



Sales Organizations

2026-2027



Pear Varieties

Green Anjou
(ON-ju)



Anjou
I'm Tangy

How it Ripens
Firm ← (at the Stem) → Soft



Sweet with a Hint of Citrus Sweet & Juicy

Red Anjou
(ON-ju)



Red Anjou
I'm Mild Sweet

How it Ripens
Firm ← (at the Stem) → Soft



Crisp & Mildly Sweet Sweet & Juicy

Bartlett
(BART-lett)



Bartlett
I'm Juicy 'n Sweet!

How it Ripens
Firm ← (at the Stem) → Soft



Mildly Sweet Sweet Super Sweet & Juicy

Red Bartlett
(BART-lett)



Red Bart
I'm Soft 'n Juicy

How it Ripens
Firm ← (at the Stem) → Soft



Mildly Sweet Sweet Super Sweet & Juicy

Bosc
(BAH-sk)



Bosc
I'm Crisp!

How it Ripens
Firm ← (at the Stem) → Soft



Mildly Sweet Sweet Super Sweet & Juicy

Comice
(CO-meese)



Comice
I'm Buttery

How it Ripens
Firm ← (at the Stem) → Soft



Sweet Super Sweet & Juicy

Concorde
(CON-cord)



Concorde
I'm Hint of Vanilla

How it Ripens
Firm ← (at the Stem) → Soft



Mildly Sweet Sweet

Forelle
(for-EL)



Forelle
I'm Crisp 'n Sweet!

How it Ripens
Firm ← (at the Stem) → Soft



Tangy Very Sweet

Gem
(GEM)



Gem
I'm Zesty & Bright

How it Ripens
Firm ← (at the Stem) → Soft



Tangy Very Sweet

Happi
(HAP-ee)



Happi
I'm Zesty & Bright

How it Ripens
Firm ← (at the Stem) → Soft



Bright & Zesty Sweet & Zesty

Seckel
(SECK-el)



Seckel
I'm Super Sweet!

How it Ripens
Firm ← (at the Stem) → Soft



Tart Super Sweet & Juicy

Starkrimson
(STARK-rim suhn)



Starkrimson
I'm Juicy 'n Sweet!

How it Ripens
Firm ← (at the Stem) → Soft



Sweet Super Sweet & Juicy

Growing Regions



Pear Availability

	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July
Green Bartlett												
Red Bartlett												
Starkrimson												
Anjou												
Red Anjou												
Bosc												
Comice												
Concorde												
Seckel												
Forelle												

Sales Organizations

BRIDGES PRODUCE

Growing District:
Mid-Columbia



SALES CONTACT

President: Ben Johnson
ben@bridgesproduce.com
503-235-7333

BRANDS INCLUDE



CONDITONING CAPABILITY

☐ YES ☒ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓							✓	✓	
ANJOU (RED)		✓							✓	✓	
BARTLETT	✓								✓	✓	
BARTLETT (RED)		✓							✓	✓	
BOSC	✓								✓	✓	
COMICE		✓							✓	✓	
CONCORDE		✓							✓	✓	
FORELLE		✓							✓	✓	
SECKEL											
STARKRIMSON	✓	✓							✓	✓	

Other Varieties Carried: Canal Rouge

CHELAN FRESH

Growing Districts:
Wenatchee & Yakima



SALES CONTACT

Domestic Sales: Daniel Gebbers
danielg@chelanfresh.com
Export Sales: Bryan Peebles
bryanp@chelanfresh.com
509-682-3854

BRANDS INCLUDE

TROUT
CHELAN FRESH
MOUNTAIN GOAT

CONDITONING CAPABILITY

☒ YES ☐ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
ANJOU (RED)	✓	✓	✓	✓	✓			✓	✓	✓	
BARTLETT	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
BARTLETT (RED)	✓	✓	✓	✓					✓	✓	
BOSC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
COMICE	✓	✓	✓	✓	✓	✓	✓		✓	✓	
CONCORDE	✓	✓	✓	✓	✓			✓	✓		
FORELLE											
SECKEL											
STARKRIMSON	✓	✓	✓	✓	✓			✓	✓	✓	✓

