



PACIFIC COAST  
PRODUCERS

# FOODSERVICE BROKER BINDER

<a href="#"><u>Broker Responsibilities</u></a>	3-5
<a href="#"><u>Key PCP Contact Personnel</u></a>	6
<a href="#"><u>Plant/Shipping Information</u></a>	7
<a href="#"><u>Forward Warehouse</u></a>	8
<a href="#"><u>Credit/Payment Information</u></a>	9-10
<a href="#"><u>Sample Request</u></a>	11
<a href="#"><u>Buyer's Truck Policy</u></a>	12
<a href="#"><u>Loading Policy</u></a>	13
<a href="#"><u>Enclosures</u></a>	14
<a href="#"><u>Pallet Charges</u></a>	15
<a href="#"><u>PCP Foodservice Fact Sheet</u></a>	16-18
<a href="#"><u>Basic Codes for Foodservice</u></a>	19-22
<a href="#"><u>Tomato Brand Comparison</u></a>	23-25
<a href="#"><u>Group Brands</u></a>	26
<a href="#"><u>Line Code Structure</u></a>	27-30
<a href="#"><u>Plant Tour Guidelines</u></a>	31
<a href="#"><u>PCP by Geography</u></a>	32
<a href="#"><u>Sourcing Timing Chart</u></a>	33
<a href="#"><u>Cherry Count Matrix</u></a>	34
<a href="#"><u>Tomato Yield Comparison</u></a>	35
<a href="#"><u>Corporate Item Number Reference</u></a>	36

**Pacific Coast Producers** supports the continuing growth of our Private Label program by offering a broad line of quality products; inimitable, superior customer service; committed inventories; effective distribution; and by maintaining our customer's trust.

### **Quality Products**

At **Pacific Coast Producers**, our customers' quality requirements are always a top priority. Planning for product dependability begins months before bookings are placed. As California's leading co-op; we are owned by over 160 family farmer growers. They, too, are stakeholders in your success. Ongoing communication between our growers and Field Department ensures careful crop management and coordination of harvest times.

Once the production season begins, our plants begin the demanding task of canning the high-quality products our customers have come to expect. We achieve these goals by utilizing the most advanced processing technologies along with rigorous supervision by our Quality Control Department. **Pacific Coast Producers** operates under the quality assurance program of the US Department of Agriculture, with USDA inspectors maintaining on-site offices at each plant and we are SQF approved.

### **Exceptional Customer Service**

Our Customer Service Department has been and will continue to be a key component in the success of **Pacific Coast Producers**. Our employees are committed to providing our customers with superior service - handling orders capably and with individual attention.

We are able to accomplish these tasks even more effectively with our computerized Capture Imaging System. Capture provides paperless workflow, which allows us to immediately check the status of your orders. While this sophisticated system improves the ways in which we serve our customers, we maintain that people are the key element in our commitment to serve them well. Our customers and local brokers will never talk to a computer, but to a personal customer service representative who cares about your account.

### **Committed Private Label Inventories**

Committed Private Label inventories, balanced with the booking requirements of our Private Label accounts, assure continuous inventory supplies.

### **Effective Distribution**

**Pacific Coast Producers** is also sensitive to our customers needs for a highly effective distribution program. We work to provide quick order turnaround and reduction of distribution costs with such features as Electronic Data Interchange (EDI), warehouse consolidation and finished goods inventory programs. The bottom line is we will consider our job complete when orders have been delivered in the most timely and cost-efficient manner possible.

### **Maintaining our Customer's Trust**

We have shaped our account relationships through years of doing the right things - immediate response to distinctive needs and careful planning to meet our mutual goals of quality, consistency and dependability. We know the requirements of every customer are unique and we cater to those needs with our client based programs.

**Pacific Coast Producers** was founded on the simple philosophy of doing one thing and doing that well - serving the needs of our customer's brand. Earning the trust of our customers is what has allowed us to count our business relationships in decades.

**PACIFIC COAST PRODUCERS...the name behind the brand.**

**Broker's Responsibilities and Expectations**

- a. Quote only prices and terms that Pacific Coast Producers designates.
- b. Inform PCP promptly of any customers complaints or of any order customer issues that may substantially affect our business.
- c. Present marketing programs and accurately represent capabilities and products, subject to the direction of PCP personnel.
- d. Consult on credit matters pertaining to customers, collect delinquent accounts and unauthorized deductions and adhere to credit limits established for customers.
- e. Represent PCP as an extension of the company with the companies best interest in mind
- f. Maintain a business organization adequate in every way to contact the accounts in the market as often as necessary to acquaint them with PCP's products as well as to obtain maximum sales.
- g. Work diligently and use your best efforts to sell our line of products and secure business from the accounts.
- h. Keep the appropriate people (customers) in the trade fully advised of changes in policy, prices, crop and market conditions, promotions, etc.
- i. Provide PCP with reports as requested and/or information relating to the market conditions, including changes at the customer level and operator.
- j. Obtain credit applications from potential new customer and provide information regarding the credit worthiness of customers so as to keep PCP advised of any credit problems.
- k. Shall diligently assist PCP in resolving customer complaints, damage and reduce the amount of customer deductions.

<b><u>Name</u></b>	<b><u>Title</u></b>	<b><u>Telephone No.</u></b>	<b><u>Email</u></b>
Ted Kontopoulos	Sr. Director Foodservice Sales	(209)367-6256	tkontopoulos@pcoastp.com
Jeff Boles	National Sales Manager	(503)991-1176	jboles@pcoastp.com
Bill McWhinnie	National Sales Manager	(603)491-9552	bmcwhinnie@pcoastp.com
Jason Baust	National Sales Manager	(636)294-9708	jbaust@pcoastp.com
Stephen Reed	National Sales Manager	(512)791-7838	sreed@pcoastp.com
Jessica Landers	National Sales Manager	(209)367-4001	jlanders@pcoastp.com
Ceirra Roberts	Inside Sales Manager	(209)367-6237	croberts@pcoastp.com
Cody Nore	National Sales Manager	(209)367-7223	cnore@pcoastp.com
Veronica Mangrich	Sr. Administrative Assistant	(209)367-6201	vmangrich@pcoastp.com

## **Shipping Locations**

### **Lodi:**

Distribution Center  
650 South Guild Ave.  
Lodi, CA 95240

Appointments can only be scheduled online:  
Website  
<http://appointments.pcoastp.com>  
For inquiries or trouble making appointments  
[appointments@pcoastp.com](mailto:appointments@pcoastp.com)

### **Salem:**

Oregon Cherry Growers  
1525 Sunnyview Road NE  
Salem, OR 97301

Appointments can only be scheduled through email:  
[appts@orcherry.com](mailto:appts@orcherry.com)  
Please be sure driver shows prior to 2:00pm with release number  
available

## **Production Locations**

Lodi Production Facility  
741 S. Stockton St.  
Lodi, CA 95240  
Main Office (209)334-3352

Liberty Packing  
12045 S. Ingomar Grade Road  
Los Banos, CA 93635  
Main Office (209)826-0100

Oroville Production Facility & Distribution Center  
1601 Mitchell Ave.  
Oroville, CA 95965  
Main Office (530)533-4311

Woodland Production Facility  
1376 Lemen Ave.  
Woodland, CA 95776  
Main Office (530)662-8661

Salem Production Facility  
1520 Woodrow Street NE  
Salem, OR 97301  
Main Office (503)364-8421

<b><u>Locations</u></b>	<b><u>Contact</u></b>	<b><u>Phone/Fax</u></b>	<b><u>Emails</u></b>
#464 G3 Enterprise, Inc. 6220 W 73rd St. Bedford Park IL 60636	Elne Steyn	(805)975-6686	Elne.Steyn@G3Enterprises.com
#475 Moran Logistics 118 East 8th St. Watsontown, PA 17777	Mackenzie Fessler Keshia Jordan	(570)538-5558 ext. 298 (570)538-5558 ext. 233	mackenzie.fessler@moranlogistics.com keshia.jordon@moranlogistics.com
#479 Palmer Logistics 8435 E Grand Parkway S Baytown, TX 77523	Laurie Kelemen	(713)805-1761	kelemenl@palmerlogistics.com
#483 Metro Park 6920 Executive Drive Kansas City, MO 64120	John Darmstaetter Appointments	(816)242-6967 (816) 242-6994	jdarmstaetter@mpwus.com appointments@mpwus.com
#484 M&W Distribution 1775 Westgate Parkway Atlanta, GA 30336	Megan E. Almeyda	(404)344-8902 (404)344-6185 - Fax	malmeyda@mwlg.com
#490 TIGHE/Mansfield 390 Oakland St. Mansfield, MA 02048	Kathy Duarte	(508)339-2932 (508)339-4925 - Fax	kduarte@tighe-com.com
#492 KenCo Group 1005 W. Wintergreen Rd. Hutchins, TX 75141	Rochelle Gordon	(972)290-8009 (972)271-4507 - Fax	Rochelle.Gordon@kencogroup.com
#498 Air Van, Inc. 550 Gun Club Rd. Jacksonville, FL 32218	Tonya Rowe Jusy Morris	(904)751-5500 x407 (904)751-5500 x404	trowe@airvaninc.com morrisj@airvaninc.com

