

REPORT

90TH YEAR NO. 26

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ANCHIN SURVEY SEES JUMP IN FOOD SALES IN 2017

Respondents to **ANCHIN's** *State of the Food & Beverage Industry 2017* overall see their sales rising 12% in 2017, following on the heels of a 13% increase in 2016. Anchin Partner Greg Wank told **THE FOOD INSTITUTE** that companies should "watch the cost of that growth as not all sales are worth chasing."

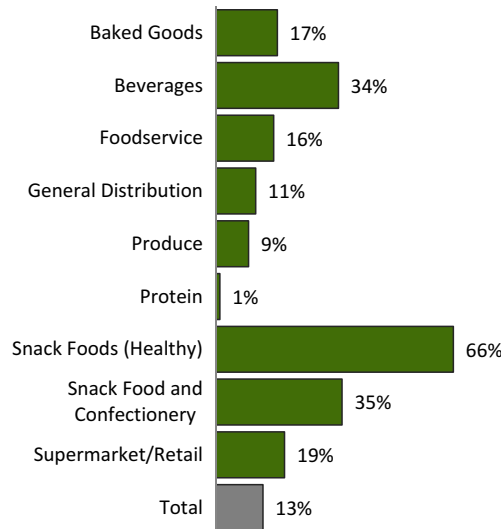
This is borne out by nearly half of the respondents seeing discounting and sales incentives (28%) along with costs of inputs or merchandise (20%) as their greatest threats to profitability.

The greatest anticipated growth in sales is in the healthy snack category, with respondents anticipating 58% growth this year. Wank pointed out that many of these firms are small and new, thus the growth rates are much greater than at larger, established firms. Nonetheless, this portrays this blossoming category.

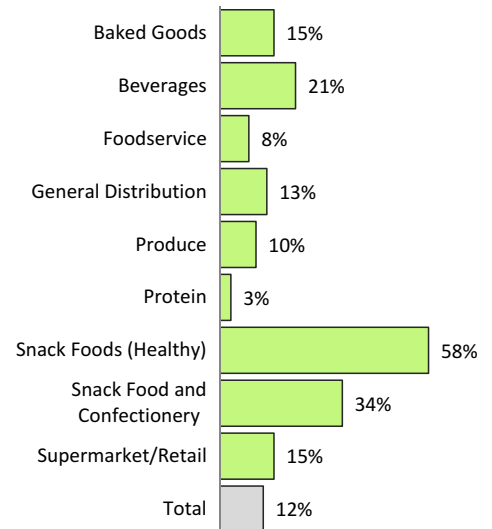
Deflation clearly impacted sales growth in proteins as beef prices were down 6% last year, and sales increased only 1%. A bit more growth in proteins is expected this year, but once again it looks like deflation will have an impact for this category.

The full study can be downloaded at: <http://www.anchin.com/news/food-for-thought-2017>

Change in Sales, 2015-2016
(Source: Anchin)



Projected Change in Sales, 2016-2017
(Source: Anchin)



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Check out this upcoming auction sale:

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<http://www.harrydavis.com/AuctionDetails.asp?id=311>

Lots close Tuesday, June 30