

REPORT

90TH YEAR NO. 40

WHAT'S INSIDE:

Companies seeing benefits from sustainability programs [page 2](#)

Coffee growing at-home and away-from-home [page 3](#)

Consumers plan on eating more healthy snacks [page 5](#)

Markets begins [page 13](#)

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BERNSTEIN ANALYST BELIEVES KROGER CO. CONSIDERING MERGER WITH AHOLD DELHAIZE

Bernstein supermarket analyst Bruno Monteyne claimed Kroger Co. and Ahold Delhaize may be considering a merger after Ahold allegedly hired advisers to look into a possible bid for Kroger, reported *Cincinnati Business Courier* (Oct. 3). Any deal would have to be structured as a merger of equals, with the companies selling 258 stores because of antitrust issues, according to Monteyne.

However, it has not been long since the Ahold-Delhaize merger, and the company had noted its biggest priority is completing its merger of operations. A deal with Kroger would be more likely in two to three years, according to Monteyne.

LOWER PRICES AT WHOLE FOODS DROVE INITIAL TRAFFIC BUMP AFTER ACQUISITION

Whole Foods Market's overall prices were reduced by an average of 1.2% after the chain was acquired by **AMAZON**, according to an analysis of prices at a Princeton, NJ, store by research firm **GORDON HASKETT**, reported *The Washington Post* (Oct. 2). The changes resulted in a significant short-term traffic bump that settled to a modest increase over the following weeks, according to **THASOS GROUP**.

Foot traffic at Whole Foods locations was up 17% year-over-year during the week of Aug. 28, when Amazon first made the price cuts. That number fell to 4% the week ending Sept. 16, but remained elevated compared to the three weeks immediately preceding Aug. 28.

Twenty-four percent of the customers gained by Whole Foods were regular **WALMART** shoppers. However, because Walmart has a large customer base and many shoppers who already frequent other stores, its defection rate to Whole Foods was only 0.6% during the first week and 0.4% during the third week.

See **WHOLE FOODS** on page 5

Sources of Whole Foods' New Customers

(Source: Thasos Group)

Chain	% of New Customers
Walmart	24%
Kroger Co.	16%
Costco	15%

Largest Defection of Customers to Whole Foods

(Source: Thasos Group)

Chain	% Customers Defected
Trader Joe's	10%
Sprouts	8%
Target	3%

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Check out this upcoming auction sale:

Fluid Milk Facility Equipment

<http://bit.ly/SSDHDC>
Thursday, October 26

COMPANIES REAP BENEFITS FROM SUSTAINABILITY PROGRAMS

Sixty-one percent of food and beverage company executives believe customers would choose one product over another if it mentions corporate social responsibility practices on the packaging, according to **GREEN HASSON JANKS'** 2017 *Green Hasson Janks Food and Beverage Survey*. In total, 77% of respondents had changed or added products based on consumer concerns.

Sustainable sourcing, waste reduction, food production, the use of eco-friendly or biodegradable packaging and recycling programs were the top five social responsibility programs that impact revenue. The survey focused mainly on mid-market and smaller food and beverage companies, with 88% of respondents' companies reporting gross revenues under \$100 million. Eighty-three percent of respondents reported revenue growth in the past year.

The evidence on whether social responsibility policy directly impacts revenue is mostly anecdotal, but "it makes sense that companies that embrace social responsibility will do well in the marketplace, even if their appeal shifts to socially conscious consumers, a growing segment," according to Green Hasson Janks partner Donald Snyder.

As the social responsibility movement continues to grow, it will present a threat to any companies that don't champion sustainability initiatives, according to Snyder. The prevalence of websites, blogs and other social media sources makes corporate practices more transparent, and consumers can easily find information about a brand's social responsibility and sustainability.

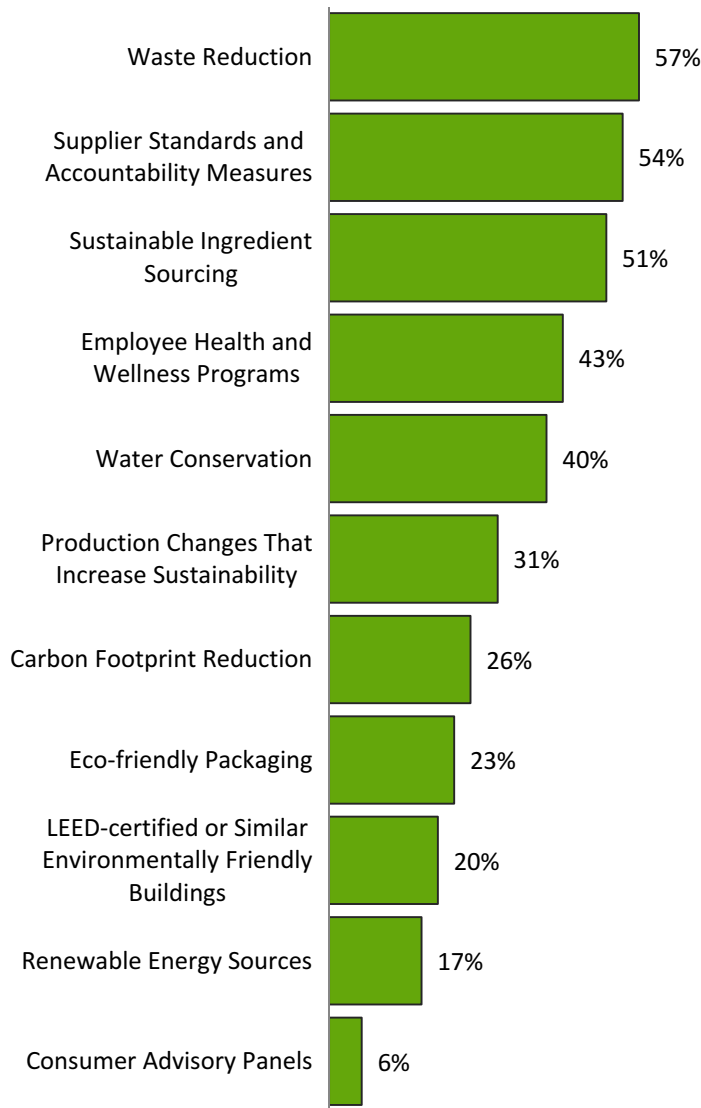
"Customers will likely stop buying their products — especially in California — where awareness is high and consumers take action to support their values," Snyder said. "If they stop buying, revenues will drop, and companies that do not make a commitment to social responsibility will start to go out of business."

Even if social responsibility measures don't directly affect revenue, 44% of respondents to the poll reported that they use their social responsibility policies in marketing. Sustainability efforts can allow for a higher price and greater buyer confidence in a transaction, according to Green Hasson Janks growth strategy and value planning managing director David Horwich.

Sixty-two percent of respondents noted that sustainability programs had a positive effect on their marketing efforts,

Companies Using Sustainability Strategies

(Source: Green Hasson Janks)



while 59% saw improvement in customer preference, 47% in customer loyalty and 38% in employee loyalty.

"If given two alternatives where one engages in sustainable practices, the buyer may 'better view' the acquisition or merger target that engages in sustainable practices," Horwich said.

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RETAIL, AWAY-FROM-HOME COFFEE BOTH SEEING GROWTH

Coffee buying across the fast-moving consumer goods market has reached almost \$1 billion, with the largest increase coming between 2014 and 2015, according to **NIelsen**. Sales at coffee houses are on the rise as well at \$23.4 billion in 2017, up 41% from 2011, according to **MINTEL**.

Dry coffee sales declined slightly in 2017 from 2016, down 0.8%, but liquid coffee sales are still on the rise, according to Nielsen. While the more than 15% growth seen in 2015 and 2016 has been tempered somewhat, the category is still putting in a strong performance with 8.8% dollar sales growth. Among the fastest-growing categories in liquid coffee is pumpkin-flavored products, with sales up 596% to \$13.3 million in 2017.

The ready-to-drink coffee segment is expected to grow 67% by 2022, according to Mintel. The segment accounts for 20% of the total \$13.6 billion coffee market, and consumers are expected to be particularly interested in on-the-go and premium options.

Growth in the single-cup market is slowing, and 17% of consumers believe the pods are bad for the environment and 34% find them to be expensive. The single-cup market grew just 3.7% in 2017, down from 5.6% growth the previous year. However, the segment is still worth \$4.5 billion in total.

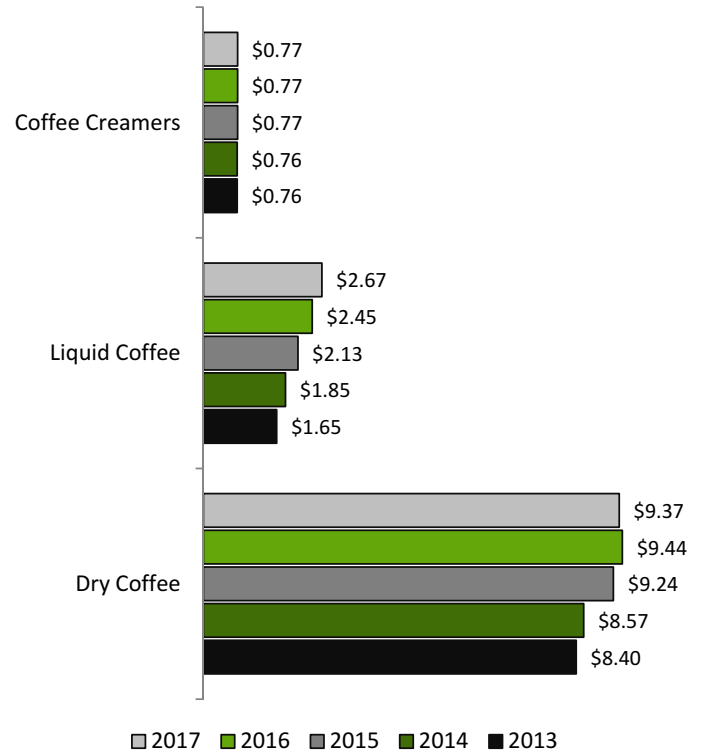
Both forms of coffee are currently being beat by liquid tea in terms of growth, which grew from a \$404 million market in mid-2013 to nearly \$708 million in 2017, according to Nielsen. The refrigerated liquid tea category is performing well, with sales up 5% in 2017 to nearly \$1.2 billion.

Coffee house sales are expected to continue growing, reaching \$28.7 billion by 2021, according to Mintel. However, the number of new coffee shops opening in the country is expected to slow, with only 2.2% growth expected for 2017.

Cold brew coffee remains one of the most popular styles, with sales up 460% in 2017 from 2015, reaching \$38.1 million. While cold brew at retail is on the rise, only 7% of consumers say they've made cold brew at home, and 11% agree that making cold brew takes too long. At the same time, 12% of consumers are interested in roasts specially made for cold brewing coffee at home, and 10% are interested in ready-to-drink cold brew.

Packaged Coffee Product Sales, 2013-2017

(Source: Nielsen)



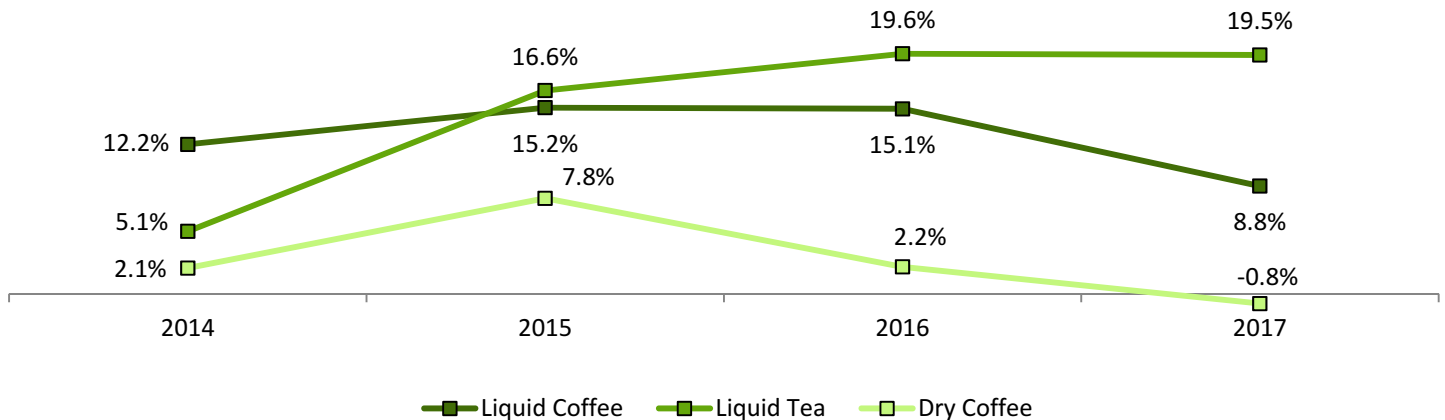
All numbers in billions

Another 13% of consumers would be interested in alcoholic cold brew coffee.

“Despite the fact that cold brew has revolutionized coffee house menus and garnered increased media attention due to its popularity, the average consumer is not highly engaged with iced coffee or cold brew,” Mintel beverage analyst Megan Hambleton said. “This is likely due to consumers preferring to buy cold brew coffee at coffee houses and other foodservice retailers, as well as reserving cold brew coffee for the occasional treat rather than incorporating it into their daily routines.”

Liquid Coffee, Liquid Tea and Dry Coffee Dollar Sales Growth

(Source: Nielsen)



CONSUMERS PLANNING TO EAT MORE HEALTHY SNACKS

Forty percent of consumers are eating healthier snacks than they were two years ago, according to a study by **TECHNOMIC** and **J.M. SMUCKER**. Another 28% of consumers believe their snacking habits will get even healthier in the next year. Younger consumers and women are more likely to reach for healthy snacks than other demographics.

Two-fifths of consumers look for features like unprocessed and natural or additive-free when selecting a snack. Sixty-three percent of consumers purchase fruit and fruit-based snacks at least occasionally, while 57% buy yogurt, 56% buy plant-based protein snacks and nuts and 53% buy juice.

Healthfulness was chosen as an important or extremely important trait in a snack by 51% of consumers overall. Forty-nine percent of consumers found a snack being nutritious to be among its most important traits, with that number growing to 55% among those age 18-34.

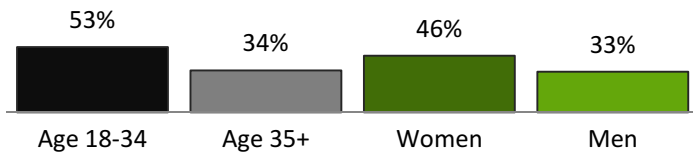
Seventy-three percent of consumers are likely or very likely to consider having a healthy snack in the afternoon, and 69% of consumers do so in the morning. Late night was the least common time for a healthy snack, but 54% of consumers were still likely to consider having one then. Fifty-seven percent of consumers would eat a healthy snack in place of a meal.

Fruit and fruit-based items were the most common snack, as 63% of consumers purchased them at least once every 90 days. Yogurt was the second-most common, purchased by 57% of respondents, while 56% of respondents bought plant-based protein snacks such as peanut butter.

Women find all healthful snacks more appealing than men except for juice, which 56% of men find appealing compared to 50% of women. Generation X was the biggest fan of granola, and 60% of the generation finds granola and granola bars enticing. Preferences varied by region as well. Southerners had the largest preference for fruit, while 61% of Westerners prefer yogurt.

