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Jim Bair
President & CEO

Hello USApple members, friends and guests!

Welcome to Outlook 2023 – the 128th year of coming together to renew friendships, learn, and discuss the critical issues that impact us all. We are confident this will be our best conference ever.

The program has been crafted to provide the most up-to-date information from the best lineup of speakers that we've ever presented. You will be enlightened, challenged, and will go home with market information not available anywhere else.

The U.S. Apple Association is proud to be working on your behalf. Our success is driven by committed volunteer leaders and passionate staff. If you would like to be more involved, please let us know. Opportunities exist to put your expertise to work to make a difference for the industry.

We work best when we work together.

A handwritten signature in white ink, appearing to read "Jim Bair", positioned below the text "We work best when we work together."

Welcome to Outlook

All about the apple— always, ever, still.

It started with SmartFreshTM technology decades ago—and continues with near-harvest and post-harvest solutions, fungicides, coatings, sanitizers, detergents, packing-line equipment and digital monitoring and analytics technology. Plus, expert insights and service to make it all work together. Most importantly, a commitment to keep the innovations coming for our customers.

SOLUTIONS THROUGHOUT THE FRESHNESS JOURNEY



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AgroFresh.com/AppleComplete

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GOOD FRUIT GROWER

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We are high-quality from beginning to end, and it shows in every issue.



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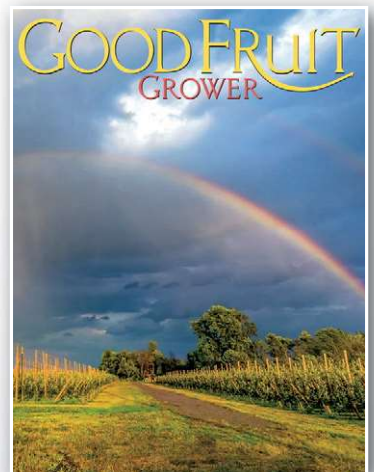
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Conference Information

#Outlook2023

General Information

USApple Industry Outlook 2023

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.

Sponsored by **AgroFresh**

Conference Presentations

Presentations will be available shortly after the Outlook 2023 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 17
9:00 a.m. – 4:00 p.m.

Friday, August 18
8:00 a.m. – 10:00 a.m.

Name Badge

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

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.

Consent to Use of Photographic Images, Audio, and Video

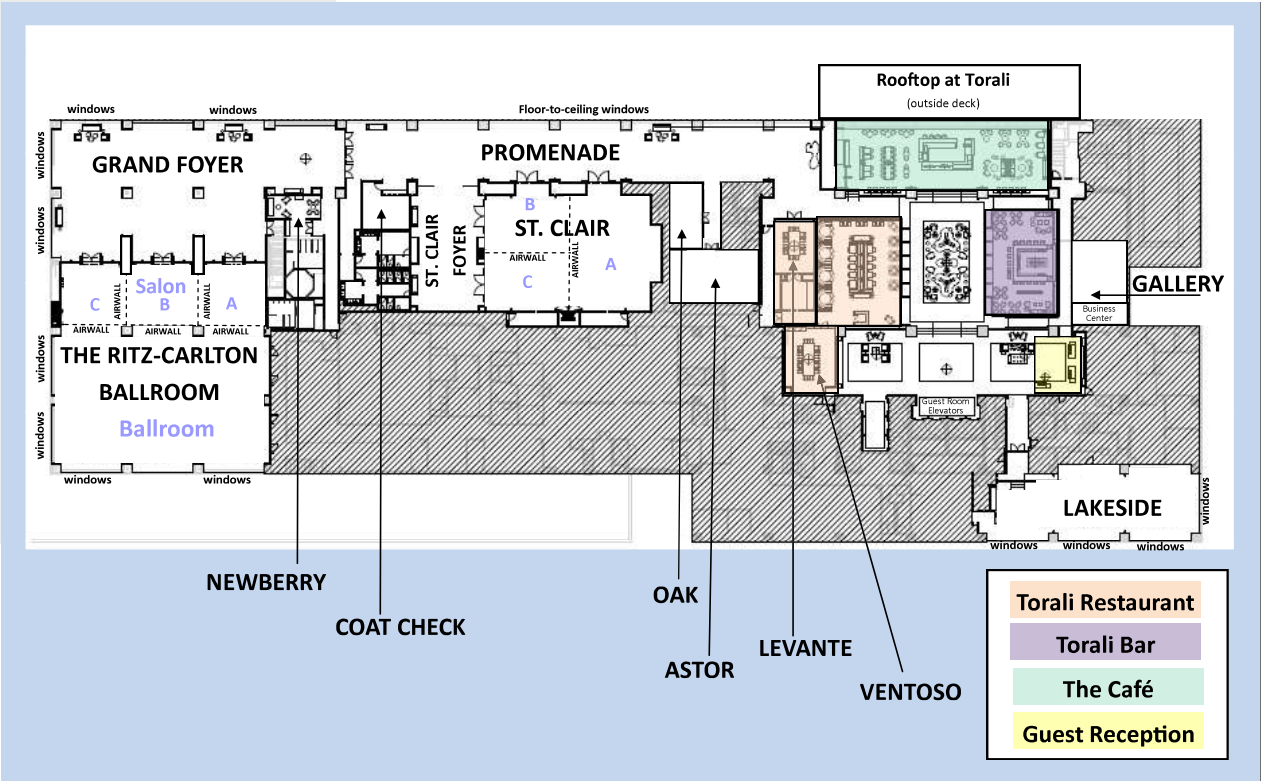
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The Ritz-Carlton Chicago



