

SEPTEMBER 29, 2023

LIPMANFAMILYFARMS.COM

ON THE H O R I Z O N

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Consistent*

Bringing you your
weekly industry
updates

CROP & MARKET

INDUSTRY INFO





MARKET UPDATES

ROMA TOMATOES

Roma availability is definitely lightening up in the East. With cooler temperatures and the seasonal decline underway in NC/TN, we'll see lighter volumes until the first frost puts an end to the crops. There will be a handful of romas in the Quincy/south GA area in a few weeks, but no major volume until November 1st, when P/R will be into good numbers. Looking to the West, roma numbers continue to be in the moderate range. CA growers are still harvesting regularly, but this week's volumes are down 15-20% from last week. Look for CA to gradually decline through October as growers finish up for the season, one or two at a time. Sizing is down with more XL, L, and M fruit, where we previously had a lot of jumbos. East MX and Baja look to stay fairly consistent up until Thanksgiving with moderate volumes between the two areas. Overall quality is good throughout the industry.

ROUND TOMATOES

Eastern round tomato supply remains adequate but is starting to decline as we move into Fall. TN/NC mountain growers are slowing down but will continue harvesting until the first frost. Lipman's VA crops are also online and fared well against last week's weather event. We will have crown picks for another 7-10 days and may go longer with 2nds depending on the weather. Quality has been good overall, but we've had to weed out some fruit due to effects of the rain. Quincy should start up around October 10th, then R/P will come online around the 20th with full volumes by November 1st. In the West, CA growers still have moderate volumes but we'll see things lighten up throughout the month as various growers drop off for the season. Lipman expects to have fruit until late October, as long as the weather cooperates. Sizing is down from where it has been, but quality is still quite nice. East MX's production is expected to be steady for the next few weeks with sizing heavier to big fruit. Baja should also continue with moderate supplies for the next several weeks.

GRAPE TOMATOES

Lipman has about 2 weeks to go in VA with grape tomatoes. We're in later picks now and are grading out weather-affected fruit to produce a good-quality pack. We should start in R/P in the next 10-14 days with a little overlap in the two growing

areas. In the West, supply is pretty steady this week. We expect to see volume increases from Baja shortly as more Fall plantings come online.

TOV

TOVs are available in CAN, MX and from a few domestic deals this week. Look for Central and Western MX houses to provide adequate volumes for the next two months.

COLOR BELL PEPPERS

CAN's colored bell production is on the downhill side of the season. Some growers are already harvesting at the top of plants, which means they will wrap up sooner rather than later. However, others should continue until early/mid November. As is the norm for this time of year, there's less jumbo and XL fruit coming off but quality is still good. Central MX's numbers are light overall, but we have consistent production and nice quality at our greenhouse.

GREEN BELL PEPPERS

Eastern bell pepper production is in transition, but there's enough volume available to get the job done. We're seeing some of the northern states wind down (NJ and NY) with lighter volumes, less quality/size, or both. MI, however, will still go another 2-3 weeks as weather permits. Aside from some convenient local pockets, folks are starting to look to GA where they've just gotten started. We should see volume begin to ramp up in the next 7-10 days. Looking to the West, CA continues to be the primary area for peppers. Fresno and Stockton expect to go until mid-November, which will overlap with the beginning of the CA desert season. WA state is also still in the game until first frost. Overall quality is nice from most all areas.

[CONTINUED ON THE NEXT PAGE](#)



GREEN BEANS

Green beans have become a little snug in the East. Northern areas (MI, NY, etc.) have wrapped up while Eastern NC and GA are slow to start due to weather. Both areas could have lighter seasons due to rains/weather during the planting cycle. This will put pressure on the remaining crop in VA until FL gets started around Nov 1st. Various districts in CA are plugging right along with minimal production and look to continue in that mode for the next few weeks. However, supply is strengthening out of Baja and Central MX where we expect steady numbers through October and well into November. Quality has been very nice on this product so far.

YELLOW & ZUCCHINI SQUASH

Squash is available in several locations in the East. NY and NJ expect to finish, for all practical purposes, this weekend. But, there are strong volumes coming from our Eastern NC deal and GA is gradually ramping up. Spots of product are still available from local deals and MI will go for another 10-14 days (as weather permits), but volumes and in some cases, quality, are waning. Quality reports are good from the newer crops. Looking to the West, Nogales supplies from Mainland MX are increasing daily as more growers and fields enter the mix. Quality is improving, but is not yet as good as Santa Maria's. Santa Maria continues to provide steady numbers and is expecting to go through the month of October. Western availability will stay strong for the next few weeks.