**Payments:**

Payment should be mailed to the following address:

Pacific Coast Producers  
P.O. Box 742264  
Los Angeles, CA 90074-2264

or

Pacific Coast Producers  
P.O. Box 281980  
Atlanta, GA 30384-1980

Correspondence only should be mailed to the following address:

Pacific Coast Producers  
P.O. Box 1600  
Lodi, CA 95241-1600

Should there be any questions, please contact Joelle Miller at (209)367-6273  
or [jmiller@pcoastp.com](mailto:jmiller@pcoastp.com)

Payment information: [ar.payments@pcoastp.com](mailto:ar.payments@pcoastp.com)

For deduction information: [deductions@pcoastp.com](mailto:deductions@pcoastp.com)



Date \_\_\_\_\_

### APPLICATION FOR CREDIT

#### CUSTOMER INFORMATION:

Business Name: \_\_\_\_\_  
 Billing Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
 Shipping Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
 Business Phone #: \_\_\_\_\_ Business Fax #: \_\_\_\_\_  
 Accounts Payable Contact: \_\_\_\_\_ Accounts Payable Fax#: \_\_\_\_\_  
 Accounts Payable E-mail: \_\_\_\_\_ Credit Limit Requesting: \_\_\_\_\_  
 Federal Tax ID #: \_\_\_\_\_ D&B # \_\_\_\_\_ Date Established: \_\_\_\_\_  
 Ownership Type: Corporation \_\_\_\_\_ Partnership \_\_\_\_\_ Limited Liability \_\_\_\_\_ Proprietor \_\_\_\_\_

#### Name and Title of Owners, Partners, or Principal Officers if a Corporation

Name: \_\_\_\_\_ Phone #: \_\_\_\_\_  
 Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

#### BANK REFERENCES:

Bank: \_\_\_\_\_ Phone #: \_\_\_\_\_ Primary Account #: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

#### TRADE REFERENCES:

Company Name: \_\_\_\_\_ Phone #: \_\_\_\_\_ Email: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
 Company Name: \_\_\_\_\_ Phone #: \_\_\_\_\_ Email: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
 Company Name: \_\_\_\_\_ Phone #: \_\_\_\_\_ Email: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

#### TERMS AND CONDITIONS:

Applicants hereby certify that the information contained herein is complete and accurate. This information has been furnished with the understanding that it is to be used to establish and maintain the extension of credit. Applicants authorizes Pacific Coast Producers to verify this information through credit reports, trade references whether or not provided by applicant and any additional sources in order to determine credit worthiness. The applicants agree to pay all invoices within terms set up by Pacific Coast Producers. Past due invoice may be subject to default interest rate at an annual rate of 18%. Pacific Coast Producers reserves the right to vary, reduce or cancel terms at any time without notice. As collateral securing all obligations, Applicant grants seller a continuing security interest in all Applicant's deposit accounts and all property of Applicant now or hereafter in the possession of seller (including goods purchased from seller but not delivered, whether or not paid for by Applicant), together with all Applicant's accounts, instruments, documents, general intangibles, inventory, equipment and investment property. Applicants agree the law and decisions of the State of California shall govern all transactions between parties. Applicant agrees to pay all cost of collection incurred by Pacific Coast Producers, including reasonable collection cost, attorney fees and court cost whether or not suit is filed. Any action to be enforced by this application shall venue in the County of San Joaquin, State of California. A faxed copy of this credit application will be considered the original. The undersigned individually warrants that he/she is a Controller, Officer, Owner, Partner, or Vice President duly authorized to execute this agreement on behalf of the business named above.

\_\_\_\_\_  
 Signature of Authorized Employee Title Date

\_\_\_\_\_  
 Printed name

Please e-mail credit application to [accountsreceivable@pcoastp.com](mailto:accountsreceivable@pcoastp.com) & [jmoran@pcoastp.com](mailto:jmoran@pcoastp.com)

**Sample Requests:**

Please provide 7 working days notice for sample requests. If sending to the administrative assistant directly, please copy your National Account Manager for approval.

All sample requests should include the following:

- Item code (GenMark if possible)
- Brand (or sample label)
- Product description
- Amount requested
- Contact name
- Shipping address
- Contact's phone number
- Indicate specific arrival date if any

Example:

2 cans each:

Prima Terra 1.06 Tomato Puree - 15737 (T26)

Prima Terra Prepared Pizza Sauce with Oil & Spices - 15430 (TS7N)

Ship to:

ABC Distributor  
Attn: Tomato Man  
1234 Tomato Ave  
Lodi, CA 95240  
209-367-8800



**Pursuant to California Commercial Code 2509 (1A)**

**BUYER'S TRUCK POLICY**

Subject: "Buyer's Truck" pick ups or Buyer/Agent selected carrier pick up

To: Our Customers, Brokers, Buying Groups and Agents;

Any shipment for which the Buyer's agent (Broker, Buying Group Representative, Distributor Representative, etc.) selects or arranges transportation will be defined as a "Buyer's Truck." The mode of transportation selected may be a third party carrier, the customer's own truck, or common or contrast carrier. **Regardless, in the eyes of the shipper, Pacific Coast Producers, the customer has assumed the responsibility for the safe transport of the merchandise.**

Therefore, the customer or representing agent must recover damages and/or shortages directly from the "Buyer's Truck" as defined in the first paragraph. Pacific Coast Producers is not responsible for freight claims via "Buyer's Truck" shipment and will not recognize any off-invoice deductions for claims. **The carrier that was chosen, then, should be the party liable for fuel surcharges, shortages and damages, not Pacific Coast Producers.**

In addition, please bear in mind that during the winter months the merchandise purchased from Pacific Coast Producers is sold FOB our plant. If freezing occurs, we cannot be held responsible.

Thank you.

Traffic Department and Accounting  
Pacific Coast Producers

Phone Inquiries: (209) 367-8800

**Loading Policy - Detention:**

To: Our Customers and Representatives

From: Pacific Coast Producers

Subject: Loading Policy - Detention

Pacific Coast Producers will not be responsible for any detention charges under two hours.

If a carrier reports in at his scheduled loading appointment or within 15 minutes of his scheduled loading appointment, Pacific Coast producers will not be responsible for any detention charges over two hours.

If a carrier misses their scheduled appointment, the carrier will be placed on a “stand-by” and will be loaded when time permits. Pacific Coast Producers will not be responsible for any detention time/ charges for carriers that are on “stand-by”.

**Enclosures:**

Date: 6/1/2023

To: Our Customers and Representatives

From: Pacific Coast Producers

Subject: Enclosure Charges

Please be aware that any product sent into any of our facilities for enclosures will automatically be charged \$1.25 per case.

If any question or concerns, please reach out to your National Sales Manager.

