



# REPORT

88TH YEAR NO. 12

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## AVIAN FLU SENDS EGG PRICES SOARING

The avian flu outbreak is taking its toll on egg producing chickens, and consumers, producers and foodservice operators alike are facing higher prices on eggs, according to a **GOLDMAN SACHS** report. Analysts believe the situation could get worse before it starts improving, reported *Bloomberg* (May 20). For egg prices, see page 23.

As of May 20 the outbreak had affected at least 38.9 million birds, according to **USDA**. About 33% of American industry hens live in the affected upper Midwest, and Iowa alone lost about 23 million hens. That outbreak is expected to cost the state an estimated \$600 million in egg sales, according to **IOWA STATE UNIVERSITY** economists, reported *St. Paul Pioneer Press* (May 18).

Some companies are already dealing with the effects of the egg shortage. **SYSKO CORP.** is expecting limited egg supplies for the next nine to 18 months, and is working with its customers to come up with alternate options, reported *Reuters* (May 15). **POST HOLDINGS INC.** announced that **MICHAEL FOODS** won't be able to fulfill all of its egg contracts, reported *St. Louis Post-Dispatch* (May 14). The company expects restrictions placed by other countries to further impact its business in the near future.

In terms of cost, eggs used principally as an ingredient in products such as ice cream, mayonnaise or other foods were \$1.65 a dozen as of May 19, up 162% since April 22, reported *The Seattle Times* (May 19). More expensive eggs are expected to be manageable due to being a small part of overall costs.

Consumers are also facing rapid inflation, with a dozen eggs up 58% from April, and rising 5% daily in the week ending April 19. Altogether, they are expected to pay between \$7.5 and

See **EGGS** on page 4

## HEALTHY EATING STILL ON CONSUMER'S MINDS

Health is at the forefront of Americans' minds, and 91% have thought about the healthfulness of their diet in the past year, according to the **INTERNATIONAL FOOD INFORMATION COUNCIL FOUNDATION's** 2015 Food & Health Survey: Consumer Attitudes toward Food Safety, Nutrition & Health report. While 57% of consumers reported their health as very good or excellent, 55% of those who do so are overweight or obese.

Despite the conflicting numbers, Americans are increasingly interested in maintaining proper diets. Fifty-five percent take some control over the healthfulness of their diet, while 57% are watching their weight and another 55% are monitoring their levels of physical activity.

One of the primary difficulties consumers are facing in reaching their dietary goals is time. Americans are increasingly busy, and 31% cited lack of time as a reason for not cooking and eating more healthily. However, given more time, only 13% of consumers would spend it monitoring their health, and 11% would spend it cooking or baking.

One in five Americans spend less than 15 minutes cooking or preparing dinner on the average weekday, with this number raising to 28% when considering men alone. Those who are most likely to spend additional time cooking are also the ones who currently spend the most time preparing meals.

Even with the overall trend away from cooking, consumers are looking for other ways

See **HEALTH** on page 5

## WHOLESALE FOOD INFLATION AT JUST 1% THROUGH APRIL

Wholesale prices continue to decline in April, marking the seventh consecutive month the Producer Price Index for Finished Consumer Goods has fallen from prior month levels. April also marks the first time this year that this index is under year-ago levels, putting the annualized wholesale inflation rate through the first four months of 2015 just 1% over a year ago.

Although 10 of the food categories increased from March levels, declines in the remaining eight categories more than offset them. This was led by a 24% decline in the volatile egg market and not surprising considering the Easter holiday was Apr. 5 this year, thus the greater than average change in prices. Pork prices also saw a big drop, falling 6.7% from March and off 35% from the same month last year. Beef prices, meanwhile advanced 2.1% during the month and were up 13% from 2014.

### Producer Price Index - April

Unadjusted	Apr. Index	% Chge.	% Chge.	% Chge.
	1982=100	Mar-15	Last Year	Acc. 15
All Finished Consumer Foods	208.6	-0.3	-2.0	1.0
Final Demand Foods	117.8	-0.4	-4.2	-0.7
Crude	189.0	-2.6	-3.9	3.9
Processed	210.6	-0.1	-1.8	0.8
Fresh Fruits	114.8	0.5	-4.1	-0.8
Fresh Vegetables	190.9	3.8	-1.7	1.7
Eggs (Dec. '91=100)	148.0	-24.3	-20.7	3.3
Bakery Products	273.9	-0.3	1.7	1.8
Milled Rice	197.5	-3.8	-11.3	-6.2
Pasta Products (June '85=100)	222.9	3.9	10.6	7.7
Beef & Veal	258.8	2.1	13.1	17.7
Pork	133.3	-6.7	-35.1	-17.2
Processed Young Chickens	180.5	0.2	1.6	6.9
Processed Turkeys	154.3	3.4	-7.2	-1.5
Fish & Shellfish	316.5	0.5	-6.4	1.0
Dairy Products	189.7	-0.2	-16.2	-12.8
Processed Fruits & Vegetables	197.3	-0.9	2.4	2.9
Confectionery End Products	283.0	0.7	3.4	3.2
Soft Drinks	196.5	-1.0	0.8	1.2
Roasted Coffee	243.5	0.5	-4.5	-5.5
Shortening & Cooking Oil	243.5	-1.0	-6.6	-4.9
Frozen Specialties	189.6	0.5	1.3	1.8

## NEW LOOK, SAME GREAT CONTENT

The *Food Institute Report* is undergoing a facelift, but will still offer the same up-to-date food industry information as before. The new color scheme is part of **THE FOOD INSTITUTE's** latest evolution.

To get the most out of your membership, remember to visit [www.foodinstitute.com](http://www.foodinstitute.com), which is also new and improved. Check out the blog and find the latest financial information online!

## BOTANICAL DRINKS POISED FOR GROWTH

Botanical beverages are coming into their own and could be the next big beverage after coconut water.

Taken directly from the plant, typically in the form of extract or dried leaf, and are often aromatic, like chamomile, or jasmine, botanicals are considered rich in antioxidants. Some, however, can serve as stimulants while others improve digestion and help de-stress.

New companies offering botanicals include **LOTUS ELIXIRS NORTH AMERICA**, Indian Wells, CA, whose namesake line features lotus flowers and come in cranberry, raspberry and wild berry, and the UK company **FENTIMANS** offers Wild English Elderflower, Dandelion & Burdock, and Rose Lemonade.

Waters harvested from plants also help formulate plant-based beverages. **ARTY WATER COMPANY**, Newport Beach, CA, offers Arty Water, water from the artichoke plant that comes in 8-oz. single-serves, each containing 40 calories. **TRUE ME BRANDS**, Scottsdale, AZ, offers *Truenopal* Cactus Water, featuring prickly pear cactus juice rich in bioflavonoid antioxidants. **MUDRA MUSHROOM**, Ramsey, NJ, has mushroom green tea. **DRINKMAPLE**, Concord, MA, offers maple water, sourced from maple trees throughout Canada and the northeast U.S. **GOODNESS IN A BOTTLE**, Cupertino, CA, offers Byarozavik birch water, a traditional Scandinavian favorite. **BAMBOO BEVERAGES LTD.**, Ontario, Canada, offers Bamboo Water, infused with bamboo leaf extract, while **AQUABOTANICAL BEVERAGES** of Australia offers *AquaBotanical*, a beverage that contains 74 plant minerals, reported *Food Business News* (May 5).

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## GROCERY SALES RISE 2.9% IN 1ST QUARTER; FOODSERVICE SALES JUMP 9%

During the first quarter of 2015, **THE FOOD INSTITUTE** estimates total grocery sales at retail and sales foodservice locations increased 5.3% from a year earlier to nearly \$370 billion. Over 60% of that amount was sold at retail locations and 39.9% at foodservice outlets, with growth at the latter pegged at 9%, more than triple the 2.9% growth at retail.

Those grocery and eating & drinking place sales accounted for 30% of all \$1.2 trillion in retail sales during the quarter, marginally higher than the 29.9% share a year earlier. Putting it another way, almost \$1 of every \$3 spent in the first three months of 2015 was for a grocery product or at a foodservice establishment. Putting it in further perspective, that's significantly more than the \$223 billion spent on new and used cars in the same period.

Not surprisingly, with the growth of grocery sales at warehouse clubs, supercenters, drug stores and online, the share sold at a

### 1st Quarter Grocery Sales Growth Lags Away-From Home, Still Takes Lion's Share

(Food Institute analysis and estimates based on Census Bureau data)

	2015	2014	% Chge.	% of Total		Change
				2015	2014	% Points
All Food Sales*	\$ 369,859	\$ 351,263	5.3%	100.00%	100.00%	...
At-Home Grocery Total	\$ 222,349	\$ 216,084	2.9%	60.1%	61.5%	-1.4
All Food Stores	\$ 162,781	\$ 157,409	3.4%	44.0%	44.8%	-0.8
Grocery Stores	\$ 146,517	\$ 142,131	3.1%	39.6%	40.5%	-0.8
Supermarkets	\$ 141,310	\$ 139,916	1.0%	38.2%	39.8%	-1.6
Warehouse Clubs/Supercenters*	\$ 53,121	\$ 52,629	0.9%	14.4%	15.0%	-0.6
Drug Stores*	\$ 5,095	\$ 4,837	5.3%	1.4%	1.4%	0.1%
E-Commerce/Mail Order*	\$ 1,352	\$ 1,209	11.8%	0.37%	0.34%	0.02
Away-From Home						
Eating & Drinking Places	\$ 147,510	\$ 135,179	9.1%	39.9%	38.5%	1.4
Full Service	\$ 66,663	\$ 60,965	9.3%	18.0%	17.4%	0.7
Limited Service	\$ 62,231	\$ 56,696	9.8%	16.8%	16.1%	0.7
Food-At-Home Inflation Rate			2.7%			
Overall Inflation Rate			-0.1%			

\* Estimates of food sales by The Food Institute

typical supermarket continues to decline. The Food Institute estimates that supermarkets accounted for 39.6% of all food sales in the period, down from 40.5% a year earlier.

## HOW WALMART'S APPROACH SHOWS A PATH TO ONLINE RETAILING

Rather than try and compete in the online shipping business with **AMAZON** head on, **WALMART** plans on utilizing its size to build a large network of distribution points. While such an approach could help it undercut the online giant on prices, it could also call for a much larger investment than originally planned, reported *Reuters* (May 29).

E-commerce is growing rapidly, and Walmart's online revenues grew 17% globally in the first quarter ended April 30. The company is expanding aggressively in the market, and its numerous delivery centers could give it a head start in tapping the burgeoning online food delivery market, should it become heavily involved.

Walmart plans to invest between \$1.2 and \$1.5 billion in e-commerce in 2015, including opening four dedicated fulfillment centers, bringing its total to 15. Converting its conventional distribution centers to handle e-commerce costs an estimated \$20 to \$40 million per facility, while building a completely new building costs an estimated \$150 million.

However, Walmart, like other brick-and-mortar retailers, does have a less-expensive advantage: its existing stores. Of its 4,500 locations, more than 80 are already used for distribution, and advantage that can be shared by other retailers looking to become involved in e-commerce.

Walmart CFO Charles Holley called the existing store base "a great advantage that we can leverage," noting that it could apply to all e-commerce competitors, not just Amazon.

An advantage that Walmart shares with all grocers share is its relationship with suppliers. Grocers are long-established customers, giving them a leg up against Amazon's much more recent entry into the business.

"I think particularly in the area of grocery, where product knowledge, understanding of the fresh supply chain, operational excellence, is going to be a key part of being successful in that space," Walmart's head of international division David Cheesewright said, noting the company's success in the UK's online grocery market.

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The Food Institute will be your best "single source" for current, timely and relevant information about the food industry.

## EATING & DRINKING PLACES CONTINUE TO SEE SHARP GAINS

Through the first four months of 2015, sales at the nation's eating and drinking places increased just shy of 10%, totaling nearly \$200 billion. That is more than triple the 3.2% growth rate during the same period last year. The increase in spending at restaurants comes as consumers perhaps feel the economy is improving and are more willing to eat away from home more often. The **NATIONAL RESTAURANT ASSOCIATION** suggests that "savings at the pump may have helped accelerate this change in consumer behavior."

### RESTAURANT INDUSTRY PERFORMANCE - JAN - MAR 2015 VS. 2014

(Food Institute analysis of Census Bureau data)

Millions:	EATING & DRINKING PLACES:			FULL SERVICE RESTAURANTS:			LIMITED SERVICE RESTAURANTS:			DRINKING PLACES		
	2015	2014	% Chge.	2015	2014	% Chge.	2015	2014	% Chge.	2015	2014	% Chge.
JAN	\$ 47,920	\$42,580	12.5%	\$ 21,820	\$19,366	12.7%	\$ 20,810	\$18,069	15.2%	\$ 1,815	\$1,696	7.0%
FEB	\$ 46,551	\$42,524	9.5%	\$ 21,034	\$19,409	8.4%	\$ 20,112	\$17,779	13.1%	\$ 1,751	\$1,685	3.9%
MAR	\$ 53,039	\$48,997	8.2%	\$ 23,809	\$22,190	7.3%	\$ 22,767	\$20,848	9.2%	\$ 1,982	\$1,968	0.7%
APR	\$ 51,819	\$47,329	9.5%	\$23,261	\$20,671	12.5%	\$22,243	\$20,621	7.9%	\$1,936	\$1,804	7.3%
MAY		\$50,570	—		\$22,282	—		\$21,934	—		\$1,979	—
JUNE		\$47,488	—		\$20,604	—		\$21,282	—		\$1,835	—
JULY		\$48,309	—		\$20,966	—		\$21,776	—		\$1,827	—
AUG		\$49,719	—		\$21,836	—		\$22,014	—		\$1,911	—
SEPT		\$46,610	—		\$19,836	—		\$20,343	—		\$1,818	—
OCT		\$49,602	—		\$21,235	—		\$21,587	—		\$1,972	—
NOV		\$47,167	—		\$20,755	—		\$20,327	—		\$1,830	—
DEC		\$50,229	—		\$22,947	—		\$21,442	—		\$1,883	—
JAN - APR	\$199,329	\$181,430	9.9%	\$89,924	\$81,636	10.2%	\$85,932	\$77,317	11.1%	\$7,484	\$7,153	4.6%
JAN-NOV*	\$199,329	\$520,895	-61.7%	\$89,924	\$229,150	-60.8%	\$85,932	\$226,580	-62.1%	\$7,484	\$20,325	-63.2%

But being that growth in sales at limited service restaurants is outpacing that of

full-service, spending behavior of consumers still indicates they are still concerned at least in part about the budgets.

## RETAIL FOOD SALES UP 2.9% IN JAN. - APR. PERIOD

April sales at the nation's food stores, including grocery stores, increased only a tepid 1.5%, with grocery stores alone up just 1%. Data for supermarket sales in April will not be released until June. Grocery sales at other retail locations, such as warehouse clubs, supercenters and drug stores have certainly had an impact on the traditional grocery store as noted in the related story on page 4.

Through the first four month of 2015, food and beverage store sales were up 2.9% — not much more than the retail food inflation rate for the same period.

### RETAIL FOOD STORE PERFORMANCE - JANUARY - APRIL

(Food Institute analysis of Census Bureau data)

Millions:	TOTAL, FOOD & BEVERAGE STORES:			GROCERY STORES TOTAL:			SUPERMARKETS:			BEER, WINE & LIQUOR STORES		
	2015	2014	% Chge.	2015	2014	% Chge.	2015	2014	% Chge.	2015	2014	% Chge.
JAN	\$ 55,954	\$53,828	3.9%	\$ 50,652	\$48,871	3.6%	\$ 48,980	\$ 47,167	3.8%	\$3,578	\$3,396	5.4%
FEB	\$ 51,402	\$49,656	3.5%	\$ 46,192	\$44,738	3.3%	\$ 44,542	\$ 43,070	3.4%	\$3,519	\$3,372	4.4%
MAR	\$ 55,425	\$53,925	2.8%	\$ 49,673	\$48,522	2.4%	\$ 47,788	\$ 46,679	2.4%	\$3,878	\$3,697	4.9%
APR	\$ 54,503	\$53,697	1.5%	\$ 48,630	\$48,141	1.0%		\$ 46,278	—		\$3,713	—
MAY		\$57,208	—		\$51,084	—		\$ 49,079	—		\$4,202	—
JUNE		\$54,678	—		\$48,726	—		\$ 46,766	—		\$4,098	—
JULY		\$56,680	—		\$50,568	—		\$ 48,510	—		\$4,249	—
AUG		\$56,553	—		\$50,468	—		\$ 48,396	—		\$4,223	—
SEPT		\$53,633	—		\$48,034	—		\$ 46,133	—		\$3,861	—
OCT		\$56,122	—		\$50,183	—		\$ 48,304	—		\$4,092	—
NOV		\$56,263	—		\$50,178	—		\$ 48,391	—		\$4,137	—
DEC		\$60,610	—		\$52,109	—		\$ 50,366	—		\$5,610	—
JAN - APR	\$ 217,284	\$211,106	2.9%	\$195,147	\$190,272	2.6%	\$141,310	\$136,916	3.2%	\$10,975	\$10,465	4.9%
JAN - DEC	---	\$662,853	---	---	\$591,622	---	---	\$ 569,139	---	---	\$48,650	---

\* For supermarkets and beer, wine & liquor stores, cumulative data is from prior month.