CUCUMBERS

With NY and MI still working, our Eastern NC farm in good volumes and GA moving deeper into the season, cucumber availability is pretty solid this week. MI will finish up in the next 5-7 days and NY won't be far behind, leaving things to the southern producers. Fortunately, last week's storm was kind to the Eastern NC crops and we've just moved into our 2nd round of plantings. We expect to have good numbers for the next 2-3 weeks. Overall, quality is good from most areas with only minimal concerns reported. Looking ahead- FL is on tap to begin at the end of October. Supplies remain plentiful and quality remains strong out West this week. The coming week may see a little less around as Baja anticipates a temporary drop in production as fields slow down. More Mainland MX growers expect to get going over the next 7-10 days, but we won't see any big volume until mid-October.

HARD SQUASH

Hard squash supply looks to be solid in the East. With active programs in GA, MI, NY, NC, KY, and others, there's enough product to meet the soft demand for this time of year. We've seen a few scarring concerns on spaghetti but no major issues in any specific area. In the West, Stockton and Fresno continue to provide adequate volumes and nice quality on all varieties. The northwest is also going and has all four varieties available (including kabocha) in good supply. Mainland MX is still 4-6 out with a projected start in early to mid-November.

CHILI PEPPERS

The full mix of chili peppers is still available in MI, but cool weather will bring that to an end in the next few weeks. There are still spots of local product here and there but most of

these growers have just a few select varieties and some are wrapping up. GA should be the next area to come online- likely in mid-October. Between Baja, Central MX, Santa Maria and the NW, Western chili pepper supply has been pretty consistent. A few jalapenos have started to cross from Sonora but we're still a month out from volume and all the varieties being available.

EGGPLANT

Eggplant is a little snug in the East this week as we work through the transition from north to south. Things are winding down in NJ, NY, and MI as cooler weather becomes a factor. There are still some decent pockets of product in VA and western NC and now eastern NC and GA have started in a light way. We should see slightly stronger numbers from the new areas, but volumes are expected to be lighter than in the Spring. No quality issues have been reported in the East and the newer areas have nice fruit. CA's Central Valley is into good supplies this week and quality seems to have cleaned up on the new blocks. Coachella is getting ready to start their small Fall crop within the next 7-10 days as well. Both areas will go through Fall/first frost hopefully providing a smooth transition into the Nogales season at end of October/first week of November. WA state is limping along with light supplies but could stop abruptly as they are seeing cooler mornings, some rain and longer nights.

ORGANIC GRAPE TOMATOES

Baja continues to be the primary area of supply for organic grape tomatoes with a little coming out of Central MX to help. Quality is good and volumes are holding pretty steady.

ORGANIC ROMA

Availability and quality are good on organic romas this week. Fruit is coming from both Baja and Central MX. Quality is mixed.

ORGANIC MINI CUCUMBERS

There's a little more organic mini cucumber volume this week as Baja's growers have gotten into some new plantings. We've also started to see a few organic mini cucs start in Mainland MX. Quality is average but is better on bulk product.

ORGANIC MINI SWEET PEPPERS

Organic mini sweets are very snug and are likely to remain that way until December as the gap between Baja and Mainland MX looms. There's only one or two growers with product right now. Quality is good, but the color mix is lacking. A small pocket of product has just started in CA but this volume is minimal.



LIPMAN FAMILY FARMS APPOINTS DOUG MILLER AS HEAD OF WATERMELON SALES; BO BATES SHARES

ANDNOWUKNOW.COM

Peggy Packer

Wednesday, Sep. 27th, 2023

IMMOKALEE, FL - A new Head of Watermelon Sales will be guiding the growth of an expanding program over at Lipman Family Farms. The supplier recently announced that Doug Miller will be taking on this central role.

Twenty-two years of experience back Miller's expertise in the produce sales sector, in addition to a deep-rooted history with Lipman. According to a press release, Miller embarked on his agricultural career at Lipman in 2001 as a scout in Florida before swiftly transitioning into the sales department.

