchiness of apples yet juicy as peach and nectarine. They are widely popular, particularly in the whole of the northern hemisphere, for their unique nutrient qualities.

Most North American pears are grown in Oregon and Washington, and the harvest months listed here reflect that. You can find some variety of pear in season in North America from August through May (and even into June some years).

Externally, its skin is very thin; and depending upon the cultivar type, it can be green, red-orange or yellow-orange in color. Inside, its off-white color flesh is soft and juicy. However, in the case of completely ripe fruits, its flesh may turn to grainy texture with gritty sensation while cutting with

a knife. The center of the fruit is more or less similar to an apple in appearance with centrally located tiny inedible seeds.

Health Benefits of Pears

Pears fruit is packed with health benefiting nutrients such as dietary fiber, antioxidants, minerals, and vitamins, which are necessary for optimum health. Total measured antioxidant strength (ORAC value) in pears is 2941 $\mu\text{mol TE}/100\text{ g}$.

Pears are a good source of dietary fiber. 100 g fruit provides 3.1 g or 8% of fiber per 100 g. Regular eating of this fruit may offer protection against colon cancer. Most of the fiber in them is a non-soluble polysaccharide (NSP), which functions as a good bulk laxative in the gut. Additionally, its gritty fiber content binds to cancer-causing toxins and chemicals in the colon, protecting its mucous membrane from contact with these compounds.

Also, pear fruit is one of the very low-calorie fruits; provides just 58 calories per 100g. A low calorie but high fiber diet may help bring significant reduction in body weight, and blood LDL cholesterol levels.

They contain good quantities of vitamin-C. Fresh fruits provide about 7% of RDA per 100 g of this vitamin.

They are a modest sources of antioxidant flavonoid phytonutrients such as β -carotene, lutein, and zeaxanthin. These compounds, along with vitamin C and A, help the body protected from harmful free radicals.

The fruit is a good source of minerals such as copper, iron, potassium, manganese and magnesium as well as B-complex vitamins such as folates, riboflavin and pyridoxine (vitamin B-6).

Although not well documented, pears are among the least allergenic of all the fruits. For the same reason, they often recommended by health practitioners as a safe alternative in the preparation of food products in allergic persons.

Pears have been suggested in various traditional medicines in the treatment of colitis, chronic gallbladder disorders, arthritis, and gout.

However, consume figs in moderation because they contain fructose, which may be harmful to your health in excessive amounts.

Types of Pears

Anjou Pears



Anjou pears have a mild flavor and a firm texture, while still being sweet and juicy. Ripe Anjous will drip if you eat them out of hand, so be sure to have a napkin ready!

Anjous can be green or red (which are often labeled "Red Anjou"), but the color doesn't indicate any major flavor or texture difference, and they can be used interchangeably in recipes. Look for Anjous that feel heavy for their size, with bright, taut skins and relatively firm texture when lightly squeezed with the palm of your hand. Never pinch or poke pears with your fingers to test for ripeness, since it will in all likelihood bruise the fruit.

Red Anjou Pears



Red Anjou Pears are almost exactly like Green Anjou Pears, but they are the striking and glorious rusty red color. Reason enough to buy them since they make simply gorgeous table decorations, as well as delicious snacks.

Bartlett Pears



Bartletts are the juiciest pears when eaten raw. They can make a real mess but are so delicious when ripe and juicy, it's worth the drip marks on your shirt.

Since Bartletts are so juicy, they lose their shape when cooked. If you want to make pear sauce or pear butter, Bartletts are the pears for you, as they turn to mush at the slightest mention of heat. Conversely, if you want to serve elegant poached pears or a pear tart with pretty slices showing, turn to another pear.

As with all fruit, look for Bartletts that feel heavy for their size. They will have some give if squeezed when ripe, but avoid checking them too much since they bruise easily.

Bosc Pears



Bosc pears are crisp when raw and hold their shape beautifully when cooked. They have the best example of the soft-yet-grainy texture classically associated with pears. Their brownish russet skin is easy to recognize, as is their classic pear shape, not to mention their heady pear aroma, especially when sniffed at the stem.