## CLUB/SUPERCENTER SALES DECLINE FOR 2ND STRAIGHT MONTH IN MARCH

Sales at the nation's warehouse clubs and supercenters declined for the second consecutive month during March to \$35.2 billion, according to the latest data from the **CENSUS BUREAU**.

This put first quarter sales just 0.9% over a year ago, with food sales estimated at about \$53 billion.

Another estimated \$5 billion in food was sold through drug stores in that period, 5.3% more than a year ago as sales at these outlets continue to increase.

### ALTERNATIVE RETAILER PERFORMANCE - JANUARY - MARCH

(Food Institute analysis of Census Bureau data)

Millions:	WAREHOUSE CLUBS & SUPERCENTERS				DRUG STORES & PHARMACIES				E-SHOPPING & MAIL ORDER			
	2015	2014	% Chge.	Est. 2015 Food Sales*	2015	2014	% Chge.	Est. 2015 Food Sales*	2015	2014	% Chge.	Est. 2015 Food Sales*
JAN	\$33,847	\$32,218	5.1%	\$ 17,770	\$21,775	\$20,712	5.1%	\$ 1,742	\$30,633	\$27,645	10.8%	\$449
FEB	\$32,142	\$32,442	-0.9%	\$ 16,875	\$20,129	\$19,203	4.8%	\$ 1,610	\$28,819	\$25,727	12.0%	\$422
MAR	\$35,194	\$35,585	-1.1%	\$ 18,477	\$21,783	\$20,544	6.0%	\$ 1,743	\$32,803	\$29,061	12.9%	\$481
APR		\$34,447	—	\$ -		\$20,682	—	\$ -		\$28,985	—	\$0
MAY		\$37,253	—	\$ -		\$21,118	—	\$ -		\$29,294	—	\$0
JUNE		\$35,546	—	\$ -		\$20,488	—	\$ -		\$29,195	—	\$0
JULY		\$35,603	—	\$ -		\$20,980	—	\$ -		\$29,784	—	\$0
AUG		\$37,598	—	\$ -		\$20,707	—	\$ -		\$19,785	—	\$0
SEPT		\$33,472	—	\$ -		\$20,785	—	\$ -		\$30,207	—	\$0
OCT		\$35,923	—	\$ -		\$21,765	—	\$ -		\$31,641	—	\$0
NOV		\$39,281	—	\$ -		\$20,285	—	\$ -		\$34,966	—	\$0
DEC		\$44,200	—	\$ -		\$24,137	—	\$ -		\$48,266	—	\$0
JAN - MAR	\$101,183	\$100,245	0.9%	\$53,121	\$63,687	\$60,459	5.3%	\$5,095	\$92,255	\$82,433	11.9%	\$1,352
JAN - DEC		\$822,936	---	\$53,121		\$478,675	---	\$5,095		\$680,846	---	\$1,352

\* Estimated by Food Institute as follows: 52.5% of warehouse club/supercenter; 8% of drugstore and pharmacy; and 1.466% of e- and mail orders.

### EGGS (from page 1)

\$8 billion more for eggs, a 75% increase from 2014 prices, according to Goldman Sachs. U.S. consumers ate nearly 260 eggs per person in 2014, according to the **AMERICAN EGG BOARD**.

**MCDONALD'S CORP.** is expected to be troubled by the egg shortage, as the chain gets about 25% of its sales from breakfast. The company will have difficulty passing on higher prices without affecting that important segment.

Avian flu has been affecting turkeys as well, and the price of fresh boneless and skinless tom breast meat primarily used for deli meat was up about 10% from mid-April, according to USDA. Turkey prices were expected to fall in 2015 prior to the avian flu outbreak.

While the poultry industry can replenish its flocks faster than the pork or beef industries could do so for their herds, it will take six to nine months after the outbreak ends, according to analysts, reported *The State* (May 12).



**HEALTH** (from page 1)

to eat healthier without giving up free time. Eight in ten consumers have made an effort to eat more fruits and vegetables, and three in ten changed their habits in the past year. The other most common method of eating healthier is drinking water or low and no-calorie beverages, practiced by 76% of consumers, eating more foods with whole grains, used by 70% of consumers, cutting back on foods high in added sugars, cited by 69% of consumers, and eating smaller portions, a practice being undertaken by 68% of consumers.

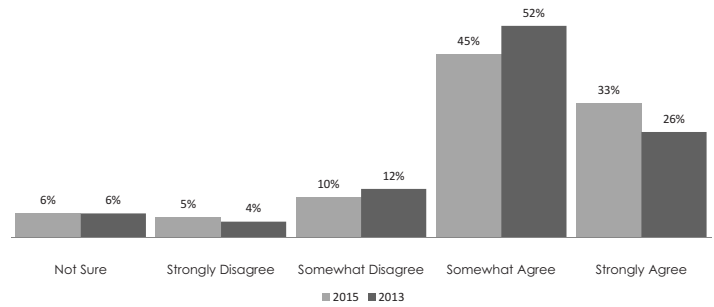
While 51% of consumers have experienced improved health by changing what they eat, Americans overwhelmingly prefer to hear about what they should be eating, rather than what they should be avoiding. The sentiment is growing, and the number of consumers who strongly prefer to be told what they should eat went from 26% in 2013 to 33% in 2015.

In terms of driving purchases, taste, price, and healthfulness remain the top factors in making decisions, though they have decreased somewhat since 2014. Healthfulness saw the biggest decline from last year, with the number of consumers rating the highest possible concern dropping from 71% to about 60%.

Millennials are increasingly following the trends of older generations. While they were more price sensitive and less health wary than others in 2013, they now match their elders in both categories.

Protein remains a major driver of health perception, with 89% of Americans finding it important to get enough protein in

To What Extent Do You Agree or Disagree with the Statement:  
"I would rather hear what I should eat rather than what I should not eat."  
(Source: the International Food Information Council Foundation)



their diets, and 86% seeing protein as heart healthy. Seventy-seven percent of respondents believed it is important in enhancing recovery after exercise.

In terms of sugar, Americans are less likely to consider a moderate amount of sugar as part of a healthy diet than in previous years, though 68% still think it can be. Carbohydrates have seen a slight shift, and 65% consider them as less healthful than they have in the past, while 35% see them as more healthful.

For more information, join **THE FOOD INSTITUTE** for a free webinar on June 3, 2015 examining the increasingly tight connection between food and health, and how this is driving sales. Joining us will be speakers Michael Sansolo of **SANSOLO SOLUTIONS LLC**, Patrick O'Malley of **DOCTOR ON DEMAND**, and Bill Bishop of **BRICK MEETS CLICK**. The event is sponsored by **BMO HARRIS BANK**. Visit [www.foodi.co/foodhealth15](http://www.foodi.co/foodhealth15) to register.

## HEALTH HITS

Children with asthma may also be sensitive to peanuts, according to a study by **MERCY CHILDREN'S HOSPITAL**. Researchers analyzed the medical records of more than 1,500 children with asthma in Toledo, and found 11% had a documented history of peanut allergy, and that, of the 44% of those who had undergone a blood test for peanut allergy, more than 20% tested positive for the sensitivity. The study also discovered that more than half of the children's parents had no clue as to the sensitivity, reported *HealthDay* (May 17)

Rates of infection from a form of E. coli and a common salmonella serotype decreased in 2014 compared with the baseline period of 2006-2008, according to data published by the **CENTERS FOR DISEASE CONTROL AND PREVENTION** (CDC). Meanwhile, some other less common types of salmonella increased. *Campylobacter* increased 13% and *Vibrio* increased 52% compared with 2006-2008, while infection with Shiga-toxin producing E. coli O157 decreased 32% when compared with the same timeframe, and 19% when compared with the most recent three years. According to CDC, these infections are linked to eating undercooked ground beef and raw leafy vegetables. The data is from CDC's FoodNet active surveillance system that tracks nine common foodborne pathogens in 10 states, and monitors trends in about 15% of the country's population (May 18)

Adding olive oil or nuts to a Mediterranean diet could sharpen the aging mind, according to a report in *JAMA Internal Medicine*. In a four-year study, researchers supplemented the Mediterranean diets of 450 older adults with either 33-oz. of extra virgin olive oil weekly or 1-oz. daily

of walnuts, hazelnuts and almonds, and found the mix improved their thinking and memory. Mental changes over time were assessed with a battery of tests to assess memory, attention and thinking, reported *HealthDay* (May 11)

Dark chocolate consumption can temporarily improve attention and increase blood pressure, according to a study in *NeuroRegulation*. Researchers measured brain activity in patients who consumed 60% cacao chocolate, finding their brains more alert and attentive. They also found that dark chocolate with L-theanine, a chemical found in green tea, offset the accompanying rise in blood pressure, reported *Medical Xpress* (May 8)

Eating a high-protein diet may increase the risk of weight gain and death for some older adults, according to a long-term study presented at the European Congress on Obesity in Prague. Researchers studied 7,000 adults 55 and older who either had type 2 diabetes, or other health risk factors like being overweight or had a family history of early heart disease, and found a diet that added more protein than fat increased risk of death by 66%, and 59% when protein replaced carbohydrates, reported *HealthDay* (May 8)

Consumers who eat a healthy diet have a 24% reduction in risk for cognitive decline, according to a study in *Neurology*. The study tracked almost 28,000 people aged 55 and over and found that those who kept a Mediterranean-style diet high in vegetables, fruits, fish, nuts and soy products and moderated alcohol intake had a lower risk for cognitive decline than those who ate higher amounts of red meat, deep-fried foods and sweets, reported *Forbes* (May 8)

## LATEST FINANCIAL REPORTS (000 OMITTED)

<b>ARAMARK CORP.</b> (Philadelphia, PA) <table> <tr> <th></th><th>CURRENT YEAR</th><th>% CHANGE YEAR AGO</th></tr> <tr> <td>Qtr. To Apr. 3:</td><td></td><td></td></tr> <tr> <td>Sales:</td><td>\$3,594,627</td><td>2.6%</td></tr> <tr> <td>Net Income:</td><td>\$59,823</td><td>363.2%</td></tr> <tr> <td>6 Mos.:</td><td></td><td></td></tr> <tr> <td>Sales:</td><td>\$7,296,980</td><td>0.4%</td></tr> <tr> <td>Net Income:</td><td>\$145,320</td><td>152%</td></tr> </table>		CURRENT YEAR	% CHANGE YEAR AGO	Qtr. To Apr. 3:			Sales:	\$3,594,627	2.6%	Net Income:	\$59,823	363.2%	6 Mos.:			Sales:	\$7,296,980	0.4%	Net Income:	\$145,320	152%	<b>INGLES MARKETS INC.</b> (Asheville, NC) <table> <tr> <th></th><th>CURRENT YEAR</th><th>% CHANGE YEAR AGO</th></tr> <tr> <td>Qtr. To Mar. 28:</td><td></td><td></td></tr> <tr> <td>Sales:</td><td>\$915,335</td><td>-3.4%</td></tr> <tr> <td>Net Income:</td><td>\$14,302</td><td>36.8%</td></tr> <tr> <td>6 Mos.:</td><td></td><td></td></tr> <tr> <td>Sales:</td><td>\$1,879,832</td><td>-0.7%</td></tr> <tr> <td>Net Income:</td><td>\$29,341</td><td>46.8%</td></tr> </table>		CURRENT YEAR	% CHANGE YEAR AGO	Qtr. To Mar. 28:			Sales:	\$915,335	-3.4%	Net Income:	\$14,302	36.8%	6 Mos.:			Sales:	\$1,879,832	-0.7%	Net Income:	\$29,341	46.8%	<b>ROUNDY'S INC.</b> (Milwaukee, WI) <table> <tr> <th></th><th>CURRENT YEAR</th><th>% CHANGE YEAR AGO</th></tr> <tr> <td>Qtr. To Mar. 29:</td><td></td><td></td></tr> <tr> <td>Sales:</td><td>\$862,690</td><td>-12.1%</td></tr> <tr> <td>Net Income:</td><td>-\$4,517</td><td>...</td></tr> </table>		CURRENT YEAR	% CHANGE YEAR AGO	Qtr. To Mar. 29:			Sales:	\$862,690	-12.1%	Net Income:	-\$4,517	...
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Qtr. To Feb. 28:																																																								
Sales:	\$11,168	0.9%																																																						
Net Income:	\$1,387	-6.7%																																																						
12 Mos.:																																																								
Sales:	\$41,509	5.9%																																																						
Net Income:	\$3,938	-10.4%																																																						
	CURRENT YEAR	% CHANGE YEAR AGO																																																						
Qtr. To Mar. 31:																																																								
Sales:	\$911,142	13.4%																																																						
Net Income:	\$33,347	3.1%																																																						

## MERGERS & ACQUISITIONS

**ALLIED OLD ENGLISH INC.**, Reading, NJ, acquired *Homade Chili Sauce* from **VENTURA FOODS**, Brea, CA.

**BROOKSHIRE BROTHERS INC.**, Lufkin, TX, will sell 26 **POLKS PICK-IT-UP** convenience stores to **PARTNERS INVESTORS C-STORES LTD.**, San Antonio. Brookshire Brothers will keep its locations in Hudson, Central Heights, Central, and Wells, TX. It will also open stores in Hamilton, Pilot Point, and Canyon Lake, TX...*KTRE 9 News* (May 13)

**CONAGRA FOODS INC.**, Omaha, NE, acquired **BLAKE'S ALL NATURAL FOODS**, Concord, NH-based maker of natural and organic frozen meals.

**DIVERSIFIED RESTAURANT HOLDINGS INC.**, Southfield, MI, plans to acquire 18 **BUFFALO WILD WINGS** locations in the St. Louis area from Minneapolis-based Buffalo Wild Wings Inc. The \$54 million deal is expected to close in July and will give the company full rights to the market and the ability to open more stores in the future.

Majority ownership of **RALEY'S FAMILY OF FINE STORES** will transfer to Michael Teel, the company's president & CEO. Teel will own 92% of the West Sacramento, CA-based company, with his sisters equally sharing the remaining 8%.

**7-ELEVEN INC.**, Dallas, agreed to acquire approximately 182 convenience stores from Rockland, MA-based **TEDESCHI FOOD SHOPS INC.** in the greater Boston area and New Hampshire. The transaction is expected to close in mid 2015.

**UNITY GROVES CORP.**'s president Louie Carricarte purchased **FRESH KING INC.** The Homestead, FL-based grower-shippers of avocados and tropicals will continue to pack under their respective brands...*The Packer* (May 15)

**WOW BURGERS LLC**, Tampa, FL, purchased four **CHECKERS**-owned stores in Hillsborough County, FL, and reached a purchase agreement to rehab and reopen three closed locations...*Tampa Bay Business Journal* (May 14)

## FOREIGN DEALS

**ARCHER DANIELS MIDLAND COMPANY** agreed to purchase **MEIWEIYUAN BIOTECHNOLOGY CO.**, a sweetener manufacturer near Wuhan, China.

**BRIGHT FOOD GROUP CO.** and **SHANGHAI LIANGYOU GROUP** will merge operations...*Reuters* (May 8)

UK food wholesaler **BOOKER GROUP** will acquire **MUSGRAVE RETAIL PARTNERS**, owner of the **BUDGENS** and **LONDIS** businesses, for \$62.7 million. Londis operates 1,630 convenience stores, and Budgens has 167 grocery stores.

**FRUTAROM** will acquire 95% of Canada's **INVESTISSEMENTS BSA** for \$35.6 million. The transaction also allows the Israeli flavorings and specialty ingredients company to purchase of the remaining balance of shares starting two years from now...*Reuters* (May 17)

Britain's **JUST EAT PLC.** will buy **MENULOG** for \$688 million, gaining entry to the Australia and New Zealand online food-

## BUSINESS BUZZ

**AHOLD** and **DELHAIZE** are exploring a potential merger, according to sources familiar with the matter. The combined business would be worth \$28 billion...*Reuters* (May 11)

**BOJANGLES'** initial public offering raised over \$169 million. The company offered 8.9 million shares at \$19 each and the banks underwriting the IPO purchased an additional 1.16 million shares...*The Charlotte Observer* (May 13)

China's **COFCO CORP.** is seeking proposals for restructuring that could include **CHINA FOODS LTD.** divesting its confectionery business or merging with a sister company such as **CHINA AGRI-INDUSTRIES HOLDINGS**, according to sources close to the matter...*Bloomberg* (May 18)

Kenya will sell five sugar companies to private investors over the next year after writing off \$611 million of debt to make the industry more viable. The companies include **NZOIA SUGAR CO.**, **SOUTH NYANZA SUGAR CO.**, **CHEMELIL SUGAR CO.**, **MUHORONI SUGAR CO.** and **MIWANI SUGAR CO.**...*Bloomberg* (May 21)

**MONSANTO** is lining up buyers for as much as \$8 billion in assets to appease regulators before making another official bid for **SYNGENTA**, according to sources. Monsanto is expected to tap **GERMANY'S BASF** as a buyer for Syngenta's U.S. seed business, which can't be part of the takeover. Another potential buyer is **CHINA NATIONAL CHEMICAL CORP.** for Syngenta's glyphosate-based herbicides...*Reuters* (May 14)

A **US FOODS INC.** executive said the company could walk away from its merger with **SYSCO CORP.** if a judge delays the deal. Executive vice president for strategy David Schreiberman stated that the company isn't willing to endure additional periods of uncertainty about its business while engaged in the legal battle...*Nasdaq* (May 11)

Some analysts say modern food executives are valuing mergers over marketing for expansion, applying Wall Street sensibilities to help companies thrive in a volatile commodities market...*Reuters* (May 21)

delivery market...*Bloomberg* (May 8)

**OCEANA GROUP LIMITED** is acquiring **DAYBROOK FISHERIES INC.** and 25% of **WESTBANK LLC**, its related marine operations.

