

PotatoTrac Q4 2008 Results

A summary of the results for the fourth calendar quarter of 2008 from the NPD Group's syndicated service POTATOTRAC® follow.

POTATOTRAC is a cooperative wholesale foodservice measurement service. SKU level data is collected for all frozen potato shipments from the 4 major frozen potato processors (Cavendish, Conagra (Lamb-Weston), McCain, and Simplot) to all U.S. foodservice customers, as well as foodservice exports from the U.S. to foreign countries. The data collected is categorized and combined totals are played back to all POTATOTRAC clients (believed to be limited to those 4 processors and the USPB). While the PotatoTrac figures do not account for 100% of the frozen potato products sold to U.S foodservice distributors and operators, they certainly account for the overwhelming majority of it, (estimated at 93% of the total by the participants). Most important, this data should provide a very reliable indication of period-to-period trends in foodservice sales of frozen potato products.

Q4 2008: Total dollars were up 8.5%, with domestic sales up 8.0% and export sales up 12.0%. Total pounds were off 2.2%, driven largely by domestic sales off 3.2% while export sales were up 4.1%

YTD Q4 2008: Total dollars up 9.1%, with domestic sales up 9.2% and export sales up 20.7%. Total pounds were up only slightly (0.2%) with export up 12.9% and domestic even.

PotatoTrac Sales of Frozen Potatoes from 4 Major		2008			
		Q4	% Chg YAGO	YTD Q4	% Chg YAGO
Domestic Sales	Pounds	1,809.2	-3.2%	7,529.6	0.0%
	Dollars	\$907.3	8.0%	\$3,580.5	9.2%
Export Sales	Pounds	316.0	4.1%	1,308.6	12.9%
	Dollars	\$140.5	12.0%	\$561.5	20.7%
Total Sales	Pounds	2,125.3	-2.2%	8,838.3	0.2%
	Dollars	\$1,047.8	8.5%	\$4,142.1	9.1%