Subject: FY25 Pallet Pricing

Pallet Charges:

- Hardwood Pallets - \$15.00
- International Heat-Treated Pallets - \$25.00
- Block pallets - \$15.00
- Production - \$25.00

**HARDWOOD (HEAT TREATED #1)**  
**JDE CODE: 019 - STACK 3 HIGH**



**HEAT TREATED BLOCK**  
**JDE CODE: 031 - STACK 4 HIGH**



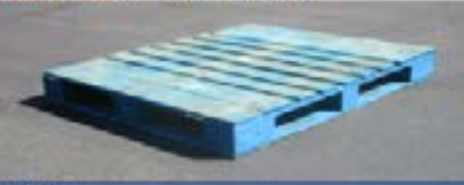
**YELLOW BLOCK**  
**JDE CODE: 046 - STACK 4 HIGH**



**SLIPSHEET ON ORANGE**  
**JDE CODE: 013 - STACK 4 HIGH**



**CHEP**  
**JDE CODE: 011 - STACK 4 HIGH**



**USDA**  
**JDE CODE: 042 - STACK 3 HIGH**



**HARDWOOD (NEW #1)**  
**JDE CODE: 010 - STACK 3 HIGH**



**HARDWOOD (RECONDITIONED #1)**  
**JDE CODE: 010 - STACK 3 HIGH**



**PRODUCTION**  
**JDE CODE: 032 - STACK 4 HIGH**



**4-WAY BLOCK (NOT HEAT TREATED)**  
**JDE CODE: 033 - STACK 4 HIGH**



**PLASTIC CHEP**  
**JDE CODE: 01A - STACK 4 HIGH**



**PECO**  
**JDE CODE: 040 - STACK 4 HIGH**



Pacific Coast Producers Fact Sheet													
CATEGORY	CASE PACK	SIZE	OZ.	ITEM	NET WT#	CASE WT#	CASE CUBE	LENGTH INCH	WIDTH INCH	HEIGHT INCH	FULL PALLET		
											TIE	HIGH	CS/PLT
APRICOTS	12	46	46.00	Fcy Apricot Nectar	34.50	45.0	0.9329	17.1875	12.9375	7.2500	8	7	56
	6	10	106.00	Cho Apricot Halves - Extra LS	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Cho Apricot Halves - Pear Juice	39.38	45.5	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Cho Apricot Diced - Extra LS	39.00	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
FRUIT COCKTAIL	6	10	104.00	Cho Fruit Cocktail - Extra LS	39.00	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	108.00	Cho Fruit Cocktail - Heavy Syrup	40.50	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Cho Fruit Cocktail - LS	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Cho Fruit Cocktail - Pear Juice	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
FRUIT for SALAD	6	10	108.00	Cho Fruit for Salad - Heavy Syrup	40.50	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Cho Fruit for Salad - Pear Juice	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
FRUIT MIX	6	10	104.00	Cho Chunky Mix Fruit - Extra LS	39.00	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Cho Chunky Mix Fruit - LS	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Cho Chunky Mix Fruit - Pear Juice	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
PEACHES, YELLOW CLING	6	10	104.00	Cho Peach Halves - Extra LS	39.00	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Cho Peach Halves - LS	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Cho Peach Halves - Pear Juice	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Cho Peach Slices - Extra LS	39.00	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	108.00	Cho Peach Slices - Heavy Syrup	40.50	45.5	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Cho Peach Slices - LS	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Cho Peach Slices - Pear Juice	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Cho Peaches Diced - Extra LS	39.00	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Cho Peaches Diced - LS	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Cho Peaches Diced - Pear Juice	39.00	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Irreg Peach Slices - Extra LS	39.00	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Irreg Peach Slices - LS	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Std Peach Slices - Extra LS	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Std Peach Slices - Extra LS	39.00	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
PEARS, BARTLETT	6	10	105.00	Cho Pear Halves - Pear Juice	39.38	45.5	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Cho Pear Halves - Extra LS	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	108.00	Cho Pear Slices - Heavy Syrup	40.50	45.5	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Cho Pear Diced - Extra LS	39.38	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Cho Pear Diced - Pear Juice	39.00	45.5	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Cho Pear Slices - Pear Juice	39.38	45.5	0.9666	18.8750	12.4200	7.1250	8	7	56
APPLE PRODUCTS	6	10	108.00	Fcy Applesauce, Sweetened	40.50	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Fcy Applesauce, Unsweetened	39.75	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Fcy Applesauce in Juice	39.75	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	108.00	Diced Apples Heavy Syrup	40.50	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Diced Apples in Water	39.00	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Diced Apples in Juice	39.75	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Sliced Apples in Water	39.00	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56

**Pacific Coast Producers Fact Sheet**

3/2

CATEGORY	CASE PACK	SIZE	OZ.	ITEM	NET WT#	CASE WT#	CASE CUBE	LENGTH INCH	WIDTH INCH	HEIGHT INCH	FULL PALLET		
											TIE	HIGH	CS/PLT
TOMATOES	12	46	46.00	Vegetable Juice Cocktail	34.50	43.0	0.9329	17.1875	12.9375	7.2500	8	7	56
	12	46	46.00	Tomato Juice, Fresh Pack	34.50	43.0	0.9329	17.1875	12.9375	7.2500	8	7	56
	6	10	102.00	Choice W/P Tomatoes in juice	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Standard W/P Tomato in juice	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Random Cut Tomatoes in puree	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Concentrated Crushed Tomatoes	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Ground Tomatoes in Puree	39.00	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Salsa Starter Chopped Tomatoes in puree	39.00	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Stewed Tomatoes	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Cho Diced Tomatoes in juice	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Fire Roasted Diced Tomatoes in juice	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Fire Roasted Salsa	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Petite Diced Tomatoes in juice	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Petite Diced Tomatoes in puree	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Tomato Sauce	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	111.00	Tomato Paste 24%	41.63	47.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	107.00	Tomato Puree 1.07	40.13	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Tomato Puree 1.06	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Tomato Puree 1.045	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	115.00	Fancy Tomato Ketchup 33%	43.13	49.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	113.00	Ex-Std Tomato Ketchup 29%	42.38	48.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	111.00	Std Tomato Ketchup 25%	41.63	48.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	112.00	Ex-Thick Hamburger Ketchup	42.00	48.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Pizza Sauce with dry basil	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Pizza Sauce with Fresh basil	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Fully Prep. Chunky Crshd Pizza Sce	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	107.00	Fully Pep. Pizza Sauce w/cheese	40.13	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Fully Prep. Pizza Sce w/oil & spices	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Italian Pasta Sauce w/carrot puree	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	All Purpose Marinara Sauce	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	105.00	Marinara/Pasta Sauce	39.38	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Smoth Spaghetti Sauce	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	115.00	Seafood Cocktail Sauce	43.13	49.0	0.9666	18.8750	12.4200	7.1250	8	7	56
6	10	115.00	Chili Sauce	43.13	49.0	0.9666	18.8750	12.4200	7.1250	8	7	56	
6	10	104.00	Cook's Special Diced Tomatoes	39.00	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56	
6	10	102.00	Multi-Use Tri-Color Tomatoes	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56	
12	2.5	28.00	Crushed Tomatoes in puree	21.00	25.0	0.5679	16.1875	12.1250	5.0000	10	10	100	
12	2.5	28.00	Diced Tomatoes in Juice	21.00	26.0	0.5680	16.1876	12.1251	5.0001	10	10	100	
12	2.5	28.00	Premium Pasta Sauce	21.00	25.0	0.5679	16.1875	12.1250	5.0000	10	10	100	
ORGANIC TOMATOES	6	10	102.00	Diced Tomatoes in Juice	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Whole Peeled Tomatoes in Juice	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Ground Peeled Tomatoes in Puree	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Ground Unpeeled Peeled Tomatoes in Puree	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	102.00	Ex-Heavy Conc. Crushed Tomatoes	38.25	44.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	107.00	Tomato Puree, 1.07	40.13	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	106.00	Tomato Puree, 1.06	39.75	45.0	0.9666	18.8750	12.4200	7.1250	8	7	56
	6	10	104.00	Tomato Sauce	39.00	46.0	0.9666	18.8750	12.4200	7.1250	8	7	56
6	10	111.00	Tomato Paste	41.63	47.0	0.9666	18.8750	12.4200	7.1250	8	7	56	

