

### Organic Cranberries

Organic sweetened dried cranberries (SDCs) will likely be increasingly attractive to importers with a new organic cranberry price in 2019. Improved supply reliability, low relative price premium to conventional SDCs, and relatively stable pricing make organic cranberries an enticing product category. Organic cranberries are also exempt from the USDA-mandated supply reductions which constrained supply of conventional SDCs. In 2017 the USDA issued a 15% Handler's Withholding and in 2018 issued a 25% Producer Allotment for U.S. cranberries.

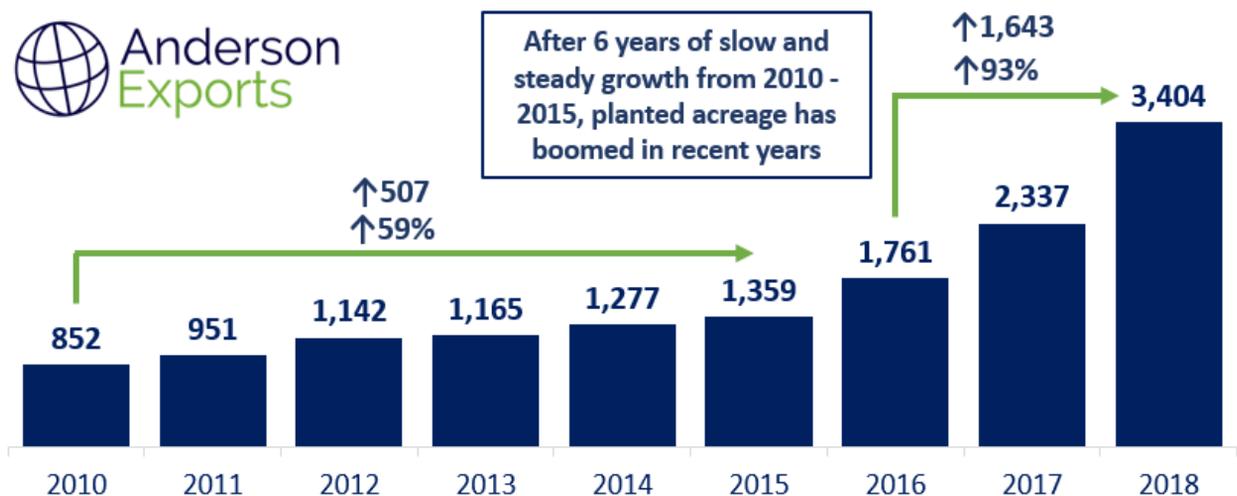
On the supply side, organic cranberry acreage in Quebec, Canada is on the rise.

## New plantings and conversions from conventional to organic are fueling rapid acreage growth ...

### Organic Cranberry Acreage — Quebec



After 6 years of slow and steady growth from 2010 - 2015, planted acreage has boomed in recent years



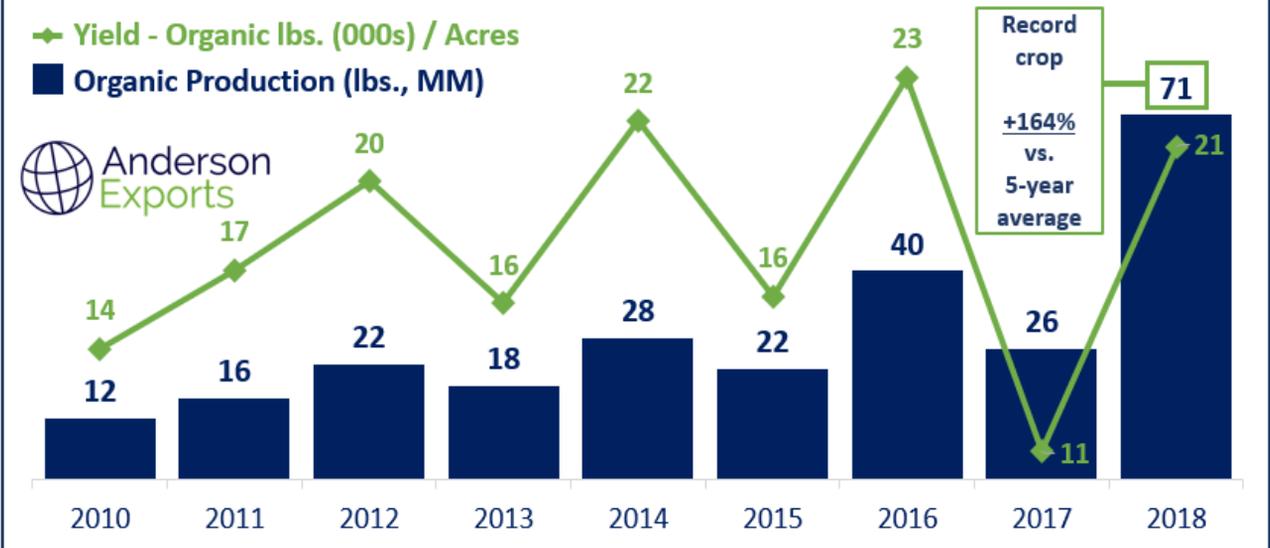
... enabling more robust and reliable supply

