



Where the Apple Industry Grows Together

The Ritz-Carlton | Chicago
#Outlook2024 | usapple.org

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Jim Bair
President & CEO

USApple members, friends and guests –

Welcome to Outlook 2024 – the most important meeting of the year for the apple supply chain. This is the 129th year of the apple industry coming together to renew friendships, learn, and discuss the critical issues that impact your businesses.

The economic headwinds are the strongest in recent memory. So, we crafted this program to provide perspective and clarity from the best lineup of speakers that we've ever presented. You will be enlightened, challenged, and will go home with valuable market information not available anywhere else.

Welcome to Outlook – where the apple industry grows together!



Welcome to Outlook



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Stats That Matter

NOVEMBER 2024

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Conference Information

#Outlook2024

General Information

Onsite Registration Hours

Thursday, August 15
9:00 a.m. - 4:00 p.m.

Friday, August 16
8:00 a.m. - 10:00 a.m.

Conference Presentations

Presentations will be available shortly after the Outlook 2024 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.

USApple Industry Outlook 2024

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 will receive a link to the full report following the conference. Sponsored by **AgroFresh**

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.

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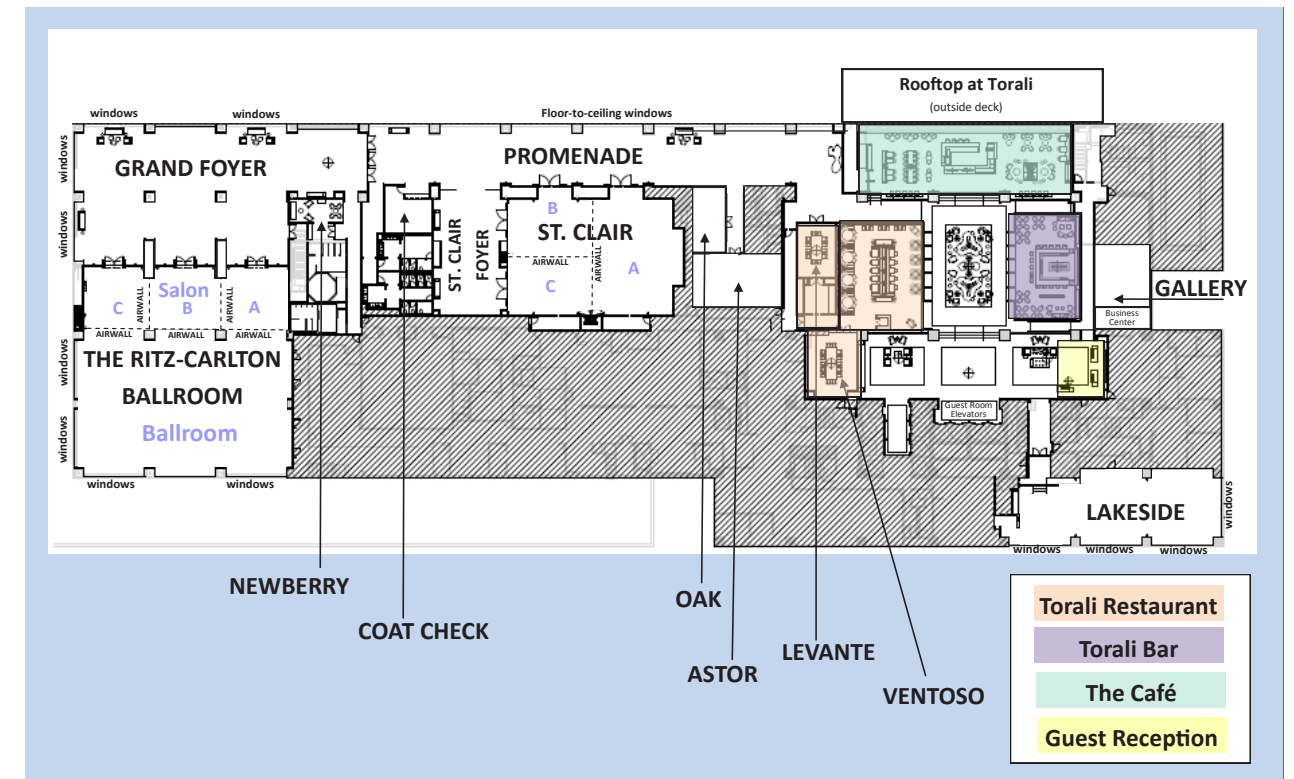
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The Ritz-Carlton Chicago



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

12th Floor



Wednesday, August 14

5:30 PM - 9:30 PM | The Spirit of Chicago, Navy Pier

Welcome Reception

Dinner Cruise Sponsored by FieldClock, Seso Labor, Storage Control Systems, Tiverton
Shuttles Sponsored by Charles & Alice, Inc.

(Space is limited. You must RSVP in advance.)

