

OCTOBER 2, 2026

LIPMANFAMILYFARMS.COM

ON THE HORIZON

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Consistent*

Bringing you your weekly
industry updates

CROP & MARKET

INDUSTRY INFO





MARKET UPDATES

ROMA TOMATOES

Roma tomato supplies are tight and expected to remain so through much of October. In the East, Tennessee and remaining regional programs are winding down, and we are entering the usual mid- to late-October window when Eastern volume is minimal. Tennessee should finish within the next 10 days, leaving only scattered light production in areas like North Carolina and a very small acreage in north Florida. Meaningful Eastern volume is not expected until the Ruskin/Palmetto region begins in late October to early November. In the West, production is light across California, Baja, and Central Mexico. California crops are wrapping up, with some growers already done for the season; Lipman farms anticipate maintaining light volume until mid-October before finishing. Baja's output has been very limited due to weather-delayed plantings, but new fields should begin to come online soon and add some modest October volume. Central Mexico is past peak yet should continue to offer light supplies over the next few weeks. Quality across Western regions is variable but generally falls in the fair-to-good range.

GRAPE TOMATOES

Grape tomato supplies are extremely short this week in both the East and West. In the East, Virginia and other local/regional programs are winding down, and the recent Nor'easter caused heavy culling on this smaller fruit, sharply reducing usable volume. Quality permitting, harvests may continue another 10-14 days, but no meaningful increase in supply is expected. The Ruskin/Palmetto region is projected to start in about two weeks; early yields are expected to be light, with volume building as we move into November. Western availability is also very limited, with both Central Mexico and Baja anticipating reduced supplies for at least the next few weeks. Quality in these regions is only fair, further limiting long-distance movement options.

ROUND TOMATOES

Round tomato supplies are currently on the light side in the East, influenced by both normal seasonal decline and the recent Nor'easter. Tennessee, North Carolina, and other regional programs have reduced volume as cooler weather sets in and plantings near completion, with Tennessee expected to finish round production within the next 7 days. Our Virginia farm has moved into its final two plantings and anticipates wrapping up in about two weeks; this crop went through the Nor'easter, so quality is only fair and yields have been reduced by weather-related issues. Light volumes from north Florida are expected to help bridge the gap until Ruskin/Palmetto begins in late October to early November. In the West, production is also running light across California, Baja, and Central Mexico. Some California growers are finishing now, others will go through mid-October, and one grower is expected to continue to the end of the month, with overall quality running average and volumes light to moderate. Baja's output remains limited as transitions to newer crops have been delayed by weather, but improved volume is expected as we move deeper into October. Central Mexico continues to harvest, though recent rains are impacting both yield and overall fruit condition.

ORGANIC ROMA TOMATOES

Organic roma tomato supplies continue to be limited this week. Baja is in the final stage of crops with very limited volume remaining, which is contributing to the current tight market. Central Mexico is now the most reliable source, offering light volumes but good quality fruit with sizing skewed toward medium and large. We anticipate limited supplies for the next 4-6 weeks until new crops start in Mainland Mexico .

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MARKET UPDATES

GREEN BEANS

Green bean supplies are extremely limited this week in both the East and West. Michigan and New York are effectively finished for the season, and Georgia has yet to ramp up in a meaningful way, though volume from Georgia is expected to improve in the coming days. A smaller pocket of new crop is also anticipated to come online in North Carolina next week, which should offer some modest relief. Out West, availability is very tight and current quality is only fair. Santa Maria has had no volume to offer, and Baja's production has been disrupted by recent storms and rain. A new Baja growing area is scheduled to begin harvesting within the next week, pending post-weather quality assessments. Washington state still has product, but supplies are lighter this week as they wait for their final new field to come into production. Overall, markets should remain firm until these new regions fully establish harvest.

GREEN BELL PEPPERS

Eastern bell pepper supplies are lighter than earlier in the season but remain adequate to cover current demand. Many Eastern growing regions, including New Jersey, Michigan, and New York, are expected to wind down over the next 7-10 days, though a few lighter production pockets persist further south. Georgia is set to begin in a limited way this weekend and should steadily increase volume in the coming weeks as additional acreage comes into production. Florida is projected to start by the last week of October, weather permitting. Quality in the East is mixed, as much of the remaining fruit is coming from older fields that have faced significant weather exposure. In the West, most volume is still coming from Fresno and Washington, where quality has been strong. California production is expected to transition to Coachella around mid-month, while Washington should continue for at least two more weeks with its final planting. Looking ahead, mainland Mexico would typically begin harvesting in mid- to late October, but persistent, heavy rains in Sonora may delay the start of that season.