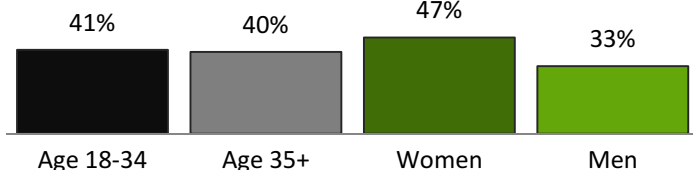
Snacking Between Meals is a Healthy Part of a Diet

(Source: Technomic, J.M. Smucker)



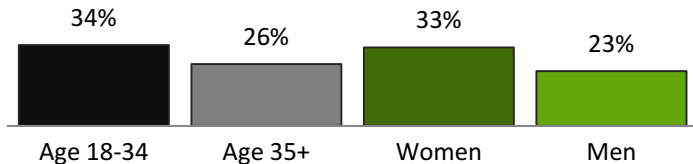
I am Snacking on Healthier Foods More Now Than Two Years Ago

(Source: Technomic, J.M. Smucker)



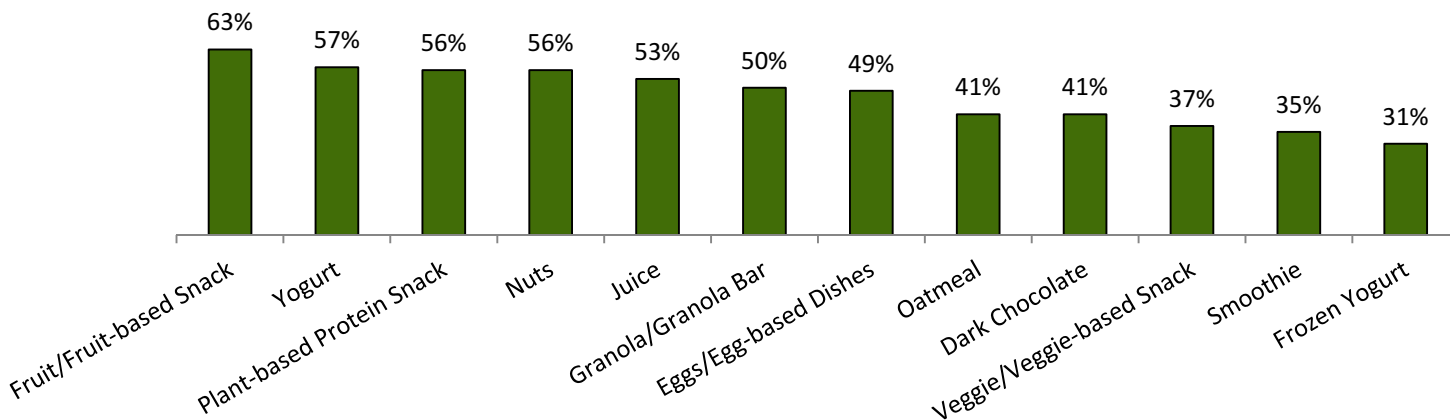
In the Next 12 Months, I Think My Snacking Habits Will Change by Consuming Healthier Foods and Beverages

(Source: Technomic, J.M. Smucker)



What Better-For-You Snacks Do You Purchase at Least Occasionally?

(Source: Technomic, J.M. Smucker)



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WHOLE FOODS PRODUCT SALES TAKE OFF ON AMAZON.COM

Amazon sold approximately \$1.6 million in Whole Foods Market's private label products during the first month its sold them on its website, according to **ONE CLICK RETAIL**, reported *The Wall Street Journal* (Sept. 29).

Amazon sold \$500,000 worth of Whole Foods products during the first week it offered them. Weekly sales fell to approximately \$300,000 during the next two weeks after some products ran low, but they recovered in time for the fourth week.

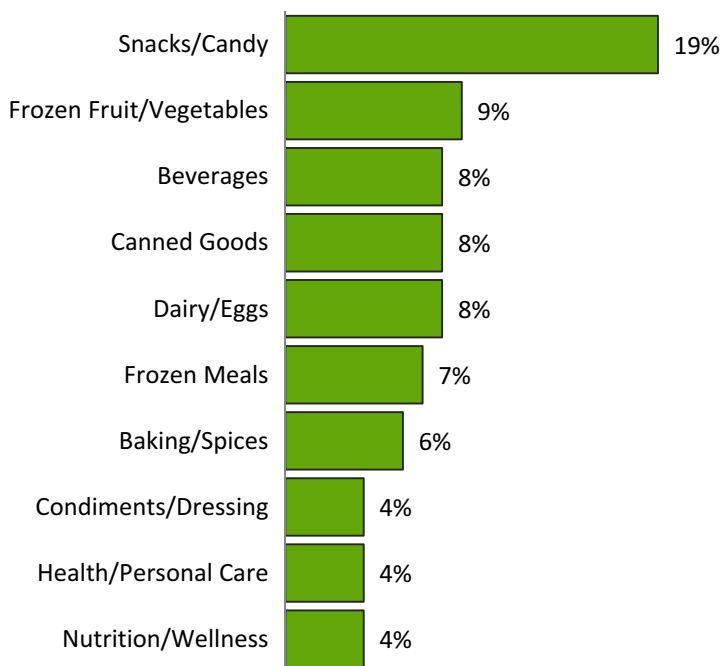
Sales could grow even larger as more products are added to the site. "When they blow it out, it'll be a much bigger number," **PENTALLECT INC.** partner Bob Goldin said.

Snacks and candy was by far the biggest category during the studied period, accounting for 19% of Whole Foods' sales on Amazon. Frozen fruits and vegetables accounted for 9% of sales, while beverages, canned goods and dairy and eggs each accounted for 8%. In terms of individual products, deli turkey breast and coconut water were the most popular of the offerings.

The addition of private label goods to Amazon's site comes at a time when consumers are looking for store branded healthy foods. A survey by **BAIN & CO.** found 85% of respondents are open to trying private label goods, and store brands accounted for \$150 billion in grocery sales in 2016, according to the **PRIVATE LABEL MANUFACTURERS ASSOCIATION**.

Share of Purchases of Private Label Whole Foods Market Items on Amazon

(Source: One Click Retail)



WHOLE FOODS (From page 1)

In comparison, **TRADER JOE'S** saw a 10% defection rate during the first week and a 6% rate during the third week. Defection rates fell significantly for most chains if the nearest Whole Foods was far away, but the defection rate for Trader Joe's remained strong even when the stores were up to 20 miles apart.

Even though Whole Foods succeeded in attracting more customers, it did not attract any new demographics. The defecting customers represented the wealthiest segment of each chain's base, with income levels comparable to traditional Whole Foods shoppers. Additionally, the new customers attracted after Aug. 28 tended to have a shorter driving time than the new customers attracted prior to the price cuts.

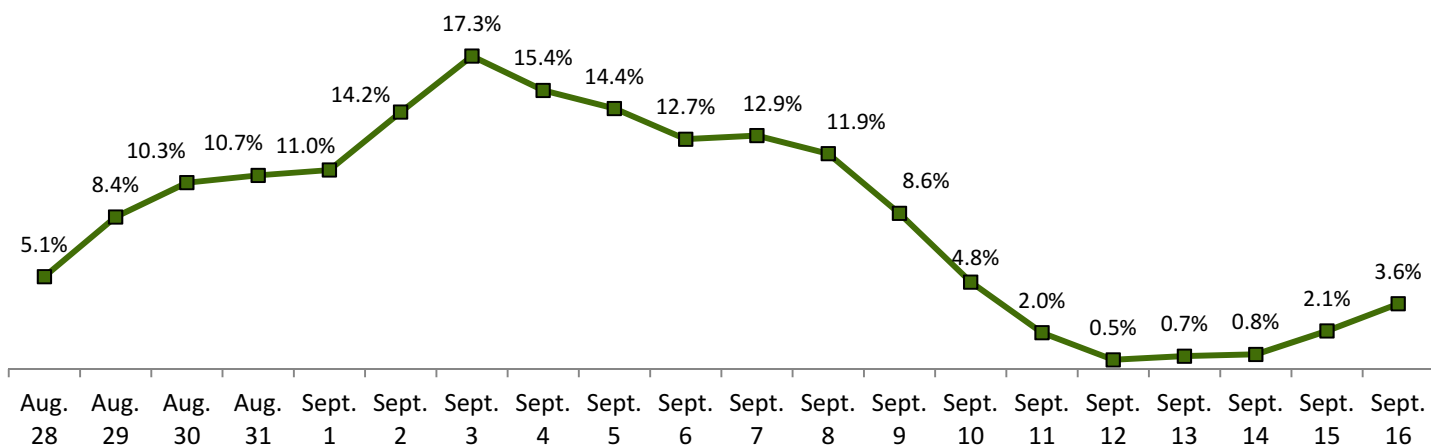
Prior to the cuts, prices at Whole Foods were an average of 15% higher than at competing stores, according to **MORGAN STANLEY**. Additionally, some prices studied by Gordon Haskett had actually increased since the acquisition. Frozen foods increased an average of 7% more on Sept. 26 than Aug. 28, while snack items were up 5.3% and dairy and yogurt had risen 2%.

Other products remained cheaper. Beverage prices were down about 2.8%, while bread and bakery prices fell 6.8% and produce prices declined 0.5%.

The places where Amazon focused on price cuts tended to be everyday products that are the most noticeable to shoppers. Extra-large brown eggs were down to \$3.19 from \$3.49, while organic apples were \$1.99 a pound instead of \$2.99 and Haas avocados \$1.49 each instead of \$2.

Whole Foods Market Year-Over-Year Traffic Growth

(Source: Thasos Group)



MERGERS & ACQUISITIONS

BERKSHIRE HATHAWAY, Omaha, NE, will take a 38.6% stake in **PILOT FLYING J**, Knoxville, TN, and will increase its share to 80% in 2023. Pilot Flying J operates 750 truck stops in 44 states and Canada.

CLARIUS PARTNERS and **WANXIANG AMERICA REAL ESTATE GROUP**, Chicago, IL, sold a refrigerated warehouse in Chicago, IL, to an affiliate of **GRAMERCY PROPERTY TRUST**, New York, NY, for almost \$62 million. The 227,000-sq. ft. cold storage facility is leased to **PREFERRED FREEZER SERVICES**...*Crain's Chicago Business* (Oct. 2)

COCA-COLA BOTTLING CO. UNITED, Birmingham, AL, closed transactions with **COCA-COLA BOTTLING CO. CONSOLIDATED**, Charlotte, NC, and **THE COCA-COLA CO.**, Atlanta, GA, expanding its reach to 10 additional sales and distribution territories in Alabama, Georgia and Florida. The move was the culmination of a four-year acquisition campaign...*AL.com* (Oct. 2)

GORDON FOOD SERVICE, Grand Rapids, MI, acquired **ETTLINE FOODS CORP.**, York, PA. Ettlne Foods is a broadline food distributor serving restaurants, healthcare facilities, schools and other businesses in four states.

LANE ENTERPRISES, El Dorado, KS, will acquire four **MCDONALD'S** in Kansas. The company, which owns 15 McDonald's restaurants in Wichita and 27 in total, are purchasing locations in Pratt, Anthony, Great Bend and Kingman...*Wichita Eagle* (Oct.2)

ORCA BAY SEAFOODS, Renton, WA, and **ODYSSEY FOODS**, Seattle, WA, merged their sales and operations under a single entity. Odyssey is a supplier of seafood products to supermarkets and foodservice operators, while Orca Bay is a seafood processor and distributor.

THE RIVERSIDE CO., New York, NY, will acquire **PARKER PRODUCTS**, a Fort Worth, TX-based producer of specialty ingredients for the baking, dairy, beverage, confectionery, ready-to-eat, snack and foodservice industries. The deal will help Parker increase its capabilities.

TEMPTEE SPECIALTY FOODS, Denver, CO, merged with **JOHNSON FOOD PRODUCTS**, Dorchester, MA. Temptee is launching *Johnson Chili Original* and *Hot-N-Spicy Chili* in the Rocky Mountain and Southwest regions as it begins a country-wide rollout. Additionally, the company invested in equipment enabling it to flash freeze the product.

TETRA PAK, Rockford, IL, acquired **BIG DRUM ENGINEERING GMBH**, a German supplier of filling machines for the food industry. The deal will strengthen Tetra Pak's presence in the filled ice cream segment, including tubs and cones.

WALMART, Bentonville, AR, acquired **PARCEL**, a New York, NY-based last mile delivery startup. Parcel delivers packages with same-day, overnight and two hour windows, and will be used by Walmart for deliveries of both merchandise and groceries in New York City. Walmart will expand Parcel's customer base and scale over time.

FOREIGN DEALS

THE COCA-COLA CO., Atlanta, GA, acquired the *Topo Chico* brand from Mexico-based **ARCA CONTINENTAL** for \$220 million. *Topo Chico* Mineral Water will continue being bottled in Monterrey, Mexico, and the acquisition is expected to expand and strengthen the domestic presence of the brand in Mexico.

Italy-based **DAVIDE CAMPARI-MILANO SPA** will sell its **LEMONSODA** business to Denmark-based **ROYAL UNIBREW A/S** in a deal valued at about \$94.1 million...*MarketWatch* (Oct. 5)

Japan-based **GENKI SUSHI CO.** will buy a one-third stake in **SUSHIRO GLOBAL HOLDINGS LTD.** from UK-based private equity firm **PERMIRA**, according to a person familiar with the matter. Permira, which bought Sushiro in 2012 from Japanese private equity firm Unison Capital, boosted the value of the

company by cutting costs on fish ingredients by using its global network...*The Japan Times* (Sept. 29)

Canada-based **METRO** will acquire drugstore chain **JEAN COUTU** for \$4.5 billion. The combined company will operate more than 1,300 stores in Canada, with the pharmacy operations merging to form a standalone division. Metro will sell some assets to reduce its financing needs...*Montreal Gazette* (Oct. 2)

Saudi Arabia-based **SAVOLA GROUP** is in talks to acquire confectionery producer **SANABEL AL-SALAM** for approximately \$300 million, according to people familiar with the matter. The deal would increase the quality and variety of sweets offered by Savola...*Reuters* (Oct. 2)

BUSINESS BUZZ

AMAZON, Seattle, WA, approached several French supermarket operators about creating distribution deals or making acquisitions, according to people familiar with the matter. Amazon allegedly contacted **CASINO** regarding its **MONOPRIX** division, but Casino declined to pursue the matter, according to the sources...*Reuters* (Oct. 3)

ARCHER DANIELS MIDLAND (ADM), Chicago, IL, denied reports that it was bidding on UK-based **UNILEVER's** spreads business. Strong margins in sweeteners and starches helped improve ADM's performance in its latest quarter despite an industry-wide slump in grain trading...*Reuters* (Oct. 2)

The merger of **MONSANTO**, St. Louis, MO, and **BAYER**, Germany, could be detrimental to competition, according to a unit of Brazil's competition regulator **CADE**. The agency noted anticipated efficiencies stemming from the merger were insufficient to mitigate competition concerns, and recommended "structural solutions" as a condition for final approval the deal...*St. Louis Post-Dispatch* (Oct. 4)

Denmark-based **REFRESCO** received a \$1.9 billion buyout offer from France-based **PAI PARTNERS**. Refresco is considering the offer, which would include the bottling activities of Canada-based **COTT CORP.**...*Reuters* (Oct. 3)

LATEST FINANCIAL REPORTS (000 OMITTED)

CAL-MAINE FOODS INC. (JACKSON, MS)		
	CURRENT YEAR	% CHANGE YEAR AGO
Qtr. To Sept. 2:		
Sales:	\$262,845	9.6%
Net Income:	-\$15,993	...