Thursday, August 15

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

9:00 AM - 10:30 AM | St. Clair

USApplePAC Breakfast

Rodney Davis, Former Illinois
Congressman (separate ticket required)

11:30 AM | Ballroom

Welcome Lunch

Sponsored by Adams Country Nursery,
Community at the Core, Tekni-Plex

12:00 PM - 4:30 PM | Ballroom

Welcome & Opening Remarks

Industry Outlook & Global Crop Report

Chris Gerlach, USApple, Vice President,
Insights & Analytics

Succession Planning: Where to Begin

Michael Cohen, Agribusiness Succession
Advisors, Private Wealth Advisor
Jeffrey DeWald, Agribusiness Succession
Advisors, Managing Member

Ag Water Update

Kruti Ravaliya, Consumer Safety Officer,
DPS-CFSAN-FDA

Networking Break

Sponsored by Knouse Foods
Cooperative, Inc.

Agtech: Using Data to Improve Efficiency, Profitability and Sustainability

Itai Kanot, BeeHero, CoFounder and
Chief Growth Officer
Deena Malaeb, Seso Labor, GM Payroll
Gary Vandembark, Smart Apply, Inc.

Chief Engineer
Bradford Warner, AgroFresh, Executive
Director of Digital and Data Business

Farm Credit System Outlook: Agricultural Credit Conditions

Todd Van Hoose, Farm Credit Council,
President & CEO

Apple Person of the Year Award

The Packer

4:30 PM - 5:00 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 Marsh
McClennan Agency

Friday, August 16

8:00 AM | The Grand Foyer
Breakfast

8:45 AM - 12:00 PM | Ballroom

USApple State of the Industry & Annual Business Meeting

Steve Clement, USApple Board of
Directors, Chair

Apple Category & Walmart

Carrie Mack, Walmart, Senior Manager,
Sourcing-Produce

Eat More Apples - Increasing Apple Consumption Campaign

Brenda Briggs, Rice Fruit Co., Vice
President of Sales and Marketing
Julie DeJarnatt, Chelan Fresh, VP of
Marketing and Brand Strategy
Kari Soldaat, Riveridge Produce
Marketing, Inc., Director of Sales
Kaari Stannard, Yes! Apples, President
& CEO

Networking Break

Pushing Through the Noise: Reaching Your Target Audience

Angela Sommers, Ten Acre Marketing,
Senior Account Manager
Kaitlyn Thornton, Thornton Farms, 4th
Gen Orchardist
James Williams, United Apple Sales,
Business Development
Moderator: Lynsee Gibbons, USApple,
Director of Communications

