

# The Neil Jones Food Company

**Quality Food Products  
To be Proud of**



# Overview



- Food processor since 1917
- Family-owned and managed. Privately Held
- Three Plants in California and Washington – U.S.A.
- Penetrating all sales channels and classes of trade
- Cans, pouches, Drums and Bins packaging
- USA National and international trade
- Private label specialists
- Quality Driven
- Supplier to major global brands



# Leadership Ethos



**Entrepreneurial spirit is a mindset.** It's an attitude and approach to thinking that actively seeks out change, rather than waiting to adapt to change. It's a mindset that embraces critical questioning, innovation, service and continuous improvement.

**Forbes Oct 22, 2013**

Matt Jones  
President and COO



Neil Jones  
Founder & CEO



# Our Products



- **California Tomatoes**
  - – conventional & organic
- **Northwest Pears**
- **Northwest Cranberry Sauces**
  - – conventional & organic
- **Northwest Cherries**
- **Northwest Plums**
- **Fruit juice concentrates & Purees:**
  - – Pear, Cherry, Cranberry, Apple and more



# Our Brands



## OREGON TRAIL



# Private Label Focus



**Experience:** We have serviced private brands from Day One

**Gravitas:** Today, private-label plays a key role in our business

**Focus:** We get that **YOUR success is OUR success!**



# Our Operations - 1



- Vancouver, WA U.S.A
- Headquarters location
- NWP known as highest Quality Fruits Region
- Canned fruits
- Canned Retail organic tomatoes
- Fruit juice concentrates



# NWP Fruits

ITEM#	LABEL#	PACK SIZE	PRODUCT DESCRIPTION
<b>NWPACKING PRODUCTS - CANS</b>			
<b>DARK SWEET CHERRIES</b>			<b>ALLOCATION</b>
21882	00678	6/#10(108oz-3.06kg)	Oregon Trail Dark Sweet Cherries, Pitted, Choice in Hvy Syrp - S
21890	00678	6/#10(105oz - 2.98kg)	Oregon Trail Dark Sweet Cherries, Pitted, Choice in Hvy Syrp
22870	00678	24/2.5(30oz-851g)	Oregon Trail Dark Sweet Cherries, Pitted, Choice in Heavy Syrup
26839	00678	24/300(15oz-425g)	Oregon Trail Dark Sweet Cherries, Pitted, Choice in Heavy Syrup
<b>PEAR HALVES</b>			
91030	00678	6/#10 (105oz- 2.98kg)	Oregon Trail Pears, Choice Halves in Natural Juice 30-35
91040	00678	6/#10 (105oz- 2.98kg)	Oregon Trail Pears, Choice Halves in Natural Juice 35-40
91050	00678	6/#10 (105oz- 2.98kg)	Oregon Trail Pears, Choice Halves in Natural Juice 40-50
91240	00678	6/#10 (105oz- 2.98kg)	Oregon Trail Pears, Choice Halves in Light Syrup 35-40 <b>DWO</b>
91243	00678	6/#10 (105oz- 2.98kg)	Oregon Trail Pears, Choice Halves in Extra Light Syrup 35-40 Cat
91250	00678	6/#10 (105oz- 2.98kg)	Oregon Trail Pears, Choice Halves in Light Syrup 40-50
91271	00678	6/#10 (103oz- 2.92kg)	Oregon Trail Pears, Choice Halves in Extra Light Syrup
<b>SLICED PEARS</b>			
91400	00678	6/#10(105oz-2.98kg)	Oregon Trail Pears, Choice Sliced in Natural Juice
91443	00678	6/#10(105oz-2.98kg)	Oregon Trail Pears, Choice Sliced in Extra Light Syrup
91450	00678	6/#10(105oz-2.98kg)	Oregon Trail Pears, Sliced in Light Syrup
<b>DICED PEARS</b>			
91500	00678	6/#10 (105oz-2.98kg)	Oregon Trail Pears, Choice Diced in Natural Juice <b>DW 67 oz</b>
91550	00678	6/#10 (105oz-2.98kg)	Oregon Trail Pears, Choice Diced in Light Syrup <b>DWO DW 67 oz</b>
91571	00678	6/#10 (105oz-2.98kg)	Oregon Trail Pears, Diced in Ex Light Syrup <b>DW 67 oz</b>
<b>IRREGULAR PEARS</b>			
91750	00678	6/#10 (105oz-2.98kg)	Oregon Trail Pears, Irregular in Light Syrup <b>DWO</b>
<b>WHOLE PURPLE PLUMS</b>			
51300	00678	6/#10(108oz - 3.06kg)	Oregon Trail Plums, Choice in Heavy Syrup <b>DWO</b>
54350	00678	24/300 (15 oz - 425 g)	Oregon Trail Plums, Choice in Light Syrup
54360	00678	24/300 (15 oz - 425 g)	Oregon Trail Plums, Choice in Extra Light Syrup
54460	00678	24/300 (15 oz - 425 g)	Oregon Trail Plums, Choice in Natural Juice
<b>PURPLE PLUM HALVES</b>			
51750	00678	6/#10 (106oz-3.01kg)	Oregon Trail Plums, Choice Halves in Natural Juice
54730	00678	24/300 (15 oz - 425 g)	Oregon Trail Plums, Choice Halves in Light Syrup
54470	00678	24/300 (15 oz - 425 g)	Oregon Trail Plums, Choice Halves in XL Cane Sucrose
<b>CRANBERRY SAUCE</b>			
61000	00678	6/#10 (117oz-3.32kg)	Cranberry Sauce, Jellied
61100	00678	6/#10 (117oz-3.32kg)	Cranberry Sauce, Whole Berry
63000	00678	24/14 (14 oz - 396 g)	Cranberry Sauce, Jellied Conventional
63100	00678	24/14 (14 oz - 396 g)	Cranberry Sauce Whole Berries Conventional
63120	00678	24/14 (14 oz - 396 g)	Cranberry Sauce Whole Berries Cane 3 pc Nested
63020	00678	24/14 (14 oz - 396 g)	Cranberry Sauce Jellied Cane 3 pc, Nested
63030	00672	24/14 (14 oz - 396 g)	Cranberry Sauce Jellied Organic
63130	00672	24/14 (14 oz - 396 g)	Cranberry Sauce WB Organic



