



Statistics

*Morning Star Tomato Paste and
Processed Tomato Statistics*

Published May 1

2022





RRR 64

THE
MORNING STAR



RRR 64

PACKING COMPANY

RRR 64

RRR 64

Table of Contents

Exhibit 1	California Tomato Paste Processing Capacity Comparison of estimated hourly volumes of tomato paste by packer Date: 2022
Exhibit 1A	Annual Tomato Paste Processing Capacity (short tons/hour) Separates the information shown in Exhibit 1 by ownership structure Date Range: 1991 - 2022
Exhibit 2	Annual U.S. Processing Tomato Production History Short tons of processing tomatoes produced in the U.S. Date Range: 1918 - 2022
Exhibit 3	Paste as a Percent of Total California Processing Tomato Crop Volume of bulk tomato paste produced as a percent of CA pack Date Range: 1972 - 2021
Exhibit 4	U.S. Tomato Paste Consumption Pounds of tomato paste consumed in the U.S. Date Range: 1965 - 2021
Exhibit 5	U.S. Tomato Paste Imports and Exports Pounds of paste in 31% NTSS equivalents imported and exported Date Range: 1965 - 2021
Exhibit 6	Industry Average Tomato Paste Production Cost Percent of costs spent on different parts of tomato paste production Date: 2021
Exhibit 7	Annual Historical Price of Tomato Paste Real and Nominal price per pound of 31% NTSS tomato paste Date Range: 1965 - 2021
Exhibit 7A	Monthly Historical Price of Tomato Paste Real and Nominal price per pound of 31% NTSS tomato paste Date Range: 1965 - 2021
Exhibit 8	Tomato Paste Price, Costs, and Processor Margins Inflation-adjusted prices for paste, tomatoes, hauling, and processing margins Date Range: 1965 - 2021
Exhibit 8A	Graph of Tomato Paste Price, Costs, and Processor Margins Graph of Exhibit 8 Date Range: 1965 - 2021

Exhibit 1



2022 California Tomato Paste Processing Capacity

California as a whole produces around 96% of the total U.S. processed tomatoes
and represents 1/3rd of the global market.

Processor	Facility Location	Year Built	Tomato Capacity for Tomato Paste (Tons/Hour)	Equivalent Tomato Paste (Pounds/Hour)
Marketers				
Morning Star Packing Company	Williams	1995	1,353	443,565
Liberty Packing Company	Santa Nella	1975/02	919	301,176
Morning Star Packing Company	Los Banos	1990	665	217,932
Los Gatos Tomato Products*	Huron	1991	530	173,861
J.G. Boswell Tomato Company*	Bakersfield	2000	410	134,347
Ingomar Packing Company*	Los Banos	2000	410	134,546
Ingomar Packing Company*	Los Banos	1983	370	121,369
J.G. Boswell Tomato Company*	Corcoran	2008	325	106,716
Toma-Tek	Firebaugh	1989	323	106,006
Pacific Coast Producers*	Woodland	1943/02	295	96,607
Sub-Total	10		5,600	1,836,125
Remanufacturers				
Campbell Soup	Dixon	1975	303	99,303
Hunt Foods	Oakdale	<1970	205	67,221
Campbell Soup	Stockton	1967	200	65,721
Del Monte	Hanford	1976	87	28,518
Sub-Total	4		795	260,763
Total	14		6,395	2,096,888

*Grower-owned and controlled processor

Definitions:

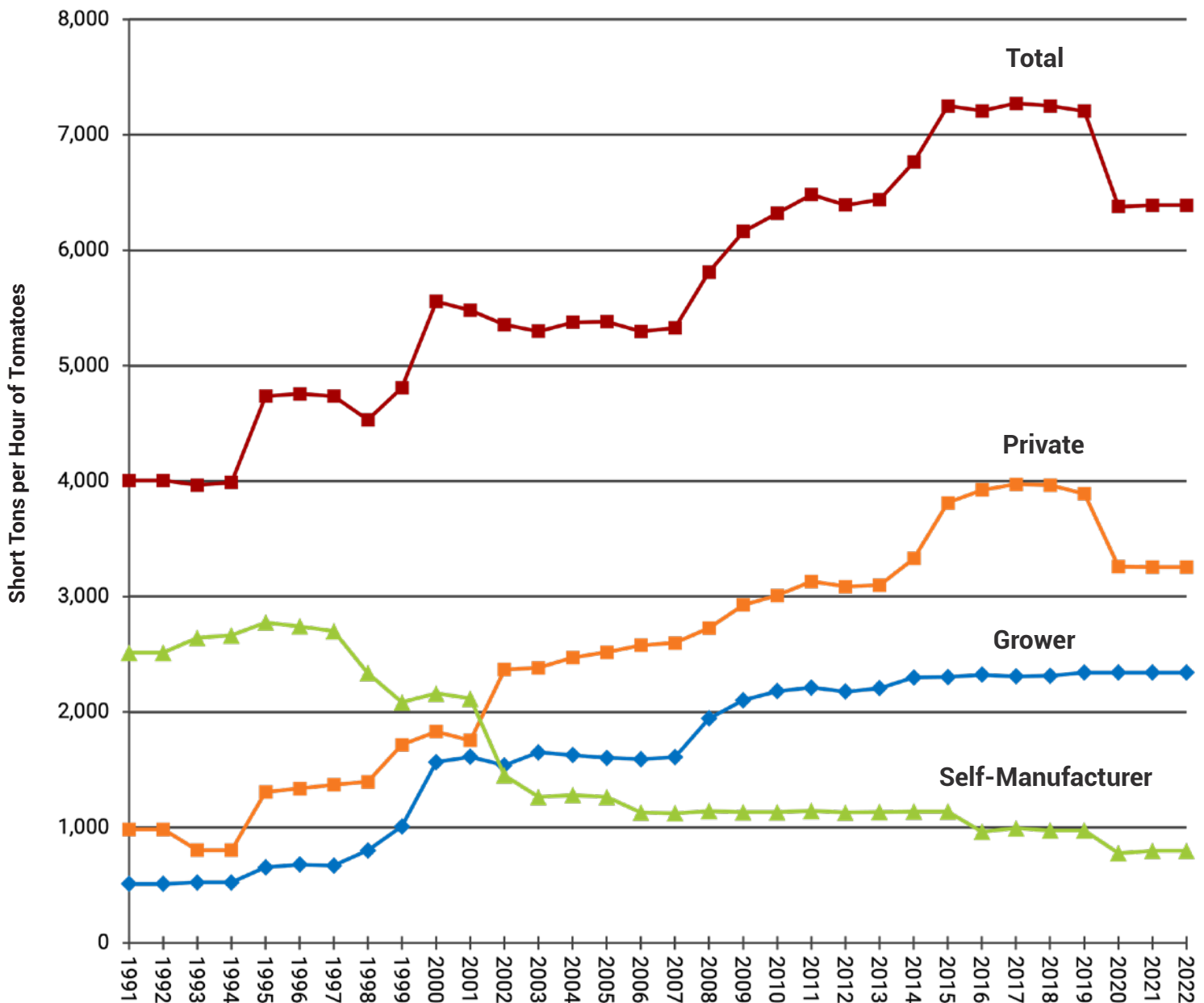
Marketers: Plants making paste for the main purpose of selling it to another party

