

	CY'2014	CY'2015	CY'2016	CY'2017	CY'2018	CY'2019
	9/1-12/31/14	9/1-12/31/15	9/1-12/31/16	9/1-12/31/17	9/1-12/31/18	9/1-12/31/19
<b>Q1-1st Cycle</b>						
<b><u>BEGINNING INVENTORY</u></b>						
Barrels Unfrozen				0	0	0
Barrels in Freezers	2,564,083	2,654,030	2,773,027	4,175,273	2,281,453	2,484,365
Barrels in Processed Form	1,903,560	1,834,928	2,024,414	1,842,736	2,016,816	1,671,832
Barrels in Concentrate	3,041,141	3,182,138	3,508,002	3,727,372	2,586,624	1,780,092
Sub-Total	7,508,784	7,671,096	8,305,443	9,745,381	6,884,893	5,936,289
Adj from prev report:	(10,786)	45,440	(2,664)	(5,070)	31	1,018
<b>Barrels On Hand</b>	<b>7,497,998</b>	<b>7,716,536</b>	<b>8,302,779</b>	<b>9,740,311</b>	<b>6,884,924</b>	<b>5,937,307</b>
<b>% Change</b>	<b>29%</b>	<b>3%</b>	<b>8%</b>	<b>17%</b>	<b>-29%</b>	<b>-14%</b>
<b><u>ACQUISITIONS</u></b>						
Massachusetts	1,894,288	2,190,416	2,102,566	1,758,592	2,237,243	2,015,713
New Jersey	570,842	438,289	575,192	422,830	447,592	447,723
Oregon	491,895	546,073	379,458	474,359	544,464	515,038
Washington	149,883	196,085	159,475	130,684	180,778	141,863
Wisconsin	4,923,580	4,676,855	6,040,837	5,335,325	5,271,545	4,485,133
Other States	27,308	131	217	196	0	
<b>U.S. Acquired</b>	<b>8,057,796</b>	<b>8,047,849</b>	<b>9,257,745</b>	<b>8,121,986</b>	<b>8,681,622</b>	<b>7,605,470</b>
<b>% Change</b>	<b>-9%</b>	<b>0%</b>	<b>15%</b>	<b>-12%</b>	<b>7%</b>	<b>-12%</b>
<i>Foreign Barrels Acquired</i>	<i>1,633,356</i>	<i>1,751,830</i>	<i>1,992,704</i>	<i>1,276,794</i>	<i>1,717,741</i>	<i>1,125,336</i>
<b>Total Barrels Acquired</b>	<b>9,691,152</b>	<b>9,799,679</b>	<b>11,250,449</b>	<b>9,398,780</b>	<b>10,399,363</b>	<b>8,730,806</b>
<b>% Change</b>	<b>-6%</b>	<b>1%</b>	<b>15%</b>	<b>-16%</b>	<b>11%</b>	<b>-16%</b>
Interhandler Transfers	15,913	16,078	(49,800)	69,478	34,121	(1,623)
<b><u>SALES &amp; SHRINKAGE</u></b>						
Domestic Sales - Fresh	258,102	268,600	288,629	284,632	281,559	282,003
Domestic Sales - Processed * (2018)	1,933,173	2,001,564	1,994,805	2,092,722	2,113,965	2,275,634
Domestic Sales-Concentrate* (2018)	351,832	366,416	299,292	421,570	357,071	364,215
Sold to the Government	74,304	112,802	139,874	54,903	14,552	30,798
<b>Total Domestic Sales</b>	<b>2,617,411</b>	<b>2,749,382</b>	<b>2,722,600</b>	<b>2,853,827</b>	<b>2,767,147</b>	<b>2,952,650</b>
<b>% Change</b>	<b>11%</b>	<b>5%</b>	<b>-1%</b>	<b>5%</b>	<b>-3%</b>	<b>7%</b>
Foreign Sales-Fresh	55,952	48,074	43,821	45,269	46,461	50,134
Foreign Sales-Processed	954,383	868,959	952,697	996,609	1,296,038	961,414
Foreign Sales-Concentrate	180,936	176,526	175,022	136,386	118,344	225,264
<b>Total Foreign Sales</b>	<b>1,191,271</b>	<b>1,093,559</b>	<b>1,171,540</b>	<b>1,178,264</b>	<b>1,460,843</b>	<b>1,236,812</b>
<b>% Change</b>	<b>26%</b>	<b>-8%</b>	<b>7%</b>	<b>1%</b>	<b>24%</b>	<b>-15%</b>
<b>Total Sales</b>	<b>3,808,682</b>	<b>3,842,941</b>	<b>3,894,140</b>	<b>4,032,091</b>	<b>4,227,990</b>	<b>4,189,462</b>
Shrinkage	118,776	717	18,862	205,473	428,769	40,421
<b>Total Sales &amp; Shrinkage</b>	<b>3,927,458</b>	<b>3,843,658</b>	<b>3,913,002</b>	<b>4,237,564</b>	<b>4,656,759</b>	<b>4,229,883</b>
<b>% Change</b>	<b>12%</b>	<b>-2%</b>	<b>2%</b>	<b>8%</b>	<b>10%</b>	<b>-9%</b>
<b><u>ENDING INVENTORY</u></b>						
Barrels Unfrozen			195	0	0	0
Barrels in Freezers	7,778,447	8,408,856	9,669,940	8,711,001	8,318,590	7,009,987
Barrels in Processed Form	1,754,284	1,712,544	2,218,808	2,336,321	1,622,852	858,545
Barrels in Concentrate	3,744,874	3,567,235	3,701,483	3,923,683	2,720,207	2,568,075
<b>Barrels In Inventory</b>	<b>13,277,605</b>	<b>13,688,635</b>	<b>15,590,426</b>	<b>14,971,005</b>	<b>12,661,649</b>	<b>10,436,607</b>
<b>% Change</b>	<b>5%</b>	<b>3%</b>	<b>14%</b>	<b>-4%</b>	<b>-15%</b>	<b>-18%</b>
<b>Check #</b>	<b>13,277,605</b>	<b>13,688,635</b>	<b>15,590,426</b>	<b>14,971,005</b>	<b>12,661,649</b>	<b>10,436,607</b>

	<b>CY '2014</b> 1/1-4/30/15	<b>CY '2015</b> 1/1-4/30/16	<b>CY'2016</b> 1/1-4/30/17	<b>CY'2017</b> 1/1-4/30/18	<b>CY'2018</b> 1/1-4/30/19	<b>CY'2019</b> 1/1-4/30/20
<b>Q2-2nd Cycle</b>						
<b><u>BEGINNING INVENTORY</u></b>						
Barrels Unfrozen	0	0	195	0	0	0
Barrels in Freezers	7,778,447	8,408,856	9,669,940	8,711,001	8,318,590	7,009,987
Barrels in Processed Form	1,754,284	1,712,544	2,218,808	2,336,321	1,622,852	858,545
Barrels in Concentrate	3,744,874	3,567,235	3,701,483	3,923,683	2,720,207	2,568,075
Sub-Total	13,277,605	13,688,635	15,590,231	14,971,005	12,661,649	10,436,607
Adj from prev report:	(9,226)	(1,488)	(3,311)	258,872	(298)	4,803
<b>Barrels On Hand</b>	<b>13,268,379</b>	<b>13,687,147</b>	<b>15,586,920</b>	<b>15,229,877</b>	<b>12,661,351</b>	<b>10,441,410</b>
<b>% Change</b>	<b>5%</b>	<b>3%</b>	<b>14%</b>	<b>-2%</b>	<b>-17%</b>	<b>-18%</b>
<b><u>ACQUISITIONS</u></b>						
Massachusetts	0	0	0	0	0	0
New Jersey	0	0	0	0	0	0
Oregon	0	0	0	0	0	0
Washington	0	0	0	0	0	0
Wisconsin	0	0	0	0	0	0
Other States	0	0	0	0	0	0
<b>U.S. Acquired</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>% Change</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
Foreign Barrels Acquired	103,683	35,539	42,551	68,064	208,064	249,594
<b>Total Barrels Acquired</b>	<b>103,683</b>	<b>35,539</b>	<b>42,551</b>	<b>68,064</b>	<b>208,064</b>	<b>249,594</b>
<b>% Change</b>	<b>224%</b>	<b>-66%</b>	<b>20%</b>	<b>60%</b>	<b>206%</b>	<b>20%</b>
Interhandler Transfers	22,015	(4,359)	(27,422)	(54,656)	53,838	99,839
<b><u>SALES &amp; SHRINKAGE</u></b>						
Domestic Sales - Fresh	665	1,629	68	40	-242	-611
Domestic Sales-Processed <b>*(2018)</b>	1,364,734	1,525,590	1,489,669	1,511,992	1,499,001	1,739,623
Domestic Sales-Concentrate <b>*(2018)</b>	361,622	192,428	277,463	362,957	355,609	349,370
Sold to the Government	120,256	301,413	203,406	16,696	31,295	6,790
<b>Total Domestic Sales</b>	<b>1,847,277</b>	<b>2,021,060</b>	<b>1,970,606</b>	<b>1,891,685</b>	<b>1,885,663</b>	<b>2,095,172</b>
<b>% Change</b>	<b>8%</b>	<b>9%</b>	<b>-2%</b>	<b>-4%</b>	<b>0%</b>	<b>11%</b>
Foreign Sales-Fresh	0	(168)	0	4	843	-562
Foreign Sales-Processed	550,764	741,856	625,052	897,995	843,575	786,025
Foreign Sales-Concentrate	197,944	222,440	215,420	218,003	151,069	232,474
<b>Total Foreign Sales</b>	<b>748,708</b>	<b>964,128</b>	<b>840,472</b>	<b>1,116,002</b>	<b>995,487</b>	<b>1,017,937</b>
<b>% Change</b>	<b>-13%</b>	<b>29%</b>	<b>-13%</b>	<b>33%</b>	<b>-11%</b>	<b>2%</b>
<b>Total Sales</b>	<b>2,595,985</b>	<b>2,985,188</b>	<b>2,811,078</b>	<b>3,007,687</b>	<b>2,881,150</b>	<b>3,113,109</b>
Shrinkage	254,516	39,879	104,959	184,435	495,726	45,166
<b>Total Sales &amp; Shrinkage</b>	<b>2,850,501</b>	<b>3,025,067</b>	<b>2,916,037</b>	<b>3,192,122</b>	<b>3,376,876</b>	<b>3,158,275</b>
<b>% Change</b>	<b>5%</b>	<b>6%</b>	<b>-4%</b>	<b>9%</b>	<b>6%</b>	<b>-6%</b>
<b><u>ENDING INVENTORY</u></b>						
Barrels Unfrozen	0	0	758	0	0	0
Barrels in Freezers	5,192,080	5,110,324	6,901,820	5,422,649	5,696,057	4,241,704
Barrels in Processed Form	1,896,766	2,018,119	1,959,327	2,460,504	1,434,689	984,605
Barrels in Concentrate	3,454,730	3,564,817	3,824,301	4,168,010	2,415,631	2,406,259
<b>Barrels In Inventory</b>	<b>10,543,576</b>	<b>10,693,260</b>	<b>12,686,206</b>	<b>12,051,163</b>	<b>9,546,377</b>	<b>7,632,568</b>
<b>% Change</b>	<b>6%</b>	<b>1%</b>	<b>19%</b>	<b>-5%</b>	<b>-21%</b>	<b>-20%</b>
<b>Check #</b>	<b>10,543,576</b>	<b>10,693,260</b>	<b>12,686,012</b>	<b>12,051,163</b>	<b>9,546,377</b>	<b>7,632,568</b>