MONSANTO CO. (ST. LOUIS, MO)		
	CURRENT YEAR	% CHANGE YEAR AGO
Qtr. To Aug. 31:		
Sales:	\$2,686,000	4.8%
Net Income:	\$20,000	...
12 Mos.:		
Sales:	\$14,640,000	8.4%
Net Income:	\$2,260,000	69.2%

ROCKY MOUNTAIN CHOCOLATE FACTORY INC. (DURANGO, CO)		
	CURRENT YEAR	% CHANGE YEAR AGO
Qtr. To Aug. 31:		
Sales:	\$8,267	-3.9%
Net Income:	\$928	-4.8%
6 Mos.:		
Sales:	\$17,613	-2.0%
Net Income:	\$1,742	2.1%

LAMB WESTON HOLDINGS INC. (CHICAGO, IL)		
	CURRENT YEAR	% CHANGE YEAR AGO
Qtr. To Aug. 27:		
Sales:	\$817,500	5.3%
Net Income:	\$83,400	4.8%

PEPSICO INC. (PURCHASE, NY)		
	CURRENT YEAR	% CHANGE YEAR AGO
Qtr. To Sept. 9:		
Sales:	\$16,240,000	1.3%
Net Income:	\$2,144,000	7.6%
9 Mos.:		
Sales:	\$43,999,000	1.7%
Net Income:	\$5,567,000	13.0%

CONSUMERS' PRIMARY CHOICE FOR FOODSERVICE CHAINS IS VARIED

No single foodservice chain is the most popular among consumers in the Southwest, according to the **LAVIDGE/MOSAIC 2017 Southwest Food Service Marketing Report**. Forty-eight percent of consumers chose a restaurant named by four or fewer respondents as the place they frequented most often. The highest individual chains were **OLIVE GARDEN**, chosen by 9% of respondents, and **MCDONALD'S** at 4%.

The top reason for dining out was the desire to avoid cooking, chosen by 28% of respondents. Another 19% were looking to spend more time with their families, while 12% wanted to be with other people and 9% wanted to try something new.

When it comes to seeing a location advertised, consumers prefer images of food and promotional offerings. The study found brand awareness correlates with consumer behavior, as 23% of consumers feel McDonald's "does the best job advertising" among fast food restaurants, while 21% say McDonald's is the fast food restaurant they visit most often.

SUBWAY was the second-most visited fast food chain, with a 13% "best advertising" share and 11% frequency. The next

several top advertisers, **JACK IN THE BOX**, **SONIC**, **KFC** and **TACO BELL**, didn't match up with the next top chains, **CHIPOTLE MEXICAN GRILL**, **WENDY'S**, **PANERA BREAD** and **BURGER KING**. However, KFC, Taco Bell and Jack in the Box were only one or two percentage points behind the other chains in terms of frequency ranking.

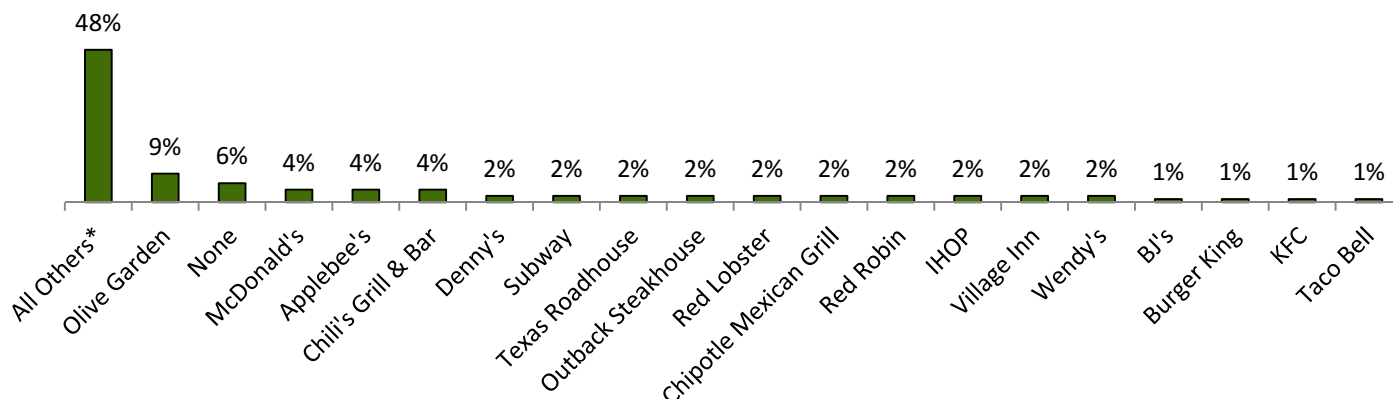
When consumers are choosing a destination based on advertising, they strongly resonate with words such as "tasty," which 61% of respondents said described the restaurants they visit most often, and "delicious," chosen by 52% of respondents. The next food-related word was fresh, picked by 40% of respondents.

At the other end of the spectrum, only 23% of respondents identified with healthy, 12% chose natural, 11% resonated with ethnic and 7% picked gourmet.

Among non-food related words, friendly was the most popular answer, cited by 54.6% of respondents. Clean came next, chosen by 48% of respondents, followed by value at 43% and convenience at 40%. Consistency was chosen by 34% of respondents, and 30% picked fast.

What Restaurant do you go to Most Often?

(Source: LAVIDGE, Mosaic Multicultural)



*Restaurants selected by four or fewer respondents

FI MEMBER PROFILE

JOHANNA FOODS INC.

Headquartered in Flemington, NJ, Johanna Foods Inc. manufactures leading retail and private-label brands of yogurt, juices and drinks in a variety of packaging formats. Johanna Foods' branded products include *La Yogurt*, *Tree Ripe* juices, *Earth Wise* juices and drinks (available in chilled and aseptic packaging), and *Ssips* drinks and nectars (also available in chilled and aseptic packaging). All are made with cutting-edge technologies and only the freshest, highest-quality ingredients. Johanna Foods is committed to producing premium products and employing only the best in human resources and physical assets.

To learn more about this Food Institute Member, please visit: www.johannafoods.com.

WISS & CO. LLP

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RAHAL FOODS INC.

For three generations, and over 40 years, Rahal Foods has served as importer, exporter and sales agent in the domestic and international food markets, providing producers around the world with excellence in service and customers around the world with an unsurpassed commitment to quality service. Rahal Foods' full-service office in near Chicago is situated at the country's epicenter of commerce and transportation. Rahal Foods' dedicated account managers are available by phone, fax or e-mail.

To learn more about this Food Institute Member, please visit: www.rahalfoods.com, call: 630.286.1500 or fax: 630.574.2001.

SINCLAIR SYSTEMS INTERNATIONAL

Headquartered in Fresno, CA, Sinclair Systems International is a global company with over 10 label manufacturing plants and operating in over 35 countries worldwide. Sinclair is the world leader in produce labels, labeling machinery and technical support [service] in the fresh produce industry, having pioneered the development of patented technology of automatic high-speed fruit labeling systems for individual pieces of fresh produce. Sinclair labels are FDA and EU compliant and food-safe.

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WASHINGTON

DHS OIG RELEASES INTERNAL REPORT OF DOMESTIC FOOD FACILITY INSPECTIONS

The Office of Inspector General (OIG) of Department of Health & Human Services (DHS) released its internal report on FDA's domestic food facility inspections Sept. 28, entitled *Challenges Remain in FDA's Inspections of Domestic Food Facilities*. The report concluded that FDA is on track to meet the initial domestic food facility inspection timeframes mandated by the Food Safety Modernization Act (FSMA). But the report's key takeaway was: "FDA should do more to ensure that the food supply is safe by taking swift and effective action to ensure the prompt correction of problems identified at domestic food facilities." **OFW LAW** provided a brief memorandum that summarizes the key points of the report.

Study Findings

To prepare the report, OIG analyzed data from four sources: (1) Information about facilities that FDA designated high risk and non-high risk pursuant to FSMA, and whether these facilities were inspected as required; (2) FDA's food facility inventory and inspection data from 2010 to 2015; (3) Information about FDA's advisory and enforcement actions, such as warning letters and seizures, taken in response to significant inspection violations, as well as whether follow-up inspections were conducted for these violations, and; (4) Structured interviews with FDA officials.

The key findings of the report included:

- FDA is on track to meet the domestic food facility inspection timelines for the initial inspection cycles mandated by FSMA; however, challenges remain as FSMA requires FDA to conduct future inspections in timeframes that are two years shorter than the timeframe for the initial cycles.

Under FSMA, all facilities deemed "high risk" are required to receive an initial inspection within five years; these facilities must be inspected every three years thereafter. All other facilities are required to receive an initial inspection within seven years, and every five years thereafter. The report indicates that FDA inspected all but nine of the high-risk facilities and the agency is on pace to meet its deadline with respect to non-high-risk facilities. OIG gave FDA high marks for its pace of inspection on high-risk facilities and determined that the agency is likely to meet the deadline for the next inspection cycle. However, with respect to non-high-risk facilities, FDA will need to increase its pace of inspections to meet its obligations during the next inspection cycle.

- Inaccuracies in FDA's food facility data result in FDA attempting to inspect numerous facilities that were either out of business or otherwise not in operation at the time of the visit.

FDA expended considerable resources on attempted investigations that never occurred because the facility

was no longer in business or not operational at the time of the planned inspection. More than one-quarter of the high-risk and non-high-risk facilities that FDA counted towards its inspection mandate were either out of business or not in operation at the time of the unplanned inspection. FDA does not currently have a policy in place to reschedule inspections at seasonal facilities that were not in operation at the time of the initial attempt to conduct an unplanned inspection.

- The overall number of facilities inspected annually decreased over the time of the study. The number of facilities inspected fell from a high of 19,000 in 2011 to 16,000 in 2015.

The number of facilities inspected by FDA actually decreased over the course of the initial inspection cycle. OIG is concerned because the number of food establishments requiring inspection is increasing, but the decreased pace in inspections mean facilities face less FDA oversight. In 2004, FDA inspected 29% of establishments in a given year, whereas FDA only inspected 19% of facilities in 2015.

- FDA did not always take action when it uncovered significant inspection violations (inspections classified as "Official Action Indicated" or "OAI."). When FDA did take action, it commonly relied on facilities to take undertake voluntary corrections.

The report calls for more enforcement actions in response to significant inspection violations. When FDA inspections reveal significant inspection violations and assigns an OAI classification, OIG states that an advisory action or enforcement action is warranted to ensure food produced by these facilities is safe. FDA uncovered significant inspection violations in 1% to 2% of facilities it inspected each year. According to the report, FDA took no advisory or enforcement actions in response to 22% of the significant inspection violations that occurred from 2011 to 2015. When the agency initiated action in response to these violations, FDA chose advisory action 73% of the time (e.g., warning letters, untitled letters or regulatory meetings).

- FDA did not take advantage of the new administrative tools provided by FSMA.

FSMA empowered FDA by easing the criteria for administratively detaining potentially unsafe food, mandatory recall authority, and allowed FDA to suspend the registration of a facility and prohibit that facility from distributing food. From 2011 to 2015, FDA issued an administrative detention order five times and twice suspended facility registrations. FDA did not issue any mandatory recalls in response to significant inspection violations. The report criticizes the agency for not taking advantage of this new authority; however, in practice many facilities will perform voluntary corrective actions or recalls because it is understood that FDA possesses this authority.

- FDA's actions were not always timely nor did they always result in the correction of these violations.

FDA's goal is to issue all warning letters within 4 months of the end of inspection or the return of a positive sample. However, from 2011 to 2015, FDA missed this timeframe with respect to half of all warning letters. Moreover, 20% of warning letters were not delivered until after six months and 2% took longer than a year. OIG is concerned that this delay will allow facilities to continue to operate with potentially unsafe or unsanitary conditions. Moreover, one in five facilities with OAI classifications that were subject to an advisory action resulted in a second OAI classification during reinspection. Of these facilities receiving a second OAI classified inspection, three-quarters received their second OAI classification for the identical problem underlying their first OAI classification.

- FDA consistently failed to conduct timely follow-up inspections to ensure that facilities corrected significant inspection violations.

The report concluded that FDA did not conduct a timely follow-up inspection on almost half of significant inspection violations from 2011 to 2015. Thirty-one percent of facilities with significant inspection violations did not receive a follow-up inspection within a year; 17% of facilities with significant inspection violations received no follow-up inspections.

In the report, OIG offers four recommendations for FDA to improve the effectiveness of its domestic facility program:

- Improve how the agency handles attempted inspections to ensure better use of resources.

OIG recommends that FDA improve its database of facilities to ensure the accuracy of information about facilities requiring inspection. This would result in fewer resources devoted to attempting inspection at facilities that are out of business or not in operation.

- Take appropriate action against all facilities with significant inspection violations.

OIG recommends that FDA take the most effective action to achieve compliance and initiate administrative or judicial actions against facilities that do not voluntarily comply. OIG also recommends making further use of the administrative tools provided under FSMA.

- Improve the timeliness of FDA's actions so that facilities do not continue to operate under harmful conditions.

OIG recommended that FDA initiate regulatory actions promptly in response to facilities with significant inspection violations found during OAI classified inspections, including issuing warning letters on a timely basis.

- Conduct timely follow-up inspections to ensure that significant inspection violations are corrected.

OIG recommends FDA improve on its timeliness of follow-up inspections to ensure that food safety hazards and unsafe or unsanitary conditions do not persist.

FSIS PUBLISHES NOTICE ON SAMPLING PROJECT CODES FOR 2018

USDA's Food Safety and Inspection Service (FSIS or agency) published Notice 52-17 Sept. 22, Sampling Project Codes For The Fiscal Year 2018 U.S. National Residue Program, which provides the new and continuing project codes in the Public Health Information System (PHIS) for the Fiscal Year 2018 (FY2018) scheduled residue sampling tasks under the U.S. National Residue Program (NRP), according to **OFW LAW**. Specifically, the Notice:

- Reissues the content of FSIS Notice 90-16;
- Adds new product code for feral swine;
- Removes project codes for old breeder turkeys; and
- Clarifies sample source instructions for roaster swine sampling.

This Notice will expire Oct. 1, 2018.

IPP Responsibilities

Through PHIS, IPP will be notified of scheduled residue sampling by a directed task. Table 1, within the Notice, provides the product codes for FY2018 of the directed residue sampling tasks.

- Beef Cows; Project Code: NRP_BC
- Bull/Stags; Project Code: NRP_BS
- Bob Veal; Project Code: NRP_BV
- Dairy Cows; Project Code: NRP_DC
- Formula Fed Veal; Project Code: NRP_FFV
- Feral Swine; Project Code: NRP_FS
- Goats; Project Code: NRP_GO
- Heavy Calf; Project Code: NRP_HC
- Heifers; Project Code: NRP_HF
- Market Swine; Project Code: NRP_MS
- Non-Formula Fed Veal; Project Code: NRP_NFFV
- Roaster Swine; Project Code: NRP_RS
- Sheep; Project Code: NRP_SH
- Steers; Project Code: NRP_ST
- Sows; Project Code: NRP_SW
- Young Chickens; Project Code: NRP_YC
- Young Turkeys; Project Code: NRP_YT

In addition, the Notice clarifies that NRP project codes for state inspection programs are denoted with a "_S" at the end of the project code. Further, for the Roaster Swine project code (NRP_RS) the IPP are instructed to only sample liver tissue, not muscle or kidney tissue.

FSIS staff is to follow FSIS Directive 10800.1 and Directive 13000.2 when collecting scheduled residue samples. IPP are to notify the establishment management when residue samples are to be collected to allow enough time for the establishment to hold the carcass. The sampled carcass should

be held pending FSIS laboratory results. FSIS staff are also directed to continue to recommend that poultry establishments hold the sampled poultry carcasses until FSIS laboratory findings are reported.

