



From Harvest to Delivery

1/10/14



Post Harvest

- After Harvesting, all vegetables go through some sort of washing process.
- Most vegetables go through a triple dip rinse.
- Greens go straight into a cold water bath or ice bath then through a triple rinse.
- Some items just need to go through a wash machine (potatoes, tomatoes, etc)



Post Harvest Prep

- After washing, produce is packed in their proper box.
- Store in cooler for delivery or pick up.
- Most vegetables are stored in a cooler between 32-36 degrees F.
- Other items shouldn't be stored so cool
 - Tomatoes, potatoes, onions, squash, etc.
 - 3 separate coolers is optimal
 - 32-36 degrees F
 - 45-50 degrees F
 - 55-65 degrees F



Packaging



- Cardboard , Wax boxes, Crates or Sacks
- Waxes boxes used for wet produce that can be iced.
 - Sizes differ
- Cardboard (recycled) can be used for most other vegetables
 - Sizes differ
- Plastic crates are a nice, GREEN option that can broken down, easily stacked and re-used.
- Sacks are an easy an affordable option for items like potatoes and onions
- Re-use of boxes/crates if cleaned and only used for organic produce

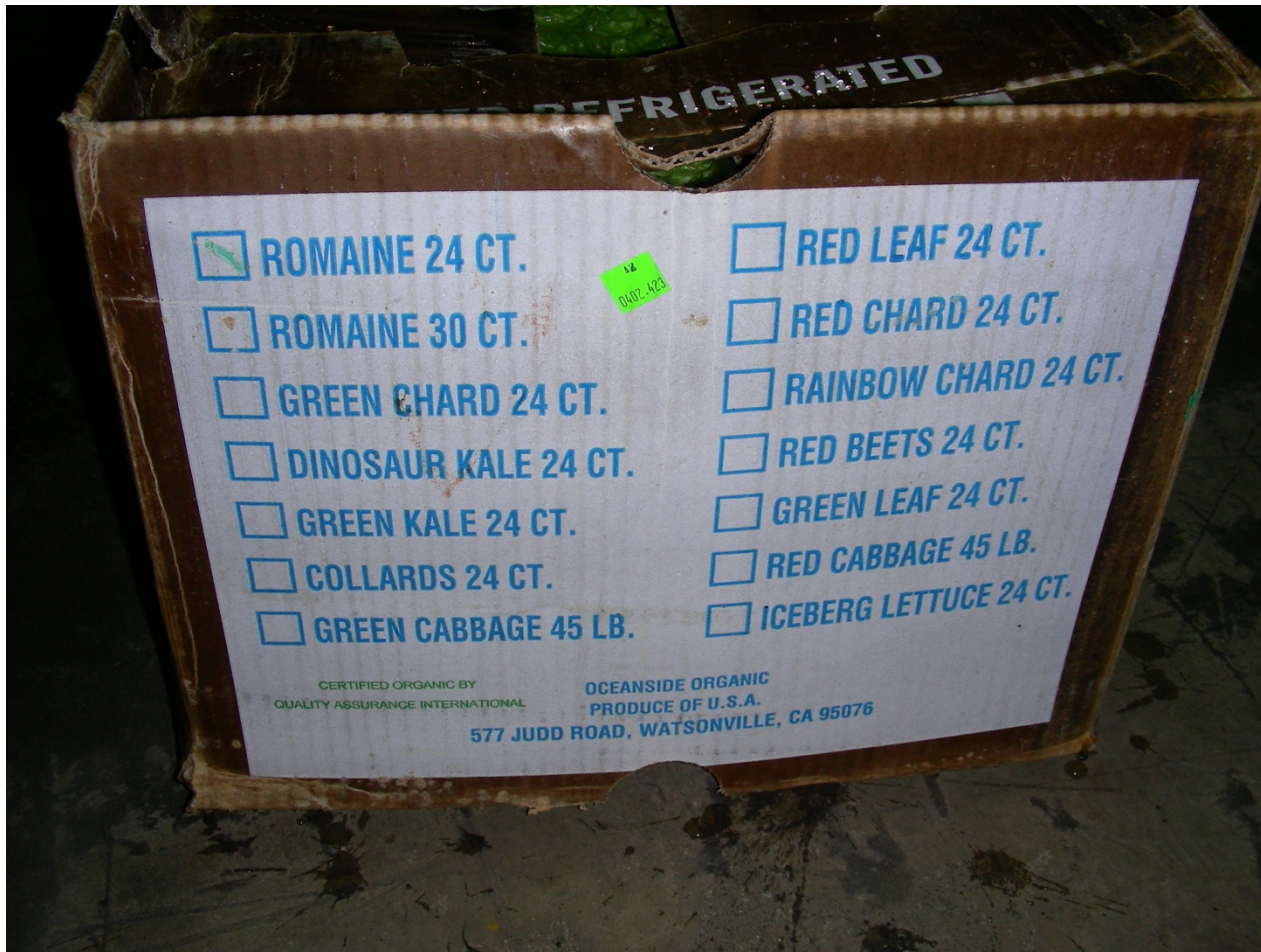
Standard Case Counts

- Greens – typically 24 heads/bunches per case
 - Chard, spinach, kale are bunched (5-7 leaves)
- Beets/Carrots – 24 bunches per case
 - 3-5 beets per bunch / 6-8 carrots
- Broccoli / Cauliflower
 - Broccoli 14 bunches per case
 - Cauliflower – 16 heads per case

