



Outlook 2022

**The Premier Event of the
Year for the Apple Industry!**

.....

**The Ritz-Carlton | Chicago
#AppleOutlook2022**



usapple.org

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Welcome



Jim Bair
President and CEO
U.S. Apple Association

USApple members, friends and guests - welcome to Outlook 2022!

This is the 127th year of the apple industry coming together to renew friendships, learn, and discuss the critical issues that impact us all.

This might be the best lineup of speakers that we've ever presented. We expect you will be enlightened, challenged, and will go home with information not available from your other sources.

We've built in extra networking time so you can catch up with your friends and peers, especially the international participants who are able to attend for the first time in three years.

At the Team Apple office here in the nation's capital we try to stay optimistic. That helps us match the temperament of the folks we represent. You are forward-looking and glass half full – or more – people!

So, starting here at Outlook 2022, let's work together to make this the best year possible.

Let's go!



For over 90 years, DECCO has been partnering with packers and shippers to provide custom storage and line solutions that decrease waste and increase shelf life.

Our Purpose?

To enable more and better fresh fruit for the world.

To learn more about how DECCO can protect your investment visit www.deccous.com.

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2022

AMERICAN
FRUIT GROWER
APPLE GROWER
OF THE YEAR

CONGRATULATIONS TO
DAVE GLEASON
DOMEX SUPERFRESH GROWERS
YAKIMA, WA

Conference Information

#AppleOutlook2022

FROM THE EDITORS AND STAFF OF

AMERICAN
FRUIT GROWER
GrowingProduce.com

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General Information

USApple Industry Outlook 2022

This annual compendium is the only source of current U.S. and international apple statistics. Data is collected and published by USApple. All conference attendees receive a complimentary copy with their registration materials.

USApple Industry Outlook 2022 Sponsored by: **Agrofresh**

Conference Presentations

Presentations will be available shortly after the Outlook 2022 Conference. Attendees will be able to download presentations from the USApple website at no additional fee. When you return from Chicago, you will receive an email with the website link.

Onsite Registration Hours

Thursday, August 19

9:00 a.m. - 4:00 p.m.

Friday, August 20

7:30 a.m. - 10:00 a.m.

Membership

Not a USApple member yet? For more information about becoming a member, please contact the Membership Department at jallen@usapple.org or 703-442-8850.

Name Badge

Please wear your name badge at all times as it allows you entrance into conference general sessions and events.

Consent to Use of Photographic Images, Audio, and Video

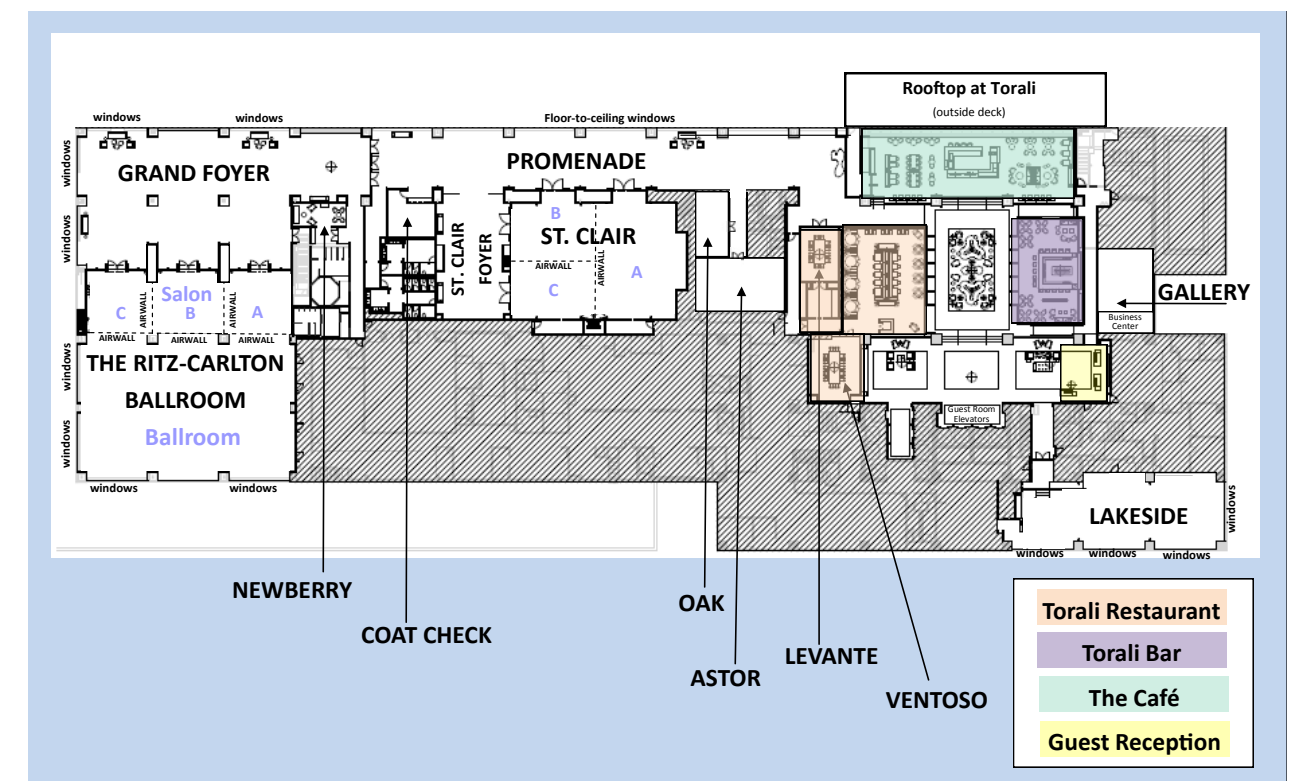
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Hotel Floor Plan