Year To Date: (Q1.Q2)	CY '2014	CY '2015	CY'2016	CY'2017	CY'2018	CY'2019
	9/1/14-4/30/15	9/1/15-4/30/16	9/1/16-4/30/17	9/1/17-4/30/18	9/1/18-4/30/19	9/1/19-4/30/20
<b>BEGINNING INVENTORY</b>						
Barrels Unfrozen	0	0	0	0	0	0
Barrels in Freezers	2,564,083	2,654,030	2,773,027	4,175,273	2,281,453	2,484,365
Barrels in Processed Form	1,903,560	1,834,928	2,024,414	1,842,736	2,016,816	1,671,832
Barrels in Concentrate	3,041,141	3,182,138	3,508,002	3,727,372	2,586,624	1,780,092
Sub-Total	7,508,784	7,671,096	8,305,443	9,745,381	6,884,893	5,936,289
Adj from prev report:	-20,012	45,440	(2,664)	253,802	(267)	5,821
<b>Total Barrels On Hand</b>	<b>7,488,772</b>	<b>7,716,536</b>	<b>8,302,779</b>	<b>9,999,183</b>	<b>6,884,626</b>	<b>5,942,110</b>
<b>% Change</b>	<b>29%</b>	<b>3%</b>	<b>8%</b>	<b>20%</b>	<b>-31%</b>	<b>-14%</b>
<b>ACQUISITIONS</b>						
Massachusetts	1,894,288	2,190,416	2,102,566	1,758,592	2,237,243	2,015,713
New Jersey	570,842	438,289	575,192	422,830	447,592	447,723
Oregon	491,895	546,073	379,458	474,359	544,464	515,038
Washington	149,883	196,085	159,475	130,684	180,778	141,863
Wisconsin	4,923,580	4,687,177	6,040,837	5,335,325	5,271,545	4,485,133
Other States	27,308	131	217	196	-	-
<b>U.S. Acquired</b>	<b>8,057,796</b>	<b>8,058,171</b>	<b>9,257,745</b>	<b>8,121,986</b>	<b>8,681,622</b>	<b>7,605,470</b>
<b>% Change</b>	<b>-9%</b>	<b>0%</b>	<b>15%</b>	<b>-12%</b>	<b>7%</b>	<b>-12%</b>
Foreign Barrels Acquired	1,737,038	1,787,368	2,035,255	1,344,858	1,925,805	1,374,930
<b>Barrels Acq to date</b>	<b>9,794,834</b>	<b>9,845,539</b>	<b>11,293,000</b>	<b>9,466,844</b>	<b>10,607,427</b>	<b>8,980,400</b>
<b>% Change</b>	<b>-5%</b>	<b>1%</b>	<b>15%</b>	<b>-16%</b>	<b>12%</b>	<b>-15%</b>
Interhandler Transfers	37,928	1,397	(77,222)	14,822	87,959	98,216
<b>SALES &amp; SHRINKAGE</b>						
Domestic Sales - Fresh	258,767	270,229	288,697	284,672	281,317	281,392
Domestic Sales-Processed <b>*(2018)</b>	3,297,907	3,513,593	3,484,474	3,604,714	3,612,966	4,015,257
Domestic Sales-Concentrate <b>*(2018)</b>	713,454	572,404	576,755	784,527	712,680	713,585
Sold to the Government	194,560	414,215	343,280	71,599	45,847	37,588
<b>Total Domestic Sales</b>	<b>4,464,688</b>	<b>4,770,441</b>	<b>4,693,206</b>	<b>4,745,512</b>	<b>4,652,810</b>	<b>5,047,822</b>
<b>% Change</b>	<b>9%</b>	<b>7%</b>	<b>-2%</b>	<b>1%</b>	<b>-2%</b>	<b>8%</b>
Foreign Sales-Fresh	55,952	47,906	43,821	45,273	47,304	49,572
Foreign Sales-Processed	1,505,148	1,610,816	1,577,749	1,894,604	2,139,613	1,747,439
Foreign Sales-Concentrate	378,880	398,966	390,442	354,389	269,413	457,738
<b>Total Foreign Sales</b>	<b>1,939,980</b>	<b>2,057,688</b>	<b>2,012,012</b>	<b>2,294,266</b>	<b>2,456,330</b>	<b>2,254,749</b>
<b>% Change</b>	<b>7%</b>	<b>6%</b>	<b>-2%</b>	<b>14%</b>	<b>7%</b>	<b>-8%</b>
<b>Total Sales</b>	<b>6,404,668</b>	<b>6,828,129</b>	<b>6,705,218</b>	<b>7,039,778</b>	<b>7,109,140</b>	<b>7,302,571</b>
Shrinkage	373,290	42,083	127,133	389,908	924,495	85,587
<b>Total Sales &amp; Shrinkage</b>	<b>6,777,958</b>	<b>6,870,212</b>	<b>6,832,351</b>	<b>7,429,686</b>	<b>8,033,635</b>	<b>7,388,158</b>
<b>% Change</b>	<b>9%</b>	<b>1%</b>	<b>-1%</b>	<b>9%</b>	<b>8%</b>	<b>-8%</b>
<b>ENDING INVENTORY</b>						
Barrels Unfrozen	0	0	758	0	0	
Barrels in Freezers	5,192,080	5,110,324	6,901,820	5,422,649	5,696,057	4,241,704
Barrels in Processed Form	1,896,766	2,018,119	1,959,327	2,460,504	1,434,689	984,605
Barrels in Concentrate	3,454,730	3,564,817	3,824,301	4,168,010	2,415,631	2,406,259
<b>Barrels In Inventory</b>	<b>10,543,576</b>	<b>10,693,260</b>	<b>12,686,206</b>	<b>12,051,163</b>	<b>9,546,377</b>	<b>7,632,568</b>
<b>% Change</b>	<b>6%</b>	<b>1%</b>	<b>19%</b>	<b>-5%</b>	<b>-21%</b>	<b>-20%</b>
<b>Check #</b>	<b>10,543,576</b>	<b>10,693,260</b>	<b>12,686,206</b>	<b>12,051,163</b>	<b>9,546,377</b>	<b>7,632,568</b>
<b>% of Total Sales/Shrink</b>	<b>155.56%</b>	<b>155.65%</b>	<b>185.68%</b>	<b>162.20%</b>	<b>118.83%</b>	<b>1.033081317</b>

	<b>CY '2014</b> 5/1-6/30/15	<b>CY '2015</b> 5/1-6/30/16	<b>CY'2016</b> 5/1-6/30/17	<b>CY'2017</b> 5/1-6/30/18	<b>CY'2018</b> 5/1-6/30/19	<b>CY'2019</b> 5/1-6/30/20
<b>Q3: 3rd Cycle</b>						
<b><u>BEGINNING INVENTORY</u></b>						
Barrels Unfrozen	0	0	758	0	0	0
Barrels in Freezers	5,192,080	5,110,324	6,901,820	5,422,649	5,696,057	4,241,704
Barrels in Processed Form	1,896,766	2,018,119	1,959,327	2,460,504	1,434,689	984,605
Barrels in Concentrate	3,454,730	3,564,817	3,824,301	4,168,010	2,415,631	2,406,259
Sub-Total	10,543,576	10,693,260	12,686,206	12,051,163	9,546,377	7,632,568
Adj from prev report:	(9,617)	18,505	(8,361)	(372,046)	-	
<b>Barrels On Hand</b>	<b>10,533,959</b>	<b>10,711,765</b>	<b>12,677,845</b>	<b>11,679,117</b>	<b>9,546,377</b>	<b>7,632,568</b>
<b>% Change</b>	<b>5%</b>	<b>2%</b>	<b>18%</b>	<b>-8%</b>	<b>-18%</b>	<b>-20%</b>
<b><u>ACQUISITIONS</u></b>						
Massachusetts	0	0	0	0	0	0
New Jersey	0	0	0	0	0	0
Oregon	0	0	0	0	0	0
Washington	0	0	0	0	0	0
Wisconsin	0	0	0	0	0	0
Other States	0	0	0	0	0	0
<b>U.S. Acquired</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>% Change</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
Foreign Barrels Acquired	39,188	6,657	65,041	48,731	40,095	119,015
<b>Total Barrels Acquired</b>	<b>39,188</b>	<b>6,657</b>	<b>65,041</b>	<b>48,731</b>	<b>40,095</b>	<b>119,015</b>
<b>% Change</b>	<b>480%</b>	<b>-83%</b>	<b>877%</b>	<b>-25%</b>	<b>-18%</b>	<b>197%</b>
Interhandler Transfers	13,301	(21,059)	(16,419)	78,735	(57,983)	37,530
<b><u>SALES &amp; SHRINKAGE</u></b>						
Domestic Sales - Fresh	0	0	0	0	0	0
Domestic Sales-Processed <b>*(2018)</b>	734,171	788,062	814,562	1,309,673	856,109	976,779
Domestic Sales-Concentrate <b>*(2018)</b>	103,014	124,747	208,138	322,050	197,691	178,547
Sold to the Government	93,834	5,500	38,256	4,982	60,126	5,320
<b>Total Domestic Sales</b>	<b>931,019</b>	<b>918,309</b>	<b>1,060,956</b>	<b>1,636,705</b>	<b>1,113,926</b>	<b>1,160,646</b>
<b>% Change</b>	<b>2%</b>	<b>-1%</b>	<b>16%</b>	<b>54%</b>	<b>-32%</b>	<b>4%</b>
Foreign Sales-Fresh	0	0	0	0	0	0
Foreign Sales-Processed	351,884	405,902	382,684	438,755	435,038	391,165
Foreign Sales-Concentrate	115,185	131,622	180,872	250,247	120,236	128,922
<b>Total Foreign Sales</b>	<b>467,069</b>	<b>537,524</b>	<b>563,556</b>	<b>689,002</b>	<b>555,274</b>	<b>520,087</b>
<b>% Change</b>	<b>4%</b>	<b>15%</b>	<b>5%</b>	<b>22%</b>	<b>-19%</b>	<b>-6%</b>
<b>Total Sales</b>	<b>1,398,088</b>	<b>1,455,833</b>	<b>1,624,512</b>	<b>2,325,707</b>	<b>1,669,200</b>	<b>1,680,733</b>
Shrinkage	67,702	(59,041)	73,426	713,987	92,172	46,490
<b>Total Sales &amp; Shrinkage</b>	<b>1,465,790</b>	<b>1,396,792</b>	<b>1,697,938</b>	<b>3,039,694</b>	<b>1,761,372</b>	<b>1,727,223</b>
<b>% Change</b>	<b>19%</b>	<b>-5%</b>	<b>22%</b>	<b>79%</b>	<b>-42%</b>	<b>-2%</b>
<b><u>ENDING INVENTORY</u></b>						
Barrels Unfrozen			0	0	0	0
Barrels in Freezers	3,907,986	3,892,491	5,594,101	3,705,889	3,978,331	2,819,366
Barrels in Processed Form	1,893,371	1,693,208	1,624,685	2,014,947	1,766,570	1,049,880
Barrels in Concentrate	3,319,301	3,714,872	3,809,743	3,046,053	2,022,216	2,192,644
<b>Barrels In Inventory</b>	<b>9,120,658</b>	<b>9,300,571</b>	<b>11,028,529</b>	<b>8,766,889</b>	<b>7,767,117</b>	<b>6,061,890</b>
<b>% Change</b>	<b>3%</b>	<b>2%</b>	<b>19%</b>	<b>-21%</b>	<b>-11%</b>	<b>-22%</b>
Check #	9,120,658	9,300,571	11,028,529	8,766,889	7,767,117	6,061,890



Year To Date: (Q1.Q2.Q3)	CY '2014	CY '2015	CY'2016	CY'2017	CY'2018	CY'2019
	9/1/14-6/30/15	9/1/15-6/30/16	9/1/16-6/30/17	9/1/17-6/30/18	9/1/18-6/30/19	9/1/19-6/30/20
<b>BEGINNING INVENTORY</b>						
Barrels Unfrozen			0	0	0	0
Barrels in Freezers	2,564,083	2,654,030	2,773,027	4,175,273	2,281,453	2,484,365
Barrels in Processed Form	1,903,560	1,834,928	2,024,414	1,842,736	2,016,816	1,671,832
Barrels in Concentrate	3,041,141	3,182,138	3,508,002	3,727,372	2,586,624	1,780,092
Sub-Total	<b>7,508,784</b>	<b>7,671,096</b>	<b>8,305,443</b>	<b>9,745,381</b>	<b>6,884,893</b>	<b>5,936,289</b>
Adj from prev report:	(10,786)	45,440	(2,664)	(118,244)	(267)	5,821
<b>Barrels On Hand</b>	<b>7,497,998</b>	<b>7,716,536</b>	<b>8,302,779</b>	<b>9,627,137</b>	<b>6,884,626</b>	<b>5,942,110</b>
<b>% Change</b>	<b>28%</b>	<b>3%</b>	<b>8%</b>	<b>16%</b>	<b>-28%</b>	<b>-14%</b>
<b>ACQUISITIONS</b>						
Massachusetts	1,894,288	2,190,416	2,102,566	1,758,592	2,237,243	2,015,713
New Jersey	570,842	438,289	575,192	422,830	447,592	447,723
Oregon	491,895	546,073	379,458	474,359	544,464	515,038
Washington	149,883	196,085	159,475	130,684	180,778	141,863
Wisconsin	4,923,580	4,687,177	6,040,837	5,335,325	5,271,545	4,485,133
Other States	27,308	131	217	196	-	-
<b>U.S. Acquired</b>	<b>8,057,796</b>	<b>8,058,171</b>	<b>9,257,745</b>	<b>8,121,986</b>	<b>8,681,622</b>	<b>7,605,470</b>
<b>% Change</b>	<b>-9%</b>	<b>0%</b>	<b>15%</b>	<b>-12%</b>	<b>7%</b>	<b>-12%</b>
Foreign Barrels Acquired	1,776,226	1,794,025	2,100,296	1,393,589	1,965,900	1,493,945
<b>Total Barrels Acquired</b>	<b>9,834,022</b>	<b>9,852,196</b>	<b>11,358,041</b>	<b>9,515,575</b>	<b>10,647,522</b>	<b>9,099,415</b>
<b>% Change</b>	<b>-5%</b>	<b>0%</b>	<b>15%</b>	<b>-16%</b>	<b>12%</b>	<b>-15%</b>
Interhandler Transfers	51,229	(19,662)	(93,641)	93,557	29,976	135,746
<b>SALES &amp; SHRINKAGE</b>						
Domestic Sales - Fresh	258,767	270,229	288,697	284,672	281,317	281,392
Domestic Sales-Processed <b>*(2018)</b>	4,032,078	4,301,655	4,299,036	4,914,387	4,469,075	4,992,036
Domestic Sales-Concentrate <b>*(2018)</b>	816,468	697,151	784,893	1,106,577	910,371	892,132
Sold to the Government	288,394	419,715	381,536	76,581	105,973	42,908
<b>Total Domestic Sales</b>	<b>5,395,707</b>	<b>5,688,750</b>	<b>5,754,162</b>	<b>6,382,217</b>	<b>5,766,736</b>	<b>6,208,468</b>
<b>% Change</b>	<b>8%</b>	<b>5%</b>	<b>1%</b>	<b>11%</b>	<b>-10%</b>	<b>8%</b>
Foreign Sales-Fresh	55,952	47,906	43,821	45,273	47,304	49,572
Foreign Sales-Processed	1,857,032	2,016,717	1,960,433	2,333,359	2,574,651	2,138,604
Foreign Sales-Concentrate	494,065	530,589	571,314	604,636	389,649	586,660
<b>Total Foreign Sales</b>	<b>2,407,049</b>	<b>2,595,212</b>	<b>2,575,568</b>	<b>2,983,268</b>	<b>3,011,604</b>	<b>2,774,836</b>
<b>% Change</b>	<b>7%</b>	<b>8%</b>	<b>-1%</b>	<b>16%</b>	<b>1%</b>	<b>-8%</b>
<b>Total Sales</b>	<b>7,802,756</b>	<b>8,283,962</b>	<b>8,329,730</b>	<b>9,365,485</b>	<b>8,778,340</b>	<b>8,983,304</b>
Shrinkage	459,835	(35,463)	197,247	1,103,895	1,016,667	132,077
<b>Total Sales &amp; Shrinkage</b>	<b>8,262,591</b>	<b>8,248,499</b>	<b>8,526,977</b>	<b>10,469,380</b>	<b>9,795,007</b>	<b>9,115,381</b>
<b>% Change</b>	<b>11%</b>	<b>0%</b>	<b>3%</b>	<b>23%</b>	<b>-6%</b>	<b>-7%</b>
<b>ENDING INVENTORY</b>						
Barrels Unfrozen			0	0	0	0
Barrels in Freezers	3,907,986	3,892,491	5,594,101	3,705,889	3,978,331	2,819,366
Barrels in Processed Form	1,893,371	1,693,208	1,624,685	2,014,947	1,766,570	1,049,880
Barrels in Concentrate	3,319,301	3,714,872	3,809,743	3,046,053	2,022,216	2,192,644
<b>Barrels In Inventory</b>	<b>9,120,658</b>	<b>9,300,571</b>	<b>11,028,529</b>	<b>8,766,889</b>	<b>7,767,117</b>	<b>6,061,890</b>
<b>% Change</b>	<b>3%</b>	<b>2%</b>	<b>19%</b>	<b>-21%</b>	<b>-11%</b>	<b>-22%</b>
<b>Check #</b>	<b>9,120,658</b>	<b>9,300,571</b>	<b>11,040,202</b>	<b>8,766,889</b>	<b>7,767,117</b>	<b>6,061,890</b>
<b>% of Total Sales/Shrink</b>	<b>110.38%</b>	<b>112.75%</b>	<b>129.34%</b>	<b>83.74%</b>	<b>79.30%</b>	<b>66.50%</b>

