

THE FOOD INSTITUTE REPORT



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EATING & DRINKING PLACE SALES GROWTH HIGHEST IN OVER A DECADE IN JANUARY

Eating and drinking place sales soared 13.1% in January, according to **THE CENSUS BUREAU**, the largest such gain since February of 2004 according to **FOOD INSTITUTE** archives of sales data. That worked out to a \$5.6 billion increase from January 2014.

Heavy snows blanketed many metropolitan areas in the Northeast and Midwest tempering sales at restaurants in January

2014. And while New England was hit hard with snow again in the beginning of 2015, other areas fared significantly better and patrons could make it to their favorite restaurants more often apparently.

RESTAURANT INDUSTRY PERFORMANCE - JAN 2015, 2014 v 2013

Millions:	EATING & DRINKING PLACES:			FULL SERVICE RESTAURANTS:			LIMITED SERVICE RESTAURANTS:			DRINKING PLACES		
	2014	2013	% Chge.	2014	2013	% Chge.	2014	2013	% Chge.	2014	2013	% Chge.
JAN	\$42,580	\$41,613	2.3%	\$18,863	\$18,191	3.7%	\$18,682	\$18,305	2.1%	\$1,690	\$1,687	0.2%
FEB	\$42,524	\$41,257	3.1%	\$18,906	\$17,934	5.4%	\$18,382	\$18,124	1.4%	\$1,686	\$1,668	1.1%
MAR	\$48,997	\$47,284	3.6%	\$21,614	\$20,613	4.9%	\$21,555	\$20,872	3.3%	\$1,956	\$2,009	-2.6%
APR	\$47,329	\$45,663	3.6%	\$20,134	\$19,546	3.0%	\$21,319	\$20,226	5.4%	\$1,807	\$1,774	1.9%
MAY	\$50,570	\$47,113	7.3%	\$21,702	\$19,949	8.8%	\$22,676	\$21,290	6.5%	\$1,949	\$1,863	4.6%
JUNE	\$47,488	\$45,139	5.2%	\$20,069	\$19,177	4.7%	\$22,002	\$20,797	5.8%	\$1,833	\$1,758	4.3%
JULY	\$48,309	\$45,186	6.9%	\$20,421	\$18,985	7.6%	\$22,512	\$21,198	6.2%	\$1,813	\$1,717	5.6%
AUG	\$49,719	\$46,557	6.8%	\$21,268	\$19,710	7.9%	\$22,759	\$21,372	6.5%	\$1,886	\$1,823	3.5%
SEPT	\$46,610	\$43,321	7.6%	\$19,321	\$17,928	7.8%	\$21,032	\$19,566	7.5%	\$1,805	\$1,746	3.4%
OCT	\$49,602	\$45,589	8.8%	\$20,685	\$18,836	9.8%	\$22,319	\$20,497	8.9%	\$1,931	\$1,857	4.0%
NOV	\$47,167	\$44,862	5.1%	\$20,218	\$19,046	6.2%	\$21,017	\$19,992	5.1%	\$1,815	\$1,803	0.7%
DEC	\$50,317	\$46,075	9.2%	\$22,387	\$20,311	10.2%	\$22,195	\$20,302	9.3%	\$1,871	\$1,777	5.3%
JAN-DEC*	\$571,212	\$539,659	5.8%	\$245,588	\$230,226	6.7%	\$256,450	\$242,541	5.7%	\$22,042	\$21,482	2.6%
	2015	2014	% Chge.	2015	2014	% Chge.	2015	2014	% Chge.	2015	2014	% Chge.
JAN*	\$ 48,153	\$ 42,580	13.1%	\$ 20,703	\$ 18,863	9.8%	\$ 21,619	\$ 18,682	15.7%	\$ 1,858	\$ 1,690	9.9%

* Full-service, limited service, and drinking place data for latest month and year-to-date as estimated by The Food Institute.

Sales at the nation's restaurants rose 5.8% in 2014 to \$571.2 billion, with growth at full-service restaurants outpacing limited service by a full percentage point. And growth at full service outpaced limited service every month in 2014. Overall sales at limited service, however remained greater than full service by \$10.0 billion.

A LOOK AT DIETITIANS IN RETAIL FOOD ESTABLISHMENTS

As health continues to be a major concern for consumers, dietitians are appearing in greater numbers across the retail spectrum. The recent growth in the number of food stores and chains having dietitians on staff is reflected in the **RETAIL DIETITIANS BUSINESS ALLIANCE**'s 2014 Salary Survey Retail Report, which found that 17% of respondents have been in the retail field for less than one year, 51% of respondents have worked in it for one to five years, while 27% have been in the field for six to 10 years and just 6% have been involved for more than 10 years.

The total number of years spent practicing as a dietitian was similar, with 6% of respondents in practice for less than one year, 48% practicing for one to five years, 16% practicing for six to 10 years, and 17% practicing for 20 or more years.

Of the survey's respondents, 96% are registered dietitians while 4% are nutritionists. Among the registered dietitians 27% use a combined registered dietitian-nutritionist title. Fifty-eight percent of them worked in-store, while 8% worked at the regional level and 34% were corporate.

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Most respondents worked in a city with 100,000 or more residents, at 58%. The most common region was the Northeast, where 47% of respondents worked, followed closely by the Midwest at 46%. Much lower were respondents working in the Northwest, accounting for 5% of respondents, while the South and Southwest accounted for 1% each.

About 37% of the survey's respondents charged shoppers for individual consultations and long-term programs. Nominal fees of \$20 or less were sometimes charged for classes to offset costs or assign value.

FOOD RETAIL SALES STRONG IN THE BEGINNING OF 2015

U.S. grocery retail sales are off to a solid start for 2015, experiencing 2.9% growth in the four weeks ending Jan. 18. That level is above the 1.8% to 2.1% growth experienced during recent months, and particularly the 0.2% growth experienced in December 2014, according to **BMO CAPITAL MARKETS** (Jan. 29). Grocery data does not include **WALMART**'s sales.

Sales volume growth was at 2% in January, on trend with recent months. For **CENSUS BUREAU** sales data, see page 4.

The organic segment was part of this growth, reaccelerating from 8.5% in December to 10.1% year-over-year in January, in range with the 9.5% to 11.6% growth that has been trending recently.

Multi-outlet stores, which include Walmart, club, dollar, and military stores, experienced 3.4% sales growth in January. This was also above recent averages for the segment, which have hovered in the 2% to 2.3% growth range for the past several months.

Despite Walmart's addition of organic SKUs through the *Wild Oats* brand in April 2014, the multi-outlet channel has yet to see significantly increased growth compared to grocery.

Further growth could be affected by changes in food inflation, which BMO expects to moderate in the coming year. While overall food inflation was 2.4% in 2014, analysts predicted that it would slow to between 1% and 2% during 2015.

On a regional basis the South Central U.S. experienced the

Total U.S. Organic Sales

(Source: BMO Capital Markets)

Year or Quarter	Grocery Year over Year % Change Dollar Sales	Grocery Dollar Sales*	Multi-Outlet Year over Year % Change Dollar Sales	Multi-Outlet Dollar Sales*
Three Month Average	9.5%	\$468	9.6%	\$597
Six Month Average	10.1%	\$464	10.3%	\$593
Twelve Month Average	11.6%	\$456	11.3%	\$582

*In millions of dollars

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Total U.S. Grocery Sales

(Source: BMO Capital Markets)

Year or Quarter	Year over Year % Change Dollar Sales	Year Over Year % Change Volume	Dollar Sales	Volume
Three Month Average	2.0%	-2.1%	\$24,569	42,008
Six Month Average	2.1%	-2.1%	\$23,878	43,007
Twelve Month Average	1.8%	-2.0%	\$23,519	43,681

U.S. Grocery data excludes Walmart

Total U.S. Multi-Outlet Sales

(Source: BMO Capital Markets)

Year or Quarter	Year over Year % Change Dollar Sales	Year Over Year % Change Volume	Dollar Sales	Volume
Three Month Average	2.3%	-0.4%	\$49,727	91,282
Six Month Average	2.3%	-0.6%	\$48,485	93,929
Twelve Month Average	2.0%	-0.6%	\$47,729	94,845

U.S. Multi-Outlet data includes Walmart, Club, Dollar, Military and U.S. Grocery

most year-over-year growth in the period ending Jan. 18 at 6.3%, though every part of the country had at least some positive growth. The West also significantly outperformed the average with 5.9% sales growth of 2.9%.

Closer to the median overall growth were the Mid-South, at 3.1%, and California, at 2.7%. The Southeast, at 2.4%, Plains, at 2.1%, Great Lakes, at 1.9% and Northeast, at 0.9% were all below the average growth rate.

Data regarding the industry's growth lacks the boost in sales generated by the snowstorm in the Northeast Jan. 27, which took place in the days leading up to its occurrence. They will be represented in February data, and will likely cause a boost.

Restaurant retails sales were strong during December, with 8.2% year-over-year growth in the period ending Dec. 4. This was the strongest performance since January 2012, showing strength on the other side of food retail as well.

Fuel sales at food retailers have also been strong, with margins the highest they've been since 2009. This change is expected to be beneficial for **COSTCO** and **KROGER CO.**

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MIX OF CHALLENGES AND OPPORTUNITIES FOR MANY MAJOR PRODUCERS

So, how does the first quarter of 2015 appear for some leading food manufacturers? **MORGAN STANLEY** took a look at the top nine in its portfolio and noted some potential possibilities for the near future.

CAMPBELL SOUP: Morgan Stanley believes Campbell Soup remains a work-in-progress after years of reinvestment and limited organic growth, although there is a potentially optimistic outlook. The company is projected to see organic sales slip 1.2%, with *US Simple Meals* sales alone slipping 3.5%, the result of a reversal of first quarter shipment timing benefits. Gross margins overall are expected to stay pressured due to inflation in dairy, beef and aluminum prices and the need to spend promotion dollars.

DEAN FOODS: Morgan Stanley sees this company as a work-in-progress as well despite years of re-investment and limited organic growth, with a 1% decline in volume anticipated.

KEURIG GREEN MOUNTAIN: Organic sales growth will fall 12.2% short of projection to about 7.2%. Meanwhile, Keurig should be improving upon its hot and K-Cup performance in the at-home coffee market. Keurig's distribution network and KO licensing agreement could also drive growth in the installed base. Overall, the company should meet management expectations while focusing on both launches of Keurig 2.0 and Cold.

KELLOGG COMPANY: Kellogg has increased exposure to higher-growth Snack and Better for You categories, so Morgan Stanley remains cautious on mid-term growth, although it could take time before the company can play out any growth. Morgan Stanley forecasts limited improvement in sales trends, with a 3.1% decline in internal North America sales, including a 1.5% decline in organic sales.

KRAFT FOODS GROUP: Despite some softness in trends and

share losses resulting from pass through pricing, market share is expected to improve, along with an increase in advertising. Organic sales this quarter are expected to grow about 1.1%, consistent with trends, although cheese and protein inflation, along with lingering productivity effects, will remain.

MONDELEZ INTERNATIONAL: Morgan Stanley forecasts 2.1% growth in fourth quarter 2014 for Mondelez, as well as the opportunity for significant mid-term expansion through 2016 that could be driven by cost-cutting in its base business. More spinoffs could better expose the company to the snacks markets.

PINNACLE FOODS: Organic growth retail sales could be no more than 0.6%, although Morgan Stanley is confident profit reacceleration, benign inflation, consolidation and operations could provide better growth for the company. At the same time, Morgan Stanley remains concerned by limited pricing power and susceptibility to times of "significant input cost inflation."

J.M. SMUCKER: Organic growth sales will remain small at 0.4%, while a solid portfolio of leading brands, attractive and growing companies, and what Morgan Stanley sees as a strong leadership team will see long-term growth. At the same time, Morgan Stanley expects more competition in roast and ground coffee, increases in green coffee costs, and mixed performance in both the U.S. consumer retail and foodservice areas could hamper profitability.

WHITEWAVE FOODS COMPANY: Organic sales growth is expected to increase 9%, based on the assumption that growth will slow due to milk supply headwinds in Europe and at **HORIZON**. All the same, the company is attractive for its top-line growth based on segment mix dynamics, cost efficiencies and new manufacturing capacity.

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

SUPERMARKET SALES GROWTH OUTPACES OVERALL RETAIL FOOD STORE SALES IN 2014

The nation's over 66,000 supermarkets rang up 3.6% more sales in all of 2014 than a year earlier, according to the latest updates from the government's sales data, averaging about \$8.5 million per store. That's above the 3.0% gain reported for all food and beverage stores (about 147,000 of them) in the same period and is a positive sign for the supermarket industry. In 2013, supermarket sales rose just 2.2% and trailed well behind the 2.8% growth seen in all food and beverage stores. On a dollar basis, supermarkets accounted for all of the \$19.6 billion growth in the food and beverage store category last year as without that gain in supermarket sales, the overall category would have been flat.

RETAIL FOOD STORE PERFORMANCE - JAN. 2015, 2014 v 2013

Millions:	TOTAL, FOOD & BEVERAGE STORES:			GROCERY STORES TOTAL:			SUPERMARKETS:			BEER, WINE & LIQUOR STORES		
	2014	2013	% Chge.	2014	2013	% Chge.	2014	2013	% Chge.	2014	2013	% Chge.
JAN	\$54,297	\$52,204	4.0%	\$49,104	\$47,473	3.4%	\$ 46,952	\$ 45,039	4.2%	\$3,452	\$3,211	7.5%
FEB	\$50,124	\$49,186	1.9%	\$44,996	\$44,284	1.6%	\$ 42,890	\$ 41,883	2.4%	\$3,428	\$3,292	4.1%
MAR	\$54,416	\$54,968	-1.0%	\$48,763	\$49,400	-1.3%	\$ 46,451	\$ 46,703	-0.5%	\$3,758	\$3,700	1.6%
APR	\$54,190	\$51,012	6.2%	\$48,382	\$45,780	5.7%	\$ 46,052	\$ 43,074	6.9%	\$3,775	\$3,543	6.5%
MAY	\$57,731	\$56,017	3.1%	\$51,324	\$50,066	2.5%	\$ 48,820	\$ 47,117	3.6%	\$4,272	\$4,067	5.0%
JUNE	\$55,176	\$53,963	2.2%	\$48,951	\$48,247	1.5%	\$ 46,505	\$ 45,342	2.6%	\$4,166	\$3,912	6.5%
JULY	\$57,187	\$55,254	3.5%	\$50,816	\$49,307	3.1%	\$ 48,245	\$ 46,306	4.2%	\$4,319	\$4,113	5.0%
AUG	\$57,060	\$55,882	2.1%	\$50,713	\$49,849	1.7%	\$ 48,123	\$ 46,838	2.7%	\$4,293	\$4,184	2.6%
SEPT	\$54,118	\$52,354	3.4%	\$48,275	\$46,881	3.0%	\$ 45,901	\$ 44,095	4.1%	\$3,925	\$3,740	4.9%
OCT	\$56,610	\$54,329	4.2%	\$50,417	\$48,600	3.7%	\$ 48,074	\$ 45,851	4.8%	\$4,159	\$3,901	6.6%
NOV	\$56,681	\$55,238	2.6%	\$50,338	\$49,132	2.5%	\$ 48,178	\$ 46,525	3.6%	\$4,205	\$4,149	1.3%
DEC	\$61,133	\$58,665	4.2%	\$52,333	\$50,510	3.6%	\$ 50,134	\$ 47,917	4.6%	\$5,693	\$5,371	6.0%
JAN-DEC*	\$668,723	\$649,072	3.0%	\$594,412	\$579,529	2.6%	\$566,325	\$546,690	3.6%	\$49,445	\$47,183	4.8%
	2015	2014	% Chge.	2015	2014	% Chge.	2015	2014	% Chge.	2015	2014	% Chge.
JAN	\$ 56,279	\$ 54,297	3.7%	\$ 50,920	\$ 49,104	3.7%	NA	NA

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

Meanwhile, January food and beverage store sales rose 3.7% from a year earlier to \$56.3 billion, with all grocery stores trailing with only a 2.6% increase.

