

2013-14 KAC Domestic Shipments Summary

Weekly Shipments

	VF(19.86)		20/1#BAG		6-4LB CLAMS		6-3LB CLAMS		125BIN		OTHER	
	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Pounds	Avg. FOB
US#1+ 18+	448	\$ 21.65	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
US#1+ 20	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
US#1+ 23	112	\$ 25.74	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
US#1+ 25	372	\$ 25.95	-	\$ -	800	\$ 25.00	480	\$ 14.86	-	\$ -	1,280	\$ 0.79
US#1+ 27/28	672	\$ 25.55	-	\$ -	1,935	\$ 25.11	4,400	\$ 14.87	-	\$ -	55,040	\$ 0.98
US#1+ 30	94	\$ 11.79	-	\$ -	1,285	\$ 25.73	602	\$ 23.93	-	\$ -	125,747	\$ 0.89
US#1+ 33	1,290	\$ 21.41	-	\$ -	460	\$ 25.50	720	\$ 21.69	-	\$ -	68,105	\$ 0.95
US#1+ 36	1,452	\$ 21.65	-	\$ -	-	\$ -	-	\$ -	-	\$ -	36,620	\$ 0.90
US#1+ 39	2,912	\$ 19.49	-	\$ -	-	\$ -	-	\$ -	-	\$ -	32,192	\$ 0.84
US#1+ 42	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -	7,680	\$ 0.84
US#1+ 45	10,578	\$ 20.38	-	\$ -	-	\$ -	-	\$ -	-	\$ -	63,936	\$ 0.79
TOTAL	17,930	\$ 20.74	-	\$ -	4,480	\$ 25.31	6,202	\$ 16.54	-	\$ -	390,600	\$ 0.89

	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Pounds	Avg. FOB
KAC 18+	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 20	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 23	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 25	637	\$ 20.31	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 27/28	237	\$ 19.44	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 30	953	\$ 19.91	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 33	40	\$ 20.00	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 36	280	\$ 20.00	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 39	35	\$ 19.14	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 42	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 45	2	\$ 20.00	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
TOTAL	2,184	\$ 19.98	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -

Weekly Total	20,114	\$ 20.66	-	#DIV/0!	4,480	\$ 25.31	6,202	\$ 16.54	-	#DIV/0!	390,600	\$ 0.89
VF, Equiv	20,114		-		5,430		5,638		-		19,727	50,910

YTD Shipments

	VF(19.86)		20/1#BAG		6-4LB CLAMS		6-3LB CLAMS		125BIN		OTHER	
	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Pounds	Avg. FOB
US#1+ 18+	6,287	\$ 21.61	-	\$ -	-	\$ -	8	\$ 22.33	-	\$ -	3,040	\$ 1.10
US#1+ 20	1,824	\$ 17.60	-	\$ -	-	\$ -	507	\$ 22.27	-	\$ -	10,200	\$ 1.08
US#1+ 23	18,022	\$ 19.80	-	\$ -	640	\$ 22.70	96	\$ 22.21	14	\$ 87.00	36,390	\$ 1.07
US#1+ 25	38,279	\$ 20.29	-	\$ -	11,892	\$ 21.60	13,007	\$ 17.95	-	\$ -	8,240	\$ 1.04
US#1+ 27/28	69,592	\$ 18.21	36	\$ 19.50	19,934	\$ 21.43	51,287	\$ 17.05	140	\$ 115.82	585,581	\$ 0.88
US#1+ 30	75,713	\$ 17.13	984	\$ 19.46	64,174	\$ 22.22	61,983	\$ 18.65	144	\$ 98.71	839,835	\$ 0.91
US#1+ 33	107,449	\$ 17.15	56	\$ 20.50	8,106	\$ 19.94	9,535	\$ 21.15	266	\$ 97.59	1,078,889	\$ 0.91
US#1+ 36	90,883	\$ 16.51	7	\$ 20.00	25	\$ 20.64	28	\$ 22.00	365	\$ 89.65	512,540	\$ 0.90
US#1+ 39	63,387	\$ 16.31	-	\$ -	-	\$ -	-	\$ -	35	\$ 59.60	748,715	\$ 0.87
US#1+ 42	8,353	\$ 15.52	36	\$ 19.50	-	\$ -	-	\$ -	169	\$ 63.90	175,447	\$ 0.83
US#1+ 45	111,329	\$ 15.04	3,563	\$ 17.50	-	\$ -	-	\$ -	438	\$ 82.11	588,510	\$ 0.81
TOTAL	591,118	\$ 17.00	4,682	\$ 17.98	104,771	\$ 21.82	136,451	\$ 18.17	1,571	\$ 88.59	4,587,388	\$ 0.89

	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Cntrs	Avg. FOB	Pounds	Avg. FOB
KAC 18+	1,757	\$ 20.72	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 20	55	\$ 24.25	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 23	405	\$ 21.33	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 25	3,905	\$ 17.92	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 27/28	4,961	\$ 17.22	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 30	4,609	\$ 17.79	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 33	1,209	\$ 16.76	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 36	2,535	\$ 17.33	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 39	1,093	\$ 14.97	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 42	58	\$ 14.36	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
KAC 45	90	\$ 12.18	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
TOTAL	20,677	\$ 17.71	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -

YTD Total	611,795	\$ 17.02	4,682	\$ 17.98	104,771	\$ 21.82	136,451	\$ 18.17	1,571	\$ 88.59	4,587,388	\$ 0.89
VF, Equiv	611,795		4,729		126,995		124,046		9,918		231,686	1,109,170

