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SafeSourcing e-Newsletter

Have comments, questions, or suggestions about the new SafeSourcing e-Newsletter? Let us know what you think by emailing us at the following address. We look forward to hearing from you! events@safesourcing.com

Trivia!

What does EcoLogo mean?
www.safesourcing.com

Industry News

How Weather Affects Growers

Holy Guacamole!

Southern California avocado farmers have had serious problems with the record heat in June. Temperatures rising above 113 degrees have left trees burnt with a lot of unsellable fruit. In addition to hot weather, high winds also have had devastating effects on avocado trees. High winds wick away moisture faster than the trees can absorb it. Tom Bellamore, President of the California Avocado Commission, visited many groves in mid-June. He reported observing sunburnt trees, fruit drop, and shriveled tree branches. Drop fruit does not command the same price as picked fruit. It will take time to determine the damage the heat and wind have had on the trees and how it could possibly affect next year's crop.

While the heat is another setback to the California avocado growers, water problems, labor shortages, and Mexican avocado competition all contribute to the ongoing concern. "Bellamore says the California avocado industry as a whole remains strong – three out of the last six years have seen a crop value of more than \$400 million, the best the industry has ever seen – but small growers especially those dependent on municipal water, are ill-equipped to withstand a series of blows." ■

Gillian Ferguson, Los Angeles Times, 6/29/16

Sugar—Sticky Sweet

Pure maple syrup is a \$37 million business in the U.S. The crop in Vermont is estimated to be worth \$12 million. Although these numbers are impressive, Quebec produces 75 percent of the world's maple syrup. Some maple syrup makers in Vermont (the largest producers... *Continued on page 2*

INSIDE THIS ISSUE

1	Weather and Growers
2	Supermarkets Changing
2	Answer to July's Trivia!

COMING NEXT ISSUE

Sept.	Answer to our Trivia!
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Recent Savings

Capers

Savings were over 43% of total spend. ■

Class 8 Truck Tires

Savings were over 18% of total spend. ■

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Sugar— Sticky Sweet...Cont.'d

in the country) are having a record year despite early fear that the warm weather in late March and early April would bring things to a halt. Lee Remick of Sweet Stone Maple Farm in Hardwick, Vermont, has been sugaring for 11 years. He reported last year was a record low for him, however, this year he's tied his all-time record high. What a difference a year can make!

It takes cold nights and warm days for maple sap to flow. If the weather is too warm during the day, buds can form on the trees and the sap quickly stops. It had been feared that the warm weather in late March and early April would bring the production of the sap to a halt, but the weather turned cold again. This past year, larger maple syrup producers began tapping trees in early January. Last year the season ran for about three weeks. This year the season ran for nearly two and a half months. Timothy Perkins, Director of the University of Vermont's Proctor Maple Research Center in Underhill reported "It's been almost a season with three acts in it. We collected (sap) the first week of February and boiled at that point and then waited a few weeks and had a bunch more and waited a few weeks and now we're sort of at the end of yet another waiting

period and hopefully we'll be back in business here shortly!" It's too early to determine the price for consumers for the sweet stuff. Syrup generally averages \$49 a gallon. ■

[Lisa Rathke, U.S. News, 4/11/16](#)

Supermarkets Changing to Meet Consumer Eating Habits

Some food giants that have stagnated in sales are targeting smaller companies that seem to have a handle on what consumers want – simpler and more natural products. WhiteWave's Silk soy and almond beverages and Horizon's organic milk have more than tripled the Denver company's shares. "The reality has changed on the self. Looking at organic and non-GMO (products), they are now much faster-growing than conventional items," said Danone Chief Executive Emanuel Faber.

Last summer, Hormel Foods Corp. made its largest acquisition when they purchased Applegate Farms LLC (an organic meat company) for \$775 million. The year prior, General Mills, Inc. paid \$820 million to purchase Annie's Inc., a company known for its organic macaroni and cheese, in order to appeal to a growing population of health-conscious consumers.

The number of mergers and acquisitions in the last year has amounted to more than \$116 billion in US companies, the largest total dollar amount in at least two decades. ■

[Kelsey Gee and Heather Haddon, WSJ, 7/9-10/16](#)

QUESTIONS AND ANSWERS

Q: How can I subscribe or unsubscribe to these newsletters?

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A: Yes. No matter when your past event ran, the team at SafeSourcing can find ways for your company to save.

Q: I want to know more about what SafeSourcing does. Who can I talk to about this?

A: You can contact a customer services representative who can help you with any further questions by calling us at 1-888-261-9070 or by going to our [website](#) and trying our "Risk Free Trial" offer today.

Trivia! From July 2016 Issue

What is WLAN?

WLAN - Wireless local area network, or WLAN, allows a laptop user (or a strong desktop user) to unhook and roam freely about the building while maintaining a connection to the Internet. It is even starting to show up in some airports and convention halls.

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