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

12th Floor



Wednesday, August 16

6:00 PM – 9:00 PM | The Chicago Sports Museum

Welcome Reception

Sponsored by Bayer, Marsh McClennan Agency and TekniPlex

Thursday, August 17

9:00 AM – 4:00 PM | The Grand Foyer

Registration Open

10:00 AM – 11:30 AM | St. Clair

USApplePAC Brunch

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

12:00 PM | Ballroom

Welcome Lunch

Sponsored by Storage Control Systems

12:30 PM – 4:00 PM | Ballroom

General Session I

Welcome & Opening Remarks

Value of Apples

Meghan Diaz, Senior Director of Produce – Local & Regional, Sprouts Farmers Market

Apple Category: Sales Trends and Consumer Perceptions

Cara Ammon, SVP, Research and Market Intel, Category Partners, LLC

1:45 PM – 2:15 PM

Networking Break

Sponsored by Knouse Foods

One Recalled Apple Could Spoil the Whole Bunch

Steve Clement, CEO, Sage Fruit Company
Brandon Sielen, Senior Vice President, Marsh McLennan
Kyle Womach, Agribusiness Risk Advisor, PayneWest Insurance
Moderator: Lynsee Gibbons, Director of Communications, U.S. Apple Association

Industry Outlook & Global Crop Report

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

Apple Person of the Year Award

The Packer

4:00 PM – 4:30 PM

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

St. Clair A

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

St. Clair C

Midwest Regional Discussion

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

Ballroom

Western Regional Discussion

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

5:00 PM – 6:00 PM | The Grand Foyer

Cocktail Hour

Sponsored by GoGo Squeez and Orchard Robotics

Friday, August 18

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

8:30 AM | Ballroom
Networking Breakfast

9:00 AM - 12:00 PM | Ballroom
General Session II

USApple State of the Industry & Annual Business Meeting

Apple Grower of the Year Award
American Fruit Grower

Agriculture and the Environment Policy Updates from the U.S. Environmental Protection Agency
Rod Snyder, Agriculture Advisor to the Administrator, U.S. Environmental Protection Agency

Breaking Down Sustainability

Jamie Kober, Enhancement Director, Riveridge Produce Marketing, Inc.
Mike Preacher, VP of Marketing, Superfresh Growers
Lex Roberts, Facilities Food Safety Manager, Rice Fruit Company
Amy Tranzillo, Global Head of Marketing, AgroFresh
Moderator: Mitchell Liwanag, Manager of Environmental Affairs, U.S. Apple Association

USApple Forecast & Industry Insights

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

Conference Schedule

Crayola

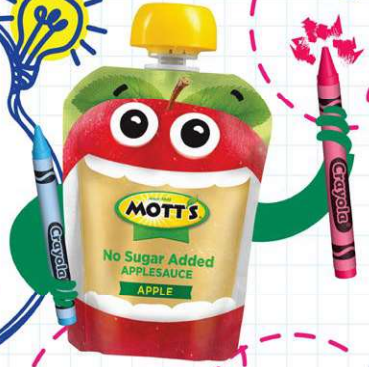
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Speaker Bios

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Speaker Bios



Cara Ammon
SVP, Research and Market Intel
Category Partners, LLC

Cara Ammon is the Senior Vice President 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. Prior to joining Category Partners, spent nearly two decades leading research efforts for Beacon Research Solutions and Nielsen's Perishables Group.

