



Tomato

# TOMATO BULLETIN

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## Dear Tomato Growers:

### January 24<sup>th</sup> Price Offer Exchange Update:

January 24th, the CTGA conducted an exchange of offers with 5 processors for the 2012 season. The offers range from \$65.00 - \$70.00 per ton for next season. Also, you can see below, that processors continue to offer lower LSPs than what was agreed to last year. The following are the processors offers:

#### 1. Base Price: \$67.50 per No.1 ton

a. <b>Late Season Premium:</b>	9/17 – 9/23	\$2.50/No.1 ton
b.	9/24 – 9/30	\$5.00/No.1 ton
c.	10/1 – 10/7	\$7.50/No.1 ton
d.	10/8 – 10/14	\$10.00/No.1 ton
e.	10/15 – End	\$12.50/No.1 ton

\*Dockage schedule same as 2011 Master Agreement

#### 2. Base Price: \$68.00/paid ton

##### **Late Season Premium: (assuming 7/10/12 harvest season)\***

a.	9/15 – 9/21	\$5.00/paid ton
b.	9/22 – 9/28	\$7.50/paid ton
c.	9/29 – end	\$10.00/paid ton

\*Late Season Premium: if harvest starts later than 7/10 then the Starting date for late season premiums will be moved back the corresponding number of days. Example: if season starts 7/15, then the LSP program would be:

a.	9/20 – 9/26	\$5.00/paid ton
b.	9/27 – 10/3	\$7.50/paid ton
c.	10/4 – end	\$10.00/paid ton

#### 3. Base Price: \$70.00/ton

- a. **Late Season Premium: Same as 2011**

### Questions or comments?

Please contact  
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**4. Base Price:** \$65.00/ton. Total Tomato Value is the sum of the Base Price + Neutral pay solids incentive program + Season adjustment.

<b>a. Late Season Premium:</b>	9/16 – 9/22	\$4.00/ton *
<b>b.</b>	9/23 – 9/29	\$7.00/ton
<b>c.</b>	9/30 – 10/6	\$8.50/ton
<b>d.</b>	10/7 – 10/13	\$12.00/ton
<b>e.</b>	10/14 – end	\$15.00/ton

\*Grower is expected to have tomatoes ripe, ready and available for harvest according to Harvest Plan. Seasonal premiums to be limited to the total dollar amount of premiums initially agreed to in Agreement. (The sum of total weeks' ending tonnage times seasonal adjustment (dollars) per ton per period).

Price equal to the Total Tomato Value obtained above, multiplied by the Standard Defect Adjustment (percentage equals 100% minus the sum of the defect percentages B(1) through B(5) as determined at the PTAB grade and as adjusted below).

1. Worm Damage	One (1) time Stated Percentage
2. Mold Damage	One (1) time Stated Percentage
3. Green	2.0% or less one (1) time Stated Percentage 2.5% or more two (2) times Stated Percentage
4. MOT	Three (3) times Stated Percentage (will adjust Stated) Percentage so that no individual graded load will exceed 3.5%, if such load is harvested by an affiliated custom harvester.
5. Limited Use	Up to 5% - zero deduction 5.5% to 8/0% - Stated Percentage over 5.0% 8.5% to 14.0% - 1 ½ times the Stated Percentage over 5.0% 14.5% and over – two (2) times the Stated Percentage over 5.0%
Note: MOT in excess of 0.49% and green in excess of 1.0% will not be counted against Grower's contracted tons.	

**5. Base Price:** \$67.50/ton

<b>a. Late Season Premium:</b>	9/16 – 9/22	\$2.50/ton
<b>b.</b>	9/23 – 9/29	\$5.00/ton
<b>c.</b>	9/30 – 10/6	\$7.50/ton
<b>d.</b>	After 10/6	\$10.00/ton

\*LSP's paid on contracted tonnage, not on the actual delivery date.

**CTGA Offer To The Processors:**

<b>Base Price:</b>	<b>\$71.50</b>		<b>Per Net Ton</b>
<b>Late Season Premiums:</b>			
	<b>Sept. 15 - 21</b>	<b>\$5.00</b>	“ “
	<b>Sept. 22 - 28</b>	<b>\$7.50</b>	“ “
	<b>Sept. 29 - Oct 5</b>	<b>\$10.00</b>	“ “
	<b>Oct. 6 - Oct 12</b>	<b>\$12.50</b>	“ “
	<b>Oct. 13 - Finish</b>	<b>\$15.00</b>	“ “

\*All Late Season Premiums will be paid on a delivered basis.

Over the next couple of weeks the CTGA will be sitting down with the processors to go over the offers in more detail. It appears that there will not only be a lot of discussion around the base price but also the Late Season Premiums.

**CTGA 65<sup>th</sup> Annual Meeting & 9<sup>th</sup> Exhibit**

If you haven't already registered, please join the California Tomato Growers Association in conjunction with the UC Cooperative Extension, Industry Speakers and Exhibits – Thursday, February 2, 2012 at the Double Tree Hotel in Modesto, California. Registration and Exhibitor information is on our website at [www.ctga.org/CTGA-News](http://www.ctga.org/CTGA-News). **The registration form also follows.**

*Please join the California Tomato Growers Association in conjunction with the UC Cooperative Extension Northern SJV Processing Tomato Meeting, and Industry Speakers!*

**Program**

7:30 am	Registration, Continuing Education
8:05 am	Education begins
9:00 am	<b>Exhibits Open</b>
9:30 am	<b>Break - Visit Exhibits</b>
9:45 am	Education resumes
11:00 am	<b>Visit Exhibits</b>
<b>12:00 noon</b>	<b>CTGA Annual Meeting Luncheon</b>
	-Keynote Speaker
2:00 pm	<b>Last Opportunity to Visit Exhibits</b>

**Exhibitors**

Acadian AgriTech	Greenheart Farms, Inc.	Odenburg Engineering
Actagro	Green Leaf Ag. LLC	Plant Food Systems
Ag Seeds Unlimited	Wilbur-Ellis	PureSense Environmental
Ag Soil Amendments	Jain Irrigation, Inc.	San Joaquin Equipment
Ag World Support Systems	J.G. Parker Insurance	The Deerpoint Group
Agro-Culture Liquid Fertilizers	John Deere Water Tech	TPWC
American Ag Credit	Monsanto	Toro MIB
Amerine Systems, Inc.	NABTA International	TSL Seed Co.
Caltec Agri Marketing	Netafim USA	Yara North America
Gearmore, Inc.	Nunhems, USA	Yosemite Farm Credit

**REGISTRATION FORM**

COMPANY NAME \_\_\_\_\_

CONTACT PERSON \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ CELL \_\_\_\_\_ FAX \_\_\_\_\_

EMAIL \_\_\_\_\_

**PRE-REGISTRATION IS REQUIRED BY JANUARY 27, 2012.**

**LUNCHEON TICKETS**

Non-Members, Allied Industry and extra Lunch Tickets are available for \$35 each

Pre-payment required by January 27, 2012

Please enclose a check. We do not accept credit cards.

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