The Ritz-Carlton Chicago

Water Tower Place
160 E Pearson St.
Chicago, Illinois 60611

12th Floor



Thursday, August 18th

Conference Schedule

9:00 AM – 4:00 PM | The Grand Foyer
Registration Open

10:00 AM - 11:30 AM

USApplePAC Brunch

Tom Bevan, Co-founder and Executive Editor, RealClearPolitics

(Visit registration desk for details. Separate ticket is required.)

12:00 PM - 1:00 PM | Ballroom

Welcome Lunch

Catch up with fellow attendees before we officially kick off the conference.

1:00 PM - 4:30 PM | Ballroom

General Session I

Welcome & Opening Remarks

Our Corporate Commitments, Your Practices and How We Collaborate to Drive Consumption

Carrie Mack, Senior Sourcing Manager II – Apples & Pears, Walmart

Discussion of Economic Conditions and Outlook

Leslie McGranahan, Vice President, Federal Reserve Bank of Chicago

2:45 PM - 3:15 PM

Networking Break

Sponsored by Knouse Foods

Apple Grower of the Year Award

American Fruit Grower

Industry Outlook & Global Crop Report

Chris Gerlach, Director of Industry Analytics, U.S. Apple Association

Apple Person of the Year Award

The Packer

4:30 PM - 5:00 PM

U.S. Regional Apple Crop Discussions & Regional Director Elections

Eastern Regional Discussion

Connecticut, Delaware, Georgia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Vermont, Virginia, West Virginia

Midwest Regional Discussion

Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Ohio, Tennessee, Wisconsin

Western Regional Discussion

Arizona, California, Colorado, Idaho, New Mexico, Oregon, Utah, Washington

5:00 PM - 6:30 PM | The Grand Foyer

Good Times Reception & NextGen Silent Auction

Friday, August 19th

Conference Schedule

8:00 AM - 10:00 AM | The Grand Foyer
Registration

8:30 AM - 9:00 AM | Ballroom

Breakfast

9:00 AM - 11:30 AM | Ballroom

General Session II

USApple State of the Industry & Annual Business Meeting

Chris Alpers, Chair, USApple Board of Directors

Retail Trends: Inflation and the Impact on Assortment

Tom Barnes, Chief Executive Officer, Category Partners, LLC

Current Climate of Truck Transportation in Agriculture

Jon Samson, Executive Director, Agricultural & Food Transporters Conference, American Trucking Association

USApple Forecast & Industry Insights

Chris Gerlach, Director of Industry Analytics, U.S. Apple Association

Twenty years ago, it all started with SmartFresh.™

And we continue to find new ways to help you succeed.

At AgroFresh, 1-MCP expertise was just the beginning. You'll also find a full complement of freshness solutions and digital innovations, all backed by always-there-for-you support. How committed are we to helping you achieve the best apple quality and sustainably maintain its freshness all the way to the consumer with less food loss and waste? Completely.