Cara has worked with a "who's who" of perishables clients, centered on understanding consumers and the retail channel and delivering strategic recommendations to help companies increase sales. She has conducted hundreds of consumer-research projects, ranging from large-scale, custom projects to multi-organizational projects to quick-turn, single-question surveys. More specifically, Ammon's consumer experience also includes focus groups; syndicated research; in-store testing; loyalty-card data analysis and promotion/pricing analysis.

An Indiana native and Indiana University graduate, Cara lives in Chicago, with her husband and their energetic dogs.



Steve Clement
CEO
Sage Fruit Company

Steve Clement is the CEO of Sage Fruit Company, a top grower/shipper of apples, pears, cherries, and stone fruit located in Yakima, Washington. Sage has five warehouse/packing partners and ships more than \$280 million of fresh fruit globally. Steve has been with Sage for 18 years and sits on the governing board of NFE and serves on the board and Executive Committee of the U.S. Apple Association, as Vice Chair. In his capacity as a board member, he regularly meets with members of Congress from Washington and other states to help guide policies and laws that impact our industry.

Steve has a BS in Finance from the University of Utah and an MBA from Brigham Young University. Steve and his wife have four wonderful children. Steve's community volunteer efforts are centered around youth programs associated with his activity with the Church of Jesus Christ of Latter-Day Saints. He is an avid scuba diver and loves sailing in the beautiful inland waters of the Puget Sound.



Meghan Diaz
Senior Director of Produce –
Local & Regional
Sprouts Farmers Market

Meghan Diaz is the Senior Director of Local & Regional Produce for Sprouts Farmer’s Market. A Monterey, California native, Fresno Bulldog alumni, and a resident of the East Coast for the past 14 years, Meghan has spent her career in produce driving for meaningful change, developing profound partnerships, and spreading her joy and passion for all things fruits and veggies.

A blended resume with produce experience in logistics, supply chain, food service and retail, Meghan looks at the industry from a dynamic perspective. She is an energetic leader in the industry, not afraid to approach complex problems in unorthodox ways. Her drive and passion, along with her creativity and competitiveness, often open the door to opportunities of growth and new experiences. A firm believer that change is inevitable in our industry, Meghan is focused on creating forward-looking strategies within produce to drive consumption and consumer engagement and education.



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



Jamie Kober

Enhancement Director

Riveridge Produce Marketing, Inc.

Jamie Kober is the Enhancement Director at Riveridge Produce Marketing in Sparta, Michigan. Over the last 13 years at Riveridge, he has filled roles in the packing house, including plant manager before transitioning to Enhancement Director where he works with growers, packers, and the sales team on quality, IT support, food safety, and more recently, sustainability.



Mike Preacher

VP of Marketing

Superfresh Growers

Mike Preacher is Vice President of Marketing for Superfresh Growers, a Washington State grower, packer, and shipper of apples, pears, cherries, and blueberries. Mike has been involved in the produce industry for 17 years. Prior to his tenure with Superfresh Growers, Mike worked at Starbucks Coffee Company in the Food and Starbucks Card business units. Mike is a former Chair of the U.S. Apple Association and is active in fruit industry and philanthropic organizations.

Mike holds a bachelor's degree in English, with a History minor, from Whitman College. In his free time, he enjoys fishing, skiing, and losing at tennis to his wife, Kristin, and their teenage sons, Nolan and Henry.



Brandon Sielen

Senior Vice President
Marsh McLennan

Brandon Sielen is a placement specialist for Marsh's Product Recall Team, based in Phoenix, Arizona. He supports clients with risk transfer and risk management solutions in the specialist areas of product contamination and recall. The group offers a range of services designed to better understand and mitigate risk, including customized insurance programs, captive solutions, and crisis management consulting services.

Brandon joined Marsh in April 2020 with 14 years of insurance experience in the niche recall and contamination lines. Prior to Marsh he served as a co-leader for a global insurance broker's recall practice, which succeeded his time as recall practice group leader with a national wholesale firm.

