



5 Year Comparison by Cycle	2017	2018	2019	2020	2021
	9/1 - 12/31	9/1 - 12/31	9/1 - 12/31	9/1 - 12/31	9/1 - 12/31

Beginning Inventory

Barrels Unfrozen:	0	0	0	0	0
Barrels in Freezers:	4,175,273	2,281,453	2,484,365	1,726,311	1,797,297
Barrels in Process Form:	1,842,736	2,016,816	1,671,832	1,020,448	957,262
Barrels in Concentrate Form:	3,727,372	2,586,624	1,780,092	2,017,370	1,608,651
Inventory Before Adjustments:	9,745,381	6,884,893	5,936,289	4,764,129	4,363,210
Adjustments:	-5,070	31	1,018	0	13,369
Adjusted Beginning Inventory:	9,740,311	6,884,924	5,937,307	4,764,129	4,376,579

Sources

Massachusetts, Rhode Island, Connecticut:	1,758,592	2,237,243	2,015,713	1,876,891	1,582,402
New Jersey:	422,830	447,592	447,723	513,801	557,080
Oregon:	474,359	544,464	515,038	546,251	485,695
Washington:	130,684	180,778	141,863	185,686	157,499
Wisconsin, Michigan, Minnesota:	5,335,325	5,271,545	4,485,133	4,609,882	3,826,399
Other states:	196	0	0	0	0
Total Domestic Acquired:	8,121,986	8,681,622	7,605,470	7,732,511	6,609,075
Foreign Acquired - Fresh:	86,617	76,013	75,156	41,704	29,067
Foreign Acquired - Processed:	1,146,160	1,639,325	1,026,431	1,422,735	1,338,159
Foreign Acquired - Concentrate:	44,017	2,403	23,749	2,827	11,551
Total Barrels Acquired:	9,398,780	10,399,363	8,730,806	9,199,777	7,987,852
Barrels in Transit:	69,478	34,121	-1,623	27,344	63,508

Sales

Domestic Sales - Fresh:	284,632	281,559	282,003	285,814	220,149
Domestic Sales - Processed:	2,514,292	2,113,965	2,275,634	2,234,116	2,177,219
Domestic Sales - Concentrate:	0	357,071	364,215	304,835	391,521
Sold to Government:	54,903	14,552	30,798	11,974	15,291
Total Domestic Sales:	2,853,827	2,767,147	2,952,650	2,836,739	2,804,180
Foreign Sales Fresh:	45,269	46,461	50,134	42,788	28,931
Foreign Sales Processed:	996,609	1,296,038	961,414	600,126	607,329
Foreign Sales Concentrate:	136,386	118,344	225,264	252,474	370,730
Total Sales:	4,032,091	4,227,990	4,189,462	3,732,127	3,811,170
Shrinkage:	205,473	428,769	40,421	-7,354	68,308
Total Sales & Shrinkage:	4,237,564	4,656,759	4,229,883	3,724,773	3,879,478

Ending Inventory

Barrels Unfrozen:	0	0	0	0	1,197
Barrels in Freezers:	8,711,001	8,318,590	7,009,987	7,362,274	6,577,981
Barrels in Process Form:	2,336,321	1,622,852	858,545	775,374	440,399
Barrels in Concentrate Form:	3,923,683	2,720,207	2,568,075	2,128,829	1,528,884
Total Barrels in Inventory:	14,971,005	12,661,649	10,436,607	10,266,477	8,548,461