

Sarah Farms Gallon Volume
Estimated by Account
Monthly Estimates

Foot Notes	Accounts	1997	1998	1999	2000	2001	2002	2003
1	Southwest	433,333	458,333	465,000	465,000	465,000	0	0
2	Food City	276,666	301,666	310,000	329,000	710,000	1,108,333	1,108,333
3	Independents	55,416	58,333	60,000	60,000	60,000	60,000	60,000
	Del Sol & King's (Yuma area)	13,333	14,166	15,000	15,000	15,000	20,416	20,416
4	Mercado	98,333	108,000	108,500	108,500	0	0	0
5	Wal-Mart	0	0	72,000	211,000	0	0	0
6	Ross Swiss/Stern Produce	83,333	91,666	100,000	100,000	150,000	68,750	68,750
7	Super K	0	0	0	0	50,000	20,000	20,000
8	Deco Foods	0	0	0	0	0	75,000	82,500
9	Food 4 Less	0	0	70,000	0	0	0	0
10	Costco	0	0	0	0	0	308,333	308,333
11	Sams Club	0	0	0	0	0	250,000	250,000
12	Bashas	0	0					85,000
	Gallon Totals	960,414	1,032,164	1,200,500	1,288,500	1,450,000	1,910,832	2,003,332

- 1- Southwest had 33 stores by 2001. Southwest when into bankruptcy in late 2001 early 2002. Food City purchased 19 locations. Safeway purchased 2 locations. Garrett's purchased 1 location. The remaining stores closed.
- 2- Food City merged their Mercado stores into Food City's in 2001 for a total of 21 stores. In 2001 Food City grew to 30 stores. In 2002 Food City purchased 19 Southwest stores and opened 2 additional stores for a total of 51 stores.
- 3- The major customers in this group are: Factor Sales, Villa Dist., Veterans Mkt., The Grocery Store.
- 4- Mercados converted into Food City's in 2001.
- 5- Sarah Farms served Wal-Mart from 1999 thru 2000. Adhor Farms served them in 2001. Shamrock served them from 2002 to present.
- 6- Stern Produce distributes for both Ross Swiss and Sarah Farms products. Sarah Farms is co-packing the Ross Swiss label in AZ. Ross Swiss customers are: Super K's and Big K's, Sprouts, Great Southwest Dist., Targets and other small accounts. In 2002 Ross Swiss lost a great deal of volume due to K-Mart closings and Targets and other small accounts going to Shamrock. Targets and other small accounts moved their business to Shamrock because of service and quality issues.
- 7- Super K closed 3 Super centers and 10 Big K's in 2002.
- 8- Deco Foods started to purchase gallons, 1/2 gallons and 5 gal bags from Sarah in January of 2002. Cream of Weber was the previous supplier.
- 9- Shamrock had the business from 1997 to 1998. Sarah Farms had the business in 1999. Shamrock got the business back in 2000 due to service and quality issues that Sarah Farms had.
- 10- Costco moved their business to Sarah Farms from Safeway in 2002. This transition to Sarah Farms started on 11/1/01.
- 11- Sam's Club moved their business to Sarah Farms from Shamrock which had 2 stores and Safeway had 10 stores. This transition to Sarah Farms started on 11/1/01.
- 12- Sarah Farms started to serve 8 Bashas stores in Tucson with Bashas private label gallons on 6/1/03.

Exhibit #: <u>22</u>
Wit: _____
Date: _____
Cropper & Assoc., Ltd.
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