

PISTACHIO INDUSTRY

2008

A N N U A L
P I S T A C H I O
C O N F E R E N C E
P R O G R A M

M O N T E R E Y
M A R C H 12-14



annual
PISTACHIO 08
CONFERENCE
presented by paramount farms



The pistachio industry has evolved significantly since the first commercial crops of the mid-seventies. We have laid a solid foundation from which to continuously improve our growing, processing, and marketing. The hard work has only just begun.

The Next Nut, Right Now

In fact, several other nuts have a head start in endearing themselves to a broader set of consumers. It's time for the pistachio to take its rightful place in a similar context. That's why we're building this year's conference theme around "the next nut." Pistachios, the time is now.

2008 ANNUAL PISTACHIO CONFERENCE AGENDA

WEDNESDAY, MARCH 12

Registration 6:00 – 8:00 pm
Monterey Conference Center, Portola Lobby

Welcome Reception / Exhibits Open 6:30 – 8:00 pm
Monterey Conference Center, Serra Ballroom

THURSDAY, MARCH 13

Registration 7:00 – 10:00 am
Monterey Conference Center, Portola Lobby

Exhibits Open 7:00 am – 6:30 pm
Monterey Conference Center, Serra Ballroom

Breakfast 7:00 – 9:00 am
Monterey Conference Center, Serra Ballroom

GLOBAL SALES & MARKETING PRESENTATIONS

8:40 – 11:00 am
Monterey Conference Center, Steinbeck Forum

Welcome and Opening Remarks

Andy Anzaldo, Director Grower Relations, Paramount Farms

Jim Meinert, Ph.D., Vice President, Foundation at Children's Hospital Central California

Stewart Resnick, President, Paramount Farms

Growth Road Map

Mark Masten, VP Worldwide Sales, Paramount Farms

Global Marketing

Dominic Engels, VP Marketing, Paramount Farms

U.S. Retail Marketing

Rick Smith, Vice President of Fresh Departments, Save Mart / Lucky's

U.S., Marketing

Kelly Fallquist, Director of Marketing, Paramount Farms

Coffee Break 10:05 – 10:30 am

CONFERENCE AGENDA



THURSDAY, MARCH 13 *continued*

Mexico, Sales & Marketing

Horacio Del Valle, Mexico Retail Sales Director, Paramount Farms

Europe, Sales & Marketing

Wim Petermans, European Retail Sales Director, Paramount Farms

Lieven Plets, European Industrial Sales Director, Paramount Farms

China, Sales & Marketing

Rebecca Wong, Asia/Pacific Marketing Manager, Paramount Farms

India, Sales & Marketing

Mark Masten, VP Worldwide Sales, Paramount Farms

GUEST SPEAKERS

11:30 am – 12:45 pm

Monterey Conference Center, Steinbeck Forum

Topic

David Heber, M.D., Ph.D., F.A.C.P., F.A.C.N, Director, UCLA Center for Nutrition Bio

How to Compete in a Global Economy

Todd Buchholz, Former White House Director of Economic Policy and author of "New Ideas from Dead CEOs: Lasting Lessons from the Corner Office"
Bio