Questions

FSIS staff is directed to refer all questions to their supervisor of the OPPD Staff through askFSIS or at 800-233-3935.

FDA EXTENDS COMPLIANCE DATES FOR NUTRITION LABELS BY ABOUT 1.5 YEARS

While generally expected for months (e.g., since the menu labeling compliance date extension) and recently the subject of a “tweet” from FDA Commissioner Gottlieb, the agency now officially has proposed to extend by about 1.5 years the compliance date for the final rules that will provide updated nutrition information on the labels of most conventional foods and dietary supplements, according to **OFW LAW**. FDA proposes extending the compliance dates:

- From July 26, 2018, to January 1, 2020 for manufacturers with \$10 million or more in annual food sales; and
- From July 26, 2019, to January 1, 2021 for manufacturers with less than \$10 million in annual food sales.

These proposed compliance dates would not align (as some in industry had hoped) the revision of Nutrition Facts and Supplement Facts on labels with the label revisions anticipated once AMS publishes (no later than July 29, 2018) and implements final rules for disclosing the presence of bio-engineered materials in these same products.

The compliance date extension proposal applies to the two final rules published by FDA on May 27, 2016:

- Food Labeling: Revision of the Nutrition and Supplement Facts Labels; and
- Food Labeling: Serving Sizes of Foods That Can Reasonably Be Consumed At One Eating Occasion; Dual-Column Labeling; Updating, Modifying, and Establishing Certain Reference Amounts Customarily Consumed; Serving Size for Breath Mints; and Technical Amendments.

FDA's proposed rule is subject to a 30-day comment period. Electronic or written comments should be submitted by the end of October.

USDA TO ALLOW NAP PARTICIPANTS TO APPLY FOR SNAP BENEFITS

USDA will allow participants in Puerto Rico's Nutrition Assistance Program (NAP) who were displaced by recent hurricanes to apply for SNAP benefits in the area they currently reside. The program will ensure NAP participants who had to evacuate in the wake of Hurricanes Irma and Maria have access to food and other supplies, as NAP benefits cannot be used outside of Puerto Rico.

THE COCA-COLA CO. FILES MOTION TO RECONSIDER CLASS ACTION LAWSUIT

The Coca-Cola Co. filed a motion for reconsideration of a class action lawsuit in connection to a case concerning alleged added flavors in select *Minute Maid* orange juice products. The company asserted that, since “add backs” are not used all year, the current class action certification includes consumers who suffered no injury and have no standing, reported *Legal Newswire* (Oct. 2).

AGRICULTURAL GUESTWORKER ACT COULD REPLACE H-2A PROGRAM

The Agricultural Guestworker Act, which would replace the current H-2A guestworker program, was submitted in the House of Representatives. The program, to be called H-2C, would be administered by **USDA** and would be targeted towards agricultural workers, reported *Southeast Farm Press* (Oct. 2).

FEDERAL COURT WON'T RECONSIDER NATIVE AMERICAN FARMERS CASE

A plan that would distribute \$300 million left over from a legal settlement with Native American farmers will not be reconsidered by a federal appeals court. The money is left over from a \$680 million fund to settle claims by Native American farmers that were denied loans for decades because of government discrimination, reported *The State* (Oct. 2).

FARMERS IN 10 LOUISIANA PARISHES MAY APPLY FOR FEDERAL DISASTER AID

Farmers in 10 Louisiana parishes may apply for federal disaster aid due to extreme rainfall. **USDA** assistance is available for farmers in Concordia, East Carroll, East Feliciana, Madison, St. Helena, St. Tammany, Tangipahoa, Tensas, Washington and West Feliciana. Applications for the low-interest loans must be submitted within the next eight months, reported *San Francisco Gate* (Oct 2).

USDA ISSUES ADMINISTRATIVE COMPLAINTS, SANCTIONS UNDER PACA

USDA issued administrative complaints against two U.S. produce businesses under the Perishable Agricultural Commodities Act (PACA). The agency alleged **C & D PRODUCE OUTLET INC.** failed to pay seven sellers about \$105,000, while **C & D PRODUCE OUTLET SOUTH INC.** failed to make payment to six produce sellers in the amount of about \$123,000.

Meanwhile, USDA imposed sanctions on two produce businesses under PACA. **FAITH AND STILES FARMERS MARKET** was cited for failing to pay a \$12,035 award, while **CHAPULIN FRESH PRODUCE** was cited for failing to pay a \$8,566 award.

TYSON POULTRY PLEADS GUILTY TO VIOLATIONS OF CLEAN WATER ACT

Tyson Poultry Inc. pleaded guilty to two counts of violating the federal Clean Water Act in 2014 with discharges of animal feed ingredient from its plant in Monett, MO. Under a plea deal, Tyson agreed to pay a \$2 million fine, serve two

years of probation and pay \$500,000 to maintain and restore waterways in the Monett area.

The company said in a statement that it was taking full responsibility for the "an unfortunate mistake." Additionally, Tyson will hire independent auditors at all its poultry facilities, conduct environmental training and improve procedures to address circumstances that led to the 2014 spill, reported *Wichita Eagle* (Sept. 27).

AURORA ORGANIC DAIRY CLEARED IN FEDERAL INVESTIGATION

Federal officials investigating Aurora Organic Dairy for compliance with federal standards found no wrongdoing and closed the case. **USDA's NATIONAL ORGANIC PROGRAM** (NOP) launched an investigation following a May report by *The Washington Post* that named the company in an article questioning the nation's organic regulatory system, reported *Denver Business Journal* (Sept. 27).

CAMPBELL'S NOTES ACQUISITION OF PACIFIC FOODS COULD BE IMPEDED

Campbell Soup Co.'s acquisition of Pacific Foods of Oregon may be impeded by a lawsuit filed by the estate of a former Pacific Foods shareholder. Campbell notified Pacific Foods that it has 60 days under the terms of the agreement to resolve issues arising from the suit if the transaction is to be completed. After 60 days, Campbell has the option to extend the cure period or terminate the agreement.

For more information on the lawsuit, see the Sept. 4 edition of *The Food Institute Report*.

SOUTH FLORIDA CONVENIENCE STORES FACE FEDERAL CHARGES

A dozen South Florida convenience stores are facing federal charges alleging they defrauded more than \$20 million from the government by illegally trading SNAP benefits for cash.

"In this instance, eight small convenience stores in south Florida committed a staggering amount of fraud in a relatively short amount of time ... The storeowners who allegedly orchestrated this trafficking scheme pocketed millions in 'fees' which they charged for converting food assistance benefits into cash," Karen Citizen-Wilcox, the special agent

COMMODITY CREDIT CORPORATION RELEASES OCTOBER LENDING RATES

USDA's Commodity Credit Corporation (CCC) released interest rates for October. The October rate will be 1.250%, unchanged from September.

Separately, CCC released marketing assistance loan rates for sugar for crop year 2017. The loans became available Oct. 1 and are applicable for refined beet sugar and raw cane sugar.

in charge of **USDA's** Office of the Inspector General, said.

The retailers are accused of accepting federal payments for illegal cash transactions that involved no purchase of food, according to the U.S. Attorney's Office for the Southern District of Florida, reported *Sun Sentinel* (Oct. 2).

RECENT FOOD RECALLS

KING SOOPERS, Hutchinson, KS, voluntarily recalled chicken salad sandwiches. The products were sold at company-owned stores in Colorado, Utah, New Mexico and Wyoming. **Reason for Recall:** "Potential Listeria contamination." Recall ongoing.

BELMONT SAUSAGE CO., Elk Grove Village, IL, voluntarily recalled an undetermined amount of smoked turkey products. The products were shipped to an institutional location in Michigan then further distributed nationwide. Reason for Recall: "Misbranding and undeclared milk." Recall ongoing.

HANNAFORD, Scarborough, ME, voluntarily recalled two types of sandwich and a seafood stuffing product. The recalls include *Hannaford* Seafood Salad, *Hannaford* Egg Salad Club Sandwiches and *Hannaford* Ham Salad Club Sandwiches. **Reason for Recall:** "Potential Listeria contamination." Recall ongoing.

PRESTAGE FOODS INC., St. Pauls, NC, voluntarily recalled about 38,475-lbs. of ground turkey. The products were shipped to retail distribution centers in nine states under the **PUBLIX, FIT & ACTIVE** and **WEIS MARKETS** banners. **Reason for Recall:** "Potential contamination with extraneous metal shavings." Recall ongoing.

NOTED IN FEDERAL REGISTER

USDA PROPOSES CHANGES TO RAISIN MARKETING ORDER: USDA proposed amending the marketing order for raisins produced from grapes grown in California. The changes included five amendments proposed by the Raisin Administrative Committee. USDA will hold a referendum between Dec. 4 and Dec. 15 (Sept. 29).

USDA REQUESTS EXTENSION FOR DAIRY PRODUCT INFORMATION COLLECTION: USDA requested an extension and revision of a currently approved information collection under the Dairy Product Mandatory Reporting Program. The information collected supports the marketing of dairy products and is used to verify compliance with federal milk marketing regulations. The agency will accept public comment for 60 days (Sept. 29).

USDA TO ALLOW IMPORTATION OF FRESH PERSIMMONS FROM NEW ZEALAND: USDA issued a final rule allowing the importation of fresh persimmons from New Zealand to the U.S. As a condition of entry, the persimmons must be produced in accordance with a systems approach that includes requirements for orchard certification, orchard pest control, post-harvest safeguards, fruit culling, traceback, sampling and treatment with either hot water or modified atmosphere treatment. The rule will become effective in 30 days (Oct. 3).

MARKETS

PRODUCE

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CALIFORNIA CROP UPDATE – Stone fruit harvest was slowing down as the season draws to a close. Gypsum and potash were applied to harvested stone fruit orchards. Some wine, table and raisin grapes were harvested. Finished raisin trays were rolled up for pickup. Pears, figs and pomegranates were harvested. Kiwifruit harvest began. Persimmons continued to gain size and coloring. Citrus packing houses were getting ready for the new navel orange season. Lemons were harvested and packed. Some orange groves

were pushed out to make way for new plantings. Apples were harvested. Olive harvest was underway.

In Colusa County, the tomato harvest wound down while the honeydew harvest continued. In Sacramento County, the tomato harvest was in full swing. In San Joaquin County, farmers market vegetables were harvested and offered for sale. Fall field work and ground preparation were done. In Monterey County, the Salinas Valley season wound down with typical fluctuations of cooler and warmer cycles. Production and cultivation were still going strong and late season crops were planted. In Fresno County, jalapenos were harvested. Carrots were recovering from heat damage. Soil

Commodity	Source	Movement	Trading	Prices	Details
Lettuces, Romaine	Salinas-Watsonville, CA	Same	Early fairly active, late very active	↑	Cartons 24s mostly \$15.45-\$17.50; Hearts 12 3-count packages mostly \$16.45-\$18.55, 48s film lined mostly \$17.45-\$19.55. Organic cartons 24s \$12.55-\$18.85; Hearts 12 3-count packages mostly \$13.50-\$18.95. Quality and condition variable.
Lettuces, Iceberg	Salinas-Watsonville, CA	Same	Early fairly active, late very active	↑	Cartons 24s film lined mostly \$25.50-\$27.55, 24s filmwrapped mostly \$26.50-\$28.55, 30s filmwrapped mostly \$21.50-\$23.55. Organic cartons 24s filmwrapped \$28.00-\$36.00, 12s filmwrapped \$20.00-\$30.00. Quality and condition variable.
Cucumbers	South Georgia	↑	Early moderate, late slow	↓	Waxed 1 1/9 bushel cartons/crates medium \$8.35-\$10.85, fair quality mostly \$4.35-\$5.85; cartons 24s mostly \$4.35-\$5.85. Quality generally good.
Carrots	Kern District, CA	Same	Early fairly active, late active	Variable	48 1-lb.d film bags in sacks medium-large mostly \$13.00-\$13.50, 50-lb. sacks loose jumbo mostly \$18.00-\$20.00, 25-lb. sacks loose jumbo mostly \$9.00-\$11.00, carton 30 1-lb. film bags Baby Peeled mostly \$17.50-18.50.
Peppers, Bell	San Joaquin Valley, CA	↓	Early fairly slow, late moderate	Variable	1 1/9 bushel cartons Green extra large and large mostly \$8.50-\$9.50; irregular size fair quality Green mostly \$6.45-\$7.00, Red mostly \$14.95. 1/2 bushel cartons Red extra large and large mostly \$10.95. Quality generally good.
Limes	Mexico Crossing through Texas	Same	175-250s moderate, others fairly slow	Variable	40-lb. cartons Seedless type 110-150s mostly \$10.00, 175s mostly \$9.00-\$10.00, 200s mostly \$8.00-\$9.00, 230s mostly \$7.00-\$8.00, 250s \$6.00-\$7.00. Quality variable.
Apples	Yakima Valley and Wenatchee District, WA	↓	Moderate	Variable	Washington Extra Fancy carton tray pack Golden Delicious fine appearance 88s mostly \$32.00-\$34.00, 100s-113s mostly \$26.00-\$28.00, 125s mostly \$24.00-\$26.00; Granny Smith 88s \$46.90-\$48.90; 100s-113s mostly \$36.00-\$38.00, 113s mostly \$30.00-\$34.00.
Avocados	Mexico crossing through Texas	Same	Very slow	↓	Cartons 2 layer Hass 32-36s supplies insufficient to quote, 40s mostly \$65.25-\$68.25, 48s mostly \$58.25-\$60.25, 60s mostly \$52.25-\$54.25, 70s mostly \$46.25-\$48.25, 84s mostly \$38.25-\$40.25. Extra services included.
Strawberries	Salinas-Watsonville, CA	↓	Organic fairly active, conventional moderate to slow	↑	Flats 8 1-lb. containers with lids small-medium mostly \$9.00-\$10.00. Organic flats 8 1-lb. containers with lids small-medium mostly \$18.00. Includes palletizing and cooling. Quality and condition variable.
Lemons	Central & Southern California	Same	Early moderate, late fairly slow	↓	7/10 bushel cartons Shippers First Grade (wide range in price) 75s mostly \$32.50-\$36.95, 95s mostly \$32.55-\$36.55, 115s mostly \$32.55-\$36.95, 140s mostly \$30.05-\$35.95, 165s mostly \$26.55-\$33.95, 200s mostly \$24.55-\$30.95.

was prepared for planting organic garlic and onions. In Tulare County, tomatoes, sweet corn, okra, cucumbers, squash and peppers were picked by certified producers. Commercial plantings of yellow squash, eggplant, bell peppers, green chili peppers and cucumbers were harvested and shipped domestically. Fall vegetables were planted and developing well. Pumpkins were prepared for harvest.

APPLES – STEMILT GROWERS projects it will triple its organic Honeycrisp apple volume in 2017 when compared to 2016. The company worked to expand acreage in Washington, and the growth is the highest increase in organic volume for any varieties grown by the company, reported *The Packer* (Sept. 27).

AVOCADOS – Avocado growers in California, Chile, Mexico and the Dominican Republic shipped about 36.4 million-lbs. the week of Oct. 1, up from 40.8 million-lbs. the week prior, according to the **HASS AVOCADO BOARD**. About 36.6 million-lbs. of avocados are projected to ship from the countries for the week of Oct. 8.

The **UNIVERSITY OF CALIFORNIA-RIVERSIDE** plans to expand its avocado varietal breeding program. The school will seek partnerships with the private sector to advance the varieties designed for fresh fruit market consumption, commercial oil production, sugar production and pharmaceutical uses, reported *The Packer* (Sept. 28).