# Our Operations -2



- Hollister, CA U.S.A.
- Foodservice Canned Tomatoes
  - – conventional & organic
- Strictly fresh-pack
- Wide Range of Products



# Can Tomatoes & Sauces

ITEM#	LABEL#	PACK SIZE	PRODUCT DESCRIPTION
<b>SAN BENITO FOODS PRODUCTS - CANS</b>			
<b>WHOLE PEELLED ROUND TOMATOES</b>			
17107	00554	6/#10 (102 oz- 2.89kg)	Mission's Best Preferred Round in Juice 72 dw t 2.04 kg
17150	00795	6/#10 (102 oz- 2.89kg)	Santa Ana Std. Round in Juice 54.7 dw t 1.55 kg
17150	00789	6/#10 (102 oz- 2.89kg)	San Benito Std. Round in Juice
17160	00789	6/#10 (102 oz- 2.89kg)	San Benito Std. Round in Juice 68 dw t 1.93 kg
17310	00789	6/#10 (102 oz- 2.89kg)	San Benito Special Pack in Puree 72 dw t 2.04 kg
17340	00789	6/#10 (102 oz- 2.89kg)	San Benito Standard in Puree <b>DWO</b> 64.5 dw t 1.83
<b>DICED/STEWED TOMATOES</b>			
17360	00789	6/#10 (102 oz- 2.89kg)	San Benito Petite Diced in Juice, Repls 17370 66 dw t 1.87 kg 6mm 1/4 x 3/8 x 3/8
17450	00795	6/#10 (102 oz- 2.89kg)	Santa Ana Diced Tomatoes in Juice 65 oz DW
17460	00554	6/#10 (102 oz- 2.89kg)	Mission's Best Preferred Diced in Juice 75 dw t 2.13 kg 18mm 3/4 x 3/4 x 3/4
17465	00795	6/#10 (102 oz- 2.89kg)	Santa Ana Fire Roasted 3/4" Diced in Juice <b>Allocated</b> 18 mm 3/4
17480	00789	6/#10 (102 oz- 2.89kg)	San Benito Salsa Style 3/8 " Diced in Puree 9 mm 7/16 x 1/2 x 3/8
17490	00789	6/#10 (102 oz- 2.89kg)	San Benito Diced Tomatoes I Juice 1"
17500	00789	6/#10 (102 oz- 2.89kg)	San Benito Diced Round in Puree 78 dw t 2.21 kg 25mm 1 x 1 x 1
17600	00789	6/#10 (102 oz- 2.89kg)	San Benito Fancy Stew ed in Juice
<b>WHOLE PEELLED PEAR TOMATOES</b>			
27100	00789	6/#10 (102 oz- 2.89kg)	San Benito Choice Pear Tomatoes in Juice
27170	00554	6/#10 (102 oz- 2.89kg)	Mission's Best Preferred Pear in Hvy Jce w /Basil, San Marzano <b>FOCUS</b> 63.5 dw t 1.
27320	00789	6/#10 (102 oz- 2.89kg)	San Benito Pear Tomatoes in Puree, San Marzano Style
<b>GROUND TOMATOES</b>			
27722	00789	6/#10 (106 oz -3.01kg)	San Benito <i>Cuore Del Sole</i> Unpeeled Ground Tom w /Hvy Puree 10.5 Solids
27780	00789	6/#10 (102 oz -2.89kg)	San Benito <i>Perfecto</i> Peeled Ground Tom w /Hvy Puree 11 Solids
<b>CHOPPED TOMATOES</b>			
17550	00789	6/#10 (102 oz -2.89kg)	San Benito <i>Kitchen Style</i> w /Light Puree 78 dw t 2.2kg
17580	00789	6/#10 (102 oz -2.89kg)	San Benito <i>Agradito</i> Chopped Tomatoes w /Hvy Juice 74 dw t 2.1kg
27558	00789	6/#10 (102 oz -2.89kg)	San Benito Pear Tomatoe Strips in Puree
27559	00789	6/#10 (102 oz -2.89kg)	San Benito Pear Tomatio Strips w ith Basil
<b>CRUSHED TOMATOES</b>			
37078	00789	6/#10(107 oz - 3.03kg)	San Benito <i>Diciotto</i> Mega Yield Conc Crushd <b>Pear</b> Toms, 19% 18 Solids
37200	00789	6/#10(106 oz - 3.01kg)	San Benito Heavy Con Crushd Pear Toms, 13.5% 13 Solids
37250	00789	6/#10(111 oz - 3.15kg)	San Benito Deluxe Extra Heavy Con Crshd <b>Pear</b> Toms, 14.5% 14 Solids
37251	00789	6/#10(107 oz - 3.03kg)	San Benito Super Heavy Con Crushd <b>Pear</b> , 15.5%