USApple Forecast & Industry Insights

Chris Gerlach, USApple, Vice President,
Insights & Analytics

12:00 PM

Conference Adjourned

Conference Schedule



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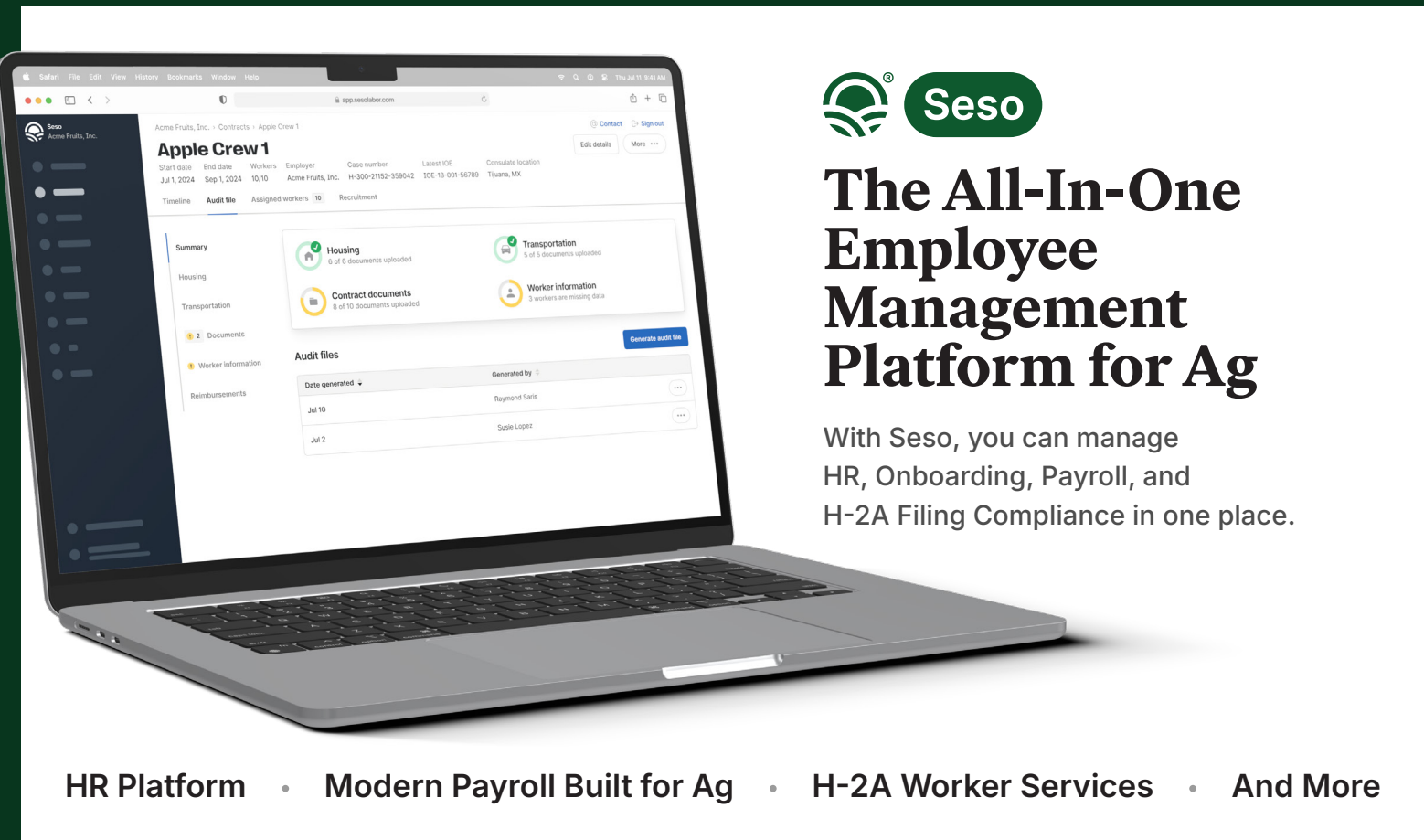
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NO PURCHASE NECESSARY. THE CONTEST IS OPEN ONLY TO LEGAL RESIDENTS OF THE 50 UNITED STATES (& D.C.), 18 AND OLDER, WHO ARE THE PARENT/LEGAL GUARDIAN OF A CHILD/LEGAL WARD BETWEEN 5 AND 12 YEARS OLD. THE INSTANT WIN GAME IS OPEN ONLY TO LEGAL RESIDENTS OF THE 50 UNITED STATES (& D.C.), 18 AND OLDER. VOID WHERE PROHIBITED. Enter Promotion by 9/30/24. For Official Rules and prize descriptions, visit www.MottsDesignContest.com. Sponsor: Mott's LLP, 6425 Hall of Fame Lane, Frisco, TX 75034. ™ & © 2024 Mott's LLP. © 2024 Crayola™ and Serpentine Design™ are trademarks of Crayola used under license. 18348 UKDPM033253



Speaker Bios

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www.sesolabor.com

Speaker Bios



Chris Gerlach
Vice President,
Insights & 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.



Itai Kanot
CoFounder and Chief
Growth Officer
BeeHero

Itai Kanot, Co-Founder and COO of California-based BeeHero. Owner at Boaz Kanot Bees and Honey, the largest bee farm in Israel.

Itai has extensive background and understanding of beekeeping, pollination, and farming. As a second-generation beekeeper, he co-founded BeeHero in 2017, as a next-generation company designed to save the beekeeping industry, the bees, and the farmers who rely on them to grow our food.

BeeHero is working to redefine pollination in commercial agriculture, and the company uses advanced data analytics, artificial intelligence, and low-cost IoT sensors that work to bring transparency and efficiency to the complex logistics of commercial crop pollination. Headquartered in California, with an R&D center in Tel-Aviv, BeeHero has become the world's largest pollination provider in three years with more than 300,000 hives under management and more than 200,000 acres high-value crops under contract, mainly in the US and in Australia. BeeHero currently controls the world's largest data sets of bee behavior and collects more than 25M samples daily.



Brenda Briggs
Vice President of Sales
and Marketing
Rice Fruit Co.

Brenda Briggs serves as Vice President of Sales and Marketing with Rice Fruit Company, a Pennsylvania-based marketer, packer, and shipper. Brenda has a passion for the apple industry and the people who devote their professional lives to its many facets. In her role at Rice Fruit Company, Brenda leads her talented sales and marketing department, and is a member of the executive leadership team. Brenda is also completing her sixth year on the USApple Board, serving as Immediate Past Chair.



Michael A. Cohen
CRPC®, CBEC®
Managing Member
Agribusiness Succession
Advisors, LLC

Mike entered the financial planning industry in 1983. Mike has been recognized by the community and the company for his excellence in client attention, service and detail. He is a lifetime member of The Resource Group, an invitation-only, nationwide network of the top financial planners within Lincoln Financial Advisors. Mike is also a member of the Premier Partners Group inside of Lincoln Financial Advisors.

In Mike's 40-year tenure in the industry, he has specialized in complex estate, business continuity and financial independence issues for high net worth clientele. His practice has grown nearly exclusively through the referrals from clients and estate and tax professionals. Today, Mike's practice is focused on the special planning needs of farming and ranching families throughout the United States.

