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A&J Produce recipient of Community Hero Award by Hunts Point Alliance

By

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[A&J Produce Corp.](#), operating in Hunts Point in the Bronx, serves a wide range of customers from small retailers to distributors, caterers to restaurants, local mom and pop stores to large chain stores, and gourmet outlets.



Stephanie Tramutola

“A&J’s relationship to Hunts Point is embedded in our DNA,” said Stephanie Tramutola, office manager of the company. Not only is this where we conduct business, but also this is a community we give back to. “As we are located in the Terminal Market, we are accessible to the entire Northeast region — a huge factor in accommodating our eclectic customer base. We act as a hub for the freshest, most vibrant selection of produce.”

This year, A&J has been honored with the Community Hero Award by Hunts Point Alliance for Children (HPAC), recognizing its dedication to inspiring hope and potential to children and families in the Hunts Point area through philanthropic involvement.

“This comes from our direct work with HPAC’s Back-to-School Fair, Scholarship Benefit and Thanksgiving Giveaway,” Tramutola said. “A&J looks forward to giving back to the community, especially when it is right in our backyard.”

Throughout the first few months of 2024, business has remained stable and steady.

“We are gearing up now for our busy season heading into holidays such as Easter and Passover,” Tramutola said. “As spring rolls around, we will begin to see an uptick and of course during summer when stone fruit is available. This is a very flexible industry, and as a wholesaler we remain adaptable to all market conditions.”

Produce items that are popular this time of year include California citrus, cherries, grapes, apples, pears, broccoli crowns, Brussels sprouts and hard squash.

“As we gear up for spring and summer hot items include the usual favorites — stone fruit, in particular peaches, berries, watermelons, tomatoes and corn,” Tramutola said, “Customers have gotten used to having their favorite items offered January to December, and as a wholesaler, it is our job to guarantee shelves are stocked with the freshest, highest quality produce.”

Growth initiatives at A&J include building and maintaining strong relationships with its growers, shippers, and customers, continuing to offer new products and variety in addition to its traditional line of fruits and vegetables, and keeping food safety standards and regulations top priority.

“A&J is constantly looking for new growth opportunities in a fluid marketplace,” Tramutola said.

A&J’s philosophy is a full commitment to its customers to provide the finest quality produce at the best, most competitive pricing.

“As a wholesaler, we are the middleman from farm-to-fork — our industry has the power to feed people,” Tramutola said. “It is our duty to provide an unparalleled network of exceptional relationships up and down the supply chain with a broad spectrum of customers and vendors internationally and domestically.”

The biggest challenge the company faces right now is high pricing due to supply and demand, as it has been impacted by freight rates increasing, severe weather issues, and labor cost.

“We combat these challenges by remaining in constant contact with our growers, shippers and customers, welcoming transparent, symbiotic relationships in order for all to succeed,” Tramutola said. “Our customers look to us to guide them to determine the freshest, highest quality produce at an affordable price. Strong relationships are everything in this industry and allow us to be successful.”

As A&J is family-owned, the company relies on generational expertise in the trade. “Family members are directly involved in the business 24/7 to make sure we provide the freshest produce with unsurpassed customer service,” Tramutola said.

[Keith Loria](#)

About Keith Loria |

A graduate of the University of Miami, Keith Loria is a D.C.-based award-winning journalist who has been writing for major publications for close to 20 years on topics as diverse as real estate, food and sports. He started his career with the Associated Press and has held high editorial positions at magazines aimed at healthcare, sports and technology. When not busy writing, he can be found enjoying time with his wife, Patricia, and two daughters, Jordan and Cassidy.

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