# SBF Can Tomatoes & Sauces

ITEM#	LABEL#	PACK SIZE	PRODUCT DESCRIPTION	
<b>SAN BENITO FOODS PRODUCTS - CANS</b>				
<b>PIZZA SAUCE</b>				
37600	00789	6/#10(106 oz - 3.01kg)	San Benito Heavy Pear Pizza Sauce w/Basil,	13.5%
37650	00789	6/#10(111 oz - 3.15kg)	San Benito Deluxe Extra Heavy Pear Pizza Sauce w/Basil,	14.5%
37651	00789	6/#10(107 oz - 3.03kg)	San Benito Selecto Super Heavy Pear Pizza Sauce w/Basil,	15.5%
37652	00789	6/#10(107 oz - 3.03kg)	San Benito <i>Diciotto</i> Mega Yield Pizza Sauce w/Basil,	19%
37411	00789	6/#10(107 oz - 3.03kg)	San Benito Pizzeria Fully Prpd Pizza Sauce w/Oil & Spices,	13.5%
37413	00789	6/#10(107 oz - 3.03kg)	San Benito Fully Prepared Pizza Sauce w ith Spices, Oil, and w/ Cheese	14.5
<b>SPAGHETTI/ PASTA SAUCE</b>				
77150	00789	6/#10(105 oz - 2.98kg)	San Benito Fancy Spaghetti Sauce	No sugar. Corn Syrup 12 Solids
77177	00789	6/#10(105 oz - 2.98kg)	San Benito Fancy Marinara Sauce	Corn Syrup 14 Solids
<b>TOMATO PASTE</b>				
47070	00789	6/#10(111 oz - 3.15kg)	San Benito Fancy Tomato Paste 26, Pear	24 Solids
<b>TOMATO PUREE</b>				
57050	00789	6/#10(105 oz - 2.98kg)	San Benito Fancy Tomato Puree 1.045	9.8 Solids
57180	00789	6/#10(106 oz - 3.01kg)	San Benito Heavy Pear Tomato Puree 1.06	12.9 Solids
57250	00789	6/#10(107 oz - 3.03kg)	San Benito Extra Heavy Pear Tomato Puree 1.07	15 Solids
<b>CATSUP</b>				
67050	00789	6/#10(115 oz - 3.26kg)	San Benito Fancy Catsup (33% Solids)	033
67200	00789	6/#10(111 oz - 3.15kg)	San Benito Standard Catsup (26% Solids)	
<b>SAUCES</b>				
77050	00789	6/#10(102 oz - 2.89kg)	San Benito Fancy Tomato Sauce	8.5 Solids
77100	00789	6/#10(115 oz - 3.26kg)	San Benito Fancy Chili Sauce	29 Solids
77200	00789	6/#10(115 oz - 3.26kg)	San Benito Fancy Seafood Cocktail Sauce	29 Solids
<b>ORGANIC CANS</b>				
17180	00789	6/#10 (102 oz- 2.89kg)	San Benito Organic Whole Peeled	
17453	00789	6/#10 (102 oz- 2.89kg)	San Benito Organic Diced Tomatoes	
17727	00789	6/#10 (102 oz - 2.89 kg)	San Benito Organic Ground Unpeeled in Heavy Puree	
47055	00789	6/#10 (111oz-3.15kg)	San Benito Organic Paste, Fancy 26%	