Mike graduated from Colorado College with a bachelor's degree in Economics. In 2010, he earned the designation of Chartered Retirement Planning Counselor or CRPC through the College for Financial Planning. In 2019, Mike earned the designation of Certified Business Exit Consultant (CBEC).

Like many Coloradoans, Mike loves the outdoors and participates in skiing, fly fishing, cycling and hiking. With a mountain home near Winter Park, Colorado, Mike has been on the Winter Park Ski Patrol for over 44 years. In 2014, Mike was recognized nationally by the National Ski Patrol System for leadership and service to the organization with National Appointment number 11546. Mike also volunteers as a professional rescuer CPR instructor in his spare time.

Speaker Bios



Jeffrey S. DeWald

CLU, ChFC, CBEC
Managing Member
Agribusiness Succession
Advisors, LLC

Jeff has spent the past 42 years working with successful farmers, growers and owners of Mid-Market businesses, advising them on business succession, retirement planning, estate planning and wealth management.

Jeff began his career working for a business which needed to be sold to pay taxes when the majority shareholder died unexpectedly. That experience – and the impact on the business' other shareholders and its employees – gave Jeff a perspective on what can happen when business owners fail to plan for the future.

Jeff is a founding member of the Business Intelligence Institute, served as Director of Estate and Business Planning for Sagemark Consulting's Northern New England Region from 1992 through 1995, and has been retained by Morgan Stanley, UBS and the Fleet Private Clients Group to advise their farming, ranching and business owner clients on estate and transition planning.

Jeff holds the Chartered Life Underwriter and Chartered Financial Consultant designations from the American College and has earned the Certified Business Exit Consultant designation.



Kruti Ravaliya

Consumer Safety Officer
FDA, Division of Produce Safety
within CFSAN

Kruti Ravaliya is a Consumer Safety Officer with the Division of Produce Safety (DPS) within The Center for Food Safety and Applied Nutrition (CFSAN), at U.S. Food & Drug Administration (FDA). She supports DPS in a variety of means, most significantly in the development of agricultural water requirements within the Produce Safety Rule. She earned her M.S. in Food Science, with minors in Biotechnology and Food Safety, at North Carolina State University in 2013, and a B.S. in Food Science and Spanish from the University of Massachusetts, Amherst, in 2007.



Julie DeJarnatt

**VP of Marketing and
Brand Strategy**
Chelan Fresh

Born and raised in a farming family in Northwest Arkansas established her deep roots in agriculture. From early on, Julie was taught the responsibility of providing food for others, appreciation for hard work and the joy of working side by side with multiple generations of family. At the age of 19, she began working as a cashier at Walmart before moving into the Corporate Office where she completed the Buyer Training program. The next 12 years included Buying roles in International, Music and Dry Grocery. In 2004, she accepted an offer to lead Walmart Private Brands, including Great Value, Sam's Choice and the launch of Marketside. Throughout her career at Walmart, she felt a great sense of pride in helping people save money without sacrificing on quality products. Her last role with Walmart was establishing and leading the Global Food Sourcing office in Washington State with responsibility for global supply of apples, pears, cherries, potatoes, onions, and asparagus.

In 2011, she left Walmart to regain work-life harmony and spend more time with her husband and three boys. Today, she is the VP of Marketing and Brand Strategy for Chelan Fresh. Her career has come full circle back to farming and agriculture, but the journey to get here taught her how to buy, sell and market goods in a way that brings suppliers and consumers together. She believes in collaboration over competition. There is space for everyone to thrive. Finding those connections and opportunities is what drives her today.



Carrie Mack

**Senior Manager,
Sourcing-Produce**
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



Deena Malaeb
GM Payroll
Seso Labor

Deena Malaeb currently leads the payroll and financial products at Seso Labor, a worker management platform built for Ag. Prior to this role, she launched and managed the livestock division at Farmers Business Network. In her free time, she runs a cooking blog, plays soccer, and volunteers on farms.



Kari Soldaat
Director of Sales
Riveridge Produce Marketing, Inc.

Kari Soldaat is the Director of Sales for Riveridge Produce Marketing, Inc., a Michigan grower, packer, shipper and processor of apples, cherries, peaches, and prune plums. Kari has been with Riveridge for 9 years. Prior to her tenure with Riveridge, Kari worked in the Consumer-Packaged Goods industry in various sales and category management roles. Kari is the current Chair for the U.S. Apple Export Council and is active in the fruit tree industry.

Kari holds a bachelor's degree in food marketing from Western Michigan University. In her free time, she enjoys traveling, skiing, and spending time with her family.



Angela Sommers
Senior Account Manager
Ten Acre Marketing

Angela Sommers is a seasoned agriculture, food, and supply chain marketing professional, currently serving as the Senior Account Manager at Ten Acre Marketing. With a rich heritage as the sixth generation on her family's apple and cherry farm in Michigan, Angela's journey into the fresh produce industry is deep-rooted and personal.

