



2017 Tomato Paste and Processed Tomato Statistics





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Exhibit 1

2017 California Tomato Paste Processing Capacity

California produces 95% of the total U.S. processed tomatoes and represents 25% of the world's total production.

Processor	Facility Location	Year Built	Tomato Capacity for Tomato Paste (Tons/Hour)	Equivalent Tomato Paste (Pounds/Hour)
Marketers				
Morning Star Packing	Williams	1995	1348	441,859
Liberty Packing Company	Santa Nella	1975/02	916	300,384
Morning Star Packing	Los Banos	1990	668	218,862
Los Gatos Tomato Products*	Huron	1991	500	163,805
Olam Tomato Processors	Lemoore	1990	447	146,463
J.G. Boswell Tomato Company*	Bakersfield	2000	411	134,651
Ingomar Packing Company*	Los Banos	2000	410	134,452
J.G. Boswell Tomato Company*	Corcoran	2008	368	120,528
Ingomar Packing Company*	Los Banos	1983	325	106,550
Pacific Coast Producers*	Woodland	1943/02	294	96,532
Toma-Tek	Firebaugh	1989	271	88,920
Olam Tomato Processors	Williams	1982	249	81,553
Stanislaus Food Products	Modesto	1942	75	24,516
Sub-Total	13		6,280	2,059,075
Remanufacturers				
Campbell Soup	Dixon	1975	301	98,720
Hunt Foods	Oakdale	<1970	206	67,589
Campbell Soup	Stockton	1967	202	66,155
Ragu	Stockton	<1970	197	64,464
Del Monte	Hanford	1976	87	28,674
Sub-Total	5		993	325,602
Total	18		7273	2,384,677

*Grower owned and controlled processor

Definitions:

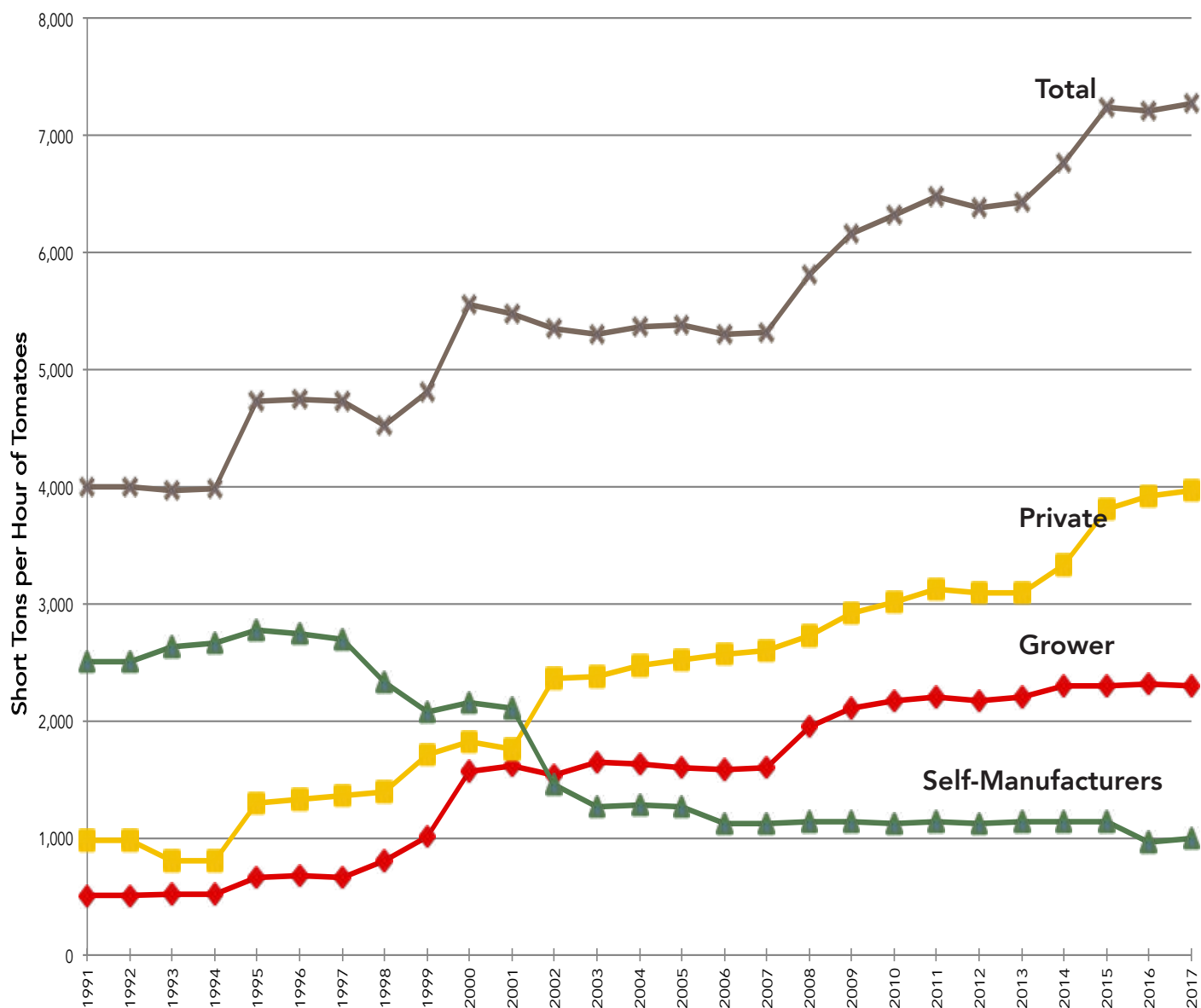
Marketers: plants making paste for the main purpose of selling it to another party