**OWENS-ILLINOIS INC.** will buy Mexico's **VITRO SAB**'s food and beverage glass container business for approximately \$2.2 billion. Owens-Illinois acquired Vitro's five plants in Mexico and one in Bolivia as part of its expansion in Latin America...*St. Louis Post-Dispatch* (May 13)

**SYNGENTA** rejected a \$45 billion takeover offer from **MONSANTO**, stating that the offer undervalued the Swiss firm and did not take regulatory risks fully into account...*Reuters* (May 8)

**WALMART CANADA** will acquire former 13 **TARGET CANADA** stores and one distribution center. The locations are in British Columbia, Manitoba, Ontario and Quebec...*Globe and Mail* (May 8)

# FI MEMBER PROFILE

## CONTINENTAL FOOD SALES INC.

For over 50 years, Continental Food Sales has continued to provide frozen berries, tree fruits and tropical fruits including IQF, block frozen whole, purees and concentrates from North, Central and South America to domestic and international, industrial and foodservice companies. As exclusive agents for many Northwest frozen berry processors, continuity of supply and fruit quality is maintained for fruit buyers. Logistic coordination, inventory management, importing and exporting services are provided to assist processors and buyers.

To learn more about this Food Institute member, please call: 206-842-7440 or fax: 206-842-7471.

## 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](http://www.johannafoods.com).

## WISS & COMPANY, LLP

Wiss's dedicated Food Industry Group has extensive knowledge of the challenges and opportunities unique to the food industry and we help clients meet both with clarity and insight. Our client relationships are forged through open access to our partners combined with a vast array of expertise and creative problem-solving. Wiss provides more than just audit and tax services - we provide connectivity, actively looking to make recommendations and introductions which enable clients to grow their business, solve issues and offer opportunities to be more successful. A partnership with Wiss is a recipe for success!

To learn more about this Food Institute member, please visit: [www.wiss.com](http://www.wiss.com).

## RAHAL FOODS INC.

For three generations, and over 40 years, Rahal Foods has served as importers, exporters, and sales agents 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 email.

To learn more about this Food Institute member, please visit: [www.rahalfoods.com](http://www.rahalfoods.com), call: 630-286-1500 or fax: 630-574-2001.

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# WASHINGTON

## NEW FOOD SAFETY RULES

USDA is busy updating and implementing changes to rules meant to better protect consumers from the introduction of foodborne illnesses into the food system. The finalized rules and proposals fall under the auspices of the agency's **FOOD SAFETY INSPECTION SERVICE (FSIS)**.

### MECHANICALLY TENDERIZED MEAT LABELING

FSIS unveiled new labeling requirements for raw or partially cooked beef products that have been mechanically tenderized. Because of their public health significance, FSIS pushed up the requirements effective date to May 18, 2016, or one year from the date of publication in the *Federal Register*, instead of waiting for the next Uniform Compliance Date for Food Labeling Regulations, which is January 2018.

The rule now mandates the specification of minimum internal temperatures and any hold or "dwell" times that they are fully cooked. Products will also need to be designated as "mechanically tenderized," "blade tenderized," or "needle tenderized."

In addition, the product name with the descriptor must appear in a single, easy-to-read type style and color on a single-color contrasting background; the print of the product name and descriptive designation may be in upper and lower case letters; the smallest letter in the product name cannot be smaller than 1/3 the size of the largest letter in the product name; and the label must bear validated cooking instructions that inform consumers on how to cook the product.

A Compliance Guideline on the cooking instructions is also available that provides examples of cooking instructions, as well as a list of peer-reviewed articles on lethality.

According to **OFW LAW**, the labeling came at the behest of two petitions. Additionally, the **CENTERS FOR DISEASE CONTROL AND PREVENTION (CDC)** reported six outbreaks since 2000 that were attributed to needle or blade tenderized beef products prepared both at home and in restaurants, leading to 176 illnesses and four cases of hemolytic uremic syndrome. A 2012 outbreak in Canada was also blamed on mechanically tenderized products, which led to Canada amending its labeling rules last year.

### UPDATED DIRECTIVE

FSIS issued FSIS Directive 7530.1, Revision 3, *Handling a Process Deviation or Abnormal Container of Thermally Processed, Commercially Sterile Canned Product*. The directive was revised to provide updated procedures for inspection program personnel when there is a process deviation during the production of thermally processed, commercially sterile (shelf stable) canned products and to provide updated procedures when abnormal containers are found at official establishments or official import inspection establishments, according to OFW Law. The directive also pro-

vides revised instructions for the review of process deviations and abnormal containers by the Policy Development Staff.

### MEAT, POULTRY RECALLS

FSIS is also seeking to extend the approved information collection regarding voluntary recalls of meat and poultry products. Should a business voluntarily recall products, FSIS asks that the agency be provided with basic information, such as the identity of the recalled product, recall reason, and where the product was shipped. FSIS, in turn, conducts recall effectiveness checks to confirm distributors and consignees were notified, as well as to verify the amount they received and that they are removing the item and either returning it or disposing of it. No changes to the process are planned, but the public may comment on whether the collection process should continue and, if so, how it might be improved. The comment periods ends July 13.

### VEAL CALF DISPATCH

Finally, FSIS is proposing changes in the way veal calves are humanely dispatched at slaughterhouses. The proposal requires that calves brought to slaughter that cannot rise and walk be promptly euthanized and barred from entering the food supply. As it now stands, FSIS allows veal calves unable to rise from a recumbent position to be set aside and be warmed or rested, then presented for slaughter if they regain the ability to walk. The proposed rule would improve compliance with the Humane Methods of Slaughter Act, and improve inspection efficiency by allowing FSIS inspectors to spend more time on food safety activities.

FSIS has prohibited slaughtering non-ambulatory cattle for human food since 2004, as the inability to rise could be symptomatic of Bovine Spongiform Encephalopathy, also known as mad cow disease. Although the disease poses no serious threat in cattle younger than 30 months of age, the regulations apply to all cattle, although veal calves that regain their ability to walk are allowed to enter the food supply. Removing the provision comes at the request of a 2013 petition sponsored by the **HUMANE SOCIETY OF THE UNITED STATES**. The public comment period on the proposal ends July 13.

### COLLECTION PROCESS

Finally, FSIS is proposing to extend the approved information collection process for official establishments to notify FSIS of adulterated or misbranded product, prepare and maintain written recall procedures. The public comment period ends July 16.

## CONGRESS TO REPEAL COOL RULE

The House is pushing a repeal of the requirement for beef to carry a country of origin label (COOL) after the **WORLD TRADE ORGANIZATION (WTO)** again rejected the regulation, ruling that the existing labeling law violates the NAFTA trade agreement. Canada and Mexico are threatening to im-

pose \$2 billion in retaliatory tariffs against U.S. products, reported *Seattle Times* (May 19).

The U.S. meat industry applauded the move, saying the labels were a burden, reported *US News and World Report* (May 18).

According to **USDA**, a Kansas State University and University of Missouri study showed labeling cost the beef industry about \$1.3 billion since 2009.

Initially, Congress required the labeling in its 2002 and 2008 farm bills at the request of ranchers in the northern part of the country, who compete with Canadian beef. USDA initially let the labels only say "Product of U.S." or "Product of U.S. and Canada," but WTO rejected those three years ago. When the agency made them more specific, WTO rejected those, and the U.S. filed yet its fourth appeal.

In a statement, Canadian Agriculture Minister Gerry Ritz and International Trade Minister Ed Fast reaffirmed their long-standing position that the rules were protectionist and said their government was seeking WTO authorization to impose "retaliatory measures" against U.S. exports, reported *MarketWired* (May 19).

Language tucked into the 2014 federal budget required Agriculture Secretary Tom Vilsack to change a meat labeling rule to comply with the previous WTO decision. The paragraph would eliminate the need for meat producers, packers and distributors to show where the animals used in their products are born, raised and slaughtered. The budget bill had required the rule change to comply with the WTO by May 1, reported *Minneapolis Star Tribune*.

## BLUE BELL CUTS COSTS, JENI'S RAMPS UP FOLLOWING LISTERIA EVENTS

BLUE BELL CREAMERIES, Benham, TX, will furlough or lay off nearly 2,900 employees, cut salaries and suspend operations at its production facilities, and lay-off workers at 14 distribution centers in 10 states following the Listeria outbreak that sickened 10 and killed three. The company had no timeline for re-starting operations, but said they would be phased in when production resumed.

Company president and CEO Paul Kruse called the cost-cutting moves an "agonizing decision. We did everything we could to keep people on our payroll for as long as possible. At the same time, we have an obligation to do what is necessary to bring Blue Bell back and ensure its viability in the future. This is a sad day for all of us at Blue Bell, and for me personally."

According to the company, improving and cleaning Blue Bell's four production plants will take longer than anticipated, especially at the Brenham, TX, plant, where major changes are expected. There is no firm timeline for when production will ramp up again, although production, when it starts, will be phased in over time.

Blue Bell also signed agreements with health officials in Texas and Oklahoma that will require the company to inform the states whenever there is a positive test result for Listeria in its products or ingredients. The agreements call for Blue Bell to report within 24 hours any presumptive positive

test result for Listeria found in ingredients or finished product samples from the company's facilities. The program will be required for two years once ice cream products return to the market and could be extended, reported *Modesto Bee* (May 15).

Meanwhile, **JENI'S SPLENDID ICE CREAM**, Columbus, OH, which voluntarily recalled its entire product line after Listeria was found in a sampling process last month, returned to production and opened its shops in time for the Memorial Day weekend. The company is working with **SMITH DAIRY**, its milk and cream supplier, to temporarily produce some of its less work-intensive flavors.

## RESHORING COULD BRING RETAILERS BETTER RESULTS

Retailers seeking options in wake of the recent, and months-long, West Coast port slowdown that paralyzed U.S. sales in time for the holidays might consider reshoring, or the process of choosing American-made products over those produced off-shore, where feasible.

To help companies mitigate future financial losses and logistics juggling associated with such shutdowns, companies can weigh the advantages/disadvantages of reshoring through applying a total cost of ownership analysis, reported *Trade and Industry Development* (May 15).

According to that analysis, reshoring can increase profits on 25% of what is reshored, and there are other advantages in the form of government incentives, skilled workers, utility costs, and that "made in the USA" branding.

According to an annual data report from The Reshoring Initiative, more than 60,000 manufacturing jobs were brought to the U.S. by reshoring and foreign direct investment combined last year, a 400% increase since 2003. That's "a shift in the right direction," according to the group, which said that the country lost net about 140,000 jobs annually to off-shoring. "The steady decrease in the number of jobs lost, capped by a net gain last year, is building confidence that reshoring and FDI are important contributing factors to the country's manufacturing rebound," stated the report.

The feasibility of reshoring is evidenced in Walmart's goal to provide customers with \$250 billion more made-in-USA goods by 2022, or about \$50 billion annually, generating about 300,000 manufacturing jobs. **CHOBANI** is doing its part. The company invested \$450 million to open a Greek yogurt plant in Twin Falls, ID for Walmart placement as part of that reshoring effort, reported *The Reshoring Initiative Blog*.

Other reshoring initiatives listed by the Initiative include **CHAUCER's** plant to build a \$20 million, 100,000-sq.-ft. freeze dry factory in Portland, OR, which will employ 75 once completed; **BARRY CALLEBAUT's** agreement to expand manufacturing presence in the U.S. through a \$5.7 million deal with **WORLD'S FINEST CHOCOLATE** in Chicago, IL; and the **DAIRY FARMERS OF AMERICA's** plans to build a \$100 million plant in Kansas in partnership with the **INNER MONGOLIA YILI INDUSTRIAL GROUP**. That plant will annually produce up to 88,000 tons of milk powder.

According to **BDO's** April Retail Compass Survey of CFOs, 43% of the 100 CFOs polled said North America was "the most attractive sourcing option," while 12% favored Central America, including Mexico, and 4%, South America, although 37% of CFOs said Asia was still the best sourcing opportunity, reported *CNBC* (March 4).

## DRONES ON FARMS 'GRAY AREA' OF OPERATION: OFW ATTORNEY

While the **FEDERAL AVIATION ADMINISTRATION** (FAA) wrestles with acceptable parameters for use of unmanned aerial vehicles (UAVs), otherwise known as small Unmanned Aircraft Systems (sUAS) or drones, it appears farmers have been using them to help their work in a "gray area" of the law, according to **OFW LAW** attorney John G. Dillard.

According to Dillard, farm operations are now using drones for monitoring crops, surveying irrigation systems, and checking for trouble that can be missed by eyes on the ground. "These UAV operators have been operating in what can most generously be described as a legal 'gray area,'" stated Dillard, especially since the FAA has considered drone commercial use unlawful for the last eight years.

But Dillard noted that the agriculture industry is one "particularly suited to benefit from drone technology.

"The rise of precision agriculture and prescriptive planting places a high premium on accurate, real-time data. Farmers and crop consultants have typically relied on satellite technology or images gathered by airplanes to assist their precision agriculture needs. UAVs equipped with multi-spectral cameras can deliver images that are much more precise than satellite data at a fraction of the cost of manned aircraft flight," he stated.

### 'INCREMENTAL APPROACH'

Will FAA rush to allow farmers and other agribusinesses to send in the clones? Dillard doubts it. While the 2012 FAA Modernization and Reform Act required the agency to allow drones in commercial airspace by Sept. 30, Dillard claims the it "is taking an incremental approach to this mandate, and will certainly miss Congress' deadline."

Under FAA's proposed rule that was published in the Feb. 23 *Federal Register*, Operation and Certification of Small Unmanned Aircraft Systems, drones use allowed within the operator's visual line of sight at an altitude no higher than 500 feet in unrestricted airspace and, with air traffic control approval, in some restricted airspace. Drone operators would have to be certified, but will not need to have a pilot license, and would need to be re-certified every two years. In addition, the drone would need to be registered with the FAA and could be required to display a registration number.

Drones, however, would not need to meet airworthiness certification requirements like manned aircraft. Finally, FAA might create a subclass of drones call Micro UAS that would weigh less than 4.4-lbs. and be subject to less stringent requirements. According to Dillard, "many agricultural drones would fall under this Micro sUAS category."

## HONEY ORDER REFERENDUM PASSES

First handlers and importers of honey and honey products overwhelmingly voted to continue the Honey Packers and Importers Research, Promotion, Consumer Education, and Industry Information Order. Conducted by **USDA's AGRICULTURAL MARKETING SERVICE**, the referendum was held from April 13 through April 24.

Seventy-nine percent of those who voted favored continuing the order. Any first handler or importer who handled or imported 250,000-lbs. or more of honey and honey products during the representative period Jan. 1, 2014, through Dec. 31, 2014, was eligible to vote. The **NATIONAL HONEY BOARD** will continue to administer the order.

## TASK FORCE TO FOCUS ON SAVING HONEY BEES

A new Obama Administration task force seeks to protect the future of honey bees. Among other things, the first National Strategy to Promote the Health of Honey Bees and Other Pollinators will explore the impact of pesticides, pests, pathogens, reduced habitat and lack of nutritional resources on pollinators.

The Pollinator Health Task Force, co-chaired by **USDA** and the **ENVIRONMENTAL PROTECTION AGENCY**, seeks to cut honey bee colony losses during winter to no more than 15% within 10 years, and restore or enhance 7 million acres of land for pollinators in the next five years. The initiative will also seek to increase the Eastern population of the monarch butterfly to 225 million butterflies occupying approximately 15 acres in the overwintering grounds in Mexico by 2020. The White House is seeking \$82 million for the effort in the 2016 budget, an increase from the \$34 million requested for fiscal year 2015.

The plan focuses on the four themes described in a 2014 Presidential Memorandum on the initiative. Those include research, public education and outreach programs, increasing and improving habitat, and developing public-private partnerships to facilitate the initiative.

## USDA TAKES PACA ACTION AGAINST SIX

**USDA** imposed sanctions on five produce companies and filed an administrative complaint against another, all for failing to pay reparation awards issued under the Perishable Agricultural Commodities Act (PACA).