Export Breakdown

Weekly Shipments	VF Equivalents	Avg. FOB
Canada	2,197	
Taiwan	3,384	
Japan	-	
Hong Kong	-	
Korea	-	
Australia	-	
Mexico	7,840	
Singapore	-	
Others	224	
Export TOTAL	13,645	

YTD Shipments	VF Equivalents	Avg. FOB
Canada	29,571	\$ 18.28
Taiwan	33,887	\$ 20.91
Japan	-	\$ -
Hong Kong	-	\$ -
Korea	-	\$ -
Australia	18,240	\$ 22.01
Mexico	278,867	\$ 20.37
Singapore	-	\$ -
Others	11,773	\$ 18.39
Export TOTAL	372,338	\$ 20.27

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	Volume Fill	Tray Equivalent
Domestic	1,107,667	3,133,116
Export	372,338	1,053,185
Total:	1,480,006	4,186,302

VF Equivalents moved per week							
Wk Ending	Wk.	Domestic		Export		Total	
		Volume	Fob	Vol	Fob	Vol	Blend
9/28/12	39	7,726	\$ 22.12	-	\$ -	7,726	\$ 22.12
10/5/12	40	16,109	\$ 19.71	480		16,589	\$ 19.78
10/12/12	41	37,941	\$ 19.98	5,648	\$ 18.67	43,589	\$ 19.81
10/19/12	42	55,847	\$ 17.98	10,399	\$ 17.93	66,246	\$ 17.98
10/26/12	43	50,234	\$ 17.47	21,179	\$ 17.98	71,414	\$ 17.62
11/2/12	44	78,293	\$ 16.35	20,534	\$ 17.76	98,828	\$ 16.64
11/9/12	45	64,757	\$ 16.27	26,111	\$ 17.68	90,868	\$ 16.68
11/16/12	46	78,945	\$ 16.35	16,619	\$ 17.80	95,564	\$ 16.60
11/23/12	47	60,570	\$ 16.36	18,924	\$ 19.55	79,494	\$ 17.12
11/30/12	48	55,407	\$ 16.96	16,685	\$ 20.45	72,092	\$ 17.77
12/7/12	49	61,672	\$ 16.66	32,419	\$ 19.09	94,092	\$ 17.49
12/14/12	50	53,775	\$ 17.99	23,549	\$ 18.98	77,324	\$ 18.29
12/21/12	51	49,534	\$ 17.48	10,471	\$ 20.25	59,805	\$ 17.96
12/28/12	52	31,636	\$ 17.96	10,860	\$ 20.50	42,497	\$ 18.61
1/4/13	1	46,006	\$ 18.09	8,246	\$ 21.08	54,251	\$ 18.55
1/11/13	2	63,272	\$ 17.97	26,970	\$ 21.03	90,242	\$ 18.88
1/18/13	3	58,697	\$ 17.63	34,291	\$ 22.59	92,988	\$ 19.46
1/25/13	4	50,533	\$ 17.62	36,149	\$ 22.34	86,682	\$ 19.59
2/1/13	5	56,120	\$ 18.15	9,152	\$ 22.34	65,272	\$ 18.74
2/8/13	6	45,223	\$ 18.82	21,047	\$ 23.79	66,270	\$ 20.40
2/15/13	7	50,817	\$ 19.28	13,645		64,461	\$ 20.13
2/22/13	8						
3/1/13	9						
3/8/13	10						
3/15/13	11						
3/22/13	12						
3/29/13	13						
4/5/13	14						
4/12/13	15						
4/19/13	16						
4/26/13	17						
5/3/13	18						
5/10/13	19						
5/17/13	20						
Year-to-date		1,107,667	\$ 17.57	372,338	\$ 20.27	1,480,006	\$ 18.25
% of Total		74.84%		25.16%			
Value, \$000		\$ 19,462		\$ 7,549		\$ 27,011	

Weekly Percent by Size for Volume Fill

Size	Domestic		Export		Total:
	Fancy	Choice	Fancy	Choice	
18	2.50%	0.00%	5.39%	20.70%	4.32%
20	0.00%	0.00%	0.00%	0.00%	0.00%
23	0.62%	0.00%	12.57%	11.65%	4.03%
25	2.07%	29.17%	7.50%	12.20%	6.11%
27-28	3.75%	10.85%	28.06%	25.88%	11.29%
30	0.52%	43.64%	41.08%	16.50%	13.91%
33	7.19%	1.83%	5.39%	7.90%	6.44%
36	8.10%	12.82%	0.00%	5.18%	6.47%
39	16.24%	1.60%	0.00%	0.00%	10.34%
42	0.00%	0.00%	0.00%	0.00%	0.00%
45	59.00%	0.09%	0.00%	0.00%	37.10%
	100.00%	100.00%	100.00%	100.00%	100.00%

Season To Date Percent by Size for Volume Fill

Size	Domestic		Export		Total:
	Fancy	Choice	Fancy	Choice	
18	1.06%	8.50%	8.83%	14.69%	4.13%
20	0.31%	0.27%	7.28%	1.41%	2.46%
23	3.05%	1.96%	27.85%	22.56%	11.31%
25	6.48%	18.89%	16.22%	15.53%	10.06%
27-28	11.77%	23.99%	18.53%	26.51%	14.68%
30	12.81%	22.29%	11.76%	10.18%	12.60%
33	18.18%	5.85%	8.61%	7.30%	14.57%
36	15.37%	12.26%	0.34%	1.08%	10.18%
39	10.72%	5.29%	0.43%	0.46%	7.08%
42	1.41%	0.28%	0.00%	0.19%	0.91%
45	18.83%	0.44%	0.14%	0.07%	12.02%
	100.00%	100.00%	100.00%	100.00%	100.00%