	<b>CY '2014</b> 7/1-8/31/15	<b>CY '2015</b> 7/1-8/31/16	<b>CY'2016</b> 7/1-8/31/17	<b>CY'2017</b> 7/1-8/31/18	<b>CY'2018</b> 7/1-8/31/19	<b>CY'2019</b> 7/1-8/31/20
<b>Q4: 4th Cycle</b>						
<b><u>BEGINNING INVENTORY</u></b>						
Barrels Unfrozen		0	0	0	0	0
Barrels in Freezers	3,907,986	3,892,491	5,594,101	3,705,889	3,978,331	
Barrels in Processed Form	1,893,371	1,693,208	1,624,685	2,014,947	1,766,570	
Barrels in Concentrate	3,319,301	3,714,872	3,809,743	3,046,053	2,022,216	
Sub-Total	<b>9,120,658</b>	9,300,571	11,028,529	8,766,889	7,767,117	-
Adj from prev report:		189,139	-39	-3,056	-127	
<b>Barrels On Hand</b>	<b>9,120,658</b>	<b>9,489,710</b>	<b>11,028,490</b>	<b>8,763,833</b>	<b>7,766,990</b>	-
<b>% Change</b>	<b>3%</b>	<b>4%</b>	<b>16%</b>	<b>-21%</b>	<b>-11%</b>	<b>-100%</b>
<b><u>ACQUISITIONS</u></b>						
Massachusetts	195	0	0	0	0	0
New Jersey	0	0	0	0	0	0
Oregon	754	876	0	0	0	0
Washington	0	0	0	0	0	0
Wisconsin	0	0	0	0	0	0
Other States	0	0	0	0	0	0
<b>U.S. Acquired</b>	<b>949</b>	876	0	0	0	0
<b>% Change</b>	<b>0%</b>	<b>-8%</b>	<b>-100%</b>	<b>0%</b>	<b>0%</b>	<b>100%</b>
Foreign Barrels Acquired	72,246	<b>29,387</b>	19,898	23,743	58,508	
<b>Total Barrels Acquired</b>	<b>73,195</b>	<b>30,263</b>	<b>19,898</b>	<b>23,743</b>	<b>58,508</b>	<b>0</b>
<b>% Change</b>	<b>0%</b>	<b>-59%</b>	<b>-34%</b>	<b>19%</b>	<b>146%</b>	<b>-100%</b>
Interhandler Transfers	(3,223)	(18,729)	(20,066)	(38,677)	80,007	
<b><u>SALES &amp; SHRINKAGE</u></b>						
Domestic Sales - Fresh	0	0	0	0	0	0
Domestic Sales-Processed <b>*(2018)</b>	802,928	704,584	638,715	637,196	762,027	
Domestic Sales-Concentrate <b>*(2018)</b>	80,489	68,285	108,980	313,574	152,175	
Sold to the Government	144,573	11,858	46,945	4,760	52,502	
<b>Total Domestic Sales</b>	<b>1,027,990</b>	<b>784,727</b>	<b>794,640</b>	<b>955,530</b>	<b>966,704</b>	<b>0</b>
<b>% Change</b>	<b>24%</b>	<b>-24%</b>	<b>1%</b>	<b>20%</b>	<b>1%</b>	<b>-100%</b>
Foreign Sales-Fresh	0	0	0	0	0	0
Foreign Sales-Processed	216,372	303,276	349,630	259,543	333,654	
Foreign Sales-Concentrate	103,418	118,622	79,923	137,126	131,921	
<b>Total Foreign Sales</b>	<b>319,790</b>	<b>421,898</b>	<b>429,553</b>	<b>396,669</b>	<b>465,575</b>	<b>0</b>
<b>% Change</b>	<b>-30%</b>	<b>32%</b>	<b>2%</b>	<b>-8%</b>	<b>17%</b>	<b>-100%</b>
<b>Total Sales</b>	<b>1,347,780</b>	<b>1,206,625</b>	<b>1,224,193</b>	<b>1,352,199</b>	<b>1,432,279</b>	<b>0</b>
Shrinkage	170,803	(11,702)	58,748	511,807	536,937	
<b>Total Sales &amp; Shrinkage</b>	<b>1,518,583</b>	<b>1,194,923</b>	<b>1,282,941</b>	<b>1,864,006</b>	<b>1,969,216</b>	<b>0</b>
<b>% Change</b>	<b>13%</b>	<b>-21%</b>	<b>7%</b>	<b>45%</b>	<b>6%</b>	<b>-100%</b>
<b><u>ENDING INVENTORY</u></b>						
Barrels Unfrozen	<b>0</b>	<b>0</b>	0	0	0	0
Barrels in Freezers	2,654,030	2,773,027	4,175,273	2,281,453	2,484,365	
Barrels in Processed Form	1,834,928	2,024,414	1,842,736	2,016,816	1,671,832	
Barrels in Concentrate	3,182,138	3,508,002	3,727,372	2,586,624	1,780,092	
<b>Barrels In Inventory</b>	<b>7,671,096</b>	<b>8,305,443</b>	<b>9,745,381</b>	<b>6,884,893</b>	<b>5,936,289</b>	<b>0</b>
<b>% Change</b>	<b>2%</b>	<b>8%</b>	<b>17%</b>	<b>-29%</b>	<b>-14%</b>	<b>-100%</b>
<b>Check #</b>	<b>7,672,047</b>	<b>8,306,321</b>	<b>9,745,381</b>	<b>6,884,893</b>	<b>5,936,289</b>	<b>0</b>

Final Year to Date	CY '2014	CY '2015	CY'2016	CY'2017	CY'2018	CY'2019
	9/1/14-8/31/15	9/1/15-8/31/16	9/1/16-8/31/17	9/1/17-8/31/18	9/1/18-8/31/19	9/1/19-8/31/20
<b>BEGINNING INVENTORY</b>						
Barrels Unfrozen			0	0	0	
Barrels in Freezers	2,564,083	2,654,030	2,773,027	4,175,273	2,281,453	
Barrels in Processed Form	1,903,560	1,834,928	2,024,414	1,842,736	2,016,816	
Barrels in Concentrate	3,041,141	3,182,138	3,508,002	3,727,372	2,586,624	
Sub-Total	<b>7,508,784</b>	<b>7,671,096</b>	<b>8,305,443</b>	<b>9,745,381</b>	<b>6,884,893</b>	<b>0</b>
Adj from prev report:	(29,629)	251,594	(14,375)	(121,300)	(394)	
<b>Barrels On Hand</b>	<b>7,479,155</b>	<b>7,922,690</b>	<b>8,291,068</b>	<b>9,624,081</b>	<b>6,884,499</b>	<b>0</b>
<b>% Change</b>	<b>28%</b>	<b>6%</b>	<b>5%</b>	<b>16%</b>	<b>-28%</b>	<b>-100%</b>
<b>ACQUISITIONS</b>						
Massachusetts	1,894,483	2,190,416	2,102,566	1,758,592	2,237,243	
New Jersey	570,842	438,289	575,192	422,830	447,592	
Oregon	492,649	546,949	379,458	474,359	544,464	
Washington	149,883	196,085	159,475	130,684	180,778	
Wisconsin	4,923,580	4,687,177	6,040,837	5,335,325	5,271,545	
Other States	27,308	131	217	196	-	-
<b>U.S. Acquired</b>	<b>8,058,745</b>	<b>8,059,047</b>	<b>9,257,745</b>	<b>8,121,986</b>	<b>8,681,622</b>	<b>-</b>
<b>% Change</b>	<b>-9%</b>	<b>0%</b>	<b>15%</b>	<b>-12%</b>	<b>7%</b>	<b>-100%</b>
Foreign Barrels Acquired	1,847,523	1,822,536	2,120,194	1,417,332	2,024,408	
<b>Total Barrels Acquired</b>	<b>9,906,268</b>	<b>9,881,583</b>	<b>11,377,939</b>	<b>9,539,318</b>	<b>10,706,030</b>	<b>0</b>
<b>% Change</b>	<b>-4%</b>	<b>0%</b>	<b>15%</b>	<b>-16%</b>	<b>12%</b>	<b>-100%</b>
Interhandler Transfers	48,006	(38,392)	(113,707)	54,880	109,983	
<b>SALES &amp; SHRINKAGE</b>						
Domestic Sales - Fresh	258,767	270,229	288,697	284,672	281,317	
Domestic Sales-Processed <b>*(2018)</b>	4,835,007	5,019,799	4,946,025	5,551,583	5,231,102	
Domestic Sales-Concentrate <b>*(2018)</b>	896,957	751,875	885,599	1,420,151	1,062,546	
Sold to the Government	432,967	431,573	428,481	81,341	158,475	30,798
<b>Total Domestic Sales</b>	<b>6,423,698</b>	<b>6,473,476</b>	<b>6,548,802</b>	<b>7,337,747</b>	<b>6,733,440</b>	<b>30,798</b>
<b>% Change</b>	<b>10%</b>	<b>1%</b>	<b>1%</b>	<b>12%</b>	<b>-8%</b>	<b>-100%</b>
Foreign Sales-Fresh	55,952	47,906	43,821	45,273	47,304	
Foreign Sales-Processed	2,073,404	2,319,994	2,310,063	2,592,902	2,908,305	
Foreign Sales-Concentrate	597,483	649,211	651,237	741,762	521,570	
<b>Total Foreign Sales</b>	<b>2,726,839</b>	<b>3,017,111</b>	<b>3,005,121</b>	<b>3,379,937</b>	<b>3,477,179</b>	<b>-</b>
<b>% Change</b>	<b>0%</b>	<b>11%</b>	<b>0%</b>	<b>12%</b>	<b>3%</b>	<b>-100%</b>
<b>Total Sales</b>	<b>9,150,537</b>	<b>9,490,587</b>	<b>9,553,923</b>	<b>10,717,684</b>	<b>10,210,619</b>	<b>30,798</b>
Shrinkage	611,795	(30,148)	255,995	1,615,702	1,553,604	
<b>Total Sales &amp; Shrinkage</b>	<b>9,762,332</b>	<b>9,460,439</b>	<b>9,809,918</b>	<b>12,333,386</b>	<b>11,764,223</b>	<b>30,798</b>
<b>% Change</b>	<b>11%</b>	<b>-3%</b>	<b>4%</b>	<b>26%</b>	<b>-5%</b>	<b>-100%</b>
<b>ENDING INVENTORY</b>						
Barrels Unfrozen			0	0	0	
Barrels in Freezers	2,654,030	2,773,027	4,175,273	2,281,453	2,484,365	
Barrels in Processed Form	1,834,928	2,024,414	1,842,736	2,016,816	1,671,832	
Barrels in Concentrate	3,182,138	3,508,002	3,727,372	2,586,624	1,780,092	
<b>Barrels In Inventory</b>	<b>7,671,096</b>	<b>8,305,443</b>	<b>9,745,381</b>	<b>6,884,893</b>	<b>5,936,289</b>	<b>-</b>
<b>% Change</b>	<b>2%</b>	<b>8%</b>	<b>17%</b>	<b>-29%</b>	<b>-14%</b>	<b>-100%</b>
<b>Check #</b>	<b>7,671,097</b>	<b>8,305,442</b>	<b>9,745,382</b>	<b>6,884,893</b>	<b>5,936,289</b>	<b>-30,798</b>
<b>% of Total Sales/Shrink</b>	<b>78.58%</b>	<b>87.79%</b>	<b>99.34%</b>	<b>55.82%</b>	<b>50.46%</b>	<b>0.00%</b>