Remanufacturers: make paste for use internally

Exhibit 1a



Annual Tomato Paste Processing Capacity (short tons/hour)



Definitions:

Self-Manufacturers: Companies that make paste predominantly for internal uses

Private: Privately held companies that sell paste on the open market

Grower: Grower-owned companies that sell paste on the open market



Exhibit 2

U.S. Processing Tomato Production History (Crop Projection for 2016)

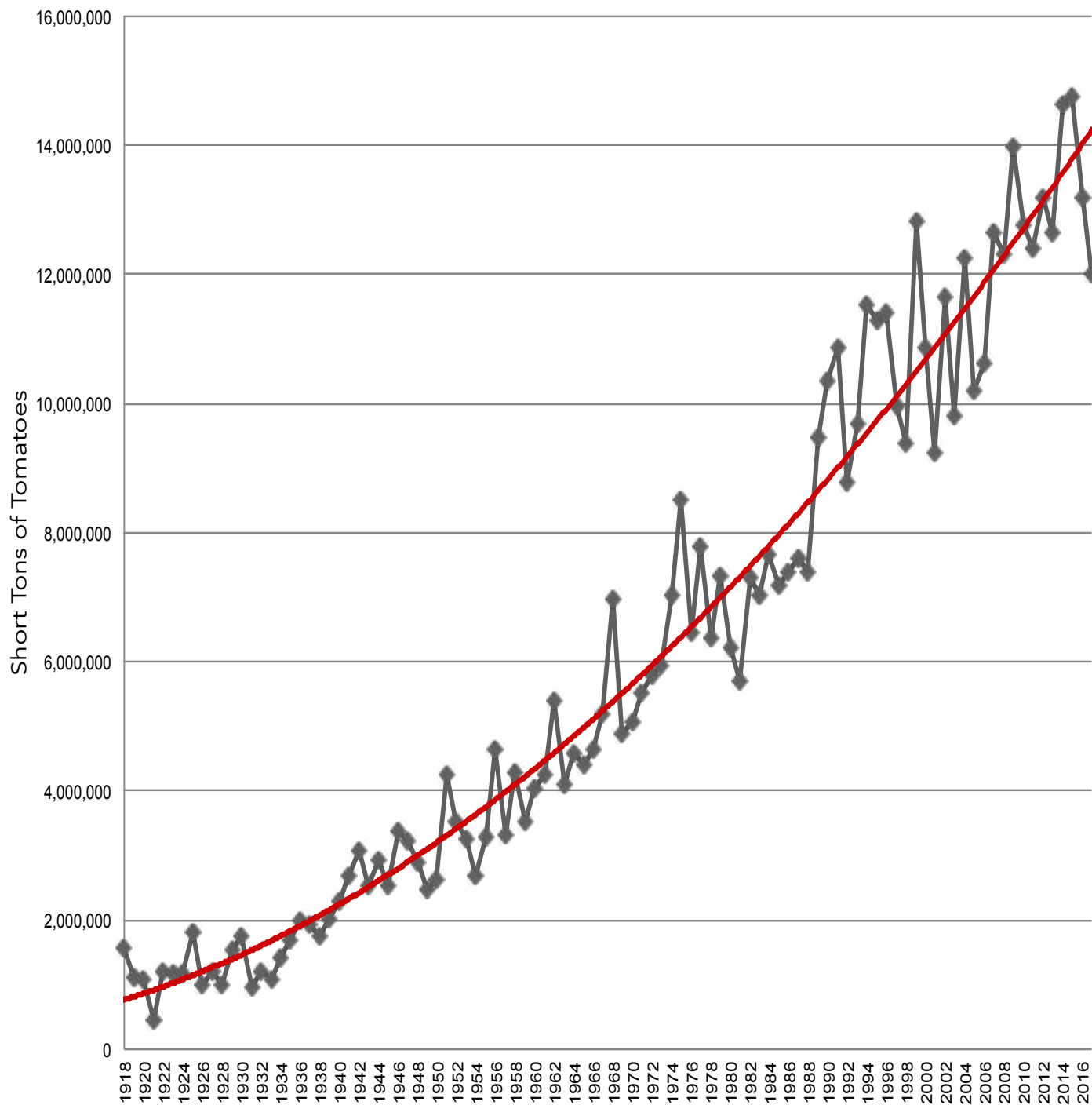


Exhibit 3



Percent of Total California Processing Tomato Crop Packed as Bulk Tomato Paste

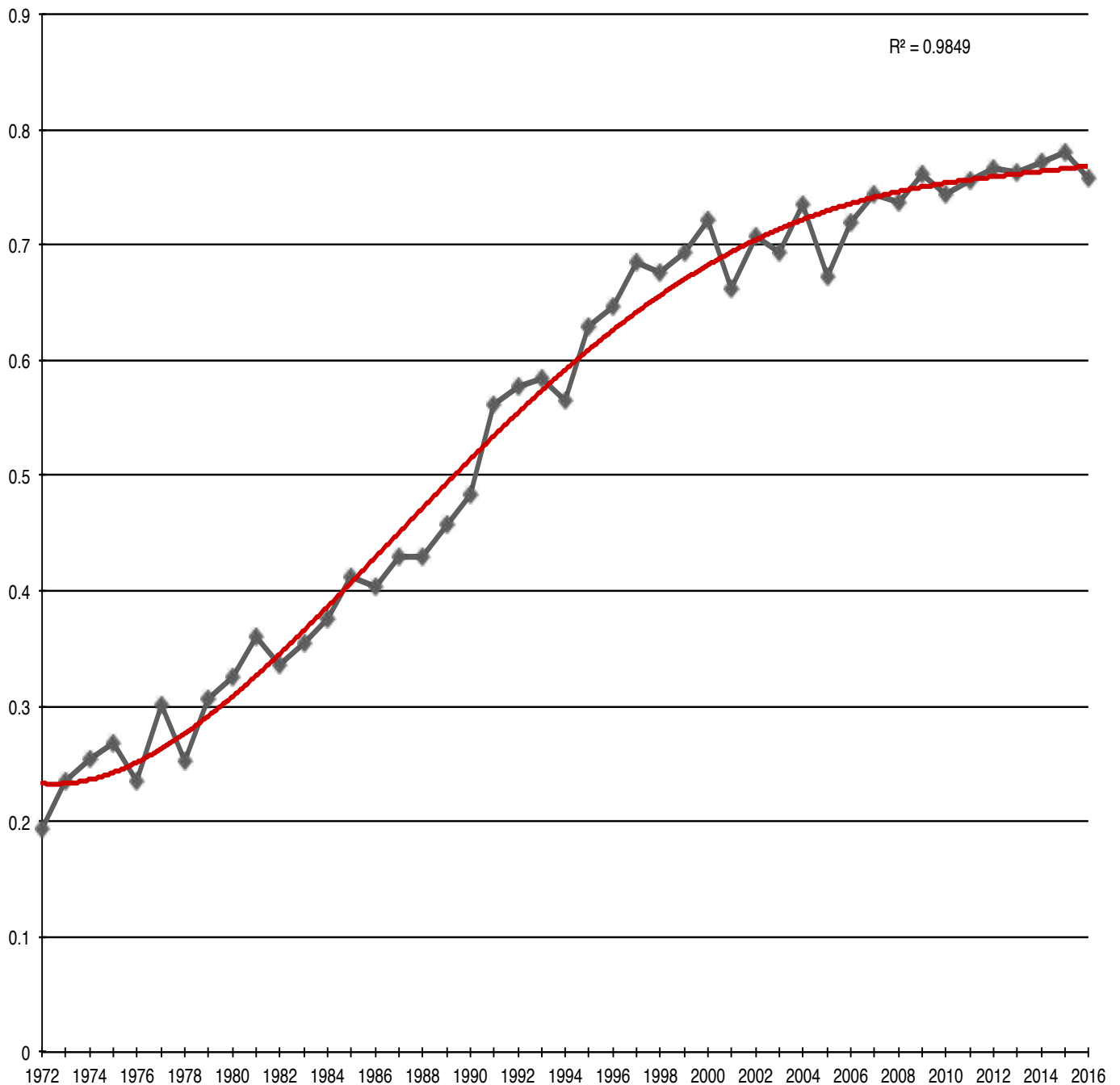




Exhibit 4

U.S. Tomato Paste Consumption

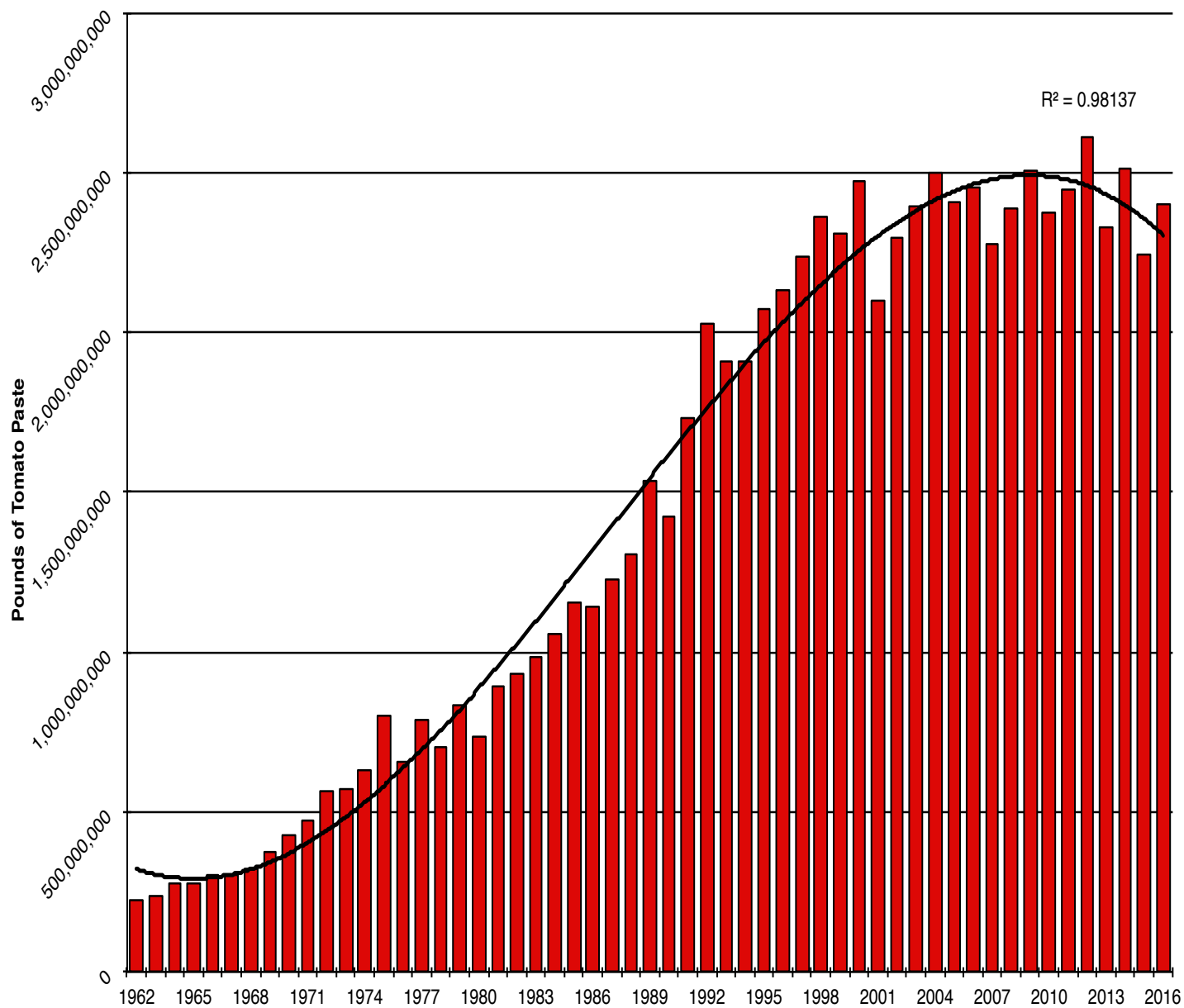


Exhibit 5



U.S. Tomato Paste Imports and Exports (pounds 31% NTSS)