Get all the details at AgroFresh.com/AppleComplete

AgroFresh
We Grow Confidence™



**Speaker
Bios**

#AppleOutlook2022

Speaker Bios



Tom Barnes
Chief Executive Officer
Category Partners, LLC

Tom Barnes is the chief executive officer of Category Partners, LLC; a retail sector, business insights company founded in 2008, which specializes in driving growth by executing consumer and market research, data analytics and technology solutions.

Tom has successfully led Category Partners by developing strategic partnerships, proprietary data reporting tools and adding primary consumer research capabilities to Category Partners services. Since taking the reins at the end of 2016, Category Partners has more than doubled its annual revenue.

Prior to joining Category Partners in 2013, Tom held a senior position at Wada Farms Marketing Group leading a major retailer account group for more than 9 of his 13 years with the company.

Tom got his career start in the IT field. His IT background, coupled with his subsequent experience in perishables industry sales and marketing, has afforded him a unique and valuable perspective on the relationship between data management, business insights and success in the retail perishables arena.

He was raised in Pocatello, Idaho, and is a proud Idaho State University Bengal. Tom currently hails from Idaho Falls, Idaho where he and his wife are doing their best to raise their five beautiful children. Tom loves to run, coach sports of every kind, and simply be with his kids every chance he gets.



Chris Gerlach
Director, Industry Analytics
U.S. Apple Association

Chris Gerlach's portfolio at USApple draws on his strong analytic and research experience to generate state-specific data on farmgate value of the apple crop and downstream jobs and economic activity; analyze and report industry analytics to support USApple policies and lobbying activities; prepare AppleTracker, USApple's premiere monthly storage report of apple inventory; and provide market intelligence on apple varieties, availability and market conditions to assist the Agriculture Department in making government purchases for school and military programs.

Prior to joining USApple, Chris directed research at the International Council of Shopping Centers (ICSC). In this role he was responsible for generating original research on the economic and social contributions of the \$6.7 trillion retail real estate industry. Prior to joining ICSC, Gerlach worked as a consultant utilizing sophisticated economic impact models to assist public-sector entities achieve long-term strategic development goals. He began his career as an analyst with the CoStar Group, Inc., a leading provider of commercial real estate information and analytics.

Chris holds a Master of Regional Planning degree from the University of North Carolina and an MBA from the George Washington University School of Business.



Speaker Bios



Leslie McGranahan
Vice President
Federal Reserve Bank of Chicago

Leslie McGranahan is a vice president and director of regional research in the Economic Research Department at the Federal Reserve Bank of Chicago. Her primary research interests relate to the effects of federal, state, and local government policy on individuals and households. She has written about numerous government programs, including the Earned Income Tax Credit, the Child Tax Credit, the Supplemental Nutritional Assistance Program, and the sales tax. She also closely follows regional and national developments in government spending and revenues.

Leslie's research has been published in journals, including the National Tax Journal and Journal of Political Economy. Her work has also been featured in the Chicago Fed Letter and Economic Perspectives, the Federal Reserve Bank of Chicago's publications.

Leslie returned to the Federal Reserve Bank of Chicago in 2004 after working as a lecturer at the University of Warwick and as research economist at the Institute for Fiscal Studies in London, England. She received a bachelor's degree in politics from Princeton University and master's and doctorate degrees in economics from Northwestern University.



Carrie Mack
Senior Sourcing Manager II
– Apples & Pears
Walmart

Carrie Mack is a produce professional who prides herself on the long-term authentic partnerships that have been built over her many years in the tree fruit industry. She believes in being transparent, honest, and setting clear expectations for these relationships to be mutually successful. Carrie considers herself fortunate that she have been able to work in and learn from so many wonderful individuals in this industry.



Speaker Bios



Jon Samson
Executive Director
Agricultural & Food Transporters
Conference

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Jon Samson joined the American Trucking Association (ATA) / Agricultural and Food Transporters Conference (AFTC) in October of 2011 and oversees the AFTC board as their Executive Director. Prior to joining ATA, Samson served as Director, Public Policy for the Agricultural Retailers Association. Jon was responsible for lobbying on policy issues impacting agricultural retailers and distributors. His main focus was on transportation, Farm Bill and finance related issues. Previously, Jon served as a legislative aide for Senator Max Baucus (D-MT), focusing on agriculture, transportation and finance. He also served as assistant to the staff director on Senator Baucus's Finance Committee staff.

Before moving to Washington, D.C., Jon grew up on a family hog farm in southwest Montana. The family farm kept him busy on his off days during high school and through college at Montana State University. He also holds a master's degree in public policy from George Mason University and resides in Fairfax, Va. with his wife, Patience, their daughter, Alena and son, August.