4th Quarter:
Oct-Dec 2008

PotatoTrac: Trended Category Summary
Frozen Potatoes

	DOLLAR SALES										
	Time Period						% CHANGE VS. PRIOR YEAR				
	O-N-D '03	O-N-D '04	O-N-D '05	O-N-D '06	O-N-D '07	O-N-D '08	O-N-D '04	O-N-D '05	O-N-D '06	O-N-D '07	O-N-D '08
TOTAL FROZEN POTATOES	\$760,036,600	\$790,305,100	\$836,196,100	\$933,351,300	\$965,314,300	\$1,047,827,000	4.0%	5.8%	11.6%	3.4%	8.5%
TYPE											
BOATS/SKINS (NON-STUFFED)	\$3,972,260	\$3,917,959	\$4,109,065	\$4,448,369	\$3,600,458	\$3,436,088	-1.4%	4.9%	8.3%	-19.1%	-4.6%
BOATS/SKINS (STUFFED/TOPPED)	\$1,348,206	\$1,212,873	\$1,358,476	\$1,398,646	\$1,433,998	\$1,140,470	-10.0%	12.0%	3.0%	2.5%	-20.5%
COTTAGE/HOME FRIES/CHIPS/SLICES	\$4,376,424	\$5,402,094	\$5,798,537	\$7,080,889	\$7,157,858	\$8,470,307	23.4%	7.3%	22.1%	1.1%	18.3%
CRINKLE CUT	\$47,641,040	\$50,117,710	\$50,700,770	\$59,117,290	\$63,613,060	\$71,106,680	5.2%	1.2%	16.6%	7.6%	11.8%
DICED/CHUNKS/CUBES	\$11,390,830	\$15,358,850	\$16,344,460	\$17,865,490	\$19,763,000	\$23,030,860	34.8%	6.4%	9.3%	10.6%	16.5%
FORMED ROUNDS (TOTS/PUFFS/ETC)	\$29,417,240	\$29,384,400	\$30,363,440	\$32,750,480	\$35,120,000	\$41,000,560	-0.1%	3.3%	7.9%	7.2%	16.7%
FORMED SQUARES/RECTANGLES	\$8,199,392	\$8,463,827	\$8,891,693	\$10,884,460	\$8,259,154	\$11,646,920	3.2%	5.1%	22.4%	-24.1%	41.0%
FORMED TRIANGLES	\$4,478,837	\$4,914,267	\$5,326,670	\$5,867,801	\$6,593,493	\$6,784,462	9.7%	8.4%	10.2%	12.4%	2.9%
FORMED OTHERS	\$3,579,920	\$4,080,406	\$4,942,368	\$5,377,069	\$13,130,840	\$6,453,777	14.0%	21.1%	8.8%	144.2%	-50.9%
HASH BROWNS (SHRD PATTY/SCORED)	\$1,079,175	\$1,142,643	\$1,348,830	\$1,615,564	\$2,917,999	\$3,975,439	5.9%	18.0%	19.8%	80.6%	36.2%
HASH BROWNS (POURABLE/LOOSE/IQF)	\$12,562,880	\$13,128,140	\$13,433,310	\$14,980,810	\$14,925,970	\$15,093,970	4.5%	2.3%	11.5%	-0.4%	1.1%
FORMED OVAL PATTIES	\$21,654,670	\$22,417,950	\$26,354,500	\$30,499,550	\$33,478,850	\$36,239,200	3.5%	17.6%	15.7%	9.8%	8.2%
MASHED POTATOES (FRZN/REFRIG)	\$7,811,608	\$8,538,185	\$8,752,480	\$8,823,883	\$9,872,040	\$7,797,041	9.3%	2.5%	0.8%	11.9%	-21.0%
SPIRAL FRIES	\$29,194,620	\$33,502,330	\$35,200,340	\$39,470,600	\$40,853,430	\$43,492,510	14.8%	5.1%	12.1%	3.5%	6.5%