Ripe Bosc pears will have a bit of give as you hold them firmly in your hand. Avoid pressing down with your fingers into the pear to check for ripeness, since that can bruise the fruit. They will also smell beautifully of pears, so stick your nose down into the stem end and give it a solid sniff. If you don't smell a whole lot of pear, move along.

Comice Pears



Comice pears are perhaps the best pears for eating raw. They have a great fruity aroma and flavor, as well as a slightly finer, less grainy texture than other pear varieties. They are almost a cross between a Bosc pear and an Asian pear.

Comice pears are slightly more rounded and apple-shaped than other pears. Look for Comice pears that feel heavy for their size and test the fruit around the stem to see if the pear is ripe: it should be quite tender and smell as you would expect.

Seckel Pears



Seckel pears are tiny—sometimes just a bite or two—with firm flesh. They are ideal for baking, canning, and poaching. Their firm texture and acidic taste make them a bit trickier for eating out of hand, especially if you're expecting the soft, sweet experience of a ripe Anjou or Bartlett pear.

Selection and Storage

Fresh pears can be readily available in the stores. While Bartlett variety is a predominant variety during summer, Comice, Seckel, etc. are chief fall-season pears. Asian pears are generally ready to harvest by August and made available in the stores by September.

Choose fresh, bright, firm textured fruits with rich flavor. Avoid those with pressure marks over their surface as they indicate underlying mottled pulp. Some fruits, especially the Asian varieties may feature rusted speckles over their skin, which otherwise, is an acceptable characteristic.

Keep unripe pears in a basket with separate chambers at room temperature or wrap in paper to ripen as you do in papaya. The fruit is ripe once it yields to gentle pressure and ready to be eaten.

Eat them while they are fresh to get maximum nutrient benefits. Otherwise, keep them in the refrigerator where they will remain fresh for a few days.

Recipe (Source: Allrecipes.com)

PEAR COBBLER

Ingredients:

4 pears, cored & cut into 1/2-inch slices
1 teaspoon lemon juice
1/3 cup maple syrup
2 tablespoons melted butter

Topping:

1 cup rolled oats
1 cup brown sugar
1/2 cup melted butter
1/2 cup all-purpose flour
1 teaspoon ground cinnamon



Directions:

1. Preheat oven to 325 degrees F. Generously grease six 3/4-cup soufflé dishes or six 6-ounce custard cups.
2. Beat together eggs, white sugar, vanilla, and salt in a large bowl with an electric mixer on medium speed until light and frothy, about 5 minutes. Add whipping cream, then flour; beat until mixture is smooth.
3. Divide half of batter among prepared dishes, then spread two-thirds of pears over batter. Pour in remaining batter and top with remaining pears.
4. Bake 30 minutes, then rotate pan and sprinkle each clafouti with 1 teaspoon coarse sugar. Continue baking until puffy and lightly browned and a knife inserted off-center comes out clean, about 10 minutes more. Cool on a wire rack 10 minutes. (Clafoutis will fall as they cool.)

Organic Produce

BEETS: Beets still remain a challenge due to curly top virus that impacts the plant leaves and bulb. Supplies will be limited for a few more weeks until growers move to lower elevation new fields that should be clean.

BROCCOLI: Supply has leveled off on broccoli and has become stable. Pricing is starting to come off and we are going to see promotable volume over the next several weeks.

BUNCH CARROTS: Supply has rebounded quite well and we are seeing much better quality.

CABBAGE: Supply has been stable and we are moving up to supply from Kentucky, Maryland and Ohio.

CAULIFLOWER: Supplies are starting to stabilize as new fields have come online for growing. Cost has remained high, but showing good quality.

CELERY: Supply has become stable over the last week and pricing is starting to come down.

CUCUMBERS: Supply is stable throughout the industry and we are starting to see more product come across from Georgia and Florida. We will see some Ohio product available in a limited way as well.

GREEN PEPPERS: Steady supplies are available between Florida and growers out west.

KALES: Great supplies of kale currently; plenty of regional product from all over the Midwest available. We are currently sourcing from Georgia but we will see product coming on next week from Ohio and will have Michigan starting a few weeks behind that.