Buffet Lunch 12:45 – 2:15 pm

Monterey Conference Center, Serra Ballroom

GOVERNMENT & WATER AFFAIRS PRESENTATIONS

2:15 – 4:15 pm

Monterey Conference Center, Steinbeck Forum

Status of Efforts to Prevent Unfair Trade Practices in Iranian Pistachios

Warren Connelly, International Trade Partner, Akin Gump Strauss Hauer & Feld LLP

International Trade Issues

Frank Samolis, Head of International Trade Group, Patton Boggs



THURSDAY, MARCH 13 *continued*

California Water Wars: Report from the Front

William Phillimore, Executive Vice President, Paramount Farming Company

Scott Hamilton, Director of Resource Planning, Paramount Farming Company

Reception 5:30 – 6:30 pm

Monterey Conference Center, Serra Ballroom

Gala Dinner 6:30 – 11:00 pm

Monterey Marriott Hotel, San Carlos Ballroom



FRIDAY, MARCH 14

Exhibits Open 7:00 – 8:30 am

Monterey Conference Center, Serra Ballroom

Breakfast 7:00 – 8:30 am

Monterey Conference Center, Serra Ballroom

PRODUCTION RESEARCH PRESENTATIONS

8:30 – 11:00 am

Monterey Conference Center, Steinbeck Forum

Introduction and Opening Video

Tom Coleman, Chairman, California Pistachio Research Board

Practical Practices of Growing Pistachios

Robert H. Beede, UC Farm Advisor, King and Tulare Counties

Drought Irrigation Management

Dave Goldhamer, Water Management Specialist, UC Davis at Kearney Agricultural Center

Aflatoxin Research in Pistachios

Themis J. Michailides, Plant Pathologist, UC Davis at Kearney Agricultural Center

The Impact of Sanitation and Insecticides on Control of Navel Orangeworm in Pistachios