STRAIGHT CUT	\$517,848,500	\$529,772,800	\$560,374,600	\$619,178,600	\$627,884,700	\$684,821,600	2.3%	5.8%	10.5%	1.4%	9.1%
WAFFLE	\$17,694,080	\$19,329,670	\$22,194,020	\$25,733,820	\$26,993,070	\$30,141,370	9.2%	14.8%	15.9%	4.9%	11.7%
WEDGE CUTS	\$37,218,890	\$38,946,700	\$40,137,120	\$47,660,120	\$49,253,980	\$52,987,560	4.6%	3.1%	18.7%	3.3%	7.6%
WHOLE POTATOES	\$567,671	\$672,385	\$565,313	\$593,507	\$458,980	\$159,550	18.4%	-15.9%	5.0%	-22.7%	-65.2%
MISCELLANEOUS	\$403	\$1,950	\$115	\$4,319	\$3,417	\$48,286	383.9%	-94.1%	3655.7%	-20.9%	1313.1%
CHANNEL											
FOODSERVICE ONLY	\$314,940,700	\$322,171,100	\$332,093,800	\$369,950,900	\$367,786,000	\$392,835,800	2.3%	3.1%	11.4%	-0.6%	6.8%
LARGE CORP. DISTRIB. > \$75 MIL	\$163,834,200	\$160,740,800	\$163,962,900	\$181,414,500	\$183,391,100	\$188,628,000	-1.9%	2.0%	10.6%	1.1%	2.9%
GEN. LINE DISTRIB. > \$75 MIL.	\$64,643,050	\$72,006,110	\$71,838,020	\$77,735,520	\$77,534,270	\$85,942,430	11.4%	-0.2%	8.2%	-0.3%	10.8%
GEN. LINE DISTRIB. < \$75 MIL.	\$66,613,750	\$70,016,210	\$72,490,880	\$81,895,370	\$75,111,640	\$82,070,720	5.1%	3.5%	13.0%	-8.3%	9.3%
ALL OTHER DIRECT SHIP	\$8,177,449	\$7,973,826	\$8,772,394	\$8,748,130	\$10,437,620	\$11,638,930	-2.5%	10.0%	-0.3%	19.3%	11.5%
IN STORE DELI	\$9,767,005	\$9,522,617	\$12,368,690	\$17,287,350	\$17,782,270	\$21,423,010	-2.5%	29.9%	39.8%	2.9%	20.5%
REDISTRIBUTORS	\$1,905,306	\$1,911,531	\$2,660,908	\$2,870,063	\$3,529,142	\$3,132,701	0.3%	39.2%	7.9%	23.0%	-11.2%
CHAIN ONLY	\$374,198,900	\$384,940,800	\$417,296,300	\$455,086,700	\$470,856,800	\$511,686,300	2.9%	8.4%	9.1%	3.5%	8.7%
CHAIN SPECIALISTS	\$245,315,400	\$264,458,800	\$281,036,100	\$300,522,600	\$304,854,500	\$334,408,400	7.8%	6.3%	6.9%	1.4%	9.7%
MULTI-UNIT/SELF-DISTRIB. DIREC	\$128,883,500	\$120,482,000	\$136,260,200	\$154,564,200	\$166,002,300	\$177,277,800	-6.5%	13.1%	13.4%	7.4%	6.8%
LIQUIDATORS	\$1,178,140	\$1,305,487	\$1,633,643	\$1,389,185	\$1,277,267	\$2,808,760	10.8%	25.1%	-15.0%	-8.1%	119.9%
EXPORT	\$69,718,840	\$81,887,640	\$85,172,360	\$106,924,500	\$125,394,200	\$140,495,800	17.5%	4.0%	25.5%	17.3%	12.0%

