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A Tease of Keystone's Upcoming Mayan Sweets Season with Commodity Manager, Matthew Gideon

GREENCASTLE, PA – AUGUST 3, 2022 --- Keystone Fruit Marketing, a division of Progressive Produce, is known for their year-round sweet onion program. Their Mayan Sweets are an integral component of this program, and Keystone is gearing up for one of their busiest seasons of the year! Keep reading for an update from sweet onion commodity manager, Matthew Gideon, as he discusses the upcoming season with sales and marketing manager, Andrea Scroggs.

You took a trip to Peru in the Spring. Tell us about that... what was it like connecting the onions you've been selling for years with the actual place, culture, and people... in person?!

It is always nice to get a chance to meet with our longtime growers, in person! We have been growing and importing onions from Peru for nearly 30 years now, so long-lasting relationships have been formed. Those relationships are vital to our program and help us overcome challenges we all face, both here and in Peru. Since the pandemic, we haven't had many opportunities to meet in person, so it was especially valuable to do so in April. I'm grateful to put faces with names and voices, and to further solidify our partnerships.

What can you tell us about this upcoming season?

We are excited to get started. We have had an excellent growing season so far and we are looking forward to a great Mayan Sweets season!

What are you excited about?

We have made some changes to our overall program and hope to become more efficient in the way we transport and pack our onions. We are also excited about the upcoming volume we have forecasted, as well as the dedicated group of growers we represent in Peru. These growers we've partnered with really take pride in growing high quality sweet onions for us and we look forward to selling them to our customers another year.

Talk to us about the markets – what can our customers expect as far as pricing goes this year?

As with many items facing global supply challenges, we expect pricing to be bit higher this year. The sheer cost to deliver high quality produce is higher this

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year than last and that should be reflected in the overall market on sweet onions this fall.

Any comments on quality?

Like every year, we expect high quality sweet onions again this year. We go to great lengths to ensure our onions are delivered with the highest quality, day in and day out. That is what our customers expect from Keystone and that is what we demand from our growers and packing partners.

Our entire industry has been talking about increasing costs, labor shortages, freight expenses getting more and more expensive! What challenges are you anticipating this season?

Exactly what you mentioned. All input costs have continued to rise since the pandemic. But we are doing our very best to mitigate those rising costs, and to always try to bring value with our sweet onions to our customers.

A return to Mayan Sweets season also means back to school and back to football! How do you get your “mini me” to eat onions?

I include them in various dishes, such as tacos, quesadillas, chili, curries, and stews!

What is your favorite football watching snack that includes onions?

Jalapeno Sweet onion dip!

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Keystone Fruit Marketing is a division of Progressive Produce. Progressive Produce is a year-round grower/packer/shipper of fresh produce. We grow thousands of acres throughout North and South America of potatoes, onions, asparagus, citrus, and other fruits and vegetables and provide outstanding service 365 days a year.