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Sponsor Directory

AGQ Labs USA



Paulina Gastelum, CEO
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AGQ Labs is a multi-national analytical laboratory serving many industries around the world. With a strong emphasis in Agronomy and Food Safety analysis in the United States, we strive to provide industry leading turnaround times, expertise, and customer service to support all sectors of food and agriculture.

Maintaining an ISO-17025 Accreditation has allowed us to serve clients with high-quality data for over 20 years. With the increasing complexity of regulations and varying complex agricultural environments around the world, assure yourself to partner with a lab you can trust!

Agrauxine



Pete Hayes
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agrauxine.com

Agrauxine is the business unit of Lesaffre dedicated to biosolutions for vegetal productions. Agrauxine develops, manufactures and commercializes biosolutions based on microorganisms and derivatives (yeast, bacteria, fungi) for:

- biocontrol for crop protection
- biostimulation for plant stimulation
- bionutrition for crop nutrition.

Our ambition is to contribute to the establishment of a sustainable and performing agriculture and to the production of a more healthful nutrition.

AgroFresh



Sarah Enescu, North America Commercial Business Director
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AgroFresh (Nasdaq: AGFS) is an AgTech innovator and global leader with a mission to prevent food loss/waste and conserve the planet's resources by providing a range of science-based solutions, data-driven digital technologies and high-touch customer services. AgroFresh supports growers, packers and retailers with solutions across the food supply chain to enhance the quality and extend the shelf life of fresh produce. The AgroFresh organization has 40 years of post-harvest experience across a broad range of crops, including revolutionizing the apple industry with the SmartFresh™ Quality System for more than 20 years. This is powered by a comprehensive portfolio that includes plant-based coatings, equipment and proprietary solutions that help improve the freshness supply chain from harvest to the home.

Apple solutions by AgroFresh include but are not limited to Harvista™, SmartFresh™ Quality System, AgroFresh Verified™, Teycer™ Originals, ActiSeal™, ActiMist™, Control-Tec™, and the digital solutions FreshCloud™. Visit agrofresh.com to learn more.

Aweta



David Mullinex
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Now more than ever, there is a demand for more varied, healthier, and higher-quality food. Aweta has responded to this appetite for change with cutting-edge sorting technology. Our grading and sorting solutions analyze all internal and external characteristics to determine the quality of the fruit while providing consistent grading results, reducing costs and labor. In addition to the best sorting technology available, Aweta provides logistical solutions required for an efficient packing operation including bin handling and palletizing. We understand that to improve margins you need a partner to help you improve your quality while reducing your operational costs, increasing your return on investment. That is what keeps you ahead of the competition.

Sponsor Directory

Bayer



Dr. Frank Wong, Industry Affairs Lead

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cropscience.bayer.com

Bayer is a global enterprise with core competencies in the life science fields of health care and nutrition. Its products and services are designed to benefit people by supporting efforts to overcome the major challenges presented by a growing and aging global population. At the same time, the Group aims to increase its earning power and create value through innovation and growth. Bayer is committed to the principles of sustainable development, and the Bayer brand stands for trust, reliability and quality throughout the world. In fiscal 2020, the Group employed around 100,000 people worldwide and had sales of \$41.4 billion euros. Capital expenditures amounted to \$2.1 billion euros. For more information, go to www.bayer.com

Biosun Flavors & Food Ingredients



Elizabeth Janica

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Vasil Iliev, Global Sales and Technical Manager

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Specialty food ingredients: Enzymes, flavors, colors, and more.

Inside the BRAIN Group, Biosun FFI and WeissBioTech combine their skills to discover, develop, and deliver tailored-made, specialty products for the food and beverage industries. Our joint capabilities transfer your unique requirements into economic and compliant products that create value for your business.

The BRAIN Group is parented by BRAIN Biotech AG, which was established in 1993. BRAIN's focus lies on research and development in the field of bioactive natural products, customized enzymes, and high-performance microorganisms.

DECCO



Tim Mowry, Business Manager

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deccous.com

Since 1934, growers and packers around the world have trusted DECCO US Post-Harvest, Inc. with the fruits of their labor. DECCO coatings, cleaners, sanitizers, fungicides and storage treatments for apples and other fruits and vegetables help growers and packers realize the highest value from their products. We pioneered postharvest protection products, and continue to this day as a global leader for the postharvest industry. Nobody has more experience in the industry. That's one reason why growers and packers count on DECCO US Post-Harvest, Inc. every year to protect billions of pieces of citrus, pome fruit, stone fruits and vegetables.