4th Quarter:
Oct-Dec 2008

PotatoTrac: Trended Category Summary
Frozen Potatoes

	POUND SALES										
	Time Period						% CHANGE VS. PRIOR YEAR				
	O-N-D '03	O-N-D '04	O-N-D '05	O-N-D '06	O-N-D '07	O-N-D '08	O-N-D '04	O-N-D '05	O-N-D '06	O-N-D '07	CY '08
TOTAL FROZEN POTATOES	2,022,971,000	2,062,267,000	2,160,944,000	2,295,894,000	2,173,218,000	2,125,255,000	1.9%	4.8%	6.2%	-5.3%	-2.2%
TYPE											
BOATS/SKINS (NON-STUFFED)	3,325,610	3,244,076	3,344,033	3,553,470	2,819,194	2,531,483	-2.5%	3.1%	6.3%	-20.7%	-10.2%
BOATS/SKINS (STUFFED/TOPPED)	974,338	897,409	1,020,800	1,051,824	1,041,107	773,256	-7.9%	13.7%	3.0%	-1.0%	-25.7%
COTTAGE/HOME FRIES/CHIPS/SLICES	8,382,320	10,057,560	11,152,300	13,295,090	12,626,540	12,842,440	20.0%	10.9%	19.2%	-5.0%	1.7%
CRINKLE CUT	133,232,600	137,288,200	139,897,200	154,887,300	150,900,500	146,295,900	3.0%	1.9%	10.7%	-2.6%	-3.1%
DICED/CHUNKS/CUBES	22,714,460	33,185,010	34,055,540	34,654,780	34,146,020	36,396,090	46.1%	2.6%	1.8%	-1.5%	6.6%
FORMED ROUNDS (TOTS/PUFFS/ETC)	84,760,680	84,045,460	87,756,040	90,480,690	84,774,970	80,319,560	-0.8%	4.4%	3.1%	-6.3%	-5.3%
FORMED SQUARES/RECTANGLES	15,628,010	16,502,030	17,547,670	19,267,300	13,445,090	17,676,000	5.6%	6.3%	9.8%	-30.2%	31.5%
FORMED TRIANGLES	11,327,550	11,929,790	12,799,820	12,974,310	13,270,730	12,206,700	5.3%	7.3%	1.4%	2.3%	-8.0%
FORMED OTHERS	5,780,044	6,414,406	7,674,814	8,159,161	16,643,970	8,651,444	11.0%	19.6%	6.3%	104.0%	-48.0%
HASH BROWNS (SHRD PATTY/SCORED)	2,315,827	2,227,813	2,387,651	2,515,823	3,531,591	4,164,181	-3.8%	7.2%	5.4%	40.4%	17.9%
HASH BROWNS (POURABLE/LOOSE/IQF)	30,031,440	31,355,860	31,512,590	33,608,610	31,929,830	28,971,970	4.4%	0.5%	6.7%	-5.0%	-9.3%
FORMED OVAL PATTIES	48,559,520	49,390,260	57,340,400	62,412,770	61,700,540	59,875,740	1.7%	16.1%	8.8%	-1.1%	-3.0%
MASHED POTATOES (FRZN/REFRIG)	12,295,170	13,443,560	13,200,360	12,504,170	13,322,910	10,000,110	9.3%	-1.8%	-5.3%	6.5%	-24.9%
SPIRAL FRIES	59,570,850	68,165,590	70,226,620	77,876,580	76,962,320	73,899,540	14.4%	3.0%	10.9%	-1.2%	-4.0%
STRAIGHT CUT	1,456,425,000	1,460,744,000	1,527,895,000	1,610,002,000	1,501,470,000	1,475,833,000	0.3%	4.6%	5.4%	-6.7%	-1.7%
WAFFLE	39,106,720	42,344,610	48,649,580	55,838,490	55,699,420	57,056,560	8.3%	14.9%	14.8%	-0.2%	2.4%
WEDGE CUTS	87,596,120	89,911,210	93,560,150	101,855,300	98,285,050	97,375,810	2.6%	4.1%	8.9%	-3.5%	-0.9%
WHOLE POTATOES	943,604	1,116,332	923,210	946,356	640,432	256,377	18.3%	-17.3%	2.5%	-32.3%	-60.0%
MISCELLANEOUS	720	3,258	300	10,560	7,920	128,850	352.5%	-90.8%	3420.0%	-25.0%	1526.9%
CHANNEL											
FOODSERVICE ONLY	720,803,900	728,839,700	759,858,500	791,806,100	722,896,400	676,489,300	1.1%	4.3%	4.2%	-8.7%	-6.4%
LARGE CORP. DISTRIB. > \$75 MIL	348,136,400	339,954,600	342,672,400	362,450,600	343,939,600	307,209,300	-2.4%	0.8%	5.8%	-5.1%	-10.7%
GEN. LINE DISTRIB. > \$75 MIL.	149,300,900	163,513,900	164,803,200	167,113,300	154,138,100	148,398,600	9.5%	0.8%	1.4%	-7.8%	-3.7%
GEN. LINE DISTRIB. < \$75 MIL.	174,880,100	176,534,100	191,584,400	195,158,000	158,956,300	151,841,200	0.9%	8.5%	1.9%	-18.5%	-4.5%
ALL OTHER DIRECT SHIP	23,121,750	21,191,180	22,802,940	22,144,420	23,697,420	25,627,150	-8.3%	7.6%	-2.9%	7.0%	8.1%
IN STORE DELI	21,654,770	24,081,350	32,588,850	39,348,590	35,891,350	38,846,090	11.2%	35.3%	20.7%	-8.8%	8.2%
REDISTRIBUTORS	3,709,914	3,564,542	5,406,691	5,591,318	6,273,615	4,566,980	-3.9%	51.7%	3.4%	12.2%	-27.2%
CHAIN ONLY	1,094,286,000	1,095,491,000	1,159,167,000	1,220,769,000	1,142,775,000	1,123,560,000	0.1%	5.8%	5.3%	-6.4%	-1.7%
CHAIN SPECIALISTS	724,615,000	747,428,200	774,559,500	803,446,100	739,180,500	733,876,200	3.1%	3.6%	3.7%	-8.0%	-0.7%
MULTI-UNIT/SELF-DISTRIB. DIREC	369,671,400	348,062,800	384,607,300	417,322,900	403,595,000	389,683,700	-5.8%	10.5%	8.5%	-3.3%	-3.4%
LIQUIDATORS	4,459,839	5,682,906	6,890,725	4,665,116	3,926,531	9,162,616	27.4%	21.3%	-32.3%	-15.8%	133.4%
EXPORT	203,420,500	232,253,000	235,027,800	278,654,000	303,619,600	316,043,300	14.2%	1.2%	18.6%	9.0%	4.1%