Lettuce



Romaine Box



Chard



Chard - Icing





Non-Standard Case Counts

- Potatoes – By the pound (40-50 lb cases)
- Tomatoes
 - Romas typically by the pound 22-25 lbs (80)
 - Slicers/heirlooms – by the lb or count (45)
- Peppers – can be by the count or weight
 - Approx 40-50 per case (approx 25 lbs)
- Squash/Cucumbers – count or weight
 - Squash – approx 25 lbs (50 count)
 - Cucumbers – approx 25 lbs (30-38 count)











door to door
organics
v v v v v v v v





Storage Temps

- 32-36 Degrees F
 - Greens and other perishable items
- 40-45 Degrees F
 - Beans, cucumbers, eggplant, squash
 - Not as perishable
- 55-65 Degrees F
 - Potatoes, onions, winter squash, tomatoes
 - Non-perishable (items you would store in your pantry)

32 – 36 Degrees F

1 of 1

COMPATIBLE PRO

alfalfa sprouts	Chinese cabbage	mint
amaranth	Chinese turnip	mushroom
anise	collard*	mustard greens*
artichoke	corn: sweet, baby	parsley*
arugula*	cut vegetables	parsnip
asparagus*	daikon*	radicchio
bean sprouts	endive (chicory)*	radish
beans: fava, lima	escarole*	rhubarb
beet	fennel	rutabaga
Belgian endive*	garlic	salsify
bok choy	green onion*	scorzonera
broccoflower*	herbs (not basil)*	shallot
broccoli*	horseradish	snow pea*
brussels sprouts*	Jerusalem artichoke	spinach*
cabbage*	kailan	sweet pea
carrot*	kale	Swiss chard
cauliflower*	kohlrabi	turnip
celeriac	leek*	turnip greens*
celery*	lettuce*	water chestnut
chard*		watercress

32°-36°F (0°-2°C)