Remanufacturers: Plants making paste for use internally



Annual Tomato Paste Processing Capacity

(Short Tons/Hour)



Definitions:

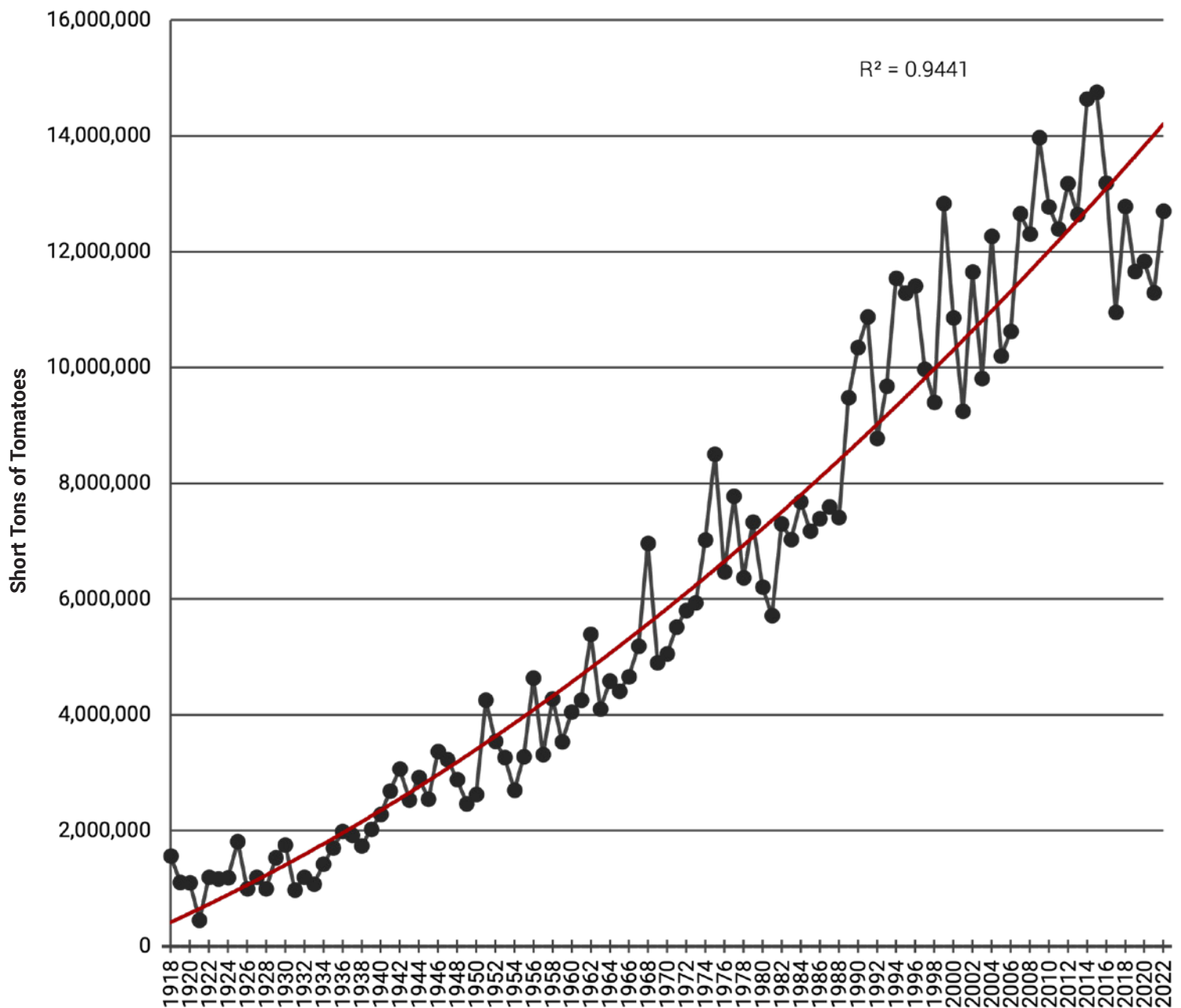
Self-Manufacturers: Companies that make paste predominantly for internal uses