Calendar Year
2008

PotatoTrac: Trended Category Summary
Frozen Potatoes

	DOLLAR SALES										
	Time Period						% CHANGE VS. PRIOR YEAR				
	CY '03	CY '04	CY '05	CY '06	CY '07	CY '08	CY '04	CY '05	CY '06	CY '07	CY '08
TOTAL FROZEN POTATOES	\$3,025,087,000	\$3,094,024,000	\$3,319,622,000	\$3,519,572,000	\$3,795,745,000	\$4,142,086,000	2.3%	7.3%	6.0%	7.8%	9.1%
TYPE											
BOATS/SKINS (NON-STUFFED)	\$16,979,990	\$15,703,840	\$16,254,100	\$16,910,720	\$15,330,060	\$14,510,940	-7.5%	3.5%	4.0%	-9.3%	-5.3%
BOATS/SKINS (STUFFED/TOPPED)	\$3,900,649	\$4,200,195	\$4,449,813	\$4,678,949	\$4,776,141	\$4,529,895	7.7%	5.9%	5.1%	2.1%	-5.2%
COTTAGE/HOME FRIES/CHIPS/SLICES	\$16,697,760	\$21,137,450	\$23,207,820	\$26,744,970	\$29,266,380	\$33,961,950	26.6%	9.8%	15.2%	9.4%	16.0%
CRINKLE CUT	\$190,296,600	\$195,807,800	\$200,133,200	\$218,170,000	\$255,164,400	\$287,553,800	2.9%	2.2%	9.0%	17.0%	12.7%
DICED/CHUNKS/CUBES	\$45,657,100	\$56,101,880	\$63,183,550	\$67,679,980	\$72,389,360	\$85,746,000	22.9%	12.6%	7.1%	7.0%	18.5%
FORMED ROUNDS (TOTS/PUFFS/ETC)	\$111,389,100	\$107,820,700	\$113,641,100	\$119,156,700	\$131,770,400	\$149,605,100	-3.2%	5.4%	4.9%	10.6%	13.5%
FORMED SQUARES/RECTANGLES	\$30,035,010	\$31,004,590	\$34,100,260	\$37,509,940	\$35,847,280	\$42,430,870	3.2%	10.0%	10.0%	-4.4%	18.4%
FORMED TRIANGLES	\$16,349,930	\$16,681,270	\$19,110,200	\$20,920,780	\$24,084,100	\$26,058,060	2.0%	14.6%	9.5%	15.1%	8.2%
FORMED OTHERS	\$12,025,590	\$15,025,160	\$19,069,140	\$27,618,730	\$48,479,380	\$37,483,560	24.9%	26.9%	44.8%	75.5%	-22.7%
HASH BROWNS (SHRD PATTY/SCORED)	\$4,610,750	\$4,771,259	\$6,076,529	\$5,765,982	\$9,023,499	\$16,120,800	3.5%	27.4%	-5.1%	56.5%	78.7%
HASH BROWNS (POURABLE/LOOSE/IQF)	\$50,331,800	\$51,072,540	\$53,467,420	\$55,423,120	\$58,782,320	\$59,225,990	1.5%	4.7%	3.7%	6.1%	0.8%
FORMED OVAL PATTIES	\$79,951,790	\$84,410,610	\$98,825,210	\$111,987,100	\$120,137,000	\$132,337,700	5.6%	17.1%	13.3%	7.3%	10.2%
MASHED POTATOES (FRZN/REFRIG)	\$27,753,030	\$29,058,110	\$31,679,740	\$32,132,550	\$32,901,810	\$30,031,130	4.7%	9.0%	1.4%	2.4%	-8.7%
SPIRAL FRIES	\$114,986,400	\$124,062,400	\$130,494,500	\$148,094,900	\$160,484,600	\$168,635,000	7.9%	5.2%	13.5%	8.4%	5.1%