57155	00789	6/#10( 107 oz - 3.03kg)	San Benito Organic Puree 1.06	
57240	00789	6/#10( 107 oz - 3.03kg)	San Benito Organic Puree, Fancy 1.07	
77055	00789	6/#10 (106oz-3.00kg)	San Benito Organic Tomato Sauce	



# Our Operations-3



- Firebaugh, CA U.S.A.
- Tomatoes... big time
  - conventional & organic
- Industrial/bulk ingredient applications
- Flexible Packaging (Pouch) products, bins (totes) & drums



# Pouches

ITEM#	LABEL#	PACK SIZE	PRODUCT DESCRIPTION
<b>TOMATEK PRODUCTS - POUCHES</b>			
<b>WHOLE PEELED ROUND TOMATOES</b>			
14150	00645	6/#10 (102 oz - 2.9kg)	Old California <i>Whole peeled in Juice</i>
<b>DICED</b>			
14450	00645	6/#10 (102 oz)	Old California <i>Diced in Juice (3/4)</i>
<b>CHOPPED TOMATOES</b>			
14554	00645	6/#10 (102 oz - 2.9kg)	Old California <i>California Dreaming</i> Chopped Tomatoes in Light Puree <a href="#">Can see Seeds &amp; Peel 8.9 So</a>
14753	00645	6/#10 (102 oz 2.9kg)	Old California <i>Salsa Style Tomatoes</i>
<b>GROUND TOMATOES</b>			
14854	00645	6/#10 (102 oz - 2.9kg)	Old California <i>Marbella</i> Ground Peeled Tomatoes in Hvy Puree <b>11.5 Solids</b>
<b>CRUSHED TOMATOES</b>			
34104	00645	6/#10(106 oz - 3.0kg)	Old California Extra Hvy Concentrated Crushd Tomatoes, <b>13%</b> <b>17 Solids</b>
34154	00645	6/#10(107oz - 3.0kg)	Old California <i>Riviera Red</i> Super Hvy Conc Crushd Toms, <b>15%</b> <b>13 Solids</b>
<b>PIZZA SAUCE</b>			
34474	00645	6/#10(107oz - 3.0kg)	Old California Fully Prepared Pizza Sauce w/Oil & Spices <b>13.25%</b> <b>13.5 Solids</b>
<b>TOMATO PASTE</b>			
44254	00645	6/#10(111 oz - 3.1kg)	Old California Fancy Tomato Paste, <b>24%</b> <b>24.5 Solids</b>
<b>TOMATO PUREE</b>			
54254	00645	6/#10(106 oz - 3.0kg)	OC Heavy Tomato Puree ( <a href="#">can not see seeds or peel</a> ) <b>1.06</b> <b>15.3 Solids</b>
<b>ULTRA PREMIUM PASTA SAUCE</b>			
74204	00645	6/#10(106 oz - 3.0kg)	Old California Spaghetti Sauce Marinara <b>17.5 Solids</b>
74104	00645	6/#10(106 oz - 3.0kg)	Old California Fancy Tomato Sauce <b>8.9 Solids</b>