**PROS RANCH MARKET CA LLC**, Phoenix, AZ, failed to pay \$1,252,222 to 17 sellers for 286 lots of produce. The company is barred from operating in the produce industry until May 1, 2017, and its principals may not do business until May 1, 2016. Meanwhile, company principals Jeffrey C. Provenzano, Richard S. Provenzano, Steven R. Provenzano, Michael A. Provenzano III, and Michael A. Provenzano Jr., are barred from being employed or affiliated with any PACA licensee until May 1, 2016, and only then with the posting of a USDA-approved surety bond.

**CABELLO PRODUCT CORP**, Hidalgo, TX, failed to pay \$11,330 in favor of a Texas seller. Jorge F. Cabello was listed as the officer, director and major stockholder of the business.

**DEVINE PRODUCT LLC**, Cumming, GA, failed to pay \$11,240 in favor of a Georgia seller. Scott T. Hart was listed as a member of the business.

**CONNECTICUT FRESH INC.**, Stamford, CT, failed to pay \$282,169 in favor of a Georgia seller. Nick Bakes was listed as the officer, director, and major stockholder of the business.

**M K PRODUCE INC.**, Tampa, FL, failed to pay \$15,291 in favor of a New Mexico seller. Byeong Suns Ha and Joo Kyung Lee were listed as the officers, directors and/or major stockholders.

Meanwhile, USDA filed an administrative complaint against **THE SQUARE GROUP LLC**, California, for allegedly failing to pay \$1,190,177 to 32 produce sellers from October 2013 through August 2014. The company will have an opportunity to request a hearing.

## LATEST FOOD RECALLS

**AURORA PRODUCTS INC.**, Orange, CT, voluntarily recalled raw macadamia nuts packaged under the Aurora brand label and various store brand labels. The product was distributed to retail stores in Connecticut, Washington, D.C., Delaware, Kentucky, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Virginia, and West Virginia. *Reason for Recall*: "The potential to contain salmonella."

**GOOD SEED INC.**, Springfield, VA, voluntarily recalled soybean sprouts and mung beans. The items were distributed to retail stores in Virginia, Maryland, New Jersey and North Carolina. *Reason for Recall*: "They have the potential to be contaminated with listeria monocytogenes."

**KUBBA AL NAHRAIN INC.**, Skokie, IL, voluntarily recalled 665-lbs. of beef products that were produced on various date from Sept. 11, 2014 to April 29 and were shipped to retail locations in Illinois and Michigan. *Reason for Recall*: "The products contain wheat, soy, and milk, known allergens which are not declared on the product label."

**SP WHOLESALE MEATS**, Portland, OR, voluntarily recalled 1,729-lbs. of raw pork and chicken sausage products that were shipped to restaurants in Oregon and Washington. *Reason for Recall*: "The product contains wheat, a known allergen which is not declared on the product label."

**WALKER'S FOODS**, Carrollton, GA, voluntarily recalled 46,612-lbs. of pork with sauce products. The products were produced between May 1, 2014 and May 7 and shipped for institutional distribution and to retail stores in Alabama and Georgia. *Reason for Recall*: "The products contain soy, a known allergen, which is not declared on the product label."

**ZYK ENTERPRISES**, Duvall, WA, voluntarily recalled 2,522-lbs. of boneless veal trim and whole veal muscle cut products produced from Jan. 2 to Jan. 23. The items were shipped for further processing to wholesale establishments in California, Massachusetts, and the state of Washington. *Reason for Recall*: "May be contaminated with E. Coli."

## FARMER EARNS 5 YEARS' PROBATION FOR BOGUS ORGANIC PRODUCE

A New Mexico farmer was sentenced to five years' probation after pleading guilty to selling crops misbranded as organic from his 6,000-acre farm in 2010. Houston Wall, whom **USDA** said made \$300,000 from the sales, will also have to make restitution, reported *The Washington Times* (May 18).

## USDA EARMARKS \$30M IN VALUE ADDED PRODUCER GRANTS

**USDA** is making \$30 million available to farmers, ranchers and food entrepreneurs to develop new product lines through the Value-Added Producer Grant (VAPG) program. Since 2009, USDA has awarded 853 VAPGs totaling \$104.5 million, with 19% of the grants awarded to beginning farmers and ranchers.

The deadline to submit paper applications is July 7. Electronic applications submitted through grants.gov are due by July 2.

# NOTED IN FEDERAL REGISTER

**GRAPE ASSESSMENT RATE INCREASE**: **USDA's AGRICULTURAL MARKETING SERVICE** (AMS) increased the 2015 assessment rate for grapes handled in southeastern California from two to two and one-half cents per 18-lb. lug. The assessment rate remains in effect indefinitely unless it is modified, suspended, or terminated (May 13).

**SPEARMINT OIL QUANTITIES SET**: **AMS** set the salable quantities and allotment percentages of spearmint oil produced in the Far West to 1.2 million-lbs. and 60% for Scotch and 1.3 million-lbs. and 56% for native spearmint oil to meet anticipated market Demand (May 13).

**NEW NUTRITION PROGRAM ADMINISTRATION REVIEW**: **USDA's FOOD AND NUTRITION SERVICE** proposed revising the state agency's administrative review process to establish a unified accountability system to ensure participating school food authorities comply with National School Lunch Program and School Breakfast Program requirements. The changes are meant to strengthen program integrity through a more robust, effective, and transparent process for monitoring school nutrition program operations (May 11).



# MARKETS

## PRODUCE

Analyst: Chris Campbell

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**CALIFORNIA CROP UPDATE** - Blight issues in pears appeared to be widespread. Early stone fruit varieties were harvested and exported to foreign and domestic markets. Fresh plums, apricots, peaches, nectarines and cherries were in farmers' markets. Cherry harvest was in full swing with Bing cherries now being packed. Grape leaf thinning to promote air circulation began. Late Navel orange harvest slowed significantly due to poor quality and labor shortages. Late Navels were shipped mainly to the domestic markets. Valencia orange harvest continued. Young citrus trees continued to be planted while older ones continued to be trimmed and skirted. Olive bloom finished up. In San Joaquin County, the asparagus harvest was nearly complete. The harvest of lettuce, leafy greens and other specialty crops were in full swing in Monterey County. Celery was within a week of first harvest. Fields were planted with Brussels sprouts in San Mateo County, and artichokes continued to fruit. In Fresno County, carrot stands were irrigated and treated with fungicide. Onions were sprayed for downy mildew. In Tulare County, the cucumber and zucchini were blooming and melon plants continued to grow. Curly top was found in processing tomato fields in Kern County, particularly in the later plantings.

**IMPORTS** - Imports of fresh fruits increased 3% by volume and 10% by value in a year-to-year comparison for the Jan. 1-Mar. 31 time frame. The increases were spurred on by strong growth in cultivated blueberries, which rose 22% by volume and value during the time period. Nectarines also showcased growth as increases reached 122% by volume and 80% by value for the time period.

**ASPARAGUS** - Asparagus prices will likely remain high through spring as demand exceeds the current supply.

### U.S. IMPORTS OF FRESH FRUITS

JAN. 1-MAR. 31, 2015

(Source: Bureau of Census)

Commodity	Quantity		Value	
	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
Apples	18,932	20%	\$12,201	-3%
Avocados, Hass	450,963	7%	\$420,569	11%
Cantaloupes	457,487	9%	\$80,366	18%
Cultivated Blueberries	103,030	22%	\$238,750	22%
Grapefruit	3,531	-77%	\$1,681	-46%
Kiwi Fruit	26,639	-8%	\$21,156	-7%
Lemons	4,095	34%	\$2,166	31%
Limes	17,240	17%	\$5,219	-37%
Mand., Sats., Clem., Wilk.	12,237	-4%	\$7,641	-5%
Melons, NESOI	165,009	0%	\$34,248	8%
Nectarines	46,236	122%	\$33,336	80%
Oranges, NESOI	35,737	-12%	\$8,023	-11%
Papayas	93,105	16%	\$27,154	13%
Peaches	30,456	48%	\$23,755	35%
Pineapples	491,466	-9%	\$124,298	-10%
Plantains	169,263	1%	\$33,399	4%
Plums	0	N/A	\$0	N/A
Raspberries	41,272	54%	\$151,872	46%
Seedless Watermelons	99,239	-15%	\$45,015	-15%
Strawberries	180,367	-9%	\$225,155	0%
Tangerines	1,799	-14%	\$418	-7%
Watermelons	85,875	21%	\$13,209	24%
<b>GRAND TOTAL</b>	<b>2,533,979</b>	<b>3%</b>	<b>\$1,509,632</b>	<b>10%</b>

Washington growers are one of the few groups of producers currently offering the product. California, Mexico and Peru are all contributing nominal quantities to the supply chain, reported *The Packer* (May 6).

**MANGOES** - Mango imports to the U.S. increased 18% in the week ending May 9 when compared to the largest week in 2014, and volumes are expected to remain steady as Mexican mangoes begin to hit the market, according to the **NATIONAL MANGO BOARD**. The group is encouraging retailers and suppliers to act on the promotable volume (May 15).

**PEPPERS** - California peppers are about 10% larger than last

Commodity	Source	Movement	Trading	Prices	Details
<b>Lettuce, Iceberg</b>	Salinas-Watsonville, California	Same	Moderate	↓	Cartons 24s film lined mostly \$9.50-\$10.56, 24s filmwrapped mostly \$10.50-\$11.56, 30s filmwrapped mostly \$9.45-\$10.56. Quality generally good.
<b>Carrots</b>	Kern District, California	Same	Moderate	Unchanged	48 1-lb. film bags in sacks medium-large \$13.00-\$15.40, 50-lb. sacks loose jumbo \$16.00-\$18.40, 25-lb. sacks loose jumbo \$8.00-\$9.20. Baby peeled 30 1-lb. film bags \$18.00-\$18.75.
<b>Cucumbers</b>	Mexico crossing through Nogales, AZ	↓	Slow	↓	One 1/9 bushel cartons medium mostly \$8.95-\$9.95, fair quality mostly \$6.95-\$7.95, ordinary quality mostly \$4.00-\$5.00. Quality and condition variable.
<b>Limes</b>	Mexico crossing through Texas	Same	Fairly slow	↓	40-lb. cartons 110s supplies insufficient to establish a market, 150s mostly \$18.00-\$20.00, 175s mostly \$13.00-\$14.00, 200s mostly \$8.00-\$9.00, 230s mostly \$6.00-\$7.00, 250s mostly \$5.00-\$6.00. Quality variable.
<b>Apples</b>	Yakima Valley and Wenatchee District, Washington	Same	Active	Unchanged	Washington Extra Fancy carton tray pack Red Delicious 72-113s \$11.00-\$13.00, 125s mostly \$14.00-\$16.00; Golden Delicious 72-113s mostly \$13.00-\$14.00, 125s \$13.00-\$15.00; Fuji 64s mostly \$18.00-\$20.00, 72-88s mostly \$20.00, 100s mostly \$18.00; Granny Smith 72-100s \$17.00-\$20.00, 113-125s \$16.00-\$18.00; Gala 72-113s \$16.00-\$18.00.
<b>Avocados</b>	Mexico crossing through Texas	Same	32-40s fairly active, others moderate	48s lower, other unchanged	Cartons 2-layer Hass 32s mostly \$37.25, 36-40s mostly \$37.00-\$37.25, 48s mostly \$33.00-\$34.25, 60s mostly \$24.00-\$24.25, 70s mostly \$21.00-\$22.25, 84s mostly \$15.00-\$16.25. Extra services included.



year due to warmer weather and new varieties being planted. Florida and Georgia growers began ramping up production in May, helping offset higher demand caused by an early start to the deal in California. This year's crop is considered to be average, reported *The Packer* (May 11).

Small green chile prices rose dramatically in the wake of a **USDA** ban on Dominican fruits and vegetables containing medflies in March. Prices typically hover around \$2 per lb. but rose to \$11 per lb. following the ban, reported *NJ.com* (May 15).

**CHERRIES** - The Northwest cherry crop is estimated to reach 19.8 million 20-lb. boxes, down from the record crop of 23 million boxes in 2014 but in line with the three-year historical average. Many cherry growers estimate moderately-sized cherries for this year's crop as many are reporting earlier growth than in the past few years, reported *Yakima Herald* (May 20).

## CANNED VEGETABLES

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**OVERVIEW** - Exports grew 7% in volume and 8% in dollar value in a year-to-date comparison ending March 31. About 128.4 million-lbs. were exported compared with 119.8 million-lbs. in 2014. The total cost was about \$84.2 million, up from \$78.3 million last year.

### CANNED/GLASS VEGETABLE EXPORTS, JAN. 1-MARCH 31, 2015

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
<b>Other Vegetables</b>	<b>840</b>	<b>-13%</b>	<b>\$882</b>	<b>24%</b>
Canada	573	359%	\$625	255%
<b>Potatoes</b>	<b>14,408</b>	<b>5%</b>	<b>\$14,251</b>	<b>-1%</b>
Canada	11,011	7%	\$11,602	2%
<b>Peas</b>	<b>10,129</b>	<b>98%</b>	<b>\$4,135</b>	<b>73%</b>
Canada	9,445	199%	\$3,741	185%
<b>Beans, Dried Shelled*</b>	<b>10,610</b>	<b>24%</b>	<b>\$5,607</b>	<b>23%</b>
Canada	8,730	11%	\$4,630	11%
<b>Beans, Shelled*</b>	<b>4,584</b>	<b>15%</b>	<b>\$2,291</b>	<b>5%</b>
Panama	1,593	34%	\$658	21%
<b>Beans, Not Shelled</b>	<b>3,024</b>	<b>-18%</b>	<b>\$1,536</b>	<b>-18%</b>
Canada	1,949	-7%	\$896	-3%
<b>Asparagus</b>	<b>281</b>	<b>109%</b>	<b>\$374</b>	<b>101%</b>
Iceland	63	-11%	\$57	-16%
<b>Olives</b>	<b>5,459</b>	<b>-2%</b>	<b>\$4,560</b>	<b>-5%</b>
Canada	2,603	9%	\$2,563	9%
<b>Sweet Corn</b>	<b>45,121</b>	<b>-10%</b>	<b>\$25,516</b>	<b>-9%</b>
Japan	12,551	2%	\$7,448	2%
<b>Sauerkraut</b>	<b>3,768</b>	<b>-9%</b>	<b>\$1,293</b>	<b>-6%</b>
Canada	3,124	-16%	\$1,083	-13%
<b>Mixed Vegetables</b>	<b>29,119</b>	<b>27%</b>	<b>\$22,237</b>	<b>32%</b>
Canada	22,326	50%	\$17,670	54%
<b>GRAND TOTAL</b>	<b>128,415</b>	<b>7%</b>	<b>\$84,192</b>	<b>8%</b>

\*Excluding black-eye cowpeas

Export growth was a result of three commodities- asparagus, peas and mixed vegetables. The larger of the three, mixed vegetables, had exports climb 27% in volume and 32% in dollar value to 29.1 million-lbs. valued at \$22.2 million with shipments to Canada increasing 50% in volume to 22.3 million-lbs. worth \$17.7 million, a 54% increase from the same time last year.

Pea exports increased 98% in volume to 10.1 million-lbs. and 73% in dollar value to \$4.1 million. In limited trading, asparagus exports increased 109% in volume and 101% in dollar value as 281,000-lbs. were exported valued at \$374,000.

Imports increased 8% in volume and 3% in dollar value in a year-to-date comparison ending March 31. About 148.7 million-lbs. were imported compared with 137.8 million-lbs. in 2014. The total cost was about \$130.0 million, down from \$125.8 million in last year.

The increases were driven by potato and shelled beans. In larger volume imports, potatoes increased 11% in volume to 13.4 million-lbs. with a dollar value up 14% to \$19.1 million as Mexico had the largest volume with 8.3 million-lbs., an 18% increase, worth \$15.6 million, up 15%. Shelled beans increased 10% in volume to about 21.4 million-lbs. as dollar value rose 11% to \$12.2 million.