**Pacific Coast Producers Fact Sheet**

CATEGORY	CASE PACK	SIZE	OZ.	ITEM	NET WT#	CASE WT#	CASE CUBE	LENGTH INCH	WIDTH INCH	HEIGHT INCH	FULL PALLET		
											TIE	HIGH	CS/PLT
<b>POUCH TOMATOES</b>	6	10 Pouch	102.00	Std Tomatoes in Juice	38.25	40.00	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	105.00	Ground Peeled Tomatoes in Puree	39.38	41.25	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	102.00	Ex-Std Diced Tomatoes in Juice	38.25	40.00	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	103.00	Fire Roasted Diced Tomatoes in juice	38.63	40.00	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	102.00	Petite Diced Tomatoes in Juice	38.25	40.00	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	102.00	Random Cut Tomatoes in Puree	38.25	40.00	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	106.00	Ex-Heavy Conc. Crushed Tomatoes	39.75	41.50	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	107.00	Fully Prep. Pizza Sce w/oil & spices	40.13	43.50	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	102.00	Salsa Base Tomatoes in Juice	38.25	41.50	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	106.00	Tomato Sauce	39.75	41.50	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	106.00	Tomato Puree 1.06	39.75	41.50	0.8950	15.1875	12.4375	8.1875	9	7	63
	6	10 Pouch	112.00	Tomato Paste	42.00	43.75	0.8950	15.1875	12.4375	8.1875	9	7	63
<b>FRUIT &amp; SALSA BOWLS</b>	48	4.0 oz	4.00	Mixed Fruit - Light Syrup	12.00	14.5	0.5015	19.1250	12.5000	3.6250	7	13	91
	48	4.0 oz	4.00	Diced Peaches - Light Syrup	12.00	14.5	0.5015	19.1250	12.5000	3.6250	7	13	91
	48	4.0 oz	4.00	Diced Peaches in Juice	12.00	14.5	0.5015	19.1250	12.5000	3.6250	7	13	91
	48	4.0 oz	4.00	Diced Pears in Juice	12.00	14.5	0.5015	19.1250	12.5000	3.6250	7	13	91
	48	4.0 oz	4.00	Mixed Fruit in Juice	12.00	14.5	0.5015	19.1250	12.5000	3.6250	7	13	91
	24	4.0 oz	4.00	Diced Peaches in Juice	6.00	7.5	0.2914	13.2500	9.5000	4.0000	15	12	180
	24	4.0 oz	4.00	Diced Pears in Juice	6.00	7.5	0.2914	13.2500	9.5000	4.0000	15	12	180
	24	4.0 oz	4.00	Mixed Fruit in Juice	6.00	7.5	0.2914	13.2500	9.5000	4.0000	15	12	180
	48	4.0 oz	4.00	Pineapple Tidbits in Juice	12.00	14.5	0.5015	19.1250	12.5000	3.6250	10	9	90
	48	4.0 oz	4.00	Tropical Fruit in Juice	12.00	14.5	0.5015	19.1250	12.5000	3.6250	10	9	90
	48	4.0 oz	4.00	Mandarin Oranges in Juice	12.00	14.5	0.5015	19.1250	12.5000	3.6250	10	9	90
	48	4.0 oz	4.00	Fire Roasted Salsa	12.00	14.5	0.5015	19.1250	12.5000	3.6250	7	13	91
<b>MARINARA SAUCE CUPS</b>	72	2.5 oz	2.50	Marinara Sauce Cups	11.25	13.0	0.4676	17.6875	10.7500	4.2500	9	11	99
<b>MARASCHINO CHERRIES</b>	4	1 Gal Glass	148.00	Maraschino Cherries w/Stems & Plain	37.00	51.0	0.969	12.6250	12.6250	10.5000	12	3	36
	6	1/2 Gal Glass	72.00	Maraschino Cherries w/Stems, Plain & Halves	27.00	39.0	0.820	17.3750	11.7500	6.9375	9	6	54
	4	1 Gal Poly	148.00	Maraschino Cherries w/Stems, Plain & Halves	37.00	43.0	1.045	12.8465	12.8465	10.9430	12	4	48
	6	1/2 Gal Poly	72.00	Maraschino Cherries w/Stems, Plain & Halves	27.00	34.0	0.869	17.222	11.7215	7.443	9	6	54
	6	1/2 Gal Poly	72.00	Maraschino Cherries, Crushed	27.00	34.0	0.869	17.222	11.7215	7.443	9	6	54
	4	128 oz Poly	128.00	Maraschino Cherries w/Stems & Halves	32.00	38.0	0.947	12.159	12.1590	11.068	12	4	48
	4	128 oz Poly	128.00	Maraschino Cherries, Large w/Stems	32.00	38.0	0.947	12.159	12.1590	11.068	12	4	48
	4	#10 Poly	120.00	Maraschino Cherries with Stems	30.00	35.0	0.796	11.875	11.8750	9.750	12	4	48
	4	1 Gal Poly	148.00	Maraschino Cherries w/Stems, Plain & Halves	37.00	43.0	1.045	12.847	12.8465	10.943	12	4	48
	6	1/2 Gal Poly	72.00	Maraschino Cherries w/Stems & Plain	27.00	34.0	0.869	17.222	11.7215	7.443	9	6	54
	1	Pail Poly	480.00	Glace Cherries, Red Whole	30.00	33.0	0.753	9.938	9.9375	13.170	20	3	60
	1	Pail Poly	480.00	Glace Cherries, Green Whole	30.00	33.0	0.753	9.938	9.9375	13.170	20	3	60
	2	1/2 Gal Poly	72.00	Maraschino Cherries Nature's w/Stems	9.00	10.6	0.494	12.625	6.4375	10.500	27	6	162
	6	1/2 Gal Poly	72.00	Bordeaux Maraschino Cherries w/Stems	27.00	34.0	0.869	17.222	11.7215	7.443	9	6	54
	2	1/2 Gal Poly	72.00	Bordeaux Maraschino Cherries w/Stems	9.00	10.6	0.494	12.625	6.4375	10.500	27	6	162
	<b>MARASCHINO CHERRIES POUCHES</b>	2	2.5 lb Pouch	40	Dried Sweet Cherries, Whole	5.00	5.5	0.232	12.130	8.2500	4.000	15	14
2		2.5 lb Pouch	40	Dried Sweet Cherries, Diced	5.00	5.5	0.232	12.130	8.2500	4.000	15	14	210
2		2.5 lb Pouch	40	Dried Small Wild Blueberries	5.00	5.5	0.232	12.130	8.2500	4.000	15	14	210
2		2.5 lb Pouch	40	Dried Cultivated Blueberries	5.00	5.5	0.232	12.130	8.2500	4.000	15	14	210

**Codes for Foodservice Fruit:**

AC = Applesauce	1 = Heavy Syrup	P = Pear Halves	2 = Heavy Syrup
	5 = Water Pack	PD = Diced Pears	4 = Light Syrup
	J = Juice Pack	PS = Sliced Pears	5 = Water Pack
	L = Sucrose		L = Extra Light Syrup
			J = Juice Pack
RN = Apricot Nectar	2 = Heavy Syrup		
R = Unpeeled Apricots	4 = Light Syrup	CC = Pineapple Crushed	2 = Heavy Syrup
RP = Peeled Apricots	L = Extra Light Syrup	CH = Pineapple Chucks	4 = Light Syrup
	J = Juice Pack	CS = Pineapple Sliced	J = Juice Pack
		CT = Pineapples Tidbits	
FA = Fruits for Salad	2 = Heavy Syrup		
FC = Fruit Cocktail	4 = Light Syrup		
FM = Fruit Mix	5 = Water Pack		
	7= with Splenda		
	L = Extra Light Syrup		
	J = Juice Pack		
N = Whole Mandarins	4 = Light Syrup		
NK = Broken Mandarins			
H = Peach Halves	2 = Heavy Syrup		
HD = Diced Peaches	4 = Light Syrup		
HS = Sliced Peaches	5 = Water Pack		
	7= with Splenda		
	L = Extra Light Syrup		
	J = Juice Pack		

**Codes for Foodservice Plastics:**

CT = Pineapple Tidbits	J = Juice Pack
DH = Diced Peaches	4 = Light Syrup
DP = Diced Pears	
MF = Mixed Fruit	
NJ = Mandarin Oranges	
TF = Tropical Fruits	

THARA = All Purpose Marinara Sce w/Dcd

**Codes for Foodservice Tomatoes:****DICED TOMATOES:**

- 1 = Medium Diced (3/4" x 3/4" x 5/8")
- 2 = Large Diced (1" x 1" 1")
- 3 = Medium Diced (3/4" x 3/4" x 3/4")
- 4 = Petite Diced (3/8" x 3/8" x 3/8")
- 5 = No Salt Added (3/4" x 3/4" x 5/8")
- 7 = Salsa Style Diced (3/8" x 3/8" x 3/8")
- 8 = Custom Large Diced, Heavy Drain (1" x 1" 1")
- 9 = Cook's Sauce Style with Diced Tomatoes (1" x 1" 1")

**FORMULATED PIZZA SAUCES:**

- M = with Cheese
- N = No Cheese, with Oil & Spices
- H = High Spice

**CONCENTRATED CRUSHED & PIZZA SAUCE W/  
BASIL:**

- 1 = Heavy
- 2 = Extra Heavy
- 3 = Super Heavy
- 5 = Super Extra Heavy

**KETCHUPS:**

- 43 = Fancy 33%
- 44 = Extra Standard 29%
- 45 = Extra Think Hamburger
- 46 = Standard 25%