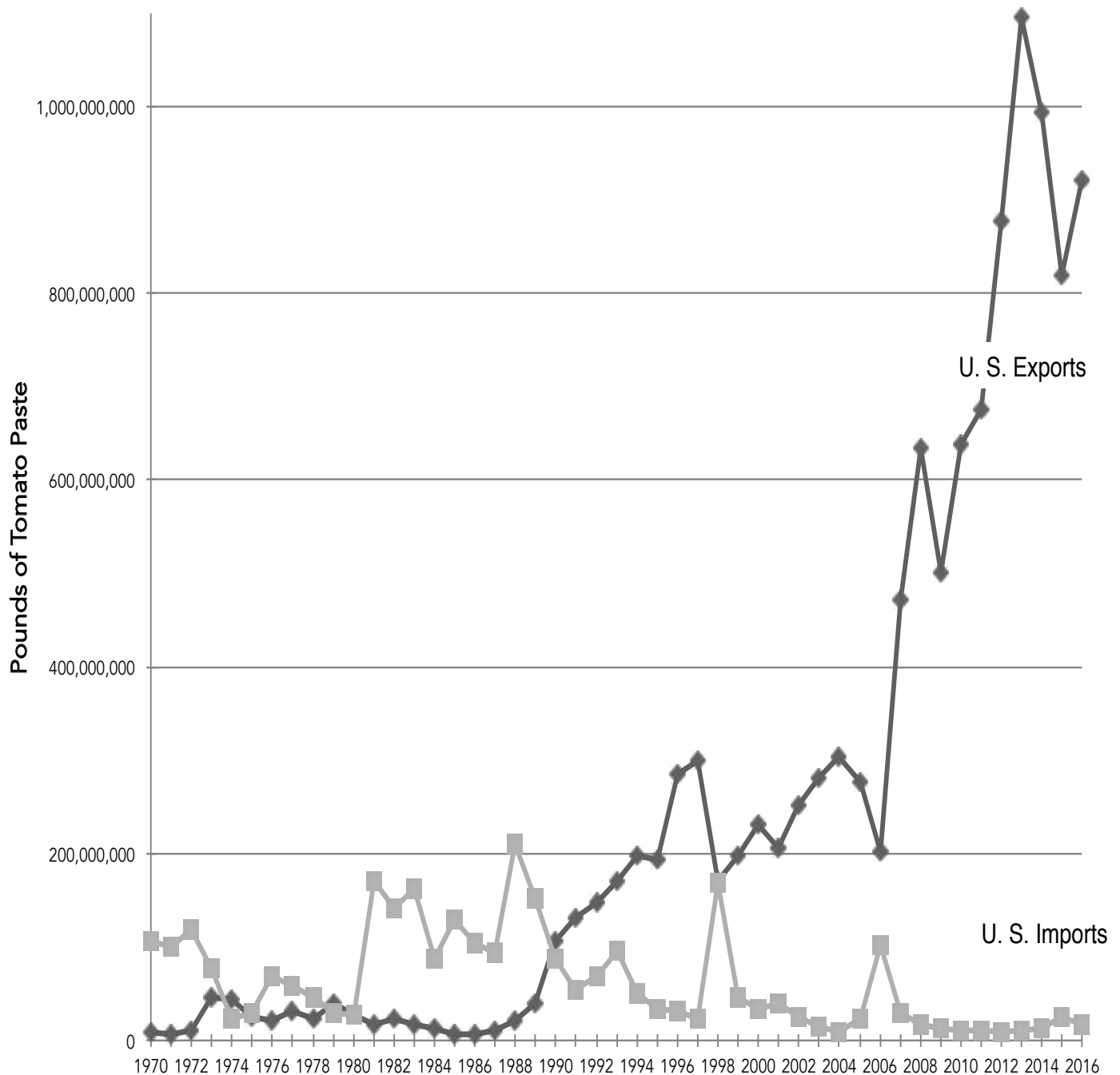




Exhibit 6

2016 Estimated Industry Average Tomato Paste Production Cost

Fixed Expenses			Percent of Cost
Facility Capital Expenses (Depreciation & ROA)			8.6%
Insurance & Taxes			0.7%
Operating Overhead (Administration and R&M)			11.2%
Variable Expenses			
Tomatoes with fees			48.0%
Trucking			7.6%
Seasonal Labor			3.2%