Fox Packaging



Victoria Lopez, Marketing Manager

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foxbag.com

Fox Packaging is a family-owned and operated industry leader in developing and distributing unique flexible packaging solutions for fresh produce packers and shippers throughout North America and Latin America.

Fox Packaging has spent the last five decades pioneering one-of-a-kind bag options that reduce product damage, showcase the natural beauty of the product and provide a beautiful foundation for branding and artwork. Fox Packaging focuses on innovative and sustainable packaging, with a drive toward mindfully protecting fresh produce, communities, and the environment.

Sponsor Directory

FruitSmart, Inc.



Luca Da Ponte, Vice President of Sales
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fruitsmart.com | cifiingredients.com

FruitSmart is a Washington State fruit processor offering fruit juices, purees, concentrates, essences, fiber, seeds and seed oil. FruitSmart also offers custom blending and toll processing. Apple products include Cold Pressed, Not From Concentrate (NFC) Apple Juice, as well as, Apple Puree, Apple Concentrate, Apple Essence and Apple Fiber. All apple products are offered as conventional and organic. Visit us at www.fruitsmart.com

Global Concentrate Inc.



Ali Erten, Sales Manager
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Global Concentrate is a food supplier and producer company since 2013. We have quite a range of product line including, but not limited to, bulk and retail packed juice, frozen/dried fruits and raw/roasted seeds. Our company services clients in North and South America through a worldwide supply chain, countrywide storage and localized delivery services with multiple locations across the U.S. We offer our clients domestic warehouse programs including door to door deliveries to avoid lead times and custom clearances from overseas supply chains. Global Concentrate only sources premium and certified food products for the companies in food business.

GoGo squeeZ / Materne North America



John Halverson, Purchasing Category Manager - Apples
john.halverson@momgroup.com
gogosqueez.com

GoGo squeeZ's® mission is to make it easier for kids and families to be healthier and happier. Since 1998, the brand has been the leading squeezable pouch crafted with the highest quality ingredients from nature. GoGo squeeZ® makes on-the-go snacking nutritious and delicious with high-quality products to provide wholesome goodness for enjoying wherever life takes you. With over 30 varieties of fruit, fruit & veggies, yogurt, smoothie, and pudding pouches, GoGo squeeZ® is a nutritious snack that empowers kids to be their best.

Hazel Technologies



Mario Cervantes, Director of Business Development - AgTech
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Hazel Technologies, Inc. is a USDA-funded startup company that develops new solutions to extend the quality shelf life of fresh produce and reduce food waste. Founded in 2015, Hazel Tech services over 300 of the world's largest fresh produce packers, shippers, and retailers. Selected as a Finalist for Fast Company's 2020 World Changing Ideas and winner of "Best Sustainable Packaging" at the 2020 World Food Innovation Awards, the company's patented and patent-pending technologies have been tested by top academic research programs.

For more information, visit www.hazeltechnologies.com

Sponsor Directory

Keyes Packaging



Suzanne Wolter, National Sales Director
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keyespackaging.com

The Original Green Company™, Keyes Packaging Group has been running a sustainable green business for decades and continues to maintain a commitment to responsible food and beverage packaging innovation made from recycled materials. Keyes Packaging produces environmentally friendly products for the packaging and shipping of apples, avocados, eggs and wine bottles. The Keyes manufacturing facility, located in the heart of North America's apple & pear growing regions, is the largest molded fiber plant on the West Coast. Keyes core business is serving North America's apple and pear industries. Keyes trays are designed to protect growers' most precious assets and have proven their cushioning properties for decades. Our trays are the no compromise choice for strength and sustainability. Keyes operates within the TekniPlex family of companies. TekniPlex collaborates with clients to bring innovative packaging solutions from farm to table for fresh food, commercial food packaging, foodservice, and single-use products industries.

For more information about Keyes Packaging, please visit keyespackaging.com

Keurig Dr Pepper



Bill Abdo, Apple Buyer
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Keurig Dr Pepper (KDP) is a leading coffee and beverage company in North America, with annual revenue in excess of \$11 billion. KDP holds leadership positions in soft drinks, specialty coffee and tea, water, juice and juice drinks, applesauce, mixers, and markets the #1 single serve coffee brewing system in the U.S. The Company maintains an unrivaled distribution system that enables its portfolio of more than 125 owned, licensed and partner brands to be available nearly everywhere people shop and consume beverages. With a wide range of hot and cold beverages that meet virtually any consumer need, KDP key brands include Keurig®, Dr Pepper®, Green Mountain Coffee Roasters®, Canada Dry®, Snapple®, Bai®, Mott's® and The Original Donut Shop®. The Company employs more than 25,000 employees and operates more than 120 offices, manufacturing plants, warehouses and distribution centers across North America.

