



April 10, 2017

Dear Valued Customer:

Re: "Buy American" Requirements

Section 104(d) of the William F. Goodling Child Nutrition Reauthorization Act of 1998 requires school food authorities (SFAs) to purchase, to the maximum extent practicable, "domestic commodity or product" which is either: (1) an agricultural commodity produced in the U.S.; or (2) a food product processed in the U.S. using "substantial" agricultural commodities that are produced in the U.S. "Substantial" means that over 51% of the final processed product consists of agricultural commodities that are produced in the U.S.  
<https://www.fns.usda.gov/sites/default/files/cn/SP24-2016os.pdf>

As you can read in the guidance link above, there are limited exceptions to the Buy American provision which allow for the purchase of products not meeting the "domestic" standard as described ("non-domestic") in circumstances when use of domestic products is truly not practicable.

These exceptions, as outlined in the guidance, are:

- The product is not produced or manufactured in the U.S. in sufficient and reasonable available quantities of a satisfactory quality; or
- Competitive bids reveal the costs of a U.S. product are significantly higher than the non-domestic product.

Today, Country Pure Foods certifies our line of 100% Ardmore Grape Juice products comply with the Buy American provision. In addition, we have added three new SKUs under the "BuyAm Select" line in the popular four-ounce carton that also comply with "Buy American". These include Apple Juice, Orange Juice and 100% Punch. The approximate upcharge to source domestic solids for these three SKUs is shown below in this letter.

Regarding the rest of our juice products, many are made with juice concentrates that are not practicable to source 100% domestically due to supply constraints. We appreciate that you want to menu juices for the schoolchildren of America. To help you understand the magnitude of this and to assist you to invoke the "exception" language above, we offer the following information:

**Apple Juice products** – Cost approximately +15% more than imported **if** ample supply is available.

**Orange Juice products** – Cost approximately +25% more than imported **if** ample supply is available.

**100% Punch products** – Cost approximately +12%-15% more than imported **if** ample supply is available.

**Pineapple products** – no domestic pineapple available.

We thank you for your inquiry and trust this gives you additional insight. If you have any questions regarding this letter, please contact your local Regional Sales Manager or Customer Service (877 99JUICE).

Regards,

*Joseph M. Koch*

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Country Pure Foods

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