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

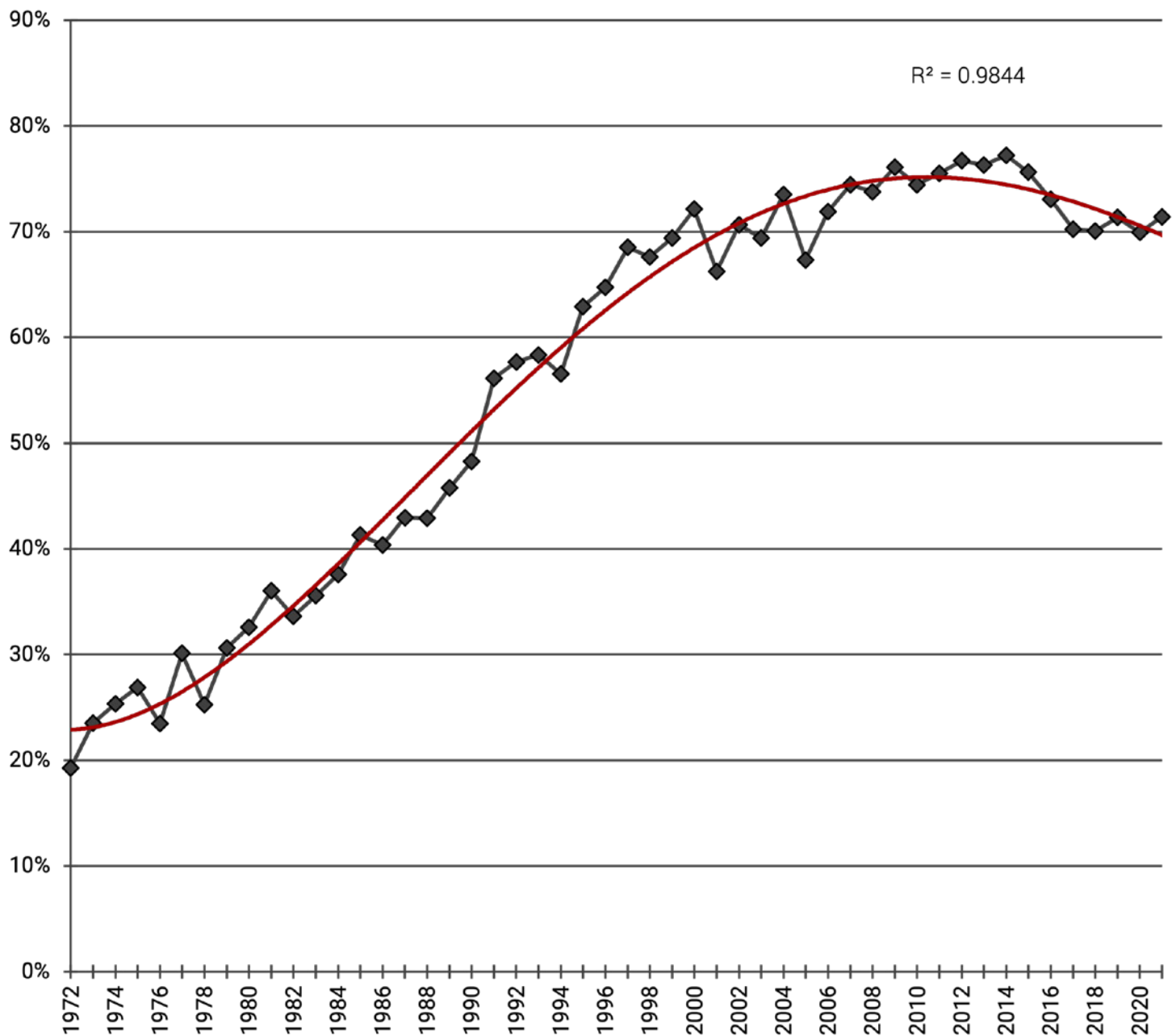
Grower: Grower-owned companies that sell paste on the open market