Knouse Foods Cooperative, Inc.



MUSSELMAN'S • LUCKY LEAF • APPLE TIME
SPEAS FARM • LINCOLN

David Cox, Jr., Director of Raw Fruit
717-677-8181
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knouse.com

From a small beginning in April 1949, Knouse Foods Cooperative, Inc. was created when a group of prominent fruit growers in Pennsylvania, Virginia, West Virginia, and Maryland, feeling the need for more efficient marketing methods for their apples, joined forces to form a grower owned cooperative led by M.E. Knouse.

Knouse Foods Cooperative is owned by more than 100 fruit growers throughout the Appalachian region. Many of these growers are fifth, sixth or seventh generation producing fruit of exceptional quality and taste. The growers provide a reliable source of high quality fruit. Through their cooperative structure, the growers have benefited both as producers and as owners of the processing company.

Knouse Foods is best known to the buying public under its brand names: Lucky Leaf, Musselman's, Apple Time, Lincoln, and Speas Farm. These brands are loved throughout the nation and found on more than 400 products including: apple sauce, apple slices, pie fillings, fruit juices, apple butter, and vinegar. Knouse also processes fruit for nearly every top-selling private brand and commercial food service group.

Lytone Enterprise, Inc.



Daniel Chen
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Lytone Enterprise, Inc. (Taiwan MOPS:1293) is a leading global innovator and provider of science-based solutions, data-driven technologies, and experience-backed services to enhance the quality and extend the shelf life of fresh produce. For more than 25 years, Lytone Enterprise has been revolutionizing the fresh produce industry and launched new innovative postharvest solutions in a variety of fresh produce categories including mango, guava, apple, kiwi fruit, avocado, and citrus to tomatoes.

Lytone is also the leading supplier of the postharvest solution to over 95% of the exported flower industry in Taiwan. Lytone Enterprise supports growers, packers, and retailers by providing post-harvest solutions at different stages of the supply chain from the farm to the market, increasing value to the stakeholders while conserving our planet's resources and reducing global food waste. Visit www.lytone.com to learn more.

Sponsor Directory

Moss Adams LLP



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Moss Adams has provided industry-focused accounting and consulting services to members of the apple industry for more than 40 years, advising all areas of the supply chain—from grower through packinghouse, marketing, distributing, processing, and even retail. As the impacts of COVID-19 continue, Moss Adams is helping companies nationwide navigate change the way we always do: bringing West to business. More than a location, it's an ethos for business driven by innovative solutions, engaged collaboration, and forward-looking strategies. Through our involvement with organizations like USApple, we're committed to delivering strategies that can help support your workforce, reduce risk, improve cash flow, and rethink operations—so you can keep your business moving forward and even create future opportunity. In today's environment, business must stay nimble through staying up-to-date on the latest information surrounding new technologies, labor and workforce changes, and management considerations. Additionally, by gaining insight into key financial, legislative, and international complexities, your company can stay resilient and pursue new ideas with confidence.

N.M. Bartlett Inc. & Provide Agro



Sean Bartlett
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North Bay Produce, Inc.



Ken Korsen
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North Bay Produce, Inc. is an international, grower-owned, year-round, fresh produce marketing and distribution cooperative, headquartered in Traverse City, Michigan. The company's 29 stock holders are located in the United States, Mexico, Peru, Chile, Argentina, and Uruguay.

North Bay Produce, Inc. markets its produce to retailers, wholesalers, and food service distributors throughout North America, Europe, and Asia. Our consistent quality and service has enabled us to partner with some of the strongest customers in each market segment throughout each of these regions. We are consistently exploring new and developing markets to continue to expand our reach in the global market.

Pace International, LLC



Charis Armer, Marketing Manager
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Pace collaborates with growers, packers, and agricultural organizations to develop innovative solutions to enhance, protect, and preserve fruit and vegetable quality. Pace is the leading provider of sustainable postharvest solutions and technologies, equipment and technical services that maximize efficiencies in packing operations and increase the value of crops being processed. Pace International, LLC is a subsidiary of Valent BioSciences LLC, a Sumitomo Chemical Company.