### CANNED/GLASS VEGETABLE IMPORTS

JAN. 1-MARCH 31, 2015

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
<b>Mush., NESOI, Under 225g</b>	<b>8,017</b>	<b>49%</b>	<b>\$9,506</b>	<b>29%</b>
Netherlands	3,766	84%	\$4,263	54%
<b>Mush., NESOI, Over 225g</b>	<b>7,471</b>	<b>2%</b>	<b>\$8,149</b>	<b>-11%</b>
Netherlands	4,077	-6%	\$4,569	-18%
<b>Potatoes</b>	<b>13,451</b>	<b>11%</b>	<b>\$19,109</b>	<b>14%</b>
Mexico	8,376	18%	\$15,594	15%
<b>Peas</b>	<b>5,841</b>	<b>7%</b>	<b>\$5,141</b>	<b>11%</b>
Peru	1,441	33%	\$899	40%
<b>Beans, Shelled</b>	<b>21,418</b>	<b>10%</b>	<b>\$12,150</b>	<b>11%</b>
Canada	5,364	13%	\$2,470	9%
<b>Beans, Not Shelled</b>	<b>5,811</b>	<b>1%</b>	<b>\$3,356</b>	<b>4%</b>
Vietnam	1,259	469%	\$565	558%
<b>Asparagus</b>	<b>2,745</b>	<b>-56%</b>	<b>\$3,469</b>	<b>-54%</b>
Peru	2,419	-60%	\$3,179	-57%
<b>Mixed Vegetables</b>	<b>4,595</b>	<b>12%</b>	<b>\$7,760</b>	<b>7%</b>
Greece	3,219	4%	\$5,746	7%
<b>Sweet Corn</b>	<b>3,533</b>	<b>-10%</b>	<b>\$1,365</b>	<b>-13%</b>
Thailand	2,236	-10%	\$872	-9%
<b>Bamboo Shoots</b>	<b>13,827</b>	<b>10%</b>	<b>\$6,862</b>	<b>14%</b>
China	11,387	12%	\$4,777	15%
<b>Carrots</b>	<b>5,297</b>	<b>196%</b>	<b>\$1,820</b>	<b>194%</b>
Canada	3,081	909%	\$763	781%
<b>Onions</b>	<b>5,979</b>	<b>64%</b>	<b>\$7,286</b>	<b>59%</b>
Mexico	1,244	14%	\$2,321	24%
<b>Sauerkraut</b>	<b>3,038</b>	<b>54%</b>	<b>\$1,076</b>	<b>33%</b>
Germany	2,353	69%	\$774	41%
<b>Artichokes</b>	<b>18,740</b>	<b>-9%</b>	<b>\$19,819</b>	<b>-14%</b>
Peru	9,336	-28%	\$11,120	-27%
<b>Chickpeas (Garbanzos)</b>	<b>6,909</b>	<b>3%</b>	<b>\$5,793</b>	<b>-11%</b>
Canada	2,338	-4%	\$2,566	-25%
<b>GRAND TOTAL</b>	<b>148,659</b>	<b>8%</b>	<b>\$ 129,982</b>	<b>3%</b>

As for large percentage increases, carrot, onions and mushroom markets showed significant movement. Carrots imports had the largest percentage increase with volume jumping 196% and dollar value 194%. About 5.3 million-lbs. were imported compared with 1.8 million-lbs. in 2014. The total cost was about \$1.8 million, up from \$620,000 a year earlier.

Onions imports increased 64% in volume to 6.0 million-lbs. and 59% in dollar value to \$7.3 million while imports for mushrooms NESOI under 225g increased 49% in volume to 8.0 million-lbs. and 29% in dollar value to about \$9.5 million.

**USDA PURCHASED** \$4.6 million worth of canned vegetables and \$3.4 million of canned dried beans.

**PEAS** - Imports increased 7% in volume and 11% in dollar value in a year-to-date comparison ending March 31. About 5.8 million-lbs. were imported compared with 5.7 million-lbs.

the previous year. The total cost was about \$5.1 million, up from \$4.6 million last year.

Imports of chickpeas increased 3% in volume and declined 11% in dollar value in a year-to-date comparison ending March 31. About 6.9 million-lbs. were imported compared with 6.7 million-lbs. in 2014 while the total cost was about \$5.8 million, dropping from \$6.5 million.

## TOMATO PRODUCTS

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**CANNED** - Imports overall declined 17% in volume while increasing 10% in dollar value in a marketing year-to-date comparison ending March 31. About 29.7 million-lbs. were exported compared with 35.9 million-lbs. last year. The total cost was about \$16.1 million, rising from \$14.6 million in 2014.

Exports for whole/pieces dropped 18% in volume and 9% in dollar value in a marketing year-to-date comparison ending March 31. About 109.5 million-lbs. were exported compared with 134.3 million-lbs. a year earlier. The total cost was about \$41.6 million, down from \$45.6 million in 2014.

Exports of other canned tomatoes decreased 13% in volume and 10% in dollar value in a marketing year-to-date comparison ending March 31. About 53.4 million-lbs. were exported compared with 61.2 million-lbs. in 2014. The total cost was about \$20.0 million, declining from \$22.2 million the previous year.

**USDA PURCHASED** \$6.9 million worth of canned tomato products.

### CANNED TOMATO IMPORTS MARKETING YEAR 2014/15 JUNE 1-MARCH 31

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
<b>Containers 1.4 kg or more</b>				
Israel	120	18%	\$118	19%
Canada	7,119	11%	\$3,336	24%
Italy	6,795	-22%	\$3,866	-5%
Turkey	1,683	-77%	\$2,251	39%
<b>TOTAL</b>	<b>16,851</b>	<b>-29%</b>	<b>\$10,419</b>	<b>11%</b>
<b>Containers less than 1.4 kg</b>				
Canada	3,519	-3%	\$978	5%
Mexico	1,321	-45%	\$637	-44%
Italy	2,725	-97%	\$1,308	27%
<b>TOTAL</b>	<b>10,499</b>	<b>6%</b>	<b>\$3,892</b>	<b>3%</b>
<b>Other Canned Tomatoes</b>				
Italy	189	37%	\$245	19%
Canada	560	12%	\$287	-8%
<b>TOTAL</b>	<b>2,392</b>	<b>0%</b>	<b>\$1,773</b>	<b>23%</b>
<b>GRAND TOTAL</b>	<b>29,742</b>	<b>-17%</b>	<b>\$16,084</b>	<b>10%</b>

**KETCHUP** - Imports plummeted 94% in volume and 91% in dollar value in a marketing year-to-date comparison ending March 31. About 3.6 million-lbs. were imported compared with 59.5 million-lbs. in 2014. The total cost was about \$2.7 million, down from \$30.8 million last year. The decrease is directly related to imports from Canada, where volume declined 95% to 3.0 million-lbs. and 93% in value to \$2.0 million.

Exports jumped 143% in volume and 119% in dollar value in a marketing year-to-date comparison ending March 31. About

219.3 million-lbs. were exported compared with 90.2 million-lbs. in 2014. The total cost was about \$92.1 million, up from \$42.1 million the previous year. The increases were driven by shipments to Canada, which increased 585% to 120.1 million-lbs. in volume and 525% to \$47.5 million in value.

**PASTE** - Imports of containers 1.4kg or more decreased 6% in volume and 30% in dollar value in a marketing year-to-date comparison ending March 31. About 2.5 million-lbs. were imported compared with 2.7 million-lbs. last year. The total cost was about \$1.6 million, down from \$2.3 million in 2014.

### TOMATO PRODUCT IMPORTS MARKETING YEAR 2014/15 JUNE 1-MARCH 31

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
<b>Sauce, Containers 1.4 kg or more</b>				
Canada	5,413	53%	\$3,978	34%
Mexico	793	-18%	\$422	-20%
<b>TOTAL</b>	<b>7,734</b>	<b>36%</b>	<b>\$5,977</b>	<b>15%</b>
<b>Sauce, Containers less than 1.4 kg</b>				
Mexico	21,022	15%	\$12,920	18%
Dom. Rep.	7,696	28%	\$3,012	38%
<b>TOTAL</b>	<b>35,497</b>	<b>17%</b>	<b>\$22,358</b>	<b>22%</b>
<b>Tomato-Based Prep. For Sauce less than 1.4 kg</b>				
Italy	61,071	8%	\$15,829	12%
Canada	253	-29%	\$331	-21%
<b>TOTAL</b>	<b>62,942</b>	<b>5%</b>	<b>\$17,755</b>	<b>5%</b>
<b>Tomato-Based Prep. For Sauce, NESOI</b>				
Italy	152,429	10%	\$56,480	10%
Canada	1,055	-23%	\$1,286	-17%
<b>TOTAL</b>	<b>158,378</b>	<b>9%</b>	<b>\$59,567</b>	<b>9%</b>
<b>Ketchup</b>				
Canada	2,966	-95%	\$2,044	-93%
<b>TOTAL</b>	<b>3,676</b>	<b>-94%</b>	<b>\$2,690</b>	<b>-91%</b>
<b>Tomato Puree, Containers 1.4 kg or more</b>				
<b>TOTAL</b>	<b>1,083</b>	<b>37%</b>	<b>\$589</b>	<b>81%</b>
<b>Tomato Puree, Containers less than 1.4 kg</b>				
Italy	5,919	16%	\$3,044	21%
<b>TOTAL</b>	<b>6,752</b>	<b>15%</b>	<b>\$3,395</b>	<b>19%</b>
<b>Paste, Containers 1.4 kg or more</b>				
China	1,293	-8%	\$555	-10%
Italy	445	-31%	\$535	-59%
<b>TOTAL</b>	<b>2,544</b>	<b>-6%</b>	<b>\$1,622</b>	<b>-30%</b>
<b>Paste, Containers less than 1.4 kg</b>				
Italy	3,001	10%	\$3,060	64%
<b>TOTAL</b>	<b>5,760</b>	<b>1%</b>	<b>\$4,759</b>	<b>24%</b>

Imports of containers less than 1.4kg increased 1% in volume and 24% in dollar value in a marketing year-to-date comparison ending March 31. About 5.8 million-lbs. were imported compared with 5.7 million-lbs. in 2014. The total cost was about \$4.8 million, up from \$3.8 million a year earlier.

Exports decreased 8% in volume and 10% in dollar value in a marketing year-to-date comparison ending March 31. About 783.9 million-lbs. were exported compared with 853.5 million-lbs. the previous year. The total cost was about \$314.1 million, dropping from \$349.1 million in 2014.

**PUREE** - Imports in containers 1.4kg or more climbed 37% in volume and 81% in dollar value in a year-to-date comparison ending March 31. About 1.1 million-lbs. were imported compared with 790,000-lbs in 2014. The total cost was about \$589,000, up from \$325,000 last year.

Imports in containers less than 1.4kg jumped 15% in volume and 19% in dollar value in a year-to-date comparison ending March 31. About 6.8 million-lbs. were imported compared with 5.9 million-lbs. a year earlier. The total cost was about \$3.4 million, up from \$2.9 million in 2014.

**SAUCE** - Imports of containers 1.4kg or more increased 36% in volume and 15% in dollar value in a marketing year-to-date comparison ending March 31. About 7.7 million-lbs. were imported compared with 5.7 million-lbs. in 2014. The total cost was about \$6.0 million, up from \$5.2 million the previous year.

Imports of containers less than 1.4kg rose 17% in volume and 22% in dollar value in a marketing year-to-date comparison ending March 31. About 35.5 million-lbs. were imported compared with 30.4 million-lbs. last year. The total cost was about \$22.4 million, up from \$18.4 million in 2014.

Imports of tomato-based prep for sauce in containers less than 1.4kg increased 5% in volume and dollar value in a marketing year-to-date comparison ending March 31. About 62.9 million-lbs. were imported compared with 59.7 million-lbs. last year. The total cost was about \$18.4 million, up from \$14.9 million in 2014.

Imports of tomato-based prep, NESOI climbed 9% in volume and dollar value in a marketing year-to-date comparison ending March 31. About 158.4 million-lbs. were imported compared with 145.2 million-lbs. last year. The total cost was about \$59.6 million, rising from \$54.7 million in 2014.

Exports decreased 4% in volume and 3% in dollar value in a marketing year-to-date comparison ending March 31. About 386.2 million-lbs. were exported compared with 402.3 million-lbs. in 2014. The total cost was about \$179.9 million, down from \$184.7 million the previous year.

## FROZEN VEGETABLES

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**OVERVIEW** - Imports decreased 3% in volume and 6% in dollar value in a year-to-date comparison ending March 31. About 581.5 million-lbs. were imported compared with 600.4 million-lbs. in 2014. The total cost was about \$263.6 million, down from \$281.5 million last year.

The drop in imports is result of a down first quarter for peas, beans, Brussels sprouts, broccoli spears and French fries. French fries, the largest by volume and dollar value in the sector, declined 6% in volume and 11% in dollar value in a year-to-date comparison ending March 31. About 321.5 mil-

lion-lbs. were imported compared with 342.3 million-lbs. in 2014. The total cost was about \$131.4 million, down from \$147.7 million a year earlier.

Pea imports declined 34% in volume to 16.7 million-lbs. and 33% in dollar value to \$9.7 million while Brussels sprouts volume dropped 16% to 12.8 million-lbs. and 27% to \$5.1 million.

Smaller in volume but having significant drops were whole green beans down 29% in volume and 28% in dollar value to 7.5 million-lbs. worth \$5.3 million and broccoli spears dropping 43% in volume and 27% in dollar value to 7.3 million-lbs. and \$4.7 million, respectively.

### FROZEN VEGETABLE IMPORTS JAN. 1-MARCH 31, 2014

(Source: Bureau of Census)

Item	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
<b>Peas</b>	<b>16,698</b>	<b>-34%</b>	<b>\$9,693</b>	<b>-33%</b>
Canada	5,796	-2%	\$3,506	-11%
<b>Whole Green Beans</b>	<b>7,541</b>	<b>-29%</b>	<b>\$5,237</b>	<b>-28%</b>
Canada	4,023	-16%	\$2,544	-20%
<b>Cut Green Beans</b>	<b>9,529</b>	<b>5%</b>	<b>\$5,167</b>	<b>2%</b>
Canada	7,768	-4%	\$4,472	-1%
<b>Spinach</b>	<b>33,487</b>	<b>24%</b>	<b>\$13,553</b>	<b>31%</b>
Mexico	16,230	20%	\$7,701	27%
<b>Sweet Corn</b>	<b>14,788</b>	<b>28%</b>	<b>\$7,714</b>	<b>19%</b>
Canada	12,120	35%	\$5,827	24%
<b>Bamboo Shoots</b>	<b>792</b>	<b>-10%</b>	<b>\$823</b>	<b>15%</b>
China	733	-1%	\$784	64%
<b>Mushrooms</b>	<b>7,381</b>	<b>-18%</b>	<b>\$4,421</b>	<b>-5%</b>
Netherlands	6,784	-20%	\$3,555	-8%
<b>Brussels Sprouts</b>	<b>12,753</b>	<b>-16%</b>	<b>\$5,122</b>	<b>-27%</b>
Belgium	9,183	1%	\$3,526	-11%
<b>Okra</b>	<b>7,315</b>	<b>12%</b>	<b>\$3,044</b>	<b>28%</b>
Guatemala	6,377	11%	\$2,534	27%
<b>Asparagus</b>	<b>2,149</b>	<b>-62%</b>	<b>\$1,906</b>	<b>-54%</b>
Peru	1,727	-66%	\$1,469	-61%
<b>Broccoli Spears</b>	<b>7,251</b>	<b>-42%</b>	<b>\$4,662</b>	<b>-27%</b>
Mexico	3,597	-1%	\$2,765	15%
<b>Cauliflower</b>	<b>20,479</b>	<b>16%</b>	<b>\$10,099</b>	<b>18%</b>
Mexico	17,952	13%	\$8,979	14%
<b>Mixed Vegetables</b>	<b>45,906</b>	<b>14%</b>	<b>\$28,470</b>	<b>17%</b>
Mexico	25,975	13%	\$17,106	16%
<b>French Fries</b>	<b>321,542</b>	<b>-6%</b>	<b>\$131,361</b>	<b>-11%</b>
Canada	314,969	-7%	\$129,330	-12%
<b>Potatoes</b>	<b>73,321</b>	<b>10%</b>	<b>\$31,872</b>	<b>2%</b>
Canada	71,723	10%	\$31,047	2%
<b>Beans, Prepared</b>	<b>615</b>	<b>-43%</b>	<b>\$449</b>	<b>-46%</b>
China	220	-45%	\$225	-35%
<b>GRAND TOTAL</b>	<b>581,548</b>	<b>-3%</b>	<b>\$263,595</b>	<b>-6%</b>

Exports increased 3% in volume and 4% in dollar value in a year-to-date comparison ending March 31. About 674.4 million-lbs. were exported compared with 656.1 million-lbs. in 2014. The total cost was about \$368.8 million, up from \$353.4 million last year.

Two categories of corn exports propelled the increase. Sweet corn exports soared 14% in volume to 40.8 million-lbs. and 17% in dollar value to \$21.7 million. Exports of prepared sweet corn soared 63% in volume and 52% in dollar value to 9.3 million-lbs. and \$4.7 million, respectively.

### SUPERMARKET SALES REPORT

New to our Market Info Centers are Quarterly Supermarket Sales Reports recently updated in partnership with IRI Worldwide.

Other information that can be found in the Members Only section are five years of data - Exclusive Food Institute price trends, Market trends, Imports/Exports, Consumption, and more - on all of the categories we follow in the Food Institute Report.

<http://www.foodinstitute.com/market-info-center>

Asparagus exports, in limited volume, increased 2373% in volume and 1825% in dollar value due to exports to Japan. About 7.6 million-lbs. were exported with the total cost at about \$8.8 million, of which 4.1 million-lbs worth \$4.4 million were sent to Japan.

The largest by volume in the category is French fries which increased 2% in volume and dollar value as about 485.1 million-lbs. were exported worth about \$246.8 million.