Crop Years	CY'2014	CY'2015	CY'2016	CY'2017	CY'2018	CY'2019
Ending Inventory	7,671,096	8,305,443	9,745,381	6,884,893	5,936,289	-
Total Sales	9,762,332	9,460,439	9,809,918	12,333,386	11,764,223	30,798
% of Total Sales	78.58%	87.79%	99.34%	55.82%	50.46%	0.00%
Carry-in	7,497,998	7,716,536	8,302,779	9,740,311	6,884,924	5,937,307
<b>% Change</b>	<b>29%</b>	<b>3%</b>	<b>8%</b>	<b>17%</b>	<b>-29%</b>	<b>-14%</b>
Production/Acq	9,906,268	9,881,583	11,377,939	9,539,318	10,706,030	-
<b>% Change</b>	<b>-4%</b>	<b>0%</b>	<b>15%</b>	<b>-16%</b>	<b>12%</b>	<b>-100%</b>
Total Supply	17,404,266	17,598,119	19,680,718	19,279,629	17,590,954	5,937,307
<b>% Change</b>	<b>8%</b>	<b>1%</b>	<b>12%</b>	<b>-2%</b>	<b>-9%</b>	<b>-66%</b>
Ending Inventory	7,671,096	8,305,443	9,745,381	6,884,893	5,936,289	-
<b>% Change</b>	<b>2%</b>	<b>8%</b>	<b>17%</b>	<b>-29%</b>	<b>-14%</b>	<b>-100%</b>
% of Total Supply	44.08%	47.20%	49.52%	35.71%	33.75%	0.00%
Supply	17,404,266	17,598,119	19,680,718	19,279,629	17,590,954	5,937,307
<b>% Change</b>	<b>8%</b>	<b>1%</b>	<b>12%</b>	<b>-2%</b>	<b>-9%</b>	<b>-66%</b>
Utilization	9,762,332	9,460,439	9,809,918	12,333,386	11,764,223	30,798
% of Supply Utilized	56.09%	53.76%	49.85%	63.97%	66.88%	0.52%
Q1 Sales	3,927,458	3,843,658	3,913,002	4,237,564	4,656,759	4,229,883
Pipeline Needs	3,662,009	3,811,632	3,945,206	4,089,441	4,197,978	4,482,564

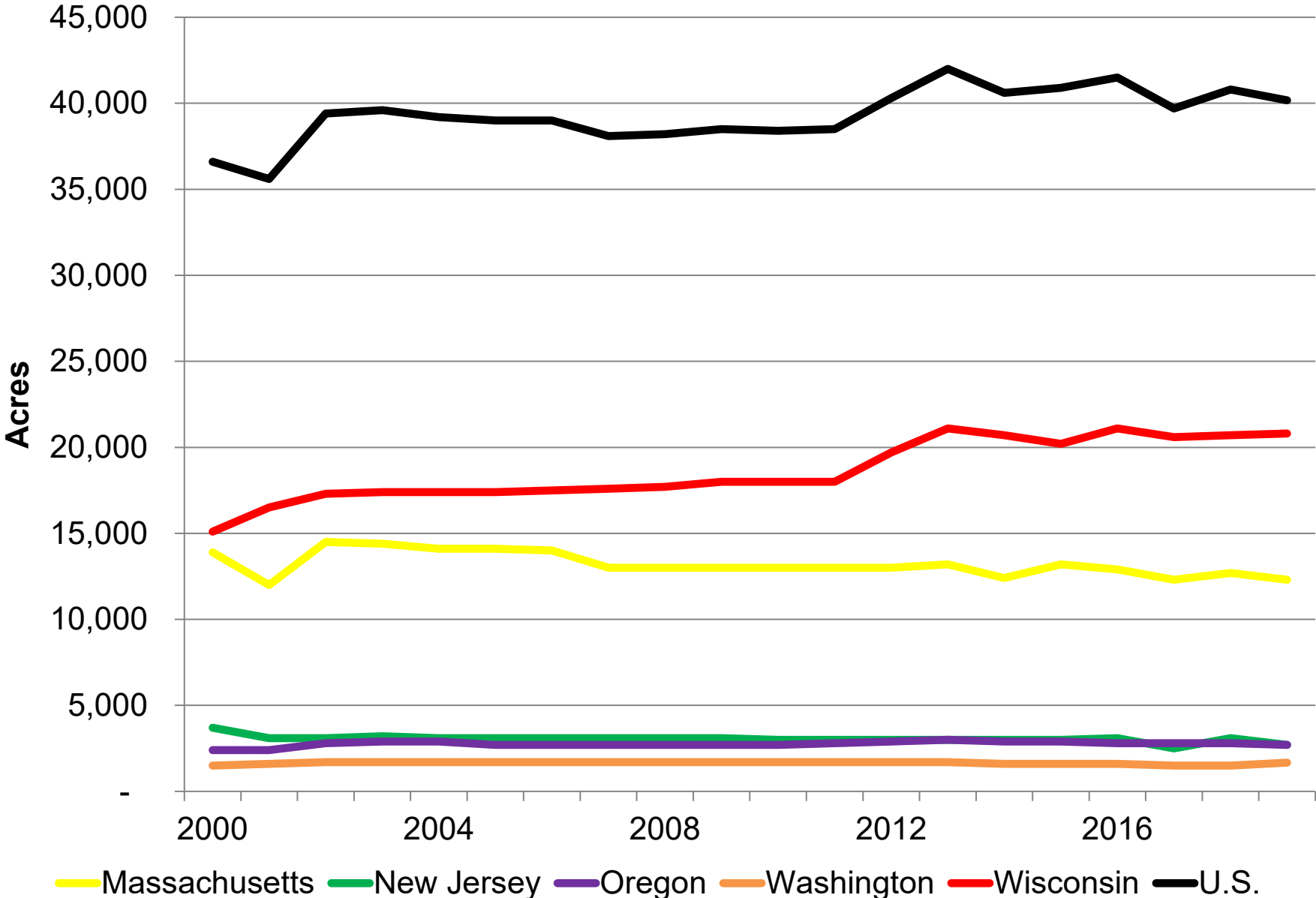


## U.S. Cranberry Acreage

Year	Massachusetts	New Jersey	Oregon	Washington	Wisconsin	U.S.
2000	13,900	3,700	2,400	1,500	15,100	36,600
2001	12,000	3,100	2,400	1,600	16,500	35,600
2002	14,500	3,100	2,800	1,700	17,300	39,400
2003	14,400	3,200	2,900	1,700	17,400	39,600
2004	14,100	3,100	2,900	1,700	17,400	39,200
2005	14,100	3,100	2,700	1,700	17,400	39,000
2006	14,000	3,100	2,700	1,700	17,500	39,000
2007	13,000	3,100	2,700	1,700	17,600	38,100
2008	13,000	3,100	2,700	1,700	17,700	38,200
2009	13,000	3,100	2,700	1,700	18,000	38,500
2010	13,000	3,000	2,700	1,700	18,000	38,400
2011	13,000	3,000	2,800	1,700	18,000	38,500
2012	13,000	3,000	2,900	1,700	19,700	40,300
2013	13,200	3,000	3,000	1,700	21,100	42,000
2014	12,400	3,000	2,900	1,600	20,700	40,600
2015	13,200	3,000	2,900	1,600	20,200	40,900
2016	12,900	3,100	2,800	1,600	21,100	41,500
2017	12,300	2,500	2,800	1,500	20,600	39,700
2018	12,700	3,100	2,800	1,500	20,700	40,800
2019	12,300	2,700	2,700	1,671	20,800	40,171

**Note :** All numbers except for Washington are NASS numbers published in June 2020.  
The 2019 acreage numbers for Washington are provided by Ocean Spray.

# Cranberry Acreage Harvested

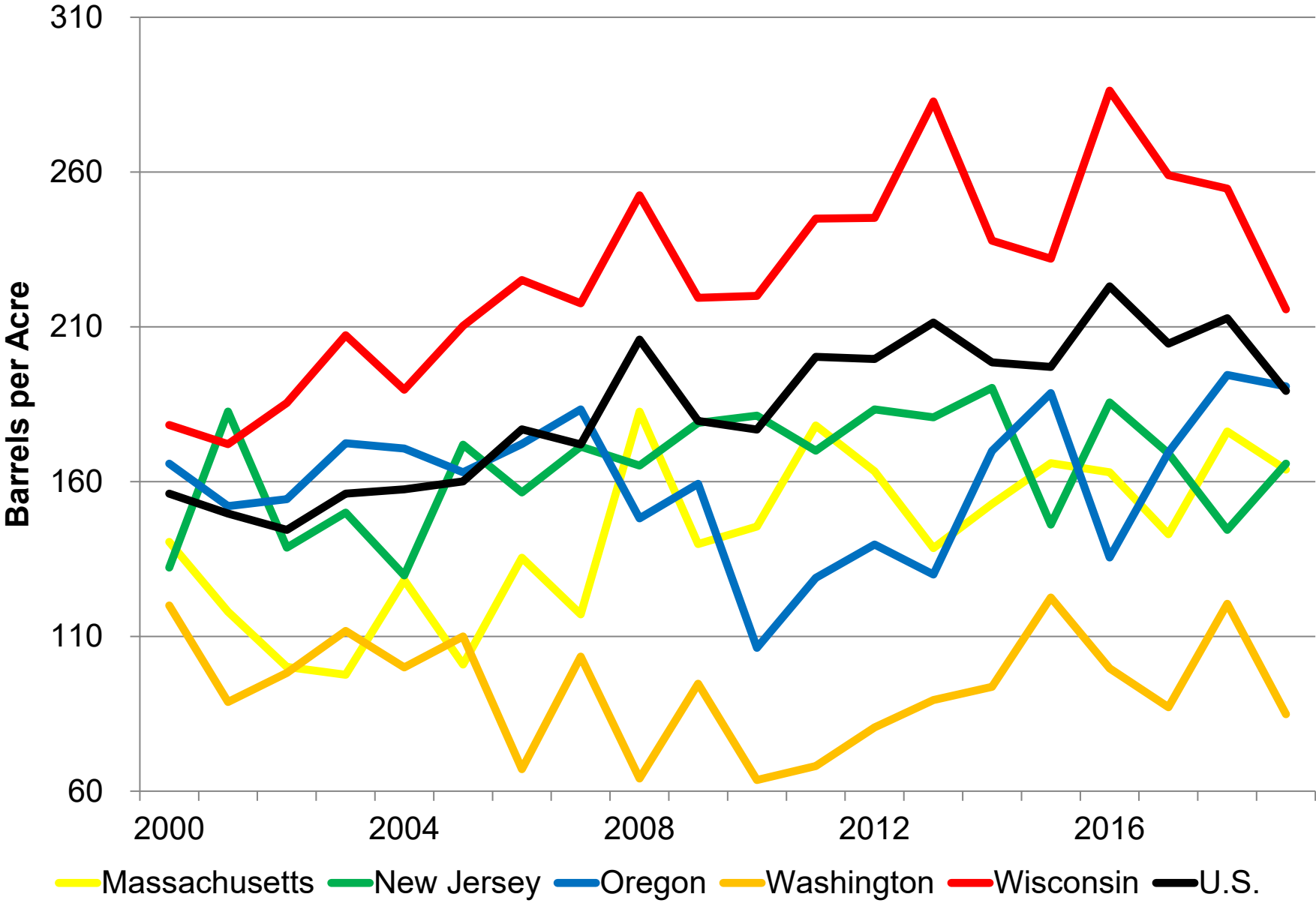


## U.S. Cranberry Yield

Year	Massachusetts	New Jersey	Oregon	Washington	Wisconsin	U.S.
2000	141	132	166	120	178	156
2001	118	183	152	89	172	150
2002	100	139	154	98	185	144
2003	98	150	172	112	207	156
2004	128	130	171	100	190	158
2005	101	172	163	110	210	160
2006	135	157	172	67	225	177
2007	117	171	183	104	218	172
2008	183	165	148	64	253	206
2009	140	179	159	95	219	180
2010	146	181	106	64	220	177
2011	178	170	129	68	245	200
2012	163	183	140	81	245	200
2013	139	181	130	89	283	211
2014	153	190	170	94	238	198
2015	166	146	189	123	232	197
2016	163	186	136	100	286	223
2017	143	169	169	87	259	205
2018	176	144	194	121	255	213
2019	164	166	191	85	216	189