Sponsor Directory

Packaging Corp of America



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packagingcorp.com

Packaging Corp. of America (PCA) is one of the largest suppliers of corrugated packaging products in the U.S. The PCA Supply Services division is comprised of a network of service centers offering complete packaging solutions—corrugated products as well as other items including trays, bags, tape, etc.—to meet our customers' specific needs.

Each location is supported by PCA's manufacturing plants and provides structural and graphics design expertise for custom products as well as our generic lines of stock items for the agricultural and nursery markets.

In addition, Supply Services offers customized inventory management to reduce packaging costs, improve cash flow, and free-up valuable floor space. Our breadth of product offerings provides a one-stop shop for all of our customers' needs.

Smart Apply



Jerry Johnson, President & CEO
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Smart Apply® Intelligent Spray Control System™ is helping orchards and vineyards around the world reduce chemical and water use by more than half, reduce labor, and significantly minimize environmental issues such as airborne drift with its patented precision spray system. Based on technology developed and proven by the USDA, the Smart Apply system is sold as a kit that is compatible with virtually all air blast sprayers. It uses LiDAR—laser-powered remote sensing—to gauge and then apply the right amount of chemicals based on the density of the individual tree or vine. Less spray means lower cost without compromising yield. It also supports regulatory compliance where water use is an issue and in meeting sustainability goals.

The Smart Apply Intelligent Spray Control System supports grower operations for the long haul. It captures and archives all data each time you spray; data that supports orchard or vineyard operations and ultimately, profitability. The Smart Apply system is the winner of the 2021 World Ag Expo Top 10 Award, 2021 SIMA Paris Gold Award and 2020 ASABE AE50 Outstanding Innovation Award. Kits are sold at a growing number of certified John Deere dealers across the United States and around the world. Visit smartapply.com for more information or to find a dealer near you.

Stiebs



Brian Nova, Director of Sales & Marketing
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Stiebs is a multi-divisional California processor and importer of industrial juices, concentrates, purees, and frozen items. In addition to our broad portfolio of Industrial Ingredients Stiebs Foodservice division markets frozen fruit cubes as well as branded Especial Fruits Acai and smoothie products. Stiebs Retail division offers frozen herb cubes as well as private label Acai products and bagged smoothies. Stiebs leverages its history of cutting edge on trend ingredients into delivery systems that fit today's needs for consumer product manufacturers, foodservice and retail customers. From the beginning stages of product development to delivering an on-going supply of premium natural products, our team is here to help you succeed.

Storage Control Systems



Jim Schaefer, President
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storagecontrol.com

Storage Control Systems, Inc./Ltd. is a manufacturer and supplier of atmosphere modifying and monitoring equipment. Established in 1982, the company has proven to be a leader in the United States and United Kingdom for PSA Nitrogen Generators, Gas Analyzers and Controllers, and Carbon Dioxide Scrubbers. An airtight room is essential for proper controlled atmosphere storage of fruits and vegetables, especially with the recent recommendations for ultra-low oxygen environments. Our patented SafePod™ is leading the way to the next generation of ultra-low oxygen or dynamic controlled atmospheres (DCA), using your own fruit to dictate the optimal regime for each room, each year.

Storage Control Systems, Inc. is also an authorized USA manufacturer of Salco Industrial doors, a company from the Netherlands which specializes in the manufacture of insulated refrigerator/freezer and gastight doors. Our factory in Sparta, MI uses the profiles from Salco to manufacture custom sizes to order at short lead times.

SCS has a team of qualified staff providing turnkey building solutions, utilizing our Kilowatch control systems for energy management, and Insulated Metal Panels with highly-specialized gastight sealing methods. Whether it be your next expansion, or if you are starting from scratch with flat ground, let the SCS team design your facility. We have full AutoCAD design services in-house which allow us to get the right floor plan and room sizes to fit your needs, and the catalog of solutions to make your facility the best it can be.

Sponsor Directory

Tree Top Inc.



Cris Hales, Vice President, Fruit Procurement & Grower Services
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treetop.com

Tree Top is a grower-owned fruit processing cooperative founded in 1960 with its headquarters in Selah, Washington located in the heart of apple country. The company gained recognition with its premium apple juice in its early years, but has since acquired additional companies and fruit expertise to position the company as a market leader in fruit processing. Tree Top owns and operates eight facilities throughout Washington, Oregon and California close to its growers' farms and offers the widest array of fruit products and ingredients available.