Brandon received a bachelor's degree in communications from the University of Wisconsin, Parkside.



Rob Snyder

**Agriculture Advisor
to the Administrator**
U.S. Environmental Protection
Agency

Rod Snyder was appointed Senior Advisor for Agriculture to the Administrator of the U.S. Environmental Protection Agency in October 2021. He is recognized for his nearly two decades of leadership at the intersection of agricultural and environmental policy.

From 2014–2021, Snyder served as president of Field to Market: The Alliance for Sustainable Agriculture, which is the largest multi-stakeholder initiative working to advance the sustainability of commodity crop farming in the United States. In this role, he forged science-based consensus among diverse stakeholders across the food and agriculture value chain on complex issues such as climate change, water quality, biodiversity, and pest management. In 2015, Snyder co-founded the Sustainable Agriculture Summit, which has grown to be the largest and most prominent annual sustainable agriculture conference in North America.

Snyder holds a B.A. in Political Science from Eastern University in St. Davids, Pennsylvania. He resides on his family farm in Shenandoah Junction, West Virginia.

Speaker Bios



Amy Tranzillo
Global Head of Marketing
AgroFresh

Amy Tranzillo is the Global Head of Marketing at AgroFresh the global leader in post-harvest solutions with a mission to prevent food loss/waste. AgroFresh provides a range of solutions and digital technologies to growers, packers and retailers to maintain quality and extend the shelf-life of fresh produce.

Amy has more than 20 years of experience in agribusiness and has a passion for bringing innovation to the market that enhances the livelihood of the agricultural community and leads to a safe and sustainable global food supply. Prior to joining AgroFresh, she held senior roles at Zoetis and Elanco, two of the largest Animal Health companies in the world. In addition, Amy has worked in the non-profit sector with GALVmed, a Bill & Melinda Gates Foundation partner that focuses on providing access to health technology to livestock farmers in Sub-Saharan Africa.

Amy holds a B.S. in Animal Science and Agriculture Business from the University of Delaware.



Kyle Womach
Agribusiness Risk Advisor
PayneWest Insurance

Kyle Womach joined the PayneWest team in 2019 as an Agribusiness Risk Advisor. Prior to joining PayneWest, Kyle spent his career in the tree fruit industry specializing in employee relations, packing house operations and food safety, more specifically developing recall plans. His passion for agriculture stems from growing up on a family farm and being able to experience firsthand the dedication it takes to run a family farm operation.

Kyle is a graduate of Eastern Washington University and the AgForestry Leadership Program of Washington State. He actively participates in various tree fruit foundations to be able to give back to the community he has become so fond of. Kyle is an official girl dad with a couple young daughters basically running his life.

Sponsor Directory

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AgroFresh



Sarah Enescu, North America Commercial Business Director
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senescu@agrofresh.com
agrofresh.com

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.

American International Foods, Inc.



Chris Morse, Imports Manager
616-219-1173
chrism@americaninternationalfoods.com
americaninternationalfoods.com

American International Foods, Inc. is a leading food ingredient supplier with a portfolio of over 2500 food and beverage ingredients. For nearly 25 years, American International Foods, Inc. has been providing innovative supply chain solutions to food and beverage manufacturers nationwide.

We distribute a diverse set of ingredients to manufacturers and processors in the food, beverage, pet food, health and nutrition industries. Our strategic nationwide warehouse network allows efficient and low-cost ingredient distribution. We take great pride in our role as a reliable ingredient supplier providing efficient deliveries, top-quality ingredients, and solutions to complex supply chain issues.

As a distributor of food ingredients, we partner with manufacturers who share the same passion for quality food ingredients as our customers. American International Foods, Inc. has nearly 25 years of experience importing ingredients for distribution to manufacturers nationwide. With our direct national sales force and marketing resources, we create mutually beneficial relationships with global juice manufacturers, growing their brand.

Aweta



David Mullinex
559-244-8340
d.mullinex@aweta.us
aweta.com

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.