CHILI PEPPERS

Eastern chili pepper supplies are very light this week as Michigan, New Jersey, and North Carolina approach the end of their seasons, with jalapeños especially short. Availability is expected to remain limited until Georgia comes into production over the next two weeks. In the West, Washington, Baja, Central Mexico, and California are all harvesting, but none are seeing strong volumes. Washington should continue for another 2-3 weeks, while California's supply is very limited, putting more pressure on Baja and Central Mexico. Overall availability from these regions is light across the chili pepper category, with husked tomatillos in particularly tight supply.

CUCUMBERS

Cucumber supplies remain mostly steady overall, with good availability in the East and tighter conditions in the West. While Michigan and New Jersey are finishing up, good volumes are coming from eastern North Carolina and Georgia, where early plantings have positioned growers well. Eastern North Carolina is reporting moderate volumes with good quality and is expected to continue harvesting for another 3-4 weeks, with overall quality holding up well on fresh product. In the West, supplies have been on the snug side as Baja works through lighter production caused by earlier weather slowing the start of new fields. Quality is varied by grower and there are some specific sizing concerns to address, but nice-quality product is available. Volumes, quality and sizing are expected to improve as new sets come on. Sonora has also gotten underway with light supplies; early picks are showing some lighter color and shape issues, but both quality and volume are anticipated to improve as the region moves further into the season.

LIPMAN ACQUIRES FARM FRESH, EXPANDS WEST COAST FRESH-CUT FOOTPRINT

[THEPACKER.COM](https://thepacker.com)

SEPTEMBER 23, 2026

Lipman Family Farms has acquired Phoenix-based Farm Fresh, marking its second major West Coast acquisition in recent months as the produce heavyweight aggressively scales its fresh-cut processing footprint.

Located just miles from Lipman's existing Glendale, Ariz., repack facility, the deal reinforces the company's strategy to build out a vertically integrated, coast-to-coast distribution network. According to CEO Elyse Lipman, expanding value-added capabilities in the Southwest gives the company a critical geographic stronghold to meet surging retail and foodservice demand.

"Our acquisition of Farm Fresh puts Lipman at the center of not only the Phoenix value-added market but also strengthens our solutions model across the West Coast," says Lipman. "It gives us a strategic foothold that deepens our fresh-cut capabilities and strengthens our ability to serve customers with a truly national reach."

A key driver behind the deal was geographical efficiency. Pairing Farm Fresh with Lipman's recent late-July acquisition of Inland Premium Packers in Riverside, Calif., represents a coordinated push into key Western markets.

"The proximity [to our Glendale facility] is one of the things that made this acquisition attractive," Lipman says. "Our new Phoenix facility complements our repack operations in Glendale. We have long-term plans for how these two facilities can become stronger together. Our focus right now is on a smooth transition and on the people at Farm Fresh, who know this market well."

Mitigating Supply Chain Vulnerabilities

Lipman Family Farms' westward expansion enhances its operational strength in one of North America's largest fresh produce hubs, delivering fresher products, faster turnaround times and reduced food miles, says the CEO.

Beyond streamlining delivery routes, the expanded regional presence directly addresses broader supply chain security. As climate pressures, volatile weather and logistical bottlenecks test growing regions, the ability to maintain an uninterrupted flow of fresh product remains a top priority for buy-side partners. For Lipman, building localized fresh-cut facilities serves as a vital safeguard against these industrywide vulnerabilities — solidifying its journey toward becoming a complete, end-to-end vegetable supplier. "Our vertically integrated operations help us to scale nationally while still delivering locally," Lipman explains. "With more locations closer to more markets, we have shorter hauls and can provide fresher produce. We're also better prepared for realities of agriculture that cause regional disruptions. "Shorter, more controllable supply chains help to ensure continuity," she continues. "There's no perfect solution to market volatility. However, we are well positioned to account for contingencies and transition periods. As we grow, it's a factor in every decision we make."



[READ MORE HERE](#)

RETAILERS DRIVEN TO PURSUE SUSTAINABILITY FOR PURPOSE AND PERFORMANCE

[THEPACKER.COM](https://thepacker.com)

September 23, 2026

Across the fresh produce industry, sustainability is no longer viewed as an isolated marketing initiative or a niche category requirement. Grocery retailers are increasingly driven to integrate sustainable practices directly into their core business operations. Rather than attempting to charge consumer premiums for eco-friendly produce, grocers are using sustainability strategies to solve pressing operational challenges — from mitigating severe climate disruptions and reducing store shrink to optimizing labor efficiency and protecting razor-thin profit margins.