**PUREES:**

- 25 = 1.045
- 26 = 1.06
- 27 = 1.07

**GENERAL:**

- 14 = Choice
- 16 = Standard
- 5 = No Salt
- B = with Basil
- F = Fire Roasted
- H = Heavy Juice
- J = in Juice
- P = in Puree
- S = Salt Added
- UH = Unpeeled

**MARINARA/PASTA SAUCES:**

- THAA = All Purpose Marinara Sce w/Dcd
- THAF = Prepared Marinara Sauce (Smart & Final)
- THAS = Supreme Spaghetti Sauce
- THMG = USFS CA Marinara Sauce
- THMH = USFS Smooth Spaghetti Sauce
- THMI = USFS Pasta Sauce Classico
- THMK = USFS Chunky Marinara Sauce
- THMM = Marinara Pasta Sauce with Ground Tomatoes
- THMN = USFS CA Italian Formula Spaghetti Sauce
- THPC = Spaghetti Sauce with Cheese Pstr
- THPI = Premium Italian Pasta Sauce
- THSR = Smooth Spaghetti Sauce (plain)
- THSU = Low Sodium Smooth Spaghetti Sauce

**T = ROUND TOMATOES:**

- T0 = Stewed
- T1 = Whole Peeled
- T2 = Tomato Purees
- T3 = Tomato Sauce
- T4 = Ketchups
- TC = Concentrated Crushed
- TD = Diced Tomatoes
- TG = Ground in Puree
- TH = Marinara or Pasta Sauce
- TK1 = Seafood Cocktail Sauce
- TLH = Chili Sauce
- TP1 = Tomato Paste
- TR = Chopped
- TS = Pizza Sauce with Basil
- TS7 = Formulated Pizza Sauce
- TSZMA = Flotta Pizza Sauce
- TT = Random Chopped/Strips
- TW = Salsa
- TX = Finely Chopped
- T7/T8/T9 = Tomato Juice
- TVJ = Vegetable Juice Cocktail

**K = PLUM/PEAR TOMATOES:**

- K1 = Whole Peeled, Pear
- K2 = Purees
- K3 = Tomato Sauce
- KC = Concentrated Crushed
- KD = Diced Tomatoes
- KG = Ground in Puree
- KP = Pasta
- KR = Chopped
- KS = Pizza Sauce with Basil
- KS7 = Formulated Pizza Sauce
- KT = Random Chopped /Strips

# Item Codes – Maraschino Cherries

Example: 6-HGO-DMB4BC-LABEL

## Item Number Key

Units per Case	Unit Size	Item Code	Label / Brand
----------------	-----------	-----------	---------------

## Unit Size Descriptions

Poly	Glass	PET	Pouch	Pail
HGO = Half gallon	9G = 10 ounce	HGE = 64 ounce	4P = 4 ounce	PL4 = 4 gallon
10LBO = #10	14G = 13.5 ounce	120E = #10		PL5 = 5 gallon
128O = 128 ounce	26G = 26 ounce	1GE = 136 ounce		PL20 = 20 gallon
1GO = 1 gallon	HGG = Half gallon			
	1GG = 1 gallon			

# Item Codes – Maraschino Cherries

**With Stems**

Fruit Type	Product Class	Style / Size	Fruit Color	Sweetener	Brix
D = Cherries	M = Maraschino	A = Stem on / Medium	4 = Red #40	B = Corn Syrup Blend	C = 33 - 37
		B = Stem on / Large	R = Red Natural	G = Sugar	D = 38 - 42
		C = Stem on / Jumbo	M = Amarena	T = Non-GMO Sugar	
		D = Stem on / Colossal	X = Bordeaux		

**Without Stems**

Fruit Type	Product Class	Style / Size	Fruit Color	Sweetener	Brix
D = Cherries	M = Maraschino	F = Plain / Medium	4 = Red #40	B = Corn Syrup Blend	C = 33 – 37
		G = Plain / Large	R = Red Natural	G = Sugar	D = 38 – 42
		H = Plain / Jumbo	X = Bordeaux	T = Non-GMO Sugar	J = 67 – 69
		I = Plain / Colossal			
		M = Halves			

PACIFIC COAST PRODUCERS	PCP can code	STANISLAUS	ESCALON	HEINZ	US Foods	NEIL JONES COMPANY	RED GOLD	SYSCO	HUNTS	PIANCONI	Preparation Type	Segment/Operators & Application
PRIMA TERRA, 15725 GANGLI SUPREME, 11696 Pear Tomatoes in Juice w/Fresh Basil "San Marzano Style"	K14JB K14H (no basil)	ALTA CUCINA Whole Peeled Pear Tomatoes w/Basil	BONTA Pear Tomatoes in Juice w/Basil	BELL'ORTO Pear Tomatoes in Juice w/Basil	ROSELI Whole Pear Tomatoes w/Basil	MISSION'S BEST Whole Pear Tomatoes w/Basil		ARREZZIO Whole Pear Tomatoes w/Basil	ANGELA MIA Whole Pear Tomatoes w/Basil	PIANCONI Whole Pear Tomatoes w/Basil	Scratch	Italian Restaurants, Pizzerias, Family Restaurants
PRIMA TERRA, 15728 Random Cut Tomatoes in Puree	TT4P and/or KT4P	74/40 Tomato Filets in Puree	BONTA Peeled Tomato Strips in Juice	BELL'ORTO Peeled Tomato Strips in Juice	ROSELI Chopped Tomatoes	SAN BENITO Kitchen Style Chopped Tomatoes	RED PACK/ RED GOLD TERESA "Ready Cut" Chopped Tomatoes	ARREZZIO 75+ Tomato Strips w/ Puree	ANGELA MIA Chopped Tomatoes w/ Puree	ROMA Pear Tomato in Puree	Scratch	Italian Restaurants, Pizzerias, Family Restaurants, Mexican/Latino Restaurants
PRIMA TERRA, 15740 TUTTO PER UNO, 12336 Coarse Ground Peeled in Heavy Puree	TGP and/or KGP	TOMATO MAGIC Ground Peeled in Puree	BONTA Peeled Ground in Puree	BELL'ORTO Ground Peeled in Light Puree	ROSELI Ground Peeled In Puree	SAN BENITO "Perfecto" Grounded Peeled in Puree	RED PACK/ RED GOLD TERESA Grounded Peeled in Puree	ARREZZIO Ground Peeled Pear in Puree	ANGELA MIA "Prima Choice" Grounded Peeled in Puree	ROMA Ground Peeled in Puree	Scratch	Italian Restaurants, Pizzerias, Family Restaurants, Mexican/Latino Restaurants
PRIMA TERRA, 15731 Coarse Ground Unpeeled in Heavy Puree	TGUH and/or KGUH	7/11 Ground Unpeeled in Puree	6 IN 1 Ground Unpeeled in Puree	BELL'ORTO Crushed Tomatoes in Puree	ROSELI Ground Unpeeled	SAN BENITO Cuore Di Sole Ground Unpeeled in Puree	RED PACK/ RED GOLD TERESA All-In-One Ground Unpeeled in Puree	ARREZZIO Ground Unpeeled Pear in Puree	ANGELA MIA Crushed in Puree	ASSOLUTI Ground Unpeeled in Puree	Scratch	Italian Restaurants, Pizzerias, Family Restaurants, Mexican/Latino Restaurants
PRIMA TERRA, 15719 GANGLI SUPREME, 32366 Super Extra Heavy Pizza Sauce w/ Basil	TS5 and/or KS5	SAPORITO Super Heavy Pizza Sauce	BONTA Pizza Sauce w/ Basil			DICIOTTO Pizza Sauce w/Basil		ARREZZIO Super Extra Heavy Pizza Sauce w Basil			Scratch	Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools
PRIMA TERRA, 15743 GANGLI SUPREME, 33206 Prepared Pizza Sauce with Cheese	TS7M /KS7M				ROSELI Prep. Pizza Sauce w/ cheese	SAN BENITO Prep. Pizza Sauce w/ cheese		ARREZZIO Prep. Pizza Sauce w/ cheese		ULTIMO SUPREME Prep. Pizza Sauce w/ cheese	Ready to Use	Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools
PRIMA TERRA, 15430 Prepared Pizza Sauce w/Oil & Spice	TS7NO		CHRISTINA PINOCCHIO BELLA ROSA Fully Prepared Pizza Sauce	BELL'ORTO Prepared Pizza Sauce	ROSELI Fully Prepared Pizza Sauce	SAN BENITO Prepared Pizza Sauce	RED PACK/ TUTOROSSO Prepared Pizza Sauce	ARREZZIO Prepared Pizza Sauce	ANGELA MIA Prepared Pizza Sauce	ULTIMO SUPREME Fully Prepared Pizza Sauce w/Oil & Spices	Ready to Use	Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools
PRIMA TERRA, 16017 Fully Prepared NY Style Pizza Sauce	TS7KP	PIZZAIOLO Fully Prepared Pizza Sauce									Ready to Use	Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools
PRIMA TERRA, 15727 GANGLI SUPREME, 33516 Super Heavy Concentrated Crushed Tomatoes	TC3		BELLA ROSA Concentrated Crushed Tomatoes		ROSELI Concentrated Crushed Tomatoes	SAN BENITO Concentrated Crushed Tomatoes		ARREZZIO Concentrated Crushed		ROMA Super Heavy Conc. Crushed Tomatoes	Speed Scratch	Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools
HARVEST RED 1.06 15703 PRIMA TERRA 1.05 - 16022 1.06 - 15737 1.07 - 15734 GANGLI SUPREME 1.06 - 33208 1.07 - 32207	T27 and/or K27 T26 and/or K26 T25	FULL RED Super Heavy Puree Extra Heavy Puree	BELLA ROSA BONTA EMMA BELLA 1.07 Tomato Puree 1.08 Tomato Puree	BELL'ORTO 1.07 Tomato Puree 1.06 Tomato Puree	ROSELI 1.07 Tomato Puree 1.06 Tomato Puree	SAN BENITO 1.07 Tomato Puree 1.06 Tomato Puree	RED PACK/ RED GOLD TERESA 1.06 Tomato Puree	IMPERIAL 1.06 Tomato Puree 1.05 Tomato Puree	HUNTS Tomato Puree	ROMA 1.07 Tomato Puree 1.06 Tomato Puree	Speed Scratch	Schools, Universities, family restaurants, Mexican/Latino restaurants, cafeterias, business & industries, health care
PRIMA TERRA, 15729, 16027 HARVEST RED, 15698 Marinara/Pasta Sauce	THAA, THMM, THARA, THAS	FULL RED Marinara Sauce	EMMA BELLA Marinara Sauce CRISTOFORO Spagetti Sauce	BELL'ORTO Marinara Sauce	ROSELI Marinara Sauce	SAN BENITO Italian Style Sauce	RED PACK/ RED GOLD TERESA Marinara Sauce	ARREZZIO All purpose Marinara Sauce SUPREME Spaghetti Sauce	ANGELA MIA Marinara Sauce	ROMA Marinara/Pasta Sauce	Ready to Use	Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools, Health Care
PRIMA TERRA, 15736 MISSION PRIDE, 15616 Tomato Paste	TP1	FULL RED Tomato Paste	BONTA Tomato Paste	BELL'ORTO Tomato Paste	ROSELI Tomato Paste	SAN BENITO Tomato Paste	RED PACK Tomato Paste	IMPERIAL Tomato Paste	HUNTS Tomato Paste	ROMA Tomato Paste	Speed Scratch	Schools, Universities, family restaurants, Mexican/Latino restaurants, cafeterias, business & industries,