Bradley S. Higbee, Research Entomologist, Paramount Farming Company



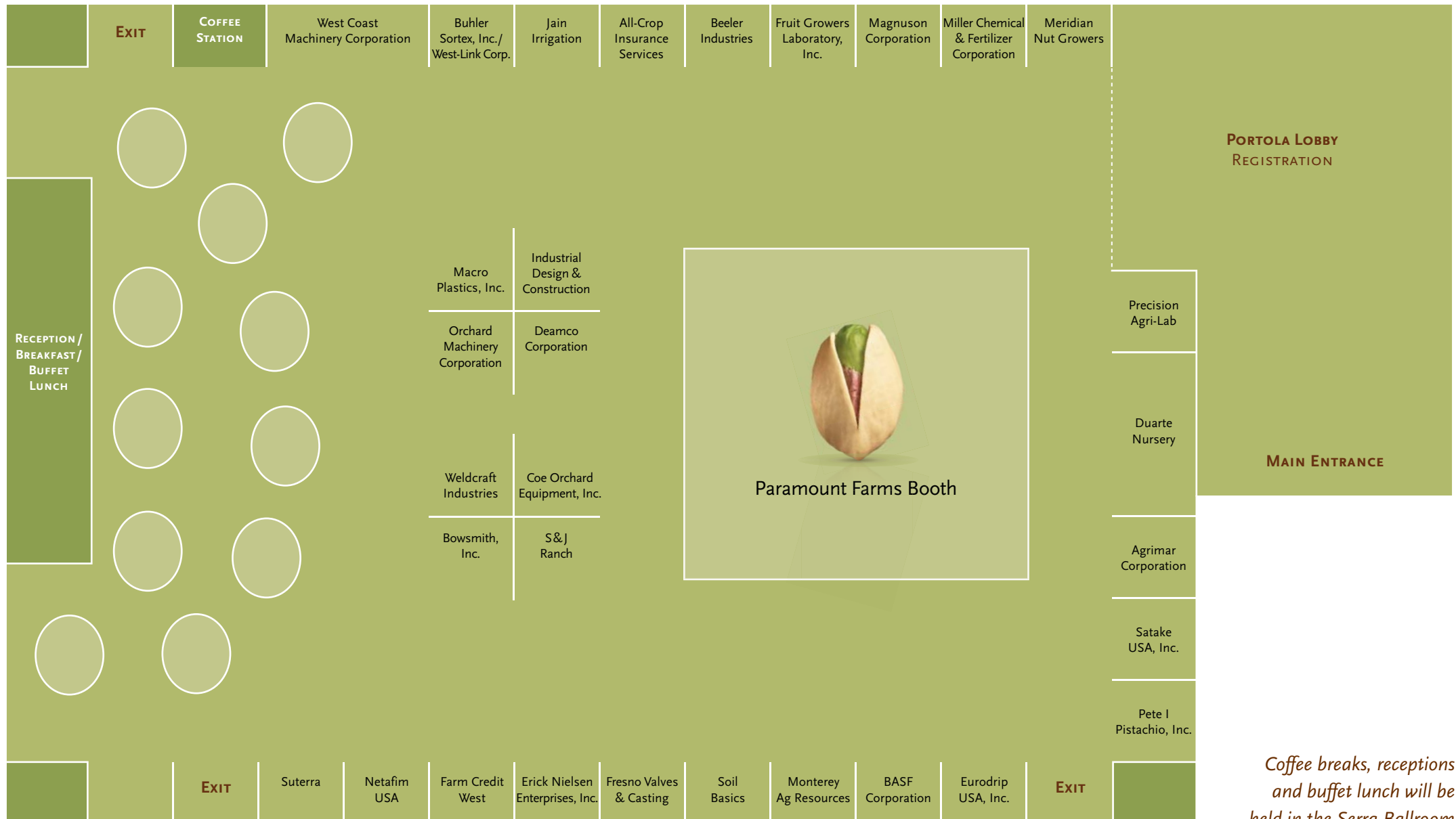
2008 ANNUAL PISTACHIO CONFERENCE

EXHIBITORS MAP

March 12-14, 2008

Monterey Conference Center

RECEPTIONS Wednesday, March 12 6:30 - 8:00 pm | Thursday, March 13 5:30 - 6:30 pm | **BREAKFAST** Thursday, March 13 7:00 - 9:00 am | Friday, March 14 7:00 - 8:30 am | **LUNCH** Thursday, March 13 12:45 - 2:15 pm | **COFFEE BREAK** Thursday, March 13 10:05 - 10:30 am



Coffee breaks, receptions and buffet lunch will be held in the Serra Ballroom

CONFERENCE EXHIBITORS

Agrimar Corporation

5634 Atlanta Highway, Suite 200
Flowery Branch, GA 30542
Contact: Tracey Hall
Tel: 770-965-9206 • Fax: 770-965-9766
Email: twngoemar@aol.com
Website: www.agrimar.biz

All Crop Insurance Services

PO Box 250
Biola, CA 93606
Contacts: Nick or Leah Jerkovich
Tel: 559-846-9976 • Fax: 559-846-9956
Email: acis@kermantel.net

Specializing in Crop Insurance for 25 years.

BASF Corporation

7081 N. Marks #341
Fresno, CA 93711
Contact: Bill Naim
Tel: 559-289-7737 • Fax: 559-432-9037
Email: william.nairn@basf.com
Website: www.agproducts.basf.com

BASF manufactures Prestine fungicides and Prowl H2O herbicide for pistachios.

Beeler Industries

PO Box 380
Salida, CA 95368
Contact: Mike Beeler
Tel: 209-545-0740 • Fax: 209-545-0768
Email: mike@beelerindustries.com

Beeler Industries can provide individual units or turn-key pistachio receiving, pre-cleaning, hulling, washing and drying systems, along with needle color, hand sorting and packaging equipment.

Bowsmith, Inc.

PO Box 428
Exeter, CA 93221
Contact: Jason Wise
Tel: 559-592-9485 • Fax: 559-592-2314
Email: jwise@bowsmith.com
Website: www.bowsmith.com

Manufacturer of polyethylene tubing, drip emitters and micro-sprinklers.

Buhler Sortex, Inc. / West-Link Corporation

2385 Arch-Airport Road, Suite 300
Stockton, CA 95206
Contact: Cynthia Brown
Tel: 209-983-8400 • Fax: 209-983-4800
Email: cynthia.brown@buhlersortex.com
Website: www.buhlersortex.com

West-Link Corporation is the leading manufacturer's representative/distributor for packaging and processing equipment. In business for over 36 years, we specialize in check weighing, metal detection, x-ray sorting, conveying and processing systems with specialty fabrication, case erectors/liners/closers, conventional and robotic palletizers, vertical and horizontal wrappers, and complete turnkey stems.