LETTUCES: We will rely heavily on the programs we have out of Vermont and Canada as we are seeing poor quality on inbounds from out west.

RADISHES: Supplies are impacted by weather out west as rains and the growing transition has affected the tops. We have moved to using product out of Florida to remain in good shape as the quality is far superior.

YELLOW SQUASH & ZUCCHINI: Like cucumbers, temps have really affected supply in the Nogales growing region. We will see very limited supply on organic yellow squash.

Western Vegetables

ARTICHOKES: We are seeing good supplies. Demand has been strong with promotable volumes. Sizes have been slightly smaller.

AVOCADOS: Relief in sight. Supplies should increase over the next several weeks along with lower prices.

BROCCOLI: Quality has been great. However, warm weather is causing lighter yields.

CAULIFLOWER: Quality remains to hold steady as demand continues. Projecting lighter supplies if warm weather persists.

CELERY: Good quality and promotable volume. Due to warm weather, larger sizing has been present.

ICEBERG LETTUCE: Supplies have remained steady with strong demand. Great weights and good quality. No foreseeable issues into August.

ROMAINE/ROMAINE HEARTS/MIXED LEAF: Plenty of Romaine & Hearts. Promotable volumes available. Green, Red, & Butter Leaf are steady. Overall, quality has been very nice with good demand.

Value-Added

High temperatures continue in the California growing areas and now mildew is spreading in many of the fields causing some product to be destroyed. Many of the varieties of baby greens, lettuces and spinach have all be affected resulting in lower yields at harvest.

Southern Vegetables

BEANS: Michaels Farms Ohio grown green beans; excellent quality and market price stable.

CABBAGE: Michaels Farms Ohio cabbage; market is stable.

CORN: Good supplies of Michaels Ohio grown sweet corn.

CUCUMBERS: Great quality coming out of Ohio and Michigan.

GREEN PEPPERS: Ohio and Michigan product.

MUSTARD, COLLARD, TOPS & KALE: All Michigan from Ruhlig Farms.

ONIONS: Western onion markets are firm and quality is good. As cooking season picks up, displays and promotions on onions will help push sales.

POTATOES: Idaho Russets are in good supplies. Markets are firm and quality is good.

RADISHES: Ohio grown; market coming down.

TOMATOES: Michigan grown from Leitz Farm.

YELLOW & ZUCCHINI SQUASH: Great supplies on a declining market; grown in Michigan and Ohio.

Asparagus

Supplies continue to be light as demand continues to exceed supply due to end part of winter season in Peru; production is light during this timeframe. As we move into late September, new areas in Peru and Mexico will start harvesting with much heavier volume. Promotion could follow very quickly. Organic asparagus will remain limited throughout the coming months and market costs will be very strong.

Fruits

APPLES & PEARS: Supplies and quality of apples coming from Washington remain good and should continue for the foreseeable future. Organic apples and pears are going strong on the East Coast. Midwest and New York apples have finished up for the season. New crop Galas, Asian Pears, Rave Apples, Cheekie apples, and Red Star Krimson pears are available and look great. We are also expecting new crop Bartlett Pears out of California in the near future. Imported organic Fuji have ended will be in a gap until new crop starts.

BLACKBERRIES: California volume is picking up; look for market to drop and volume increase quickly with good opportunities for ads in September. Organic blackberries situation improving also, and market costs moving slightly downward.

BLUEBERRIES: Overall supply beginning to tighten significantly as Michigan and British Columbia slow down and Argentina not set to begin until end of September. Pricing moving upward and will continued to do so as the volume tapers off. Transition from pints to 6oz will also come underway as we move later into September. Organic blueberries are mirroring conventional.

CANTALOUPE & HONEYDEW: Western cantaloupes remain in good supply, peaking on large sizes; quality is outstanding with high sugar brix, and late volume will peak over next two weeks. Honeydews, with King of the West label are outstanding quality and flavor. Organic production peaking large sizes (9ct); deals are available; market is stable. Organic honeydews are in steady supply; pricing slightly off.

CHERRIES: This week will wrap up the Northwest cherry season as last pockets of elevation fruit will ship; quality remains very strong but fruit cost is very steep.