Boiler Energy			4.8%
Electricity			1.2%
Sewage			0.3%
Supplies & Miscellaneous			1.4%
Containers			8.1%
Operating Interest			3.7%
Selling Costs			1.3%
Total Expenses			100.0%

Exhibit 7



Annual Historical Price of Tomato Paste (cents per pound of 31% NTSS)

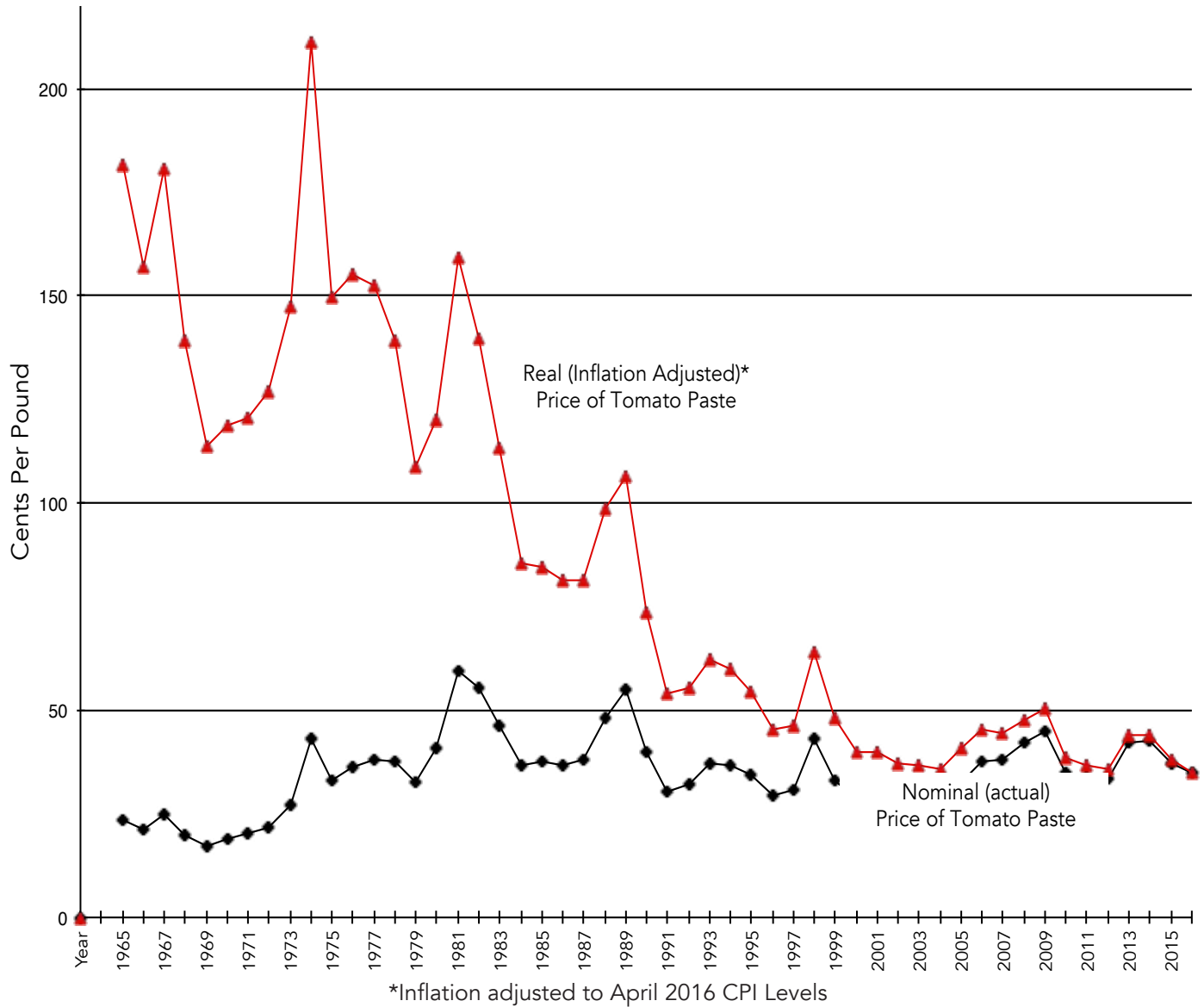




Exhibit 7a

Monthly Actual and Real Tomato Prices (cents per pound of 31% NTSS)