STRAIGHT CUT	\$2,081,142,000	\$2,112,141,000	\$2,262,039,000	\$2,358,070,000	\$2,502,090,000	\$2,726,492,000	1.5%	7.1%	4.2%	6.1%	9.0%
WAFFLE	\$69,897,130	\$73,931,270	\$80,921,510	\$92,411,160	\$100,692,600	\$117,082,900	5.8%	9.5%	14.2%	9.0%	16.3%
WEDGE CUTS	\$150,313,100	\$148,399,600	\$159,858,000	\$174,304,100	\$192,561,900	\$208,347,700	-1.3%	7.7%	9.0%	10.5%	8.2%
WHOLE POTATOES	\$2,764,308	\$2,634,088	\$3,083,204	\$1,977,669	\$1,951,189	\$1,814,365	-4.7%	17.1%	-35.9%	-1.3%	-7.0%
MISCELLANEOUS	\$5,326	\$60,025	\$26,940	\$15,303	\$12,741	\$118,061	1027.0%	-55.1%	-43.2%	-16.7%	826.6%
CHANNEL											
FOODSERVICE ONLY	\$1,286,175,000	\$1,283,270,000	\$1,336,898,000	\$1,419,480,000	\$1,517,868,000	\$1,611,885,000	-0.2%	4.2%	6.2%	6.9%	6.2%
LARGE CORP. DISTRIB. > \$75 MIL	\$672,679,000	\$660,378,500	\$672,622,400	\$718,187,800	\$768,802,100	\$796,963,300	-1.8%	1.9%	6.8%	7.0%	3.7%
GEN. LINE DISTRIB. > \$75 MIL.	\$262,202,000	\$273,766,900	\$283,615,100	\$296,464,200	\$315,489,300	\$347,669,000	4.4%	3.6%	4.5%	6.4%	10.2%
GEN. LINE DISTRIB. < \$75 MIL.	\$271,098,800	\$273,706,200	\$293,477,800	\$305,557,900	\$309,996,800	\$334,545,500	1.0%	7.2%	4.1%	1.5%	7.9%
ALL OTHER DIRECT SHIP	\$30,626,060	\$29,667,690	\$31,423,710	\$30,825,700	\$35,932,960	\$41,678,230	-3.1%	5.9%	-1.9%	16.6%	16.0%
IN STORE DELI	\$40,934,360	\$37,714,650	\$46,854,210	\$56,896,390	\$74,749,510	\$76,664,940	-7.9%	24.2%	21.4%	31.4%	2.6%
REDISTRIBUTORS	\$8,634,456	\$8,035,700	\$8,904,808	\$11,547,940	\$12,897,130	\$14,363,870	-6.9%	10.8%	29.7%	11.7%	11.4%
CHAIN ONLY	\$1,464,268,000	\$1,498,910,000	\$1,638,504,000	\$1,699,458,000	\$1,807,155,000	\$1,959,327,000	2.4%	9.3%	3.7%	6.3%	8.4%
CHAIN SPECIALISTS	\$941,063,400	\$1,002,236,000	\$1,107,542,000	\$1,117,353,000	\$1,158,196,000	\$1,234,649,000	6.5%	10.5%	0.9%	3.7%	6.6%
MULTI-UNIT/SELF-DISTRIB. DIREC	\$523,204,400	\$496,673,100	\$530,961,500	\$582,104,300	\$648,959,000	\$724,677,800	-5.1%	6.9%	9.6%	11.5%	11.7%
LIQUIDATORS	\$4,877,461	\$4,474,966	\$5,855,608	\$6,364,607	\$5,465,598	\$9,325,108	-8.3%	30.9%	8.7%	-14.1%	70.6%
EXPORT	\$269,767,400	\$307,369,600	\$338,364,300	\$394,270,000	\$465,256,600	\$561,548,600	13.9%	10.1%	16.5%	18.0%	20.7%