Buhler Sortex, Inc. is the world leader in innovations and delivery of sorting solutions to food and non-food processors. Our latest technological advancement in sorting solutions, the SORTEX Z+, gives the best yield and efficiency of any optical sorting system, even at the highest production capacities. The SORTEX Z+ is now available with a unique quad-camera, multi-wavelength optics package for foreign material sorting. The SORTEX Z+ camera power combined with PROlife shape recognition can identify the widest range of foreign material, insect damage, sticks and stones, finer product damage and the subtlest colors for both in-shell and shelled pistachios.

Coe Orchard Equipment, Inc.

3453 Riviera Road
Live Oak, CA 95953
Contact: Matthew L. Coe
Tel: 530-695-5121 • Fax: 530-695-5128
Email: matt.coe@coeshakers.com
Website: www.coeshakers.com

Coe manufactures quality Pistachio harvesting equipment. Complete packages available for bin or bulk set ups. Coe also performs quality custom harvesting services.

Deamco Corporation

6520 E. Washington Boulevard
Commerce, CA 90040
Contact: Armand Golian
Tel: 323-890-1190 • Fax: 323-890-1139
Email: agolian@deamco.com
Website: www.deamco.com

Deamco Corporation is a manufacturer of bulk material handling equipment and systems with national and international presence in the Pistachio and related industries. Deamco manufactures overlapping

bucket elevators, vibratory conveyor/feeders, vibrators, store-a-veyors, related equipment and services.

Duarte Nursery, Inc.

1555 Baldwin Road
Hughson, CA 95326
Contact: John Duarte
Tel: 209-531-0351 • Fax: 209-531-0352
Email: sales@duartenursery.com
Website: www.duartenursery.com

Duarte Nursery is proud to produce Clonal UCB-1 Pistachio rootstock.

Erick Nielsen Enterprises, Inc.

4453 County Road
Orland, CA 95963
Contacts: Erick Nielsen or Hilary Porter
Tel: 530-865-9409 • Fax: 530-865-4845
Email: ene@eneinc.com
Website: www.eneinc.com

Providing the industry with innovative orchard services since 1972, ENE, Inc. offers custom bin and bulk harvesting and orchard topping, hedging, crosshedging, and skirting.

Eurodrip USA, Inc.

1850 W. Almond Avenue
Madera, CA 93637
Contact: Liz Maxwell
Tel: 559-673-9100 • Fax: 559-673-9200
Email: emaxwell@eurodripusa.com
Website: www.eurodripusa.com

Eurodrip USA is a manufacturer and distributor of drip irrigation tape, heavy-wall dripperline, polyethylene tubing, layflat, oval hose and system accessories such as filters, valves, air vents, flow meters, fittings and expert services. Eurodrip USA is committed to providing only the highest quality and most reliable drip products that represent the industry's best value. The Company began over 27 years ago in Greece and has grown to one of the world's leading manufacturers of drip irrigation products with over 320 employees and sales in more than 40 countries around the world. Today, Eurodrip USA operates as a fully autonomous company with headquarters and manufacturing located in Madera, California, distribution warehouses in Texas, Florida and Mexico. In addition, we have expanded our manufacturing to include vertically integrated injection molding of drippers at our Madera facility as well as significantly increasing the extrusion capacity of our state-of-the-art thin-wall tape and heavy-wall dripperline products to better meet our customer's growing demand. At Eurodrip

USA we provide a full range of products to meet our customer's needs in agricultural, mining, greenhouse and landscape applications. Eurodrip USA can provide complete system solutions at fair prices with exceptional service. Call one of our customer service or sales representatives today.

Farm Credit West

19628 Industry Parkway
Bakersfield, CA 93308
Contact: Paul Nugent
Tel: 661-399-7360 • Fax: 661-399-7366
Email: paul.nugent@farmcreditwest.com
Website: www.farmcreditwest.com

Farm Credit West is a financial services cooperative serving our customers involved in agriculture. We provide loans to California's pistachio growers for operating expenses, equipment needs, orchard development and land acquisition or refinancing. We also provide our customers access to cash management, equipment leasing and appraisal services.