Annual U.S. Processing Tomato Production History

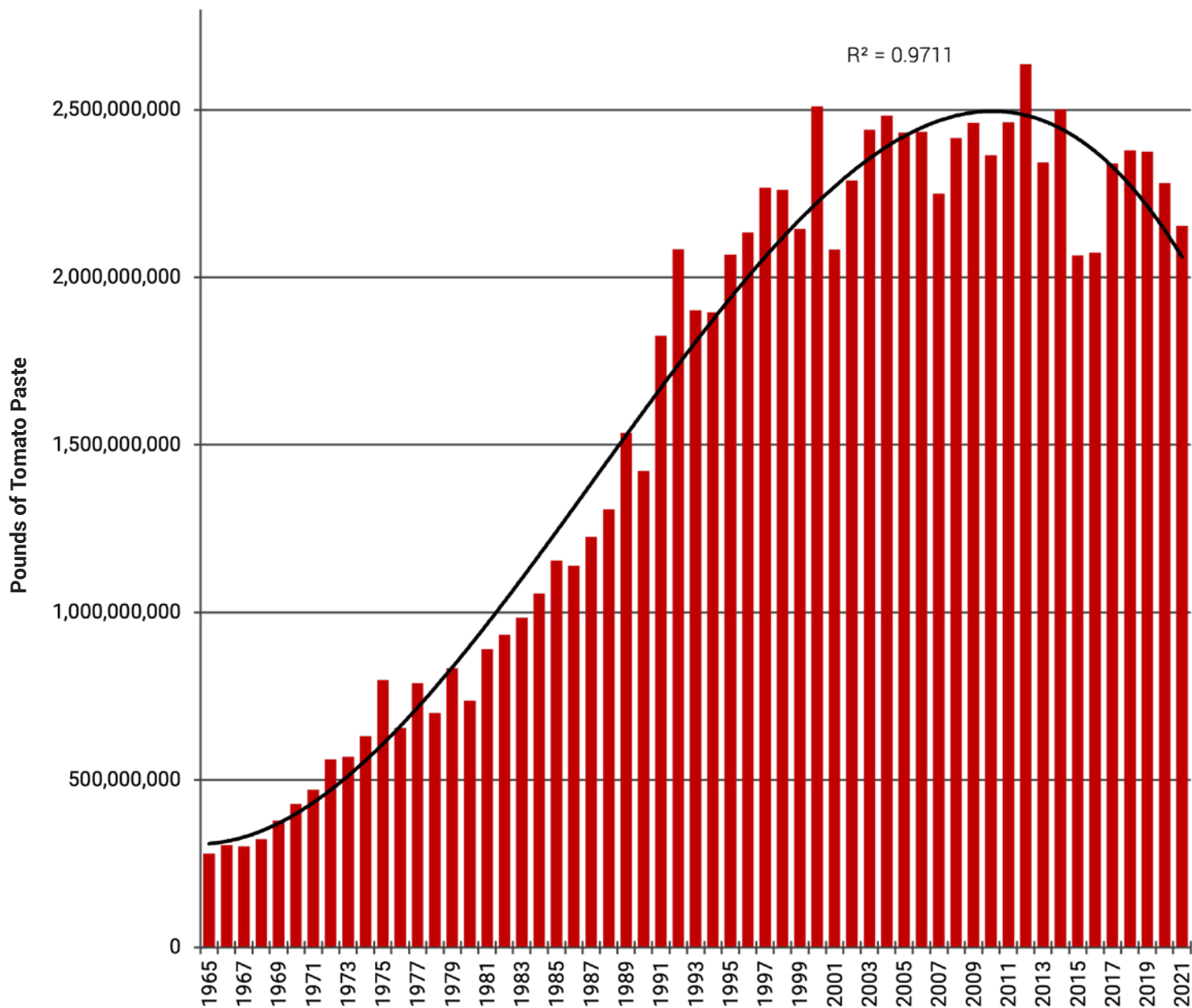
(Crop Projection for 2022)



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

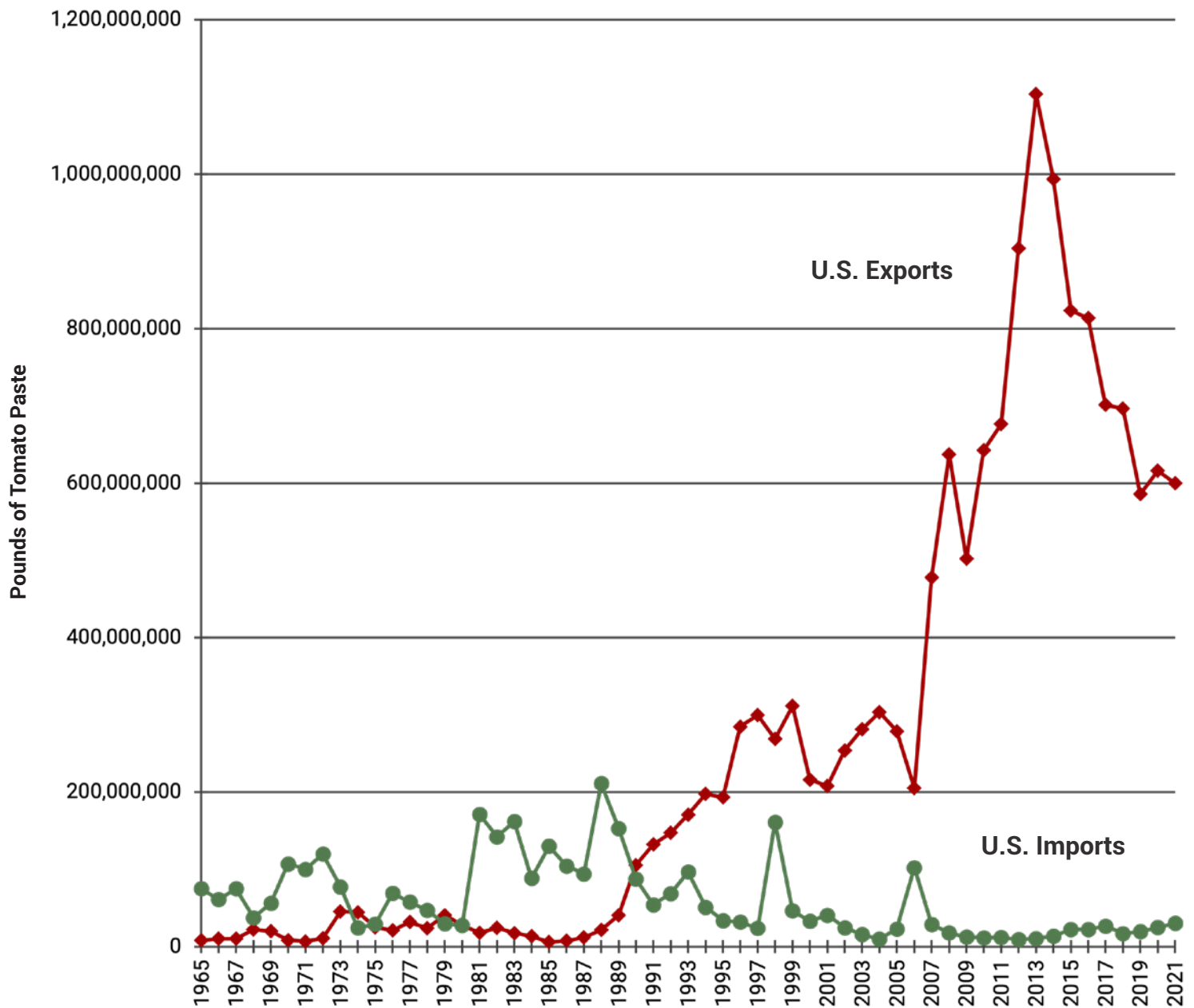


U.S. Tomato Paste Consumption



U.S. Tomato Paste Imports and Exports

(Pounds 31% NTSS)