Calendar Year
2008

IFMATRAC: Trended Category Summary
Frozen Potatoes

	POUND SALES										
	Time Period						% CHANGE VS. PRIOR YEAR				
	CY '03	CY '04	CY '05	CY '06	CY '07	CY '08	CY '04	CY '05	CY '06	CY '07	CY '08
TOTAL FROZEN POTATOES	8,080,915,000	8,175,505,000	8,576,005,000	8,860,889,000	8,822,358,000	8,838,276,000	1.2%	4.9%	3.3%	-0.4%	0.2%
TYPE											
BOATS/SKINS (NON-STUFFED)	14,168,580	13,110,190	13,467,410	13,819,200	12,219,230	11,065,070	-7.5%	2.7%	2.6%	-11.6%	-9.4%
BOATS/SKINS (STUFFED/TOPPED)	2,894,253	3,148,058	3,355,540	3,557,183	3,538,477	3,187,581	8.8%	6.6%	6.0%	-0.5%	-9.9%
COTTAGE/HOME FRIES/CHIPS/SLICES	32,631,090	39,771,940	44,313,010	50,195,350	52,124,910	54,407,170	21.9%	11.4%	13.3%	3.8%	4.4%
CRINKLE CUT	540,735,000	558,304,100	549,717,400	590,309,300	623,153,200	630,041,100	3.2%	-1.5%	7.4%	5.6%	1.1%
DICED/CHUNKS/CUBES	92,514,830	117,810,800	131,548,800	135,555,300	130,652,100	139,301,200	27.3%	11.7%	3.0%	-3.6%	6.6%
FORMED ROUNDS (TOTS/PUFFS/ETC)	321,607,900	308,349,100	329,033,400	333,339,400	329,297,800	323,454,100	-4.1%	6.7%	1.3%	-1.2%	-1.8%
FORMED SQUARES/RECTANGLES	58,044,220	61,324,130	67,010,710	69,620,980	60,374,270	67,010,650	5.7%	9.3%	3.9%	-13.3%	11.0%
FORMED TRIANGLES	41,302,710	41,158,270	45,938,640	48,073,080	49,938,760	50,156,340	-0.3%	11.6%	4.6%	3.9%	0.4%
FORMED OTHERS	19,471,990	23,864,980	28,688,140	37,036,200	59,532,200	45,705,650	22.6%	20.2%	29.1%	60.7%	-23.2%
HASH BROWNS (SHRD PATTY/SCORED)	9,751,143	9,362,202	10,631,960	9,436,309	11,902,350	17,651,720	-4.0%	13.6%	-11.2%	26.1%	48.3%
HASH BROWNS (POURABLE/LOOSE/IQF)	120,477,200	122,483,500	126,253,100	126,467,400	128,492,100	120,180,800	1.7%	3.1%	0.2%	1.6%	-6.5%
FORMED OVAL PATTIES	180,202,200	188,337,900	214,298,500	236,826,700	237,079,900	236,733,000	4.5%	13.8%	10.5%	0.1%	-0.1%
MASHED POTATOES (FRZN/REFRIG)	43,342,060	45,239,720	48,473,640	46,476,440	44,933,190	39,908,140	4.4%	7.1%	-4.1%	-3.3%	-11.2%
SPIRAL FRIES	235,064,300	253,956,000	262,145,700	295,892,200	309,558,100	300,969,300	8.0%	3.2%	12.9%	4.6%	-2.8%