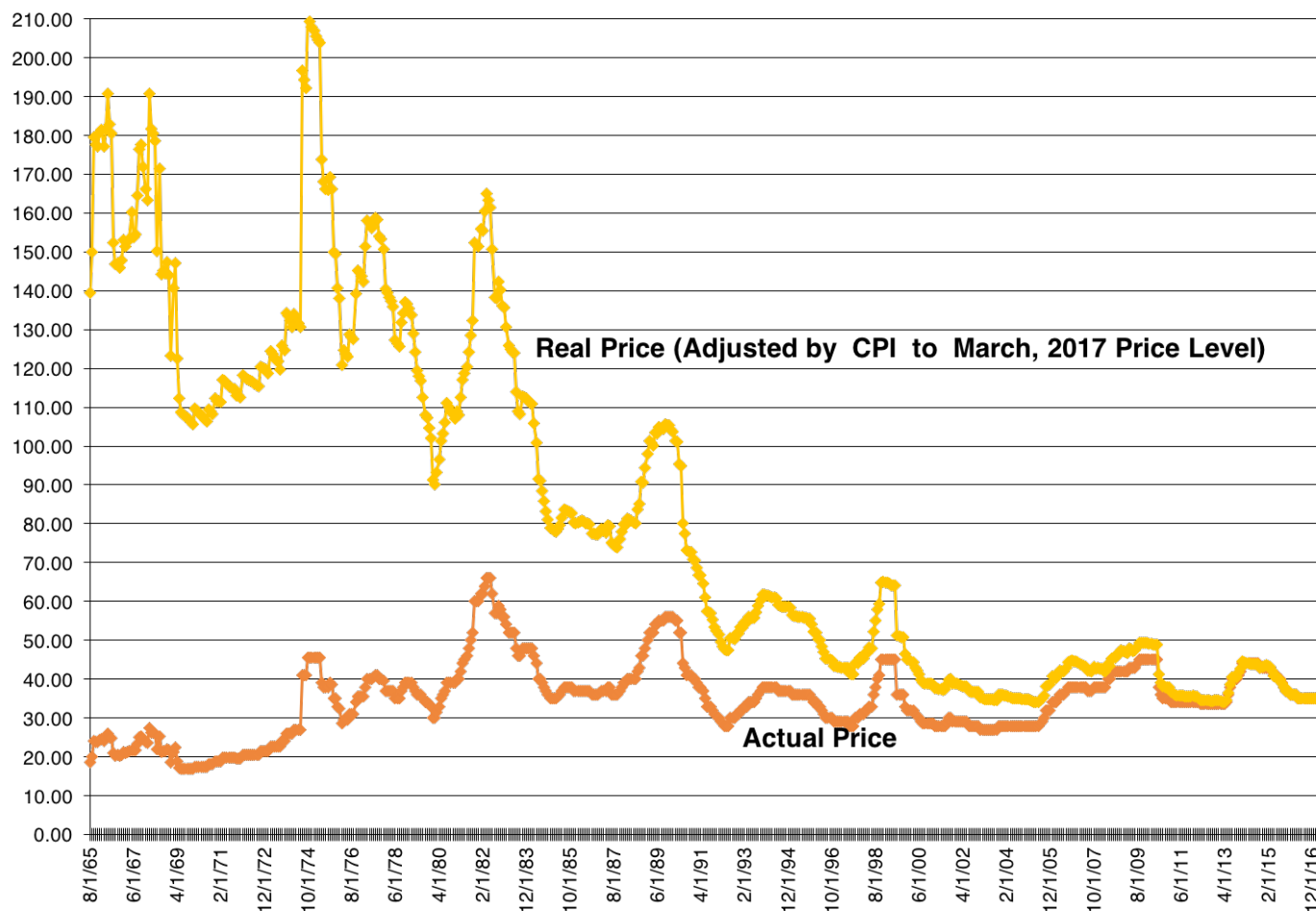


Exhibit 8



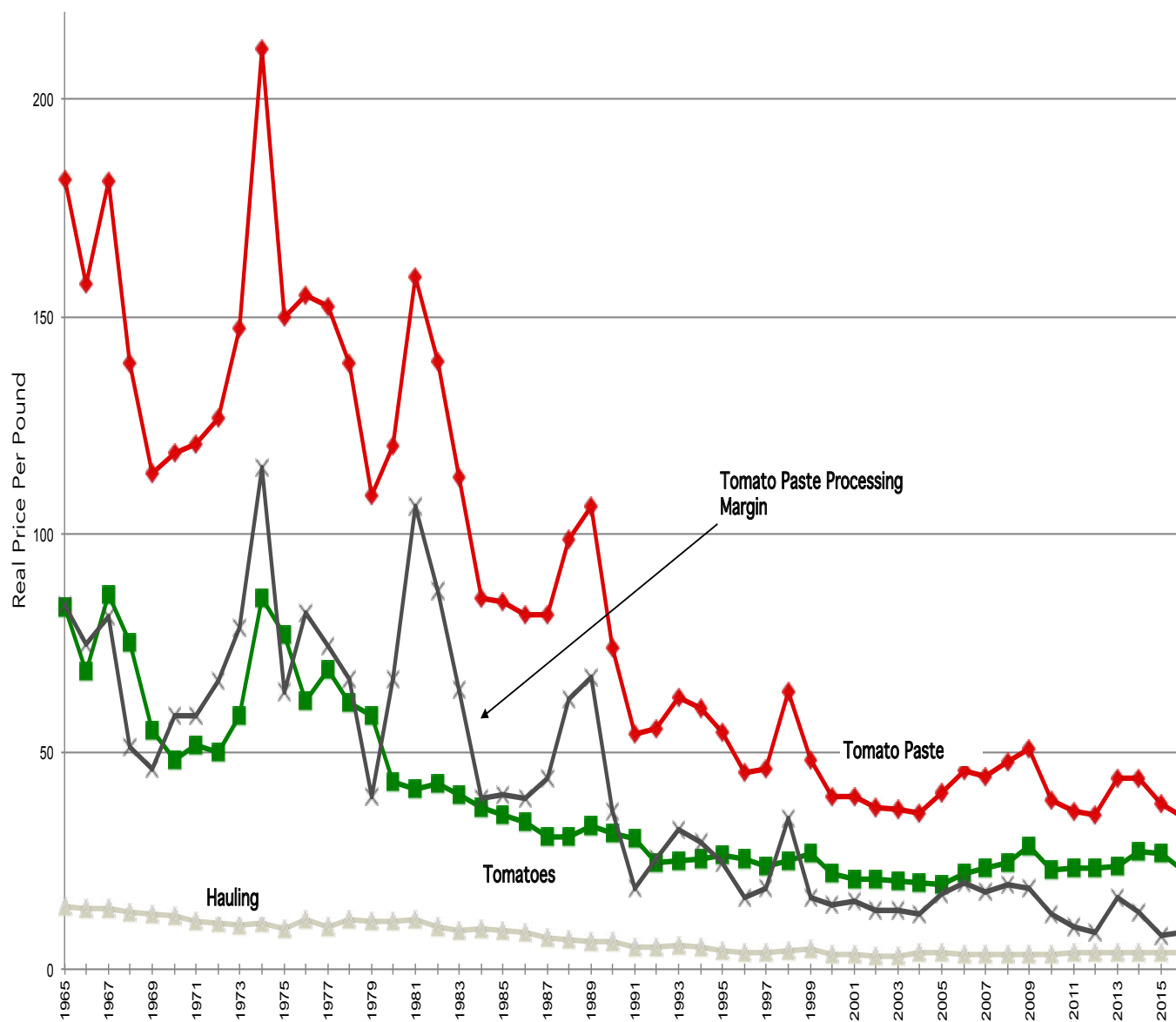
Tomato Paste Price, Costs, and Processor Margins (in 2016 Prices)

Year	Real Tomato Paste Price (cents/lb)	Real Tomato Price (cents/lb)	Real Hauling Price (cents/lb)	Real Tomato Paste Processing Margin (cents/lb)	Real Tomato Paste Processing Margin 7 yr trailing avg	Years from Low to Low	Grower Percent of Paste Price
1965	177.29	81.27	14.23	81.79			45.8%
1966	153.53	66.96	13.61	72.96			43.6%
1967	176.55	83.96	13.45	79.14			47.6%
1968	136.06	73.28	12.91	49.87			53.9%
1969	111.22	53.74	12.45	45.03		3	48.3%
1970	115.81	47.01	11.94	56.86			40.6%
1971	117.76	50.08	10.73	56.95	63.23		42.5%
1972	123.74	48.48	10.39	64.88	60.81		39.2%
1973	143.84	57.05	9.94	76.85	61.37		39.7%
1974	206.39	83.43	10.28	112.69	66.16		40.4%
1975	146.37	74.83	9.29	62.26	67.93	6	51.1%
1976	151.41	60.31	11.20	79.90	72.91		39.8%
1977	148.72	67.05	9.32	72.35	75.12		45.1%
1978	135.89	59.73	10.99	65.17	76.30		44.0%
1979	106.28	56.68	10.80	38.80	72.57	4	53.3%
1980	117.39	41.93	10.55	64.92	70.87		35.7%
1981	155.44	40.46	11.07	103.91	69.61		26.0%
1982	136.42	41.72	9.68	85.02	72.87		30.6%
1983	110.58	39.04	8.72	62.81	70.43		35.3%
1984	83.35	36.26	8.93	38.16	65.54	5	43.5%
1985	82.41	34.61	8.55	39.25	61.84		42.0%