**Note:** The 2019 yield is based on reported production from the cycle report and acreage reported by NASS. (Washington acreage reported by Ocean Spray)

# US Cranberry Average Yield





## CY2020 Domestic Cranberry Production Estimate

<b>February Committee Forecast</b>	<b>August Committee Estimate</b>
<i>1,000 Barrels</i>	<i>1,000 Barrels</i>

Rogers		2,000
Mauck	2,100	2,100
Gates-Allen	2,050	2,050
Harju/Pontiff	2,100	1,950
Mollor	2,050	2,000
O'Connor	2,075	1,990
Rezendes	2,100	2,200
<b>Massachusetts Average</b>	<b>2,079</b>	<b>2,041</b>
Gerber	500	550
Darlington/Haines	500	462
Lee	480	490
Poinsett	500	500
<b>New Jersey Average</b>	<b>495</b>	<b>500</b>
Amundson	5,400	5,250
Gardner	5,500	5,700
Potter/Welsch	5,400	5,200
Bartling	5,200	5,600
Rifleman	4,900	5,800
Nemitz	5,300	6,000
Van Wychen/Arendt	6,000	5,400
<b>Wisconsin Average</b>	<b>5,386</b>	<b>5,564</b>
N. Puhl	530	520
R. Puhl/Vincent	530	470
<b>Oregon Average</b>	<b>530</b>	<b>495</b>
Stein	140	150
Hatton	150	155
<b>Washington Average</b>	<b>145</b>	<b>153</b>

**CY 2020 Domestic  
Production Estimate**

**8,635**

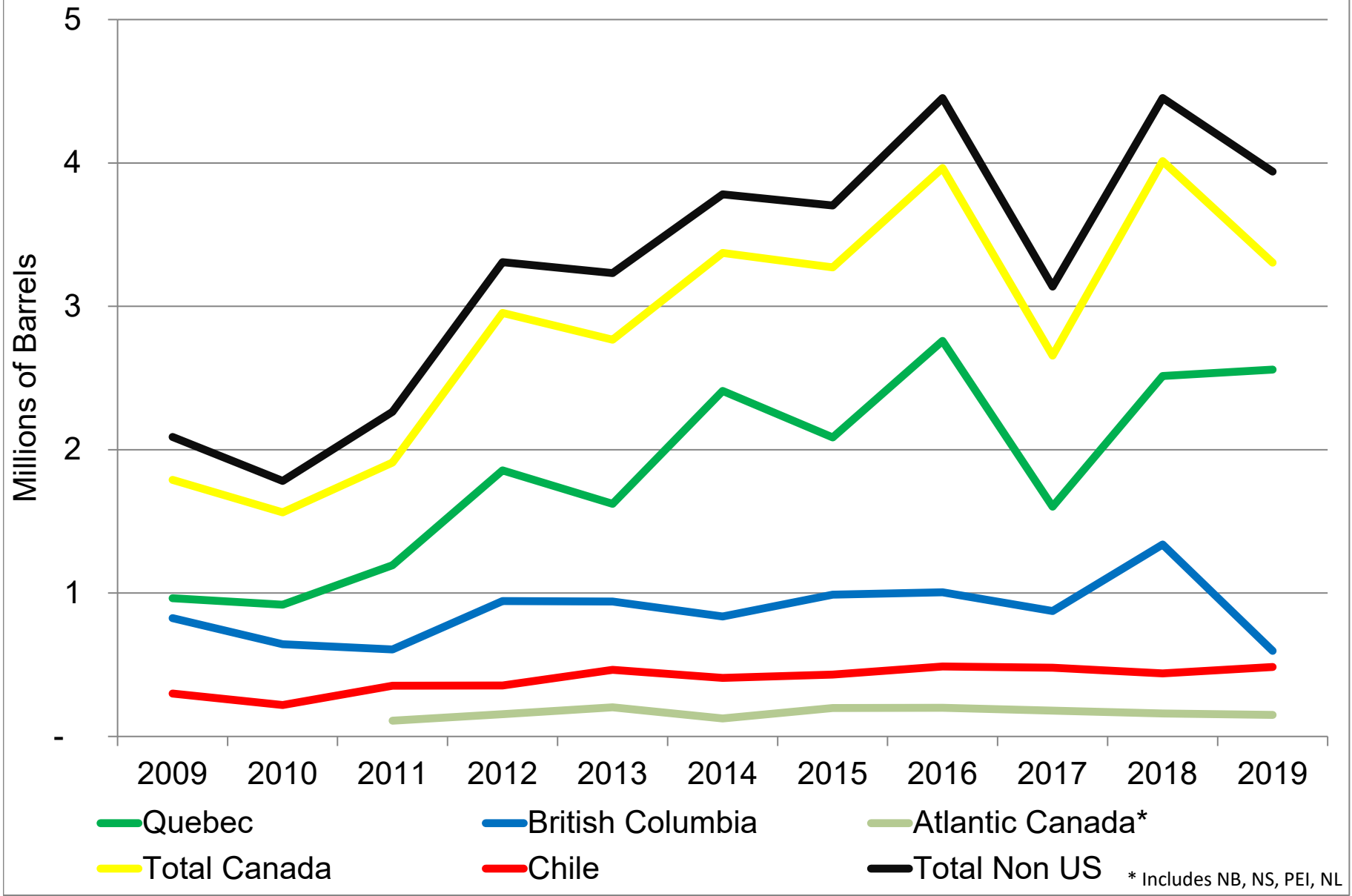
**8,754**

### Non U.S. Cranberry Production

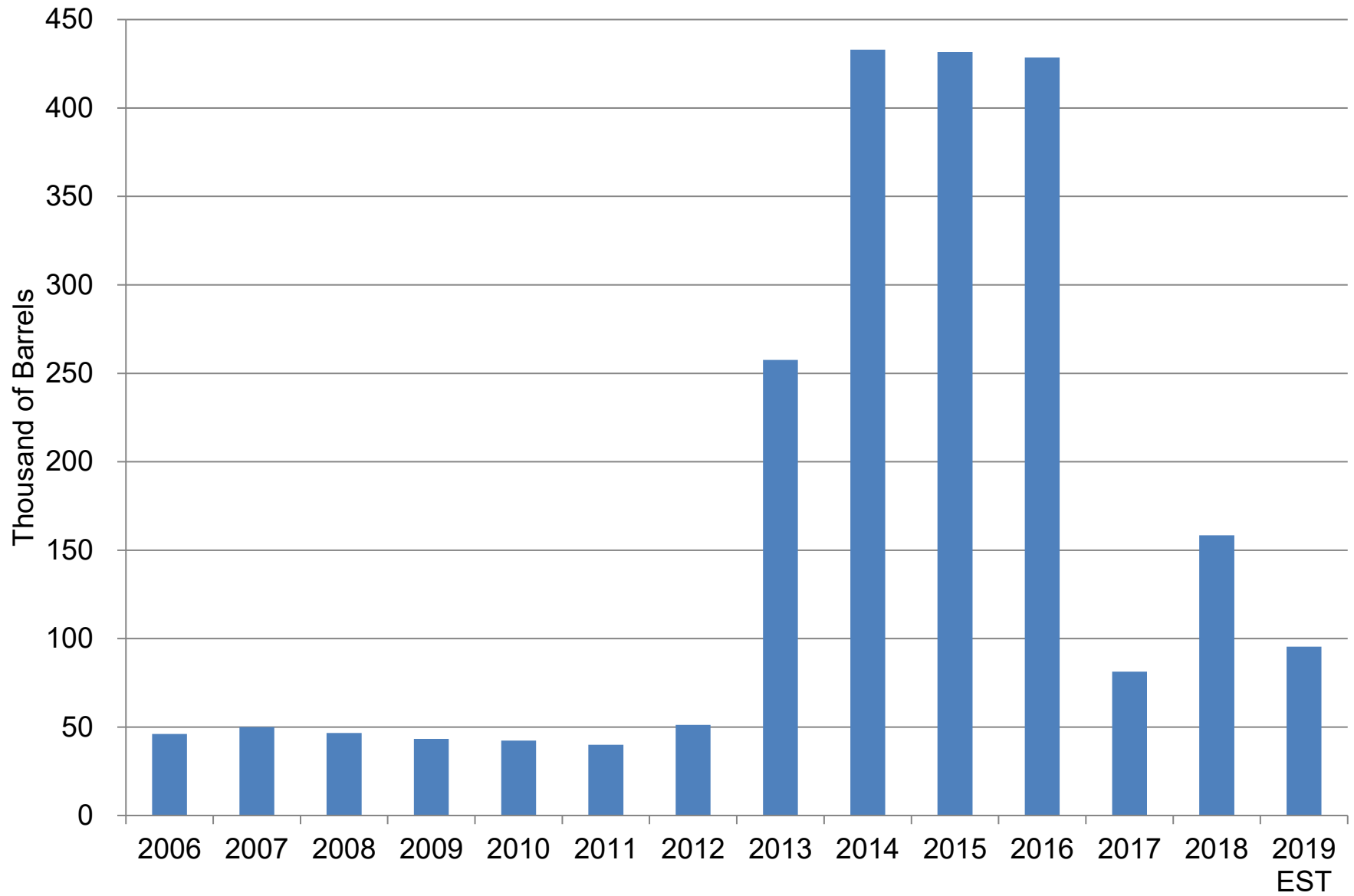
Year	Quebec			British Columbia			Atlantic Canada*	Total Canada	Chile			China			Total Non US
	Producing Acres	Production (Barrels)	Yield	Registered Acres	Production (Barrels)	Yield	Production (Barrels)	Production (Barrels)	Total Acres	Production (Barrels)	Yield	Total Acres	Production (Barrels)	Yield	Production (Barrels)
1992	264														
1993	274														
1994	318														
1995	382														
1996	543	73,934	136												
1997	714	107,190	150												
1998	897	163,466	182												
1999	1,365	208,550	153												
2000	1,809	317,108	175												
2001	2,475	400,000	162												
2002	2,705	360,783	133		779,280			1,140,063							
2003	2,658	566,519	213		852,040			1,418,559							
2004	2,828	542,009	192	5,883	844,988	144		1,386,997							
2005	2,910	549,932	189	5,915	741,923	125		1,291,855							
2006	3,290	861,723	262	5,857	767,476	131		1,629,199							
2007	3,735	640,904	172	6,102	792,132	130		1,433,036							
2008	4,131	796,065	193	6,140	693,300	113	125,000	1,614,365							
2009	4,355	963,619	221	6,130	826,000	135		1,789,619	1,250	300,000	240				2,089,619
2010	4,879	918,959	188	6,508	643,897	99		1,562,856	1,280	219,286	171				1,782,142
2011	5,880	1,193,306	203	6,505	607,520	93	110,000	1,910,826	1,433	354,022	247				2,264,848
2012	7,071	1,854,980	262	6,539	944,051	144	154,750	2,953,781	1,472	354,800	241				3,308,581
2013	7,657	1,621,764	212	6,567	941,277	143	203,246	2,766,287	1,500	465,000	310				3,231,287
2014	8,516	2,410,472	283	6,541	837,538	128	125,000	3,373,010	1,700	408,000	240				3,781,010
2015	9,247	2,085,387	226	6,559	989,000	151	197,613	3,272,000	1,700	432,000	254				3,704,000
2016	9,502	2,758,936	290	6,570	1,005,868	153	200,000	3,964,804	1,700	488,000	287				4,452,804
2017	9,828	1,602,672	163	6,408	874,208	136	180,000	2,656,880	1,700	480,000	282				3,136,880
2018	9,966	2,513,928	252	6,442	1,338,894	208	160,000	4,012,822	1,700	440,000	259				4,452,822
2019	10,145	2,558,093	252	6,103	597,000	98	150,000	3,305,093	1,873	484,000	258	691	150,000	217	3,939,093
2020 EST	10,503	2,530,000	241	6,139	940,400	153	150,000	3,620,400	1,645	501,000	305				4,121,400

