

2012 - 2016 CROP UTILIZATION REPORT HIGHLIGHTS

<b>TOTAL PACKED VOLUME BY DISTRICT (18 lb. equiv.)</b>	<b>2012</b>	<b>% OF CROP</b>	<b>2013</b>	<b>% OF CROP</b>	<b>2014</b>	<b>% OF CROP</b>	<b>2015</b>	<b>% OF CROP</b>	<b>2016</b>	<b>% OF CROP</b>
STOCKTON-LINDEN-LODI DISTRICT	5,951,314	71%	4,139,720	53%	1,764,234	66%	3,813,922	65%	2,448,094	48%
GILROY-HOLLISTER-SAN JOSE DISTRICT	517,204	6%	440,635	6%	71,743	3%	66,542	1%	44,114	1%
CENTRAL SAN JOAQUIN VALLEY DISTRICT	1,924,073	23%	3,197,407	41%	836,393	31%	2,012,751	34%	2,622,465	51%
<b>TOTAL ALL DISTRICTS</b>	<b>8,392,590</b>		<b>7,777,762</b>		<b>2,672,370</b>		<b>5,893,215</b>		<b>5,114,673</b>	

	<b>2012</b>	<b>% OF CROP</b>	<b>2013</b>	<b>% OF CROP</b>	<b>2014</b>	<b>% OF CROP</b>	<b>2015</b>	<b>% OF CROP</b>	<b>2016</b>	<b>% OF CROP</b>
ORGANIC CHERRIES /18 lb.CARTONS	82,429	1%	75,585	1%	14,657	0.55%	29,652	0.50%	21,227	0.42%

<b>PACK STYLES</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
18 lb. Bulk Carton	16.4%	16.5%	11.9%	9.4%
5 kg Bulk Carton	9.6%	14.4%	12.5%	7.2%
Consumer Pack - 8/2 lb Bags	47.4%	16.6%	43.4%	39.2%
Consumer Pack - 12/2 lb Bags	8.7%	0.2%	11.4%	16.1%
Consumer Pack - 12/1.33 lb Bags	2.8%	14.3%	6.3%	10.7%
Other or Unspecified Bags	1.6%	15.0%	3.2%	6.1%
Consumer Pack - Clamshells	10.7%	20.3%	11.1%	11.3%
Other or non-specified	2.0%	2.7%	0.06%	0.01%