CITRUS – Most southwest Florida citrus growers report fruit losses of 60% to 70%, with many reporting tree loss as well. **GARDINIER FLORIDA CITRUS** noted one grove lost 70% of its trees to uprooting, and **EVERGLADES HARVESTING & HAULING** reported losing 75% of its fruit and 22,000 trees, reported *The Packer* (Oct. 2).

Midnight oranges will make their debut on the U.S. market alongside the final shipments of South African navels and easy peelers, according to **SUMMER CITRUS FROM SOUTH AFRICA**. The last conventional vessel for the season will reach the port of Philadelphia the week of Oct. 9, reported *The Produce News* (Oct. 3).

MANGOES – Mango producers in Mexico, Ecuador and Brazil shipped approximately 2.1 million boxes the week ending Sept. 23, up from 1.2 million boxes from the year-ago period, according to the **NATIONAL MANGO BOARD**. The Mexican season will run until October, with nearly 79.2 million boxes shipped to-date.

MUSHROOMS – Mushroom supplies in the south, southeast and Puerto Rico were damaged by Hurricanes Harvey and Irma, according to the **AMERICAN MUSHROOM INSTITUTE**. Mushroom growing requires electricity for most harvesting processes, from climate-controlled growing houses to coolers. The institute believes supplies will be affected by the storms for several months, reported *The Produce News* (Sept. 27).

PEARS – Wildfires that threatened pear operations in Oregon's Hood River Valley have been contained, according to **ONEONTA STARR RANCH GROWERS** and **DIAMOND STARR GROWERS**. The companies note that growers will be able to maximize harvest opportunities, and the 2017 crop is high-quality, reported *The Produce News* (Sept. 27).

TOMATOES – California tomato processors harvested an estimated 643,000 tons for the week ending Sept. 30, push-

ing the season's total to about 9.9 million tons, according to the **PROCESSING TOMATO ADVISORY BOARD**.

CALIFORNIA TOMATO DELIVERIES

(Source: PTAB)

1,000 Tons:						
Week Ending	2017 Week	2017 YTD	YTD Total		2014	
			2016	2015		
July 8	28.7	28.7 a	5.0	121.3	12.1	
July 15	343.3	372.0 a	53.4	741.3	180.4	
July 22	660.1	1,032.0 a	406.3	1,713.8	716.2	
July 29	844.2	1,876.3 a	1,050.8	2,776.1	1,604.2	
Aug. 5	994.4	2,870.7 a	1,940.1	3,951.1	2,659.0	
Aug. 12	1,033.3	3,904.0 a	2,955.8	5,147.4	3,772.6	
Aug. 19	1,051.2	4,955.2 a	4,092.4	6,338.6	4,845.9	
Aug. 26	961.3	5,916.5 a	5,263.4	7,472.1	5,867.3	
Sept. 2	877.8	6,794.2 a	6,379.6	8,564.5	6,923.7	
Sept. 9	846.1	7,640.4 a	7,455.5	9,675.1	7,958.7	
Sept. 16	840.9	8,481.0 a	8,514.4	10,827.4	9,042.2	
Sept. 23	738.2	9,219.3 a	9,569.2	11,871.9	10,131.5	
Sept. 30	643.2	9,862.5 a	10,566.5	12,844.7	11,171.2	
Oct. 7			11,470.6	13,571.8	12,084.1	
Oct. 14			12,176.8	14,039.8	12,890.6	
Oct. 21			12,486.8	14,361.3	13,531.7	
Oct. 28			12,583.8	---	13,866.6	
Nov. 4			12,647.0	---	---	

2017 Current Total 9,862.5 a

a. Actual e. Estimated p. Projected

POTATOES – The quality of Maine's potato harvest is good, though the yield may be down slightly. The harvest was delayed by dry conditions and is now expected to run through mid-October, reported *San Francisco Gate* (Sept. 30).

STRAWBERRIES – California strawberry growers shipped approximately 149.3 million flats through Sept. 28, a 2.1% increase from the year-ago period, according to the **CALIFORNIA STRAWBERRY COMMISSION**. The highest recorded daily production between Sept. 21 and Sept. 28 came Sept. 21, with a total of about 733,000 flats.

Belgium-based **OCTINION** is developing a robot that could replace traditional strawberry farming and harvesting. The robot can pick one berry every five seconds, slightly slower than a human, but the cost per berry is similar. Octinion will begin pilot testing with strawberry farmers in 2018, and plans to begin selling it in 2019. The company will look to adapt the robot to pick other produce like peppers, tomatoes, and cucumbers, reported *Fast Company* (Sept. 29).

PUMPKINS – Pumpkin crops look better than average in central Illinois. The season got off to an early start in July, and the harvest is about 50% complete, reported *San Francisco Gate* (Oct. 2).

CANNED VEGETABLES

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PRICING – One Midwest source said weather has allowed harvesting of green beans to wrap up the first week of October, while corn should wrap it up around Oct. 20, weather permitting. The late pack on beans and corn, will push back the start of root crops, including beets, carrots, potatoes and mixed vegetables.

No price changes were reported for September. Compared to last year, price fluctuation was found for corn, mixed vegetables and pumpkin.

Foodservice whole kernel corn prices are up compared to a year ago, priced in September at \$18.00 in the Midwest and \$24.25 in the Mid-Atlantic, as compared to last year's \$17.00 and \$18.75, respectively.

Mixed vegetables 6/10 in the Mid-Atlantic are currently priced at \$25.50, up from \$22.97 a year ago. In the Midwest, 6/10 remained at \$21.25, while 24/300 is valued at \$12.00-\$12.25 the same as in September 2016.

In the Midwest, canned pumpkin foodservice prices were quoted at \$34.50 in September, up a \$1.00 from a year previous.

SALES - The average retail price of canned vegetables for **CONAGRA BRANDS** decreased 0.9% in the last year, with sales down 4.3% and volume 3.3%, according to data from **MORGAN STANLEY**. Canned vegetable sales account for 4.5% of the company's total sales.

Canned soup retail sales volume increased 2.0%, as sales decreased 0.3% and average price 2.3% from last year, according to monthly data from Morgan Stanley. **THE CAMPBELL SOUP CO.** had an increase of sales of 0.6% and volumes 5.5%, even as the average price decreased 4.9% for 42.9% of dollar share. **GENERAL MILLS** had the largest volume decline, down 12.0%, while **DEL MONTE** had the greatest sales increase of 9.0%.

BALL CORP. will cease food can production at its Springdale, AR, manufacturing plant during the fourth quarter of 2017.

Canned Vegetable Monthly Price Report, September 2017

Product	Size	Region	Current	Pricing Last Month	Last Year
Asparagus					
Retail	24/300	Midwest	\$24.00	\$24.00	\$24.00
Foodservice	6/10	Midwest	\$41.50	\$41.50	\$41.50
Beans, Cut Wax					
Foodservice	6/10	Midwest	\$21.00	\$21.00	\$21.00
Foodservice	6/10	Mid-Atlantic	\$21.00	\$21.00	\$21.00
Retail	24/300	Midwest	\$11.75	\$11.75	\$11.75
Beans, Cut Green					
Foodservice	6/10	Midwest (Fancy 4's)	\$17.00	\$17.00	\$17.00
Foodservice	6/10	Mid-Atlantic (Fancy 4's)	\$20.50	\$20.50	\$17.50
Retail	24/300	Midwest	\$11.25-\$11.50	\$11.25-\$11.50	\$11.50-\$11.75
Beans, Dried					
Foodservice	6/10	Midwest (Garbanzo)	\$19.00	\$19.00	\$19.00
Retail	12/28	Mid-Atlantic	\$16.00	\$16.00	\$16.00
Retail	24/300	Midwest	\$11.25-\$11.50	\$11.25-\$11.50	\$11.50-\$11.75
Carrots, Sliced					
Foodservice	6/10	Midwest	\$17.25	\$17.25	\$17.25
Foodservice	6/10	Mid-Atlantic (Fancy)	\$23.00	\$23.00	N/A
Retail	24/300	Midwest	\$11.75	\$11.75	\$11.75
Corn, Whole Kernel					
Foodservice	6/10	Midwest	\$18.00	\$18.00	\$17.00
Foodservice	6/10	Mid-Atlantic	\$24.25	\$24.25	\$18.75
Private Label	24/300	Midwest	\$11.25-\$11.50	\$11.25-\$11.50	\$11.25-\$11.50
Golden Kernel	24/300	Mid-Atlantic	\$11.25-\$11.50	\$11.25-\$11.50	\$11.25-\$11.50
Golden Kernel	12/28	Midwest	\$12.25	\$12.25	\$12.25
Corn, Creamed					
Foodservice	6/10	Midwest	\$21.25	\$21.25	\$21.25
Private Label	24/300	Midwest	\$11.25-\$11.50	\$11.25-\$11.50	\$11.25-\$11.50
Mixed Vegetables					
Foodservice	6/10	Midwest	\$21.25	\$21.25	\$21.25
Foodservice	6/10	Mid-Atlantic	\$25.50	\$25.50	\$22.97
Retail	24/300	Midwest	\$12.00-\$12.25	\$12.00-\$12.25	\$12.00-\$12.25
Mushrooms					
Foodservice	6/10	California	\$47.00-\$52.00	\$47.00-\$52.00	\$47.00-\$52.00
Foodservice	6/10	Imported	\$34.00-\$36.00	\$34.00-\$36.00	\$34.00-\$36.00
Peas					
Foodservice	6/10	Midwest (Fancy 4's)	\$24.00	\$24.00	\$23.00
Foodservice	6/10	Mid-Atlantic (Fancy 4's)	\$27.00	\$27.00	N/A
Private Label	24/300	Midwest	\$12.75-\$13.00	\$12.75-\$13.00	\$12.75-\$13.00
Potatoes, Whole					
Foodservice	6/10	Midwest (75 count)	\$21.00	\$21.00	\$21.00
Retail	24/300	Midwest	\$11.50-\$11.75	\$11.50-\$11.75	\$11.50-\$11.75
Foodservice	6/10	Mid-Atlantic (Fancy)	\$26.75	\$26.75	N/A
Potatoes, Sliced					
Foodservice	6/10	Midwest	\$18.50	\$18.50	\$18.50
Retail	24/300	Midwest	\$11.50-\$11.75	\$11.50-\$11.75	\$11.50-\$11.75
Foodservice	6/10	Mid-Atlantic (Fancy)	\$24.00	\$24.00	N/A
Pumpkin					
Foodservice	6/10	Midwest	\$34.50	\$34.50	\$33.50
Private Label	24/300	Midwest	\$15.25-\$15.50	\$15.25-\$15.50	\$15.25-\$15.50
Sauerkraut					
Foodservice	6/10	Midwest	\$19.00-\$21.00	\$19.00-\$21.00	\$19.00-\$21.00
Private Label	24/300	Midwest	\$13.00	\$13.00	\$13.00
Spinach					
Foodservice	6/10	Midwest	\$22.50	\$22.50	\$22.50
Private Label	24/300	Midwest	\$13.50-\$14.00	\$13.50-\$14.00	\$13.50-\$14.00

Midwest, Mid-Atlantic and West is F.O.B.

TOMATO PRODUCTS

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OVERVIEW – The 2017 Cal-

ifornia harvest started slow and appears to be ending the same way, according to one source. The northern part of the state is reporting higher mold counts and some are projecting a crop finishing at between

10.5 and 10.8 million tons, about 9.5% shorter than originally projected by the **CALIFORNIA TOMATO GROWERS ASSOCIATION** (CTGA) and the smallest crop since 2006. The CTGA price agreement for

2017 crop established a base price for conventional tomatoes at \$70.50 per ton, and given the yields, fluctuating harvest, significant reduction in total tons, easing of U.S. dollar strength for exports, price advances are being observed in the market that is expected to accelerate over the next month.

PRICING – Price movement in September from August was reported in the canned, diced, paste, pizza sauce and puree sectors

The price of 6/10 canned whole peeled was quoted at \$13.50-\$14.50 in the West, compared to \$12.75-\$14.25, while Midwest whole canned choice 6/102's grew \$0.25 to \$15.75 from the previous month.

In the diced sector, the price range for foodservice was observed at \$15.00-\$16.00 versus \$14.75 a month earlier, while retail organic 24/300 was \$24.00. For the industrial category, 300-gal. rose to a price range of \$0.20-\$0.22 and 55-gal. at \$0.23-\$0.25, compared to \$0.18-\$0.20 and \$0.20-\$0.22, respectfully.

Paste prices rose for 6/10's in the West, priced at \$23.75-\$24.50 as compared to \$23.75 a month earlier. For industrial use, the price range rose to \$0.35-\$0.40 for 300-gal. versus \$0.33-\$0.37 in August, while 55-gal. was quoted at \$0.37-\$0.45 compared to \$0.34-\$0.37 a month earlier.

The value of pizza sauce in September increased to \$17.00-\$21.50, up from the range of \$17.00-\$20.00 the previous month.

The price range in the West for 6/10 puree tightened to \$16.00-\$18.00 in September

Tomato Monthly Price Report, September 2017

Product	Size	Region	Current	Pricing Last Month	Last Year
Canned					
Whole peeled	6/10	West	\$13.50-\$14.50	\$12.75-\$14.25	\$13.00-\$13.50
Choice	6/102	Midwest	\$15.75	\$15.50	\$15.50
Whole peeled	6/10	Mid-Atlantic	\$16.00	\$16.00	\$16.00
Whole peeled	12/14	Mid-Atlantic	\$9.09	\$9.09	\$9.09
Whole peeled	12/28	Mid-Atlantic	\$15.32	\$15.32	\$15.32
Diced					
Foodservice	6/10	Mid-Atlantic	\$16.25	\$16.25	\$16.25
Foodservice	6/10	West	\$15.00-\$16.00	\$14.75	\$15.00-\$16.00
Retail, Organic	24/300	West	\$24.00	N/A	N/A
Retail	12/14	Mid-Atlantic	\$9.09	\$9.09	\$9.09
Retail	12/28	Mid-Atlantic	\$15.32	\$15.32	\$15.32
Industrial*	300-gal	West	\$0.20-\$0.22	\$0.18-\$0.20	\$0.18-\$0.20
Industrial*	55-gal	West	\$0.23-\$0.25	\$0.20-\$0.22	\$0.20-\$0.22
Ketchup					
Foodservice	6/10	Mid-Atlantic	\$19.00	\$19.00	\$19.00
Foodservice	6/10	West	\$18.75-\$19.50	\$18.75-\$19.50	\$19.00
Retail	24/28	Mid-Atlantic	\$9.00-\$15.30	\$9.00-\$15.30	\$9.00-\$15.30
Paste					
Foodservice	6/10	Mid-Atlantic	\$31.75	\$31.75	\$31.75
Foodservice	6/10	West	\$23.75-\$24.50	\$23.75	\$24.50-\$25.50
Industrial*	300-gal	West	\$0.35-\$0.40	\$0.33-\$0.37	\$0.34-\$0.38
Industrial*	55-gal	West	\$0.37-\$0.45	\$0.34-\$0.37	\$0.37-\$0.42
Pizza Sauce					
Foodservice	6/10	Mid-Atlantic	\$16.75-\$21.50	\$16.75-\$21.50	\$16.75-\$21.50
Foodservice	6/10	West	\$17.00-\$21.50	\$17.00-\$20.00	\$19.00-\$23.00
Retail	12/15	Mid-Atlantic	\$9.33	\$9.33	\$9.33
Puree					
Foodservice	6/10	West	\$16.00-\$18.00	\$15.00-\$18.00	\$16.00-\$16.50
Foodservice	6/10	Mid-Atlantic	\$17.50-\$19.75	\$17.50-\$19.75	\$17.50-\$19.75
Private label	12/14	Mid-Atlantic	\$9.09	\$9.09	\$9.09
Private label	12/28	Mid-Atlantic	\$15.32	\$15.32	\$15.32
Sauce					
Foodservice	6/10	West	\$13.75-\$14.25	\$13.75-\$14.25	\$13.50-\$14.00
Foodservice	6/10	Mid-Atlantic	\$15.50	\$15.50	\$15.50
Retail	12/14	Mid-Atlantic	\$9.09	\$9.09	\$9.09
Retail	12/28	Mid-Atlantic	\$15.32	\$15.32	\$15.32
Stewed					
Foodservice	6/10	West	\$18.25	\$18.25	\$20.50
Foodservice	6/10	Mid-Atlantic	\$18.75	\$18.75	\$18.75
Retail	12/14	Mid-Atlantic	\$9.09	\$9.09	\$9.09
Retail	12/28	Mid-Atlantic	\$15.32	\$15.32	\$15.32
Tomato Juice					
Foodservice	12/46	Mid-Atlantic	\$16.15	\$16.15	\$16.15
Foodservice	12/46	West	\$12.50	\$12.50	N/A

*Pricing for industrial bin diced and paste include \$0.03/lb bin refund upon return of usable bins.

as opposed to the \$15.00-\$18.00 range in August.