PACIFIC COAST PRODUCERS	PCP can code	STANISLAUS	ESCALON	HEINZ	US Foods	NEIL JONES COMPANY	RED GOLD	SYSKO	HUNTS	PFG/ROMA	Preparation Type	Segment/Operators & Application
PRIMA TERRA, 15596 HARVEST RED, 15697 MISSION PRIDE, 15600 Diced Tomatoes in Juice	TD2J	FULL RED Diced Tomatoes in Juice	BONTA Diced Tomatoes in Juice El Verno Sabrosa	BELL 'ORTO Diced Tomatoes in Juice	ROSELI Diced Tomatoes in Juice	MISSION'S BEST Diced Tomatoes in Juice	RED PACK Diced Tomatoes in Juice	CLASSIC IMPERIAL Diced Tomatoes in Juice	HUNTS Diced Tomatoes in Juice	ASSOLUTI Diced Tomatoes in Juice	Scratch	Schools, Universities, family restaurants, Mexican/Latino restaurants, cafeterias, business & industries, health care
MISSION PRIDE, 15603 PRIMA TERRA, 15400 GRANADA, 11056 GANGI SUPREME, 11086 Whole Peeled Tomatoes in Juice	T16J / T14J		Heinz	Heinz	HARVEST VALUE Whole Peeled Tomatoes in Juice	San Benito, Mission's Best, Old California	Red Pack, Red Gold, Migliore	RELIANCE IMPERIAL Whole Peeled Tomatoes in Juice	Angela Mia, Hunts	CONTIGO ASSOLUTI Whole Peeled Tomatoes in Juice	Scratch	Mexican/Latino restaurants, schools, health care, Business & Industry, cafeterias, family restaurants, universities
MISSION PRIDE, 15649 PRIMA TERRA, 16026 SUMMER IS INSIDE, 15920 Salsa Style Diced Tomatoes in Juice	TD7J		El Verano Sabroso Bella Rossa	BELL 'ORTO Petite Diced Tomatoes in Juice	DEL PASADO ROSELI Petite Diced Tomatoes in Juice	San Benito, Old California	Red Pack Red Gold	CASA SOLANA Salsa Style Diced Tomatoes in Juice	Angela Mia	CONTIGO ROMA Petite Diced Tomatoes in Juice	Scratch	Italian Restaurants, Pizzerias, Family Restaurants, Mexican/Latino Restaurants
MISSION PRIDE, 15666 Petite Diced Salsa Style Tomatoes in Puree	TD4P	Beinvenido	El Verano Sabroso		DEL PASADO Salsa Style Diced Tomatoes in Puree	San Benito	Red Pack, Red Gold, Migliore	ARREZZIO Petite Diced Salsa Style Tomatoes in Puree			Scratch	Italian Restaurants, Pizzerias, Family Restaurants, Mexican/Latino Restaurants
MISSION PRIDE, 15628 PRIMA TERRA, 16028 Salsa Lista Ready Tomato Base	TXFP	Beinvenido	El Verano Sabroso		DEL PASADO Salsa Style Diced Tomatoes in Puree	Old California Salsa Ready Tomatoes	Red Gold	CASA SOLANA Salsa Lista Ready Tomato Base			Scratch	Italian Restaurants, Pizzerias, Family Restaurants, Mexican/Latino Restaurants
MISSION PRIDE, 15614 PRIMA TERRA, 15418 GANGI SUPREME, 33560 Fancy Stewed Tomatoes in Juice	T0J				MONARCH Fancy Sliced Stewed Tomatoes		Red Pack Red Gold	IMPERIAL Fancy Stewed Tomatoes	Hunts		Scratch	Schools, Universities, family restaurants, Mexican/Latino restaurants, cafeterias, business & industries,
MISSION PRIDE, 15605 PRIMA TERRA, 15741 GANGI SUPREME, 36607 Fancy Tomato Sauce	T3	Full Red Chunky Tomato Sauce	Bella Rosa	BELL'ORTO, Heinz	HARVEST VALUE Fancy Tomato Sauce		Red Pack Red Gold	CLASSIC Fancy Tomato Sauce	Hunts	ROMA Fancy Tomato Sauce	Speed Scratch	Schools, Universities, family restaurants, Mexican/Latino restaurants, cafeterias, business & industries,
HARVEST RED, 15704 Heavy Pizza Sauce with Basil	TS1		Bella Rosa	BELL'ORTO, Heinz			Red Pack Red Gold	IMPERIAL Heavy Pizza Sauce with Basil	Hunts		Scratch	Schools, Universities, family restaurants, Mexican/Latino restaurants, cafeterias, business & industries,
HARVEST RED, 17010 Fire Roasted Salsa	TWMJF				DEL PASADO Fire Roasted Ready to Use Salsa			CASA SOLANA Fire Roasted Tomato Salsa		CONTIGO Fire Roasted Salsa	Ready to Use	Schools, Universities, family restaurants, Mexican/Latino restaurants, cafeterias, business & industries,
PRIMA TERRA, 15493 Diced tomatoes in Puree	TD2P							IMPERIAL DICED TOMATOES IN PUREE			Speed Scratch	Schools, Universities, family restaurants, Mexican/Latino restaurants, cafeterias, business & industries,
HARVEST RED, 13010 Fire Roasted Tomatoes in Juice	TD3JF				DEL PASADO FIRE ROASTED DCD TOMS IN JCE			CASA SOLANA FIRE ROASTED DCD TOMS IN JCE			Ready to Use	Schools, Universities, family restaurants, Mexican/Latino restaurants, cafeterias, business & industries, health care