1986	79.50	33.03	8.06	38.41	61.78		41.5%
1987	79.36	29.56	6.88	42.92	58.64		37.3%
1988	96.55	29.49	6.55	60.52	52.44		30.5%
1989	104.01	32.13	6.25	65.62	49.67		30.9%
1990	72.00	30.57	6.15	35.29	45.74		42.5%
1991	52.72	29.23	5.15	18.34	42.91	7	55.4%
1992	53.99	23.99	5.11	24.90	40.86		44.4%
1993	60.90	24.19	5.41	31.29	39.84		39.7%
1994	58.43	24.86	4.93	28.64	37.80		42.5%
1995	53.33	25.64	3.94	23.74	32.55		48.1%
1996	44.25	24.66	3.53	16.07	25.47	5	55.7%
1997	45.11	22.93	3.90	18.27	23.04		50.8%
1998	62.34	24.27	4.24	33.83	25.25		38.9%
1999	46.89	26.00	4.63	16.27	24.02		55.4%
2000	38.95	21.33	3.30	14.32	21.59		54.8%
2001	38.87	20.19	3.31	15.37	19.70		51.9%
2002	36.19	20.24	2.78	13.18	18.19		55.9%
2003	35.70	19.75	2.75	13.20	17.78		55.3%
2004	35.09	19.23	3.56	12.29	16.92	8	54.8%
2005	39.65	19.01	3.71	16.93	14.51		47.9%
2006	44.33	21.43	3.52	19.38	14.95		48.3%
2007	43.48	22.51	3.49	17.47	15.40		51.8%
2008	46.46	24.03	3.36	19.06	15.93		51.7%
2009	49.38	27.66	3.37	18.34	16.67		56.0%
2010	37.81	22.24	3.20	12.37	16.55		58.8%
2011	35.66	22.75	3.54	9.37	16.13		63.8%
2012	34.80	22.76	3.63	8.42	14.92	8	65.4%
2013	36.58	22.77	3.57	10.24	13.61		62.2%
2014	43.05	26.20	3.67	13.18	13.00		60.9%
2015	39.00	25.80	3.67	9.53	12.44		66.2%
2016	35.00	22.93	3.67	8.40	10.96		65.5%



