



March 19, 2018

TO U.S. TOMATO PROCESSORS AND INTERESTED PARTIES:

Listed below are the 2017-2018 Bulk Tomato Paste and Bulk Tomato “Paste for Sale” pack and inventory **estimates** as of March 1, 2018 for U.S. Tomato Processors. The 2017-2018 U. S. Processed Tomato Supply and Movement reported is based on an estimated 94.9% of the industry reporting data for bulk tomato paste. Representation below is assuming 100% reporting as well as actual paste industry aggregate reporting of an estimated 94.9%. All numbers are rounded to the nearest 1,000 lbs. for the purposes of this report.

Total Bulk Tomato Paste Pack and Inventory

	<u>2016-2017</u> (assuming 100% reporting)	<u>2017-2018</u> (assuming 100% reporting)	<u>2017-2018</u> (As reported – estimated 94.9% of industry reporting)
Total Bulk Tomato Paste Pack (including bulk "paste for sale" and paste held for companies' own remanufacture operations)	9,897,000	7,951,000	7,545,000
Total Bulk Tomato Paste Inventory as of December 1	10,447,000	9,077,000	8,613,000
Total Bulk Tomato Paste Inventory as of March 1	8,210,000	6,457,000	6,127,000

Total Bulk Tomato "Paste for Sale" Stock in Drums, Bins & Bulk

	<u>2016-2017</u> (assuming 100% reporting)	<u>2017-2018</u> (assuming 100% reporting)	<u>2017-2018</u> (As reported – estimated 94.9% of industry reporting)
Total Bulk Tomato “Paste for Sale” Pack	8,105,000	6,649,000	6,310,000
Total Bulk Tomato “Paste for Sale” Inventory as of December 1	6,788,000	5,897,000	5,596,000
Total Bulk Tomato “Paste for Sale” Inventory as of March 1	5,445,000	4,342,000	4,120,000

Bulk Tomato “Paste for Sale” – Bulk tomato paste, converted to a raw product “paid for tons” equivalent, being held in drums, bins, and bulk, that has been packed to be sold. The estimates do not include bulk paste being held for companies’ own remanufacture, or paste in food service or retail/consumer package sizes.

CLFP "Pack Year" begins June 1 and ends May 31.

2016-2017 pack year statistics based on reports from processors handling an estimated 93.1% of U.S. tonnage. CLFP estimating total data assuming 100% data reporting.

2017-2018 pack year statistics based on reports from processors handling 91.8% of U.S. tonnage. 2017-2018 Pack based on PTAB’s final report (10/26/2017) of 10,463,553 for California plus an estimate of remaining U.S. based on the reported pack production by the USDA/NASS 2017 Vegetable Summary by other states (541,800) released February 2018.