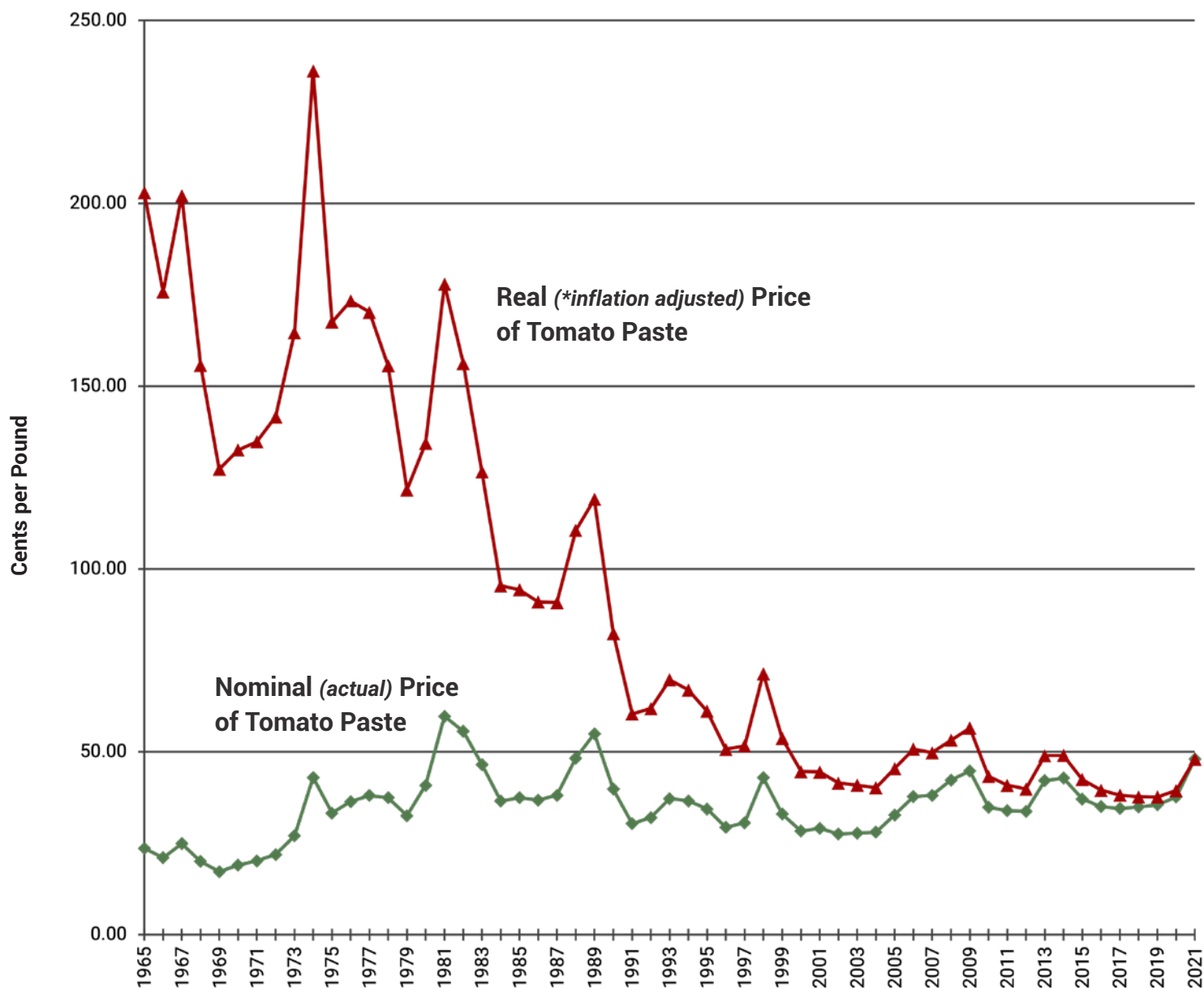


2021 Estimated Industry Average Tomato Paste Production Cost

Fixed Expenses	Percent of Cost
Facility Capital Expenses (Depreciation & ROA)	7.1%
Insurance & Taxes	0.6%
Operating Overhead (Administration and R&M)	8.7%
Variable Expenses	Percent of Cost
Tomatoes with Fees	50.1%
Trucking	6.1%
Seasonal Labor	3.7%
Boiler Energy	6.2%
Electricity	1.1%
Sewage	0.3%
Supplies & Miscellaneous	0.9%
Containers	9.3%
Operating Interest	3.9%
Selling Costs	2.1%
Total Expenses	100.0%