Before her tenure at Ten Acre Marketing, Angela made significant strides as the Marketing Director for an established apple shipper in Michigan and as the Marketing Lead for a crop protection company. Her extensive experience and innovative approach have earned her a reputation for driving fresh produce brands to new heights.

Angela's industry involvement extends beyond her professional role. She serves on the board of Michigan Pomesters and is an active member of the International Fresh Produce Association's Marketing Council.

At Ten Acre Marketing, Angela is celebrated for her strategic insights and ability to craft effective marketing campaigns that foster growth and success nationwide. Her leadership and vision continue to shape the future of agriculture marketing.

Angela lives in Michigan with her husband Bret and their children, Calvin and Adaline. Her personal and professional lives are a testament to her passion for fresh produce and commitment to nurturing her family and the industry she loves.

Speaker Bios



Kaari Stannard
President & CEO
Yes! Apples

Kaari has been the President and CEO of Yes! Apples since 1997. A trailblazer in the apple industry for nearly 30 years, Kaari is the only woman who owns and runs an apple organization, and of all the apple organizations across major apple-producing states (WA, MI, PA, and NY), Yes! Apples is the only team led by a woman. Kaari is a board member and the treasurer of USApple, a board member of the USApple Export Council, and was previously the Chairwoman of USApple. She was named Apple Person of the Year in 2020 by the preeminent produce trade publication, The Packer. Kaari's dedication to the produce industry has led her to diversify her portfolio beyond apple sales and marketing with part ownership of the 250-acre Fish Creek Farm and packing organizations Lake Ontario Fruit and Pomona Packing.



Kaitlyn Thornton
4th Gen Orchardist
Thornton Farms

Kait Thornton is a 4th generation apple and pear grower from North Central Washington and has plans to take over the farm eventually. Her main passion is connecting consumers to who are where their food comes from. She does this by creating entertaining and educational videos centered around farming for her audience of nearly half a million between Instagram and TikTok. Her love for the industry continues to grow and she is encouraged by how many people are excited to learn about the fruit and how it is grown.

Kait is a recent graduate from Washington State University with a degree in Business Administration with an emphasis in marketing.



Todd Van Hoose
President and Chief
Executive Officer
Farm Credit Council

Todd is President and CEO of the Farm Credit Council, where he leads the national trade association's efforts to represent the Farm Credit System's interests before Congress, the Administration, and various federal regulatory agencies. He also serves on a variety of leadership bodies within Farm Credit, including the Presidents' Planning Committee and the Business Practices Committee.

Todd has more than 30 years of experience navigating political and policy challenges in Washington, DC, working in Republican administrations, on Capitol Hill, and for the Farm Credit System. Focusing on agricultural and financial services policy, Todd has worked directly on 5 Farm Bills, the Gramm-Leach-Bliley and Dodd-Frank banking bills, and a variety of other major legislation.

Since re-joining the Farm Credit Council in 2016 as CEO, Todd focused intensely on modernizing Farm Credit's approach to policy debates in DC. Integrating traditional lobbying efforts with a cutting-edge communications campaign and a well-developed reputation management program, Todd's team at the Farm Credit Council today successfully promotes and defends Farm Credit's important mission to support rural communities and agriculture.

Todd is a graduate of the University of Kentucky with a bachelor's degree in journalism and public relations.



Bradford Warner
Executive Director of Digital
and Data Business
AgroFresh

In his role at the Company, Mr. Warner will lead efforts in the development and execution of a comprehensive digital business strategy and identify new opportunities for AgroFresh to expand its leading end-to-end digital quality inspection platform, FreshCloud, to new regions and in new crops. Mr. Warner has more than 25 years of experience and most recently led the commercial development of agricultural data-as-a-service and ESG offerings for AGI Digital. Mr. Warner holds a B.A. from Truman State University and an M.A. from Old Dominion University.

Speaker Bios



Gary Vandebark
Chief Engineer
Smart Apply, Inc

Farmer, agricultural equipment engineer, technologist and entrepreneur, Gary Vandebark's 30-year career has spanned many disciplines, but his passion has always been helping farmers maximize productivity. Gary has worked with Smart Apply, Inc. (formerly Smart Guided, LLC) as the company's chief engineer since 2013. When the company acquired the precision spray technology from the USDA in 2018, Gary played an instrumental role in the creation of the Smart Apply Intelligent Spray Control System for high-value crops (HVC) and continues to drive functionality enhancements. This system, which integrates with virtually any air blast sprayer, helps HVC growers enhance crop protection, cut chemical use, and dramatically reduce chemical run off and drift—huge wins for efficiency, profitability and sustainability.

Today, Gary can often be found in orchards and vineyards working alongside growers and equipment dealers on installations and training. An accomplished speaker, Gary has educated and entertained wide-ranging audiences from SIMA-Paris to spray sheds in California's Central Valley and apple orchards in New York State. Prior to Smart Apply, he was the chief engineer behind the development of the Apache row-crop sprayer by Equipment Technologies. Gary earned a BS in Mechanical Engineering from Purdue University and an associate degree in Ag Mechanics from Ivy Tech. Additionally, Gary farmed row crops in Indiana for two decades, an experience he translated to his current work with high-value crop growers.