\* Atlantic  
Canada  
includes  
NB, NS,  
PEI, NL

# Non U.S. Total Cranberry Production



## Number of Barrels Purchased by USDA





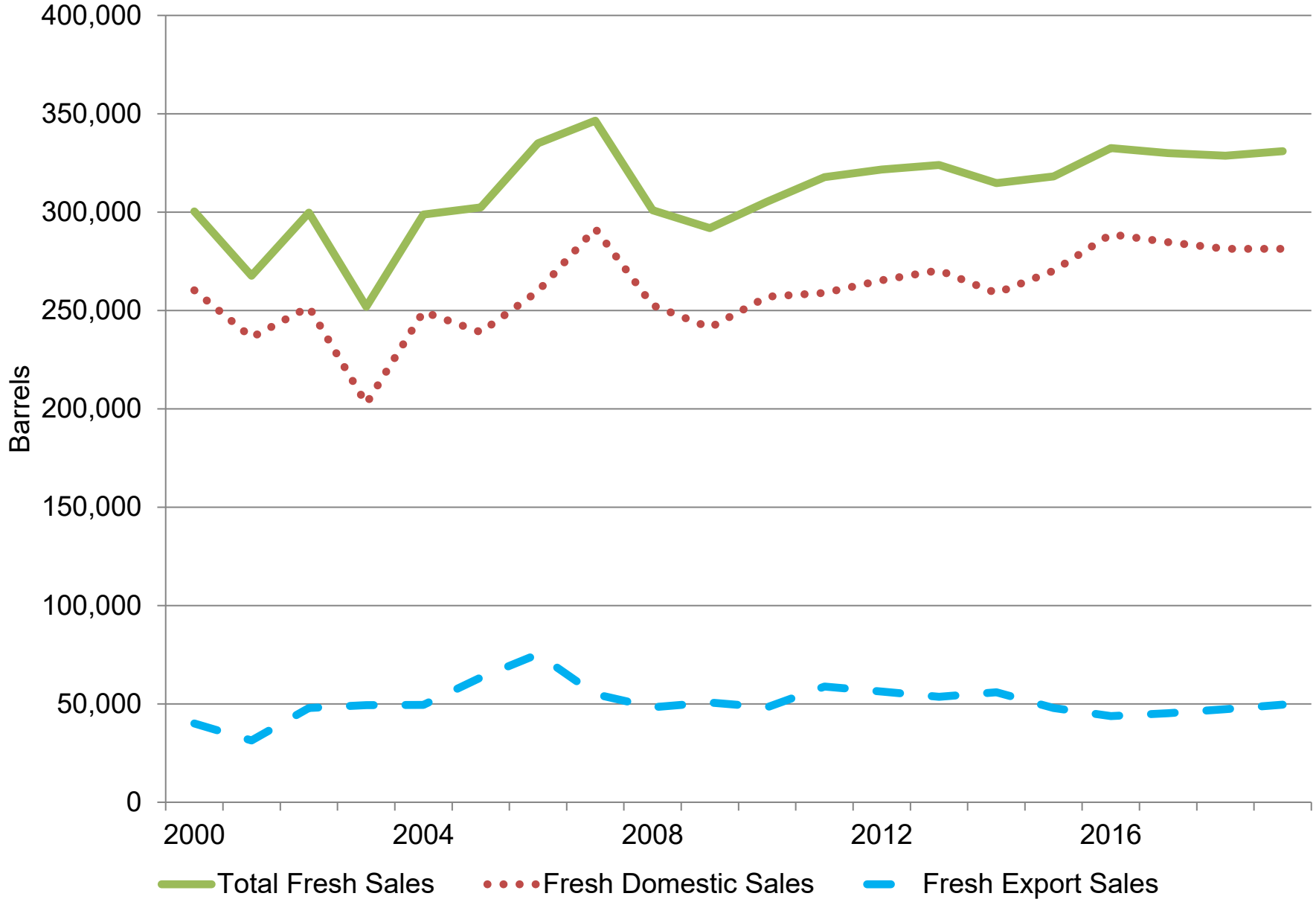
**CMC Actual Reported and Projected Domestic and Foreign Sales (in barrels)**

Year	Fresh		Processed		Concentrate		Government Sales*	Total Sales	Total Fresh Sales	Total Processed Sales	Total Concentrate Sales
	Domestic Sales	Fresh Export Sales	Domestic Sales	Processed Export Sales	Domestic Sales	Concentrate Export Sales					
1988	253,597	130,596	3,693,561	53,300				4,131,054	384,193	3,746,861	
1989	234,210	123,630	3,433,799	68,436				3,860,075	357,840	3,502,235	
1990	164,998	104,659	3,665,882	95,791				4,031,330	269,657	3,761,673	
1991	173,861	66,434	4,173,095	136,235				4,549,625	240,295	4,309,330	
1992	204,648	34,199	3,755,315	176,136				4,170,298		3,931,451	
1993	210,090	19,126	3,878,172	263,589				4,370,977	229,216	4,141,761	
1994	230,850	18,474	4,461,657	342,604				5,053,585	249,324	4,804,261	
1995	216,558	22,557	4,161,843	374,468				4,775,426	239,115	4,536,311	
1996	213,542	19,726	4,071,969	466,000				4,771,237	233,268	4,537,969	
1997	201,650	26,002	4,370,025	501,991				5,099,668	227,652	4,872,016	
1998	202,114	28,768	4,338,015	676,481				5,245,378	230,882	5,014,496	
1999	214,128	39,933	4,474,297	859,851				5,588,209	254,061	5,334,148	
2000	260,249	40,093	5,272,813	784,371				6,357,526	300,342	6,057,184	
2001	236,249	31,412	5,822,142	563,363				6,653,166	267,661	6,385,505	
2002	251,789	47,913	4,825,187	1,251,460				6,376,349	299,702	6,076,647	
2003	202,572	49,321	4,991,500	1,435,275				6,678,668	251,893	6,426,775	
2004	249,318	49,448	5,248,884	1,458,164				7,005,814	298,766	6,707,048	
2005	238,995	63,395	5,196,723	1,614,292				7,113,405	302,390	6,811,015	
2006	259,746	75,240	4,908,279	1,485,823	954,046		46,138	7,729,272	334,986	6,394,102	954,046
2007	291,587	54,899	5,172,241	1,519,065	653,828		50,015	7,741,635	346,486	6,691,306	653,828
2008	252,694	48,313	4,701,831	1,789,979	579,578		46,594	7,418,989	301,007	6,491,810	579,578
2009	241,219	50,667	4,671,458	1,768,079	821,696	36,064	43,387	7,632,570	291,886	6,439,537	857,760
2010	257,012	48,267	4,714,664	1,503,215	959,955	697,415	42,391	8,222,919	305,279	6,217,879	1,657,370
2011	258,980	58,847	4,571,098	1,653,538	704,182	548,418	40,034	7,835,097	317,827	6,224,636	1,252,600
2012	265,364	56,275	4,355,999	1,593,483	830,135	676,828	51,270	7,829,354	321,639	5,949,482	1,506,963
2013	270,383	53,581	4,584,764	2,069,341	713,418	591,427	257,528	8,540,442	323,964	6,654,105	1,304,845
2014	258,767	55,952	4,835,007	2,073,404	896,957	597,483	432,967	9,150,537	314,719	6,908,411	1,494,440
2015	270,229	47,906	5,019,799	2,319,994	751,875	649,211	431,573	9,490,587	318,135	7,339,793	1,401,086
2016	288,697	43,821	4,946,025	2,310,063	885,599	651,237	428,481	9,553,923	332,518	7,256,088	1,536,836
2017	284,672	45,273	5,551,583	2,592,902	1,420,151	741,762	81,341	10,717,684	329,945	8,144,485	2,161,913
2018	281,317	47,304	5,231,102	2,908,305	1,062,546	521,570	158,475	10,210,619	328,621	8,139,407	1,584,116
2019 EST	281,392	49,572	5,754,063	2,472,258	1,044,307	718,581	95,410	10,415,583	330,964	8,226,321	1,762,888
<b>% Change</b>	<b>0%</b>	<b>5%</b>	<b>10%</b>	<b>-15%</b>	<b>-2%</b>	<b>38%</b>	<b>-40%</b>	<b>2%</b>	<b>1%</b>	<b>1%</b>	<b>11%</b>

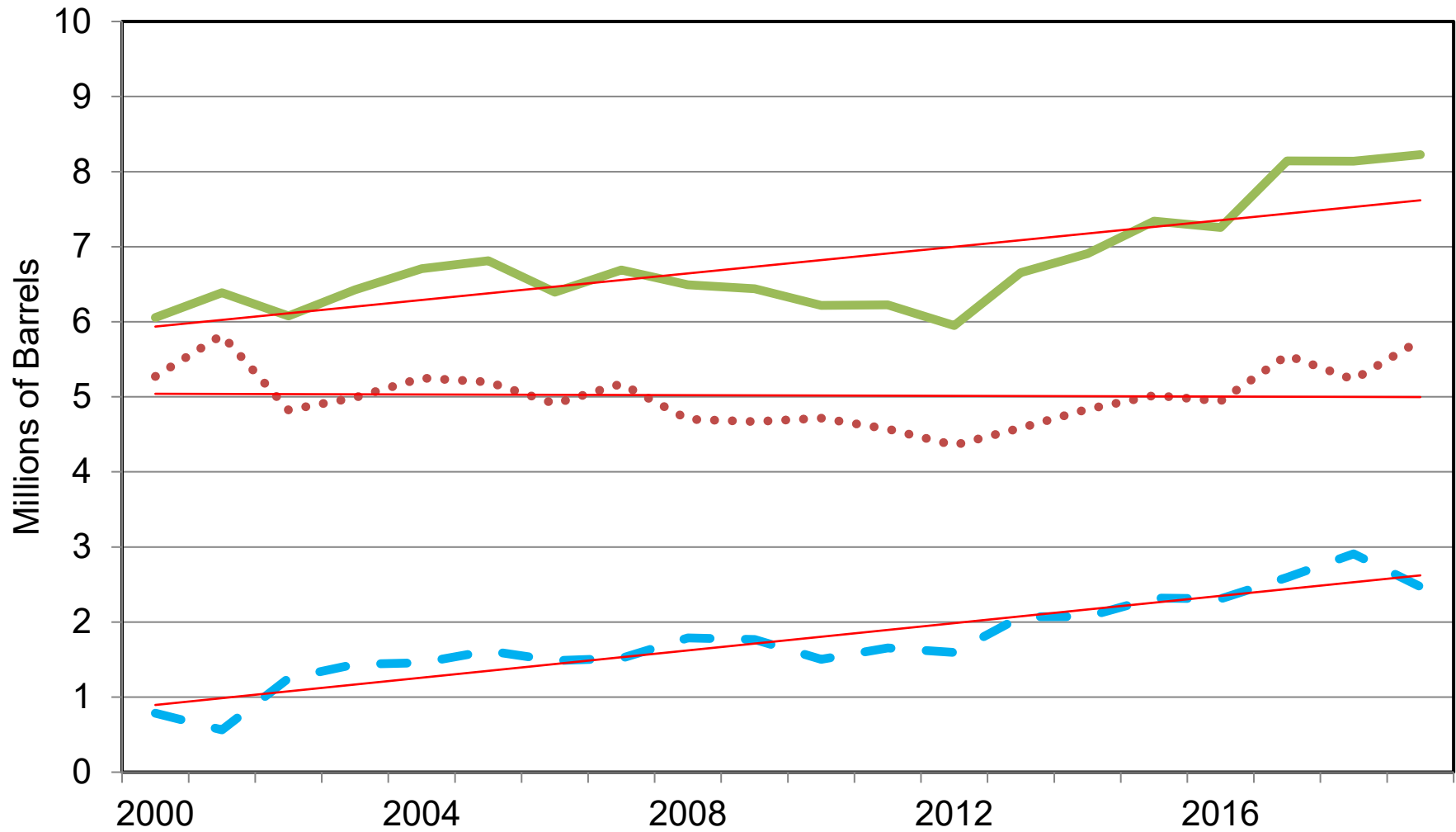
Note: 2019 Sales are estimated by adding the current 1st, 2nd, 3rd cycle sales and 4th cycle sales from the previous year

