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# Panorama Produce primed for South American mango season

September 18, 2020

Panorama Produce Sales Inc. has been a leader in the mango business for more than 20 years. Fifteen years ago, the company, headquartered in Mamaroneck, NY, saw an opportunity as the mango grew in popularity in the United States, and began importing directly from South America.

“We’ve been very fortunate that we’ve been able to be part of that growth in the mango industry,” said Eric Nagelberg, one of the principals of Panorama Produce.

Panorama Produce specializes in four varieties of mangos: Tommy Atkins, Kent, Keitt and Honey Mangos, and recently expanded to include Palmer out of Brazil.

Over the years, consumers in the United States have made the mango a mainstream fruit that is enjoyed for its flavor and versatility. In addition to being delicious on its own, the mango brings wonderful flavor to salads and sauces, and some varieties can be grilled as well.

“I think it’s a sweet, wonderful-tasting piece of fruit which is also relatively inexpensive,” Nagelberg said. “As customers become more exposed to mangos, they really like them. I think the eating quality, combined with marketing efforts from the Mango Board, has fueled demand and increased growth.”

Panorama Produce offers mangos year-round, and for its South American program, the company works with numerous growers in Brazil, Ecuador, Peru and Guatemala. It also imports mangos from one farm each in Costa Rica and Nicaragua.

The Brazilian season runs through October. That will be followed by Ecuador from November to

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December, Peru from January to March, Nicaragua from February to March, Costa Rica in March, and Guatemala from March to May. Mexico starts in February and continues until the Brazil season.

Of course, Panorama Produce's big challenge in 2020 has been the coronavirus, and while the virus has had an impact, the company remains busy during this challenging chapter.

"The packinghouses have to work differently to accommodate social distancing, which meant more shifts and less labor at one time, which has increased costs," Nagelberg said. "As far as demand goes, overall it's been good, however we've seen some inconsistency in demand. One week it may be better than normal and the next week it may not be as strong as normal. But demand has been good, and on the supply side, cost has gone up due to social distancing increasing labor costs in the packing houses."

In order to build on its exceptional reputation, Panorama Produce has made two key hires in the past year, Johanna Gonzalez and Mark Nagelberg.

"They're assisting us with our growth," Eric Nagelberg said. "Joanna has been very helpful with food safety, and Mark has been learning the business from the ground up. He's just starting sales during the Brazilian deal, so for the past 10 months he's been learning the business before getting involved in sales."

Panorama's long history of success comes down to its commitment to quality and building exceptional relationships with its partners.

"We're a family business and we take pride in what we do," Nagelberg said.

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