PACIFIC COAST PRODUCERS	PCP can code	STANISLAUS	ESCALON	HEINZ	US Foods	NEIL JONES COMPANY	RED GOLD	SYSKO	HUNTS	PFG/ROMA	Preparation Type	Segment/Operators & Application
PRIMA TERRA, 15769 HVY DRN DICED TOMATOES IN JCE	TD8J							IMPERIAL DICED TOMATOES IN JUICE			Scratch	Italian Restaurants, Pizzerias, Family Restaurants
PRIMA TERRA, 15746 HIGH SPICE PIZZA SAUCE	TS7H							ARREZZIO CA PIZZA SCE HI SPICE W/CHEESE		Ultimo Supreme	Ready to Use	Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools
PRIMA TERRA, 15401 Pear Tomatoes in Juice	All others K14J	VALOROSO Pear Tomatoes in Light Puree/ Calcium & Basil	BONTA Bella Rosa Pear Tomatoes in Juice	BELL 'ORTO Pear Tomatoes in Juice	ROSELI Pear Tomatoes in Juice	SAN BENITO Pear Tomatoes in Juice	IL MIGLIORE Standard Pear Tomatoes In Juice		ANGELA MIA Pear Tomatoes in Juice		Scratch	Italian Rastuarants, Pizzerias, Family Restaurants
PRIMA TERRA, 15988 Chopped Tomatoes w/Puree & Basil	KT4PB	SAPORITO Filetto di Pomodoro Peeled Filets w/Basil				SAN BENITO Chopped Tomatoes w/puree & basil					Scratch	Italian Rastuarants, Pizzerias, Family Restaurants, Mexican/Latino Restaurants
PRIMA TERRA, 15742 GANGI SUPREME, 33556 Super Heavy Pizza Sauce w/Basil	TS3 and/or KS3		BELLA ROSA Pizza Sauce w/Basil	BELL 'ORTO Pizza Sauce w/Basil	ROSELI Pizza Sauce w/Basil	SAN BENITO Super Heavy Pizza Sauce w/basil	RED PACK/ RED GOLD, TERESA Pizza Sauce w/Basil			ASSOLUTI Super Heavy Pizza Sauce w/Basil	Scratch	Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools
FLOTTA, 00134 Extra Heavy Pizza Sauce w/Basil	TSZMA	FULL RED Pizza Sauce w/Basil			ROSELI Pizza Sauce w/ Basil	SAN BENITO Ex-Heavy Pizza Sauce W/ Basil					Scratch	Pizzerias,schools, family restaurants
	TC5 and/or KC5	SAPORITO Super Heavy Crushed Tomatoes			Roseli	DICIOTTO Concentrated Crushed Tomatoes						Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools
PRIMA TERRA, 15489 Extra Heavy Concentrated Crushed Tomatoes	TC2	FULL RED Conc. Crushed Tomatoes		BELL 'ORTO Conc. Crushed Tomatoes		ROSELI Extra Heavy Concentrated Crushed Tomatoes	RED PACK/ RED GOLD TERESA Heavy Conc Crushed Extra Heavy		ANGELA MIA Conc. Crushed Tomatoes			Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools
PRIMA TERRA, 15358 California Pasta Sauce w/ Carrot Puree	THP1	AL DENTE Pasta Sauce	TUSCANO Pasta Sauce	BELL 'ORTO Pasta Sauce			TUTTOROSSO Pasta Sauce		ANGELA MIA Bella Romana Sauce	ROMA California Pasta Sauce	Ready to Use	Pizzerias, Sports Venues (pizza sauce), Universities, Business & Industry (cafeterias), schools, Health Care

---

**Pacific Coast Producers is an approved packer for the following corporate and group brands:**

Sysco:

Imperial  
Classic  
Reliance  
Arrezzo  
Casa Solana  
Supreme

Golbon:

Golbon Gold  
Golbon Silver  
Pomodoro Di Oro

Bellisimo:

Bellisimo

BEK:

Keith Homestyle  
Keith Valley  
Ellington Farms  
Bellacibo

U.S. Foodservice:

Monarch  
Roseli  
Del Pasado  
Harvest Value  
Thirster

Frosty Acres:

Restaurant's Pride

UniPro:

Cortona  
Avanti Supreme  
Sunsorce Merit  
Sunsorce Essential  
Tapia  
Zannoni

IMA:

Bountiful Harvest  
Vista Verde  
Villa Frizzoni  
Rejuv  
Katy's Kitchen

PFS:

Piancone  
Roma  
Contigo  
Assoluti  
Ultimo Supreme  
Ultimo  
West Creek  
Silver Source

GFS:

Gordon Choice  
Tavolini

PCP Brands:

Orchard Natural  
Mission Pride  
Royal Willamette  
Willamette Valley  
Royal Harvest  
TRC  
Prima Terra  
Gangi Supreme  
Gangi Brothers  
Harvest Red  
Granada  
Tomato Andale  
Flotta  
Tomato Delight  
Yolo-O  
Summer is Inside  
Pacific Coast International



## Can Code Breakdown

### Tomatoes

**Top Line:**

**1st Position: Plant**

5: Woodland    7: Morning Star (Los Banos)

**2nd through 6th Position: Product Description**

**Next Two Positions: Line Number**

**Next Position: Production Year**

F: 2019	B: 2023
G: 2020	C: 2024
H: 2021	D: 2025
A: 2022	E: 2026

**Next Three Positions: Julian Date**

**Next Position: Period Code**

<u>1st Shift</u>	<u>2nd Shift</u>	<u>3rd Shift</u>
A	C	E
B	D	F

**OR:**

A - X (Code Changes Every Hour)

**Last Four Positions: Military Time**

**Second Line:**

**"GROWN IN THE USA"**

**Third Line:**

**"BEST IF USED BY SEP 01 2025"**

Code Example - Woodland Tomatoes

5	T	1	4	J		04		A	2	3	6	C		1509
Woodland	Tomatoes	Whole Peeled	Choice	in Juice		Line #		2022	<div style="text-align: center;"> <span style="font-size: 2em;">}</span>  <i>Julian Date</i> </div>			Period Code		Military Time



## Can Code Breakdown

### Apricots, Peaches, & Pears

**Top Line:**
**1st Position:** Plant

**6:** Oroville     **9:** Lodi

**2nd Position:** Commodity

**3rd, 4th, 5th & 6th Position:** Product Description

**7th & 8th Position:** Line Number

**9th Position:** Production Year

F: 2019	B: 2023
G: 2020	C: 2024
H: 2021	D: 2025
A: 2022	E: 2026

**10th, 11th & 12th Position:** Julian Date

**13th Position:** Period Code

**14th Position:** Military Time

**Second Line:**
**"GROWN IN THE USA"**
**Third Line:**
**"BEST IF USED BY SEP 01 2025"**

#### Code Example - Lodi Peaches

Lodi	Peaches	Slices	Hvy Syrup	Medium Slice	Line #		2022	Julian Date July 23rd			Period Code	Military Time
9	H	S	2	2	0	4	A	2	0	4	3	1345



## Can Code Breakdown

### Fruit Cocktail

#### Top Line:

**1st Position:** Plant

**6:** Oroville

**2nd & 3rd Position:** Commodity

**4th Position:** Medium

**5th & 6th Position:** Line Number

**7th Position:** Production Year

F: 2019      B: 2023

G: 2020      C: 2024

H: 2021      D: 2025

A: 2022      E: 2026

**8th, 9th & 10th Position:** Julian Date

**11th Position:** Period Code

**12th Position:** Military Time

#### Second Line:

**"BEST IF USED BY SEP 01 2025"**

#### Code Example - Oroville Fruit Cocktail

Oroville	Fruit Cocktail		Extra Light Syrup	Line #		2022	Julian Date July 21st			Period Code	Military Time
6	F	C	L	0	4	A	2	0	2	3	1345

October 13, 2023

To whom it may concern:

**Bottled Products:**

Cap Lot Code: \*YDDDS\*TTTT  
Y=Year Code; DDD=Julian date; S=Shift; TTTT=Military time  
Case Lot Code: PCCCCCCLL-YDDDS  
P=Production plant; CCCCCC=Item Code; LL=Production Line  
Y=Year Code; DDD=Julian date; S=Shift

**All Other Products:**

Case/Label Lot Code: PCCCCCCLL-\*YDDDS\*  
P=Production plant; CCCCCC=Item Code; LL or TT=Production Line or Tank Number  
Y=Year Code; DDD=Julian date; S=Shift

\*Asterisks identify the portion of the code used for inventory tracking and traceability

Please contact us if you need additional information.