Supermarket sales data lags one month behind unfortunately, so we will not know how they fared until mid-March.

WAREHOUSE CLUB & SUPERCENTER SALES GROWTH PEGGED AT 2.8% FOR 2014

Supercenters and warehouse clubs rang up about \$433.3 billion in sales last year, up just 2.8% from a year earlier - growing about 22% less than supermarket sales. According to the 2012 Economic Census, there were 5,116 clubs and supercenters operating in the United States, indicating average sales per store somewhere in the area of \$85 million. However, only about half of that per store total comes from food sales.

ALTERNATIVE RETAILER PERFORMANCE - 2014 v 2013

Millions:	WAREHOUSE CLUBS & SUPERCENTERS				DRUG STORES & PHARMACIES				E-SHOPPING & MAIL ORDER			
	2014	2013	% Chge.	Est. 2014 Food Sales*	2014	2013	% Chge.	Est. 2014 Food Sales*	2014	2013	% Chge.	Est. 2014 Food Sales*
JAN	\$32,312	\$31,310	3.2%	\$ 16,964	\$20,455	\$19,799	3.3%	\$ 1,636	\$28,902	\$28,437	1.6%	\$424
FEB	\$32,170	\$32,140	0.1%	\$ 16,889	\$18,965	\$18,170	4.4%	\$ 1,517	\$26,926	\$25,749	4.6%	\$395
MAR	\$35,692	\$35,857	-0.5%	\$ 18,738	\$20,290	\$19,547	3.8%	\$ 1,623	\$30,443	\$27,988	8.8%	\$446
APR	\$34,550	\$32,831	5.2%	\$ 18,139	\$20,425	\$19,070	7.1%	\$ 1,634	\$30,371	\$28,218	7.6%	\$445
MAY	\$37,095	\$35,614	4.2%	\$ 19,475	\$20,855	\$19,672	6.0%	\$ 1,668	\$30,743	\$28,748	6.9%	\$451
JUNE	\$35,649	\$34,967	2.0%	\$ 18,716	\$20,192	\$18,424	9.6%	\$ 1,615	\$30,615	\$26,975	13.5%	\$449
JULY	\$35,707	\$34,488	3.5%	\$ 18,746	\$20,676	\$19,324	7.0%	\$ 1,654	\$31,257	\$28,349	10.3%	\$458
AUG	\$37,586	\$36,126	4.0%	\$ 19,733	\$20,408	\$19,398	5.2%	\$ 1,633	\$31,313	\$29,297	6.9%	\$459
SEPT	\$33,568	\$32,658	2.8%	\$ 17,623	\$20,484	\$19,033	7.6%	\$ 1,639	\$31,710	\$28,283	12.1%	\$465
OCT	\$36,025	\$34,433	4.6%	\$ 18,913	\$21,453	\$20,287	5.7%	\$ 1,716	\$33,187	\$29,657	11.9%	\$487
NOV	\$39,196	\$37,996	3.2%	\$ 20,578	\$19,943	\$19,356	3.0%	\$ 1,595	\$36,597	\$33,381	9.6%	\$537
DEC	\$43,746	\$43,234	1.2%	\$ 22,967	\$23,546	\$21,835	7.8%	\$ 1,884	\$50,271	\$44,500	13.0%	\$737
JAN - DEC	\$433,296	\$421,654	2.8%	\$204,514	\$247,692	\$233,915	5.9%	\$17,932	\$392,335	\$359,582	9.1%	\$5,015

* 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.

Drug stores showed strong 5.9% growth in sales last year, with food sales totaling

an estimated \$18 billion. December was a particularly strong month, increasing

7.8% from a year earlier, the largest such gain since June.

EXECUTIVES ON THE MOVE

CENTERPLATE named Greg Fender and Sal Ferrulo as executive vice presidents...**AHOLD** named Wouter Kolk as CEO of **ALBERT HEIJN** supermarkets, reported *Reuters* (Jan. 15)...**CSSI MARKETING + CULINARY** named Laura MacPhail as executive vice president, strategy and market insights...**CALIFORNIA FRESH FRUIT ASSOCIATION** named Ian LeMay as director of member relations and communications, reported *The Packer* (Jan. 16)...**WHERE FOOD COMES FROM INC.** named James Riva as Vice President of Global Alliances...**PCC NATURAL MARKETS** named Cate Hardy as CEO...**LUNDBERG FAMILY FARMS** named Lynn Conyers as Canadian sales manager...**UNIFIED GROCERS INC.** named Joe Falvey and Sue Klug as executive vice presidents, Gary Herman as senior vice president, and Mike Brown as vice president of retail services, reported *The Packer* (Jan. 20)...**DEAN FOODS COMPANY** named Marc Kesselman as executive vice president, general counsel, corporate secretary & government affairs...**WHERE FOOD COMES FROM INC.** named James Riva as vice president of global alliances...**INNOVATIVE FOOD HOLDINGS** named

Bryan Janeczko as CEO of *The Fresh Diet*, reported the *South Florida Business Journal* (Jan. 21)...**ONE BANANA NORTH AMERICA** named Craig Carlson as president, reported *The Produce News* (Jan. 21)...**GOLDEN SUN MARKETING** named Marcela Fabbri as marketing coordinator, reported *The Packer* (Jan. 22)...**BI-LO HOLDINGS** named Ian McLeod as president and CEO...**FLOWERS FOODS INC.** named Robert Benton Jr. as senior vice president and chief manufacturing officer...**CHIQUITA BRANDS INTERNATIONAL INC.** named Andrew Biles as CEO of bananas and pineapples and Darcilo Santos as CFO, reported *The Packer* (Jan. 23)...**WEBER MARKING SYSTEMS CANADA** named Michael Brown as vice president and general manager, reported *The Packer* (Jan. 23)...**G.O. FRESH** named Scott Johnson as vice president of sales and marketing, reported *The Produce News* (Jan. 26)...**WALGREENS BOOTS ALLIANCE** named George Fairweather as global chief financial officer and Tim McLevish as senior advisor to CEO for finance, integration and business development.

WHOLESALE PRICES UP 3.9% IN JANUARY VS. 2014

Overall wholesale food prices reflected by the Producer Price Index from the **BUREAU OF LABOR STATISTICS** were up 3.9% from a year earlier in January, although they were down 1.2% from the prior month. On a month-to-month basis, the largest decline was in the volatile shell egg market, for which the index dropped a sharp 35.3%. Other declines for the month were much more moderate. On the “up” side, fish and shellfish prices rose 14.7% from December, while fresh vegetables rose 8.1%.

Beef and veal prices increased only slightly during the month but were still up over 20% from a year earlier. Pork prices, meanwhile, were slightly lower than last year January.

Producer Price Index - January

Unadjusted	Jan. Index 1982=100	% Chge. Dec-14	% Chge. Last Year	% Chge. Acc. 14
All Finished Consumer Foods	212.8	-1.2	3.9	3.9
Final Demand Foods	120.5	-1.3	2.5	2.5
Crude	214.2	-2.9	12.9	12.9
Processed	212.9	-1.0	3.1	3.1
Fresh Fruits	126.8	-4.9	2.0	2.0
Fresh Vegetables	222.0	8.1	15.5	15.5
Eggs (Dec. '91=100)	164.0	-35.3	10.4	10.4
Bakery Products	274.4	0.3	0.3	0.3
Milled Rice	206.2	-2.5	-2.9	-2.9
Pasta Products (June '85=100)	210.3	2.3	4.5	4.5
Beef & Veal	255.2	0.4	23.6	23.6
Pork	159.4	-9.2	-1.3	-1.3
Processed Young Chickens	182.5	1.2	11.7	11.7
Processed Turkeys	168.0	-3.7	6.2	6.2
Fish & Shellfish	357.9	14.7	4.3	4.3
Dairy Products	197.0	-6.7	-7.2	-7.2
Processed Fruits & Vegetables	196.2	0.4	2.3	2.3
Confectionery End Products	280.9	0.5	3.4	3.4
Soft Drinks	198.5	0.7	1.8	1.8
Roasted Coffee	210.5	3.2	9.7	9.7
Shortening & Cooking Oil	243.3	-3.0	-6.5	-6.5
Frozen Specialties	191.7	0.1	2.5	2.5

NEW PRODUCT NEWS

DENALI FLAVORS, Wayland, MI, and **GEORGIA NUT COMPANY**, Skokie, IL, introduced *Moose Tracks* trail mix in three varieties: Original *Moose Tracks* Snack Mix (vanilla-coated waffle cone pieces with peanut butter cups, peanuts and *Moose Tracks* fudge-coated peanuts); Extreme Chocolate *Moose Tracks* Snack Mix (*Moose Tracks* fudge-coated waffle cone pieces, *Moose Tracks* fudge-filled cups, peanuts and *Moose Tracks* fudge-coated peanuts), and Caramel *Moose Tracks* Snack Mix (caramel-coated waffle cone pieces, caramel cups, peanuts and *Moose Tracks* fudge-coated peanuts)...**HP HOOD LLC**, Lynnfield, MA-based licensee of non-alcoholic **BAILEYS** Coffee Creamers, unveiled two more flavors—Macadamia Brittle and Limited Edition Bourbon Vanilla Pound Cake. The non-alcoholic **BAILEYS** Coffee Creamers, appearing in dairy cases nationwide, join the brand's existing 13 flavors.

FROM THE DESK OF FOOD INSTITUTE CHIEF ECONOMIST JOHN DUNHAM

THE CHICKEN DANCE

I don't wanna be a chicken. I don't wanna be a duck. I don't wanna be a chicken. I don't wanna be a duck. So I shake my butt. na na na na na na na na na na na I don't wanna be a chicken I don't wanna be a duck so I shake my butt. I don't wanna be a chicken. I don't wanna be a duck. na na na na na na na na na na And so on and so on go the lyrics to The Chicken Dance, an old German drinking song that gained popularity as a children's tune with an English release in 1981.

The American poultry industry is much more than chickens and ducks. It is a \$470 billion mega-industry employing over 1.814 million people and generating \$32.9 billion in government revenue. We know this because we just completed an economic impact study of the industry and its components. In general we found that:

The chicken industry provides 1,339,900 jobs, \$74 billion in wages, \$348.7 billion in economic activity, and \$24.4 billion in government revenue.

The turkey industry provides 308,400 jobs, \$16.9 billion in wages, \$80.1 billion in economic activity, and \$5.6 billion in government revenue.

The egg industry provides 128,000 jobs, \$7.2 billion in wages, \$30.7 billion in economic activity, and \$2.2 billion in government revenue.

The poultry industry experienced tremendous growth during the two years since **JOHN DUNHAM AND ASSOCIATES** last measured its scope. These productivity increases, which have occurred across the entire American food production and processing industry as well, have helped the economy grow, while at the same time benefitting both poultry workers and consumers throughout the country.

The basic tool that economists use to conduct these studies for companies and industries is called an input-output model. Essentially what this does is model all of the inputs needed to produce a dollar of sales. In the case of poultry, it calculates how much feed, electricity, trucking, labor, etc. goes into each dollar worth of chicken, turkey or eggs coming out of either a production facility (a farm) or a processing plant. We call these the supplier impacts. In addition, the input-output analysis defines those industries that purchase a product for use in their own activities. For example, pillow manufacturers purchase feathers and restaurants and pharmaceutical companies purchase eggs from poultry producers and processors. In the end what the economic impact analysis really provides is a map of the industry – showing its partners, its customers and all of the linkages between them.

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MERGERS & ACQUISITIONS

ADVANCEPIERRE FOODS, Cincinnati, will acquire the manufacturing assets of **BETTER BAKERY LLC**, Valencia, CA-based maker of stuffed sandwiches. AdvancePierre will relocate production to its sandwich manufacturing facility in Caseyville, IL, which the company acquired last month from Landshire Inc.

FIELD FRESH FOODS INC., Los Angeles, acquired **SUPERIOR FRESH CUTS LLC**, a regional fresh-cut produce processor serving Southern California foodservice distributors and industrial customers. Superior Fresh Cuts will be consolidated into Field Fresh Foods Inc.'s Los Angeles processing facility.

GPM INVESTMENTS LLC, Richmond, VA, agreed to buy the Midwestern division of **VPS CONVENIENCE STORE GROUP LLC**, Wilmington, NC. In 2013, GPM acquired VPS' Southeast operations. The acquisition of VPS' Midwest division adds 116 stores in Indiana, as well as stores in Ohio, Michigan and Illinois, operating under the **VILLAGE PANTRY** and **NEXT DOOR STORE** banners...*Richmond Times-Dispatch* (Feb. 11)

Hesco Inc., Watertown, SD-based specialty grain company and Healthy Food Ingredients Inc., Fargo, ND, merged.

MONDELEZ INTERNATIONAL, Deerfield, IL, acquired **ENJOY LIFE FOODS**, Schiller Park, IL-based snacking company in the "free from" segment.

RONNOCO COFFEE LLC, St. Louis, acquired the assets of **U.S. ROASTERIE INC.**, Des Moines, IA-based private label manufacturer of coffee sold into the office, foodservice and convenience store channels. Ronnoco is a portfolio company of **HURON CAPITAL PARTNERS**, Detroit.

YELP INC., San Francisco, acquired San Bruno, CA-based **EAT24**, a web and app-based online food ordering service, for approximately \$134 million. Yelp will expand Eat24 to service all of the restaurants in its own program, expanding its coverage from 20,000 restaurants to one million.

BUSINESS BUZZ

ADVANCEPIERRE FOODS is preparing for a potential sale that could value the company at more than \$2 billion, according to sources. The Cincinnati-based company, owned by **OAKTREE CAPITAL GROUP LLC**, generates annual revenue of \$1.6 billion...*Reuters* (Feb. 5)

Thai Billionaire Dhanin Chearavanont will attempt to buy **TESCO LOTUS** despite already being rebuffed by the British retailer, according to people familiar with the matter. The deal would give Chearavanont significant control over the Thai retail market, where he already owns **SIAM MAKRO PCL**...*Reuters* (Feb. 9)

HORMEL FOODS CORP. is in late stage talks to acquire **APPLEGATE FARMS LLC**, and could value the company at between \$600 million and \$1 billion, according to people familiar with the matter...*Reuters* (Feb. 12)

LEVY ACQUISITION CORP. entered talks to acquire **DEL TACO INC.** in a deal valuing the company at as much as \$500 million including debt, according to people familiar with the matter...*Reuters* (Feb. 9)

QALAA HOLDINGS is considering the sale of its food businesses, confectioner **RASHIDI EL-MIZAN** and dairy producer **DINA FARMS**...*Reuters* (Feb. 18)

SALADWORKS filed for Chapter 11 bankruptcy protection in the U.S. Bankruptcy Court in Wilmington, DE.

SAPUTO expects to make acquisitions in the cheese and dairy sector worth between \$402.2 million and \$804.3 million...*Reuters* (Feb. 5)

TESCO will seek to sell a majority stake in **DUNNHUMBY** rather than sell it outright, according to a source familiar with the matter...*Reuters* (Feb. 9)

Bids for **ZITO** may reach \$68.6 million as Croatian food firm **PODRAVKA** joins the running to acquire one of Slovenia's biggest food producers...*Reuters* (Feb. 9)

FOREIGN DEALS

BALL CORP. plans to acquire **REXAM PLC** in a cash and stock transaction valued at \$8.4 billion including debt.

BOSCH PACKAGING TECHNOLOGY will acquire **OSGOOD INDUSTRIES INC.**, Florida-based developer, manufacturer and distributor of fill and seal equipment for pre-formed containers in the liquid food industry.