Other Varieties Carried: Red Sensation

Sales Organizations

CMI

Growing Districts:
Wenatchee, Yakima,
Mid-Columbia and Medford



SALES CONTACT

Domestic and Export Sales: Scott Agnew
scotta@cmiorchards.com
509-888-3433

Commodity Manager: William Gant
williamg@cmiorchards.com
509-888-3430

BRANDS INCLUDE



CONDITONING CAPABILITY

☒ YES ☐ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
ANJOU (RED)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
BARTLETT	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
BARTLETT (RED)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
BOSC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
COMICE	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
CONCORDE	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
FORELLE	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
SECKEL	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
STARKRIMSON	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

Other Varieties Carried: Gem Pears, Red Pears, Taylors Gold

DOMEX SUPERFRESH GROWERS

Growing Districts:
Wenatchee & Yakima



SALES CONTACT

Export Sales: Jeff Webb
jeffwebb@superfreshgrowers.com
509-966-1814

BRANDS INCLUDE



CONDITONING CAPABILITY

☒ YES ☐ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
ANJOU (RED)	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
BARTLETT	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
BARTLETT (RED)	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
BOSC	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
COMICE	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
CONCORDE	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
FORELLE											
SECKEL	✓	✓	✓	✓			✓	✓			
STARKRIMSON	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓

Other Varieties Carried: Red Pears

Sales Organizations

FIRSTFRUITS FARMS

Growing District:
Yakima



SALES CONTACT

Sales: Emily Autrey
emilya@ffm-wa.com
509-853-4710

Sales Director: Lon Hudson
LonH@ffm-wa.com
509-853-4710

BRANDS INCLUDE



	STANDARD BOX (4 1/2 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITIONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓		✓	✓	✓	✓		✓		
ANJOU (RED)	✓	✓		✓	✓	✓	✓		✓		
BARTLETT	✓	✓		✓	✓	✓	✓		✓		
BARTLETT (RED)	✓	✓		✓	✓	✓	✓		✓		
BOSC	✓	✓		✓	✓	✓	✓		✓		
COMICE	✓	✓		✓	✓	✓	✓		✓		
CONCORDE											
FORELLE	✓	✓		✓	✓	✓	✓		✓		
SECKEL	✓	✓		✓	✓	✓	✓		✓		
STARKRIMSON	✓	✓		✓	✓	✓	✓		✓		

Other Varieties Carried: Packham, Red Pears, Taylors Gold

CONDITONING CAPABILITY ☐ YES ☒ NO

GIUMARRA

Growing District:
Medford



SALES CONTACT

Domestic Sales: Jason Bushong
Division Manager
jason.bushong@giumarra.com
509-663-4409

BRANDS INCLUDE



BEAR CREEK ORCHARD

	STANDARD BOX (4 1/2 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITIONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU											
ANJOU (RED)											
BARTLETT											
BARTLETT (RED)											
BOSC	✓								✓		
COMICE	✓	✓							✓	✓	
CONCORDE											
FORELLE											
SECKEL											
STARKRIMSON											

CONDITONING CAPABILITY ☐ YES ☒ NO

Sales Organizations

L&M COMPANIES

Growing District:
Yakima



SALES CONTACT

Domestic Sales: Max McGuire
Max.mcguire@lmcompanies.com
509-225-2611

Export Sales: Donna Feltrup
donna.feltrup@lmcompanies.com
509-225-2603

BRANDS INCLUDE



CONDITONING CAPABILITY ☒ YES ☐ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITIONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
ANJOU (RED)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
BARTLETT	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
BARTLETT (RED)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
BOSC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
COMICE											
CONCORDE											
FORELLE											
SECKEL											
STARKRIMSON	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

Other Varieties Carried: Red Pears

NAUMES INC.