Sincerely,



Robert Sutherland-James  
Documentation Control Specialist  
Pacific Coast Producers  
Oregon Cherry Growers



# PACIFIC COAST PRODUCERS

## PLANT TOUR GUIDELINES

The guidelines listed below are requirements in order to tour the production facilities:

- ◆ Visitors must be appropriately dressed to tour the facility.
- ◆ Conditions will be wet with the possibility of fruit juices or other materials coming into contact with clothing.
  - ◇ Closed-toed, nonslip shoes or boots must be worn (open-toed shoes, sandals or shoes with higher than 1 1/2" heels are not allowed). Note that shoes will get soiled.
  - ◇ Long pants are required (no shorts, capris, dresses or loose fitting).
  - ◇ Shirts or blouses with sleeves are required.
  - ◇ Clothing embellished with beads, fringe, appliques, sequins, etc. is not allowed.
  - ◇ No jewelry is allowed (including rings of any kind, watches, bracelets, necklaces, etc.).
  - ◇ False fingernails/nail polish are not allowed (gloves will be provided). False eyelashes or similar are prohibited.
  - ◇ Nothing is allowed in shirt pockets (pens, cell phones, etc.).
  - ◇ No ties or loose clothing may be worn.
  - ◇ No purses, backpacks, etc. are allowed in production areas.
- ◆ Personal protective equipment is required while touring working areas (it will be provided).
  - ◇ Hearing protection is required.
  - ◇ Eye protection is required in some areas and will be provided.
  - ◇ Hairnets and beard nets are required (not required at the Distribution Center).
  - ◇ Bump caps are required (not required at the Distribution Center).
- ◆ Each visitor must sign in and sign out at appropriate station.
- ◆ Visitors must be escorted at all times by PCP personnel.
- ◆ Touching fruit, packaging materials, or equipment in the plant is prohibited.
- ◆ Smoking is not allowed in any building. Smoking is allowed only in designated areas.
- ◆ No food or drink including chewing gum, mints, etc. is allowed in production areas.
- ◆ Video recording, photography, cell phone use, etc. are not allowed.

Thank you for complying with these requirements. They are in place to protect you and all our customers/consumers.

6/11/2024

# Pacific Coast Producers *by geography*

We are proud to have our headquarters in the beautiful state of California.



**Apples:** Lodi, CA



**Apricots:** Patterson, CA



**Blueberries:** The Dalles, Salem, OR



**Cherries:** The Dalles, Salem, OR



**Grapes:** Fresno, Madera, Bakersfield, CA



**Peaches (conventional & organic):**  
Modesto, Madera, Yuba City, CA



**Pears (conventional & organic):**  
Ukiah, Finley, Walnut Grove, CA

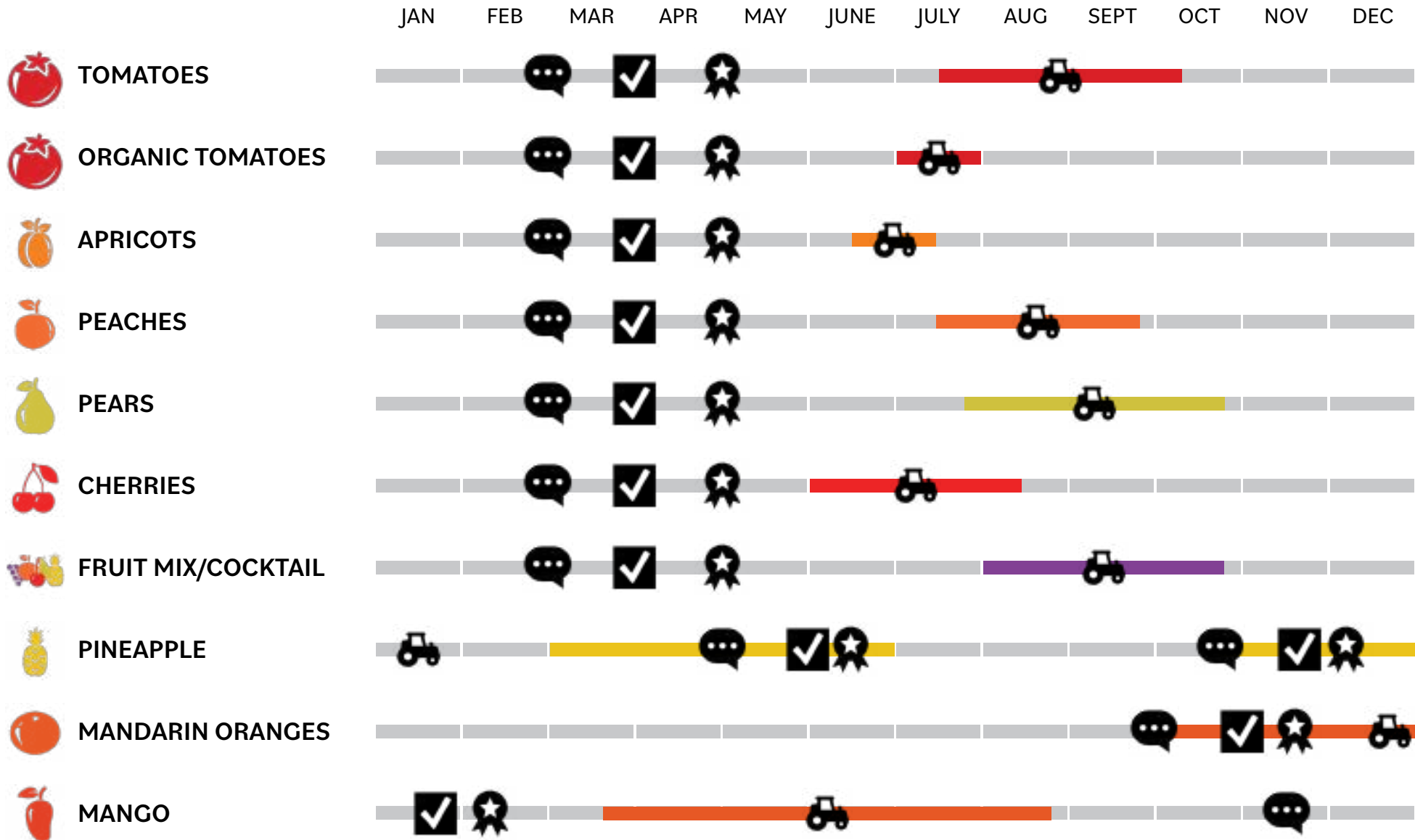


**Tomatoes (conventional & organic):**  
Woodland, Lemoore, CA



# SOURCING TIMING CHART

	Cost Negotiation		Award Time
	Final Negotiation		Harvest Time



# Cherry Count by Unit Size

			COUNT RANGE BY CHERRY SIZE			
WITH STEMS	SIZE	NET WEIGHT	OUNCE CONVERSION	LARGE	EXTRA LARGE (JUMBO)	COLOSSAL
	Half Gallon	4 lbs. 8 oz.	72 ounces	170-270	130-210	90-150
	128-oz	8 lbs. 0 oz.	128 ounces	330-460	250-350	170-270
	Gallon	9 lbs. 4 oz.	148 ounces	410-550	310-430	210-320

WITHOUT STEMS	SIZE	NET WEIGHT	OUNCE CONVERSION	LARGE	EXTRA LARGE (JUMBO)	COLOSSAL
	Half Gallon	4 lbs. 8 oz.	72 ounces	210-310	150-220	110-190
	128-oz	8 lbs. 0 oz.	128 ounces	340-500	260-360	210-290
	Gallon	9 lbs. 4 oz.	148 ounces	450-620	320-430	260-360

Cherry size varies by harvest year due to growing conditions. Data provided is based on a harvest average and current year counts may be different.

**Tomato Yield Comparison:**

<https://pacificcoastproducers.com/document/tomato-yield-comparison/>

**PCP Customer Cross Reference:**

<https://pacificcoastproducers.com/document/pcp-customer-cross-reference/>



PACIFIC COAST  
PRODUCERS

Click link below for additional resources:  
[Broker's section](#)

Password: pcpbrokers

[www.pacificcoastproducers.com](http://www.pacificcoastproducers.com)

