



8.29.16

**Crop Update/Neil Jones Food Company****Valued Customers:**

**California Tomatoes:** At roughly the halfway point, the latest forecast for California Harvest this year has been revised down 2% since May to 12.8MM Tons and 11% less than last year. The continued drought and hot weather prompted an early start and increased mold and pest issues compared to last year, reducing both tonnage and quality of tonnage. *Harvested acres* are now projected to be approximately 13% less than 2015.

Both our San Benito facility and Tomatek facility are running at full capacity and recent upgrades at both plants have served us well in optimizing quality of pack. We are currently on track to get our full pack for contracted customers.

Processed tons were 6,379,561 as of week ending 8/20 and still about 15% behind same time last year. To monitor weekly status go to: <http://ptab.org/>

We also hear that Italy is tracking at about 8% behind last year as well and China growers in the South Xinjiang region are dealing with severe blight issues and, along with low pricing, are electing to dump fruit vs. process.

**Northwest Sweet Cherries: Pack is complete and no updates beyond below the following:** Washington & Oregon cherry harvest has progressed quickly and had been one of the largest and earliest fresh crops in years. Over 700K cartons of fresh cherries were shipped by June 1<sup>st</sup>. However, heavy rain in mid-June caused considerable damage to the Bing crop and overall cherry quality with fruit left on trees. Estimates are at 17 million boxes for fresh cartons. Our inventory position looks good and our contracts should be covered.

**Northwest Bartlett Pears:** The Northwest crop looks great this year. So great, in fact, that much of the fruit that would have come to Processors is being shipped to the fresh market. The Northwest growers are anticipated to ship about 18.9MM standard fresh boxes which is an increase of about 3% over last year. California total pear tonnage appears down about 8%. We anticipate total NW processing tonnage at about 108-110K tons, roughly an 8% decline from 2015. Grower's price per ton has increased again for 2016 pack by 6.6% to \$340. **NJFC is in a good inventory position, but with available tonnage falling, we encourage non-contracted customers to secure their contracts and inventory now.**

**Northwest Italian Plums:** Both the Willamette Valley and Yakima orchards look relatively good for fruit this year and we should get our contracted tonnage in full. Currently, we have solid inventory position and are reviewing all bid solicitations and contract opportunities for incremental volume. We should begin pack this week and industry tonnage looks to be up from last year. Canned plums are one of the most attractive and healthy **value** offerings on a cost per serving basis. Please contact us with bid opportunities.

**Northwest Cranberries:** Early signs are a solid crop with good pollination in The Pacific Northwest with both Oregon (Bandon) and Washington (Pacific County) reporting high quality and excellent berry size. We expect



roughly the same crop size as 2015. National inventories should be strong with Quebec and Wisconsin also reporting good growing conditions. Rivers and ponds in New Jersey and Massachusetts have been at low levels, but crop seems OK. Please submit your bids and bookings now for 2016 holiday season as we will be packing shortly.

Thanks as always for your continued partnership in the year ahead!

*Jon*

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