Growing District:
Medford



SALES CONTACT

Domestic Sales: Scott Martinez
smartinez@naumes.com

Export Sales: Yvette Almaraz
yalmaraz@naumes.com
541-779-9951

BRANDS INCLUDE



CONDITONING CAPABILITY ☒ YES ☐ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITIONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓		✓	✓	✓	✓	✓	✓	✓	
ANJOU (RED)	✓	✓		✓	✓	✓	✓	✓	✓	✓	
BARTLETT	✓	✓		✓	✓	✓	✓	✓	✓	✓	
BARTLETT (RED)											
BOSC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
COMICE	✓	✓		✓	✓	✓	✓		✓		
CONCORDE											
FORELLE		✓					✓				
SECKEL	✓	✓				✓	✓	✓	✓	✓	
STARKRIMSON	✓	✓		✓	✓	✓	✓			✓	

Other Varieties Carried: Comice (red), French Butter, Packham

Sales Organizations

NORTHERN FRUIT

Growing District:
Mid-Columbia



SALES CONTACT

Domestic and Export Sales:
Javier Sanchez
javiers@northernfruit.com

BRANDS INCLUDE



CONDITONING CAPABILITY ☐ YES ☒ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITIONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓			✓					✓		
ANJOU (RED)	✓	✓							✓		
BARTLETT	✓			✓					✓		
BARTLETT (RED)	✓								✓		
BOSC	✓								✓		
COMICE	✓										
CONCORDE											
FORELLE											
SECKEL											
STARKRIMSON		✓							✓		

PIEPEL PREMIUM FRUIT PACKING

Growing District:
Wenatchee



SALES CONTACT

Domestic and Export Sales:
Tony Walton
Tony@premiumharvest.net
509-886-8482
Kyle Eberth
Kyle@premiumharvest.net
509-886-4910

BRANDS INCLUDE



CONDITONING CAPABILITY ☐ YES ☒ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITIONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓		✓	✓		✓	✓		✓	
ANJOU (RED)											
BARTLETT	✓	✓		✓	✓		✓	✓		✓	
BARTLETT (RED)											
BOSC	✓			✓	✓		✓	✓		✓	
COMICE											
CONCORDE											
FORELLE	✓	✓									
SECKEL											
STARKRIMSON	✓	✓		✓				✓		✓	

Sales Organizations

RIVERMAID TRADING COMPANY

Growing Districts:
Medford & Mid-Columbia



SALES CONTACT

Domestic and Export Sales:

Scott Martinez
scott@rivermaid.com
541-210-0969

BRANDS INCLUDE



STAGE COACH
SUN SUGARED

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITIONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
ANJOU (RED)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
BARTLETT	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
BARTLETT (RED)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
BOSC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
COMICE	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
CONCORDE											
FORELLE	✓	✓	✓	✓	✓		✓	✓	✓	✓	
SECKEL	✓	✓	✓	✓	✓		✓	✓	✓	✓	
STARKRIMSON	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	

CONDITONING CAPABILITY

☒ YES

☐ NO

STEMILT

Growing District:
Wenatchee



SALES CONTACT

President, Sales Manager: Tate Mathison

Tate.Mathison@stemilt.com
509-662-9667

Director of Sales: Brian Evans

Brian.Evans@stemilt.com

BRANDS INCLUDE



	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	28# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITIONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓		✓	✓		✓	✓	✓	✓	✓
ANJOU (RED)	✓	✓		✓	✓		✓	✓	✓	✓	✓
BARTLETT	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓
BARTLETT (RED)	✓	✓		✓	✓		✓		✓	✓	✓
BOSC	✓	✓		✓	✓		✓	✓	✓	✓	✓
COMICE											
CONCORDE	✓	✓		✓	✓		✓	✓	✓	✓	✓
FORELLE											
SECKEL											
STARKRIMSON	✓	✓		✓	✓		✓	✓	✓	✓	✓

Other Varieties Carried: Happi

CONDITONING CAPABILITY

☒ YES

☐ NO

Sales Organizations

VIVA TIERRA ORGANIC INC.

Growing Districts:

Mid-Columbia, Wenatchee, Yakima



SALES CONTACT

Domestic and Export Sales:

Matt Roberts
matt@vivatierra.com
360-855-3408

BRANDS INCLUDE



CONDITONING CAPABILITY

☐ YES

☒ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	25# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓					✓	✓		✓	✓	
ANJOU (RED)	✓	✓								✓	
BARTLETT	✓					✓	✓		✓	✓	
BARTLETT (RED)	✓	✓				✓			✓	✓	
BOSC	✓					✓	✓		✓	✓	
COMICE											
CONCORDE		✓								✓	
FORELLE											
SECKEL		✓								✓	
STARKRIMSON	✓	✓							✓	✓	

