

## TOMATO PASTE PRODUCTION COST - INDUSTRY AVERAGE\*

(Source: The Morning Star Company)

	% of Cost		
	2011	2012	2013
<b>Fixed Expenses</b>			
Facility Capital Expenses (Depr. & ROA)	6.0%	6.3%	6.5%
Insurance & Taxes	1.0%	0.7%	0.7%
Operating Overhead (Administration & R&M)	7.0%	7.4%	7.8%
<b>Variable Expenses:</b>			
Tomatoes with fees	53.0%	53.5%	52.1%
Trucking	8.0%	7.6%	7.6%
Seasonal Labor	2.0%	2.3%	2.7%
Boiler Energy	5.0%	4.4%	5.4%
Electricity	1.0%	1.3%	1.3%
Sewage	0.0%	0.2%	0.2%
Supplies & Misc.	1.0%	0.8%	0.8%
Containers	9.0%	8.9%	8.7%
Operating Interest	4.0%	3.9%	3.9%
Selling Costs	3.0%	2.7%	2.4%
<b>Total Expenses</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

\* May not add exactly due to rounding.