KETCHUP - Ketchup average retail price overall was up 1.7%, despite volume down 2.8% and sales 1.2% from last year, according to monthly data from **MORGAN STANLEY, KRAFT HEINZ** sales increased 0.6% and average price 1.2% even as volume dipped 0.7%, accounting for 64.0% dollar share.

CONAGRA BRANDS sales fell 9.6% and volume 9.8% as the average price increased 0.2%. The company has a 12.2% dollar share of the sector. Combined private label sales decreased 2.6%, average price 0.3% and 2.3% for a 19.2% of dollar share.

For canned tomatoes, retail price for Conagra products increased 0.6% in the last year, as sales declined 5.1% and volume 5.7%, according to Morgan Stanley. Canned tomato sales account for 6.0% of the company's business.

FROZEN VEGETABLES

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PRICING - Price changes were reported in the Northwest for cob and mixed vegetables, while prices in the Midwest remained unchanged.

The value of 96 Grade A foodservice cob corn rose to the \$15.00-\$16.00 range, up from \$14.50-\$15.00 in August and \$14.00-\$14.75 a year earlier. The \$15.00-\$16.00 range is in line with prices on the Midwest.

The price of 12/2.5-lb. mixed vegetables increased to \$0.62-\$0.65, rising from \$0.58-\$0.60 the

Frozen Vegetable Monthly Price Report, September 2017

Product	Size	Region	Pricing		
			Current	Last Month	Last Year
Beans, Cut Green					
Foodservice	20-lb.	Midwest	\$0.62-\$0.66	\$0.62-\$0.66	\$0.62-\$0.66
Foodservice	20-lb.	Northwest	\$0.60-\$0.64	\$0.60-\$0.64	\$0.62-\$0.66
Beans, French Green					
Foodservice	20-lb.	Midwest	\$0.63-\$0.67	\$0.63-\$0.67	\$0.63-\$0.67
Foodservice	20-lb.	Northwest	\$0.61-\$0.65	\$0.61-\$0.65	N/A
Beans, Whole					
Foodservice	12/2-lb.	Midwest	\$0.75-\$0.78	\$0.75-\$0.78	\$0.75-\$0.78
Foodservice	12/2-lb.	Northwest	\$0.72-\$0.75	\$0.72-\$0.75	\$0.75-\$0.78
Broccoli, Spears					
Foodservice	20-lb.	Midwest	\$0.75-\$0.77	\$0.75-\$0.77	\$0.75-\$0.77
Foodservice	20-lb.	Northwest	\$0.75-\$0.77	\$0.75-\$0.77	\$0.75-\$0.77
Broccoli, Cuts					
Foodservice	20-lb.	Midwest	\$0.75-\$0.77	\$0.75-\$0.77	\$0.75-\$0.77
Foodservice	20-lb.	Northwest	\$0.75-\$0.77	\$0.75-\$0.77	\$0.75-\$0.77
Broccoli, Chopped					
Foodservice	20-lb.	Midwest	\$0.75-\$0.77	\$0.75-\$0.77	\$0.75-\$0.77
Foodservice	20-lb.	Northwest	\$0.75-\$0.77	\$0.75-\$0.77	\$0.75-\$0.77
Brussels Sprouts					
Foodservice	12/2.5-lb.	East Coast	\$0.97-\$0.99	\$0.97-\$0.99	\$0.97-\$0.99
Foodservice	12/2.5-lb.	Northwest	\$0.97-\$0.99	\$0.97-\$0.99	\$0.97-\$0.99
Carrots, Diced					
Foodservice	20-lb.	Midwest	\$0.51-\$0.53	\$0.51-\$0.53	\$0.51-\$0.53
Foodservice	20-lb.	Northwest	\$0.38-\$0.41	\$0.38-\$0.41	\$0.41-\$0.43
Foodservice	12/2.5-lb.	Midwest	\$0.55-\$0.57	\$0.55-\$0.57	\$0.55-\$0.57
Foodservice	12/2.5-lb.	Northwest	\$0.40-\$0.42	\$0.40-\$0.42	\$0.44-\$0.46
Carrots, Sliced					
Foodservice	20-lb.	Midwest	\$0.55-\$0.58	\$0.55-\$0.58	\$0.55-\$0.58
Foodservice	20-lb.	Northwest	\$0.46-\$0.48	\$0.46-\$0.48	\$0.57-\$0.59
Foodservice	12/2.5-lb.	Midwest	\$0.59-\$0.62	\$0.59-\$0.62	\$0.59-\$0.62
Cauliflower					
Foodservice	6/10	Northwest	\$0.91-\$0.93	\$0.91-\$0.93	\$0.91-\$0.93
Foodservice	20-lb.	Midwest	\$0.98-\$0.99	\$0.98-\$0.99	\$0.98-\$0.99
Corn, Cut					
Foodservice	12/2.5-lb.	Midwest	\$0.61-\$0.63	\$0.61-\$0.63	\$0.61-\$0.63
Foodservice	20-lb.	Midwest	\$0.58-\$0.60	\$0.58-\$0.60	\$0.58-\$0.60
Industrial	1600-lb.	Midwest	\$0.51	\$0.51	\$0.51
Industrial	1600-lb.	Northwest	\$0.48-\$0.50	\$0.48-\$0.50	\$0.44
Corn, Cob					
Foodservice	96 Grade A	Midwest	\$15.00-\$16.00	\$15.00-\$16.00	\$15.00-\$16.00
Foodservice	96 Grade A	Northwest	\$15.00-\$16.00	\$14.50-\$15.00	\$14.00-\$14.75
Mixed Vegetables					
Foodservice	12/2.5-lb.	Midwest	\$0.66-\$0.68	\$0.66-\$0.68	\$0.66-\$0.68
Foodservice	12/2.5-lb.	Northwest	\$0.62-\$0.65	\$0.58-\$0.60	\$0.62-\$0.64
Onions					
Foodservice	30-lb.	Midwest	\$0.60-\$0.62	\$0.60-\$0.62	\$0.60-\$0.62
Peas					
Foodservice	12/2.5-lb.	Midwest	\$0.86-\$0.88	\$0.86-\$0.88	\$0.86-\$0.88
Foodservice	12/2.5-lb.	Northwest	\$0.60-\$0.64	\$0.60-\$0.64	\$0.78
Foodservice	Totes	Midwest	\$0.71	\$0.71	\$0.71
Foodservice	20-lb.	Midwest	\$0.82-\$0.84	\$0.82-\$0.84	\$0.82-\$0.84
Foodservice	20-lb.	Northwest	\$0.58-\$0.62	\$0.58-\$0.62	\$0.76
Spinach					
Retail	12/10-oz.	Canada	\$5.95	\$5.95	\$5.95

Midwest, Mid-Atlantic and West is F.O.B.

previous month and lower than the quote of \$0.66-\$0.68 from the Midwest.

SALES - The average retail price of frozen vegetables increased 1.8% in the last year, as sales decreased 0.1% and volume 1.9%, according to data from **MORGAN STANLEY**. Private label, the dollar share leader in the sector at 38.6%, had a 2.3% decrease for average price. **KRAFT HEINZ** average price decreased 0.6%, while **PINNACLE** and **B&G FOODS** had average price increases of 2.5% and 6.2%, respectively.

The average retail price of frozen potatoes increased 1.0% in the last year, with sales up 1.1% and volume 0.1%, according to data from **MORGAN STANLEY**. Kraft Heinz, the dollar share leader in the sector at 40.7%, had a 3.6% increase

for average price. Private label saw its average price decline 2.5% for a 35.9% dollar share, while **CONAGRA BRANDS**, with just 0.5% of dollar share, average price increased 8.7%

CANNED FRUIT

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OVERVIEW - Pricing remained stable in September after some price changes in August.

APPLES - Canned apples for foodservice were \$26.50 for 6/10 cases, f.o.b. West Coast, unchanged from August. Applesauce for foodservice is priced at \$19.00.

APRICOTS - Canned unpeeled apricots in light syrup were priced at \$36.00 for

6/10 cases, f.o.b. West Coast, the previous month. Canned unpeeled apricots in pear juice remained the same as well, sitting at \$36.00 for 6/10 cases, f.o.b. West Coast.

FRUIT COCKTAIL - Canned fruit cocktail is priced the same as last month. Fruit cocktail in heavy syrup and pear juice were both at \$34.25 for 6/10 cases, f.o.b. West Coast. Product in light syrup is priced at \$33.50.

FRUIT MIX - Fruit mix in light syrup in 6/10 cases were priced at \$31.00, f.o.b. West Coast. Product in pear juice was priced at \$31.75.

PEACHES - Peaches in light syrup remained priced at \$30.50 for 6/10 cases, f.o.b. West Coast. Peaches in pear juice remained stable as well, priced at \$30.50 for 6/10 cases, f.o.b. West Coast.

PEARS - Pears in light syrup were priced at \$30.00 for 6/10 cases, the same as August. Canned pears in juice were priced at \$30.00, f.o.b. West Coast.

SALES - USDA offered to purchase about \$7.9 million worth of canned pears.

PROCESSED SEAFOOD

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OYSTER - The Mississippi oyster season opened with a harvest limit of 10,000 sacks, down from 35,000 in 2016. The state is reducing the harvest as the stressed reefs needing time to rebuild. The opening applies to Biloxi Bay, which will be harvested for the second year after having been closed since 1964, reported *The State* (Oct. 2).

HERRING - Part of the New England coast is being shut down to herring fishing by the **ATLANTIC STATES MARINE FISHERIES COMMISSION** for most of October. Vessels in the Atlantic herring fishery cannot catch or possess the fish in the closed area from southern Maine to Cape Cod from Oct. 1 to Oct. 28, reported *Press Herald* (Sept. 28).

A significant cut to mackerel and herring catches in the Northeast Atlantic was recommended by the **INTERNATIONAL COUNCIL FOR THE EXPLORATION OF THE SEAS**. The council proposed a 35% reduction in the mackerel quota, to 550,948 metric tons, and a 15% cut in herring catches, to 546,472 metric tons, as both stocks are too run down, according to Norway's **INSTITUTE OF MARINE RESEARCH**, reported

Canned Fruit Monthly Price Report, September 2017

Product	Size	Region	Current	Pricing	
				Last Month	Last Year
Apples					
Foodservice	6/10	West	\$26.50	\$26.50	\$26.50
Applesauce	6/10	West	\$19.00	\$19.00	\$19.00
Apricots					
Unpeeled in Light Syrup	6/10	West	\$36.00	\$36.00	\$36.00
Unpeeled in Pear Juice	6/10	West	\$36.00	\$36.00	\$36.00
Fruit Cocktail					
Light Syrup	6/10	West	\$33.50	\$33.50	\$34.50
Heavy Syrup	6/10	West	\$34.25	\$34.25	\$35.25
Pear Juice	6/10	West	\$34.25	\$34.25	\$35.25
Fruit Mix					
Light Syrup	6/10	West	\$31.00	\$31.00	\$32.00
Pear Juice	6/10	West	\$31.75	\$31.75	\$32.75
Peaches					
Light Syrup	6/10	West	\$30.50	\$30.50	\$31.50
Pear Juice	6/10	West	\$30.50	\$30.50	\$31.50
Pears					
Light Syrup	6/10	West	\$30.00	\$30.00	\$31.00
Juice	6/10	West	\$30.00	\$30.00	\$31.00

*Region includes f.o.b.

UndercurrentNews.com (Sept. 29).

PRICING - Price movement was reported for lobster tails and shrimp in September.

Lobster spiny tail values remained the same for Nicaragua at \$16.50-\$16.75, while Honduran spiny tails costs increased to \$16.50-\$16.90 from \$16.50-\$16.75 in August and Brazilian spiny tails moved to \$16.85-\$17.00 from \$16.75-\$16.95 a month earlier.

For shrimp, domestic white increased \$0.05 for 16-20 ct. to \$5.90-\$6.00, 21-25 ct. to \$5.70-\$5.80 and 26-30 ct. to \$5.45-\$5.55. The price of 31-35 ct. remained at \$5.15-\$5.25 to September from August.

No value change was reported for domestic brown prices. From a year ago, prices declined with 16-20 ct. reported at \$5.15-\$5.25 compared to \$8.00-\$8.10 in September 2016, 21-25 ct. at \$5.40-\$5.50 versus \$6.00-\$6.10 and 31-35 ct. at \$4.90-\$5.00 compared to \$5.00-\$5.10. The value of 26-30 ct. was unchanged at \$5.15-\$5.25.

The price of Southeast Asia Black Tiger for 16-20 ct. and 21-25 ct. tightened to \$8.05-\$8.25 from \$7.25-\$8.25 and \$6.40-\$7.55 from \$6.25-\$7.55, respectively. The range for 26-30 ct. increased to \$5.75-\$6.60 as compared to \$5.75-\$6.50, while 31-40 ct. reported a price of \$5.90 versus a range of \$5.75-\$5.90 a month earlier.

Central and South America prices were down as 21-25 ct. was reported at \$5.20-\$5.30 as compared to \$5.35-\$5.45 a month earlier, 26-30 ct. at \$4.25-\$4.35 versus \$4.40-\$4.50, 31-25 ct. at \$4.10-\$4.20 from \$4.20-\$4.30 and 36-

40 ct. at \$3.85-\$3.95 as opposed to \$4.00-\$4.10.

SALES - USDA purchased about \$19.8 million worth of frozen Alaskan pollock.

DRIED VEGETABLES

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OVERVIEW - Trading ac-

tivity was slow with moderate demand. According to **NASS's Crop Progress Report** dated Oct. 1. Colorado has 55%, Idaho has 92%, Washington has 93%, North Dakota has 71%, Minnesota has 85%, Nebraska has 65%, Michigan has 57% and Wyoming has 63% of dry edible beans harvested. Rain in the western part of the U.S. slowed harvest down, while Michigan

has been on the warm side, speeding up harvest.

PINTO BEANS - Pinto beans from Colorado were priced between \$32.50 and \$35.00. Product from North Dakota was priced between \$28.50 and \$29.00.