Bayer



Dr. Frank Wong, Industry Affairs Lead
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frank.wong@bayer.com
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

Sponsor Directory

Durand Wayland



Nick Lenger, VP Packinghouse Sales - NE Territory

nickl@durand-wayland.com

durand-wayland.com

Durand-Wayland, Inc. is a leading manufacturer and systems integrator of packinghouse equipment and agricultural sprayers. Specializing in dumping, cleaning, sorting, grading, packing and palletizing equipment, we customize each solution to meet the customer's operational needs. Our domestic and international partnerships expand our product lines and give us access to complementary commodity and process specific solutions. We assist our customers with design and implement solutions, increase volume, and pack outs, to create an efficient, cost-reducing packinghouse with minimal labor and operational cost.

An American company since 1934, Durand-Wayland is an original equipment manufacturer, a value-added reseller for our high-quality vendor partners and solution provider based in Georgia with offices in California, Michigan, Florida, and Pennsylvania. Visit www.durand-wayland.com to learn more.

FieldClock



Andrew Stankiewicz, VP of Revenue

559-777-7317

andrew@fieldclock.com

fieldclock.com

FieldClock was built by farmers for farmers. Our initial goals were simple data collection in the field and easy office data management. It wasn't long before we realized others were looking for the same thing, so we opened our platform up to other farmers and farm labor contractors, resulting in a fruitful collaboration that continues today.

We work with farmers nationwide to provide custom labor solutions helping them effectively track labor and production data. Our office-on-the-go approach provides decision-makers with real-time information from the fields to the warehouses through the use of the FieldClock Badging System, Employee Portal, and Administrative Site.

FieldClock offers total transparency for farmers by providing clear, concise reports on farm labor and data management, allowing you to track your data, labor, and dollars while saving time and reducing administrative costs.

Fructus Meran



Philip Theiner, Purchase & Sales Manager

+390471676552

philip.theiner@fructus.it

fructus.it

As a third-generation family run business, we produce high quality products for our customers that meet the highest quality requirements and individual consumer wishes.

Many years of experience, innovative fruit ideas and the ideal structure organizing the company in three divisions – fruit processing, fruit auction and fruit packing plant have, over the years made us into what we are today:

Europe's leading enterprise in the packaging and marketing of fresh fruits and in the manufacture of pasteurized apples and pears, IQF frozen fruits and aseptic and canned fruit purees.

We export our products to 49 countries worldwide. Since different years we supply customer in the United States with our FDA conform products. We have a cold store capacity of 30.000to for the raw material, 3000to for frozen products and 15.000to for ambient storing. In total around 100.000to of fruits go through our hands year by year.

As we want to maintain our environment, since 1999 we are certified by ISO14001. We want to work with the nature to make sure that also our children can enjoy the beauty in which we work and live. Let's work together to supply people all over the world with tasty and healthy fruit products.

FruitSmart, Inc.



Luca Da Ponte, Vice President of Sales

919-703-9321

ldaponte@fruitsmart.com

fruitsmart.com | cifiingredients.com

FruitSmart is a Washington State fruit processor offering fruit juices, juice concentrates, purees, essences, fibers, seeds and seed oils. 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 juice concentrate, apple essence, dry apple chips and apple fiber. All apple products are offered both as conventional and organic.

Sponsor Directory

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.

Keurig DrPepper



Bill Abdo, Apple Buyer

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keurigdrpepper.com

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.



David Cox, Jr., Director of Raw Fruit

717-677-8181

dave.cox@knouse.com

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.

Marsh McLennan Agency



Kyle Womach, Sales Executive

509-955-1307

KWomach@PayneWest.com

paynewest.com, marshmclennan.com

Risk management strategies that can grow profits by lowering costs and helping capital work harder. The Marsh McLennan Agency agribusiness team has the deep industry insight and broad experience needed to position businesses to thrive in the future of agriculture. In addition to insurance, we have internal experts and access to resources that provide valuable services such as claims advocacy, compliance safety and loss prevention consulting, actuarial services, accounting and financial consulting, and legal consulting. Key industries we serve include the following:

- Ag retailers
- Commercial farming and crop production
- Commercial grain and feed
- Cooperatives
- Egg layers
- Equipment dealers & manufacturers
- Feedlots and dairies
- Food processing and manufacturing
- Hog producers
- Livestock auctions (national proprietary program)
- Meat processors, including harvest floors
- Seed dealers
- Specified contractors
- Wholesale food and beverage distribution

Sponsor Directory

Moss Adams LLP



MOSSADAMS

Rachael Gieseke, Partner

509-834-2475

rachael.gieseke@mossadams.com

mossadams.com

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. To look forward and rise to the challenges ahead—managing complexity to reveal opportunity—requires welcoming change with optimism. It's how Moss Adams uplifts more than 1,000 agribusinesses nationwide to strategically plan for, and go, where they want to be next. Discover how our industry-focused advisory solutions can help elevate your performance upward.