JAIN IRRIGATION (U.S.), unit of India-based **JAIN IRRIGATION SYSTEMS LTD.**, acquired the assets of **PURESENSE ENVIRONMENTAL INC.**, Fresno, CA-based irrigation technology company that shut down in

December...*Fresno Bee* (Feb. 17)

ROCKET INTERNET AG acquired a stake in Berlin-based **DELIVERY HERO**, while its subsidiary **FOODPANDA** acquired competitors in seven Asian markets. Rocket Internet also bought a majority stake in Berlin-based **HELLOFRESH**, a meal delivery service being heavily marketed to the U.S...*New York Business Journal* (Feb. 6)

In a separate development, Rocket Internet agreed to acquire **TALABAT**, a Kuwaiti food delivery service, for approximately \$169.6 million...*Reuters* (Feb. 11)

Looking for more merger activity? Check out **THE FOOD INSTITUTE's** Mergers & Acquisitions Search at:

<https://foodinstitute.com/Mergers-Acquisitions>

LATEST FINANCIAL REPORTS (000 OMITTED)



	Current Year	% Change Year Ago		Current Year	% Change Year Ago		Current Year	% Change Year Ago
B&G FOODS INC. (PARSIPPANY, NJ)			HORMEL FOODS CORP. (AUSTIN, MN)			PILGRIM'S PRIDE CORP. (PITTSBURG, TX)		
Qtr. To Jan. 3:			Qtr. To Jan. 25:			Qtr. To Dec. 28:		
Sales:	\$237,990	12.5%	Sales:	\$2,395,073	6.8%	Sales:	\$2,110,436	3.1%
Net Income:	\$11,454	-39.0%	Net Income:	\$171,718	12.0%	Net Income:	\$167,187	16.6%
12 Mos.:						12 Mos.:		
Sales:	\$848,017	17.0%				Sales:	\$8,583,365	2.0%
Net Income:	\$40,956	-21.8%				Net Income:	\$711,648	29.5%
COCA-COLA CO. (ATLANTA, GA)			J.M. SMUCKER CO. (ORRVILLE, OH)			POST HOLDINGS INC. (SAINT LOUIS, MO)		
Qtr. To Dec. 31:			Qtr. To Jan. 31:			Qtr. To Dec. 31:		
Sales:	\$10,872,000	-1.5%	Sales:	\$1,440,000	-1.7%	Sales:	\$1,073,900	261.6%
Net Income:	\$770,000	-55.0%	Net Income:	\$160,900	-3.5%	Net Income:	-\$97,300	...
12 Mos.:			9 Mos.:					
Sales:	\$45,998,000	-1.8%	Sales:	\$4,245,600	-3.0%			
Net Income:	\$7,098,000	-17.3%	Net Income:	\$435,200	-2.6%			
CROWN HOLDINGS INC. (PHILADELPHIA, PA)			KELLOGG CO. (BATTLE CREEK, MI)			SENECA FOODS CORP. (MARION, NY)		
Qtr. To Dec. 31:			Qtr. To Jan. 3:			Qtr. To Dec. 27:		
Sales:	\$2,127,000	2.7%	Sales:	\$3,514,000	0.4%	Sales:	\$456,207	-4.5%
Net Income:	\$13,000	-73.5%	Net Income:	-\$293,000	...	Net Income:	\$7,819	14.2%
12 Mos.:			12 Mos.:			12 Mos.:		
Sales:	\$9,097,000	5.1%	Sales:	\$14,580,000	-1.4%	Sales:	\$1,008,411	-3.6%
Net Income:	\$387,000	19.4%	Net Income:	\$632,000	-65.0%	Net Income:	\$7,134	-51.8%
DEAN FOODS CO. (DALLAS, TX)			KRAFT FOODS GROUP INC. (DEERFIELD, IL)			SNYDER'S-LANCE INC. (CHARLOTTE, NC)		
Qtr. To Dec. 31:			Qtr. To Dec. 27:			Qtr. To Jan. 3:		
Sales:	\$2,395,007	4.3%	Sales:	\$4,696,000	2.2%	Sales:	\$439,000	14.9%
Net Income:	\$7,081	-58.6%	Net Income:	-\$398,000	...	Net Income:	\$26,332	14.5%
12 Mos.:			12 Mos.:			12 Mos.:		
Sales:	\$9,503,196	5.4%	Sales:	\$18,205,000	-0.1%	Sales:	\$1,620,920	7.8%
Net Income:	-\$13,053	...	Net Income:	\$1,043,000	-61.6%	Net Income:	\$192,591	144.7%
DR PEPPER SNAPPLE (PLANO, TX)			MONDELEZ INTERNATIONAL INC. (NORTHFIELD, IL)			WALMART STORES INC. (BENTONVILLE, AR)		
Qtr. To Dec. 31:			Qtr. To Dec. 31:			Qtr. To Jan. 31:		
Sales:	\$1,509,000	3.1%	Sales:	\$8,830,000	-6.9%	Sales:	\$131,565,000	1.4%
Net Income:	\$150,000	-3.8%	Net Income:	\$500,000	-71.7%	Net Income:	\$4,966,000	12.1%
12 Mos.:			12 Mos.:			12 Mos.:		
Sales:	\$6,121,000	2.1%	Sales:	\$34,244,000	-3.0%	Sales:	\$485,651,000	2.0%
Net Income:	\$703,000	12.7%	Net Income:	\$2,184,000	-44.2%	Net Income:	\$16,363,000	2.1%
FLOWERS FOODS INC. (THOMASVILLE, GA)			PEPSICO INC. (PURCHASE, NY)			WHITE WAVE FOODS COMPANY (DALLAS, TX)		
Qtr. To Jan 3:			Qtr. To Dec. 27:			Qtr. To Dec. 31:		
Sales:	\$877,333	4.4%	Sales:	\$19,948,000	-0.8%	Sales:	\$911,000	34.2%
Net Income:	\$28,010	-27.3%	Net Income:	\$1,311,000	-24.7%	Net Income:	\$33,000	65.0%
12 Mos.:			12 Mos.:			12 Mos.:		
Sales:	\$3,748,973	0.4%	Sales:	\$66,683,000	0.4%	Sales:	\$3,436,605	37.3%
Net Income:	\$175,739	-23.9%	Net Income:	\$6,513,000	-3.4%	Net Income:	\$140,185	41.5%

For more sales data, including daily updates, visit **THE FOOD INSTITUTE's** Financial Reports Database online at:
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FI MEMBER PROFILE

MARKET DAY

Market Day, the Original Fundraising Food Cooperative,[®] is the nation's largest food fundraising company. In addition to its flagship monthly food program, Market Day offers a variety of other fundraising options including a gift brochure, restaurant-quality desserts, cookie dough, pizza, and a gourmet food catalog. Market Day's consultative approach provides custom fundraising solutions with value for organizations across the country. Since its inception over 30 years ago Market Day has raised more than \$450 million for kids and communities.

To learn more about this Food Institute member, please visit: www.marketday.com.

RAZORBACK FARMS INC.

Springdale, AR-based Razorback Farms Inc. has been supplying raw products and custom harvesting throughout the Midwest, South & East since 1966. Razorback Farms provides regular snap beans, European beans, wax beans, Italian beans; spinach & other cole crops; sweet corn on the cob & cut kernels from mobile-processing method. Off-season English Pea production; harvesting; preliminary cleaning/cooling, refrigerated transport.

To learn more about this Food Institute member, please call: 479-756-6141.

S. KAMBERG & COMPANY LTD.

Founded by Stephen Kamberg in 1965, S. Kamberg & Company Ltd. has become one of the leading food ingredient brokers in the Northeast. S. Kamberg concentrates its efforts by working with food processors in the Baking, Confectionery, Candy and Ice Cream Industries as well as with Ethnic Distributors, Roasters, Salter's and Re-Packers. Centrally located within its area of responsibility, Great Neck, Long Island-based S. Kamberg attributes its success to the special relationships it maintains with the Shippers, Growers and Processors that it represents. With over 40 years of experience, an efficient infrastructure and accurate market reporting, S. Kamberg is well positioned to assist its customers in day to day strategic purchasing decisions.

To learn more about this Food Institute member, please visit: www.ingredientsourcing.com.

NATIONAL FROZEN & REFRIGERATED FOODS ASSOCIATION

Founded in 1945, the National Frozen & Refrigerated Foods Association (NFRA) is uniquely positioned as an all-industry trade association for frozen and refrigerated foods. NFRA brings value to its members through the Executive Conference held each April and the National Frozen & Refrigerated Foods Convention in October. More than 450 member companies benefit from the business appointments and networking at these two events.

To learn more about this Food Institute member, please visit: www.nfraweb.org.

SAN JOAQUIN BROKERAGE, INC.

San Joaquin Brokerage, Inc. has been supplying the industrial food trade for 31 years. Specializing in frozen fruits, concentrates and sweeteners, both domestic and imported.

To learn more about this Food Institute member, please email: Jim Wood @ jwoods@sbcbglobal.net, Jarred Wood @ wood_jarred@yahoo.com, or Deana Brisco @ deanams@sbcbglobal.net, call: 559-299-6900 or fax: 559-299-7908.

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WASHINGTON

2015 DIETARY ADVISORY COMMITTEE: 'PARADIGM SHIFT' NECESSARY TO IMPROVE COUNTRY'S HEALTH

Lower salt and sugar intakes, replacing saturated fats with unsaturated ones, and moderate caffeine intake are among the recommendations of the **2015 DIETARY GUIDELINES ADVISORY COMMITTEE**.

The committee submitted its recommendations to Health and Human Services Secretary Sylvia M. Burwell and Agriculture Secretary Tom Vilsack on Feb. 19.

As expected, the committee focused on reducing fat, salt and sugar intake to improve American diets, although there was also an emphasis on more physical activity.

But improving the nation's overall health will not be a success unless there is a major change in attitude.

"It will take concerted, bold actions on the part of individuals, families, communities, industry, and government to achieve and maintain the healthy diet patterns and the levels of physical activity needed to promote the health of the U.S. population. These actions will require a paradigm shift to an environment in which population health is a national priority and where individuals and organizations, private business, and communities work together to achieve a population-wide 'culture of health' in which healthy lifestyle choices are easy, accessible, affordable, and normative—both at home and away from home," the recommendations noted.

The entire report is available for viewing at <http://www.DietaryGuidelines.gov> and will be available for 45 days after publication in the *Federal Register*. A public meeting on the matter will be held March 24.

The guidelines are revised every five years by Congressional mandate and are compiled by 14 outside experts from the nutrition, medicine and public health sectors.

EMPLOYERS MAKE 'LAST, BEST AND FINAL APPEAL' TO BREAK DEADLOCK

Cargo companies bypassed negotiators and appealed directly to dockworkers with what they called their "last, best and final" offer in the long-term contract dispute affecting all 29 West Coast ports from California to Washington. The appeal came in the form of a letter, said to outline wage and pension increases and healthcare coverage, that was distributed directly to dockworkers, and could signal talks are at an impasse.

Meanwhile, U.S. Labor Secretary Thomas Perez entered the standoff in San Francisco after numerous groups requested The White House to intervene and end the months-long contract dispute between the **INTERNATIONAL LONGSHORE AND WAREHOUSE UNION** (ILWU) and **PACIFIC MARITIME ASSOCIATION** (PMA), with U.S. Commerce Secretary Penny Pritzker also in attendance, reported *The Daily Astorian* (Feb. 19). Perez has no legal authority to force a settlement, but can intervene in hopes troubles are soon settled. A statement

issued by Perez's office described talks as "positive and productive," reported *Fresno Bee* (Feb. 17).

So far, the West Coast port stalemate has left more than 25% of California's citrus crop to rot while waiting to ship. Delayed shipping of navel oranges and lemons resulted in Chinese officials refusing all citrus from Tulare County because they received decayed fruit. Other countries are moving into foreign markets that U.S. growers can't reach because of the port logjam such as Egypt shipping oranges to South Korea, reported *Los Angeles Times* (Feb. 17).

Dockworkers have been laboring without a contract since July. A partial shutdown started Feb. 14 as all loading and unloading of cargo vessels was stopped for the Presidents Day weekend, but all ports reopened Feb. 17, reported *Reuters* (Feb. 16)

U.S. TURNS TO WTO TO SETTLE NEW TRADE DISPUTE WITH CHINA

The Obama Administration brought a new trade challenge against China at the **WORLD TRADE ORGANIZATION** (WTO), alleging that country's "Demonstration Bases-Common Service Platform" (DBCSP) subsidies for China's fruit, vegetable and poultry industries damages U.S. agricultural trade, particularly Louisiana's Gulf Coast shrimp and California fruit, vegetable and poultry industries. U.S. Trade Rep. Michael Froman assured WTO his office would work to "ensure that China and all WTO members play by the rules" to ensure that agriculture and other industries will have "a level playing field."

Members of Congress joined in the effort to end the subsidies. U.S. Rep. Jim Costa (CA) said Chinese subsidies have a "significant impact" on his state. China is California's third largest trading partner, at roughly \$1.4 billion.

His concerns were echoed by U.S. Rep. Charles Boustany, (LA), who said the "unfairly subsidized shrimp imports threaten the historic Gulf shrimp industry that supports thousands of Louisiana families."

The DBCSP provides free and discounted services through cash grants and other incentives to businesses that meet export performance through over 150 central government and sub-central government measures throughout China. The WTO considers such subsidies as providing unfair advantage to Chinese businesses.

According to WTO, subsidized businesses receive at least \$635,000 annually, and almost \$3 billion over a three-year period, if they agree to provide discounted, or free services, to Chinese companies, including exporters.

According to WTO, exports from the DBCSP comprise a significant portion of China's global exports. In 2012, they accounted for 20% of China's seafood exports.

Should a WTO consultation not lead to a solution between both parties, then the U.S. may ask for the establishment of a WTO dispute settlement panel.

AGRICULTURE AMONG LIMITED DRONE USES PROPOSED BY FAA

The **FEDERAL AVIATION ADMINISTRATION** (FAA) proposed limited use of drones for agricultural and other purposes, and will make its final determination after receiving public comments. Under the proposal, drones would need to weigh less than 55-lbs. and be restricted to flying up to 500 feet at speeds no greater than 100 miles per hour. Operators would also need to be certified and comply with regulations that include keeping the drone within sight and avoiding restricted areas, such as commercial airspace, reported *CNN* (Feb. 15).

Meanwhile, a Singapore restaurant hopes to use drones by year's end. Developed by **INFINIUM ROBOTICS**, the drones use sense-and-avoid technology, including sonar, to transport food from the kitchen to a wait station, where it is picked up by human waiters and brought to tables, reported *The Washington Post* (Feb. 13)

NIFA TO PROVIDE \$9 MILLION IN COMMUNITY FOOD GRANTS

USDA's NATIONAL INSTITUTE OF FOOD AND AGRICULTURE (NIFA) is making available \$9 million in grants through the Community Food Projects Program to assist low-income individuals and communities in developing local and independent food systems.

The grants are intended to help eligible, private, nonprofit entities in need of a one-time installment of federal assistance to establish and implement multipurpose community food projects. Projects are funded from \$10,000 to \$400,000 and up to 36 months, and grants must be matched dollar-for-dollar in resources.

APHIS DEREGULATES 2 GENETICALLY MODIFIED APPLE VARIETIES

USDA's ANIMAL AND PLANT HEALTH INSPECTION SERVICE (APHIS) deregulated two apple varieties that were genetically engineered to resist browning. Action was taken after a final plant pest risk assessment found the apples will unlikely pose a plant pest risk to agriculture and other plants in the U.S. APHIS also completed an environmental assessment that showed deregulation would not be likely to have a significant impact on humans. The varieties, developed by **OKANAGAN SPECIALTY FRUITS INC.**, will be marketed as the Arctic Granny and Arctic Golden.

ITA LEVIES WEIGHTED-AVERAGE DUMPING MARGIN ON PASTA COMPANIES

The **INTERNATIONAL TRADE ADMINISTRATION** levied a weighted-average dumping margin of 4.26% on **RUMMO S.P.A. MOLINO E PASTIFICIO**, **RUMMO S.P.A.**, **LENTA LAVO-RAZIONE**, and **PASTA CASTIGLIONI**, collectively the **RUMMO GROUP**, for certain pasta imported from Italy following an antidumping duty administrative review. The review period ran from July 1, 2012, through June 30, 2013, according to the *Federal Register* (Feb. 18).

