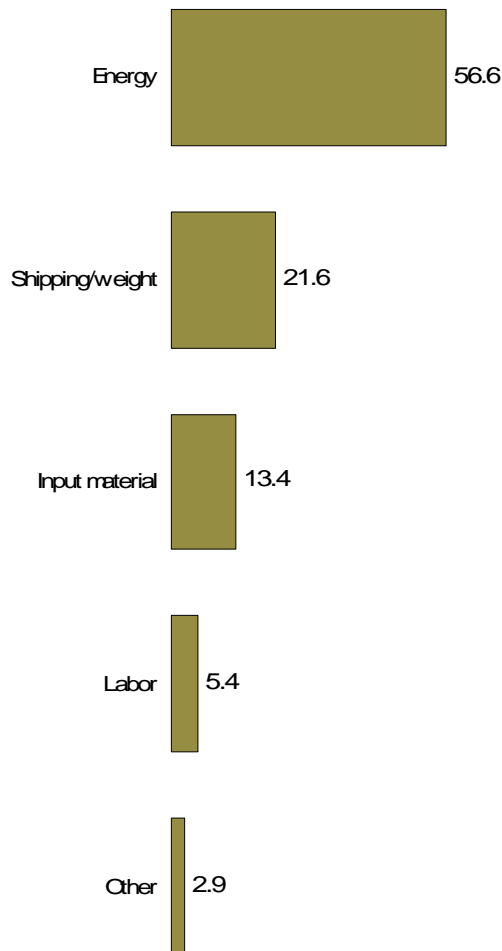


Question 20: Which of the following areas of your business felt the greatest impact from cost increases in the last 12 months?

ANALYSIS

Without a doubt, energy cost increases had the greatest impact on growers' businesses.

More than half (57%) stated that this cost increase had the greatest impact, followed by shipping (22%) and input material (13%.)



Average Annual Salary

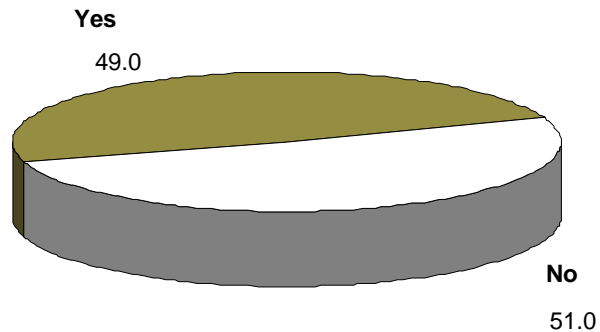
2006 GPN SOI Survey
(Excludes retail)

Q20.

			Total	Business Type			Gross Sales				Total Growing Area			
			Respondents	All - exclude retail	Wholesale only	Wholesale/retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
Greatest impact from cost increases	Labor	Count	27	27	19	8	4	6	6	10	4	2	12	9
		Col %	6.3%	6.3%	8.7%	3.8%	4.3%	5.2%	6.3%	8.3%	3.4%	3.5%	11.5%	6.7%
	Shipping/freight	Count	101	101	61	40	22	23	22	30	21	13	24	35
		Col %	23.4%	23.4%	27.9%	18.8%	23.7%	19.8%	22.9%	25.0%	17.8%	22.8%	23.1%	26.1%
	Energy	Count	239	239	110	129	56	66	55	62	73	32	54	71
		Col %	55.3%	55.3%	50.2%	60.6%	60.2%	56.9%	57.3%	51.7%	61.9%	56.1%	51.9%	53.0%
	Input material	Count	54	54	24	30	8	18	11	16	18	7	9	18
		Col %	12.5%	12.5%	11.0%	14.1%	8.6%	15.5%	11.5%	13.3%	15.3%	12.3%	8.7%	13.4%
	Other	Count	11	11	5	6	3	3	2	2	2	3	5	1
		Col %	2.5%	2.5%	2.3%	2.8%	3.2%	2.6%	2.1%	1.7%	1.7%	5.3%	4.8%	.7%

ABR Research, Inc. (May 2006)

Question 22a: Are you or your agent responsible for merchandising and/or care of product you supply to retail?

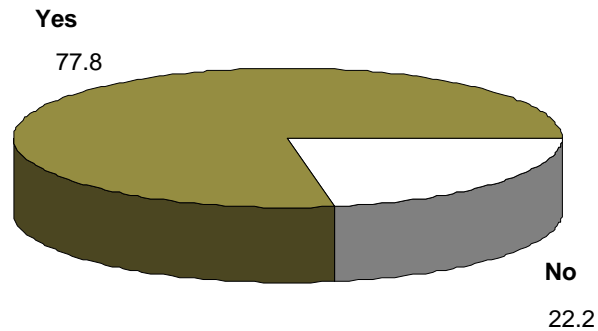


ANALYSIS

Almost half (49%) of growers and/or their agents are responsible for merchandising and/or care of product they supply to retail?

Of those that are responsible, more than three-quarters (78%) provide the merchandise at the retail level.

Question 22b: If yes, do you provide the merchandising at the retail level?



Percent of Mentions

2006 GPN SOI Survey
(Excludes retail)

Q21a.

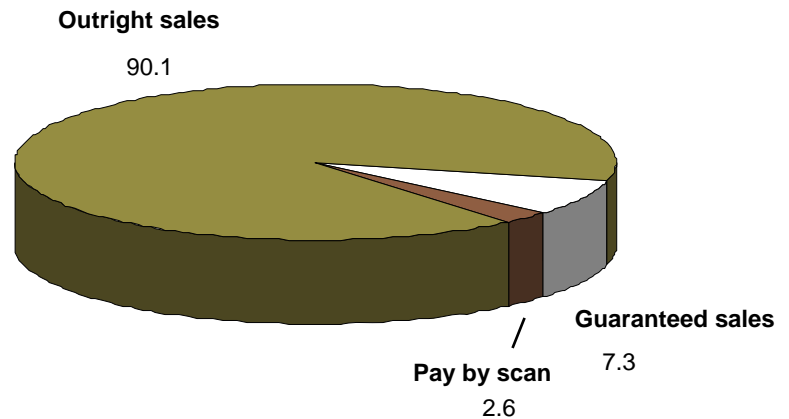
			Total	Business Type			Gross Sales				Total Growing Area			
			Respondent s	All - exclude retail	Wholesale only	Wholesale/ retail	Less than \$50,000	\$100,000 to \$999,999	\$1 to \$4.9 Million	\$5 Million or more	Less than 50,000 ft	50,000 to 99,999 ft	100,000 to 499,999 ft	500,000 ft or more
Standardized container need	Yes	Count	255	255	125	130	56	76	53	64	67	39	65	76
		Col %	60.3%	60.3%	59.2%	61.3%	62.2%	65.5%	55.8%	55.2%	56.8%	70.9%	65.0%	57.6%
	No	Count	168	168	86	82	34	40	42	52	51	16	35	56
		Col %	39.7%	39.7%	40.8%	38.7%	37.8%	34.5%	44.2%	44.8%	43.2%	29.1%	35.0%	42.4%

ABR Research, Inc. (May 2006)

Question 23: Approximately what percent of your sales are:

ANALYSIS

The vast majority (90%) of sales are outright with an additional 7% being guaranteed sales and the remainder (3%) of sales are pay by scan.



Average percent of mentions