Annual Historical Price of Tomato Paste

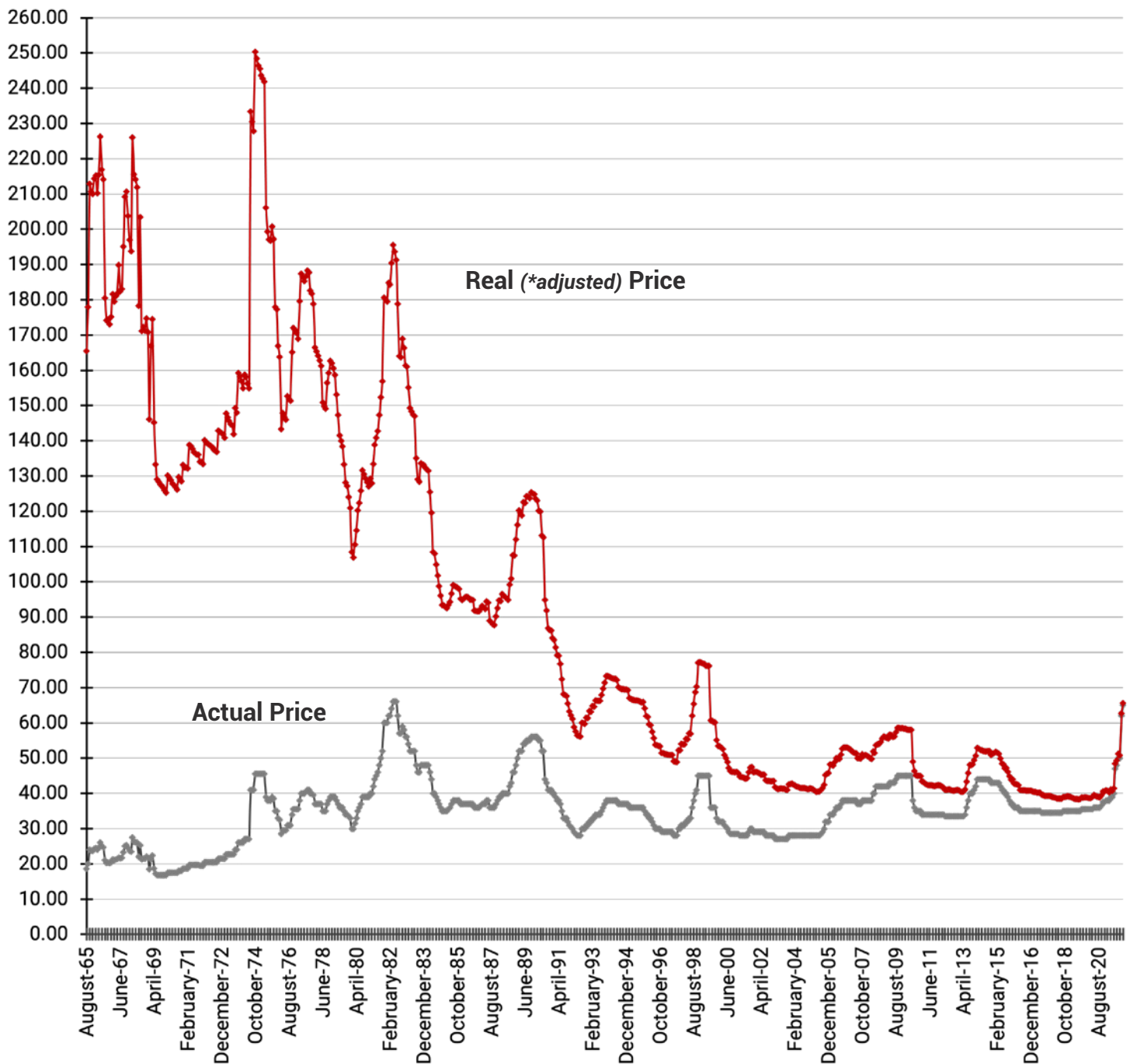
(Cents Per Pound of 31% NTSS)



*Inflation adjusted to March 2021 CPI levels

Monthly Actual and Real Time Prices

(Cents Per Pound of 31% NTSS)



*Adjusted to March 2021 CPI levels

Exhibit 8



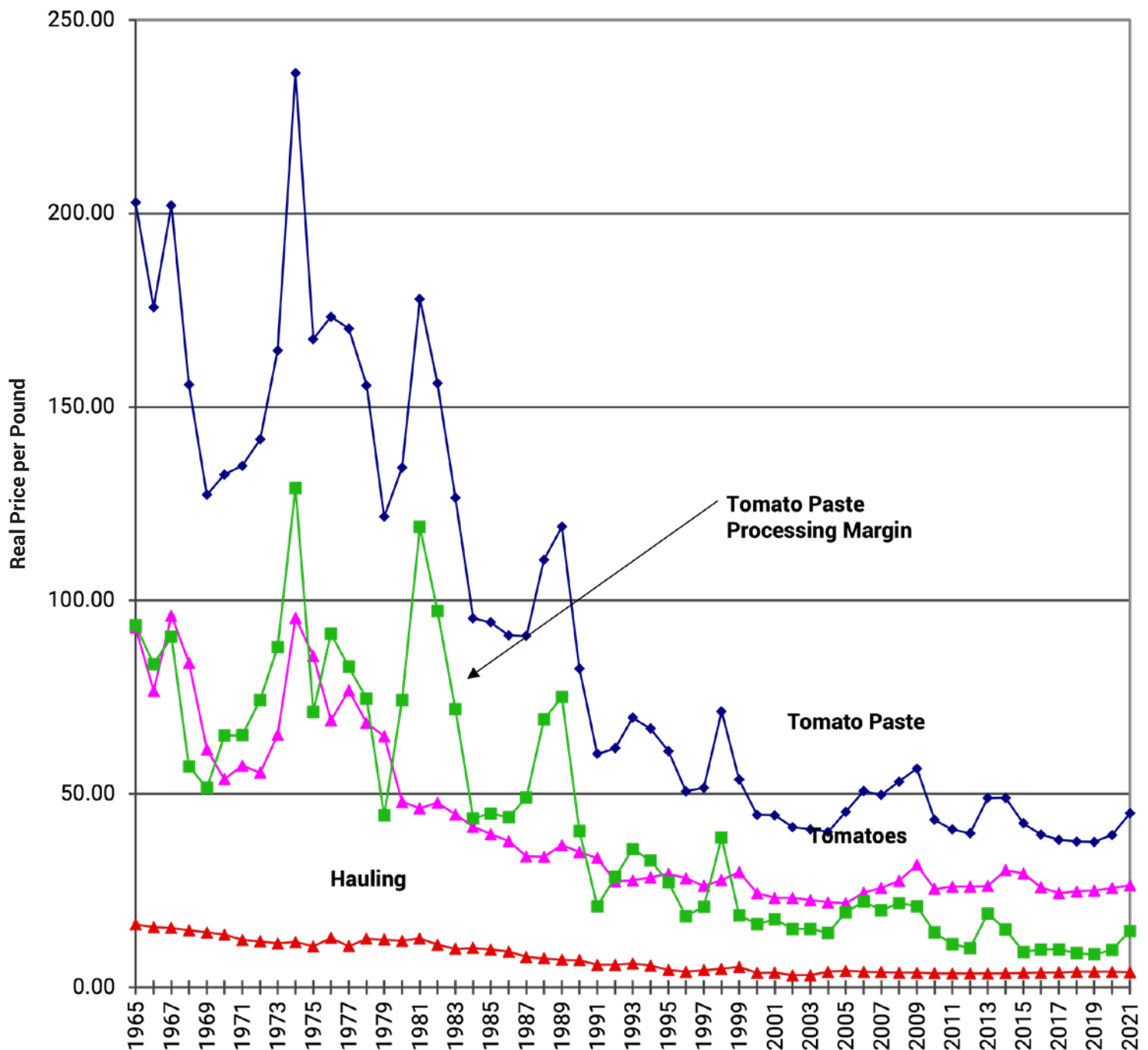
Tomato Paste Price, Costs, and Processor Margins