SEASONS 52 CHARGED WITH AGE DISCRIMINATION

The **U.S. EQUAL EMPLOYMENT OPPORTUNITY COMMISSION** (EEOC) filed a lawsuit against **SEASONS 52**, claiming the chain discriminates against job applicants 40 and older. A spokesman for owner **DARDEN RESTAURANTS** denied the charges, which were filed after federal officials reviewed 35 job applications and determined the chain hired fewer older workers than would be expected, reported *Orlando Sentinel* (Feb. 12).

CHRONIC VIOLATIONS FORCE TOFU PLANT TO SHUT DOWN

FONG KEE TOFU CO. INC., San Francisco, CA, and owners Jen Ying Fong, Suny Fong and Yan Hui Fong agreed to shut down their operation until it demonstrates that it is in compliance with **FDA** food safety requirements.

A federal judge of the Northern District of California ordered a permanent injunction against the company on Feb. 9 for unsanitary conditions at the food processing facility, which prepares, packs and distributes soy products, including tofu and soybean drink.

The facility was shut after FDA inspectors found and documented numerous unsanitary conditions that may have resulted in product contamination. Additional violations were related to controlling pests, food contamination, and misbranding.

FDA initially issued a warning letter to the company and its owners three years ago. At that time, the owners promised to correct operations, but FDA continued to find and document unsanitary conditions, FDA stated.

DARK CHOCOLATE CAN CONTAIN MILK TRACES: FDA

Dark chocolate could contain traces of milk, according to an **FDA** study. The agency tested 100 dark chocolate products to see which, if any, contained the allergen, and found that several did. Seven bars with labels indicating the presence of milk actually contained milk, but 55 of 93 products contained milk that was not indicated on their labels. Meanwhile, two of 17 bars that were labeled dairy- or allergen-free actually contained the ingredient, while six of 11 labeled having "traces" of milk contained enough to potentially cause a severe reaction.

According to the agency, between September 2009 and September 2012 about one-third of foods were reported as posing serious health hazards because they contained undeclared allergens.

The study can be found at <http://www.fda.gov/ForConsumers/ConsumerUpdates/ucm433555.htm>

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GRANTS OFFERED TO FARMERS, RANCHERS IN DROUGHT AREAS

Farmers and ranchers in 256 drought-plagued counties declared natural disaster areas may qualify for various federal grants under the 2014 Farm Bill, according to **USDA**.

The counties are in Arizona, California, Colorado, Idaho, Kansas, Nevada, Oklahoma, Texas, and Utah.

The low-interest emergency loans are through USDA's **FARM SERVICE AGENCY** (FSA). Farmers in eligible counties have eight months from the date of the declaration to apply for loans to help cover part of their actual losses. Each loan application is considered on its own merits and based on the extent of losses, security available and repayment ability.

In addition to drought, FSA also provides assistance for natural disaster losses resulting from flood, fire, freeze, tornadoes, pest infestation, and other calamities. These programs include:

—The Livestock Indemnity Program, which compensates eligible livestock producers that have suffered livestock death losses in excess of normal mortality due to adverse weather;

—The Livestock Forage Disaster Program, which compensates eligible livestock producers that have suffered grazing losses due to drought or fire on publicly managed land;

—The Emergency Assistance for Livestock, Honey Bees, and Farm-Raised Fish, which provides emergency assistance to eligible producers of livestock, honeybees and farm-raised fish that have losses due to disease, adverse weather, or other conditions, such as blizzards and wildfires;

—The Tree Assistance Program provides financial assistance to qualifying orchardists and nursery tree growers to replant or rehabilitate eligible trees, bushes and vines damaged by natural disasters; and

—The Emergency Conservation Program, which helps farmers and ranchers to repair damage to farmlands caused by natural disasters and to help put in place methods for water conservation during severe drought.

OYSTER HARVESTERS SENTENCED FOR ILLEGAL TRAFFICKING, COVER UP

Several New Jersey oyster harvesters and dealers, one employee and a related business were sentenced Feb. 12 in federal court in Camden, NJ, following their 2012 conviction for illegally trafficking \$750,000 worth of oysters from the Delaware Bay and falsifying federal records to cover up the activity.

According to the **U.S. DEPARTMENT OF JUSTICE**, Todd Reeves, Thomas Reeves, Renee Reeves and their oyster dealer company, **SHELLROCK LLC**, aka **REEVES BROTHERS**, were sentenced for creating false oyster records, trafficking in illegally possessed oysters, conspiracy and for obstructing FDA public health and safety laws.

Shellrock employee Kenneth Bailey was also sentenced for creating false records and trafficking. He received a six-

month prison sentence, followed by six months of home confinement and three years' supervised release. He was also ordered to pay a \$10,000 fine, and to forfeit \$75,000 as substitute for the vessels used in the overharvesting.

Todd Reeves was sentenced to 26 months in prison, along with three years' supervised release, fined \$7,000, and ordered to pay the state \$140,000 to restore the Delaware Bay oyster beds. Reeves' brother Thomas, meanwhile, was sentenced to serve 16 months behind bars and three years' supervised release, and ordered to pay \$7,000. Renee Reeves was sentenced to five years' probation and ordered to pay \$2,500. In addition, all three, along with Shellrock, were ordered to forfeit \$144,000 to substitute assets for the vessels used for the overharvesting. Shellrock additionally was ordered to pay \$70,000 and complete five years' probation.

The defendants were convicted in 2012 related to overharvesting activity that occurred over a four-year period. A trial demonstrated that Todd and Thomas Reeves would take the oysters and sell them through Shellrock to Mark Bryan of **HARBOR HOUSE SEAFOOD**, a wholesale and retail seafood operator across the bay in Delaware. Bryan and Harbor House face sentencing Feb. 27 in Camden. Bailey, meanwhile, overharvested the oysters in 2006 and 2007, then created false dealer and harvest reports, and bills of lading, according to DOJ.

LATEST FOOD RECALLS

ATM INTERNATIONAL USA INC., Torrance, CA, voluntarily recalled approximately 1,999-lbs. of boneless beef products that were imported from Japan between Oct. 9, 2014 and Jan. 15, and shipped to distributors and retail locations in Arizona, California and Washington. **Reason for Recall:** "Beef products were not presented at the U.S. point of entry for inspection."

BIMBO BAKERIES USA, Horsham, PA, voluntarily recalled *Thomas', Sara Lee* and *Jewel Bagels* that were sold throughout the U.S. **Reason for Recall:** "They may contain undeclared peanuts and almonds."

GOYA FOODS INC. voluntarily recalled certain lots of 29-oz. cans of *Kirby* brand black beans with Creole Seasoning and *Goya Brand Black Bean Soup*. **Reason for Recall:** "Undeclared peanut protein."

HANBIT ENTERPRISES INC., dba **JACK AND THE BEANSTALK**, voluntarily recalled Soybean Sprouts that were distributed to Bay Area stores and restaurants. **Reason for Recall:** "They have the potential to be contaminated with *Listeria monocytogenes*."

MOSCAHLADES BROS INC., Paterson, NJ, voluntarily recalled *Hellas Golden Double Smoked Herring* that was sold in retail stores in Illinois, Maryland, Michigan, Massachusetts, North Carolina, New York and New Jersey. **Reason for Recall:** "It has the potential to be contaminated with *Clostridium botulinum*."

PEPPERIDGE FARM, Norwalk, CT, voluntarily recalled a limited quantity of bagels that were shipped to grocery, mass, drug and independent retailers in Arkansas, Colorado, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Mississippi, Missouri, Nebraska, New Mexico, North Dakota, Ohio, Oklahoma, Pennsylvania, South Dakota, Tennessee, Texas,

Virginia, West Virginia, and Wisconsin. **Reason for Recall:** "Peanuts and almonds had been included in an ingredient."

SEE'S CANDIES INC., San Francisco, CA, voluntarily recalled all 8-oz. Classic Red Hearts with Assorted Chocolates that were distributed nationwide in retail stores and through mail orders. **Reason for Recall:** "Contains undeclared tree nuts."

SUNFOOD, El Cajon, CA, voluntarily recalled Organic Sacha Inchi Powder that was distributed to various states

throughout the U.S. **Reason for Recall:** "The potential to be contaminated with Staphylococcus enterotoxin."

WHOLE FOODS MARKET, Austin, TX, voluntarily recalled various items that were sold throughout the U.S. **Reason for Recall:** "Undeclared peanuts."

WHOLE FOODS MARKETS INC., Washington, D.C., voluntarily recalled about 33,191-lbs. of ready to eat beef and poultry products shipped to 12 states and Washington D.C. **Reason for Recall:** "Peanut allergens."

NOTED IN THE FEDERAL REGISTER

RUSSIAN WATER PERMITS: The **NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION** (NOAA) proposed to extend its information collection process for U.S. vessels fishing in Russian waters. The information is used by Russian officials to issue permits to the vessels, who then must submit a permit abstract report within 24 hours before and after fishing in the zone. (Feb. 17)

MEDICATED FEED RULE CHANGES: **USDA** will host a public meeting March 16 to discuss the possibility of amending regulations that require the use of multiple new animal drugs in the same medicated feed to be subject to approved applications. Comments will be accepted through March 31. (Feb. 13)

PESTICIDE TOLERANCE ISSUED: The **U.S. ENVIRONMENTAL PROTECTION AGENCY** (EPA) issued a ruling setting the tolerance for residues of pyrimethanil in or on pomegranate at 5.0 parts per million. The ruling comes at the request of Janssen PMP. (Feb. 13)

EGGPLANT IMPORT INFORMATION COLLECTION: USDA's **ANIMAL AND PLANT HEALTH INSPECTION SERVICE** (APHIS) submitted for OMB review its information collection processes for regulating the importing of eggplant from Israel and Zambia. Public comments will be accepted through March 16. (Feb. 13)

MANGO ORDER REFERENDUM: USDA's **AGRICULTURAL MARKETING SERVICE** (AMS) will hold a referendum on whether the mango promotion, research, and information order should be continued. The referendum will be held from April 6 through April 17, and first handlers and mango importers will be eligible to vote on the order, which will continue if approved by a simple majority. (Feb. 12)

HONEY ORDER REFERENDUM: **AMS** will hold a referendum to see if first handlers and importers of honey or honey products favor continuing the Honey Packers and Importers Research, Promotion, Consumer Education and Industry Information Order. The referendum will be conducted by mail from April 13 through April 24. (Feb. 12)

PACIFIC COD CATCH LIMITS: NOAA's **NATIONAL MARINE FISHERIES SERVICE** (NMFS) proposes to remove, for a limited time, Pacific cod catch limits for certain hook-and-line catcher/processors in the Central and Western Gulf of Alaska Regulatory Areas. The 32-day public comment period ends March 16. (Feb. 12)

BLUEFIN TUNA RULE: **NMFS** is issuing a temporary rule revising its 2015 Purse Seine Reserve quota for bluefin tuna to 108.8 metric tons. The amount could be revised later in the year. (Feb. 11)

MILK PROGRAM REVIEW: **AMS** is reviewing the Federal Milk Marketing Orders program, which counteracts market instability by ensuring a more orderly process for buying and selling milk. The 61-day public comment period ends April 13. (Feb. 11)

PACIFIC WHITING REALLOCATION: NOAA reallocated 45,000 metric tons of Pacific whiting from tribal to non-tribal commercial fishery sectors on the West Coast. To reduce Chinook salmon bycatch in the fishery, an Ocean Salmon Conservation Zone was also implemented to prohibit the fishing of Pacific whiting with mid-water trawl gear shoreward of approximately 18 meters. (Feb. 10)

NEW POULTRY PRACTICES: New testing procedures that render current practices obsolete are compelling **APHIS** to update National Poultry Improvement Plan program standards ahead of the two-year update schedule. The public comment period ends March 9. (Feb. 6)

PACIFIC MACKEREL RULE: **NOAA** issued a final rule setting the annual catch limit for Pacific mackerel at 24,170 metric tons through June 30. The purpose is to conserve and manage the fish stock off the West Coast. (Feb. 6)

LOBSTERS OFF LIMITS: **NFMS** is barring the commercial harvesting of lobsters in the Northwestern Hawaiian Islands. (Feb. 6)

NO PACIFIC COD: **NMFS** also will prohibit directed fishing for Pacific cod by catcher/processors using pot gear in the Bering Sea and Aleutian Islands management area to prevent overfishing. (Feb. 6)

MARKETS

FRESH PRODUCE

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IMPORTS - Imports increased 8% in volume and 23% in dollar value in a year-to-date comparison ending Dec. 31. About 8.2 billion-lbs. were imported compared with 7.6 billion-lbs. in 2013. The total cost was about \$4.5 billion, up from \$3.7 billion in 2013. Pineapples were the most abundant in volume, with 2.3 million-lbs. Hass avocados saw a large rise in volume with a 28% increase and the largest rise in value with a 40% increase.

CALIFORNIA CROP UPDATE - Early-month precipitation saturated some fields and limited access for California producers. Pruning and shredding in tree fruit and grape vineyards proceeded throughout the month. Navel oranges, mandarins, lemons, grapefruit, and limes were harvested, packed, and exported during January.

CITRUS - USDA will spend \$30 million to research and combat citrus greening, according to Agriculture Secretary Tom Vilsack. The funding will be spent on both near-term solutions with the HLB Multiagency Coordination Group and long-term research projects with the Specialty Crop Research Initiative Citrus Disease Research and Education program (Feb. 9).

POTATOES - The price gap between large and small russet pota-

U.S. IMPORTS OF FRESH FRUITS JAN. 1-DEC. 31 2014

(Source: Bureau of Census)

Commodity	Quantity		Value	
	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
Apples	372,629	-7%	\$209,071	4%
Avocados, Hass	1,541,092	28%	\$1,474,729	40%
Cantaloupes	900,874	-5%	\$1,61,224	3%
Cultivated Blueberries	208,214	0%	\$511,468	17%
Grapefruit	20,763	17%	\$5,696	14%
Kiwi Fruit	122,213	-9%	\$104,423	18%
Lemons	133,607	51%	\$55,037	69%
Limes	67,260	-3%	\$25,865	37%
Mand., Sats., Clem., Wilk.	128,174	56%	\$78,307	79%
Melons, NESOI	348,665	8%	\$76,610	23%
Nectarines	25,895	-41%	\$23,252	-13%
Oranges, NESOI	316,816	3%	\$128,790	-15%
Papayas	351,265	3%	\$105,837	18%
Peaches	25,982	-29%	\$22,022	7%
Pineapples	2,295,215	8%	\$589,833	13%
Plantains	684,557	1%	\$140,718	-1%
Plums	472	337%	\$390	285%
Raspberries	92,615	35%	\$344,488	42%
Seedless Watermelons	84,051	-6%	\$71,072	46%
Strawberries	343,609	10%	\$369,779	19%
Tangerines	5,825	5%	\$2,130	41%
Watermelons	84,051	-6%	\$12,818	4%
GRAND TOTAL	8,153,846	8%	\$4,513,558	23%

Commodity	Source	Movement	Trading	Prices	Details
Lettuce, Iceberg	Western Arizona	Same	24s slow, 30s very slow	↓	Cartons 24s film lined mostly \$5.50-\$7.25, filmwrapped mostly \$6.50-\$8.25, 30s filmwrapped mostly \$6.00-\$6.95. Quality variable. Many shippers curtailing harvest due to market conditions.
Cabbage	Florida	Same	Moderate	Round green higher, others unchanged	One 3/4 bushel crate and 50-pound cartons round green type mostly \$7.00-\$8.00, red type medium mostly \$12.00. One 3/4 bushel cartons savoy type medium \$11.00. Quality good.
Cucumbers	Mexico crossing through Nogalez, AZ	Same	Persian very slow, long seedless slow, others moderate	Persians much lower, pickles and long seedless lower	One 1/9 bushel cartons medium mostly \$14.95, fair quality mostly \$12.95, ordinary quality mostly \$8.95-\$10.95; small \$9.95-\$10.95, large \$10.95-\$12.95. Cartons 24s mostly \$4.95-\$6.95, 36s mostly \$7.95. One 1/9 bushel crates pickles 200-300s and 300-400s mostly \$14.95-\$16.35, 150-200s mostly \$12.95-\$14.35. Greenhouse cartons film wrapped long seedless 12s mostly \$5.95; 22-pound cartons Persian small and small-medium mostly \$8.95-\$10.95, medium mostly \$6.95-\$8.95. Quality and condition variable.
Limes	Mexico crossing through Texas	Same	110-150s fairly slow, others moderate	110-150s slightly lower, others higher	Forty pound cartons 110s mostly \$10.00-\$12.00, 150s mostly \$12.00-\$14.00, 175s mostly \$18.00-\$20.00, 200-230s mostly \$20.00, 250s mostly \$16.00-\$17.00. Quality variable.
Apples	Yakima Valley and Wenatchee District, Washington	Same	Active	Red delicious lower, Honeycrisp higher, others unchanged	Washington extra fancy carton tray pack red delicious 72-113s \$12.00-\$14.00, 125s \$14.00-\$17.00; golden delicious 72-125s \$13.00-\$15.00; Fuji 64s mostly \$16.00, 72-88s \$18.00-\$20.00, 100s \$16.00-\$18.00; granny smith 72-100s \$17.00-\$20.00, 113-125s \$16.00-\$18.00; gala 72-113s \$16.00-\$18.00; Honeycrisp 64-88s \$60.00-\$65.00, 100s \$55.00-\$60.00.
Avocados	Guatemala through South Florida	Same	Active	↑	Cartons two layer Hass 32s mostly \$35.25-\$36.25, 36s mostly \$35.25-\$36.25, 40s mostly \$35.25-\$36.25, 48s mostly \$35.25-\$36.25, 60s mostly \$27.25, 70s mostly \$23.25, 84s mostly \$16.25.

atoes continued due to a lack of larger Idaho potatoes. Fifty-pound cartons of Idaho russets 40-70s are priced at \$14-\$14.50, up from \$8-\$8.50 last year. In comparison, 50-pound cartons of size-90 russets are priced at \$7, down from \$8-\$8.50 last year.