James Williams
Business Development
United Apple Sales

After earning a B.S. in Agricultural Science from Cornell University, James took a buying role with Sam's Club in Bentonville, Arkansas. Throughout the following years, James had responsibilities for several areas including grapes, stonefruit, and tropical fruit. Amidst the global pandemic, James relocated back to New York State and moved back into the production side of the industry. Working with Intergrow Greenhouses, Inc, James was responsible for revamping the marketing efforts of the hydroponic tomato grower and later took on sales responsibilities for some of the company's top retail and wholesale customers. Following a merger with Mastronardi Produce, James sought to better represent future production of newly planted orchards he and his wife established in 2022 and took a role with Untied Apple Sales in Business Development.

Sponsor Directory

#Outlook2024

Sponsor Directory

AgroFresh



Rodrigo Cifuentes, North America Regional Commercial Director
rodrigo.cifuentes@agrofresh.com
agrofresh.com

AgroFresh (Nasdaq: AGFS) is a global leader in post-harvest quality and freshness solutions, dedicated to enhancing the quality and extending the shelf-life of fresh produce while reducing food loss and waste. From a legacy of innovation that stretches back more than 40 years, AgroFresh addresses fresh produce supply chain challenges from all angles, offering a full suite of integrated storage, packing line and digital solutions. AgroFresh has what it takes to empower growers, packers and retailers to succeed in their business of delivering fresh, quality and sustainable produce from harvest to home.

Apple solutions by AgroFresh include but are not limited to: Harvista™, SmartFresh™ Quality System, AgroFresh Verified™, Teycer™ Originals, ActiSeal™, ecoFOG®, Control-Tec™, VitaFresh™ Botanicals and FreshCloud™ digital solutions. To learn more, visit www.agrofresh.com.

Adams County Nursery



Jen Baugher Benton, President
717-677-8105
Jen@acnursery.com
acnursery.com

Adams County Nursery, located in south central Pennsylvania, has been serving the tree fruit industry since 1905. We grow and market apple, pear and stone fruit trees predominantly for the east coast and mid-west growing regions of the US, as well as eastern Canada. In addition, we own and operate 250 acres of apple orchard.

Our apple tree offerings include 2-year budded trees, as well as 1-year bench grafts, for added flexibility. All our trees are grown on quality, preferred rootstocks. We have one of the largest product lines in the country, growing over 230 varieties in total. Most importantly, our team works hard to provide superior service to our growers, meeting them wherever they are. We strive to deliver a quality product that will help our growers achieve their goals. We consider that both an opportunity and a privilege.

Thank you to USApple. When times get tough and the future of farming feels uncertain, it's good to know you are out there representing and advocating for us. We appreciate you and are happy to support the important work you do every day.

Allied Packaging Corporation / Rapid Technologies Group



Matt Iram, Vice President of Sales and Field Engineering
417-306-5366
matt.iram@alliedonline.com
rapidtechnologiesgroup.com

The RAPID BANDER and RAPID ROPER sustainable containment systems deliver stronger, more stable loads by overcoming the number one problem related to stretch wrap: web breaks. This is accomplished by attaching a simple add-on to your current pallet wrap equipment and applying our proprietary RAPID FILM Ultra Strength Sustainable Containment Film.

The result is a unique criss-cross web that binds the load to the pallet and provides 200-300% more containment force than traditional stretch wrap.

There is no capital investment required!

Both systems significantly reduce the economic and environmental costs per pallet vs. standard stretch film. In fact, Rapid Bander was recently named a Finalist in the SPC's 2020 Innovator Awards, thanks to its ability to enhance the sustainability of load containment activities.

BASF / The Chemical Company



Sarah Brown, Head of Public Affairs, Agricultural Solutions North America
sarah.brown@basf.com
basf.com

BASF Corporation, headquartered in Florham Park, New Jersey, is the North American affiliate of BASF SE, Ludwigshafen, Germany. BASF has approximately 16,000 employees in North America and had sales of \$20.5 billion in 2023.

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. Around 112,000 employees in the BASF Group contribute to the success of our customers in nearly all sectors and almost every country in the world. Our portfolio comprises six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions. BASF generated sales of €68.9 billion in 2023. BASF shares are traded on the stock exchange in Frankfurt (BAS) and as American Depositary Receipts (BASFY) in the United States.

Sponsor Directory

Brothers International Food Holdings, LLC



Andy Keane, Marketing Manager
585-343-3007 x119
akeane@brothersinternational.com
BrothersInternational.com

Brothers International Food Holdings, LLC is based in Rochester, New York with offices in Fort Lauderdale & Tampa, Florida, and Shanghai (China). Since the company was founded in 2001, the company has been led by Founder and CEO, Travis Betters, whose family had been passionately involved in the processed fruit and vegetable industry for more than 70 years.