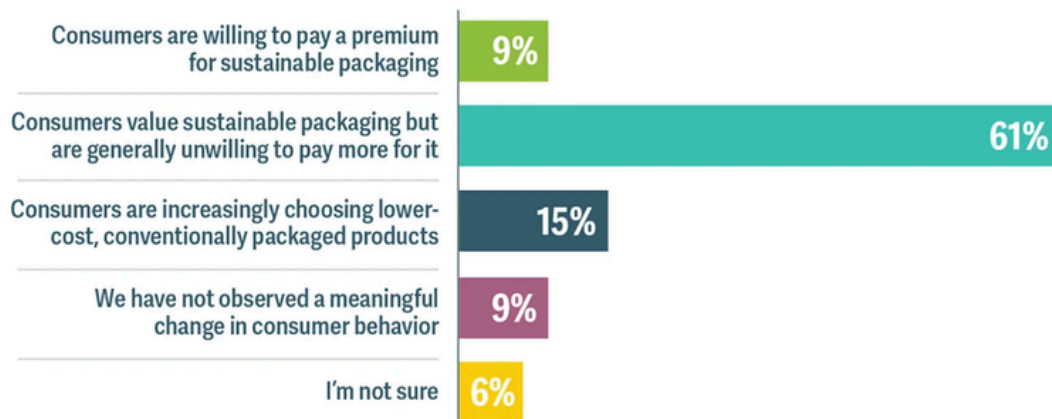
Local Sourcing Becomes Biggest Success Story

A primary catalyst accelerating retail sustainability efforts, and local sourcing in particular, is the growing unpredictability of regional growing conditions. A striking 69% of produce retailers report that severe weather events or changing climate conditions have impacted their primary sourcing regions, with 24% experiencing a significant impact and 45% reporting a moderate impact. To build supply chain resilience and secure an economically viable produce supply, grocers are actively adapting their procurement strategies by diversifying their supplier base (66%) and sourcing from new geographic regions (38%). As part of this shift, local sourcing has emerged as a cornerstone strategy: While 52% of retailers acknowledge that local sourcing increases operational costs, they willingly accept those expenses because it significantly improves supply reliability.

Local sourcing was identified by 61% of respondents as one of the initiatives delivering the strongest financial return. Eighty-five percent of retailers say consumers respond positively to local sourcing, which is the highest-rated sustainability initiative in the survey. Seventy percent have increased local or regional sourcing over the past two years, and 55% associated increased local sourcing with improved supply reliability, while only 6% reported reduced reliability.

How are consumers currently responding to sustainable produce packaging options?

(e.g., compostable packaging, plastic-free packaging, bulk displays)

[READ MORE HERE](#)

UPCOMING EVENTS:

OCTOBER 14 - 16

IFPA GLOBAL PRODUCE & FLORAL SHOW

ORANGE COUNTY CONVENTION CENTER

ORLANDO, FL

COME VISIT US AT BOOTH 1873!

<https://www.freshproduce.com/events/the-global-produce-and-floral-show/>

DECEMBER 2 - 4

NEW YORK PRODUCE SHOW

JACOB JAVITS CENTER

NEW YORK CITY

COME VISIT US AT BOOTH 307!

<https://nyproduceshow2026.smallworldlabs.com/home>



TOMATO SNAPSHOT

THAT'S A WRAP ON SUMMER
BACKPACK GIVEAWAYS! 🎒🌱

THIS SUMMER, THE LIPMAN TEAM HANDED OUT 5,000+ BACKPACKS FILLED WITH SCHOOL SUPPLIES TO STUDENTS IN 12 COMMUNITIES, HELPING KIDS START THE SCHOOL YEAR READY TO LEARN. A BIG THANK YOU TO EVERYONE WHO HELPED PACK, SORT, AND SHARE THEM. GIVING BACK TO THE PLACES WHERE OUR PEOPLE LIVE AND WORK IS ONE OF OUR ROOTS, AND SEEING THOSE SMILES MADE IT A SUMMER TO REMEMBER.

A SUMMER OF GIVING BACK!

TOGETHER, OUR TEAM MADE A DIFFERENCE
IN THE COMMUNITIES WE CALL HOME

5,000 + BACKPACKS

200 GIFT CARDS

1,400 SHOES

100 HAIR CUTS

300 BIKES

12 LOCATIONS, COUNTLESS SMILES



QUESTIONS OR SUGGESTIONS FOR THE NEWSLETTER? EMAIL: MIRANDA.ELAM@LIPMANFAMILYFARMS.COM