APPLES - The USDA's **APHIS** approved two varieties of GMO apples in the U.S. Arctic apples, which do not turn brown when cut, will be available in "small, test-market quantities," in late 2016, according to grower British Columbia's **OKANAGAN SPECIALTY FRUITS**. **WASHINGTON APPLE COMMISSION** officials forecast that it will take three to five years for the apples to be available in commercial quantities, reported *Seattle Times* (Feb. 13).

STRAWBERRIES - Southern California strawberry acreage is down 7.8% in 2015, but growers hope improved yields will make up for lost acreage. Southern California shipped 3.2 million trays as of Jan. 31, down 1.5 million trays from last year, according to the **CALIFORNIA STRAWBERRY COMMISSION**.

CANNED VEGETABLES

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OVERVIEW - Exports for 2014 increased 7% in volume and 6% in dollar value. About 542.4 million-lbs. were exported compared with 509.1 million-lbs. in 2013. The total cost was about \$362.6 million, up from \$343.2 million in 2013.

CANNED/GLASS VEGETABLE EXPORTS, JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
Mushrooms	2,937	37%	\$3,370	25%
Canada	969	26%	\$1,351	28%
Other Vegetables	2,450	6%	\$2,340	10%
Canada	642	49%	\$886	73%
Potatoes	69,465	-3%	\$71,224	-5%
Canada	54,151	-2%	\$58,321	-1%
Peas	30,392	177%	\$13,446	126%
Canada	24,162	368%	\$9,739	298%
Beans, Dried Shelled*	35,596	6%	\$19,287	9%
Canada	32,295	5%	\$17,334	7%
Beans, Shelled*	19,038	13%	\$9,923	9%
Panama	5,589	12%	\$3,296	7%
Beans, Not Shelled	15,052	14%	\$7,983	20%
Canada	7,287	28%	\$3,361	30%
Asparagus	433	-13%	\$687	-16%
Costa Rica	124	-12%	\$241	-15%
Olives	20,646	42%	\$18,537	33%
Canada	11,511	16%	\$11,029	13%
Sweet Corn	208,637	-8%	\$118,234	-9%
Japan	59,407	-4%	\$34,172	-8%
Bamboo Shoots	319	68%	\$198	45%
Hong Kong	72	275%	\$54	129%
Sauerkraut	16,398	-8%	\$5,518	-9%
Canada	14,659	-8%	\$4,842	-9%
Mixed Vegetables	121,022	23%	\$91,861	25%
Canada	84,355	35%	\$68,165	35%
GRAND TOTAL	542,384	7%	\$362,610	6%

*Excluding black-eye cowpeas

Peas, olives and mixed vegetables contributed to the growth of exports. About 30.4 million-lbs. of peas were exported in 2014, up 177% from the previous year while the total cost was about \$13.4 million, rising 126% from the previous year. A

total of 20.6 million-lbs. of olives for \$18.5 million were exported, up 42% and 33% respectively for 2014. Mixed vegetables, the second largest export, rose 23% to 121.0 million-lbs. while climbing 25% to \$91.9 million in dollar value.

Imports decreased 1% in volume and increased 2% in dollar value in a year-to-date comparison ending Dec. 31. About 589.2 million-lbs. were imported compared with 595.1 million-lbs. in 2013. The total cost was about \$550.9 million, up from \$541.5 million in 2013.

CANNED/GLASS VEGETABLE IMPORTS

JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
Mush., NESOI, Under 225g	25,322	-10%	\$34,885	-5%
Netherlands	9,451	-16%	\$13,107	-7%
Mush., NESOI, Over 225g	34,151	17%	\$40,193	32%
Netherlands	21,720	85%	\$26,131	104%
Potatoes	57,253	-14%	\$82,699	-3%
Mexico	37,395	-1%	\$66,251	-1%
Peas	24,834	-14%	\$21,853	-3%
Ecuador	6,784	-32%	\$4,238	-27%
Beans, Shelled	77,628	1%	\$45,090	2%
Guatemala	11,734	10%	\$9,336	12%
Beans, Not Shelled	28,218	4%	\$15,955	3%
Canada	9,746	-7%	\$3,610	-1%
Asparagus	15,191	-40%	\$19,892	-44%
Peru	14,740	-40%	\$19,368	-44%
Mixed Vegetables	20,158	-11%	\$38,062	-3%
Greece	13,621	-21%	\$26,713	-10%
Sweet Corn	18,533	1%	\$7,460	-10%
Thailand	12,268	3%	\$4,817	-7%
Bamboo Shoots	47,343	-18%	\$22,291	-12%
China	38,036	-22%	\$14,816	-19%
Carrots	10,067	3%	\$3,396	1%
Canada	5,007	-9%	\$1,784	5%
Onions	20,880	2%	\$25,259	-7%
Mexico	4,931	-27%	\$9,044	-28%
Sauerkraut	8,649	-6%	\$3,532	-2%
Germany	6,317	-2%	\$2,515	5%
Waterchestnuts, Sliced	7,722	-11%	\$3,610	0%
China	7,647	-11%	\$3,518	-1%
Waterchestnuts, Whole	948	51%	\$500	51%
China	914	75%	\$470	86%
Pimentos, NESOI, Under 227g	5,543	17%	\$5,261	21%
Peru	4,513	26%	\$4,044	38%
Pimentos, NESOI, Over 227g	50,529	16%	\$39,944	17%
Peru	27,321	13%	\$18,941	12%
Sweet Bell Peppers	20,914	8%	\$14,779	9%
Peru	13,870	12%	\$9,865	16%
Artichokes	87,469	26%	\$99,231	23%
Peru	56,632	49%	\$66,363	46%
Chickpeas (Garbanzos)	27,836	-3%	\$26,965	-1%
Canada	10,009	-3%	\$13,933	4%
GRAND TOTAL	589,188	-1%	\$ 550,859	2%

Volume decline for the year was impacted by asparagus, peas and potato imports declining. Asparagus dropped 40% to 15.2 million-lbs., peas were down 14% to 24.8 million-lbs. and potatoes, the second largest imported canned vegetable, declined 14% to 57.3 million-lbs.

Dollar value increase was driven by growth in the artichoke and pimentos market. Artichokes, the top imported canned vegetable, had a 23% increase in 2014 to \$99.2 million while pimentos, NESOI over 227g, rose \$17% to \$39.9 million.

BEANS - Imports for shelled beans increased 1% in volume and 2% in dollar value in a year-to-date comparison ending Dec. 31. About 77.6 million-lbs. were imported compared with 77.0

million-lbs. in 2013. The total cost was about \$45.1 million, up from \$44.4 million in 2013.

Imports for non-shelled beans gained 4% in volume and 3% in dollar for 2014. About 28.2 million-lbs. were imported compared with 27.2 million-lbs. the previous year. The total cost was about \$16.0 million, up from \$15.4 million in 2013.

Exports for dried shelled beans rose 6% in volume and 9% in dollar value in a year-to-date comparison ending Dec. 31. About 35.6 million-lbs. were exported compared with 33.5 million-lbs. in 2013. The total cost was about \$19.3 million, up from \$17.7 million in 2013.

Exports for shelled beans increased 13% in volume and 9% in dollar value in a year-to-date comparison ending Dec. 31. About 19.0 million-lbs. were exported compared with 16.8 million-lbs. in 2013. The total cost was about \$9.9 million, rising from \$9.1 million in 2013.

Exports for non-shelled beans increased 14% in volume and 20% in dollar for 2014. About 15.1 million-lbs. were exported compared with 13.2 million-lbs. the previous year. The total cost was about \$8.0 million, up from \$6.7 million in 2013.

TOMATO PRODUCTS

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CANNED - Exports for whole/pieces decreased 14% in volume and 3% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 75.8 million-lbs. were exported compared with 87.7 million-lbs. in 2013. The total cost was about \$28.7 million, down from \$29.7 million in 2013.

CANNED TOMATO EXPORTS MARKETING YEAR 2014/15 JUNE 1-DEC. 31

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
Canned Tomatoes, Whole/Pieces				
Canada	48,457	-15%	\$19,067	-6%
Japan	1,676	-63%	\$571	-58%
Mexico	7,726	-16%	\$2,877	20%
Other	17,959	8%	\$6,162	9%
TOTAL	75,818	-14%	\$28,677	-3%
Other Canned Tomatoes				
Canada	24,673	9%	\$9,129	12%
Japan	1,335	-46%	\$682	-37%
Other	15,102	24%	\$5,550	35%
TOTAL	41,110	10%	\$15,361	15%

Exports for other canned tomatoes rose 10% in volume and 15% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 41.1 million-lbs. were exported compared with 37.3 million-lbs. in 2013. The total cost was about \$15.4 million, rising from \$13.3 million in 2013.

KETCHUP - Imports dropped 90% in volume and 87% in dollar value in a year-to-date comparison ending Dec. 31. About 3.4 million-lbs. were imported compared with 33.4 million-lbs. in

2013. The total cost was about \$2.4 million, down from \$19.1 million in 2013.

Exports jumped 117% in volume and 95% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 133.6 million-lbs. were exported compared with 61.7 million-lbs. in 2013. The total cost was about \$56.3 million, up from \$28.9 million the previous year.

TOMATO PRODUCT IMPORTS MARKETING YEAR 2014/15 JUNE 1-DEC. 31

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
Sauce, Containers 1.4 kg or more				
Canada	1,336	-25%	\$1,641	-3%
Mexico	372	-36%	\$197	-36%
TOTAL	3,154	-16%	\$3,051	-12%
Sauce, Containers less than 1.4 kg				
Mexico	16,003	16%	\$9,207	23%
Dom. Rep.	5,013	14%	\$1,950	25%
TOTAL	24,688	17%	\$15,267	22%
Tomato-Based Prep. For Sauce less than 1.4 kg				
Italy	41,934	4%	\$10,891	7%
Canada	226	-1%	\$282	15%
TOTAL	43,316	2%	\$12,333	3%
Tomato-Based Prep. For Sauce, NESOI				
Italy	107,089	8%	\$40,745	15%
Canada	1,025	4%	\$1,191	9%
TOTAL	111,174	7%	\$43,121	14%
Ketchup				
Canada	2,743	-91%	\$1,878	-90%
TOTAL	3,362	-90%	\$2,441	-87%
Tomato Puree, Containers 1.4 kg or more				
TOTAL	432	-23%	\$238	0%
Tomato Puree, Containers less than 1.4 kg				
Italy	4,119	24%	\$2,102	32%
TOTAL	4,852	42%	\$2,387	46%
Paste, Containers 1.4 kg or more				
China	968	-3%	\$402	-10%
Italy	210	-50%	\$252	-73%
TOTAL	1,517	-8%	\$868	-43%
Paste, Containers less than 1.4 kg				
Italy	2,167	38%	\$1,859	75%
TOTAL	4,040	11%	\$3,030	37%

PASTE - Imports for containers 1.4 kg or more dropped 8% in volume and 43% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 1.5 million-lbs. were imported compared with 1.6 million-lbs. in 2013. The total cost was about \$868,000, down from \$1.5 million in 2013.

Imports for containers less than 1.4kg climbed 11% in volume and 37% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 4.0 million-lbs. were imported compared with 3.6 million-lbs. in 2013. The total cost was about \$3.0 million, up from \$2.2 million in 2013.

Imports for tomato-based prep, NESOI increased 7% in volume and 14% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 111.2 million-lbs. were imported compared with 103.5 million-lbs. in 2013. The total cost was about \$43.1 million, down from \$37.9 million in 2013.

Imports for tomato-based prep for sauce in containers less than 1.4kg increased 2% in volume and 3% in dollar value in a

marketing year-to-date comparison ending Dec. 31. About 43.3 million-lbs. were imported compared with 42.4 million-lbs. in 2013. The total cost was about \$12.3 million, up from \$12.0 million in 2013.

Exports decreased 1% in volume and increased 6% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 536.4 million-lbs. were exported compared with 541.7 million-lbs. in 2013. The total cost was about \$210.5 million, up from \$197.9 million in 2013.

TOMATO PRODUCT EXPORTS MARKETING YEAR 2014/15

JUNE 1-DEC. 31

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
Tomato Sauce				
Canada	171,132	-8%	\$88,305	1%
Mexico	20,708	1%	\$9,299	-1%
UK	2,370	-33%	\$948	-39%
Japan	12,765	-36%	\$5,704	-31%
Other	62,230	-86%	\$20,415	-2%
TOTAL	269,205	-61%	\$124,671	-2%
Tomato Paste				
Canada	46,229	-14%	\$19,543	-7%
Mexico	55,694	-21%	\$23,161	-10%
Japan	16,383	-7%	\$6,721	-3%
Korea	16,520	10%	\$6,798	14%
Australia	7,346	-36%	\$3,057	-29%
Italy	96,441	5%	\$41,820	27%
Other	297,832	6%	\$109,374	8%
TOTAL	536,444	-1%	\$210,474	6%
Ketchup				
Mexico	11,997	61%	\$4,970	60%
Canada	63,965	538%	\$25,129	476%
Japan	4,770	660%	\$1,749	541%
Hong Kong	4,340	740%	\$1,983	755%
Other	48,556	13%	\$22,491	8%
TOTAL	133,628	117%	\$56,322	95%

PUREE - Imports sauce in containers 1.4 kg or more declined 23% in volume and remained flat in dollar value in a year-to-date comparison ending Dec. 31. About 432,000 were imported compared with 558,000 in 2013. The total cost was about \$238,000 for both years.

Imports sauce in containers less than 1.4 kg jumped 42% in volume and 46% in dollar value in a year-to-date comparison ending Dec. 31. About 4.9 million-lbs. were imported compared with 3.4 million-lbs. in 2013. The total cost was about \$2.4 million, up from \$1.6 million in 2013.

SAUCE - Imports for containers 1.4 kg or more dropped 16% in volume and 12% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 3.2 million-lbs. were imported compared with 3.7 million-lbs. in 2013. The total cost was about \$3.1 million, down from \$3.5 million in 2013.