GREAT NORTHERN - Great northern beans from Nebraska were priced between \$34.00 and \$36.00,

Processed Frozen Seafood Monthly Price Report, September 2017

Product	Size	Region	Pricing		
			Current	Last Month	Last Year
Blocks and Slabs					
Alaska Pollock, domestic	1-lb.	New England	\$1.32-\$1.40	\$1.32-\$1.40	\$1.32-\$1.40
Alaska Pollock, Imported	1-lb.	New England	\$1.15-\$1.18	\$1.15-\$1.18	\$1.15-\$1.20
Alaska Pollock, deep skin	1-lb.	New England	\$1.75-\$1.78	\$1.75-\$1.78	\$1.75-\$1.78
Imported Haddock	1-lb.	New England	\$2.55-\$2.60	\$2.55-\$2.60	\$2.55-\$2.60
Imported Cod	1-lb.	New England	\$2.50-\$2.55	\$2.50-\$2.55	\$2.50-\$2.55
Fillets					
Cod	4-8 oz.	New England	\$3.65	\$3.65	N/A
Cod	8-16 oz.	New England	\$3.75	\$3.75	\$3.35
Cod	16-32 oz.	New England	\$3.85	\$3.85	\$3.75
Chilean Salmon	6-oz.	New England	\$7.50-\$8.05	\$7.50-\$8.05	\$6.30-\$6.50
Chilean Salmon	8-oz.	New England	\$7.50-\$8.05	\$7.50-\$8.05	\$6.30-\$6.50
Candian Flounder	4-oz.	New England	\$3.15	\$3.15	\$3.15
Lobster Tails					
Brazilian Spiny Tails	5-14 oz.	New York	\$16.85-\$17.00	\$16.75-\$16.95	\$14.50-\$17.50
Honduras Spiny Tails	5-14 oz.	New York	\$16.50-\$16.90	\$16.50-\$16.75	\$14.50-\$17.00
Nicaragua Spiny Tails	5-16 oz.	New York	\$16.50-\$16.75	\$16.50-\$16.75	\$14.75-\$16.95
Shrimp					
Domestic White	16-20 ct.	New York	\$5.90-\$6.00	\$5.85-\$5.95	\$7.60-\$7.70
Domestic White	21-25 ct.	New York	\$5.70-\$5.80	\$5.65-\$5.75	\$6.25-\$6.35
Domestic White	26-30 ct.	New York	\$5.45-\$5.55	\$5.40-\$5.50	\$5.40-\$5.50
Domestic White	31-35 ct.	New York	\$5.15-\$5.25	\$5.15-\$5.25	\$5.00-\$5.10
Domestic Brown	16-20 ct.	New York	\$6.40-\$6.50	\$6.40-\$6.50	\$8.00-\$8.10
Domestic Brown	21-25 ct.	New York	\$5.40-\$5.50	\$5.40-\$5.50	\$6.00-\$6.10
Domestic Brown	26-30 ct.	New York	\$5.15-\$5.25	\$5.15-\$5.25	\$5.15-\$5.25
Domestic Brown	31-35 ct.	New York	\$4.90-\$5.00	\$4.90-\$5.00	\$5.00-\$5.10
Southeast Asia Black Tiger	16-20 ct.	New York	\$8.05-\$8.25	\$7.25-\$8.25	\$7.65
Southeast Asia Black Tiger	21-25 ct.	New York	\$6.40-\$7.55	\$6.25-\$7.55	\$6.60
Southeast Asia Black Tiger	26-30 ct.	New York	\$5.75-\$6.60	\$5.75-\$6.50	\$6.10-\$6.25
Southeast Asia Black Tiger	31-40 ct.	New York	\$5.90	\$5.75-\$5.90	\$5.80-\$5.85
CA & SA Pond-Raised White	21-25 ct.	New York	\$5.20-\$5.30	\$5.35-\$5.45	\$6.20-\$6.30
CA & SA Pond-Raised White	26-30 ct.	New York	\$4.25-\$4.35	\$4.40-\$4.50	\$5.65-\$5.75
CA & SA Pond-Raised White	31-35 ct.	New York	\$4.10-\$4.20	\$4.20-\$4.30	\$4.90-\$5.00
CA & SA Pond-Raised White	36-40 ct.	New York	\$3.85-\$3.95	\$4.00-\$4.10	\$4.50-\$4.60
Scallops					
Domestic Dry IQF U10 ct.	5-lb.	New England	\$19.00-\$21.00	\$19.00-\$21.00	\$18.75-\$20.00
Domestic Dry IQF U12 ct.	5-lb.	New England	\$19.50-\$20.50	\$19.50-\$20.50	\$17.50-\$18.25
Domestic Dry IQF 10/20 ct.	5-lb.	New England	\$14.50-\$15.00	\$14.50-\$15.00	\$12.95-\$13.50
Domestic Dry IQF 20/30 ct.	5-lb.	New England	\$11.50-\$12.50	\$11.50-\$12.50	\$12.50-\$13.00
Snow Crabs					
Crab Clusters	3-5 oz.	New England	N/A	N/A	N/A
Crab Clusters	5-8 oz.	New England	N/A	N/A	\$7.25-\$7.30
Crab Clusters	8-&-up oz.	New England	N/A	N/A	\$7.50-\$7.55
Crab Clusters	10-&-up oz.	New England	N/A	N/A	\$8.00-\$8.10

New York is ex-warehouse and New England is F.O.B.

down from the \$31.00 to \$33.00 range reported last month.

BLACK BEANS - Black beans from North Dakota were priced at \$34.00, down

from \$39.40 from a year ago. Product from Michigan was quoted between \$34.00

and \$36.00, down from \$41.00 a year ago.

SALES - USDA purchased about \$5.9 million worth of dried dark red kidney beans, about \$9.5 million worth of dried small red beans and about \$13.4 million worth of dried pinto beans.

Dried Vegetables Monthly Price Report, September 2017

Product	Size	Region*	Current	Pricing Last Month	Last Year
Pinto					
Colorado	100-lbs.	Southwest	\$32.50 - \$35.00	\$34.00 - \$36.00	\$40.00
North Dakota	100-lbs.	Midwest	\$28.50 - \$29.00	\$31.00 - \$33.00	\$37.95
Great Northern					
Nebraska	100-lbs.	Midwest	\$34.00 - \$36.00	N/A	\$42.00
North Dakota	100-lbs.	Midwest	N/A	N/A	N/A
Light Red Kidney					
Nebraska	100-lbs.	Midwest	N/A	N/A	N/A
Michigan	100-lbs.	Midwest	N/A	N/A	N/A
Wisconsin	100-lbs.	Midwest	N/A	N/A	N/A
Dark Red Kidney					
Michigan	100-lbs.	Midwest	N/A	N/A	N/A
Minnesota	100-lbs.	Midwest	N/A	N/A	N/A
Pink					
Idaho	100-lbs.	Midwest	N/A	N/A	N/A
Small Red					
Michigan	100-lbs.	Midwest	N/A	N/A	N/A
Black					
North Dakota	100-lbs.	Midwest	\$34.00	\$35.00 - \$36.00	\$39.40
Michigan	100-lbs.	Midwest	\$34.00 - \$36.00	N/A	\$41.00
Pea Beans					
Michigan	100-lbs.	Midwest	N/A	N/A	N/A
Garbanzos					
Washington	100-lbs.	Northwest	\$63.00	N/A	N/A

*Region is f.o.b.

DRIED FRUITS & NUTS

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DRIED FRUIT PRICING -

No price movement was reported to September from August as movement was found from a historical standpoint with apricots and bananas.

Philippine sweetened banana chips are currently valued at \$1.20, up from \$1.15 a year ago, and Philippine unsweetened chips cost \$1.25 a pound, up from \$1.20 the previous



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BMO  Harris Bank

September. Whole chips remained the same at \$1.10.

The current price for Whole Turkish No. 1 apricots was value at \$2.15 for the month of September, down from the quoted price range of \$2.25 a year ago. Whole Turkish No. 4 apricots is priced at \$1.70 as compared to the \$2.10 price range in September 2016.

The value of Whole Turkish No. 6 and diced apricots are both at \$1.65 versus the previous year's prices of \$2.00 and \$1.85, respectively.

NUT PRICING - Prices remained stable for nut products in August from the previous month. Compared to a year ago, movement was found for pine nuts, pumpkin seeds and pistachios.

The value of Chinese peeled, Grade AAA, cleaned pumpkin seeds is valued at \$1.65 a pound, down from \$1.80 at the same time a year ago.

For Chinese pine nuts in September, the price for medium was at \$8.50 and large at \$11.50, down from \$10.50 and \$13.25, respectively.

The price for pistachios in September was \$5.50 in the Midwest for Turkish R/S 32-34 versus \$5.30 a year earlier. Prices for in-shell and shelled in California were unchanged at \$5.50 and \$11.00, respectively.

SALES - The average retail price of nuts for **KRAFT HEINZ** increased 0.7% in the last year, although sales were down 5.5% and volume 6.2%, according to data from **MORGAN STANLEY**. Nut sales account for 5.5% of the company's total sales.

USDA purchased about \$4.8 million worth of dried highbush blueberries and about \$9.9 million worth of dried plums.

ALMONDS - Stanislaus County, CA, reported gross farm income of about \$3.3 billion in 2016, down 16% from the year before, mainly due to lower nut and beef prices.

Almonds remained the county's top-grossing product at \$931 million, with milk second at \$612 million and chickens third at \$295 million, reported *Modesto Bee* (Oct. 2).

FROZEN FRUIT

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STRAWBERRIES - The

Dried Fruit Monthly Price Report, September 2017

Product	Size	Region	Current	Pricing	
				Last Month	Last Year
Apples					
Chinese apple dices 3/8"	1-lb.	New Jersey	\$1.85	\$1.85	\$1.85
Fuji dried rings	1-lb.	New Jersey	\$1.90	\$1.90	\$1.90
Apricots					
Whole Turkish No. 1	1-lb.	New Jersey	\$2.15	\$2.15	\$2.25
Whole Turkish No. 4	1-lb.	New Jersey	\$1.70	\$1.70	\$2.10
Whole Turkish No. 6	1-lb.	New Jersey	\$1.65	\$1.65	\$2.00
Diced Turkish	1-lb.	New Jersey	\$1.65	\$1.65	\$1.85
Bananas					
Philippine sweetened chips	1-lb.	New Jersey	\$1.20	\$1.20	\$1.15
Philippine unsweetened chips	1-lb.	New Jersey	\$1.25	\$1.25	\$1.20
Whole chips	1-lb.	New Jersey	\$1.10	\$1.10	\$1.10
Blueberries					
Dried, sweetened U.S.	1-lb.	New Jersey	\$5.50	\$5.50	\$5.50
Cherries					
Dried, sweetened U.S.	1-lb.	New Jersey	\$5.25	\$5.25	\$4.85
Cranberries					
Dried, sweetened U.S.	1-lb.	New Jersey	\$1.55	\$1.55	\$1.55
Dates					
Loose pack pitted	1-lb.	New Jersey	\$1.75	\$1.75	\$1.75
Diced	1-lb.	New Jersey	\$1.70	\$1.70	\$1.70
Ginger					
Sliced crystallized	1-lb.	New Jersey	\$1.75	\$1.75	\$1.95
Diced crystallized	1-lb.	New Jersey	\$1.90	\$1.90	\$2.05
Guava					
Sweet dice	1-lb.	New Jersey	\$2.10	\$2.10	\$2.10
Mango					
Sweet dice	1-lb.	New Jersey	\$1.99	\$1.99	\$1.99
Slice cut	1-lb.	New Jersey	\$1.99	\$1.99	\$1.99
Orange Peel					
Strips	1-lb.	New Jersey	\$2.85	\$2.85	\$2.85
Papaya					
All cuts	1-lb.	New Jersey	\$1.25	\$1.25	\$1.25
Pineapples					
Thai sweet rings	1-lb.	New Jersey	\$2.05	\$2.05	\$2.05
Prunes					
Pitted Chilean jumbo 10/20	1-lb.	New Jersey	\$2.70	\$2.70	\$2.70
Unpitted Chilean jumbo 10/20	1-lb.	New Jersey	\$2.15	\$2.15	\$2.15
Dried Golden	1 lb.	New Jersey	\$5.20	\$5.20	N/A
Raisins					
Thompson Seedless Midgets	30-lb.	California	\$1.15	\$1.15	\$1.05
Imported Chilean Flame seedless	1-lb.	New Jersey	\$1.25	\$1.25	\$1.25

New Jersey is ex-warehouse; California is F.O.B.

Nuts Monthly Price Report, September 2017

Product	Size	Region	Current	Pricing	
				Last Month	Last Year
Almonds					
Nonpareil Supreme 23/25	1-lb.	California	\$2.75	\$2.75	\$2.75
Cashews					
240	1-lb.	New Jersey	\$4.75	\$4.75	\$4.75
320	1-lb.	New Jersey	\$4.60	\$4.60	\$4.60
Hazelnuts					
Domestic	1-lb.	Northwest	\$3.50	\$3.50	\$3.50
Macadamias					
Style 1	1-lb.	New Jersey	\$9.00	\$9.00	\$9.00
Style 4	1-lb.	New Jersey	\$8.50	\$8.50	\$8.50
Peanuts					
Blanched runner	1-lb.	Southwest	\$0.85	\$0.85	\$0.85
Spanish	1-lb.	Southwest	\$1.05	\$1.05	\$1.05
VA., In-shell, Fancy	1-lb.	Southwest	\$1.05	\$1.05	\$1.05
Pecans					
Fancy Whole	1-lb.	Southeast	\$7.00	\$7.00	\$7.00
Fancy Pieces	1-lb.	Southeast	\$6.50	\$6.50	\$6.50
Pine Nuts					
Chinese, medium	1 lb.	New Jersey	\$8.50	\$8.50	\$10.50
Chinese, large	1-lb.	New Jersey	\$11.50	\$11.50	\$13.25
Pistachios					
In-shell, 25-lb.	1-lb.	California	\$5.50	\$5.50	\$5.50
Shelled, 25-lb.	1-lb.	California	\$11.00	\$11.00	\$11.00
Turkish R/S 32-34 ct.	1-lb.	Midwest	\$5.50	\$5.50	\$5.30
Pumpkin seeds					
Chinese peeled, Grade AAA, cleaned	1-lb.	New Jersey	\$1.65	\$1.65	\$1.80
Walnuts					
Halves & pieces, 25-lb.	1-lb.	California	\$4.50	\$4.50	\$4.50
Halves & pieces, 25-lb.	25-lb cs	California	\$2.75	\$2.75	\$2.75

New Jersey is ex. warehouse; Southeast and California are F.O.B.

Frozen Fruit Monthly Price Report, September 2017

Product	Size	Region	Current	Pricing	
				Last Month	Last Year
Blackberries					
Marrion	30-lb.	Northwest	\$1.30	\$1.33 - \$1.35	\$0.95 - \$1.03
Blueberries					
Highbush	30-lb.	Midwest	\$1.05 - \$1.25	\$1.10 - \$1.25	\$1.15 - \$1.25
Highbush	30-lb.	Northwest	\$1.05 - \$1.25	\$1.10 - \$1.25	N/A
Organic	30-lb.	Midwest	\$1.85 - \$2.10	\$1.90 - \$2.25	\$2.50 - \$2.75
Organic	30-lb.	Argentina	\$1.65 - \$1.85	N/A	N/A
Lowbush	30-lb.	Northeast	\$0.95	N/A	N/A
Cherries					
5+1 Tart	30-lb.	Midwest	\$0.79	\$0.78	\$0.79
IQF Tart	30-lb.	Midwest	\$0.84	\$0.83	\$0.84
Peaches					
IQF Slices	30-lb.	West	\$0.99	\$0.97	\$1.10
Raspberries					
IQF Whole	25-lb.	Northwest	\$1.39	\$1.40 - \$1.45	\$2.10 - \$2.20
Strawberries					
IQF Whole	30-lb.	California	\$0.90 - \$0.92	\$0.90 - \$1.00	\$1.11 - \$1.18

range in pricing for IQF strawberries California was set between \$0.90 and \$0.92 in September, with the higher end of the range down from last month's \$1.00 and down from the \$1.11-\$1.18 range reported in the year ago period.