## FROZEN VEGETABLE EXPORTS JAN. 1-MARCH 31, 2015

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
<b>Potatoes, uncooked</b>	<b>12,573</b>	<b>-34%</b>	<b>\$6,205</b>	<b>-23%</b>
Japan	3,585	-52%	\$2,033	-41%
<b>Peas</b>	<b>7,632</b>	<b>-8%</b>	<b>\$3,765</b>	<b>-13%</b>
Canada	3,848	-14%	\$1,832	-22%
<b>Beans</b>	<b>5,872</b>	<b>2%</b>	<b>\$2,697</b>	<b>1%</b>
Canada	3,787	110%	\$1,768	94%
<b>Beans, uncooked</b>	<b>1,015</b>	<b>1370%</b>	<b>\$571</b>	<b>800%</b>
Canada	517	1036%	\$276	803%
<b>Spinach</b>	<b>1,141</b>	<b>-46%</b>	<b>\$747</b>	<b>-38%</b>
Canada	1,062	-46%	\$710	-34%
<b>Sweet Corn</b>	<b>40,783</b>	<b>14%</b>	<b>\$21,661</b>	<b>17%</b>
Japan	20,345	31%	\$11,398	35%
<b>Asparagus</b>	<b>7,621</b>	<b>2373%</b>	<b>\$8,803</b>	<b>1825%</b>
Japan	4,188	5801%	\$4,425	3889%
<b>Other Vegetables</b>	<b>25,305</b>	<b>13%</b>	<b>\$13,197</b>	<b>9%</b>
Canada	17,500	9%	\$9,029	2%
<b>Vegetable Mixes</b>	<b>11,684</b>	<b>-7%</b>	<b>\$8,853</b>	<b>-2%</b>
Canada	3,822	-11%	\$3,418	8%
<b>French Fries</b>	<b>485,085</b>	<b>2%</b>	<b>\$246,840</b>	<b>2%</b>
Japan	126,334	0%	\$64,593	1%
<b>Potatoes, Except Fries</b>	<b>42,150</b>	<b>-2%</b>	<b>\$25,694</b>	<b>-2%</b>
Japan	11,019	-15%	\$77,716	764%
<b>Beans, Prepared*</b>	<b>521</b>	<b>110%</b>	<b>\$360</b>	<b>89%</b>
St. Lucia	98	8%	\$68	21%
<b>Carrots, Prepared*</b>	<b>202</b>	<b>-41%</b>	<b>\$120</b>	<b>-44%</b>
Canada	76	-68%	\$40	-70%
<b>Sweet Corn, Prepared*</b>	<b>9,297</b>	<b>63%</b>	<b>\$4,740</b>	<b>52%</b>
China	2,677	318%	\$1,325	317%
<b>Peas, Prepared*</b>	<b>620</b>	<b>-38%</b>	<b>\$282</b>	<b>-19%</b>
Dominican Rep.	239	11%	\$81	-23%
<b>Misc. Veg. &amp; Mixes, Prep.*</b>	<b>22,913</b>	<b>-1%</b>	<b>\$24,277</b>	<b>-5%</b>
Canada	9,546	-9%	\$12,282	-19%
<b>GRAND TOTAL</b>	<b>674,413</b>	<b>3%</b>	<b>\$368,811</b>	<b>4%</b>

\* Includes vegetables in butter sauce.

**ASPARAGUS** - Imports decreased 62% in volume and 54% in dollar value in a year-to-date comparison ending March 31. About 2.2 million-lbs. were imported compared with 5.6 million-lbs. the previous year. The total cost was about \$1.9 million, down from \$4.1 million in 2014.

**BEANS** - Imports for cut green increased 5% in volume and 2% in dollar value in a year-to-date comparison ending March 31. About 9.5 million-lbs. were imported compared with 9.0 million-lbs. the previous year. The total cost was about \$5.2 million, declining from \$5.0 million in 2014.

Imports for prepared dropped 43% in volume and 46% in dollar value in a year-to-date comparison ending March 31. About 615,000-lbs. were imported compared with 1.1 million-lbs. the previous year. The total cost was about \$449,000, down from \$836,000 in 2014.

Exports increased 2% in volume and 1% in dollar value in a year-to-date comparison ending March 31. About 5.9 million-lbs. were exported compared with 5.8 million-lbs. in 2014. The total cost was about \$2.7 million, up from \$2.6 million a year earlier.

**POTATOES** - Imports of potatoes not including French fries increased 10% in volume and 2% in dollar value in a year-to-date comparison ending March 31. About 73.3 million-lbs. were imported compared with 66.4 million-lbs. in 2014. The total cost was about \$31.9 million, rising from \$31.2 million a year earlier.

Exports of potatoes except French fries decreased 2% in volume and dollar value in a year-to-date comparison ending March 31. About 42.2 million-lbs. were exported compared with 42.9 million-lbs. the previous year. The total cost was about \$25.7 million, dropping from \$26.3 million in 2014.

Exports of uncooked potatoes declined 34% in volume and 23% in dollar value in a year-to-date comparison ending March 31. About 12.6 million-lbs. were exported compared with 19.0 million-lbs. the previous year. The total cost was about \$6.2 million, down from \$8.1 million in 2014.

## CANNED FRUIT

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**IMPORTS** - Total canned fruit imports decreased by 12% in volume to 387.3 million-lbs. during the Jan. 1-Mar. 31 time period in a year-to-year comparison. Canned fruit import value decreased by 15% during the same time period, down to \$202.6 million. The leading import by volume, canned pineapple, dropped 5% in volume but posted an increase of 12% by value. Sugared pineapples saw a 17% increase in value alongside a 5% increase in volume during the time period.

### U.S. CANNED/GLASS FRUIT IMPORTS JAN. 1-MAR. 31, 2015

(Source: Bureau of Census)

	Quantity		Value	
	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
<b>Apricots*</b>	<b>1,064</b>	<b>102%</b>	<b>\$542</b>	<b>44%</b>
China	496	20%	\$200	8%
<b>Cherries, Maraschino*</b>	<b>853</b>	<b>5%</b>	<b>\$1,449</b>	<b>-8%</b>
Canada	636	14%	\$770	5%
<b>Cherries, Sweet*</b>	<b>369</b>	<b>51%</b>	<b>\$453</b>	<b>-14%</b>
Canada	108	352%	\$99	-54%
<b>Cherries, Tart*</b>	<b>1,272</b>	<b>66%</b>	<b>\$1,334</b>	<b>55%</b>
Germany	403	33%	\$282	1%
<b>Mandarins &amp; Satsumas*</b>	<b>17,246</b>	<b>84%</b>	<b>\$9,067</b>	<b>131%</b>
China	17,221	90%	\$9,047	139%
<b>Mandarins &amp; Tangerines*</b>	<b>12,761</b>	<b>65%</b>	<b>\$5,135</b>	<b>80%</b>
China	9,801	82%	\$4,081	101%
<b>Pears, Less than 1.4 kg*</b>	<b>9,184</b>	<b>35%</b>	<b>\$5,795</b>	<b>23%</b>
China	7,571	22%	\$4,665	12%
<b>Pears, 1.4 kg or more*</b>	<b>15,806</b>	<b>18%</b>	<b>\$5,694</b>	<b>11%</b>
China	15,779	23%	\$5,661	18%
<b>Peaches, Less than 1.4 kg*</b>	<b>35,223</b>	<b>65%</b>	<b>\$23,330</b>	<b>33%</b>
China	27,325	68%	\$16,979	39%
<b>Peaches, 1.4 kg or more*</b>	<b>33,938</b>	<b>28%</b>	<b>\$14,595</b>	<b>27%</b>
China	22,615	-5%	\$9,554	-7%
<b>Pineapples, Sugared</b>	<b>26,225</b>	<b>5%</b>	<b>\$13,027</b>	<b>17%</b>
Philippines	14,060	33%	\$4,726	34%
<b>Pineapples*</b>	<b>146,525</b>	<b>-5%</b>	<b>\$73,601</b>	<b>12%</b>
Thailand	57,519	-27%	\$31,876	-8%
<b>Satsumas, Sugared</b>	<b>56,224</b>	<b>26%</b>	<b>\$30,554</b>	<b>19%</b>
China	55,978	25%	\$30,350	18%
<b>Satsumas*</b>	<b>30,572</b>	<b>-9%</b>	<b>\$18,620</b>	<b>-23%</b>
China	30,403	-9%	\$18,490	-22%
<b>TOTAL</b>	<b>387,262</b>	<b>-12%</b>	<b>\$202,632</b>	<b>-15%</b>

\*NESO



**EXPORTS** – Total canned fruit exports rose by 10% to about 70.3 million-lbs. in a year-to-year comparison for the Jan. 1-Mar. 31 time period. Exports saw a 1% drop in value to about \$45.6 million during the same time frame. Exports of canned olives dropped 2% by volume and 5% by value during the time period, as products shipped to Canada rose 9% by volume and value.

### U.S. CANNED/GLASS FRUIT EXPORTS

JAN. 1-MAR. 31, 2015

(Source: Bureau of Census)

	Quantity		Value	
	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
<b>Apricots</b>	<b>327</b>	<b>-39%</b>	<b>\$308</b>	<b>-25%</b>
Canada	160	-4%	\$130	-4%
<b>Cherries, Maraschino</b>	<b>3,007</b>	<b>13%</b>	<b>\$3,385</b>	<b>16%</b>
Thailand	646	14%	\$627	0%
<b>Cherries, Sweet</b>	<b>1,388</b>	<b>-7%</b>	<b>\$1,951</b>	<b>6%</b>
Japan	415	3%	\$563	14%
<b>Cherries, Tart</b>	<b>5,175</b>	<b>0%</b>	<b>\$3,623</b>	<b>3%</b>
Canada	3,856	5%	\$2,582	8%
<b>Citrus, NESOI</b>	<b>33,909</b>	<b>-18%</b>	<b>\$16,633</b>	<b>-12%</b>
Netherlands	9,385	-55%	\$3,193	-55%
<b>Grapefruit</b>	<b>1,045</b>	<b>30%</b>	<b>\$349</b>	<b>-1%</b>
Netherlands	652	772%	\$201	501%
<b>Nectarines</b>	<b>354</b>	<b>74%</b>	<b>\$194</b>	<b>55%</b>
Mexico	351	92%	\$184	64%
<b>Olives</b>	<b>5,459</b>	<b>-2%</b>	<b>\$4,560</b>	<b>-5%</b>
Canada	2,603	9%	\$2,563	9%
<b>Peaches</b>	<b>10,402</b>	<b>3%</b>	<b>\$5,377</b>	<b>6%</b>
Canada	8,033	31%	\$4,133	35%
<b>Pears</b>	<b>2,981</b>	<b>-34%</b>	<b>\$1,587</b>	<b>-33%</b>
Canada	1,572	-20%	\$948	-16%
<b>Pineapples</b>	<b>1,868</b>	<b>-10%</b>	<b>\$1,115</b>	<b>-6%</b>
Mexico	1,131	14%	\$604	16%
<b>Strawberries</b>	<b>3,100</b>	<b>7%</b>	<b>\$3,672</b>	<b>19%</b>
Canada	849	16%	\$1,210	33%
<b>Wild Blueberries</b>	<b>1,257</b>	<b>91%</b>	<b>\$1,309</b>	<b>85%</b>
South Korea	703	363%	\$674	272%
<b>TOTAL</b>	<b>70,273</b>	<b>10%</b>	<b>\$45,636</b>	<b>-1%</b>

**CHERRIES** – Imports of canned maraschino cherries rose 5% by volume in a year-to-year comparison ending Mar. 31. Total volume rose from about 813,000-lbs. in 2014 to 853,000-lbs. in 2015. Exports of canned maraschino cherries increased 13% by volume and 16% by value fueled by growth in Thai shipments.

Imports of canned sweet cherries decreased 14% by value despite an increase of 51% by volume during the time frame. Total value of all imported sweet cherries reached about \$453,000 in 2015, down from \$527,000 in 2014. Overall exports of canned sweet cherries dropped 7% by volume, from 1.5 million-lbs. in 2014 to about 1.4 million-lbs. in 2015.

Canned tart cherry imports rose 66% by volume and 55% by value during the Jan. 1-Mar. 31 time period in a year to year comparison. Exports of canned tart cherries remained virtually the same by volume but increased 3% by value during the period, with a majority of the product shipped to Canada.

**PEACHES** – Imports of canned peaches, less than 1.4 kg experienced a 65% increase in volume in a year to year comparison ending Mar. 31. Imports of canned peaches, 1.4 kg or more, also increased by volume at a rate of 28%. Exports of canned peaches increased 3% by volume overall during the

time frame, but growth in Canada was stronger with a 31% increase. Total volume shipped to Canada rose from 6.1 million-lbs. in 2014 to about 8.0 million-lbs. in 2015.

The **CALIFORNIA CANNING PEACH ASSOCIATION'S** 2015 prethinning crop estimate is at 342,511 tons, a 5.6% increase over last year's crop. This year's largest yield increases are projected for Extra Earliers (at 10%) and Lates (at 18%). The estimate represents the best California yield since 2010.

**PEARS** – Imports of canned pears, less than 1.4 kg. increased 35% by volume and 23% by value during the Jan. 1-Mar. 28 time period in a year-to-year comparison. Imports of canned pears, more than 1.4 kg. increased 18% by volume and 11% by value during the same time period. Exports of canned pears dropped 34% by volume and 33% by value during the time frame.

**STRAWBERRIES** – Exports of canned strawberries rose 7% by volume during the Jan. 1-Mar. 31 time period in a year to year comparison alongside an increase of 16% by volume in shipments sent to Canada.

**USDA PURCHASED** \$14.2 million of canned fruits (May 20).

## PROCESSED SEAFOOD

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**ANCHOVIES** – Exports increased 269% in volume and 219% in dollar value in a year-to-date comparison ending March 31. About 571,000-lbs. were exported compared with 155,000-lbs. in 2014. The total cost was about \$711,000, jumping from \$219,000 last year.

**CRAB** – Exports dropped 39% in volume and 45% in dollar value in a year-to-date comparison ending March 31. About 389,000-lbs. were exported compared with 639,000-lbs. in 2014. The total cost was about \$2.0 million, down from \$3.6 million last year.

**WEST COAST'S DUNGENESS CRAB FISHERY** management agreement could be made permanent. Proposed federal legislation would mean the management scheme between Washington, Oregon and California under an agreement to work with the **PACIFIC STATES MARINE FISHERIES COMMISSION** would no longer need to be regularly extended, reported *Chinook Observer* (May 7).

**LOBSTER** – Imports jumped 125% in volume and 147% in dollar value in a year-to-date comparison ending March 31. About 394,000-lbs. were imported compared with 175,000-lbs. in 2014. The total cost was about \$1.2 million, up from \$479,000 last year.

Exports rose 27% in volume and 43% in dollar value in a year-to-date comparison ending March 31. About 1.7 million-lbs. were exported compared with 1.3 million-lbs. in 2014. The total cost was about \$12.8 million, up from \$8.9 million last year.

**PRINCE EDWARD ISLAND LOBSTERMEN** will ask for a fishing season extension. Ice delayed the start by eight days, and the season is slated to end June 30, reported *CBC News* (May 15)

**MACKEREL** – Imports decreased 4% in volume and 7% in dollar value in a year-to-date comparison ending March 31.



About 6.7 million-lbs. were imported compared with 6.4 million-lbs. in 2014. The total cost was about \$7.6 million, dropping from \$7.2 million last year.

Exports plummeted 58% in volume and 64% in dollar value in a year-to-date comparison ending March 31. About 132,000-lbs. were exported compared with 317,000-lbs. in 2014. The total cost was about \$89,000, down from \$246,000 last year.

**SALMON** – Imports for canned decreased 30% in volume and 26% in dollar value in a year-to-date comparison ending March 31. About 5.2 million-lbs. were imported compared with 7.5 million-lbs. in 2014. The total cost was about \$15.5 million, down from \$20.9 million in last year.

Exports declined 24% in volume and 4% in dollar value in a year-to-date comparison ending March 31. About 19.4 million-lbs. were exported compared with 25.3 million-lbs. in 2014. The total cost was about \$52.3 million, down from \$54.7 million last year.

### U.S. IMPORTS OF CANNED SALMON JAN. 1-MARCH 31, 2015

(Source: Bureau of Census)

	Pounds (1,000)	% Chg.	Dollars (\$1,000)	% Chg.
<b>Salmon Nesoi Whole/Pieces In Oil in Airtight Cont.</b>				
Thailand	111	145%	\$714	169%
<b>Total</b>	<b>115</b>	<b>7%</b>	<b>\$745</b>	<b>56%</b>
<b>Pink (humpie) Salmon, Not in Oil, Canned</b>				
Thailand	1,202	-68%	\$2,740	-63%
<b>Total</b>	<b>2,191</b>	<b>-53%</b>	<b>\$4,513</b>	<b>-51%</b>
<b>Salmon Sockeye, Not in Oil, Canned</b>				
Canada	23	-70%	\$114	-76%
<b>Total</b>	<b>23</b>	<b>-79%</b>	<b>\$114</b>	<b>-78%</b>
<b>Salmon, Neosi, Not in Oil, Canned</b>				
Chile	266	-61%	\$1,183	-55%
<b>Total</b>	<b>433</b>	<b>-45%</b>	<b>\$1,825</b>	<b>-43%</b>
<b>Salmon, Whole or in Pieces, But not Minced, Nesoi</b>				
Thailand	1,090	18%	\$3,352	18%
<b>Total</b>	<b>2,453</b>	<b>35%</b>	<b>\$8,258</b>	<b>10%</b>
<b>GRAND TOTAL</b>	<b>5,215</b>	<b>-30%</b>	<b>\$15,455</b>	<b>-26%</b>

**SARDINES** – Imports rose 8% in volume and decreased 5% in dollar value in a year-to-date comparison ending March 31. About 15.8 million-lbs. were imported compared with 14.6 million-lbs. in 2014. The total cost was about \$28.0 million, down from \$29.5 million in last year.