Imports for containers less than 1.4 kg rose 17% in volume and 22% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 24.7 million-lbs. were imported compared with 21.0 million-lbs. in 2013. The total cost was about \$15.3 million, rising from \$12.6 million in 2013.

Exports decreased 61% in volume and 2% in dollar value in a marketing year-to-date comparison ending Dec. 31. About 269.2 million-lbs. were exported compared with 278.0 million-lbs. in 2013. The total cost was about \$124.7 million, down from \$127.3 million in 2013.

FROZEN VEGETABLES

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OVERVIEW - Imports decreased 1% in volume and 3% in dollar value in a year-to-date comparison ending Dec. 31. About 2.37 billion-lbs. were imported compared with 2.39 billion-lbs. in 2013. The total cost was about \$1.11 billion, down from \$1.14 billion in 2013.

FROZEN VEGETABLE IMPORTS JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

Item	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
Peas	51,109	6%	\$29,856	5%
Canada	15,289	-22%	\$10,023	-21%
Whole Green Beans	38,544	-8%	\$29,639	-10%
Canada	18,449	42%	\$11,735	42%
Cut Green Beans	34,657	4%	\$19,204	0%
Canada	31,317	5%	\$17,680	0%
Spinach	85,976	25%	\$32,825	27%
Mexico	33,631	25%	\$16,280	27%
Sweet Corn	48,668	5%	\$26,283	-2%
Canada	38,034	9%	\$19,045	2%
Bamboo Shoots	2,892	-8%	\$2,434	3%
China	2,554	-12%	\$1,816	-5%
Mushrooms	34,685	-5%	\$19,357	0%
Netherlands	32,026	-4%	\$15,093	1%
Brussels Sprouts	42,992	12%	\$19,814	14%
Belgium	31,241	17%	\$13,679	20%
Okra	30,747	50%	\$12,422	67%
Guatemala	24,547	54%	\$9,380	78%
Asparagus	14,372	-2%	\$12,931	-12%
Peru	8,567	-18%	\$7,318	-33%
Broccoli Spears	31,851	-6%	\$17,568	-3%
Mexico	14,828	2%	\$10,161	7%
Cauliflower	71,689	10%	\$34,820	15%
Mexico	58,336	10%	\$29,139	13%
Mixed Vegetables	164,885	-3%	\$100,203	-2%
Mexico	88,377	-3%	\$56,137	-1%
French Fries	1,439,208	-4%	\$621,200	-7%
Canada	1,427,380	-3%	\$616,637	-7%
Potatoes	274,582	8%	\$124,230	7%
Canada	268,741	9%	\$120,153	7%
Beans, Prepared	4,546	-56%	\$3,412	-49%
France	2,291	-71%	\$1,386	-70%
GRAND TOTAL	2,371,402	-1%	\$1,106,196	-3%

French fries, the largest market in the sector, had volume decline by 4% to 1.4 billion-lbs. and dollar sale 7% to \$621.2 million for 2014. Mixed vegetables, the third largest importer product, saw declines as well. About 164.9 million-lbs. were imported in 2014, down 3% with the total cost about \$100.2 million, down 2% for the year.

Exports increased 3% in volume and dollar value for 2014. About 2.7 billion-lbs. were exported compared with 2.6 billion-lbs. in 2013. The total cost was about \$1.44 billion, up from \$1.40 billion in 2013.

FROZEN VEGETABLE EXPORTS JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
Potatoes, uncooked	70,180	1%	\$30,415	3%
Japan	26,466	-23%	\$12,491	-19%
Peas	33,892	-5%	\$16,570	-7%
Canada	16,148	-26%	\$7,749	-27%
Beans	23,748	42%	\$11,278	39%
Canada	12,873	95%	\$6,549	94%
Beans, uncooked	1,949	221%	\$1,272	204%
Mexico	825	486%	\$536	402%
Spinach	6,388	-48%	\$3,709	-47%
Canada	5,579	-49%	\$3,209	-49%
Sweet Corn	155,824	33%	\$82,092	27%
Japan	62,065	35%	\$35,231	27%
Asparagus	1,071	43%	\$1,489	53%
Canada	689	201%	\$1,027	182%
Other Vegetables	92,426	5%	\$48,738	8%
Canada	65,481	7%	\$34,621	7%
Vegetable Mixes	47,987	3%	\$33,996	2%
Japan	20,895	12%	\$13,583	-2%
French Fries	1,913,306	2%	\$981,868	3%
Japan	513,450	6%	\$259,243	3%
Potatoes, Except Fries	166,928	4%	\$101,061	1%
Japan	42,053	-20%	\$30,164	-20%
Beans, Prepared*	1,100	-39%	\$834	-41%
St. Lucia	365	96%	\$223	97%
Carrots, Prepared*	1,015	-23%	\$687	-14%
Japan	689	-3%	\$396	10%
Sweet Corn, Prepared*	28,657	-23%	\$15,074	-28%
China	9,567	386%	\$4,864	371%
Peas, Prepared*	2,756	8%	\$1,153	-15%
Australia	9	-98%	\$4	-98%
Misc. Veg. & Mixes, Prep.*	103,006	0%	\$110,346	2%
Canada	41,982	4%	\$59,920	-2%
GRAND TOTAL	2,650,233	3%	\$1,440,584	3%

* Includes vegetables in butter sauce.

Sweet corn and French fries drove the growth for frozen vegetable exports. Sweet corn jumped 33% in volume to 155.8 million-lbs. and rose 27% to \$82.1 million in dollar sales, ranking third and fourth respectively in the sector. French fries, the biggest exporter for volume and dollar sales, increased 2% to 1.9 billion-lbs. for volume and 3% to \$981.9 million in dollar value.

POTATOES – Imports for potatoes not including French fries increased 8% in volume and 7% in dollar value in a year-to-date comparison ending Dec. 31. About 274.6 million-lbs. were imported compared with 255.2 million-lbs. in 2013. The total cost was about \$124.2 million, up from \$116.3 million the previous year.

Exports for potatoes not including French fries increased 4% in volume and 1% in dollar value in a year-to-date comparison ending Dec. 31. About 166.9 million-lbs. were exported compared with 160.5 million-lbs. in 2013. The total cost was about \$101.1 million, rising from \$100.3 million in 2013.

CANNED FRUIT

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IMPORTS – Total canned fruit imports increased by 5% in volume to 1.3 billion-lbs. during the Jan. 1-Dec. 31 time period in a year-to-year comparison. Canned fruit import value also increased by 4% during the same time period, up to \$716 million. The leading import by volume, canned pineapple, dropped 8% in volume and 3% in value. Sugared pineapples also saw an 11% decrease in value alongside a 5% decrease in volume during the time period.

U.S. CANNED/GLASS FRUIT IMPORTS JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Quantity		Value	
	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
Apricots*	3,247	-43%	\$1,889	-31%
China	2,564	-49%	\$1,100	-44%
Cherries, Maraschino*	3,652	8%	\$6,240	26%
Canada	2,446	-7%	\$3,099	-8%
Cherries, Sweet*	3,652	8%	\$3,204	2%
Canada	1,134	1685%	\$1,346	246%
Cherries, Tart*	4,229	25%	\$4,445	15%
Mexico	1,345	59%	\$1,082	42%
Mandarins & Satsumas*	273,548	-4%	\$166,595	-5%
China	272,575	-4%	\$165,868	-5%
Mandarins & Tangerines*	36,543	23%	\$14,827	26%
China	31,623	13%	\$13,101	17%
Pears, Less than 1.4 kg*	27,299	-16%	\$19,285	-16%
China	24,056	-19%	\$16,729	-18%
Pears, 1.4 kg or more*	40,998	2%	\$16,081	14%
China	36,852	-5%	\$13,638	3%
Peaches, Less than 1.4 kg*	71,460	-5%	\$77,265	-6%
China	71,460	-5%	\$52,719	5%
Peaches, 1.4 kg or more*	105,269	3%	\$46,065	10%
China	75,241	1%	\$30,902	3%
Pineapples, Sugared	89,561	-5%	\$38,890	-11%
Philippines	48,088	11%	\$16,030	-5%
Pineapples*	603,389	-8%	\$268,761	-3%
Thailand	294,573	-7%	\$136,463	-1%
Satsumas, Sugared	48,829	-8%	\$27,770	-20%
China	48,728	-8%	\$27,679	-20%
Satsumas*	37,695	-1%	\$26,340	0%
China	37,444	-2%	\$26,040	-1%
TOTAL	1,349,372	5%	\$716,594	4%

*NESOI

Mandarins and satsumas, the second largest imported canned fruit by volume, decreased in volume and value by 4% and 5%, respectively. Mandarins and tangerines showcased a 23% increase in volume to 36.5 million-lbs. and 26% increase in value to \$14.8 million during the time frame. Canned sugared satsumas dropped 8% in volume and 20% in value. Imports of canned satsumas decreased by 1% in volume while value remained realistically unchanged at \$26.3 million.

Imported sweet cherries from Canada increased by a staggering 1685% in volume and 246% in value although total volume at 1.1 million-lbs. was comparatively low. Maraschino and tart varieties also showcased growth, up 8% and 25% in volume, respectively. Value for canned maraschino imports rose by 26%. Canned tart cherry imports saw exceptional value increases in Mexico, up 42% to \$1.1 million.

EXPORTS – Total canned fruit exports rose slightly by 1% to 307.7 million-lbs. in a year-to-year comparison for the Jan. 1-

Dec. 31 time period. Exports saw a 5% rise in value to \$189 million during the same time frame. Canned tart cherries, wild blueberries and olives contributed to the overall growth with their export values rising by 59%, 39% and 33% during the time frame.

U.S. CANNED/GLASS FRUIT EXPORTS

JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Quantity		Value	
	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
Apricots	1,703	-2%	\$1,373	10%
Canada	954	21%	\$766	38%
Cherries, Maraschino	12,516	8%	\$13,515	9%
Thailand	2,846	10%	\$2,865	19%
Cherries, Sweet	6,397	-35%	\$7,875	-21%
Japan	1,614	89%	\$1,989	103%
Cherries, Tart	21,402	6%	\$14,481	59%
Canada	14,220	69%	\$9,475	65%
Citrus, NESOI	155,310	-3%	\$71,402	-27%
Netherlands	58,793	-7%	\$20,060	-59%
Grapefruit	2,193	14%	\$936	11%
Japan	657	-39%	\$285	-38%
Nectarines	440	-77%	\$353	-66%
Mexico	197	-89%	\$134	-87%
Olives	20,648	42%	\$18,537	33%
Canada	11,511	16%	\$11,029	13%
Peaches	48,422	-5%	\$26,485	-3%
Canada	24,028	23%	\$12,182	21%
Pears	12,867	-6%	\$6,990	-6%
Canada	6,820	-5%	\$4,057	-2%
Pineapples	8,136	-19%	\$4,631	-16%
Mexico	4,588	-4%	\$2,471	3%
Strawberries	15,036	28%	\$13,799	25%
Mexico	4,937	54%	\$2,942	18%
Wild Blueberries	2,645	27%	\$2,968	39%
South Korea	1,180	74%	\$1,448	91%
TOTAL	307,714	1%	\$188,994	5%

Sweet cherries experienced a 35% drop in volume and 21% drop in value despite leading importer Japan bringing in 89% more volume in 2014. Canned sweet cherry exports to Japan increased to \$2 million during the same time period, up 103%. Canned maraschino cherry exports saw a 19% increase in value when shipped to leading importer Thailand.

PROCESSED SEAFOOD

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CRABMEAT - Exports overall dropped 15% in volume and 11% in dollar value in a year-to-date comparison ending Dec. 31. About 2.0 million-lbs. were imported compared with 2.4 million-lbs. in 2013. The total cost was about \$10.9 million, down from \$12.2 million in 2013.

LOBSTER - Imports overall increased 2% in volume and dropped 23% in dollar value in a year-to-date comparison ending Dec. 31. About 1.7 million-lbs. were imported compared with 1.6 million-lbs. in 2013. The total cost was about \$3.9 million, down from \$5.1 million in 2013.

Exports overall jumped 20% in volume and 35% in dollar value in a year-to-date comparison ending Dec. 31. About 9.3 million-lbs. were imported compared with 6.6 million-lbs. in 2013. The total cost was about \$59.5 million, up from \$44.0 million in 2013.

TUNA - Imports of canned tuna overall rose 6% in volume and decreased 7% in dollar value in 2014. About 522.6 million-lbs. were imported compared with 495.2 million-lbs. in 2013. The total cost was about \$1.06 billion, down from \$1.14 billion in 2013.

U.S. IMPORTS OF CANNED TUNA

JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Pounds (1,000)		Dollars (\$1,000)	
	% Chg.	% Chg.	% Chg.	% Chg.
Tuna & Skipjack, In Oil, In Foil/Other Flexible Containers, <6.8-kg.				
Ecuador	3,137	-50%	\$7,140	-59%
Total	3,883	-27%	\$8,733	-54%
Tuna, Albacore, In Oil, NESOI				
Spain	275	17%	\$906	15%
Total	1,650	46%	\$5,132	48%
Tuna & Skipjack, In Oil, NESOI				
Mexico	5,233	47%	\$9,495	31%
Total	10,289	35%	\$21,941	26%
Tuna & Skipjack, Not In Oil, Not in Airtight Containers, >6.8-kg.				
Thailand	1,033	43%	\$2,032	23%
Total	1,071	0%	\$2,082	-8%
Tuna, Albacore, Not In Oil, In Foil/Other Flexible Cont., <6.8-kg.				
Ecuador	5,008	152%	\$14,389	126%
Total	9,543	51%	\$26,534	41%
Tuna, Albacore, Not In Oil, NESOI				
Thailand	20,080	35%	\$49,701	36%
Total	44,115	20%	\$105,148	18%
Tuna, NESOI, not in oil, in foil airtight container, < 6.8-kg.				
Ecuador	26,293	1%	\$76,339	-1%
Total	73,774	1%	\$184,096	-13%
Other Tunas & Skipjack, Not In Oil, NESOI				
Thailand	125,269	5%	\$198,360	-10%
Total	206,844	-1%	\$321,409	-15%
Tuna/skipjack No oil, Not Airtight Cont, > 6.8KG				
Thailand	57,543	18%	\$127,632	0%
Total	171,412	12%	\$384,836	-3%
GRAND TOTAL	522,580	6%	\$1,059,912	-7%

AMERICAN EXPORTS OF LOBSTER TO CHINA CLIMBED to \$90.5 million in 2014 from \$2.1 million in 2009. China took about 12% of U.S. lobster exports in 2014, up from 0.6% in 2009. Chinese New Year is on the verge of becoming Maine's second-biggest lobster shipping week of the year, behind Christmas week, according to industry officials. Additionally, lobstermen say the year-round demand from China helped drive prices up, reported *Bradenton Herald* (Feb. 17).

MACKEREL - Imports gained 7% in volume and 8% in dollar value in a year-to-date comparison ending Dec. 31. About 23.1 million-lbs. were imported compared with 21.7 million-lbs. in 2013. The total cost for 2014 was about \$28.1 million, up from the previous year's \$26.1 million.

SARDINES - Imports overall for 2014 increased 5% in volume and 3% in dollar value. About 51.6 million-lbs. were imported compared with 49.0 million-lbs. the previous year. The total cost was about \$109.7 million, up from \$106.3 million in 2013.

Exports plummeted 89% in volume and 86% in dollar value in a year-to-date comparison ending Dec. 31. About 598,000-lbs. were imported compared with 5.5 million-lbs. in 2013. The total cost was about \$385,000, down from \$2.8 million.

SALMON – Imports of canned salmon overall decreased 18% in volume and 15% in dollar value in 2014. About 21.0 million-lbs. were imported compared with 25.6 million-lbs. the previous year. The total cost was about \$64.3 million, down from \$75.4 million in 2013.

