**KISS SUMMARY REPORT - CROP YEAR 2011/2012**
**ORGANIC 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **20** | 0 | 0 | 0 | 0 | 0 | 0 | 6,143 | 6,036 | 107 |
| **23 or 25** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **27 or 28** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **30** | 4,215 | 1,200 | 3,015 | 0 | 0 | 0 | 0 | 0 | 0 |
| **33** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **36** | 0 | 0 | 0 | 0 | 0 | 0 | 192 | 192 | 0 |
| **39** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **42** | 0 | 0 | 0 | 0 | 0 | 0 | 36 | 36 | 0 |
| **45** | 0 | 0 | 0 | 0 | 0 | 0 | 16,163 | 14,684 | 1,479 |
| **TOTAL** | 4,215 | 1,200 | 3,015 | 0 | 0 | 0 | 22,534 | 20,948 | 1,586 |

| 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** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **20** | 792 | 446 | 346 | 0 | 0 | 0 | 0 | 0 | 0 |
| **23 or 25** | 22,375 | 6,436 | 15,939 | 0 | 0 | 0 | 20,307 | 4,326 | 15,981 |
| **27 or 28** | 39,451 | 5,058 | 34,393 | 168 | 140 | 28 | 16,443 | 6,314 | 10,129 |
| **30** | 75,015 | 13,283 | 61,732 | 274 | 204 | 70 | 19,089 | 15,654 | 3,435 |
| **33** | 46,728 | 14,117 | 32,611 | 809 | 778 | 31 | 71,897 | 41,111 | 30,786 |
| **36** | 49,367 | 9,825 | 39,542 | 196 | 196 | 0 | 75,772 | 55,528 | 20,244 |
| **39** | 30,872 | 5,597 | 25,275 | 173 | 164 | 9 | 10,423 | 7,175 | 3,248 |
| **42** | 2,022 | 1,130 | 892 | 0 | 0 | 0 | 7,488 | 7,488 | 0 |
| **45** | 28,272 | 3,971 | 24,301 | 244 | 151 | 93 | 0 | 0 | 0 |
| **TOTAL** | 294,894 | 59,863 | 235,031 | 1,864 | 1,633 | 231 | 221,419 | 137,596 | 83,823 |

**TRAY EQUIVALENTS BY SIZE**

| FRUIT SIZE | INVENTORY | SHIPPED | CURRENT BALANCE | PERCENT REMAINING | PERCENT OF PACKED to date |
|---|---|---|---|---|---|
| **18** | 0 | 0 | 0 | | 0.00% |
| **20** | 19,792 | 18,507 | 1,284 | | 2.02% |
| **23 or 25** | 66,190 | 18,823 | 47,368 | 71.56% | 6.77% |
| **27 or 28** | 116,939 | 17,709 | 99,230 | 84.86% | 11.96% |
| **30** | 234,257 | 47,565 | 186,691 | 79.70% | 23.96% |
| **33** | 156,891 | 59,697 | 97,194 | 61.95% | 16.04% |
| **36** | 154,511 | 39,772 | 114,739 | 74.26% | 15.80% |
| **39** | 91,902 | 19,785 | 72,117 | 78.47% | 9.40% |
| **42** | 6,892 | 4,369 | 2,523 | 36.61% | 0.70% |
| **45** | 130,507 | 55,883 | 74,624 | 57.18% | 13.35% |
| **TOTAL** | 977,880 | 282,110 | 695,770 | | |

**TRAY EQUIVALENTS BY CONTAINER TYPE**

| CONTAINER TYPE | INVENTORY | SHIPPED | CURRENT BALANCE | PERCENT REMAINING | PERCENT OF PACKED to date |
|---|---|---|---|---|---|
| **6-4 lb. Clams** | 14,451 | 4,114 | 10,337 | 71.53% | 1.48% |
| **6-3 lb. Clams** | 0 | 0 | 0 | #DIV/0! | 0.00% |
| **Bags** | 64,383 | 59,851 | 4,531 | 7.04% | 6.58% |
| **VF (9kg)** | 834,129 | 169,327 | 664,802 | 79.70% | 85.30% |
| **Bins** | 33,286 | 29,161 | 4,125 | 12.39% | 3.40% |
| **Other** | 31,631 | 19,657 | 11,975 | 37.86% | 3.23% |
| **TOTAL** | 977,880 | 282,110 | 695,770 | | |

| | |
|---|---|
| **Estimated Unpacked Pounds** | 240,000 |
| **Unpacked in Tray Equivalents** | **34,286** |
| **Percent of crop still unpacked** | 3.39% |

| | |
|---|---|
| **Beginning Inventory (includes EZ & unpacked)** | **1,012,166** |
| **Less: Loss to Repack (est. @ 5%)** | **50,608** |
| **Estimated Marketable Crop** | **961,557** |
| **Shipments to Date (includes EZ)** | **282,110** |
| **Remaining Crop** | **679,448** |
| | |
| **Percent Remaining** | **70.66%** |