# Our Essentials



- SQF Level II certification
- Kosher OU certification
- Halal certification
- CCOF USDA Organic certification
- No artificial colors, flavors or preservative
- Gluten Free
- Non GMO tomatoes
- 18 distribution centers across North America
- BPA non intent packaging
- EDI capable – Orders, Invoices



# Also servicing your Foodservice-at- Retail needs



- ✓ Fresh-Packed California Tomatoes in shelf-stable pouches
- ✓ Convenient EZ Open tear notch
- ✓ Safe – no can openers, no sharp edges
- ✓ SIX #10 can equivalent pouches per case
- ✓ 36-month shelf life
- ✓ Reduced waste and disposal cost



# Foodservice/Deli Organic Tomatoes

Item No.	Pk/Size	Item Description	Cs wt (lbs.)	
17180	6/#10	Organic Whole Peeled Tomatoes in Tomato Juice	44	
17453	6/#10	Organic Diced Tomatoes in Juice	44	
47055	6/#10	Organic Paste, Fancy 26%	47	
57155	6/#10	Organic 1.06 Puree	46	
57240	6/#10	Organic Puree, Fancy 1.07	46	
77055	6/#10	Organic Tomato Sauce	45	
17180	6/#10	Organic Fully Prepared Pizza Sauce	45	*



- Kosher Pareve and Halal certifications
  - 36 month shelf life
  - Ti x Hi: 8 x 7= 56
  - Case Size: 18.5" x 12.5" x 7.5"
- \* Packed for contracted bookings





# Retail Organic Canned Tomatoes



Pk/Sizes	Item Description	Cs wt (lbs.)
12/796mL	Organic Crushed Tomatoes (NSA, w/Basil, w/herbs)	24.6
12/796mL	Organic Diced Tomatoes in Juice (NSA, regular)	12.9
12/796mL	Organic 1.05 Puree	24.6
12/796mL	Organic 1.05 Puree	24.6
12/398mL	Organic Diced Tomatoes in Juice (NSA, regular, Ital herb)	12.9
12/398mL	Organic Tomato Sauce (NSA, Seasoned)	13.5
24/236mL	Organic Tomato Sauce	15.5
24/156mL	Organic Paste, Fancy 24%	10



- Kosher Pareve & Halal certifications
- CCOF Organic NOP/COR certified
- 36 month shelf life
- BPA non-intent cans
- Ground, Chunky Sauce, Pizza Sauce
- Marinara and spice variations packed to contract bookings

# Retail Can Cranberry Sauces



Pk/Sizes	Item Description	Cs wt (lbs.)	
12/348mL	Organic Jellied Cranberry Sauce	24.6	
12/348mL	Organic Whole Berry Cranberry Sauce	12.9	
6/#10	Organic Jellied Cranberry Sauce	49	
6/#10	Organic Whole Berry Cranberry Sauce	49	



- Kosher Pareve & Halal certifications
- CCOF Organic NOP/COR certified
- 36 month shelf life
- BPA non-intent cans
- Ground, Chunky Sauce, Pizza Sauce  
Marinara and spice variations packed to contract bookings