\*Government Sales are provided by the CMC Cycle report

# Fresh Cranberry Sales

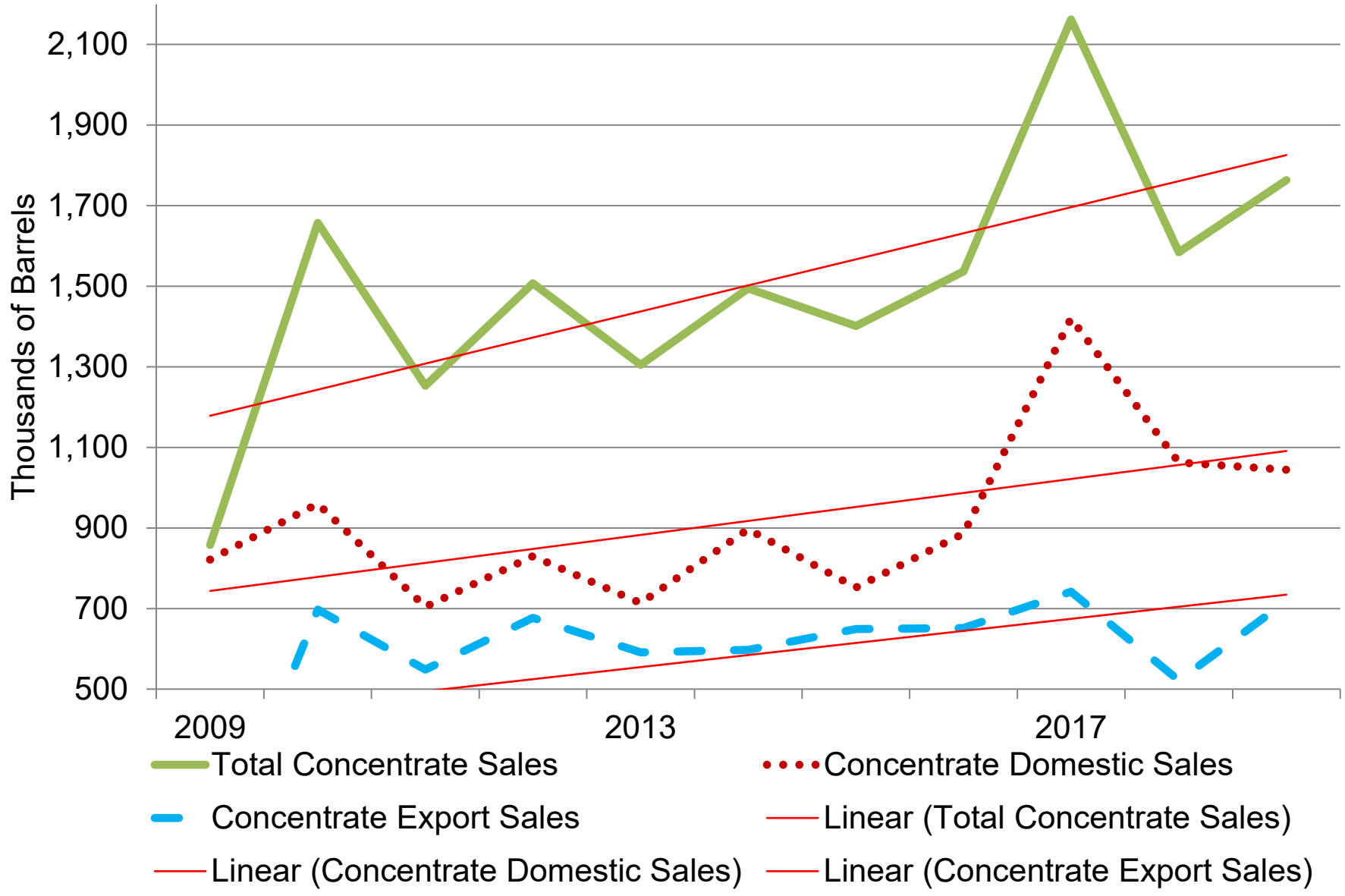


# Processed Cranberry Sales



- Total Processed Sales
- Processed Domestic Sales
- Processed Export Sales
- Linear (Total Processed Sales)
- Linear (Processed Domestic Sales)
- Linear (Processed Export Sales)

# Concentrate Cranberry Sales





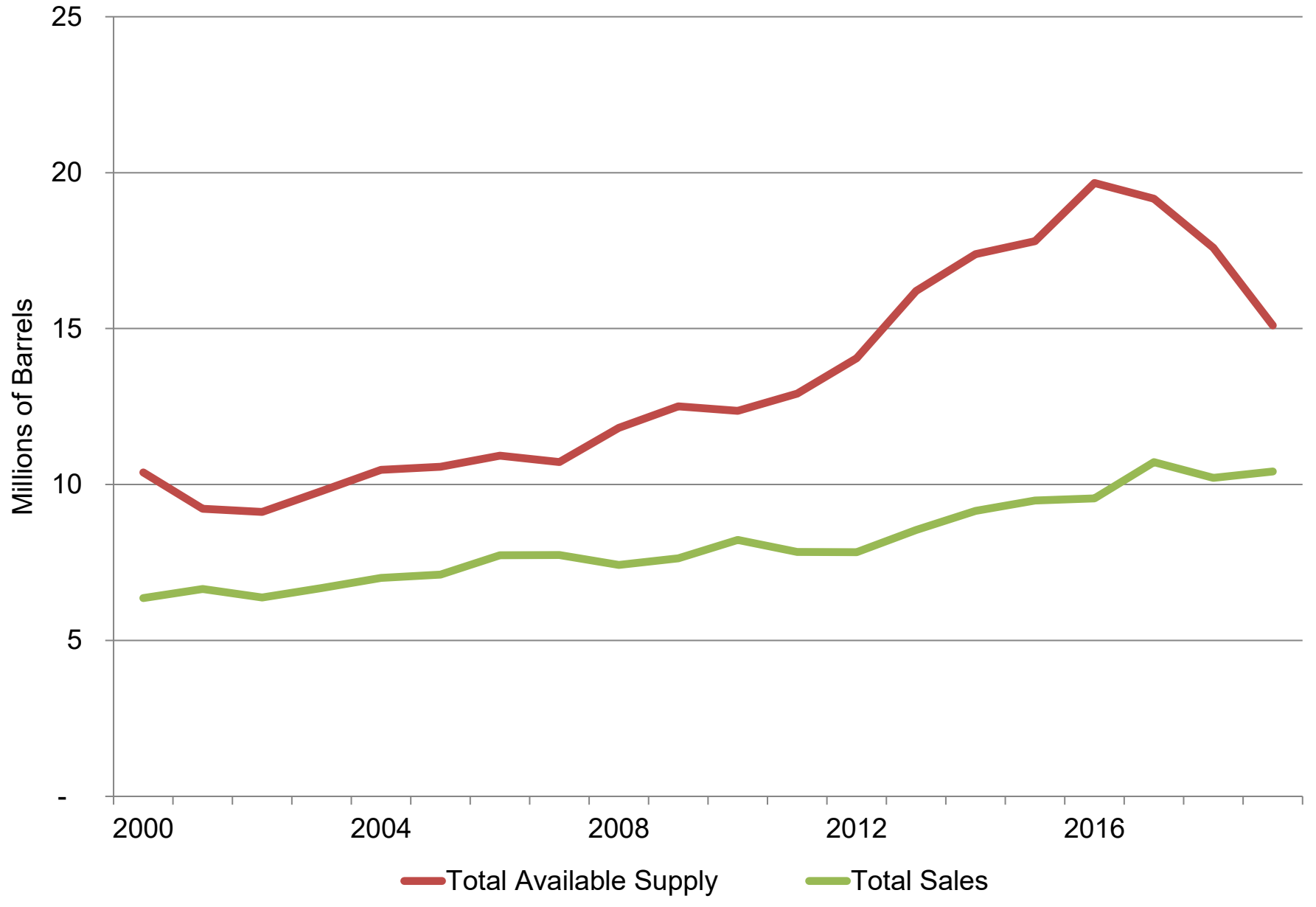
**CMC Total Available Supply and Total Sales (in barrels)**

Year	Carry-in Inventories	Domestic Production	Foreign Acquired	Interhandler Transfers	Total Sales	Shrinkage	Total Available Supply	Carry-out Inventory	Difference Available Supply and Sales	% change	Carry-out Inventory % of Total Utilization
1988	883,773	4,069,935	287,009		4,131,054	196,522	5,240,717	913,141	1,109,663		21.10%
1989	985,452	3,732,117	254,927		3,860,075	273,630	4,972,496	838,791	1,112,421	0.25%	20.29%
1990	1,216,958	3,403,441	379,782		4,031,330	197,364	5,000,181	771,487	968,851	-12.91%	18.24%
1991	1,261,045	4,173,775	426,010		4,549,625	174,733	5,860,830	1,136,472	1,311,205	35.34%	24.06%
1992	1,151,398	4,103,005	463,667		4,170,298	164,366	5,718,070	1,383,406		-100.00%	31.91%
1993	1,428,245	3,909,085	374,013		4,370,977	151,109	5,711,343	1,189,257	1,340,366	#DIV/0!	26.30%
1994	1,213,923	4,667,629	572,830		5,053,585	214,060	6,454,382	1,186,737	1,400,797	4.51%	22.53%
1995	1,256,548	4,182,947	574,656		4,775,426	351,655	6,014,151	887,070	1,238,725	-11.57%	17.30%
1996	983,858	4,668,479	511,273	22,206	4,771,237	193,260	6,163,610	1,221,319	1,392,373	12.40%	24.60%
1997	1,251,968	5,480,360	476,902	(12,372)	5,120,594	38,823	7,209,230	2,037,441	2,088,636	50.01%	39.49%
1998	2,195,873	5,463,594	608,876	19,444	5,161,732	18,689	8,268,343	3,107,366	3,106,611	48.74%	59.98%
1999	3,058,921	6,355,413	659,975	87,217	5,510,370	378,089	10,074,309	4,273,067	4,563,939	46.91%	72.57%
2000	4,177,384	5,585,613	623,768	78,061	6,358,615	447,869	10,386,765	3,658,342	4,028,150	-11.74%	53.75%
2001	3,731,865	4,793,480	697,028	43,364	6,653,166	167,488	9,222,373	2,445,083	2,569,207	-36.22%	35.85%
2002	2,500,915	5,695,026	925,066	(34,153)	6,376,349	212,026	9,121,007	2,498,479	2,744,658	6.83%	37.92%
2003	2,505,654	6,198,524	1,089,165	112,337	6,678,668	148,980	9,793,343	3,078,032	3,114,675	13.48%	45.08%
2004	3,257,031	6,168,261	1,048,741	(43,227)	7,005,814	189,304	10,474,033	3,235,688	3,468,219	11.35%	44.97%
2005	3,271,326	6,354,516	943,316	(202,987)	7,113,405	262,942	10,569,158	2,989,824	3,455,753	-0.36%	40.53%
2006	3,036,560	6,780,273	1,108,930	(86,023)	7,729,272	130,008	10,925,763	2,980,460	3,196,491	-7.50%	37.92%
2007	3,169,908	6,547,647	1,002,801	(61,613)	7,741,635	(38,459)	10,720,356	2,955,567	2,978,721	-6.81%	38.37%
2008	3,020,302	7,860,253	936,594	127,765	7,418,989	181,597	11,817,149	4,344,328	4,398,160	47.65%	57.16%
2009	4,456,744	6,932,879	1,117,555	43,553	7,631,697	307,828	12,507,178	4,611,206	4,875,481	10.85%	58.08%
2010	4,662,313	6,797,560	898,779	283,660	8,222,919	336,822	12,358,652	4,082,571	4,135,733	-15.17%	47.70%
2011	4,130,116	7,754,592	1,031,729	6,859	7,835,097	520,394	12,916,437	4,567,805	5,081,340	22.86%	54.67%
2012	4,616,296	7,937,249	1,497,547	(5,794)	7,829,354	422,249	14,051,092	5,793,695	6,221,738	22.44%	70.21%
2013	5,840,392	8,818,612	1,547,487	92,883	8,540,442	250,150	16,206,491	7,508,782	7,666,049	23.21%	85.42%
2014	7,479,155	8,058,745	1,847,523	48,006	9,150,537	611,795	17,385,423	7,671,097	8,234,886	7.42%	78.58%
2015	7,922,690	8,059,047	1,822,536	(38,392)	9,490,587	(30,148)	17,804,273	8,305,442	8,313,686	0.96%	87.79%
2016	8,291,068	9,257,745	2,120,194	(113,707)	9,553,923	255,995	19,669,007	9,745,382	10,115,084	21.67%	99.34%
2017	9,624,081	8,121,986	1,417,332	54,880	10,717,684	1,615,702	19,163,399	6,884,893	8,445,715	-16.50%	55.82%
2018	6,884,499	8,681,622	2,024,408	109,983	10,210,619	1,553,604	17,590,529	5,936,289	7,379,910	-12.62%	50.46%
2019 EST.	5,942,110	7,605,470	1,552,453	215,753	10,415,583	300,000	15,100,033	4,600,203	4,684,450	-36.52%	42.93%
<b>% Change from most recent CY</b>	<b>-14%</b>	<b>-12%</b>	<b>-23%</b>	<b>96%</b>	<b>2%</b>	<b>-81%</b>	<b>-14%</b>	<b>-23%</b>			