**U.S. IMPORTS OF CANNED SALMON
JAN. 1-DEC. 31, 2014**

(Source: Bureau of Census)

	Pounds (1,000)	% Chg.	Dollars (\$1,000)	% Chg.
Salmon Nesoi Whole/Pieces In Oil in Airtight Cont.				
Thailand	119	1%	\$723	11%
Total	200	18%	\$1,054	28%
Pink (humpie) Salmon, Not in Oil, Canned				
Thailand	6,015	-23%	\$12,125	-35%
Total	9,874	-29%	\$19,660	-36%
Salmon Sockeye, Not in Oil, Canned				
Canada	289	-46%	\$1,558	-38%
Total	320	-40%	\$1,614	-36%
Salmon, Neosi, Not in Oil, Canned				
Chile	2,074	-12%	\$8,761	0%
Total	2,708	-7%	\$11,210	9%
Salmon, Whole or in Pieces, But not Minced, Nesoi				
Thailand	3,883	-27%	\$11,795	-41%
Total	7,882	-3%	\$30,749	-1%
GRAND TOTAL	20,984	-18%	\$64,288	-15%

Exports of canned salmon decreased 9% in volume and 11% in dollar value in a year-to-date comparison ending Dec. 31. About 82.7 million-lbs. were exported compared with 91.1 million-lbs. in 2013. The total cost was about \$186.4 million, declining from \$210.3 million the previous year.

**U.S. EXPORTS OF CANNED SALMON
JAN. 1-DEC. 31, 2014**

(Source: Bureau of Census)

	Pounds (1,000)	% Chg.	Dollars (\$1,000)	% Chg.
CHUM				
Dominican Republic	222	4%	\$281	14%
Total	2,010	237%	\$2,668	251%
PINK				
Canada	17,551	-31%	\$29,467	-19%
Total	46,147	-6%	\$70,599	-6%
SOCKEYE				
Canada	13,501	7%	\$55,327	6%
Total	22,615	-17%	\$90,004	-14%
SALMON NOT IN OIL				
UK	5,280	-10%	\$9,371	-24%
Total	9,021	-16%	\$16,474	-28%
OTHER SALMON				
Canada	1,456	-26%	\$3,713	-18%
Total	2,915	-15%	\$6,606	-8%
GRAND TOTAL	82,708	-9%	\$186,352	-11%

DRIED VEGETABLES

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DRIED BEANS – Trading activity was slow on light demand. Major Northwestern ports are still experiencing shipping

issues with no resolution in sight, and the railroad and trucking situation is still an ongoing factor in shipping product. U.S. Secretary of Labor Tom Perez has been sent to deal with the port conflict as business from other countries continue to leave the ports. Vancouver, Canada, ports are reporting increased business. The added challenge of the strength of the US dollar versus other currencies also has no effect.

DEALER DRIED BEAN PRICES

Per cwt. f.o.b. area indicated

	Current Week	Year Ago
Pinto		
Colorado	\$32.00 - \$33.00	\$45.00 - \$46.00
North Dakota	\$30.00 - \$31.00	\$40.00 - \$42.00
Great Northern		
Nebraska	\$45.00 - \$48.00	Not Established
North Dakota	Not Established	Not Established
Light Red Kidney		
Nebraska	Not Established	Not Established
Michigan	Not Established	Not Established
Wisconsin	\$61.00 - \$65.00	Not Established
Dark Red Kidney		
Michigan	Not Established	Not Established
Minnesota	Not Established	Not Established
Pink		
Idaho	\$49.00	V Ltd \$52.00 - \$54.00
Small Red		
Idaho	Not Established	Not Established
Black		
Michigan	\$49.00 \$50.00	\$48.00 - \$51.00
North Dakota	\$45.00 - \$46.00	\$44.00 - \$45.00
Pea Beans		
Michigan	\$38.00 - \$40.00	\$54.00 - \$55.00
Garbanzos		
Washington	\$37.00 - \$39.00	\$38.00 - \$40.00

PEAS AND LENTILS – IDAHO/WASHINGTON: Trading activity was moderate on moderate buyer demand. Dealer: whole green peas were 2.00 higher, Pardina lentils and Austrian winter peas were not established and yellow peas were steady and brewers' lentils were steady. Grower: whole green peas, Austrian winter peas were steady, whole yellow peas were 1.00 higher, Pardina lentils were steady and brewers' lentils were steady. NORTH DAKOTA/MONTANA: Trading activity was slow on moderate buyer demand. Dealer: whole green peas, yellow peas and lentil richlea were not established. Grower: whole green peas were steady, lentil richlea were steady and whole yellow peas were steady.

CALIFORNIA BEANS – Trading activity 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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DRIED FRUITS – Imports decreased 13% in volume and increased 3% in dollar value in a year-to-date comparison ending Dec. 31. About 92.2 million-lbs. were imported compared with 105.6 million-lbs. in 2013. The total cost was about \$130.0 million, up from \$125.8 million in 2013.

U.S. IMPORTS OF DRIED FRUITS JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

Item	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
Currants	1,219	-63%	\$1,365	-57%
Greece	811	301%	\$835	176%
Sultanas	1,762	78%	\$806	37%
Turkey	341	-56%	\$340	6%
Raisins, Seedless	21,651	-25%	\$23,252	-24%
Chile	12,276	-11%	\$13,928	-12%
Raisins, Seeded	5,288	222%	\$1,481	122%
China	2,885	108%	\$687	100%
Apricots	30,536	-13%	\$54,764	19%
Turkey	29,382	-14%	\$52,576	17%
Apples	12,878	14%	\$36,147	6%
Chile	7,049	23%	\$20,686	18%
Papayas	3,498	13%	\$4,190	30%
Thailand	3,424	17%	\$4,104	35%
Cherries	2,065	156%	\$1,944	62%
Turkey	1,152	282%	\$1,040	100%
Peaches	6,835	-37%	\$1,477	-36%
Chile	4,054	-38%	\$823	-40%
Tamarinds	6,491	1%	\$4,584	22%
Thailand	2,945	-3%	\$2,606	33%
GRAND TOTAL	92,222	-13%	\$130,011	3%

Movement of apricots was the driving force for overall market results last year. The largest dried fruit imported, apricots were down 13% in volume to 30.5 million-lbs. while the dollar value rose 19% to \$54.8 million.

Exports except for raisins decreased 1% in volume and dollar value in a year-to-date comparison ending Dec. 31. About 461.1 million-lbs. were exported compared with 463.5 million-lbs. in 2013. The total cost was about \$414.9 million, down from \$421.1 million in 2013.

Double digit percentage drops for prunes for both volume and dollar value fueled the decrease. Exports decreased 14% in volume and 11% dollar value in a year-to-date comparison ending Dec. 31. About 138.1 million-lbs. were exported compared with 160.7 million-lbs. in 2013. The total cost was about \$172.3 million, down from \$194.2 million in 2013.

RAISINS – Imports for seedless raisins decreased 25% in volume and 24% in dollar value in a year-to-date comparison ending Dec. 31. About 21.7 million-lbs. were imported compared with 28.7 million-lbs. in 2013. The total cost was about \$23.2 million, down from \$30.8 million in 2013.

Imports for seeded raisins increased 222% in volume and 122% in dollar value in 2014. About 5.3 million-lbs. were imported compared with 1.6 million-lbs. in 2013. The total cost was about \$1.5 million, up from \$665,000 in 2013.

Exports increased 15% in volume and 6% in dollar value in 2014. About 338.0 million-lbs. were exported compared with 294.6 million-lbs. in 2013. The total cost was about \$411.1 million, up from \$386.9 million in 2013.

NUT AND SEEDS – Imports increased 14% in volume and 17% in dollar value in a year-to-date comparison ending Dec. 31. About 585.3 million-lbs. were imported compared with 515.0 million-lbs. in 2013. The total cost was about \$1.5 billion, up from \$1.3 billion in 2013.

U.S. IMPORTS OF NUTS AND NUTMEATS, JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Pounds (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
Coconuts, Desiccated	115,095	32%	\$129,797	97%
Philippines	91,348	25%	\$104,984	90%
Brazil Nuts, Inshell	1,700	8%	\$2,983	13%
Brazil	1,678	9%	\$2,937	13%
Brazil Nuts, Shelled	19,534	9%	\$64,671	23%
Bolivia	11,790	28%	\$39,235	51%
Cashews, Inshell	403	-34%	\$1,298	-31%
Vietnam	267	-7%	\$837	-17%
Cashews, Shelled	304,488	5%	\$940,600	3%
Vietnam	200,216	20%	\$605,897	19%
Hazelnuts, Inshell	2,579	-21%	\$3,328	-12%
Chile	2,216	-7%	\$2,789	-4%
Hazelnuts, Shelled	6,836	-30%	\$26,259	-8%
Turkey	6,406	-32%	\$24,462	-11%
Pecans, Inshell	58,154	25%	\$101,191	41%
Mexico	58,510	26%	\$101,156	41%
Pecans, Shelled	75,954	32%	\$262,435	55%
Mexico	75,362	32%	\$259,809	54%
Pignolia, Shelled	552	-4%	\$6,055	-4%
China	245	-25%	\$2,507	-17%
GRAND TOTAL	585,296	14%	\$1,538,616	17%

Gains for 2014 imports were driven by shelled cashews and desiccated coconuts. Shelled cashews, the largest product for both volume and sales, had volume increase of 5% to 304.5 million-lbs. and a 3% increase in dollar value to \$940.6 million. Coconut growth tied for the highest percentage in volume, with shelled pecans, and was the highest in dollar value. Imports for coconuts grew to 115.1 million-lbs., up 32% with dollar value hitting \$129.8 million, jumping 97% from the previous year.

Exports except for almonds and pistachios decreased 5% in volume and increased 5% in dollar value in a year-to-date comparison ending Dec. 31. About 1.36 billion-lbs. were exported compared with 1.43 billion-lbs. in 2013. The total cost was about \$2.44 billion, up from \$2.32 billion in 2013.

The drop in volume was due to significant drops by the top three products that are exported in 2014. Shelled peanuts for 2014 was down 12% to 475.1 million-lbs. while inshell peanuts declined 7% to 169.4 million-lbs. Inshell walnuts dropped 21% to 271.9 million-lbs. from the previous year.

The prices of pecans lead to overall dollar value growth. Inshell pecans rose 43% to \$272.9 million for the year ending Dec. 31 while shelled pecans recorded a 13% increase to \$182.0 million. Shelled walnuts rose 24% to a category-leading \$882.6 million.

ALMONDS – Exports decreased 7% in volume and increased 11% in dollar value in 2014. About 989.6 million-lbs. were exported compared with 1.06 billion-lbs. in 2013. The total dollar value was about \$3.56 billion, up from \$3.21 billion in 2013.

PISTACHIOS – Exports declined 15% in volume and 10% in dollar value in a year-to-date comparison ending Dec. 31. About 255.3 million-lbs. were exported compared with 301.6 million-lbs. in 2013. The total cost was about \$993.3 million, down from \$1.10 billion in 2013.

FROZEN FRUIT

Analyst: Chris Campbell 201.791.5570 ext. 225 chris.campbell@foodinstitute.com

IMPORTS – Total frozen fruit imports increased by 13% in volume to 523.4 million-lbs. and 20% in value to \$455.4 million during the Jan. 1-Dec. 31 time frame in a year-to-year comparison. Imports of frozen strawberries, less than 1.2L, increased by 26% to \$16.7 million in value despite a 3% decrease in volume during the time frame. Imports of frozen strawberries, more than 1.2L, less than 25% sugar, rose 19% in value and 7% in volume. Imports of frozen strawberries, more than 1.2L, NESOI, increased 20% in volume and 23% in value during the time frame.

U.S. FROZEN FRUIT IMPORTS JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Quantity		Value	
	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
Bananas & Plantains	41,430	30%	\$19,931	33%
Costa Rica	17,471	30%	\$7,764	34%
Blackberries	26,738	54%	\$30,751	52%
Chile	15,146	79%	\$20,832	74%
Cranberries	33,069	-7%	\$15,959	-24%
Canada	32,455	-9%	\$15,623	-25%
Cult. Blueberries	80,801	-4%	\$52,471	-7%
Canada	51,708	7%	\$52,471	-7%
Mangoes	116,918	-9%	\$82,204	2%
Mexico	76,761	-16%	\$50,998	-3%
Papayas	17,864	24%	\$3,700	21%
Costa Rica	8,547	-8%	\$1,684	-1%
Pineapples	73,936	50%	\$55,248	62%
Costa Rica	40,391	82%	\$28,692	100%
Raspberries	53,467	30%	\$90,246	53%
Chile	29,733	18%	\$57,931	38%
Strawberries, Less than 1.2L	22,513	-3%	\$16,865	26%
Mexico	14,518	-7%	\$8,271	31%
Strawberries, More than 1.2L, less than 25% sugar	83,164	7%	\$61,243	19%
Mexico	81,480	7%	\$60,122	19%
Strawberries, More than 1.2L, NESOI	118,201	20%	\$81,384	23%
Mexico	84,852	7%	\$56,601	10%
Sweet Cherries	16,177	131%	\$18,884	161%
Turkey	8,230	260%	\$7,054	344%
Wild Blueberries	47,390	15%	\$75,783	5%
Canada	43,386	15%	\$69,725	4%
TOTAL	523,400	13%	\$455,436	20%

Imports of frozen bananas and plantains saw significant growth during the Jan.1-Dec. 31 time frame, up 30% in volume to 41.4 million-lbs. and 33% in value to \$19.9 million. Imports specifically from Costa Rica closely mirrored this trend, with a 30% increase in volume and a 34% increase in value during the time frame.

Frozen cultivated blueberry imports dropped by 4% in volume to 80.8 million-lbs. and 7% in value during the time frame. Imports from Canada also dropped 7% in value despite a 7%

increase in volume. Frozen wild blueberry imports increased by 15% in volume to 47.4 million-lbs. and 5% in value to \$75.8 million during the time frame. Imports from Canada were similar to the overall trend, with a 15% increase in volume and a 4% increase in value.

EXPORTS – Total frozen fruit imports increased by 7% in volume 277.4 million-lbs. and 1% in value to \$268.1 million during the Jan. 1-Dec. 31 time frame in a year-to-year comparison. Exports of frozen fruit & nuts increased 22% in volume, up to 100.4 million-lbs. Value also increased by 12% to \$96.4 million.

U.S. FROZEN FRUIT EXPORTS JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Quantity		Value	
	Pounds (1,000)	% Chg. Last Yr.	Dollars (1,000)	% Chg. Last Yr.
Strawberries	78,076	-5%	\$56,164	-8%
Canada	40,377	-8%	\$29,342	-10%
Raspberries	14,292	-28%	\$23,083	-21%
Canada	6,706	-40%	\$11,106	-30%
Wild Blueberries	20,516	5%	\$25,605	4%
Canada	11,404	20%	\$14,699	23%
Cult. Blueberries	37,691	13%	\$49,294	-3%
Canada	14,770	-20%	\$18,143	-37%
Sweet Cherries	9,354	22%	\$7,958	15%
Canada	3,895	-22%	\$3,433	-27%
Tart Cherries	17,072	26%	\$9,628	24%
Canada	10,489	5%	\$6,061	5%
Fruit & Nuts*	100,429	22%	\$96,356	12%
Canada	56,516	32%	\$49,227	11%
TOTAL	277,429	7%	\$268,086	1%

*Includes raspberries, blackberries, loganberries, currants and gooseberries

Exports of frozen cultivated blueberries increased by 13% in volume during the time frame, up to 37.7 million-lbs. Value for frozen cultivated blueberries fell to \$49.3 million, representing a 3% decrease. Frozen wild blueberry exports rose 5% during the time frame, up to 20.5 million-lbs. Value also increased by 4%, up to \$25.6 million. Canada was the leading importer for both varieties. Frozen wild blueberry exports to Canada rose by 20% in the year-to-year comparison, while frozen cultivated blueberry exports dropped by 20%.

Exports of frozen sweet cherries rose by 22% to 99.4 million-lbs. Value also increased by 15% to \$8 million during the time frame. Exports of frozen tart cherries also saw growth, up 26% in volume to 17.1 million-lbs. and 24% in value to \$9.6 million during the Jan. 1-Dec. 31 time frame.