Brothers International Ingredients Divisions - consisting of Brothers Ingredients, Dennick FruitSource, and Hosh International - are full-service direct importers, distributors, and suppliers of bulk packaged ingredients for the food and beverage industry. We supply an abundance of imported and domestic juices, purees, concentrates, and IQF fruits. All products are available as conventional or with organic certification.

Leverage our Global Supplier Network! Our team works strictly with premium, select, highly qualified processing factories both in the USA and around the world. Each division has built long-term relationships with growers and processing plants, guaranteeing the highest quality products and most optimal prices for our clients.

In addition to supplying top-quality fruit and fruit juices, Brothers International is the parent company of Brothers-All-Natural, a leading Freeze-Dried Snack brand. Both Branded and Private-label products can be found in retailers nationwide.

For more information, visit: www.brothersinternational.com

Buckeye Corrugated, Inc.



Nick Papas
585-797-9505
npapas@bcipkg.com
bcipkg.com

Buckeye Corrugated, Inc. (BCI) is the largest independent sheet plant operator in the United States. As a privately held, employee owned company, BCI operates eleven corrugated manufacturing facilities and five sheet feeders, providing an extensive range of corrugated packaging products.

Since 1958, our innovative approach to packaging has set us apart in the industry. Our extensive manufacturing network supports our commitment to investing in state-of-the-art equipment, enabling us to better serve our customers and extend our capabilities to not just build boxes, but build relationships.

BCI is dedicated to providing value through our specialized produce packaging, designed to elevate our customers' business operations.

Charles & Alice, Inc.



Olivier Jerome, Director of Operations
717-537-4700
olivier.jerome@charles-alice.com
charles-alice.com

Charles & Alice, Inc. is a US Fruit Processor and the US Operating Company of Charles Faraud from France. In France and the US, the Charles & Alice brands are synonymous with top-quality refrigerated and ambient fruits promoting global health with delicious, nutritious and responsibly-made plant-based foods featuring No Sugars Added.

In the US, our brands are marketed under the Fruit Friends brands co-marketed under the Annie's and a number of popular entertainment brands popular with children. In addition, Charles & Alice, Inc. partners with some top retailers in the United States.

Sponsor Directory

Community at the Core



Charles Hamm, Board of Directors
chamm@communityatthecore.org
communityatthecore.org

Community at the Core is a 501(c)(3) nonprofit organization dedicated to fostering agricultural revitalization and economic development in coal communities facing decline in Appalachia. The organization is focused on providing educational programs, training, and job placement opportunities to support agripreneurs in the region. In collaboration with community partner AppleAtcha Orchards, they are working to establish an on-site apple facility in Debord, Kentucky that will handle sorting, packaging, controlled atmospheric storage (CAS), and marketing of apples and other produce in the region.

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.

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.

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Rich Gergely, Regional Sales Manager – Hinds Region
570-790-3317
Rich.Gergely@ipaper.com
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International Paper is a global producer of planet-friendly packaging, pulp and other fiber-based products, and one of North America's largest recyclers. We are a key supplier to the produce industry and offer premier mechanical packaging systems and support. Headquartered in Memphis, Tenn., we employ approximately 39,000 colleagues globally who are committed to creating what's next. We serve customers worldwide, with manufacturing operations in North America, Latin America, North Africa and Europe. Net sales for 2023 were \$18.9 billion. Additional information can be found by visiting internationalpaper.com

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Bill Abdo, Apple Buyer
315-576-8015
william.abdo@kdrp.com
keurigdrpepper.com

Keurig Dr Pepper (Nasdaq: KDP) is a leading beverage company in North America, with a portfolio of more than 125 owned, licensed and partner brands and powerful distribution capabilities to provide a beverage for every need, anytime, anywhere. With annual revenue of approximately \$15 billion, we hold leadership positions in beverage categories including soft drinks, coffee, tea, water, juice and mixers, and have the #1 single serve coffee brewing system in the U.S. and Canada. Our innovative partnership model builds emerging growth platforms in categories such as premium coffee, energy, sports hydration and ready-to-drink coffee. Our brands include Keurig®, Dr Pepper®, Canada Dry®, Mott's®, A&W®, Snapple®, Peñafiel®, 7UP®, Green Mountain Coffee Roasters®, Clamato®, Core Hydration® and The Original Donut Shop®. Driven by a purpose to Drink Well. Do Good., our 28,000 employees aim to enhance the experience of every beverage occasion and to make a positive impact for people, communities and the planet.

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.

Lytone Enterprise, Inc.



Basilio Huang
basilio.huang@lytone.com
lytone.com

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 post-harvest solutions in a variety of fresh produce categories including mango, guava, apple, kiwi fruit, avocado, tomatoes, and citrus.

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.