Fresno Valves & Casting

PO Box 40
Selma, CA 93662
Contact: John Linder
Tel: 559-834-2511 • Fax: 559-834-4821
Email: johnwl@fresnovalves.com

Over 50 years manufacturing quality irrigation products.

Fruit Growers Laboratory, Inc.

PO Box 272
Santa Paula, CA 93061-0272
Contact: Denis Barry
Tel: 805-392-2032 • Fax: 805-525-0765
Email: denisb@fglinc.com
Website: www.fglinc.com

Laboratory analysis of agricultural soil, leaf tissue, and irrigation waters.

Industrial Design & Construction

17417 Kranenburg Avenue
Bakersfield, CA 93314
Contact: Robert Williams
Tel: 661-589-9575 • Fax: 661-589-6650
Email: industrialdesign1@sbcglobal.net
Website: industrialdesignandconstruction.net

CONFERENCE EXHIBITORS

Jain Irrigation

3202 W. Sunnyside
Visalia, CA 93277
Contact: Darren Aldaco
Tel: 559-341-6002 • Fax: 559-635-1525
Email: daldaco@jainsusa.com
Website: www.jainsusa.com

World leader in micro irrigation.

Macro Plastics Inc.

2250 Huntington Drive
Fairfield, CA 94533
Contact: Ken Shields
Tel: 707-437-1200 • Fax: 707-437-1201
Email: kmester@macroplastics.com
Website: www.macroplastics.com

California's largest manufacturer of plastic bulk bins, specifically designed for harvesting, processing and storage of commercially and organically grown produce.

Magnuson Corporation

1 Magnuson Avenue
PO Box 590
Pueblo, CO 81001
Contact: Ron Anderson
Tel: 719-948-9500 • Fax: 719-948-9540
Email: sales@magnusoncorp.com
Website: www.magnusoncorp.com

Magnuson Corporation is "the" manufacturer for hulling machines. The current NF-24 is replacing the older models "F" and "HF," which have been in the industry since the start.

Meridian Nut Growers

1625 Shaw Avenue, Suite 101
Clovis, CA 93611
Contact: Jim Zion
Tel: 559-458-7272 • Fax: 559-458-7270
Email: jzion@meridiannut.com
Website: www.meridiannut.com

Meridian Nut Growers is a grower owned sales and marketing company supporting growers, processors and buyers of California almonds, pistachios, walnuts, prunes and raisins.

Miller Chemical

PO Box 1508
Shafter, CA 93263
Contact: Mike Williams
Tel: 661-201-8411 • Fax: 661-399-1701
Email: mdwmillerchem@hughes.net

Monterey AgResources

PO Box 35000
Fresno, CA 93745-5000
Contact: Neal Giffen
Tel: 559-499-2100 • Fax: 559-499-1015
Email: alanik@montereyagresources.com
Website: www.montereyagresources.com

Netafim USA

5470 E. Home Avenue
Fresno, CA 93727
Contact: Dean Best
Tel: 559-453-6800 • Fax: 559-453-6803
Email: dbest@netafimusa.com
Website: www.netafimusa.com

Netafim USA manufactures the widest selection and most advanced drip/micro irrigation products the industry has to offer. From dripperlines, filters, valves, sprinklers and automation to technical education, we have the solutions to help you grow it all.

Orchard Machinery Corporation

2700 Colusa Highway
Yuba City, CA 95993
Contact: Don Mayo
Tel: 530-673-2822 • Fax: 530-673-0296
Email: dm@shakermaker.com
Website: www.shakermaker.com

Orchard Machinery Corporation manufactures a complete line of Pistachio Harvesting Equipment. Our sister company, Orchard Harvest Corporation, performs Commercial Pistachio Harvesting.