Exports increased 56% in volume and 7% in dollar value in a year-to-date comparison ending March 31. About 350,000-lbs. were exported compared with 224,000-lbs. in 2014. The total cost was about \$154,000, up from \$144,000 last year.

**TUNA** – Imports decreased 2% in volume and 8% in dollar value in a year-to-date comparison ending March 31. About 108.9 million-lbs. were imported compared with 111.3 million-lbs. in 2014. The total cost was about \$216.3 million, down from \$234.2 million last year.

**THE EXPORT VALUE OF VIETNAMESE TUNA** will decrease by 5% in 2015, according to **VIETNAM ASSOCIATION OF SEAFOOD PRODUCERS AND EXPORTERS** (Vasep). Vasep predicted a drop in turnover due to the recent sharp decline in global tuna prices, now below \$1,000 per metric ton, as

well as a global increase in tuna production, reported *Jakarta Post* (May 14).

## DRIED VEGETABLES

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**EXPORTS** – Exports of dried beans decreased 23% by volume during the Jan. 1-Mar. 31 time period in a year-to-year comparison. Export value also dropped to \$73.3 million, representing a 18% drop from the same time period last year. Dark red kidney bean exports rose 75% by volume and 44% by value during the time period, bolstered by a 471% increase by volume and 217% increase by value in exports to Italy. Exports of great northern beans to Turkey saw significant growth, with increases of 269% by volume and 396% by value.

Total exports of dried peas and lentils rose 23% by volume and 13% by value during the Jan. 1-Mar. 31 time period when compared year over year. Exports of yellow peas grew a respectable 31% by volume and 9% by value, while green peas dropped 47% by volume to 44.1 million-lbs.

### DEALER DRIED BEAN PRICES

Per cwt. f.o.b. area indicated

	Current Week	Year Ago
<b>Pinto</b>		
Colorado	\$31.00 - \$32.00	\$42.00 - \$44.00
North Dakota	\$28.00 - \$29.00	\$37.00 - \$38.00
<b>Great Northern</b>		
Nebraska	N/A	N/A
North Dakota	N/A	N/A
<b>Light Red Kidney</b>		
Nebraska	N/A	N/A
Michigan	N/A	N/A
Wisconsin	N/A	N/A
<b>Dark Red Kidney</b>		
Michigan	N/A	N/A
Minnesota	N/A	N/A
<b>Pink</b>		
Idaho	\$45.00 - \$46.00	N/A
<b>Small Red</b>		
Idaho	N/A	N/A
<b>Black</b>		
Michigan	N/A	V Ltd. \$55.00
North Dakota	N/A	N/A
<b>Pea Beans</b>		
Michigan	\$37.00 - \$38.00	N/A
<b>Garbanzos</b>		
Washington	\$38.00 - \$39.00	\$40.00 - \$42.00

**DRIED BEANS** – Trading activity was slow on very light demand. Strength of the dollar, foreign supply and a general lack of demand are the biggest factors effecting movement of the current supply. According to **NASS's** crop progress and condition report, Colorado has 10%, Idaho has 63%, Washington has 80%, Oregon has 60%, Minnesota has 39%, Montana has 61%, North Dakota has 10% and Wyoming has 3% planted. Late spring weather has come to a lot of states this past week, forcing many growers to hold off in seeding the ground.

**PEAS AND LENTILS** – IDAHO/WASHINGTON: Trading activity was light with light to moderate buyer demand. Dealer: whole green peas and split green peas and were all steady. Brewers' lentils, Pardina lentils, whole yellow peas, yellow split peas and Austrian winter peas were not established. Grower: whole green peas, brewers' lentils and Pardina

lentils were \$1.00 lower. Austrian winter peas and whole yellow peas were all steady. NORTH DAKOTA/MONTANA: Trading activity was slow on slow to moderate buyer demand. Dealer: whole green peas, whole yellow peas and richlea lentils were not established. Grower: whole green peas, whole yellow peas and richlea lentils were steady.

**CALIFORNIA BEANS** – Trading was inactive. Dealer: baby limas, large limas, blackeye beans and garbanzo beans were not established. Grower: blackeyes limas, baby limas, large limas, canning-quality large limas and garbanzo beans were not established.

## DRIED FRUITS & NUTS

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**NUT AND SEEDS** – Imports except for almonds and pistachios decreased 7% in volume and increased 18% in dollar value in a year-to-date comparison ending March 31. About 128.4 million-lbs. were exported compared with 137.4 million-lbs. in 2014. The total cost was about \$340.3 million, rising from \$288.5 million in 2014.

### U.S. IMPORTS OF NUTS AND NUTMEATS, JAN. 1-MARCH 31, 2015

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
<b>Coconuts, Desiccated</b>	<b>29,226</b>	<b>23%</b>	<b>\$32,085</b>	<b>51%</b>
Philippines	22,057	13%	\$26,690	55%
<b>Brazil Nuts, Shelled</b>	<b>2,277</b>	<b>-29%</b>	<b>\$8,257</b>	<b>-13%</b>
Bolivia	1,408	-40%	\$5,159	-27%
<b>Cashews, Shelled</b>	<b>59,274</b>	<b>7%</b>	<b>\$195,526</b>	<b>20%</b>
Vietnam	34,667	8%	\$111,065	21%
<b>Hazelnuts, Inshell</b>	<b>97</b>	<b>34%</b>	<b>\$147</b>	<b>103%</b>
Canada	97	34%	\$147	103%
<b>Hazelnuts, Shelled</b>	<b>488</b>	<b>-80%</b>	<b>\$2,084</b>	<b>-74%</b>
Turkey	436	-80%	\$1,892	-73%
<b>Pecans, Inshell</b>	<b>9,967</b>	<b>-34%</b>	<b>\$19,605</b>	<b>-20%</b>
Mexico	9,967	-34%	\$19,605	-20%
<b>Pecans, Shelled</b>	<b>20,504</b>	<b>14%</b>	<b>\$76,859</b>	<b>35%</b>
Mexico	20,327	13%	\$76,364	34%
<b>Walnuts, Shelled</b>	<b>6,226</b>	<b>51%</b>	<b>\$3,551</b>	<b>-1%</b>
India	2,832	14%	\$1,484	14%
<b>GRAND TOTAL</b>	<b>128,365</b>	<b>-7%</b>	<b>\$340,293</b>	<b>18%</b>

The worth of imported nuts was driven by shelled cashews and pecans in the first quarter. Cashews increased 20% to \$195.5 million as volume increased 7% to 59.3 million-lbs. while pecans value was \$76.9 million, up 35% on 20.5 million-lbs., a 14% increase. Mexico deliveries were a driving force as it increased 13% to 20.3 million-lbs. worth \$76.4 million, up 34%.

The volume decline was driven by shelled hazelnut which dropped 80% in volume and 74% in dollar value in a year-to-date comparison ending March 31. About 488,000-lbs. were exported compared with 2.4 million-lbs. in 2014. The total cost was about \$2.1 million, rising from \$8.1 million in 2014.

The other reason for decline was the lack of inshell pignolia imports, which accounted for 15.0 million-lbs. for the same time period last year.

Exports jumped 35% in volume and 36% in dollar value in a year-to-date comparison ending March 31. About 379.9 million-lbs. were exported compared with 282.6 million-lbs. in 2014. The total cost was about \$697.4 million, up from \$511.9 million the previous year.

The rise for nuts exports was driven by large increase of Brazil, cashews, and macadamia nuts. Shipments of macadamia's jumped 7225% in volume and 5435% in dollar value, largely due to exports to China. Of the 4.4 million-lbs. exported worth \$3.3 million, 4.0 million-lbs. worth \$3.1 were exported to China after having no sales for the first three months in 2014.

Brazil exports grew 442% in volume and 352% in dollar value to 1.0 million-lbs. and \$1.8 million, respectively while shelled cashews exports increased 112% in volume to 2.1 million-lbs. and 132% in dollar value worth \$6.0 million.

**ALMOND** – Exports of inshell rose 33% in volume and 32% in dollar value. About 93.2 million-lbs. were exported compared with 70.2 million-lbs. in 2014. The total dollar value was about \$226.6 million, up from \$171.2 million a year ago. The increase was driven by exports to Hong Kong increasing 274% in volume to 17.7 million-lbs. worth \$52.2 million, a 345% increase from the same time period last year.

Exports of shelled decreased 9% in volume and 1% in dollar value. About 230.0 million-lbs. were exported compared with 251.7 million-lbs. last year. The total dollar value was about \$949.2 million, down from \$954.5 million in 2014.

**WALNUTS** – On light trading, imports for inshell increased 93% in volume and 135% in dollar value in a year-to-date comparison ending March 31. About 5,000-lbs. were exported compared with 2,000-lbs. in 2014. The total cost was about \$12,000, rising from \$5,000 in 2014.

Imports for shelled increased 51% in volume and decreased 1% in dollar value in a year-to-date comparison ending March 31. About 6.2 million-lbs. were exported compared with 4.1 million-lbs. in 2014. The total cost was about \$3.5 million, down from \$3.6 million in 2014.

Exports for inshell increased 5% in volume and 11% in dollar value in a year-to-date comparison ending March 31. About 55.5 million-lbs. were exported compared with 52.8 million-lbs. in 2014. The total cost was about \$115.3 million, up from \$104.1 million the previous year.

Exports for shelled grew 48% in volume and 44% in dollar value in a year-to-date comparison ending March 31. About 65.0 million-lbs. were exported compared with 43.9 million-lbs. in 2014. The total cost was about \$294.9 million, up from \$204.8 million the previous year.

**PISTACHIOS** – Exports increased 3% in volume and 14% in dollar value in a year-to-date comparison ending March 31. About 50.0 million-lbs. were exported compared with 48.3 million-lbs. last year. The total dollar value about \$202.3 million, rising from \$177.1 million in 2014.

Exports of inshell increased 6% in volume and 17% in dollar value in a year-to-date comparison ending March 31. About 45.3 million-lbs. were exported compared with 42.8 million-lbs. last year. The total dollar value was about \$191.7 million, up from \$164.2 million in 2014. The increase was driven by exports to Belgium increasing 82% in volume to 11.9 million-lbs. worth \$49.9 million, a 85% increase from the same time last year.

Exports of shelled decreased 17% in volume and 18% in dollar value in a year-to-date comparison ending March 31.

About 4.6 million-lbs. were exported compared with 5.6 million-lbs. in 2014. The total dollar value was about \$10.5 million, down from the previous year's \$12.9 million.

**DRIED FRUITS** – Imports increased 10% in volume and 7% in dollar value in a year-to-date comparison ending March 31. About 20.7 million-lbs. were imported compared with 18.7 million-lbs. in 2014. The total cost was about \$26.6 million, up from \$24.8 million the previous year.

### U.S. IMPORTS OF DRIED FRUITS JAN. 1-MARCH 31, 2015

(Source: Bureau of Census)

Item	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
<b>Currants</b>	<b>381</b>	<b>253%</b>	<b>\$476</b>	<b>300%</b>
China	80	25%	\$176	184%
<b>Sultanas</b>	<b>906</b>	<b>356%</b>	<b>\$608</b>	<b>308%</b>
Turkey	490	147%	\$370	148%
<b>Raisins, Seedless</b>	<b>4,297</b>	<b>26%</b>	<b>\$3,901</b>	<b>6%</b>
South Africa	1,095	-5%	\$1,049	-23%
<b>Raisins, Seeded</b>	<b>476</b>	<b>110%</b>	<b>\$151</b>	<b>-3%</b>
South Africa	203	4294%	\$76	932%
<b>Apricots</b>	<b>5,436</b>	<b>-30%</b>	<b>\$9,824</b>	<b>-10%</b>
Turkey	5,010	-31%	\$8,989	-11%
<b>Apples</b>	<b>2,859</b>	<b>7%</b>	<b>\$8,050</b>	<b>10%</b>
Chile	1,200	31%	\$2,898	32%
<b>Papayas</b>	<b>456</b>	<b>-42%</b>	<b>\$588</b>	<b>-37%</b>
Thailand	402	-45%	\$536	-39%
<b>Cherries</b>	<b>1,941</b>	<b>430%</b>	<b>\$1,542</b>	<b>325%</b>
Turkey	1,933	1843%	\$1,512	1415%
<b>Peaches</b>	<b>2,701</b>	<b>27%</b>	<b>\$583</b>	<b>24%</b>
Chile	1,284	4%	\$278	-20%
<b>Tamarinds</b>	<b>1,222</b>	<b>43%</b>	<b>\$886</b>	<b>39%</b>
Mexico	620	-16%	\$554	-3%
<b>GRAND TOTAL</b>	<b>20,674</b>	<b>10%</b>	<b>\$26,607</b>	<b>7%</b>

The increase is due to significant increases of cherry and peach imports. Cherries jumped 430% in volume to 1.9 million-lbs. and 325% in value to about \$1.5 million, due to imports from Turkey which account for all but 8,000-lbs.

Peach imports grew 27% in volume and 24% in dollar value in a year-to-date comparison ending March 31. About 2.7 million-lbs. were imported compared with 2.1 million-lbs. in 2014. The total cost was about \$583,000, down from \$470,000 the previous year.

Exports except for raisins increased 6% in volume and 2% in dollar value in a year-to-date comparison ending March 31. About 120.2 million-lbs. were exported compared with 113.6 million-lbs. last year. The total cost was about \$104.7 million, up from \$102.7 million in 2014.

Prunes exports jumped 29% in volume and 11% in dollar value to about 48.1 million-lbs. at a value of \$52.6 million due to shipments to Germany rising 91% in volume to 14.7 million-lbs. worth \$16.2 million, an increase of 49%. Another export, cherries except tart, rose 86% in volume and 32% with about 1.8 million-lbs. exported at a total cost of \$1.8 million.

**USDA PURCHASED** \$4.0 million of dried fruit and \$2.7 million of dried cherries.

**RAISINS** – Imports for seedless increased 26% in volume and 6% in dollar value in a year-to-date comparison ending March 31. About 4.3 million-lbs. were imported compared with 3.4 million-lbs. in 2014. The total cost was about \$3.9 million, down from \$3.7 million the previous year.

Exports plummeted 25% in volume and 22% in dollar value in a year-to-date comparison ending March 31. About 66.3 million-lbs. were exported compared with 88.3 million-lbs. in 2014. The total cost was about \$84.0 million, down from \$107.1 million the previous year. The decrease was a result of a 60% decrease in volume to U.K. (5.7 million-lbs.) worth \$6.7 million, down 56%.

## FROZEN FRUIT

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**IMPORTS** – Total frozen fruit imports increased 3% by volume during the Jan. 1-Mar. 31 time period in a year-to-year comparison with a corresponding 6% increase in value during the same time period. Imports of frozen pineapples increased 33% by volume, spurred by increased Costa Rican product. Frozen imports of bananas and plantains dropped 6% by volume despite banana and plantain imports from Ecuador increasing by 42% in the period.

**EXPORTS** – Total frozen fruit exports dropped 10% by volume during the Jan. 1-Mar. 31 time period in a year-to-year comparison. Value dropped 12% during the same time period. Exports of frozen fruit & nuts decreased 13% by volume and 19% by value, down to 21.2 million-lbs. and \$18.2 million, respectively.

### U.S. FROZEN FRUIT EXPORTS JAN. 1-MAR. 31, 2015

(Source: Bureau of Census)

	Quantity		Value	
	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
<b>Strawberries</b>	<b>18,139</b>	<b>4%</b>	<b>\$12,535</b>	<b>-2%</b>
Canada	8,698	-13%	\$6,118	-15%
<b>Raspberries</b>	<b>3,459</b>	<b>-11%</b>	<b>\$6,172</b>	<b>-9%</b>
Canada	1,776	-21%	\$2,949	-22%
<b>Wild Blueberries</b>	<b>3,030</b>	<b>-54%</b>	<b>\$3,337</b>	<b>-64%</b>
Netherlands	849	N/A	\$843	N/A
<b>Cult. Blueberries</b>	<b>11,072</b>	<b>32%</b>	<b>\$15,963</b>	<b>50%</b>
Canada	4,565	23%	\$5,651	30%
<b>Sweet Cherries</b>	<b>1,288</b>	<b>-37%</b>	<b>\$1,036</b>	<b>-43%</b>
Canada	880	-47%	\$671	-55%
<b>Tart Cherries</b>	<b>2,259</b>	<b>-52%</b>	<b>\$1,427</b>	<b>-46%</b>
Canada	1,389	-48%	\$919	-41%
<b>Fruit &amp; Nuts*</b>	<b>21,239</b>	<b>-13%</b>	<b>\$18,164</b>	<b>-19%</b>
Canada	12,689	-19%	\$9,682	-33%
<b>TOTAL</b>	<b>60,488</b>	<b>-10%</b>	<b>\$58,633</b>	<b>-12%</b>

\*Includes raspberries, blackberries, loganberries, currants and gooseberries

**BLUEBERRIES** – Imports of frozen cultivated blueberries rose 31% by volume during the Jan. 1-Mar. 31 time frame, while imports of frozen wild blueberries dropped 33% by volume. Imports of frozen wild blueberries were almost exclusively sourced from Canada. Exports of frozen cultivated blueberries rose 32% by volume during the Jan. 1-Mar. 31 time frame with a corresponding 50% rise in value. Wild blueberries dropped 54% by volume during the same time period to 3.0 million-lbs.

