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Mastronardi & Intergrow in NY

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Mastronardi Produce announced in May what it called a joint venture with tomato producer Intergrow Greenhouses Inc. in New York, which includes Mastronardi purchasing the commercial greenhouse facilities and trucking business.

The new company will be called Sungrow Farms LLC and spans 105 acres, which adds to Mastronardi's network of greenhouses and facilities in the U.S. and Canada. Intergrow had just completed a 10-acre expansion in September 2021 to bring the total acreage to 105 under glass. Intergrow has been growing multiple types of tomatoes in New York since 1998 and the new Sungrow Farms will continue to produce the Intergrow cherry tomatoes on the vine, as well as Mastronardi Produce's "exclusive, high-flavor fruits and vegetables, which will be marketed under the company's award-winning brands."

"This strategic investment allows Mastronardi Produce to offer even more flavorful, locally grown fruits and vegetables," said Mastronardi President & CEO Paul Mastronardi, who's the fourth generation in the family business. "We look forward to continuing to serve our customers and delivering on our mission to inspire healthy living through WOW flavor experiences."

The announcement notes there's room for more expansion on the site and the location is within a 24-hour drive of 60% of the U.S. population. That makes the trucking business an interesting addition in this transaction. Intergrow had invested in its own private trucking fleet to service customers.

In a 2021 blog post, Intergrow President Dirk Biemans said, "When you contract a load through an outside broker or carrier you lose some of the visibility and control required to really deliver the best service possible. That's why we've invested in our own fleet, and in a freight market like this, it has really paid off having the ability to run our own loads."