North Bay Produce, Inc.



Ken Korsen

231-590-8101

kkorson@northbayproduce.com

northbayproduce.com

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.

Orchard Robotics



Charlie Wu, CEO and Founder
607-269-8838
charlie@orchard-robotics.com
orchard-robotics.com

Orchard Robotics is a startup company that spun out of Cornell University. Our advanced camera systems & computer vision software gather precision data for the visible fruit on any tree.

We've developed custom-built AI algorithms that "see", size, and track the growth of the visible fruit on every tree. Our patent-pending camera systems can be mounted on any tractor or farm vehicle to collect accurate fruit count & size measurement, from bud to bloom to harvest.

- For growers, we offer a strategic edge in crop load management, enabling you to meet yield targets precisely while optimizing fruit quality.
- For packhouses, our technology provides accurate early-season yield & size estimates for efficient planning, reliable forecasting, and improved inventory management.

To find out more, or to schedule a demonstration of our technology at your orchards, visit us at www.orchard-robotics.com/usapple.

Pace International, LLC



Jorge Gotuzzo, Global Marketing Director
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paceint.com

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

Seso



Tim Wall, Director of Sales

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sesolabor.com

Seso is the industry's only comprehensive H-2A solution. We support our customers with every aspect of their H-2A program, including worker recruitment and document collection, filing job orders, arranging consulate appointments and transportation, digitally onboarding workers, managing abscondments, transferring workers or extending contracts, dealing with DoL audits, compliant payroll processing, and more! Customers that use Seso reduce time spent on paperwork and administrative tasks by up to 72%, which is why Seso is the trusted provider of 12 of the 25 largest H-2A employers. Get back to the field and leave the backoffice to us.

Smart Apply



Jerry Johnson, President & CEO

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smartapply.com

Smart Apply® Intelligent Spray Control System™ is transforming how apple and other specialty crop growers apply and manage their chemical use to support healthy yields and a healthy planet. Sold as a kit that can be added to virtually any air blast sprayer, the Smart Apply System has two main functions: precision spraying and data collection and analytics. Unlike traditional sprayers, the Smart Apply System uses LIDAR to identify the height, shape, and foliage density of individual trees or vines. It delivers the right amount of chemicals based on this information, nearly eliminating chemical run off and drift. The fully automated system does not spray when there are gaps in trees, at the end of a row, or rows that have already been sprayed. The average reduction in chemical use is 50%.

The Smart Apply System collects data each and every time you spray on chemical usage, tree counts, paths sprayed, operator performance and more. The data is uploaded to the Cloud, giving growers a digital record of spray activity that can be used to support operations and for sustainability, regulatory or export reports. The Smart Apply System is sold at certified John Deere dealers across the United States and around the world. Visit smartapply.com for more information and to find a dealer near you.

S.S. Skikos Trucking



Shad Skikos, Chief Executive Officer

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skikostrucking.com

S.S. Skikos Trucking has been a dedicated carrier of many local companies since 1997. We have provided our clients with the highest level of service possible through extensive personal attention, a top priority throughout this time. We provide drop trailers to help ease the pressures and demands of loading and unloading.

With more than 25 years of experience of running reliable routes and combining loads to reduce high freight charges, we have learned the secret to providing top quality service at highly competitive rates.

Our high quality of service comes from our ability to adapt our business to each client's specific needs and to make effective responses based on the feedback they provide. We are well suited to service your needs with a large fleet of trucks and trailers. We will provide reliable day-to-day service as well as responsive on-call service.

Stiebs



Brian Nova, Director of Sales & Marketing

559-661-0031

bnova@stiebs.com

stiebs.com

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.

Sponsor Directory

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.

STOREXCA Controlled Atmosphere Inc.



Philip Treville, Managing Director

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storexca.com

Storex delivers energy efficient and environmentally friendly solutions for the control of air molecules (O₂, CO₂, N₂, ethylene, ethanol and other gases) for a variety of applications including long term storage of fresh fruit & vegetables.