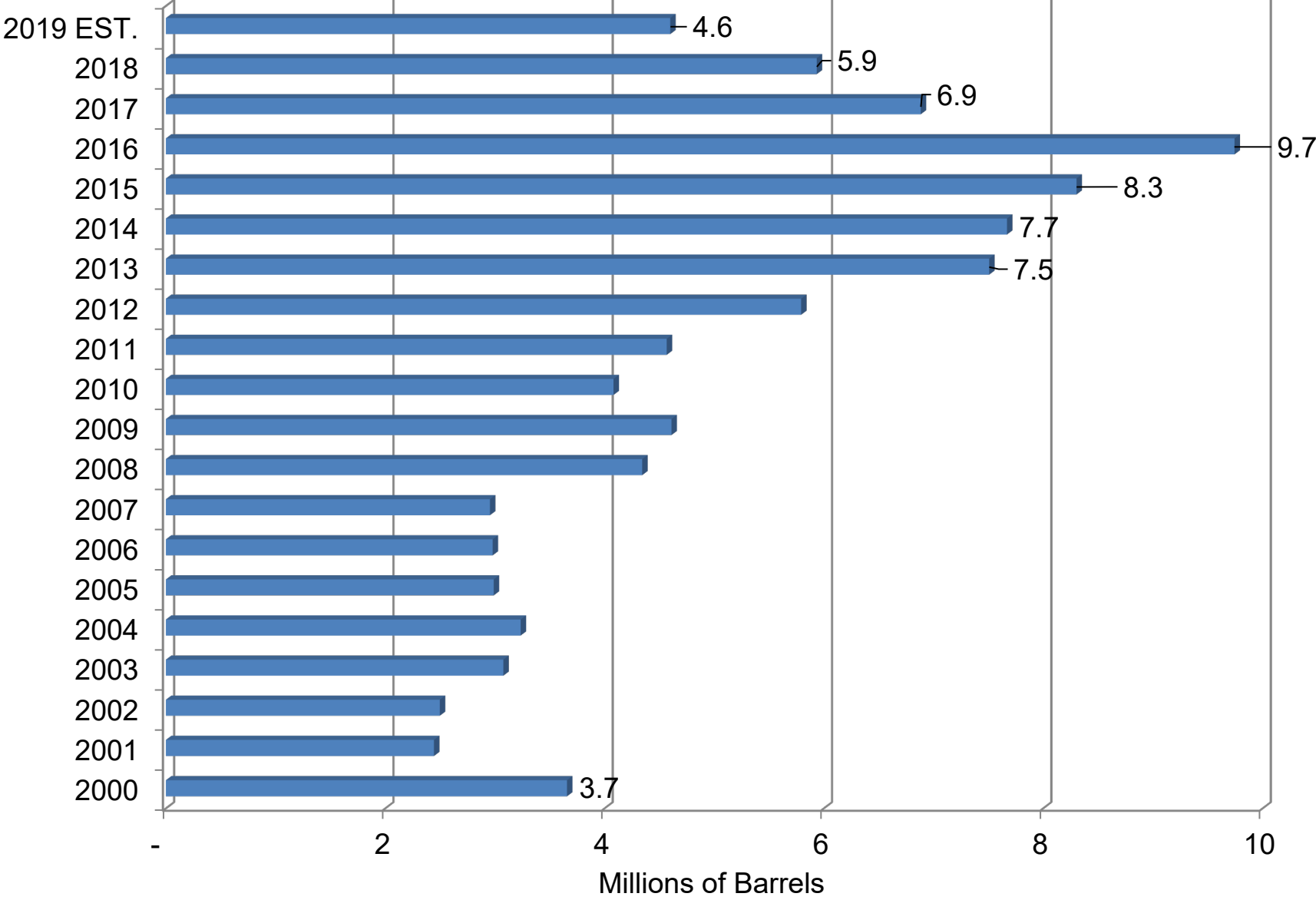
\* 2019 Sales, Shrinkage, Interhandler Transfers, Foreign Acquisitions, and Carryout Inventory are estimated

Note: Total Sales, Shrinkage, Interhandler Transfers, Foreign Acquisitions, and Carryout Inventory are estimated by adding data from 2019 1st, 2nd and 3rd cycle to data from 2018 4th cycle reports.

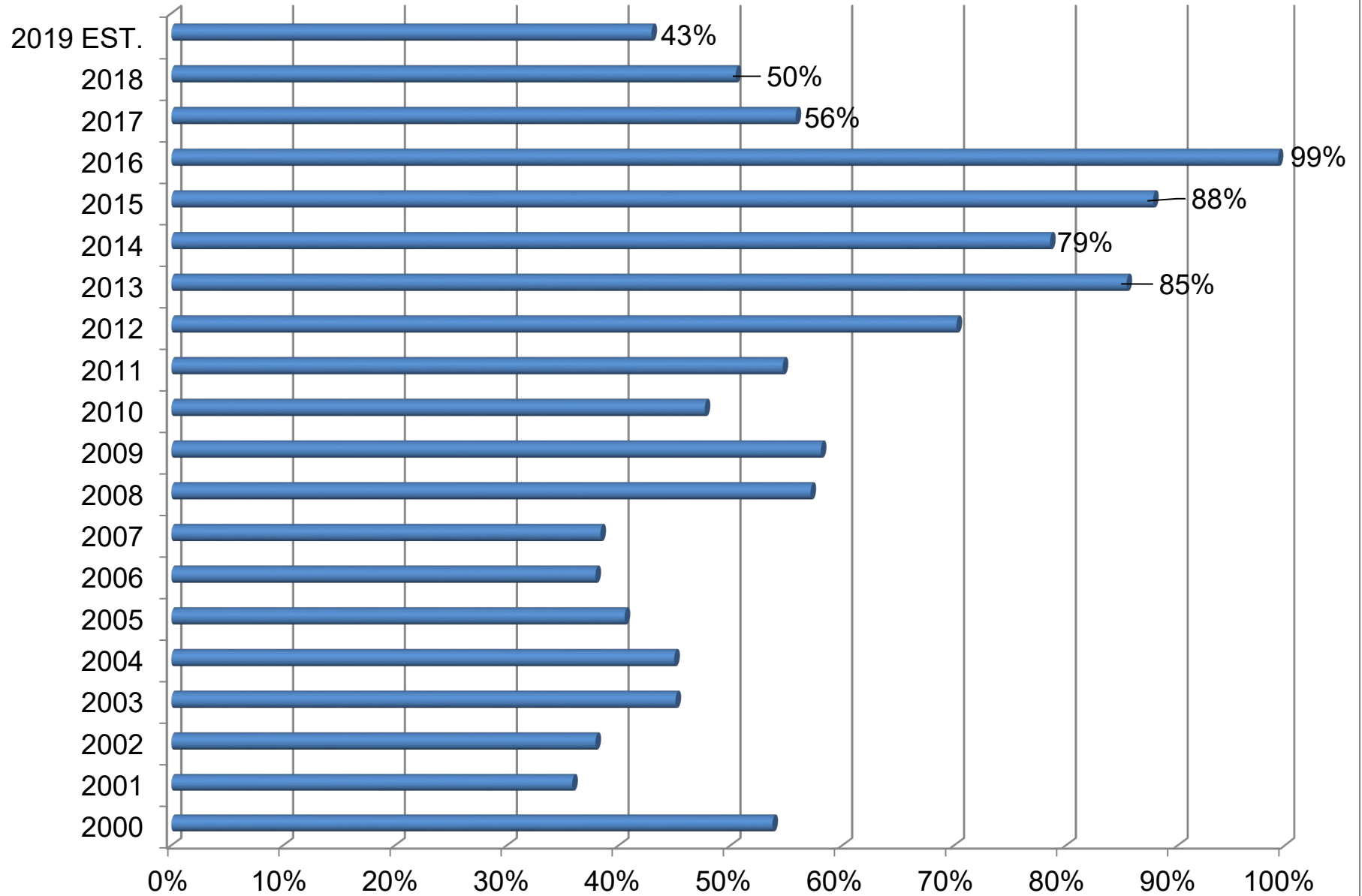
### Total Available Supply versus Total Sales



# Carry-Out Inventories



## Carry-Out Inventory as a Percent of Total Sales



## CY2020 Marketing Policy

### Estimated Carry-In, Supply, Sales/Usage & Carryout Inventory (9/01/2020 - 8/31/2021) August 11, 2020

	CMC Aug 2020	CMC Feb 2020 Estimate	2019 EST (for reference)	% Change	
<b>1,000 Barrels</b>					
1	Estimated Carry-In	4,600	4,549	5,942	
<b>Production &amp; Acquired</b>					
2	Estimated Domestic Production	8,754	8,635	7,605	
3	Estimated Foreign Acquired	1,708	1,504	1,552	<b>10%</b> <i>Committee Estimates Change in Foreign Acquired</i>
4	Total Production & Acquisitions (2+3)	10,461	10,138	9,158	
5	Available Supply (1+4)	15,061	14,687	15,100	
<b>Estimated Shrinkage</b>					
6	2% of Carry-in (1)	92	91	119	
7	4% Estimated Production/Acquisitions (4)	418	406	366	
8	Estimated Shrinkage (6+7)	<b>350</b>	350	300	<i>Committee Confirms Shrinkage Numbers</i>
9	Adjusted Supply (5-8)	14,711	14,337	15,016	
<b>Sales &amp; Usage</b>					
10	Fresh Fruit Sales	331	328	331	<b>0%</b> <i>Committee Estimates Change in Fresh Fruit Sales</i>
11	Processing Fruit Usage	10,085	9,855	10,085	<b>0%</b> <i>Committee Estimates Change in Processing Fruit Usage</i>
12	Total Sales/Usage (10+11)	10,416	10,183	10,416	
13	Estimated Adjusted Carry-Over	4,296	4,155	4,600	
14	Inventory as a % of sales	40%	39%	43%	
Total Sales and Usage		10,416	10,183	Line 12	
Plus					
Adequate Carry over		4,296	4,155	Line 13	
Marketable Quantity		14,711	14,337	Line 12 + Line 13	

929.14 "Marketable Quantity means for a crop year the number of pounds of cranberries necessary to meet the total market demand and to provide for an adequate carryover"

## Marketing Policy Guide Sheet

1	Estimated Carry-In	→	<i>From 'Total Available Supply and Sales', may be adjusted based on Committee input</i>
	<b><i>Production &amp; Acquired</i></b>		
2	Estimated Domestic Production	→	<i>From Committee estimates</i>
3	Estimated Foreign Acquired	→	<i>From Committee estimates</i>
4	Total Production & Acquisitions	→	<i>Sum of Estimated Domestic Production and Estimated Foreign Acquired</i>
5	Available Supply	→	<i>Sum of Total Production &amp; Acquisitions and Estimated Carry-in</i>
	<b><i>Estimated Shrinkage</i></b>		
6	2% of Carry-in	→	<i>2% of Estimated Carry-In</i>
7	4% Estimated Production/Acquisitions	→	<i>4% of Total Production &amp; Acquisitions</i>
8	Estimated Shrinkage	→	<i>Sum of Estimated Carry-in Shrinkage and Estimated Total Production &amp; Acquisitions</i>
9	Adjusted Supply	→	<i>Estimated Shrinkage deducted from Available Supply</i>
	<b><i>Sales &amp; Usage</i></b>		
10	Fresh Fruit Sales	→	<i>From Committee estimates</i>
11	Processing Fruit Usage	→	<i>From Committee estimates</i>
12	Total Sales/Usage	→	<i>Sum of Fresh Fruit Sales and Processing Fruit Usage</i>
13	Estimated Adjusted Carry-Over	→	<i>Total Sales/Usage deducted from Adjusted Supply</i>
14	Inventory as a % of sales		

## CY 2021 Producer Allotment Impact

1,000 bbls

	No Exemptions	With Exemptions	
<b>Exempt Production</b>			
1 Committee Crop Estimate	9,000	9,000	--- Committee estimate for 2021 crop
2 Portion of Crop Estimate Exempted	0	0	--- CMC information
<b>Production That will be Restricted</b>			
3 Total Sales History and Ramp Up	9,599	9,599	--- CMC information
4 Regulated portion of SH + RU	9,599	0	--- CMC information
5 Allotment at Free % indicated below	8,639	0	--- Line 4 times Free%
6 2021 fruit entering the market (Free Fruit)	8,639	0	--- Exceptions plus Free fruit
7 Volume estimated to removed by PA	361	9,000	--- Line 1 minus Line 6

Where this number comes from:

<b>Restriction Percentage</b>	<b>10%</b>	
<b>Free Percentage</b>	<b>90%</b>	
<i>1000 Barrels</i>		
Total Sales Histories	9,279	--- CMC information
Estimated Ramp-Up	320	--- CMC information
<b>Total Sales History + Ramp-Up</b>	<b>9,599</b>	

## CY2020 Handler Withholding Impact

Free %	Restricted %
<b>90%</b>	<b>10%</b>

*1,000 bbls.*

	CMC Aug	HW
1 Estimated Carry-In	<b>4,600</b>	<b>4,600</b>
<b><i>Production &amp; Acquired</i></b>		
2 Estimated Domestic Production	<b>8,754</b>	<b>8,754</b>
3 Estimated Foreign Acquired	<b>1,708</b>	<b>1,708</b>
4 Total Production & Acquisitions (2+3)	<b>10,461</b>	<b>10,461</b>
5 Available Supply (1+4)	<b>15,061</b>	<b>15,061</b>
<b><i>Estimated Shrinkage</i></b>		
6 2% of Carry-in (1)	<b>92</b>	<b>92</b>
7 4% Estimated Production/Acquisitions (4)	<b>418</b>	<b>418</b>
* Handler Withhold Shrinkage		<b>875</b>
8 Estimated Shrinkage (6+7)	<b>510</b>	<b>1,386</b>
9 Adjusted Supply (5-8)	<b>14,551</b>	<b>13,676</b>
<b><i>Sales &amp; Usage</i></b>		
10 Fresh Fruit Sales	<b>331</b>	<b>331</b>
11 Processing Fruit Usage	<b>10,085</b>	<b>10,085</b>
12 Total Sales/Usage (10+11)	<b>10,416</b>	<b>10,416</b>
13 Estimated Adjusted Carry-over	<b>4,296</b>	<b>3,260</b>
14 Inventory as a % of utilization	<b>40%</b>	<b>28%</b>

Where this number comes from:

--- *Fom Marketing Policy*

--- *From Marketing Policy with HW% applied*

--- *From Marketing Policy*

--- *Calculated as 2% of estimated Carry-In*

--- *4% of total production & acquisitions*

--- *Withholding*

--- *From Marketing Policy*

--- *From Marketing Policy*

--- *Total Sales/usage deducted from adjusted supply*

*\* If review of the Estimated Adjusted Carryover by Committee members indicates that projected available supply would exceed an optimal marketable quantity, the Committee may consider identification of a Marketable Quantity that would be set through the application of a volume regulation tool.*