(in 2021 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	202.92	93.02	16.29	93.62			45.8%
1966	175.73	76.64	15.58	83.51			43.6%
1967	202.08	96.10	15.40	90.59			47.6%
1968	155.74	83.88	14.77	57.08			53.9%
1969	127.31	61.51	14.25	51.55		3	48.3%
1970	132.55	53.80	13.66	65.08			40.6%
1971	134.79	57.32	12.28	65.19	72.37		42.5%
1972	141.64	55.49	11.89	74.26	69.61		39.2%
1973	164.64	65.30	11.38	87.96	70.24		39.7%
1974	236.24	95.49	11.77	128.98	75.73		40.4%
1975	167.53	85.65	10.63	71.26	77.75	6	51.1%
1976	173.30	69.03	12.82	91.46	83.46		39.8%
1977	170.23	76.75	10.67	82.81	85.99		45.1%
1978	155.54	68.37	12.58	74.59	87.33		44.0%
1979	121.65	64.88	12.36	44.41	83.07	4	53.3%
1980	134.37	47.99	12.07	74.31	81.12		35.7%
1981	177.92	46.31	12.67	118.94	79.68		26.0%
1982	156.15	47.76	11.08	97.31	83.40		30.6%
1983	126.57	44.69	9.99	71.90	80.61		35.3%
1984	95.40	41.50	10.22	43.68	75.02	5	43.5%
1985	94.33	39.61	9.79	44.93	70.78		42.0%
1986	90.99	37.81	9.22	43.96	70.72		41.5%
1987	90.83	33.84	7.88	49.12	67.12		37.3%
1988	110.52	33.75	7.49	69.27	60.02		30.5%
1989	119.05	36.78	7.16	75.11	56.85		30.9%
1990	82.41	34.99	7.04	40.39	52.35		42.5%
1991	60.34	33.45	5.90	20.99	49.11	7	55.4%
1992	61.80	27.46	5.85	28.50	46.76		44.4%
1993	69.70	27.69	6.19	35.82	45.60		39.7%
1994	66.88	28.45	5.65	32.79	43.27		42.5%
1995	61.04	29.35	4.51	27.17	37.25		48.1%
1996	50.65	28.22	4.04	18.39	29.15	5	55.7%
1997	51.63	26.25	4.46	20.92	26.37		50.8%
1998	71.35	27.77	4.85	38.72	28.90		38.9%
1999	53.67	29.76	5.30	18.62	27.49		55.4%
2000	44.58	24.41	3.78	16.39	24.71		54.8%
2001	44.49	23.11	3.79	17.60	22.54		51.9%
2002	41.42	23.16	3.18	15.08	20.82		55.9%
2003	40.87	22.60	3.15	15.11	20.35		55.3%
2004	40.16	22.01	4.08	14.07	19.37	8	54.8%
2005	45.38	21.76	4.24	19.38	16.61		47.9%
2006	50.74	24.53	4.03	22.18	17.12		48.3%
2007	49.77	25.77	4.00	20.00	17.63		51.8%
2008	53.17	27.51	3.85	21.82	18.24		51.7%
2009	56.52	31.66	3.86	21.00	19.08		56.0%
2010	43.28	25.45	3.67	14.16	18.94		58.8%
2011	40.81	26.04	3.61	11.17	18.53		63.8%
2012	39.83	26.05	3.61	10.17	17.21	8	65.4%
2013	48.95	26.24	3.63	19.08	16.77		53.6%
2014	49.02	30.30	3.67	15.05	16.06		61.8%
2015	42.39	29.50	3.77	9.12	14.25		69.6%
2016	39.52	25.89	3.80	9.83	12.65		65.5%
2017	38.14	24.40	3.89	9.85	12.04		64.0%
2018	37.68	24.81	4.02	8.85	11.71		65.8%
2019	37.63	25.05	4.03	8.54	11.47		66.6%
2020	39.40	25.67	4.05	9.68	10.13	8	65.2%
2021	45.00	26.44	3.97	14.58	10.06		58.8%
Average value for the years 2017 - 2021 vs. 1965 - 1969:		23%	31%	26%	14%		

Real Prices to Processors, Growers, Truckers, and Tomato Paste

(Per Pound of Tomato Paste Equivalent)





2022 Processing Capacities by Factory and Sourcing Regions

In 1970 Chris Rufer began Morning Star as a one-truck owner-operator, hauling tomatoes from fields to canneries. 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 technological innovations have allowed us to become the industry leader in the processed tomato market.