### Organic Cranberries (Continued)

With record organic acreage in 2018, Quebec produced a record crop of cranberries.

## Increased acreage, favorable growing conditions, and high yields led to a bumper crop in 2018

Organic Cranberry Production & Yield — Quebec



The retail price premium of organic cranberries to conventional non-organic is low compared to the past, making it an opportune time to enter the product category. In recent years, organic prices have at times approached 300% versus conventional SDC prices. At the shelf, many consumers have a tough time justifying such a substantial premium to buy organic. Now, with a bumper crop in 2018, organic prices have softened and the price premium for organic is less than 200% which will entice some customers who otherwise would walk-away. In addition, organic cranberry prices in the last decade have been relatively stable, staying in the relatively tight range of \$3.00 - \$3.80 / lb. Overall, these price dynamics will likely build downstream demand for cranberries and, at the same time, bulk upstream suppliers and importers will position themselves to capture the opportunity in organic cranberries in 2019.

We supply Conventional and Organic Whole or Sliced Sweetened Dried Cranberries (SDCs) packed in bulk cases as well as Organic Apple Juice Sweetened varieties. We also work with quarter inch diced and other diced cranberry products available as per client requirement. In addition, we supply 50 Brix and 65 Brix cranberry concentrate shipped in bulk 55 gallon drums.

### Raisins

2019 California raisin prices are here and we are engaging in spot and long-term forward contracts. Natural Thompson Seedless select raisins from California are known for unrivaled quality and with favorable growing conditions this year, the harvest was successful. With a healthy crop, the California raisin industry is recovering from last year's crop failure and seeks to re-take market share covered by other origins during the shortages of California material last year.

We supply all major bulk California raisins including dried-on-the-vine (DOV) and tray-dried Natural Thompson Seedless Selects, Selma Petes, Flames, Goldens, and other varieties in Jumbo, Select, and Midget sizes and welcome your inquiries. We also supply Selma Pete DOV Double-Run Supreme raisins to Japan and elsewhere which are processed twice to achieve exceptionally low stem and capstem counts.

### Walnuts

Many California packers are off the market for Chandler. Some have already sold-out completely and others are evaluating their sold positions and awaiting the upcoming Walnut Shipment Report before re-entering the market with Chandler walnut prices for 2019. There are numerous reports of a smaller-than-expected Chandler crop this year so the walnut receipts figure will help add clarity to the overall crop size this year. The crop was harvested later than usual this year so the numbers reported so far are partly weaker on a year-over-year basis due to timing. The latest figure currently available showed walnut receipts of 597K tons as of October 31st, 2018 which is up 4.9% from the prior year and up 2.8% from the 3-year average. With the new industry report in-hand later this week, we should be in a better position to assess the state of the California walnut industry.

We work with California's top walnut packers to supply our customers with Jumbo and Jumbo / Large (J/L) in-shell Chandler, Howard, Hartley, Vina, Tulare, Serr and other varieties. We also provide bleached in-shell walnuts in addition to California shelled product including Chandler and non-Chandler Light Halves & Pieces (LHP) 20%, 40%, 80% and higher based on customer requirements.

### Almonds

With the market firming after the latest industry report, some California almond packers are off the market or only offering selectively as they allow the 2019 almond prices to rise.

Our most popular almond varieties are Nonpareil, Independence, Butte/Padre, and Carmel types with the most popular grades of Supreme, Extra, Standard 5%, and more.

### Products

#### Dried Fruits



Raisins



Cranberries



Blueberries

Prunes  
Apricots  
Cherries

... And more

#### Nuts



Walnuts



Almonds



Pecans

Cashews  
Hazelnuts  
Pistachios

... And more

#### Seeds & Pulses



Sunflower



Red Beans



Lentils

Popcorn  
White Beans  
Pumpkin Seeds

... And more

#### Bulk



Sugar



Soy



Corn

ICUMSA 45  
Soybean Std #2  
Animal Feed

... And more

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