# Industrial – Ingredients

## Canned Fruits



**Northwest Packing  
Vancouver, WA 98666 USA**

## FRUITS

### Northwest Fruit

Golden Sweet Pitted Cherries Natural Juice or Heavy Syrup	6 #/10 can	Fiber Case
Dark Sweet Pitted Cherries Water, Natural Juice or Heavy Syrup	6 #/10 can	Fiber Case
Pears—Halves, Sliced, Diced Water, Natural Juice, Light or Heavy Syrup	6 #/10 can	Fiber Case
Plums—Halves, Whole Water, Natural Juice, Light or Heavy Syrup	6 #/10 can	Fiber Case



# Industrial – Ingredients

## Fruits Juice & Puree



### Fruit Juice Concentrates—Ships Cold

Apple	Sweet Cherry	Pear	Peach	Blackberry
Plum	Strawberry	Kiwi	Raspberry	Blueberry
Cranberry	Tart Cherry			

Reduced Acid/Color (Apple, Pear)

Clarified Tropicals/Citrus

Custom Blending

Product Development

Packaging: Pails, Drums, Totes, Tankers



# Industrial – Ingredients Tomatoes



## **TOMATEK** Industrial Products List

For more information contact:

**Bahman Dejbod, Director—International Business**

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**TomaTek**

**Firebaugh, CA 96322 USA**

### Industrial Diced Tomatoes in Juice

Cuts: 3/8", 1/2", 3/4" or 1"  
(9.5mm, 12.7mm, 19.0mm, 25.0mm)

Drum or Bin

Aseptic

### Industrial Hot Break Paste

Screen: .033, .045, or .060  
Brix: 24-26, 26-28, 30-32

Drum or Bin

Aseptic

### Industrial Cold Break Paste

Screen: .033 screen  
Brix: 30-32, 36-38

Drum or Bin

Aseptic

### Industrial Concentrated Crushed

Screen: .156 or .250 screen  
Brix: 19%, 26%

Drum or Bin

Aseptic

### Industrial Value Added Items

Ground, Peeled in Puree, .060  
Ground, Unpeeled in Puree

Drum

Aseptic

Drum

Aseptic





# Industrial – Ingredients

## Tomatoes & Sauces

Fancy 1.06 Puree	Drum	Aseptic
Fancy Catsup 33%	Drum	Aseptic
Fancy Chili Sauce	Drum	Aseptic
Fancy Tomato Sauce	Drum	Aseptic
Kitchen Style Cut, Chopped Style	Drum	Aseptic
<b><u>Organic Diced Tomatoes in Juice</u></b>		
Cuts: 3/8", 1/2", 3/4" or 1" (9.5mm, 12.7mm, 19.0mm, 25.0mm)	Drum or Bin	Aseptic
<b><u>Organic Concentrated Crushed</u></b>		
26% NTSS—.156 screen	Drum or Bin	Aseptic
<b><u>Organic Hot Break Paste</u></b>		
Screen: .033 or .060 Brix: 24-26, 30-32	Drum or Bin	Aseptic
<b><u>Tomato Products—3kg Pouches</u></b>		
Whole Peeled Tomatoes in Juice	6#/10 Pouch	Fiber Case
Premium Chopped Tomatoes in Light Puree	6#/10 Pouch	Fiber Case
Ground Unpeeled Tomatoes in Heavy Puree	6#/10 Pouch	Fiber Case
Ground Peeled Tomatoes in Heavy Puree	6#/10 Pouch	Fiber Case
Extra Heavy Concentrated Crushed Tomatoes	6#/10 Pouch	Fiber Case
Super Heavy Concentrated Crushed Tomatoes	6#/10 Pouch	Fiber Case
Tomato Puree	6#/10 Pouch	Fiber Case



# The Retail Detail...



- **Minimum Orders: One pallet per sku fob distribution point**
- **Private Label programs:**
  - **Option 1: Supply own labels, no minimum except minimum order minimum**
  - **Option 2: We manage your labels (purchase, print, replenish), Annual minimum of 5,000 cs of stock item**
  - **Custom recipe items: Annual minimum of 12,000 cs**



# The Neil Jones Food Company

***Quality Food Products***  
**for your programs**  
**we can each be proud of!**

For samples and more information, contact:  
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