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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
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- 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

másLabor



Megan Wright, Senior Director, Industry Relations
434-263-4300 x 1134
mwright@maslabor.com
maslabor.com

másLabor is the nation's premier provider of comprehensive H-2A and H-2B services, each year helping thousands of U.S. businesses obtain capable, reliable, legal seasonal labor. Our tailored, customized approach delivers industry-leading results. We're with our clients every step of the way, providing ongoing compliance support even after the workers arrive.

másLabor is proud to offer USApple members guidance in utilizing these programs, along with access to our industry-leading systems and expertise. Members will also have access to exclusive content, including webinars and other resources, to help program users stay compliant with the programs' complex rules and regulations.

Moss Adams LLP



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
kkorsen@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 have 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.

Sponsor Directory

Orchard Robotics



Pedro Cuevas, Director of Sales and Marketing
607-269-8838
pedro@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.

Packaging Corp. of America



Ben Bresler, Sales
717-449-2810
BenBresler@packagingcorp.com
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.

PickTrace



Shane Stevens, Senior Account Executive
415-295-1899
shane.stevens@picktrace.com
picktrace.com

Growers of over 100,000 acres of apples in the US are leveraging PickTrace's software solutions to more effectively manage their direct hire, H-2A, and/or outside farm labor contractor workforce. PickTrace offers ag labor management modules for digital employee onboarding, time & productivity tracking, payroll debit cards w/ remittance, and workforce communication. Learn more at www.picktrace.com.

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Seso Labor



Tim Wall, Director of Sales
703-206-8942
tim.wall@sesolabor.com
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.

Stiebs



Brad Drumhiller, Director of Ingredient Sales
559-661-0031
bdrumhiller@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 ongoing supply of premium natural products, our team is here to help you succeed.

Storage Control Systems



Jim Schaefer, President
616-887-7994
jim@storagecontrol.com
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.

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.

TekniPlex



Suzanne Wolter, National Sales Director
509-663-8537; 272
Suzanne.wolter@tekni-plex.com
tekni-plex.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>

Sponsor Directory

Terrantic



Trevor Cox, Founder
415-699-4226
trevor@terrantic.com
[Terrantic.com](https://terrantic.com)

Terrantic is an innovator in the Apple industry addressing key challenges such as Labor & Line Optimization, Demand Forecasting, Grower Accounting, and Block-Level Accounting. Based out of Wenatchee and Seattle, we support growers, packhouses, sales desks and food processors, generating insights from their data using analytical and predictive algorithms to drive business decisions that have shown to improve labor productivity by 7%. With a team that averages over a decade of experience in the Ag Industry, one by one Terrantic has been solving key industry problems ranging from line optimization & inventory planning to grower & block-level accounting.

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Tiverton



Eric Henny, Vice President
919-307-4527
ehenny@tiverton.ag
tiverton.ag

At Tiverton, our goal is to be the partner of choice for America's growers.

Providing strategic capital solutions to agribusiness leaders since 2012, Tiverton has been a trusted owner-operator, lender, and investment partner in the Agriculture and Food Production Infrastructure space. The firm oversees \$2.0+ billion of assets across debt and equity strategies in the US as of Q2 2024.

Our team combines deep agricultural operating experience and financial professionals to provide tailored, long-term capital solutions to the space. For more information, please visit www.tiverton.ag.

Tree Top Inc.



Cris Hales, Vice President, Fruit Procurement & Grower Services
509-731-0223
cris.hales@treetop.com
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 food service industry and consumer retail markets.

USI



Erik Heggelund, Partner
206-276-9331
erik.heggelund@usi.com
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.

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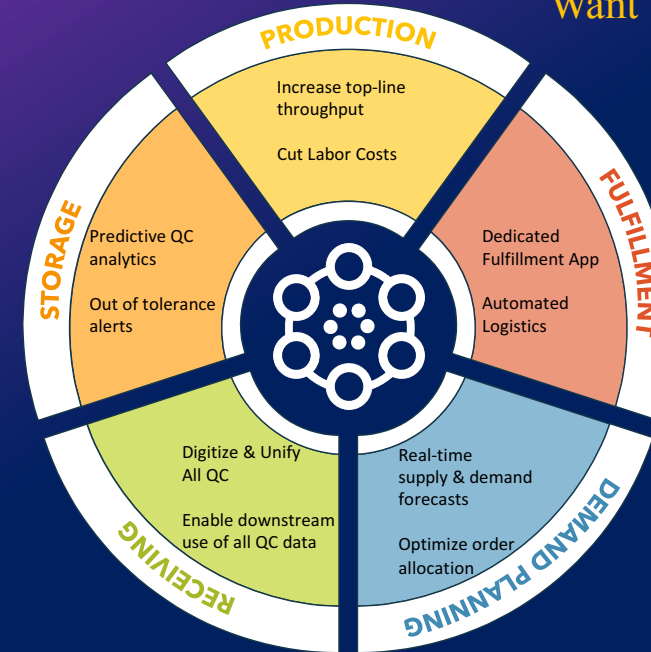
Chris Gerlach
Vice President,
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