JUICES & CONCENTRATES

Analyst: James P. Hickey 201.791.5570 ext. 227 james.hickey@foodinstitute.com

APPLE – Imports for unfermented frozen concentrate 70/71 brix equivalent increased 6% in volume and 2% in dollar value in a year-to-date comparison ending Dec. 31. About 7.3 million-gal. were imported compared with 7.0 million-gal. in 2013. The total cost was about \$62.6 million, up from \$61.6 million in 2013.

Imports for unfermented unfrozen concentrate 70/71 Brix equivalent dropped 16% in volume and 15% in dollar value in a year-to-

date comparison ending Dec. 31. About 48.8 million-gal. were imported compared with 58.3 million-gal. in 2013. The total cost was about \$481.4 million, down from \$568.8 million in 2013.

Exports declined 16% in volume and 14% in dollar value in a year-to-date comparison ending Dec. 31. About 566,000-gal. were exported compared with 675,000-gal. in 2013. The total cost was about \$19.8 million, down from \$22.9 million.

GRAPEFRUIT - Exports dropped 31% in volume and 28% in dollar value in 2014. About 815,000-gal. were exported compared with 1.2 million-gal. in 2013. The total cost was about \$27.5 million, down from \$38.3 million.

SELECT JUICE CONCENTRATE IMPORTS

JAN. 1-DEC. 31, 2014

(Source: Bureau of Census)

	Gallons (1,000)	% Chge.	Dollars (1,000)	% Chge.
Pineapple - 72 Brix	600	37%	\$5,085	32%
Indonesia	350	117%	\$2,720	130%
Thailand	204	-13%	\$1,706	-19%
Costa Rica	27	25%	\$487	212%
Pineapple (Frozen) - 60 Brix	86	-84%	\$1,244	-83%
Costa Rica	56	-89%	\$766	-88%
Grape - 68 Brix	9,964	-17%	\$103,111	-37%
Argentina	8,387	-14%	\$78,806	-37%
Chile	301	-63%	\$4,985	-63%
Turkey	323	33%	\$5,227	40%
Australia	433	-17%	\$5,401	-28%
Pear - 71 Brix	6,603	-18%	\$45,745	-19%
Argentina	1,386	-63%	\$10,482	-59%
China	5,124	20%	\$33,190	13%
Turkey	28	112%	\$490	14%
Lemon (Frozen) - 400 GPL	4,949	12%	\$69,361	55%
Argentina	3,085	-10%	\$44,578	28%

*Based on the Bureau of Census data for Single Strength Equivalent Gallons with conversions
 Pineapple, Aseptic - multiplied by 1.121, divided by 8.165; Pineapple, Frz.- multiplied by 1.21, di
 Grape - multiplied by 1.419 divided by 7.57; Pear - multiplied by 1.002 divided by .8014
 Lemon- multiplied by 0.3847, divided by .03, divided by 10.25261

GRAPE - Imports for concentrate 68 Brix declined 17% in volume and 37% in dollar value 2014. About 10.0 million-gal. were imported compared with 11.9 million-gal. in 2013. The total cost was about \$103.1 million, down from \$162.6 million in 2013.

Exports for NEOSI plummeted 40% in volume and 29% in dollar value last year. About 1.3 million-gal. were exported compared with 2.2 million-gal. in 2013. The total cost was about \$52.8 million, down from \$74.0 million.

California Grape growers crushed a record 4.2 million tons of fruit in 2014, down 11% from the previous record high 2013 crush, according to a preliminary report by the **CALIFORNIA DEPARTMENT OF AGRICULTURE**. In 2014, 469,927 tons, or approximately 11%, of the grape crush total went to concentrate production.

PINEAPPLE - Imports for concentrate 72 Brix rose 37% in volume and 32% in dollar value for 2014. About 600,000-gal. were imported compared with 438,000-gal. in 2013. The total cost was about \$5.1 million, up from \$3.9 million in 2013.

Imports for frozen concentrate 60 Brix dropped 84% in volume and 83% in dollar value last year. About 86,000-gal. were imported compared with 553,000-gal. in 2013. The total cost was about \$1.2 million, down from \$7.4million in 2013.

PEAR - Imports for concentrate 71 Brix decreased 18% in volume and 19% in dollar value in a year-to-date comparison ending Dec. 31. About 6.6 million-gal. were imported compared with 8.1 million-gal. in 2013. The total cost was about \$45.7 million, down from \$56.6 million in 2013.

ORANGE - Imports for frozen concentrate 65 brix equivalent in containers under 0.946L volume declined 9% in volume and 14% in dollar value in a year-to-date comparison ending Dec. 31. About 735,000-gal. were imported compared with 804,000-gal. in 2013. The total cost was about \$14.7 million, down from \$17.1 million the previous year.

Imports for frozen concentrate 65 brix equivalent in containers over 3.785L volume increased 17% in volume and 21% in dollar value last year. About 33.7 million-gal. were imported compared with 33.7 million-gal. in 2013. The total cost was about \$418.6 million, up from \$346.9 million in 2013.

Exports for frozen concentrate 65 brix equivalent in containers under 0.946L volume dropped 28% in volume and 25% in dollar value in 2014. About 134,000-gal. were exported compared with 187,000-gal. in 2013. The total cost was about \$9.9 million, down from \$13.1 million in 2013.

Exports for frozen concentrate 65 brix equivalent in containers over 3.785L volume decreased 5% in volume and 3% in dollar value in a year-to-date comparison ending Dec. 31. About 8.8 million-gal. were exported compared with 9.3 million-gal. in 2013. The total cost was about \$178.2 million, down from 2013's \$184.3 million.

Florida frozen concentrated orange juice yield forecast for the 2014-2015 season is down 1% from the January forecast to 1.57 gallons per box at 42 degrees Brix. The early-midseason portion is projected at 1.46 gallons per box, up 1% from last month but down 4% from last season's yield. The overall all orange forecast for the 2014-2015 season is 151 million boxes, unchanged from the previous forecast.

FROZEN CONCENTRATE OJ IMPORTS

65 BRX EQUIVALENT*

JAN. 1-NOV. 30, 2014

(Source: Bureau of Census)

	Gallons (1,000)	% Chg. Last Yr.	Dollars (\$1,000)	% Chg. Last Yr.
FCOJ, Containers over 3.785L				
TOTAL	39,527	17%	\$418,639	21%
Brazil	11,487	-11%	\$254,837	65%
Mexico	24,325	63%	\$124,526	-2%
FCOJ, Containers under .946L				
TOTAL	735	-9%	\$14,686	-14%
Canada	620	-18%	\$13,350	-18%
Mexico	57	12%	\$673	13%

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

BUTTER

BUTTER MARKET, FEB. 18

Cents Per Pound:	2/18/2015	2/11/2015	Chge.
Grade AA	1.7200	1.7100	0.0100

CHEESE

CHEDDAR CHEESE MARKET FEB. 18

Cents Per Pound:	2/18/2015	Chge. Fr. Last Wk.
Barrels	1.4850	0.0050
Blocks (40-lbs.)	1.5400	0.0100

EGGS

EGG PRICES TO RETAILERS FEB. 18

(Source: USDA)

Cents per dozen:	Wk. Ending 18-Feb	Wk. Ending 11-Feb	Chge.
Extra Large-NY	142-146	148-152	0.00
Large-NY	140-144	146-150	4.00
Medium-NY	128-132	134-138	6.00
Extra Large-MW	137-145	140-142	0.00
Large-MW	135-143	138-140	14-14
Medium-MW	120-128	124-126	0.00
Extra Large-NC	157.56	163.45	5.89
Large-NC	156.78	162.07	5.29
Medium-NC	138.82	145.64	6.82
Extra Large-CA	224	N/A	N/A
Large-CA	218	N/A	N/A
Medium-CA	204	N/A	N/A
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 FEB. 13

(Source: USDA)

Carloads/Cents Per Pound:	This Week	Last Week
Whole, Light-Colored	78-80	75-78
White	83-85	81-83
Sugared	89-91	89-91
Salted Yolks	86-88	86-87

CHICKEN

CHICKEN PART PRICES TO RETAILERS NEW YORK - FEB. 18

Dollars Per Pound:	This Week	Last Week
Skinned Boneless	\$1.55-\$1.60	\$1.55-\$1.60
Ribs On	\$1.00-\$1.01	\$1.02-\$1.03
Legs	\$0.49-\$0.50	\$0.49-\$0.50
Leg Quarters	\$0.36-\$0.37	\$0.36-\$0.37
Wings	\$1.95-\$1.96	\$1.95-\$1.96

BROILER CHICKS PLACED LAST WEEK AND SIX WEEKS AGO

(Source: USDA)

Broilers placed six weeks ago come on the market next week

	Week Ended 2/14/2015	% Chge. 2014	Week Ended 1/10/2015	% Chge. 2013
1,000 Chicks:				
Alabama	29,158	38.1%	22,668	8.2%
Arkansas	21,305	2.2%	21,283	9.4%
Delaware	4,778	-1.3%	4,777	-5.6%
Georgia	33,367	28.7%	34,306	43.3%
Maryland	7,809	28.6%	7,763	46.8%
Mississippi	18,000	22.8%	8,251	-44.3%
N. Carolina	21,151	30.8%	20,830	31.5%
Texas	15,357	31.3%	14,872	31.0%
Virginia	6,547	30.2%	6,590	18.8%
Others	7,939	-78.5%	8,220	-78.4%
Total 19 States	205,512	25.9%	205,477	25.1%

PRELIMINARY BROILER PRICES FOR DELIVERY THE WEEK OF FEB. 13

Cents Per Pound:	This Week	Last Week
Chicago	75-88	75-89
Cleveland	Too Few	Too Few
Detroit	Too Few	Too Few
Los Angeles	84-92	84-92
New York	90-95	90-95
Philadelphia	Too Few	Too Few
Pittsburgh	Too Few	Too Few
St. Louis	Too Few	Too Few
San Francisco	Too Few	Too Few

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

FUTURES PRICES

(Source: Wall Street Journal)

As of Feb. 19, 2015	Cash Price	February Futures	April Futures
Corn, bu.	\$3.65	3.83 (Mar.)	3.91 (May)
Soybeans, bu.	\$9.86	9.91 (Mar.)	9.94 (May)
Soybean Meal, ton	\$369.10	336.8 (Mar.)	329.6 (May)
Soybean Oil, lb.	\$0.32	0.32 (Mar.)	0.32 (May)
Wheat, bu.	n.a.	5.47 (Mar.)	5.50 (May)
Hogs, cwt. (carcass)	\$60.57	63.2 (April)	77.8 (June)
Cattle, cwt.	\$160.00	158.05	150.45
Feeder Cattle, cwt.	\$260.13	201.08 (Mar.)	199.23 (Aug.)
Orange Juice, lb.	n.a.	1.34 (Mar.)	1.32 (May)
Coffee, lb.	\$1.52	1.52 (Mar.)	1.56 (May)
Cocoa, ton.	\$3,256.00	2,975 (Mar.)	2,919 (May)

COMMODITY PRICES

(Source: Wall Street Journal)

	Week Ended 18-Feb	Week Ended 11-Feb	Price Last Year
Steers, Tex.-Okl. avg. cwt.	160.00	n.a.	n.a.
Feeder Steers, Okl. Cty., cwt.	260.13	248.25	190.75
Hogs, Iowa-S. Minn. live avg., cwt.	60.57	63.16	88.16
Hams, 17-20 lbs., Mid-US lb. fob	n.a.	n.a.	0.87
Milk, Nonfat dry, Chi.	120.00	113.00	204.00
Butter, Chi., Grade AA, lb.	1.72	1.71	1.77
Eggs, Chi., Large White, doz	1.34	1.39	1.42
Coffee, Brazilian, lb.	1.52	1.57	1.48
Flour, Hard Winter, KC, cwt.	15.45	15.45	19.50
Wheat, KC, Hard, bu	n.a.	n.a.	n.a.
Corn, No. 2, Cent. IL, bu	3.65	3.67	4.39
Soybeans, No. 1 Yellow, Cent. IL, bu	9.87	9.69	13.47
Soybean Meal, IL, 48% ton	369.10	361.10	509.00
Soybean Oil, crd. Decatur, IL, lb.	0.32	0.32	0.38
Corn Oil, wet mill, Chgo. lb.	37.00	35.50	40.75
Lard, Chi., lb.	0.28	n.a.	n.a.
Cocoa, Ivory Cst., metric ton.	3256.00	3110.00	3317.00



The Food Institute Report

FEB. 23, 2015

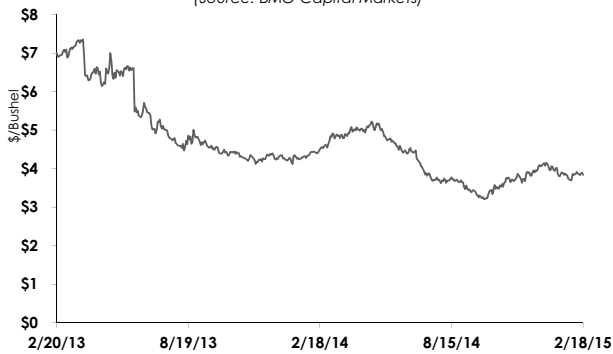
fiREPORT

A CLOSER LOOK AT SELECTED COMMODITIES THAT MAY AFFECT YOUR BUSINESS

Presented by
BMO  Financial Group

Feed Corn Futures Through Feb. 18

(Source: BMO Capital Markets)



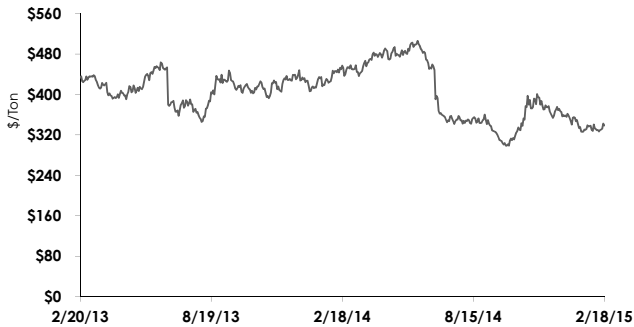
Wheat Futures Through Feb. 18

(Source: BMO Capital Markets)



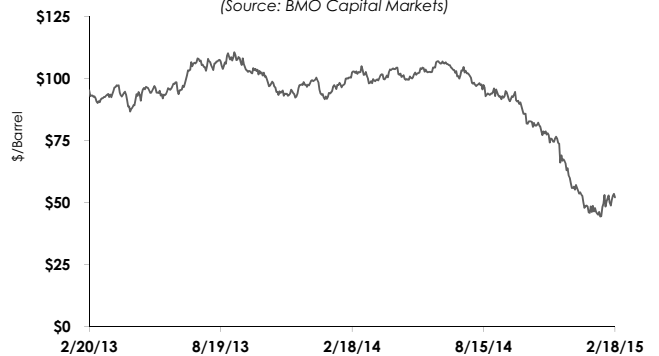
Soybean Meal Futures Through Feb. 18

(Source: BMO Capital Markets)



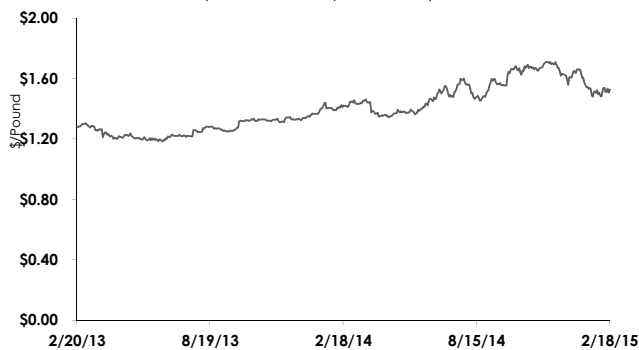
Crude Oil Futures Through Feb. 18

(Source: BMO Capital Markets)



Live Cattle Futures Through Feb. 18

(Source: BMO Capital Markets)



Live Lean Hog Futures Through Feb. 18

(Source: BMO Capital Markets)