TekniPlex



Suzanne Wolter, National Sales Director

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keyespackaging.com

TekniPlex is a globally integrated provider of innovative solutions through materials science and manufacturing technologies. TekniPlex deploys world class expertise in the formulation, processing and manufacturing of materials-based solutions to protect products, strengthen brands, and promote sustainable business decisions for Healthcare and Consumer markets. Our core fresh produce business is serving North America's apple, pear and avocado industries from our Wenatchee, WA fiber & foam manufacturing facilities. TekniPlex trays, previously known as Keyes & Dolco, are designed to protect growers' most precious assets and have proven their cushioning properties for decades.

Our global team of experts is pushing the boundaries of what is possible, leading the way in innovation, sustainability and safety. For more information about TekniPlex product offerings & capabilities, please visit <https://tekni-plex.com>

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.

Today, the company is the world's largest producer of dried apple products and is the primary supplier to the U.S. market, providing ingredients to most of the nation's top food companies. In addition, Tree Top produces and markets consumer packaged goods and fresh sliced apples to the foodservice industry and consumer retail markets.

Sponsor Directory

USI



Erik Heggelund, Partner

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usi.com

USI has served more than 500,000 clients meeting their property & casualty, employee benefit, personal risk and retirement needs nationwide. We have more than 150 years of consulting and brokerage experience through our acquired agencies, with local offices dating back in their communities as far as the late 1800s. USI combines industry leading national capabilities delivered through longstanding, passionate and committed local service teams. USI stands for Understand, Service and Innovate. At USI we work to Understand the specific needs of our clients, to provide an unparalleled local Service experience, and to Innovate with cutting edge solutions so our clients can continue to invest and grow.

The power of USI, and our ability to bring best-in-class solutions and services to our clients and our communities, is achieved through the collective knowledge and experience of our professionals coming together as ONE.

Valent U.S.A. LLC



Vince Restucci, Tree Fruit Market Segment Manager

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Vince.Restucci@valent.com

valent.com

Valent U.S.A. LLC, headquartered in San Ramon, CA, develops and markets products in the United States, Canada and Mexico that advance sustainable agriculture, protect crops, enhance crop yields, improve food quality, beautify the environment, and safeguard public health. Valent products include a well-known line of quality herbicide, insecticide, fungicide, and plant growth regulator products for agricultural, seed protection and professional use. Valent is a leader in marketing and sales of both traditional chemical products and biorational products developed by its affiliate, Valent BioSciences LLC.

Valent is committed to investing and introducing new and innovative sustainable solutions to help grow and protect apples including new products like Accede® PGR, Raynox® Prime and Raynox® Organic II Sunburn Protectants, Excalia® Fungicide, Senstar® Insecticide, and more. For more information about Valent or its full product line, please call 800-6-VALENT (682-5368) or visit www.valent.com/apples.

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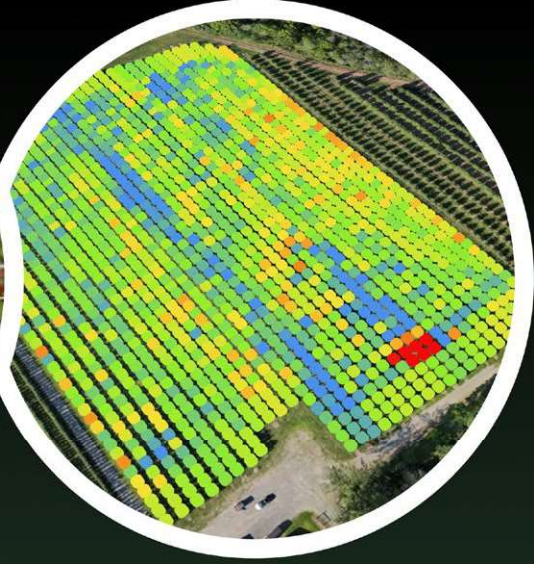
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The NextGen Apple Fellows thank all who donated to our raffle.

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All proceeds will go to Apples4Education, a program that supports schools across the country with grant funding to supplement student nutrition and expose students to a wider variety of fruits and vegetables.

Each year, USApple NextGen Fellows work as a group to fundraise for a charity of their choice. The 2023 class chose Apples4Ed and have worked hard to organize this raffle!



Buy your raffle tickets now!



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