cut fruits

1A • 90-98% rh
1B • 85-95% rh

peach

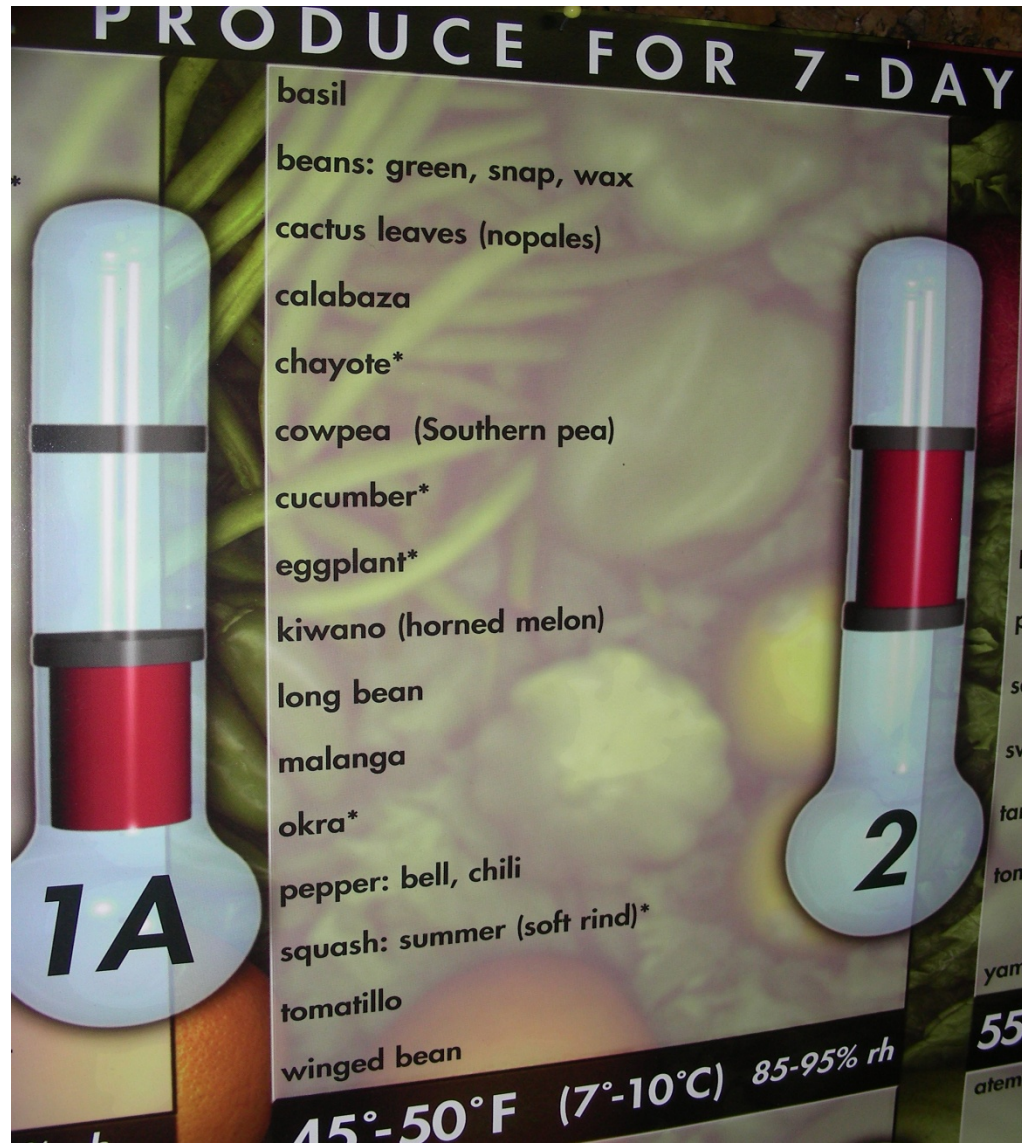
pear: (Asian, European)