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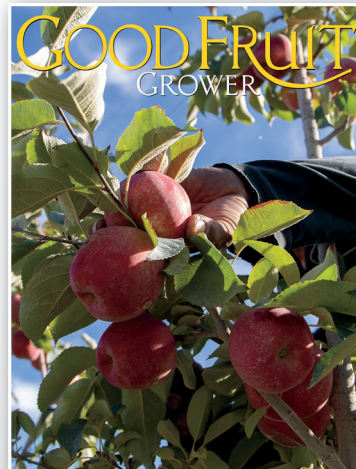
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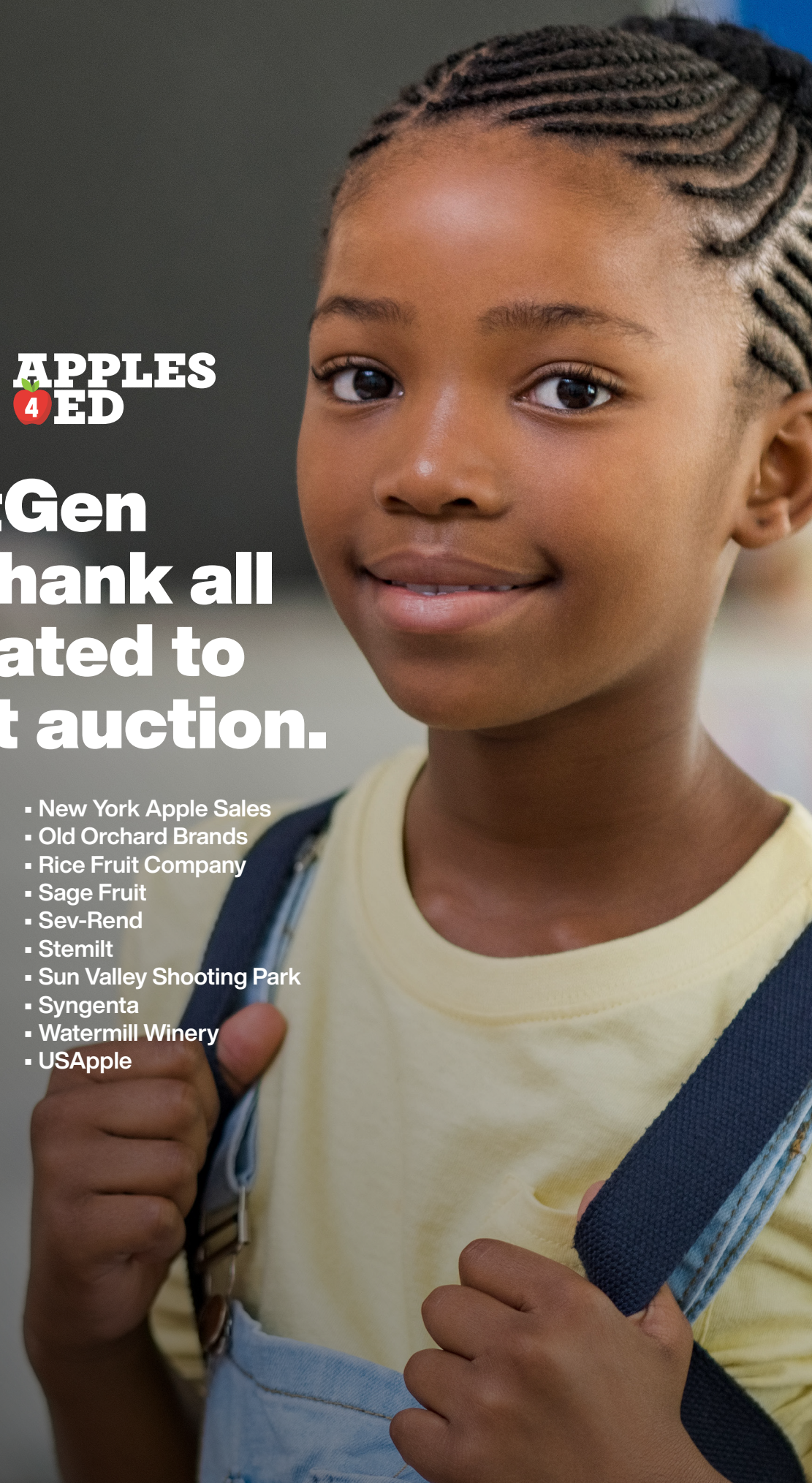
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