



March 23, 2021

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- **2021 Price Agreement Reached**
- **2021 Organic Price Agreement**

Dear Tomato Grower:

2021 Price Agreement Reached with ALL Processors:

The CTGA has agreed to **\$84.50 per ton** with all processors for 2021.

1. Campbells Soup Company
2. ConAgra Brands, Inc.
3. Del Monte Foods, Inc.
4. Escalon Premier Brands, Inc.
5. Ingomar Packing Company
6. Los Gatos Tomato Products
7. The Morning Star Packing Company
8. Neil Jones Food Company
9. Stanislaus Food Products

Morning Star considers \$2.00 (of the \$84.50 per ton) to be a 2021 water cost allowance. Everyone has their reasons, of course. CTGA considers \$84.50 to be fair and reasonable Base Price for the industry, growers and processors alike.

Late Season Premiums are as follows (same as last year):

9/15 – 9/21	\$0.00	per net ton
9/22 – 9/28	\$4.00	per net ton
9/29 - 10/5	\$8.00	per net ton
10/6 – 10/12	\$12.00	per net ton
10/13 - end	\$16.00	per net ton

As a reminder, CTGA reached 2021 Organic price agreement with the following Processors:

The CTGA has agreed to **\$136 per ton** with:

- Campbells Soup Company
- ConAgra Brands, Inc.
- Del Monte Foods, Inc.
- Escalon Premier Brands, Inc.
- Ingomar Packing Company
- Los Gatos Tomato Products
- Neil Jones Food Company

Also, CTGA has reached agreement with Pacific Coast Producers at \$150

Questions or comments?

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TOMATO BULLETIN

Term changes included in the agreement:

- Double dock on green after 3%
- Processor and grower mutually agree on tons per acre. Processor has first right of refusal on excess ton. If processor does not need tons, grower can try and move them to others for organic price. If grower cannot find another organic home, the contracting processor will take tonnage at conventional price.
- The remaining terms are the same as the previous year.

We will continue to negotiate with Morning Star to reach resolution on the 2021 Organic Price.