Exhibit 8a

Real Prices to Processors, Growers, Truckers, and Tomato Paste (per pound of tomato paste equivalent)





Williams, California

Year Built: **1995**

Tomato Processing Capacity:

1350 Tons per Hour

31% Equivalent Tomato Paste

450,000 Pounds per Hour

Annual Potential Production of Paste

Approximately 800 million pounds

Los Banos, California

Year Built: **1990**

Tomato Processing Capacity:

666 Tons per Hour

31% Equivalent Tomato Paste

220,000 Pounds per Hour

Annual Potential Production of Paste

Approximately 440 million pounds

Santa Nella, California

Liberty Packing Company

Organic production all season long

Year Built: **1975, rebuilt 2002**

Tomato Processing Capacity:

1130 Tons per Hour (870 Paste/260 Diced)

31% Equivalent Tomato Paste

300,000 Pounds per Hour

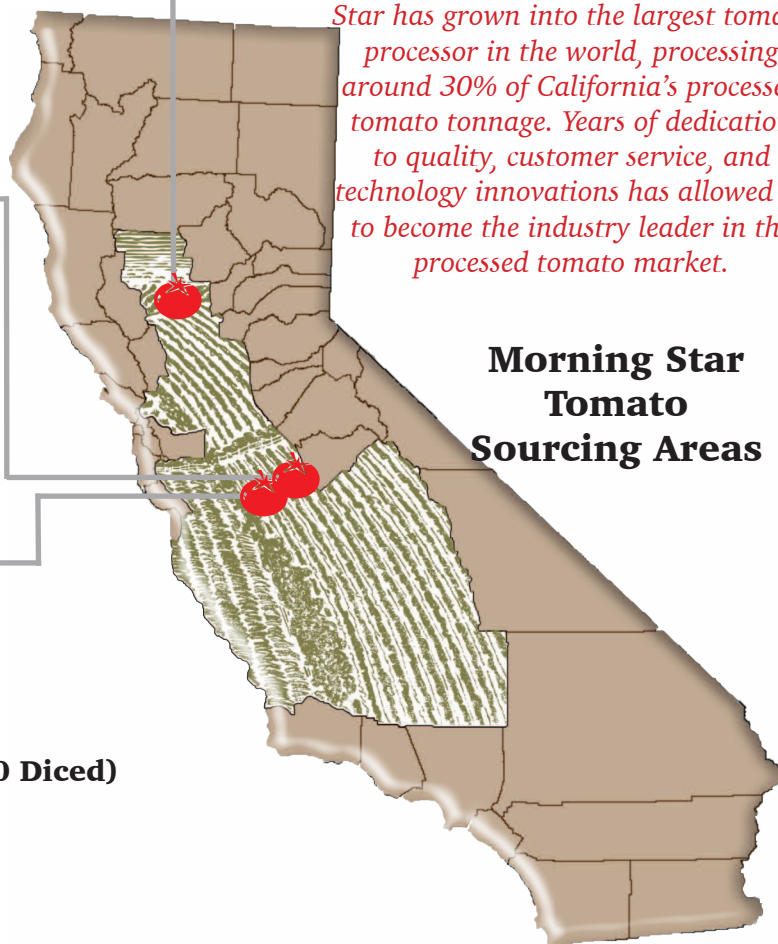
Annual Potential Production of Paste

Approximately 600 million pounds

Annual Potential Production of Diced

Approximately 500 million pounds

The Morning Star Company was founded in 1970 by Chris Rufer. At the time, Rufer was a truck driver, hauling tomatoes as a one truck owner-operator. Since 1970, Morning Star has grown into the largest tomato processor in the world, processing around 30% of California's processed tomato tonnage. Years of dedication to quality, customer service, and technology innovations has allowed us to become the industry leader in the processed tomato market.



Morning Star Tomato Sourcing Areas

Our Products

- Hot Break Tomato Paste (31% NTSS)
- Cold Break Tomato Paste (31% and 37% NTSS)
- Concentrated Crushed Tomatoes (26% and 28% NTSS)
- Diced Tomatoes (3/8" to 1" cut)
- Ground Tomatoes in Puree
- Fire Roasted Diced Tomatoes (1/2" to 3/4" cut)
- Custom Formulated Bulk Products

- Organic Hot Break Tomato Paste (31% NTSS)
- Organic Cold Break Tomato Paste (31% NTSS)
- Organic Diced Tomatoes (1/2" and 3/4" cut)
- Tomato Puree (1.07)
- Chili Sauce
- Ketchup
- Sun Dried Tomatoes