Doug Miller, Head of Watermelon Sales, Lipman Family Farms "I am honored to lead Lipman's Watermelon Sales team and contribute to our mission of providing reliable produce to our valued customers. With our expansion plans, we are not only enhancing our offerings but also ensuring that our customers receive the best service in the industry," explained Miller.

After dedicating a remarkable 11 years to nurturing Lipman's growth and contributing to its success, Miller continued his career in the fresh watermelon business, establishing Legacy Produce, a watermelon grower and distributor in Florida, in 2016.

[Read more here](#)



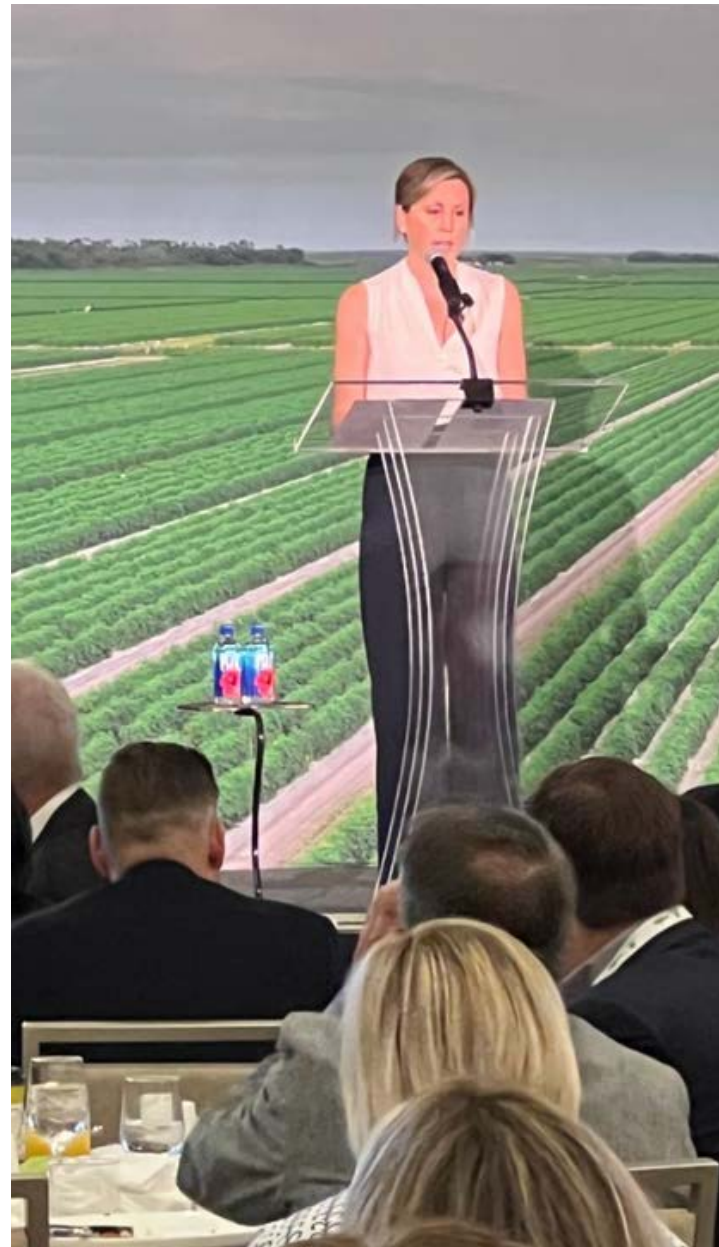
NEWS IN THE PRODUCE INDUSTRY

FFVA.COM

September 27, 2023

THIS PAST WEEK...

Our very own CEO Elyse Lipman spoke with Axios co-founder Jim VandeHei this morning during Florida Fruit & Vegetable Association (FFVA)'s keynote breakfast, discussing AI, technology and the future of agriculture.



UPCOMING EVENTS:

October 19 - 21, 2023

BOOTH #3465

Global Produce & Floral Show

ANAHEIM, CA

freshproduce.com

ELEVATED SALSA BANDERA

This past Saturday, we celebrated Mexican Independence Day by indulging in the iconic dish, Chiles en Nogada. This dish features flavorful poblano peppers stuffed with a savory mixture of meats and fruits, generously topped with a creamy walnut sauce and garnished with vibrant pomegranate seeds – a true symbol of Mexican patriotism.

[WATCH HERE](#)

CHILE EN NOGADA

The Perfect Dish to Celebrate
Mexican Independence Day

