**KISS SUMMARY REPORT - CROP YEAR 2011/2012**
**TOTAL CROP (Conventional & Organic - Hayward Only)**

Balance as of: 12/31/2011
REVISED: 1/9/2012

| FRUIT SIZE | 6 - 4 LB. CLAMS | | | 6 - 3 LB. CLAMS | | | BAG MASTERS (20# PER CNTR.) | | |
|---|---|---|---|---|---|---|---|---|---|
| | INVENTORY | SHIPPED | CURRENT BALANCE | INVENTORY | SHIPPED | CURRENT BALANCE | INVENTORY | SHIPPED | CURRENT BALANCE |
| **18** | 0 | 3,280 | -3,280 | 622 | 622 | 0 | 0 | 558 | -558 |
| **20** | 92 | 91 | 1 | 0 | 0 | 0 | 6,143 | 6,485 | -342 |
| **23 or 25** | 30,818 | 24,381 | 6,437 | 11,920 | 7,812 | 4,108 | 112 | 0 | 112 |
| **27 or 28** | 32,548 | 22,266 | 10,282 | 16,116 | 7,375 | 8,741 | 2 | 9 | -7 |
| **30** | 43,942 | 34,443 | 9,499 | 23,475 | 17,647 | 5,828 | 986 | 1,688 | -702 |
| **33** | 1,801 | 0 | 1,801 | 1,234 | 1,187 | 47 | 441 | 465 | -24 |
| **36** | 0 | 80 | -80 | 0 | 80 | -80 | 451 | 2,446 | -1,995 |
| **39** | 0 | 0 | 0 | 0 | 0 | 0 | 122 | 98 | 24 |
| **42** | 0 | 0 | 0 | 0 | 0 | 0 | 1,142 | 964 | 178 |
| **45** | 0 | 0 | 0 | 0 | 0 | 0 | 18,265 | 18,948 | -683 |
| **TOTAL** | 109,201 | 84,541 | 24,660 | 53,367 | 34,723 | 18,644 | 27,664 | 31,661 | -3,997 |

| FRUIT SIZE | 9 Kilo VF (19.8#) | | | BINS - 125 LBS. | | | OTHER (REPORTED IN LBS.) | | |
|---|---|---|---|---|---|---|---|---|---|
| | INVENTORY | SHIPPED | CURRENT BALANCE | INVENTORY | SHIPPED | CURRENT BALANCE | INVENTORY | SHIPPED | CURRENT BALANCE |
| **18** | 48,048 | 37,704 | 10,344 | 0 | 0 | 0 | 16 | 20,090 | -20,074 |
| **20** | 59,946 | 24,168 | 35,778 | 0 | 0 | 0 | 0 | 2,624 | -2,624 |
| **23 or 25** | 386,688 | 135,553 | 251,135 | 104 | 146 | -42 | 458,898 | 22,990 | 435,908 |
| **27 or 28** | 401,936 | 135,931 | 266,005 | 602 | 1,260 | -658 | 369,371 | 77,783 | 291,588 |
| **30** | 426,971 | 136,588 | 290,383 | 902 | 771 | 131 | 298,517 | 263,159 | 35,358 |
| **33** | 353,342 | 136,530 | 216,812 | 1,654 | 2,201 | -547 | 320,001 | 329,411 | -9,410 |
| **36** | 214,986 | 105,849 | 109,137 | 715 | 690 | 25 | 406,912 | 337,572 | 69,340 |
| **39** | 184,542 | 78,980 | 105,562 | 465 | 428 | 37 | 234,693 | 228,423 | 6,270 |
| **42** | 47,690 | 22,828 | 24,862 | 126 | 126 | 0 | 108,107 | 86,830 | 21,277 |
| **45** | 170,602 | 60,805 | 109,797 | 2,608 | 2,507 | 101 | 195,843 | 202,802 | -6,959 |
| **TOTAL** | 2,294,751 | 874,936 | 1,419,815 | 7,176 | 8,129 | -953 | 2,392,358 | 1,571,684 | 820,674 |

**TRAY EQUIVALENTS BY SIZE**

| FRUIT SIZE | INVENTORY | SHIPPED | CURRENT BALANCE | PERCENT REMAINING | PERCENT OF PACKED to date |
|---|---|---|---|---|---|
| **18** | 137,509 | 123,958 | 13,551 | 9.85% | 1.82% |
| **20** | 187,428 | 87,576 | 99,852 | 53.27% | 2.48% |
| **23 or 25** | 1,297,822 | 492,993 | 804,829 | 62.01% | 17.19% |
| **27 or 28** | 1,353,462 | 513,433 | 840,029 | 62.07% | 17.92% |
| **30** | 1,480,310 | 606,002 | 874,308 | 59.06% | 19.60% |
| **33** | 1,085,311 | 476,928 | 608,383 | 56.06% | 14.37% |
| **36** | 680,290 | 367,416 | 312,874 | 45.99% | 9.01% |
| **39** | 564,170 | 263,955 | 300,215 | 53.21% | 7.47% |
| **42** | 155,851 | 81,979 | 73,872 | 47.40% | 2.06% |
| **45** | 609,295 | 299,868 | 309,427 | 50.78% | 8.07% |
| **TOTAL** | 7,551,448 | 3,314,109 | 4,237,340 | | |

**TRAY EQUIVALENTS BY CONTAINER TYPE**

| CONTAINER TYPE | INVENTORY | SHIPPED | CURRENT BALANCE | PERCENT REMAINING | PERCENT OF PACKED to date |
|---|---|---|---|---|---|
| **6-4 lb. Clams** | 374,403 | 289,855 | 84,549 | 22.58% | 4.96% |
| **6-3 lb. Clams** | 137,229 | 89,288 | 47,942 | 34.94% | 1.82% |
| **Bags** | 79,040 | 90,460 | -11,420 | -14.45% | 1.05% |
| **VF (9kg)** | 6,490,867 | 2,474,819 | 4,016,048 | 61.87% | 85.96% |
| **Bins** | 128,143 | 145,161 | -17,018 | -13.28% | 1.70% |
| **Other** | 341,765 | 224,526 | 117,239 | 34.30% | 4.53% |
| **TOTAL** | 7,551,448 | 3,314,109 | 4,237,340 | | |

| | |
|---|---|
| **Estimated Unpacked Pounds** | 21,127,509 |
| **Unpacked in Tray Equivalents** | **3,018,216** |
| **Percent of crop still unpacked** | 28.56% |

| | |
|---|---|
| **Beginning Inventory (includes EZ & unpacked)** | **10,569,664** |
| **Less: Loss to Repack (est. @ 5%)** | **528,483** |
| **Estimated Marketable Crop** | **10,041,181** |
| **Shipments to Date (includes EZ)** | **3,314,109** |
| **Remaining Crop** | **6,727,072** |
| **Percent Remaining** | **66.99%** |