



March 19, 2020

**TO U.S. TOMATO PROCESSORS AND INTERESTED PARTIES:**

Listed below are the 2019-2020 Bulk Tomato Paste and Bulk Tomato “Paste for Sale” pack and inventory **estimates** as of December 1, 2019 for U.S. Tomato Processors. The 2019-2020 U.S. Processed Tomato Supply and Movement reported is based on an estimated 96.7% of the industry reported data for bulk tomato paste. Representation below is assuming 100% reporting as well as actual paste as reported. All numbers are rounded to the nearest 1,000 lbs. for the purposes of this report.

| <b>Total Bulk Tomato Paste Pack and Inventory</b>   |  |  |  |
|---|--|--|--|
|   | <b><u>2018-2019</u></b><br>(assuming 100% reporting) | <b><u>2019-2020</u></b><br>(assuming 100% reporting) | <b><u>2019-2020</u></b><br>(As reported) |
| Total Bulk Tomato Paste Pack (including bulk "paste for sale" and paste held for companies' own remanufacture operations) | <b>9,173,000</b>                                     | <b>8,531,000</b>                                     | <b>8,160,000</b>                         |
| Total Bulk Tomato Paste Inventory as of <b>December 1</b>   | <b>8,581,000</b>                                     | <b>8,052,000</b>                                     | <b>7,702,000</b>                         |
| Total Bulk Tomato Paste Inventory as of <b>March 1</b>  | <b>5,865,000</b>                                     | <b>5,445,000</b>                                     | <b>5,265,000</b>                         |

| <b>Total Bulk Tomato “Paste for Sale” Stock in Drums, Bins &amp; Bulk</b> |  |  |  |
|---|--|--|--|
|   | <b><u>2018-2019</u></b><br>(assuming 100% reporting) | <b><u>2019-2020</u></b><br>(assuming 100% reporting) | <b><u>2019-2020</u></b><br>(As reported) |
| Total Bulk Tomato “Paste for Sale” Pack                                   | <b>7,675,000</b>                                     | <b>7,072,000</b>                                     | <b>6,765,000</b>                         |
| Total Bulk Tomato “Paste for Sale” Inventory as of <b>December 1</b>      | <b>5,711,000</b>                                     | <b>5,168,000</b>                                     | <b>4,944,000</b>                         |
| Total Bulk Tomato “Paste for Sale” Inventory as of <b>March 1</b>         | <b>4,150,000</b>                                     | <b>3,618,000</b>                                     | <b>3,498,000</b>                         |

**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.