CITURS: Imported citrus looks good and tastes even better. Plenty of variety to choose from to pick up additional sales.

CLEMENTINES: Good volume out of Chile; cost has dropped. 3# bags continue to be the predominate retail pack.

GRAPES: Peak grape time out of Central California as we approach the end of August. Newer varieties of red and green seedless coming available, such as Timco and Scarlet Royals in reds and Pristines, Autumn Kings to join Sugarones in a green seedless. Black seedless will be one of the best grapes all year as the Autumn Royals start; promo this grape and your customers will not be disappointed. Organic supplies also very robust and prime ad item for this period of time.

PINEAPPLES: Steady supplies.

RASPBERRIES: Supply has hit a small gap and will be very limited over the next week to two weeks. Both conventional and organic product will be affected by this limited inbound supply.

STRAWBERRIES: The strawberry market has rebounded nicely and we are seeing much better quality and pricing that is allowing for promotional activity.

California Stone Fruit

Stone fruit season into latter part of season but remain with excellent quality. California peaches, nectarines, along with white flesh varieties continue. Pluots a strong item to promote (black, Dapple-Dandy and red) in August with best cost of the year right now. Plums into peak season. Organic stone fruit very steady through mid-September with great supply of peaches and nectarines coming in from Washington; fruit is large and sweet.

Tropical Fruit

BABY FRENCH BEANS: Market at bottom; good supplies.

KIWI: Steady supplies.

LIMES: Prices has firmed up and increased on some sizes, with better demand this week. Size 200 and large remained limited. Overall quality is very nice.

MANGOES: - Organic mangos are starting to increase in price as the market starts to shrink. Would expect to see tight supplies on organic mangos through September with a month long gap beginning in October.

MARIDOL PAPAYAS/ GOLD PAPAYAS: Volume beginning to increase with hotter weather in growing region.

STAR FRUIT: Food supply; sizing ranging from 20/25ct.

SUGAR SNAP PEAS/SNO PEAS: Snow peas market at bottom; great deal. Sugar snaps down from previous weeks; best quality comes out of Peru but at a high price.

Merchandising Tips

Labor Day is fast approaching. This holiday is great for produce sales. Of course, everyone knows Labor Day is a huge grilling out holiday and Produce has some great items for grilling. Some items most customers might not even think about. Asparagus is one produce item that is great on the grill that a lot of consumers are not familiar with. Tie in asparagus with your grilling displays. One great grilling display could be corn,

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onions, tomatoes, potatoes and mushrooms. This makes a nice colorful and one stop grilling display. You can always tie in a grill if you have one. Try having the grill open and have your veggies actually on the grill. Have some aluminum foil wrapped around some of your veggies to show how it's done. Make your grilling display an event. Bring some excitement to your department in the store. Make sure it's not a side display that a customer will walk right by.

Display placement is crucial in merchandising a display. It affects the amount of product you sell. Of course, a display at the front of the store is ideal, and the flow of your customers, is as great as any other location. You can also work with other departments to cross merchandise as well. A nice grilling display by the meat department works great. A customer can get there grilling meat and produce all at the same spot. Another great spot for a grilling display would be outside the store. Try using umbrellas if you have them. It brings color excitement and needed shade to your display.

CROSSET NEW ITEM & DELETION SHEET

W/B: 8/26/18

ITEM #	NEW ITEMS	SIZE
55220	Minneola 48ct	22lb
116023	Sundia Grapefruit	12/7oz
89072	Rainbow Fingerling OG	16/1.5lb
1870	Watermelon Bin OG	60ct
38720	OG Bosc Pear	80ct
34720	Paula Red	12/3#
33445	Ginger Gold	12/3#
13569	Love Beets Diced Gold	6/6.5oz
64015	OG Mango	9ct
55028	Clementine's 2#	15/2#
DELETIONS		
28495	Red Delicious OG	12/3#
99620	OG Radicchio Lettuce	5#
78523	OG Blueberries PT	12pt
69815	OG Champagne Grapes	16/1#
71420	OG White Flesh Peaches	18#