**CHERRIES** – Imports of frozen sweet cherries dropped 34% by volume during the time period, while imports of frozen tart cherries rose 18% by volume due to increased imports of Polish product. Exports of frozen sweet cherries and tart cherries dropped 37% and 52% by volume, respectively. Export value dropped 43% for sweet cherries, while tart cherries saw a decrease of 46% during the Jan. 1-Mar. 31 time period.

**RASPBERRIES** – Frozen raspberry import volume decreased by 9%. Import value dropped to 15% during the time frame, down to about \$19.0 million. Frozen raspberry exports decreased 11% by volume to about 3.5 million-lbs. Value also decreased to \$6.2 million, representing a 9% decrease during the Jan. 1-Mar. 31 time frame.

**STRAWBERRIES** – Imports of frozen strawberries, less than 1.2L, more than 1.2L, less than 25% sugar and more than 1.2L NESOI all saw volume increases during the time period at rates of 54%, 23% and 63%, respectively. Mexico was the leading source for imports in all three categories. Frozen strawberry exports increased to 18.1 million-lbs. during the time frame, a 4% increase. Value decreased by 2% to \$12.5 million-lbs in a year-to-year comparison.

## JUICES & CONCENTRATES

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**OVERVIEW** – USDA reduced Florida's projected orange crop by 5.6 million boxes to 96.4 million boxes. It was the first time in 49 years the Florida orange crop fell below 100 million boxes and the lowest total since 1964-65. USDA lowered the 2014-15 grapefruit crop by 100,000 boxes to 12.9 million boxes, the lowest in 79 years for a non-hurricane season. The state's frozen concentrated orange juice yield forecast for the 2014-2015 season is 1.49 gallons per box at 42 degrees Brix, falling behind last season's final yield of 1.57 gallons per box.

**APPLE** – Imports of unfermented frozen concentrate 70/71 brix equivalent decreased 2% in volume and 16% in dollar value in a year-to-date comparison ending March 31. About 1.8 million-gal. were imported compared with 1.9 million-gal. in 2014. The total cost was about \$14.2 million, down from \$16.9 million last year.

Imports of unfermented unfrozen concentrate 70/71 Brix equivalent dropped 10% in volume and 25% in dollar value in a year-to-date comparison ending March 31. About 12.9 million-gal. were imported compared with 14.3 million-gal. a year earlier. The total cost was about \$108.3 million, decreasing from \$144.9 million in 2014.

Exports were flat in volume and increased 3% in dollar value in a year-to-date comparison ending March 31. About 151,000-gal. were exported compared for both years with total cost about \$5.3 million, rising from \$5.2 million a year ago.

**GRAPE** – Imports of concentrate 68 Brix declined 22% in volume and 36% in dollar value in a year-to-date comparison ending March 31. About 2.2 million-gal. were imported compared with 2.8 million-gal. in 2014. The total cost was about \$19.0 million, dropping from the previous year's \$29.6 million.

Exports of 30 Brix plummeted 75% in volume and 35% in dollar value in a year-to-date comparison ending March 31. About

151,000-gal. were exported compared with 594,000-gal. last year. The total cost about \$6.3 million, down from \$9.8 million.

Exports of NEOSI decreased 13% in volume and 10% in dollar value in a year-to-date comparison ending March 31. About 313,000-gal. were exported compared with 361,000-gal. in 2014. The total cost was about \$12.7 million, declining from \$14.1 million.

**LEMON** – Imports of frozen concentrate 400 GPL dropped 26% in volume and increased 6% in dollar value in a year-to-date comparison ending March 31. About 1.1 million-gal. were imported compared with 1.4 million-gal. a year earlier. The total cost was about \$16.0 million, up from \$15.2 million in 2014.

**PEAR** – Imports of concentrate 71 Brix increased 31% in volume and 47% in dollar value in a year-to-date comparison ending March 31. About 1.2 million-gal. were imported compared with 880,000-gal. a year ago. The total cost was about \$8.3 million, up from \$5.6 million in 2014.

**ORANGE** – Exports of frozen concentrate 65 brix equivalent in containers under 0.946L volume declined 44% in volume and 30% in dollar value in a year-to-date comparison ending March 31. About 26,000-gal. were imported compared with 46,000-gal. in 2014. The total cost was about \$2.3 million, down from \$3.2 million the previous year.

Exports of frozen concentrate 65 brix equivalent in containers over 3.785L volume plummeted 76% in volume and 64% in dollar value in a year-to-date comparison ending March 31. About 974,000-gal. were imported compared with 4.0 million-gal. last year. The total cost was about \$25.5 million, declining from \$71.2 million in 2014.

On limited imports, frozen concentrate 65 brix equivalent in containers under 0.946L volume decreased 41% volume and 49% in dollar value in a year-to-date comparison ending March 31. About 115,000-gal. were imported compared with 195,000-gal. last year. The total cost was about \$2.01 million, declining from \$4.01 million in 2014.

Exports of frozen concentrate 65 brix equivalent in containers over 3.785L volume decreased 37% in volume and 16% in dollar value in a year-to-date comparison ending March 31. About 9.2 million-gal. were exported compared with 14.6 million-gal. a year ago. The total cost was about \$118.6 million, down from 2014's \$141.4 million.

### FROZEN CONCENTRATE OJ EXPORTS 65 BRIX EQUIVALENT\* JAN. 1-MAR 31, 2015

(Source: Bureau of Census)

	Gallons (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
<b>FCOJ, Containers over 3.785L</b>				
Canada	459	10%	\$16,257	10%
Dominican Rep.	70	40%	\$2,875	75%
<b>GRAND TOTAL</b>	<b>974</b>	<b>-76%</b>	<b>\$25,466</b>	<b>-64%</b>
<b>FCOJ, Containers under .946L</b>				
Canada	1	-81%	\$77	-77%
China	5	255%	\$468	284%
South Korea	14	-37%	\$1,393	-17%
<b>GRAND TOTAL</b>	<b>26</b>	<b>-44%</b>	<b>\$2,258</b>	<b>-30%</b>

\* Based on the Bureau of Census data for Single Strength Equivalent



## BUTTER

### BUTTER MARKET, MAY 20

Cents Per Pound:	5/20/2015	5/13/2015	Chge.
Grade AA	1.9300	2.0600	-0.1300

## CHEESE

### CHEDDAR CHEESE MARKET MAY 20

Cents Per Pound:	5/20/2015	Chge. Fr. Last Wk.
Barrels	1.6150	0.0050
Blocks (40-lbs.)	1.6350	0.0225

## EGGS

### EGG PRICES TO RETAILERS MAY 20

(Source: USDA)

Cents per dozen:	Wk. Ending 20-May	Wk. Ending 13-May	Chge.
Extra Large-NY	197-201	123-127	74.00
Large-NY	195-199	121-125	74.00
Medium-NY	172-176	98-102	74.00
Extra Large-MW	149-157	106-114	43.00
Large-MW	147-155	104-112	43.00
Medium-MW	124-132	81-89	43.00
Extra Large-NC	193.62	138.07	55.55
Large-NC	188.97	133.42	55.55
Medium-NC	169.34	105.51	63.83
Extra Large-CA	227	195	32.00
Large-CA	219	188	31.00
Medium-CA	190	155	35.00
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 MAY 15

(Source: USDA)

Carloads/Cents Per Pound:	This Week	Last Week
Whole, Light-Colored	130-140	94-104
White	140-165	86-90
Sugared	130-175	109-111
Salted Yolks	130-175	106-108

## CHICKEN

### CHICKEN PART PRICES TO RETAILERS NEW YORK - MAY 20

Dollars Per Pound:	This Week	Last Week
Skinned Boneless	\$1.85-\$1.90	\$1.90-\$1.95
Ribs On	\$1.05-\$1.06	\$1.05-\$1.06
Legs	\$0.43-\$0.44	\$0.47-\$0.48
Leg Quarters	\$0.32-\$0.33	\$0.34-\$0.35
Wings	\$1.89-\$1.90	\$1.87-\$1.88

### BROILER CHICKS PLACED LAST WEEK AND SIX WEEKS AGO

(Source: USDA)

Broilers placed six weeks ago come on the market next week

	Week Ended 5/16/2015	% Chge. 2014	Week Ended 4/11/2015	% Chge. 2014
1,000 Chicks:				
Alabama	29,569	3.7%	29,124	1.8%
Arkansas	21,717	1.4%	21,878	5.5%
Delaware	4,774	2.0%	4,922	7.4%
Georgia	34,325	-0.2%	33,955	-0.3%
Maryland	8,068	2.9%	7,896	1.5%
Mississippi	17,974	6.2%	17,553	-0.8%
N. Carolina	21,656	2.5%	21,580	4.6%
Texas	15,105	2.5%	15,859	7.8%
Virginia	6,490	-0.9%	6,529	-2.1%
Others	8,490	3.5%	8,408	3.2%
<b>Total 19 States</b>	<b>210,889</b>	<b>3.1%</b>	<b>209,813</b>	<b>2.6%</b>

### EGG PRICES TO RETAILERS MAY 20

(Source: USDA)

Cents per dozen:	Wk. Ending 20-May	Wk. Ending 13-May	Chge.
Extra Large-NY	197-201	123-127	74.00
Large-NY	195-199	121-125	74.00
Medium-NY	172-176	98-102	74.00
Extra Large-MW	149-157	106-114	43.00
Large-MW	147-155	104-112	43.00
Medium-MW	124-132	81-89	43.00
Extra Large-NC	193.62	138.07	55.55
Large-NC	188.97	133.42	55.55
Medium-NC	169.34	105.51	63.83
Extra Large-CA	227	195	32.00
Large-CA	219	188	31.00
Medium-CA	190	155	35.00
Large-VA	N/A	N/A	N/A
Medium-VA	N/A	N/A	N/A
Small-VA	N/A	N/A	N/A

## FUTURES PRICES

(Source: The Wall Street Journal)

As of May 20, 2015	Cash Price	May Futures	July Futures
Corn, bu.	\$3.48	3.60 (July)	3.77 (Dec.)
Soybeans, bu.	\$9.36	9.41 (July)	9.20 (Nov.)
Soybean Meal, ton	\$316.00	304.5 (July)	296.6 (Dec.)
Soybean Oil, lb.	\$0.33	0.32 (July)	0.32 (Dec.)
Wheat, bu.	\$5.50	5.45 (July)	5.70 (Dec.)
Hogs, cwt. (carcass)	\$80.53	82.55 (June)	84.78 (June)
Cattle, cwt.	N/A	151.35 (June)	149.73 (Aug.)
Feeder Cattle, cwt.	\$252.94	219.73	216.70 (Aug.)
Orange Juice, lb.	N/A	1.15 (July)	1.17 (Sept.)
Coffee, lb.	\$1.38	1.36 (July)	1.39 (Sept.)
Cocoa, ton.	\$3,456	3,125 (July)	3,092 (Dec.)

(Source: The Wall Street Journal)

	Week Ended 20-May	Week Ended 13-May	Price Last Year
Steers, Tex.-Okl. avg. cwt.	N/A	N/A	N/A
Feeder Steers, Okl. Cty., cwt.	252.94	260.13	214.50
Hogs, Iowa-S. Minn. live avg., cwt.	80.53	78.84	109.26
Hams, 17-20 lbs., Mid-US lb. fob	0.68	0.67	1.16
Milk, Nonfat dry, Chi.	91.00	95.00	179.00
Butter, Chi., Grade AA, lb.	1.93	2.06	2.16
Eggs, Chi., Large White, doz	1.46	1.14	1.20
Coffee, Brazilian, lb.	1.38	1.33	1.79
Flour, Hard Winter, KC, cwt.	16.65	15.70	20.15
Wheat, KC, Hard, bu	5.50	5.15	7.64
Corn, No. 2, Cent. IL, bu	3.48	3.52	4.57
Soybeans, No.1 Yellow,Cent.IL,bu	9.36	9.53	15.17
Soybean Meal, IL, 48% ton	316.00	312.40	530.10
Soybean Oil, crd. Decatur, IL, lb.	0.33	0.33	0.40
Corn Oil, wet mill, Chgo. lb.	39.50	39.50	40.50
Lard, Chi., lb.	N/A	0.28	N/A
Cocoa, Ivory Cst., metric ton.	3456.00	N/A	3280.00





The Food Institute Report

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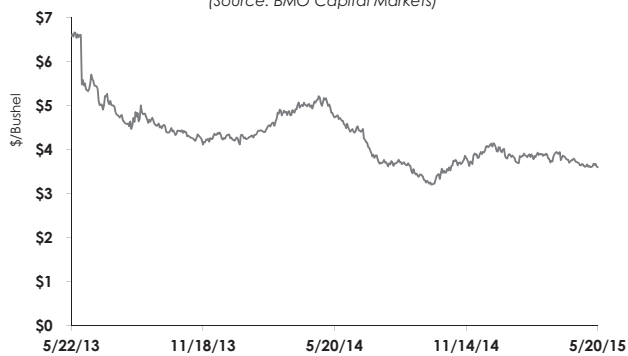
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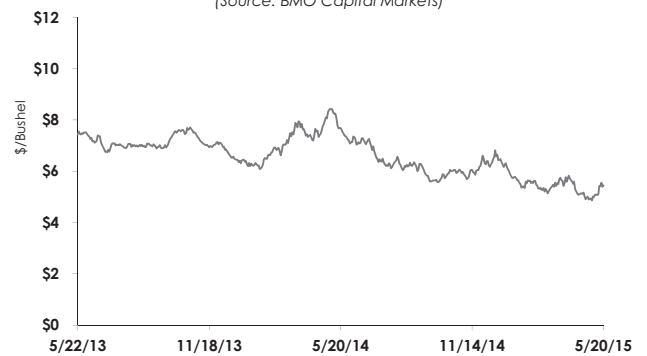
## A CLOSER LOOK AT SELECTED COMMODITIES THAT MAY AFFECT YOUR BUSINESS

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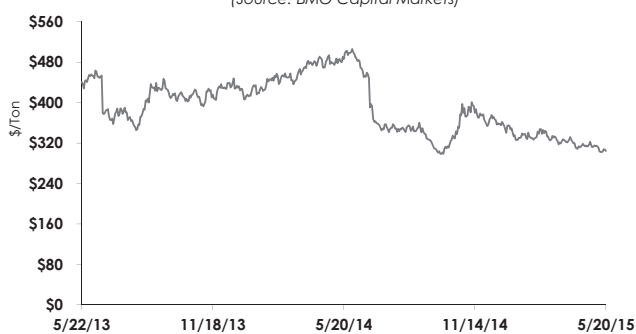
**Feed Corn Futures Through May 20**  
(Source: BMO Capital Markets)



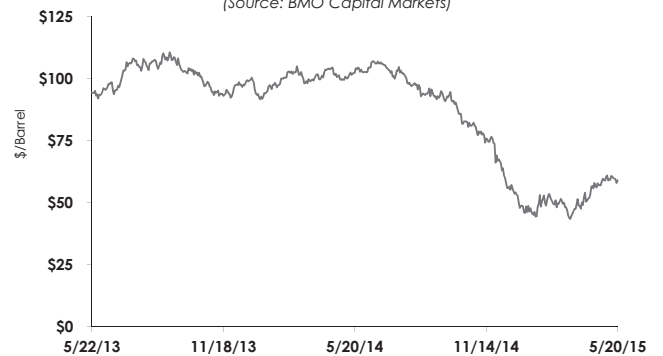
**Feed Corn Futures Through May 20**  
(Source: BMO Capital Markets)



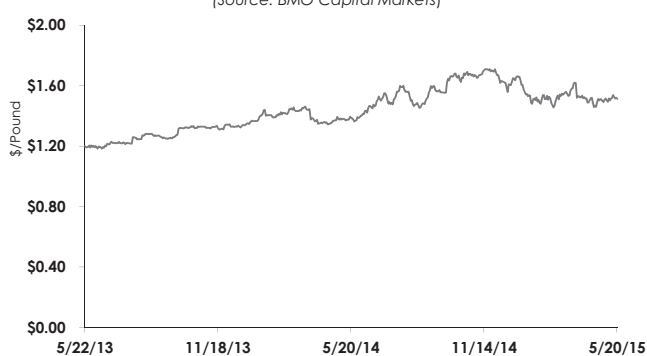
**Soybean Meal Futures Through May 20**  
(Source: BMO Capital Markets)



**Crude Oil Futures Through May 20**  
(Source: BMO Capital Markets)



**Live Cattle Futures Through May 20**  
(Source: BMO Capital Markets)



**Live Lean Hog Futures Through May 20**  
(Source: BMO Capital Markets)