STRAIGHT CUT	5,855,858,000	5,861,447,000	6,150,862,000	6,276,149,000	6,163,086,000	6,174,392,000	0.1%	4.9%	2.0%	-1.8%	0.2%
WAFFLE	152,758,200	161,567,900	175,069,700	198,665,700	210,476,300	223,950,600	5.8%	8.4%	13.5%	5.9%	6.4%
WEDGE CUTS	355,530,900	361,782,600	370,144,800	386,186,900	393,038,100	397,375,200	1.8%	2.3%	4.3%	1.8%	1.1%
WHOLE POTATOES	4,548,917	4,399,924	5,042,093	3,241,677	2,930,391	2,554,358	-3.3%	14.6%	-35.7%	-9.6%	-12.8%
MISCELLANEOUS	11,190	87,604	10,896	40,350	30,450	231,660	682.9%	-87.6%	270.3%	-24.5%	660.8%
CHANNEL											
FOODSERVICE ONLY	2,989,127,000	2,923,850,000	3,055,621,000	3,132,124,000	3,053,734,000	2,940,665,000	-2.2%	4.5%	2.5%	-2.5%	-3.7%
LARGE CORP. DISTRIB. > \$75 MIL	1,455,995,000	1,405,371,000	1,409,898,000	1,454,896,000	1,469,838,000	1,380,320,000	-3.5%	0.3%	3.2%	1.0%	-6.1%
GEN. LINE DISTRIB. > \$75 MIL.	621,305,200	627,538,800	646,314,600	659,719,500	637,135,700	637,195,800	1.0%	3.0%	2.1%	-3.4%	0.0%
GEN. LINE DISTRIB. < \$75 MIL.	722,197,200	698,093,400	767,501,900	770,584,200	677,052,800	658,326,900	-3.3%	9.9%	0.4%	-12.1%	-2.8%
ALL OTHER DIRECT SHIP	86,377,160	81,454,250	85,167,390	83,986,170	85,170,280	94,626,050	-5.7%	4.6%	-1.4%	1.4%	11.1%
IN STORE DELI	85,511,530	95,946,360	128,929,800	140,135,400	161,324,600	145,924,800	12.2%	34.4%	8.7%	15.1%	-9.5%
REDISTRIBUTORS	17,740,560	15,446,620	17,809,920	22,802,830	23,213,450	24,271,320	-12.9%	15.3%	28.0%	1.8%	4.6%
CHAIN ONLY	4,287,346,000	4,317,596,000	4,579,205,000	4,649,294,000	4,593,083,000	4,558,153,000	0.7%	6.1%	1.5%	-1.2%	-0.8%
CHAIN SPECIALISTS	2,785,695,000	2,900,726,000	3,063,936,000	3,047,197,000	2,967,189,000	2,890,184,000	4.1%	5.6%	-0.5%	-2.6%	-2.6%
MULTI-UNIT/SELF-DISTRIB. DIREC	1,501,651,000	1,416,869,000	1,515,269,000	1,602,097,000	1,625,894,000	1,667,969,000	-5.6%	6.9%	5.7%	1.5%	2.6%
LIQUIDATORS	19,232,560	18,728,480	25,259,300	24,792,540	16,726,420	30,816,730	-2.6%	34.9%	-1.8%	-32.5%	84.2%
EXPORT	785,209,900	915,331,300	915,919,200	1,054,678,000	1,158,814,000	1,308,642,000	16.6%	0.1%	15.1%	9.9%	12.9%