CHERRIES - 5+1 tart cherries were priced at \$0.79, while IQF varieties were priced at \$0.84 under new pack pricing, representing a one cent increase for both products. September's pricing was in-line with year ago pricing.

RASPBERRIES - Prices for product from the Northwest were reported at \$1.39 for IQF whole raspberries. The pricing was down from August's \$1.40-\$1.45 range, and down significantly from the \$2.10-\$2.20 range reported in September 2016.

BLUEBERRIES - An ample supply of both highbush and lowbush blueberries from the 2016 crop is keeping pricing relatively stable with the 2017 crop now available. Highbush prices from both the Midwest and Northwest were reported \$1.05-\$1.25, down slightly on the low end from the \$1.10-\$1.25 range reported in August. Organic product from the Midwest is priced between \$1.85-\$2.10, while Argentinian product is reported between \$1.65-\$1.85. Lowbush prices from the Northeast are set at \$0.95.

BLACKBERRIES - Prices for IQF product were set at \$1.30, down from the \$1.33 to \$1.35 range reported in August.

PEACHES - Prices for IQF slices from California were quoted at \$0.95, up from \$0.97 from the previous month. Pricing in the year-ago period was reported at \$1.10.

SALES - USDA purchased about \$7.1 million worth of frozen highbush blueberries.

JUICES & CONCENTRATES

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PRICING - Movement to September from August was reported for apple, grape, lemon, orange, pear and pineapple juices and concentrates.

The value for apple juice from Europe rose a \$1.00 to \$9.00-\$10.00 in September from the previous month, while Chinese was quoted at \$5.75-\$6.25 from August's \$5.50-\$6.25. South American prices settled at \$6.50 as compared to \$6.25-\$6.50 a month earlier.

The price of grape juice increased, with a gallon of Argentine white, described as one source as in short supply, tightened to \$8.95-\$9.25 from \$8.75-\$9.25 from a month earlier and European white at \$10.00, up from August's \$8.75-\$9.00.

Lemon juice prices were down across the board, with South African/South American 400 gpl priced at \$17.00-\$19.00 as compared to a month's earlier \$19.00-\$20.00, a drum of low-pulp from the Northwest at \$18.00-\$20.00 versus the quote of \$22.00-\$24.00 in August and a gallon of domestic down a \$1.00 to \$20.00 in September.

Domestic orange juice future prices for the month of September ended at \$1.54, up from the previous month's \$1.49, but below last year's \$1.87.

The quoted price for a gallon of pineapple juice for aseptic concentrate 60-degree brix declined to \$7.00-\$7.25 in September, down from the previous month's \$7.50-\$8.00,

while aseptic concentrate 65-degree brix price tightened to \$7.50-\$8.00 compared to August's \$7.25-\$8.00.

SALES - The average retail price of juice for **CAMPBELL SOUP CO.** decreased 0.3% in the last year, with sales down 6.3% and

volume 6.0%, according to data from **MORGAN STANLEY**. Juice accounts for 9.4% of the company's total sales.

Juice and Concentrates Monthly Price Report, September 2017

Product	Size	F.O.B/Ex-warehouse	Current	Pricing Last Month	Last Year
Apple					
Euro	1-gal.	East Coast	\$9.00-\$10.00	\$8.00-\$9.00	\$6.25-\$6.50
China	1-gal.	East Coast	\$5.75-\$6.25	\$5.50-\$6.25	\$5.50-\$5.75
South American	1-gal.	East Coast	\$6.50	\$6.25-\$6.50	\$6.00-\$6.25
U.S.	1-gal.	West Coast	\$6.00-\$7.00	\$6.00-\$7.00	\$8.00
U.S.	Drum	Northwest	\$8.50	\$8.50	\$8.50
Blackberry					
65 degree Brix concentrate	52-gal.	West Coast	\$45.00-\$52.00	\$45.00-\$52.00	\$58.00
65 degree Brix concentrate	52-gal.	Imported	\$44.00-\$48.00	\$44.00-\$48.00	N/A
Blueberry					
65 degree Brix concentrate	52-gal.	Midwest	\$40.00-\$45.00	\$40.00-\$45.00	\$37.00-\$45.00
Cranberry					
50 degree Brix concentrate	1-gal.	Massachusetts	\$17.50-\$18.50	\$17.50-\$18.50	\$17.00-\$18.00
50 degree Brix concentrate	1-gal.	Midwest	\$17.50-\$18.50	\$17.50-\$18.50	\$17.00-\$18.00
Grape					
Argentine white	1-gal.	New York	\$8.95-\$9.25	\$8.75-\$9.25	\$7.75
European white	1-gal.	New York	\$10.00	\$8.75-\$9.00	N/A
Argentine white	Drum	Northwest	\$9.00	\$9.00	\$10.75
Concord grape 68 Brix	1-gal.	New York	\$7.75-\$8.00	\$7.75-\$8.00	\$7.00-\$8.00
Grapefruit					
White	1-lb.	New York	\$2.00-\$2.10	\$2.00-\$2.10	\$2.00-\$2.10
Pink	1-lb.	New York	\$2.30	\$2.30	\$2.30
Lemon					
South Africa, South America 400 gpl	1-gal.	New York	\$17.00-\$19.00	\$19.00-\$20.00	\$15.00-\$18.00
Low-pulp	Drum	Northwest	\$18.00-\$20.00	\$22.00-\$24.00	\$21.50
Domestic	1-gal.	California	\$20.00	\$21.00	\$20.00
Lime					
Mexico, South America	1-gal.	New York	\$7.50-\$8.50	\$8.00-\$9.00	\$7.00-\$7.50
Orange					
Domestic futures	1-lb.	U.S.	\$1.54	\$1.49	\$1.87
Pear					
Argentine	1-gal.	New York	\$5.50-\$6.00	\$5.25-\$5.50	\$5.20-\$5.50
China	1-gal.	New York	\$5.50	\$5.00-\$5.25	\$5.00-\$5.25
U.S.	1-gal.	New York	\$6.00	\$6.00	\$6.00
Pomegranate					
65 Brix concentrate	1-gal.	California	\$23.00-\$28.00	\$23.00-\$28.00	\$19.00-\$20.00
Prune					
70 degree Brix	1-gal.	New York	\$8.00-\$9.00	\$8.00-\$9.00	\$9.50-\$10.00
Pineapple					
Aseptic concentrate 60 degree Brix	1-gal.	New York	\$7.00-\$7.25	\$7.50-\$8.00	\$16.00-\$18.00
Aseptic concentrate 65 degree Brix	1-gal.	New York	\$7.50-\$8.00	\$7.25-\$8.00	\$18.00-\$20.00
Aseptic concentrate 60 degree Brix	1-gal.	Northwest	\$9.00	\$9.00	\$16.50-\$21.50
Strawberry					
65 Brix concentrate	52-gal.	West Coast	\$50.00	\$50.00	\$45.00-\$47.00
65 Brix concentrate	52-gal.	European	\$60.00	\$60.00	N/A

California and Massachusetts are F.O.B., New York is ex-warehouse

BUTTER

BUTTER MARKET, OCT. 4

Cents Per Pound:	10/4/2017	9/27/2017	Chge.
Grade AA	2.3550	2.4175	-0.0625

CHEESE

CHEDDAR CHEESE MARKET OCT. 4

Cents Per Pound:	10/4/2017	Chge. Fr. Last Wk.
Barrels	1.7300	0.0000
Blocks (40-lbs.)	1.7325	0.0000

EGGS

EGG PRICES TO RETAILERS OCT. 4

(Source: USDA)

Cents per dozen:	Wk. Ending 4-Oct	Wk. Ending 27-Sep	Chge.
Extra Large-NY	137-141	139-143	-2.00
Large-NY	135-139	137-141	-2.00
Medium-NY	99-103	101-105	-2.00
Extra Large-MW	134-136	127-129	7.00
Large-MW	132-134	125-127	7.00
Medium-MW	94-96	92-94	2.00
Extra Large-NC	158.95	155.05	3.90
Large-NC	158.95	155.05	3.90
Medium-NC	109.64	110.08	-0.44
Extra Large-CA	183	180	3.00
Large-CA	181	178	3.00
Medium-CA	134	134	0.00
Large-VA	N/A	N/A	N/A
Medium-VA	N/A	N/A	N/A
Small-VA	N/A	N/A	N/A

FROZEN EGG PRICES WEEK ENDING SEPT. 29

(Source: USDA)

Carloads/Cents Per Pound:	This Week	Last Week
Whole, Light-Colored	100-110	88-100
White	48-52	49-54
Sugared	143-148	125-135
Salted Yolks	145-150	124-134

CHICKEN

CHICKEN PART PRICES TO RETAILERS NEW YORK - OCT. 4

Dollars Per Pound:	This Week	Last Week
Skinned Boneless	\$1.45	\$1.50 - \$1.55
Ribs On	\$0.78 - \$0.79	\$0.88 - \$0.89
Legs	\$0.41 - \$0.42	\$0.41 - \$0.42
Leg Quarters	\$0.34 - \$0.35	\$0.34 - \$0.35
Wings	\$1.77 - \$1.78	\$1.77 - \$1.78

BROILER CHICKS PLACED LAST WEEK AND SIX WEEKS AGO

(Source: USDA)

Broilers placed six weeks ago come on the market next week

	Week Ended 9/30/2017	% Chge. 2016	Week Ended 8/26/2017	% Chge. 2016
1,000 Chicks:				
Alabama	21,625	-0.1%	21,361	-3.7%
Arkansas	20,080	1.0%	21,505	1.7%
Delaware	4,307	-19.6%	4,681	-9.6%
Georgia	27,364	4.2%	28,872	9.1%
Maryland	6,433	33.4%	6,560	11.4%
Mississippi	14,838	4.5%	14,785	-0.2%
N. Carolina	16,540	13.4%	18,051	10.4%
Texas	12,780	-0.7%	13,715	7.9%
Virginia	5,735	-0.2%	6,159	14.7%
Others	7,256	9.3%	7,315	9.4%
Total 19 States	168,390	3.0%	177,388	3.4%

PRELIMINARY BROILER PRICES FOR DELIVERY THE WEEK OF SEPT. 29

Cents Per Pound:	This Week	Last Week
Chicago	7-183	74-86
Cleveland	Too Few	Too Few
Detroit	Too Few	Too Few
Los Angeles	82-95	82-95
New York	87-98	90-101
Philadelphia	Too Few	Too Few
Pittsburgh	Too Few	Too Few
St. Louis	Too Few	Too Few
San Francisco	Too Few	Too Few

Prices are for ready-to-cook, ice Grade A Broilers, (including branded), delivered in truckload quantities

FUTURES PRICES

(Source: The Wall Street Journal)

	Week Ended 4-Oct	Week Ended 27-Sep	Price Last Year
Steers, Tex.-Okl. avg. cwt.	N/A	N/A	N/A
Feeder Steers, Okl. Cty., cwt.	156.38	157.00	129.14
Hogs, Iowa-S. Minn, live avg., cwt.	57.00	54.88	52.59
Hams, 17-20 lbs., Mid-US lb. fob	0.66	N/A	N/A
Milk, Nonfat dry, Chi.	82.75	84.25	93.00
Butter, Chi., Grade AA, lb.	2.36	2.42	1.85
Eggs, Chi., Large White, doz	1.30	1.23	0.45
Coffee, Brazilian, lb.	1.44	1.30	1.65
Flour, Hard Winter, KC, cwt.	14.45	15.25	12.50
Wheat, KC, Hard, bu	3.68	3.91	3.35
Corn, No. 2, Cent. IL, bu	3.13	3.18	3.21
Soybeans, No.1 Yellow,Cent.IL, bu	9.13	9.27	9.24
Soybean Meal, IL, 48% ton	312.00	314.30	323.40
Soybean Oil, crd. Decatur, IL, lb.	0.32	0.32	0.32
Corn Oil, wet mill, Chgo. lb.	35.54	36.75	37.33
Lard, Chi., lb.	N/A	0.37	N/A
Cocoa, Ivory Cst., metric ton.	N/A	2244.00	3157.00
Aluminum, LME, metric ton.	N/A	2114.50	1662.50
Propane, tet, Mont Belvieu, TX, gal.	0.91	0.97	0.56
U.S. Regular Gasoline Prices, gal.	2.63	2.69	2.31
U.S. On-Highway Diesel Fuel, gal.	2.79	2.80	2.39

(Note: Gasoline and Diesel prices from U.S. Energy Information Administration)

(Source: The Wall Street Journal)

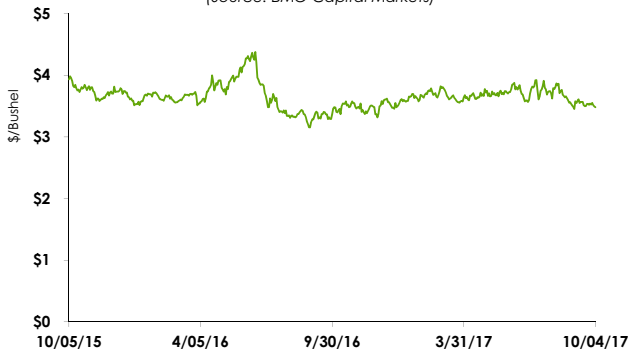
As of Oct. 4	Cash Price	October Futures	November Futures
Corn, bu.	3.13	3.48 (Dec.)	3.61 (March)
Soybeans, bu.	9.13	9.58 (Nov.)	9.69 (Jan.)
Soybean Meal, ton	312.00	306.90	311.00 (Dec.)
Soybean Oil, lb.	0.32	0.33	0.33 (Dec.)
Wheat, bu.	3.68	4.36 (Dec.)	4.54 (March)
Hogs, cwt. (carcass)	57.00	60.33	61.90 (Dec.)
Cattle, cwt.	N/A	109.08	114.93 (Dec.)
Feeder Cattle, cwt.	156.38	152.10	153.50
Orange Juice, lb.	N/A	1.58 (Nov.)	1.58 (Jan.)
Coffee, lb.	1.24	1.25 (Dec.)	1.29 (March)
Cocoa, ton.	N/A	2078.00 (Dec.)	2079.00 (March)

A CLOSER LOOK AT SELECTED COMMODITIES THAT MAY AFFECT YOUR BUSINESS

Presented by **BMO**  **Financial Group**

Feed Corn Futures Through October 4

(Source: BMO Capital Markets)



Wheat Futures Through October 4

(Source: BMO Capital Markets)



Soybean Meal Futures Through October 4

(Source: BMO Capital Markets)



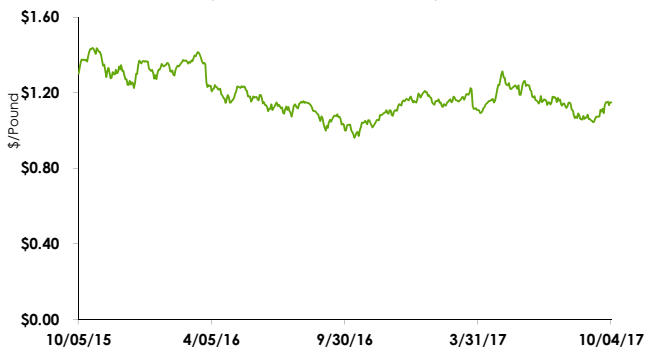
Crude Oil Futures Through October 4

(Source: BMO Capital Markets)



Live Cattle Futures Through October 4

(Source: BMO Capital Markets)



Live Lean Hog Futures Through October 4

(Source: BMO Capital Markets)