Paramount Farms

13646 Highway 33
Lost Hills, CA 93249
Contact: Andrew Anzaldo
Tel: 661-797-6740 • Fax: 661-797-6744
Email: aanzaldo@paramountfarms.com
Websites: www.paramountfarms.com
www.growerpartner.com

Paramount Farms is the largest grower and processor of pistachios and almonds in the world. Approximately, 70% of California pistachio growers do business with Paramount Farms. Our GROWER PARTNER commitment is grower return maximization and building long-term demand for the pistachio industry. This deeply-rooted commitment is supported by professional marketing programs, groundbreaking research, comprehensive PR, strategic carry-out program, and the highest level of grower relations service in the pistachio industry.

Pete I Pistachios, Inc.

4161 Nighthawk Way
Chico, CA 95926
Contact: Dave Petersen
Tel: 530-518-3283 • Fax: 530-891-4796
Email: pete1pistachio@aol.com

Pete I Pistachios, Inc. is introducing a new pistachio cultivar called Pete I. Pete I is characterized by large size (18-20's), high splits (90%+), and early bloom/harvest.

Precision Agri-Lab

24730 Avenue 13
Madera, CA 93637
Contact: Ken Wahlen
Tel: 559-661-6386 • Fax: 559-661-6135
Email: kwahlen@agriumretail.com
Website: www.wfsweather.net

Western Farm Service is a premier retailer of crop production inputs, and a leader in Precision Ag Technology, offering growers innovative advances in agricultural products and services.

S & J Ranch

PO Box 3347
Pinedale, CA 93650
Contact: Lane Miller
Tel: 559-437-2600 • Fax: 559-437-2606
Email: info@sjranchmgmt.com
Website: www.sjranchmgmt.com

Farm management and development company specializing in tree and vine crops in the San Joaquin Valley. Provider of stand alone technical consulting services for growers in pest management, nutrition, irrigation, horticulture, and forensics. S & J Ranch's commercial nursery offers growers premium pistachio and citrus trees. Also offers business plan/investment consulting and acquisition/feasibility services for investors seeking permanent planting properties.

Satake USA, Inc.

3416 Oakdale Road
Modesto, CA 95355
Contact: Jeff Sargent
Tel: 209-551-3203 • Fax: 209-551-0841
Email: jsargent@satake-usa.com
Website: www.satake-usa.com

Satake USA is a leading supplier of infra-red and color sorting equipment for the tree nut industry.

Soil Basics Corporation

PO Box 2609
Visalia, CA 93279
Contact: Clay Sannar
Tel: 559-651-2772 • Fax: 559-651-2780
Email: info@soilbasics.net
Website: www.soilbasics.net

Soil Basics offers a complete line of chelated nutrients, fertilizer injection equipment and algaecide / bacteriacide products for irrigation line maintenance.

Suterra LLC

213 SW Columbia Street
Bend, OR 97702
Contact: Debbie Slade
Tel: 541-388-3688 • Fax: 541-388-3705
Email: dslade@suterra.com
Website: www.suterra.com

Suterra advances insect control in tree nut crops to a new level, with innovative products and exemplary service to benefit growers in California.

Weldcraft Industries Inc.

PO Box 11026
Terra Bella, CA 93270
Contact: Emily Werlhof
Tel: 559-784-4322 • Fax: 559-784-4620
Email: weldcraft@ocsnet.net

Weldcraft has been building quality pistachio equipment for 40 years. Our company builds fruit and nut harvesters, bulk harvesting equipment, elevators and pruning towers.

West Coast Machinery Corporation

3002 E. Simpson
Fresno, CA 93703
Contact: David Brown
Tel: 559-779-9278
Fax: 559-272-0499
E-Mail: db66@comcast.net
Web Site: www.westcoastmachinerycorp.com

West Coast Machinery supplies pistachio hulling and loose hulling equipment.





PARAMOUNT FARMS

13646 HIGHWAY 33 • LOST HILLS, CA 93249

TELEPHONE 661-797-6500 • FAX 661-797-6744

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