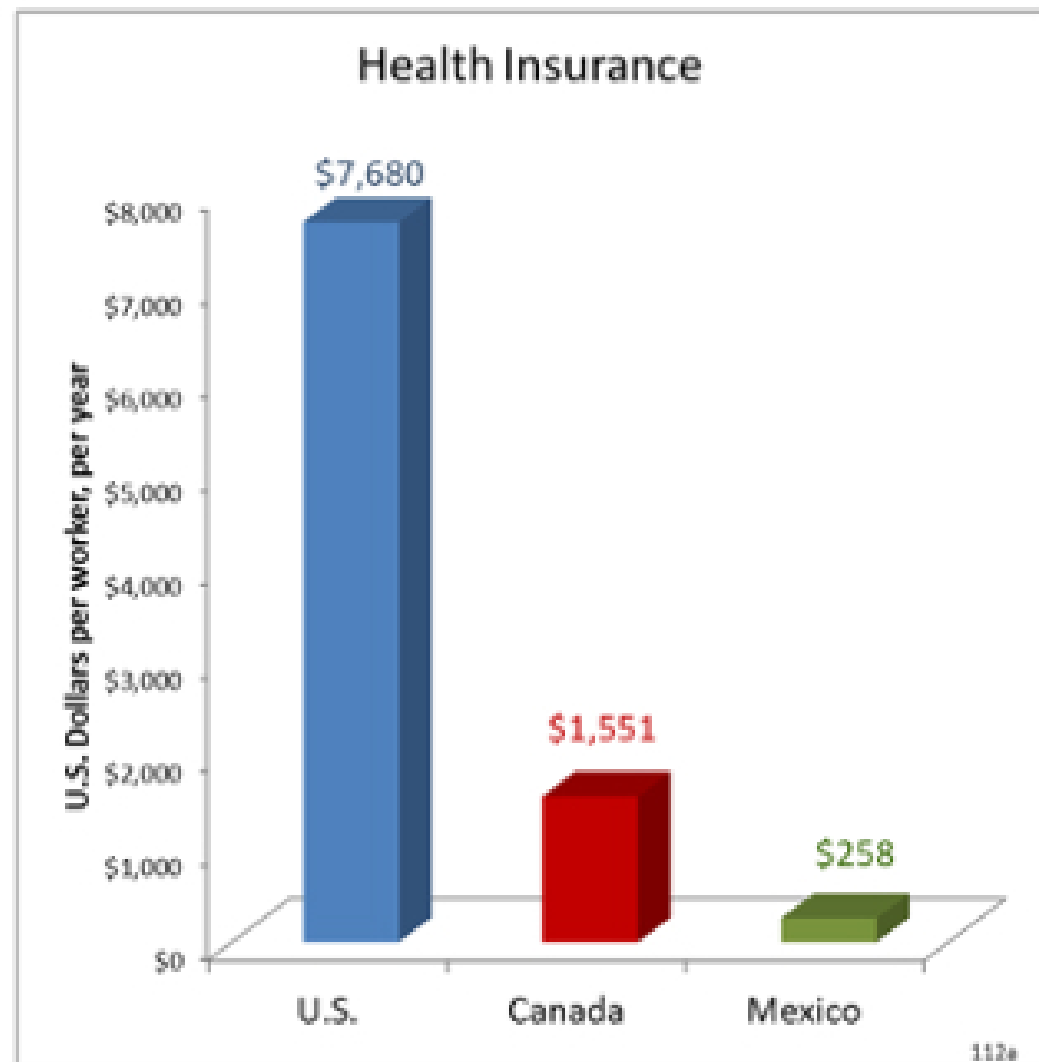


Outsourcing in the 2000's was more related to wages & benefits than sugar prices



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Source: Peter Buzzanell & Associates, *The Confectionary Industries in the U.S., Canada, and Mexico*, 2009. At the time of this study, US, Canada, and Mexican domestic sugar prices were 28¢/lb, 21¢/lb, and 23¢/lb, respectively. That implies that for an average candy facility, savings on wages and benefits were more than 10x's larger than the savings on sugar when comparing a move from the U.S. to Canada; and more than 30x's larger when comparing a move from the U.S. to Mexico.