1A

45°

avocado
babaco
cactus p
calamoni

45 – 50 Degrees F



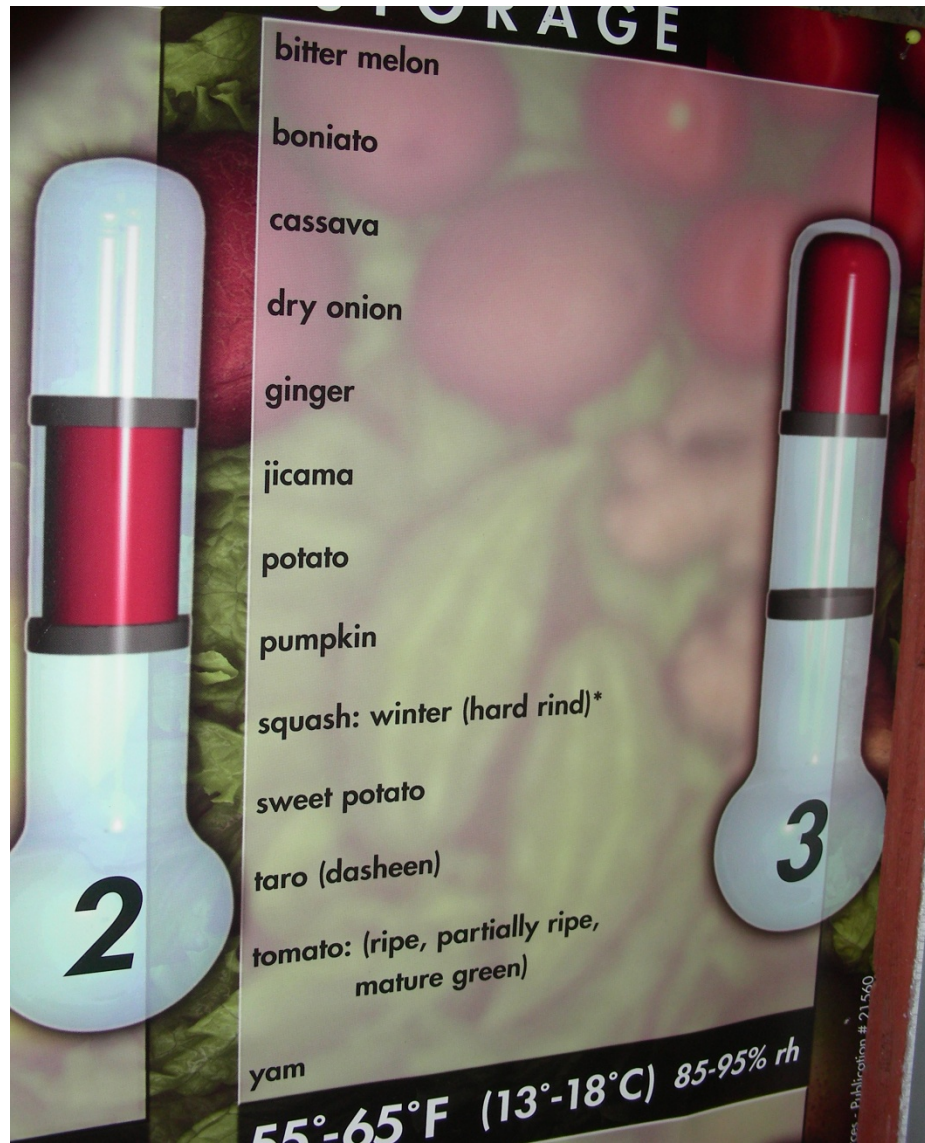
PRODUCE FOR 7-DAY

basil
beans: green, snap, wax
cactus leaves (nopales)
calabaza
chayote*
cowpea (Southern pea)
cucumber*
eggplant*
kiwano (horned melon)
long bean
malanga
okra*
pepper: bell, chili
squash: summer (soft rind)*
tomatillo
winged bean

1A **2**

45°-50°F (7°-10°C) 85-95% rh

55 – 65 Degrees F



Delivery and Cold Chain

- Very important – you put all the effort into growing such a good quality product, the same attention should go into delivery.
- Refrigerated Truck is the best option (\$10-40K)
- Ice the product prior to delivery
 - Ice Machine – well worth the investment
- Insulate, Cold Box, Ice packs
- Coolers for smaller volume items.
- ICE, ICE, ICE!!

Delivery and Cold Chain

- Considerations
 - Distance
 - Season
 - Weather
- Delivery
 - Pallets or by hand
 - Forklift/Highloader/Pallet Jack

Other Consumer Expectations

- Organic Certification
 - Re-cert annually
 - Must provide up to date certificate
 - Provide Traceability
- Liability Insurance (COI)
 - \$2,000,000
- Contracts
- Other
 - GAP/GHP



Pricing and Payment Terms

- Pricing
 - ????
- Payment Terms
 - Standard is NET 15 or 30
 - Anything less the NET 7 should be agreed upon by both parties.

Education of the consumer is Key!



QUESTIONS ???