WASHINGTON FRUIT GROWERS

Growing Districts:

Mid-Columbia, Wenatchee & Yakima



SALES CONTACT

Domestic and Export Sales: Kyle Sager

kyle@washfruit.com
509-452-8529

BRANDS INCLUDE



CONDITONING CAPABILITY

☒ YES

☐ NO

	STANDARD BOX (4/5 BUSHEL)	HALF CARTON	25# & 14# LUGS / 36# TIGHT FILL	EURO BOX OR DEFOR	TRAY PACK	CONSUMER PKG/GIFT BOX	CELLO BAG	POUCH/GUSSET BAG	CONDITONING CAPABILITY	EXPORT CAPABILITY	ORGANIC
ANJOU	✓	✓		✓	✓		✓	✓	✓	✓	
ANJOU (RED)	✓	✓		✓	✓		✓	✓	✓		
BARTLETT	✓	✓		✓	✓		✓	✓	✓	✓	
BARTLETT (RED)											
BOSC	✓	✓		✓	✓		✓	✓	✓	✓	
COMICE	✓	✓							✓		
CONCORDE											
FORELLE	✓	✓							✓		
SECKEL	✓	✓							✓		
STARKRIMSON	✓	✓		✓	✓		✓		✓		



International Representatives

4382 SE International Way, Suite A • Milwaukie, OR 97222 USA
Tel: +1-503-652-9720 • Fax: +1-503-652-9721

Brazil /Andean Region (Peru, Ecuador)

Francesco Sicherle

Produce Mkt. Comunicacao
e Promocoas
Sao Paulo, Brazil
Tel: +55 14 8124 9929
Fax: +55 11 3085 6475
produce@psi.com.br

Canada

Prentice Dent

pdent@usapears.com

China / Hong Kong

Joann Shen

Shanghai Miao Wang Market
Consulting Service Center
Tel: 8621-81498591
bee71us@yahoo.com

Gulf States Region

(UAE, Bahrain, Egypt, Kuwait,
Qatar, Yemen, Saudi Arabia)

Nina Bakht Halal

Arab Marketing & Finance, Inc
Beirut, Lebanon
Tel: +961 1 740378
Fax: +961 1 740393
amfime@cyberia.net.lb
www.usapears-me.org

India

Sumit Saran

Strat Sure Associates Pvt. Ltd.
Gurgaon, India
Tel: +91 (124) 496 8556
ssaran@ss-associates.co.in

Indonesia

Kafi Kurnia

Peka Consult, Inc.
Jakarta, Indonesia
Tel: +62 21 723 1608
Fax: +62 21 723 1609
peka@indo.net.id

Israel

Ksenia Gorovaia

Crisp Consulting Oy
Helsinki, Finland
Tel: +358 45 1322546
ksenia@crisp.global

Mexico / Central America Region

(Costa Rica, Dominican Republic,
El Salvador, Guatemala, Honduras,
Nicaragua)

South America Region

(Colombia, Panamá, Trinidad &
Tobago, Venezuela)

Luis Moreno

Grupo PM, S.A. de C.V.
Cuernavaca, Mexico
Tel: +52 777 3167370
Fax: +52 777 3167369
grupopm@grupopm.com
www.perasusa.com

New Zealand

Lisa Cork

Fresh Produce Marketing Ltd.
Auckland, New Zealand
Tel: +64 9815 5944
Fax: +64 9815 5044
lisa@freshproducemarketing.com

SE Asia Region

(Singapore, Philippines, Thailand,
and Malaysia)

Thomas Wee

Marketcraft Pte Ltd
Singapore
Tel: +65 6515-6113
thomasw@lieumktg.com.sg

Taiwan

Steven Chu

Steven Chu & Associates Co., Ltd.
Taipei, Taiwan
Tel: +886 2 2720 1718
Fax: +886 2 2720 1798
scafms@ms11.hinet.net

Vietnam

Francis Lee

United Base Co.
Ho Chi Minh City, Vietnam
Tel: +84 8 5413 6550
Fax: +84 8 54136549
francis_lee50@hotmail.com



(503) 652-9720



Brochure available online