



# 2011 AvoScore Card



- CONFIDENTIAL -

**MARKET** New England  
**REGION** Northeast

2011  
VOLUME  
RANK<sup>1</sup>

20

2011 YEAR-TO-  
DATE THRU:

Q3

SymphonyIRI Group retail sales data represents DMA markets.

DMA (Designated Market Area)  
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DMA includes a group of counties in the United States that are covered by a specific group of television stations. The term was coined by Nielsen Media Research, and they control the trademark on it. There are 205 DMAs in the United States.

Add '000s to Units and Dollars	2011				YEAR - TO - DATE			2011 INDEX (to 2010 YTD)	
	New England	Q1	Q2	Q3	Q4	2011	2010		Variance %
<b>UNIT SALES<sup>1</sup></b>	2,566	2,916	3,286			8,769	7,896	+11.1%	111%
<b>DOLLAR SALES<sup>1</sup></b>	\$2,142	\$2,582	\$2,885			\$7,609	\$6,529	+16.6%	117%
<b>AVG SELLING \$/UNIT</b>	\$0.83	\$0.89	\$0.88			\$0.87	\$0.83	+4.9%	

PLU	UNITS YTD	UNITS 2010	UNITS 2011	VARIANCE %	UNITS YTD	2010 % of TTL	2011 % of TTL	PLU List
4046	135	1,683	1,683	+1149.8%	4046	1.7%	19.2%	- 4046 Small Hass (#60s & smaller)
4225	3,460	1,770	1,770	-48.8%	4225	43.8%	20.2%	- 4225 Large Hass (#40 & #48)
4770	1	1	1	+18.8%	4770	0.0%	0.0%	- 4770 X-Large Hass (#36 & larger)
Other	548	566	566	+3.3%	Other	6.9%	6.5%	- Other includes Unknown, Pinkertons, Greenskins, etc.
Organic	24	24	24	+0.5%	Organic	0.3%	0.3%	- Organic includes all sizes
Bags	3,729	4,726	4,726	+26.7%	Bags	47.2%	53.9%	- Bags includes all bagged UPCs

Retail Dollar Trends (2010 vs 2011)	Q1	Q2	Q3	Q4	YTD
<b>Fruit</b>	+7.8%	+5.0%	+1.3%		+4.3%
<b>Produce</b>	+6.8%	+3.9%	+4.8%		+5.1%

AD ACTIVITY <sup>2</sup>	YTD
2011	n/a
2010	n/a

**Comments / Analysis:**

- YTD through '11-Q3, the New England market's retail volume (+11.1%) and dollar (+16.6%) trends outperformed the Northeast region's trends by +20 points in volume and +6 points in dollars
- YTD through '11-Q3, AVOCADO retail dollar trend of +16.6% outperformed the FRUITS and PRODUCE trends by more than +11 points

**Sources:**

- 1 Retail Data from SymphonyIRI Group/FreshLook Marketing v15
- 2 Advertising activity obtained from Market Track

Important Note: Due to the fact that SymphonyIRI Group/FreshLook recently restated all retail data, these AvoScore cards cannot be compared or used in conjunction with prior AvoScore cards.

**For more information:**  
Contact Hass Avocado Board (949) 341-3250

TOP REPORTING DMA MARKETS (based on 2010 Total Volume) <sup>1</sup>	
1 Los Angeles	11 Portland
2 San Francisco	12 San Diego
3 Houston	13 Boston
4 Dallas	14 Las Vegas
5 New York	15 Atlanta
6 Phoenix	16 Philadelphia
7 Sacramento	17 Detroit
8 Denver	18 Miami
9 Seattle	19 Tampa
10 Chicago	20 New England