Williams, California

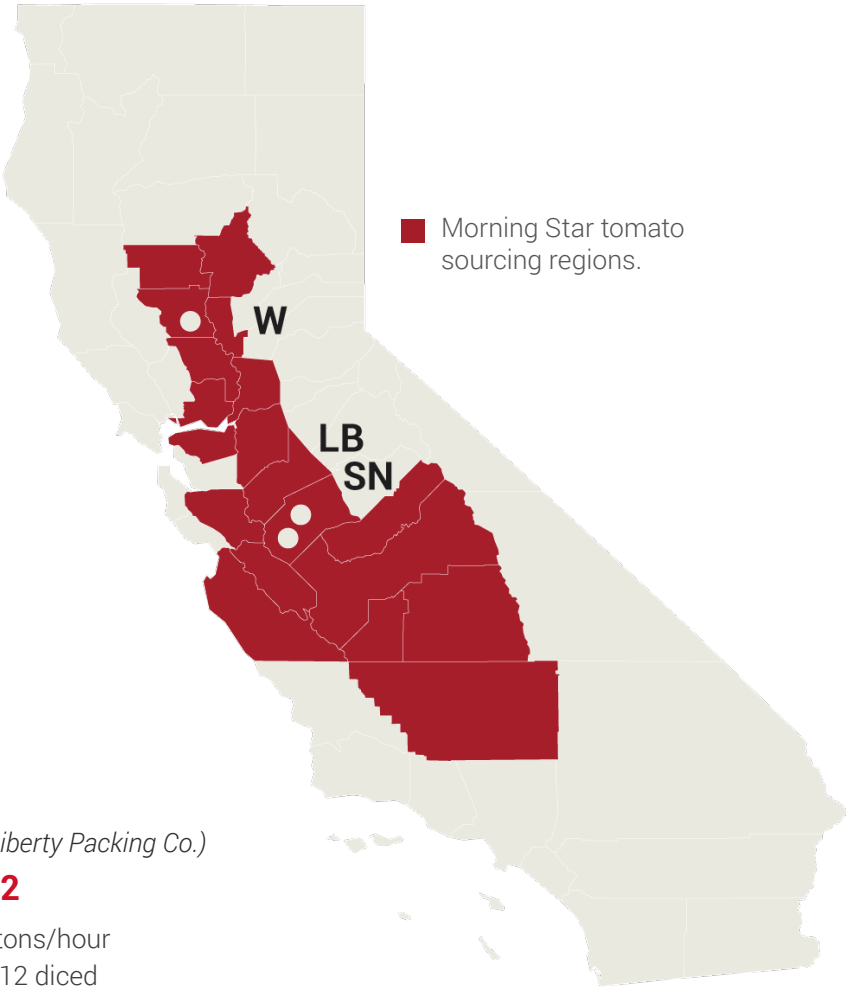
Built in **1995**
Processing capacity: **1,353** tons/hour
31% Equivalent tomato paste
443,565 Pounds/hour
Annual potential production of paste approximately **800 mil** pounds

Los Banos, California

Built in **1990**
Processing capacity: **665** tons/hour
31% Equivalent tomato paste
217,932 Pounds/hour
Annual potential production of paste approximately **450 mil** pounds

Santa Nella, California (Liberty Packing Co.)

Purchased and rebuilt in **2002**
Processing capacity: **1,251** tons/hour
Conventional: 719 paste | 112 diced
Organic: 200 paste | 120 diced
31% Equivalent tomato paste
301,176 Pounds/hour
Annual potential production of paste approximately **660 mil** pounds
Annual potential production of diced approximately **540 mil** pounds





PASTE

Products you can rely on.

In addition to traditional ingredient products, we also offer additional organic products, green tomato products, crushed tomatillos, chili sauce and purees, custom formulated tomato products, tomato serum, high-fiber tomato pulp, tomato pomace, foodservice and retail pouched and canned tomatoes, and several additional R&D products.

Products

Hot Break Paste (26% - 31% NTSS)

Cold Break Paste (29% - 37% NTSS)

Concentrated Crushed (26% - 31% NTSS)

Ground in Puree

Puree (1.07)

Diced (3/8" to 1" cut)

Random Kitchen Cut in Puree

Fire Roasted Diced (1/2" or 3/4" cut)

Sun-Dried Tomatoes

Organic Products

Organic Hot Break Paste (31% NTSS)

Organic Cold Break Paste (31% NTSS)

Organic Concentrated Crushed (26% - 28% NTSS)

Organic Diced (1/2" and 3/4" cut)



300-gallon aseptic
bag-in-box



55-gallon aseptic fiber,
plastic, and steel drum



30lb bag-in-box (sun-dried)
25lb bag-in-box (sun-dried)

Dedicated organic line for all season processing.

Morning Star offers a fully dedicated organic processing line at our Liberty Packing facility. By dedicating an entire processing line to organics, with a paste and diced production capacity of 320 tons/hour, we can consistently deliver high quality organic tomato products all season long. This consistency comes from sourcing our organic tomatoes throughout the season, instead of at the beginning when they may not be at peak quality.

Ask your sales colleague about our extensive line of innovative value-added products.



PASTE



GROUND IN PUREE



CONC. CRUSHED



PUREE



DICED IN JUICE



FIRE ROASTED SALSA



GREEN DICED



GREEN CRUSHED



FIRE ROASTED
GREEN CRUSHED



DARK FIRE
ROASTED CRUSHED



DICED IN JUICE
WITH CONCENTRATED
TOMATO



FIRE ROASTED DICED
WITH CONCENTRATED
TOMATO



+1 209.826.8000 | www.morningstarco.com

Follow Us