



**Avocado Regional Composite**

**West Region**

January – March: 2009 vs. 2010





## Methodology

- **Sales and Market Data is obtained using CAST**
- **(Category Avocado Sales Trend)**
  - Information Resources Inc. gathers chain-wide sales across all RMAs (Retail Market Areas)
    - Regional figures include data collected from all reporting retailers, as well as imputed data (non-reporting retailers such as club, warehouse and independent stores) for a total of 100% of retail sales for the area
  - Data is entered into CAST system
  - Using CAST, data is queried and reported
- **Average Selling Price (ASP) is not Advertised Retail Price**
  - Average selling price is the average of all prices including coupons, promotional pricing, club/loyalty card deals that are given at the register at the time of purchase
- **Analysis is based on a Calendar Year (Jan-Mar) unless otherwise noted**
- **Total U.S. totals and averages utilized in comparisons includes all U.S. regions**
- **Retail data provided by IRI/FreshLook Marketing**
  
- **Important Note: Due to the fact that IRI / FreshLook recently restated all retail data, this review cannot be compared or used in conjunction with prior reviews**





## West: Region Highlights

- **Overview based on the following IRI markets:**

- Boise, ID; Denver, CO; Las Vegas, NV; Phoenix, AZ; Portland, OR; Salt Lake City, UT; Seattle, WA; Spokane, WA

- **West Overview**

- Category units experienced consecutive double-digit growth of +22% in 2009, and +34% in 2010
- Category dollars experienced consecutive growth of +10% in 2009, and +9% in 2010
- Category average selling price (ASP) experienced consecutive price declines of -10% to \$1.04/unit in 2009, and -19% to \$0.85/unit in 2010

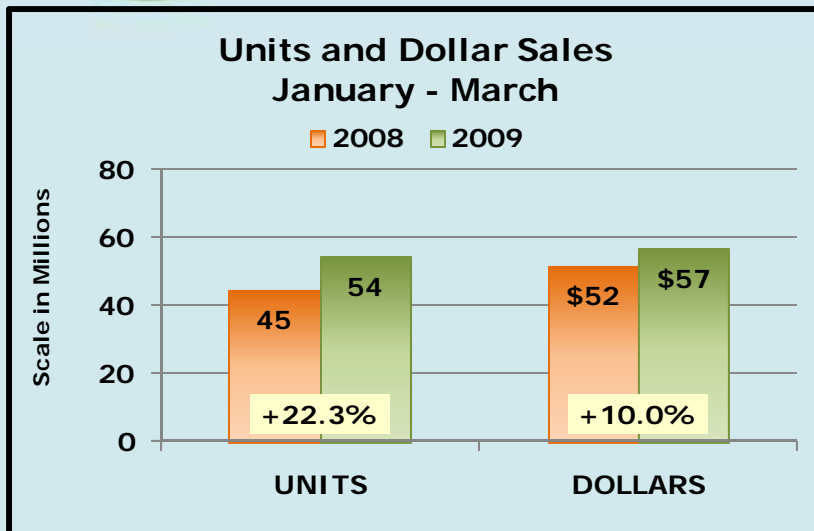
- **West versus Total U.S. trends**

- West's category unit trend of +34% was +5 points above the national average of +29%
  - PLU 4046 was the main driver of this increase, +14.90 million units
- West's category dollar trend of +9% was -3 points below the national average of +12%
- West's 2010 category ASP of \$0.85/unit was slightly higher than the national average of \$0.83/unit

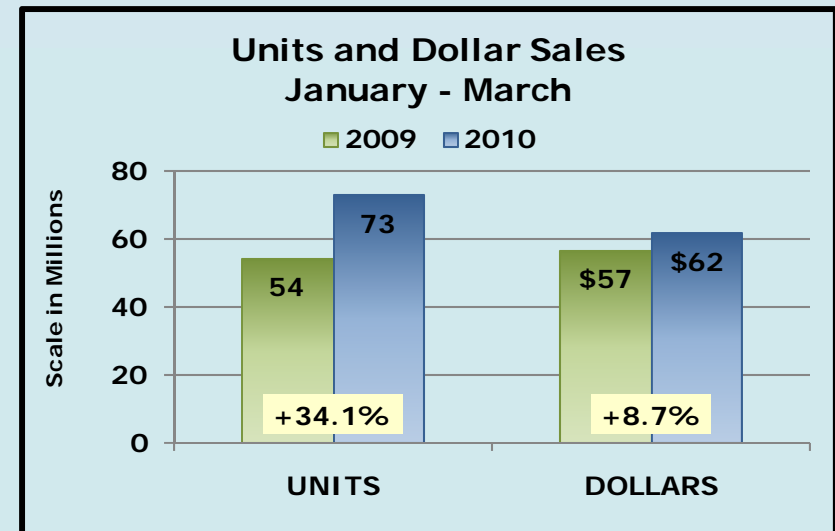




## West: Region Retail Sales Overview



Jan-Mar	2008	2009	08v09
Category ASP/Unit	\$ 1.16	\$ 1.04	-10.0%



Jan-Mar	2009	2010	09v10
Category ASP/Unit	\$ 1.04	\$ 0.85	-18.9%

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## West vs. Total U.S.: PLU Comparisons January – March: 2009 vs. 2010

JANUARY - MARCH: 2009 vs 2010

UNITS		West			Total U.S.		
PLU	Description	2009	2010	Variance	2009	2010	Variance
4046	Small Hass #60 sizes & smaller	20,547	35,442	+72.5%	90,883	118,234	+30.1%
4225	Large Hass #40 & #48 sizes	29,414	32,640	+11.0%	149,511	191,033	+27.8%
4770	X-Large Hass #36 sizes & larger	722	592	-18.1%	8,713	16,195	+85.9%
Other	Greenskins, Pinkertons, non-Hass PLUs	45	47	+4.5%	7,939	7,968	+0.4%
Organic	All Organic PLUs	900	1,137	+26.4%	2,761	3,743	+35.6%
Bags	All bagged PLUs	2,838	3,169	+11.7%	27,085	33,227	+22.7%
<b>TOTAL CATEGORY UNITS (add '000s)</b>		<b>54,465</b>	<b>73,027</b>	<b>+34.1%</b>	<b>286,891</b>	<b>370,400</b>	<b>+29.1%</b>
DOLLARS		West			Total U.S.		
PLU	Description	2009	2010	Variance	2009	2010	Variance
4046	Small Hass #60 sizes & smaller	\$ 18,075	\$ 25,528	+41.2%	\$ 69,226	\$ 79,854	+15.4%
4225	Large Hass #40 & #48 sizes	\$ 34,279	\$ 31,971	-6.7%	\$ 164,597	\$ 181,304	+10.1%
4770	X-Large Hass #36 sizes & larger	\$ 1,822	\$ 1,314	-27.9%	\$ 14,173	\$ 19,940	+40.7%
Other	Greenskins, Pinkertons, non-Hass PLUs	\$ 120	\$ 113	-5.5%	\$ 13,422	\$ 13,289	-1.0%
Organic	All Organic PLUs	\$ 1,427	\$ 1,703	+19.4%	\$ 4,441	\$ 5,133	+15.6%
Bags	All bagged PLUs	\$ 1,123	\$ 1,171	+4.3%	\$ 9,697	\$ 9,514	-1.9%
<b>TOTAL CATEGORY DOLLARS (add '000s)</b>		<b>\$ 56,845</b>	<b>\$ 61,801</b>	<b>+8.7%</b>	<b>\$ 275,556</b>	<b>\$ 309,034</b>	<b>+12.1%</b>
AVERAGE SELLING PRICE (ASP) / UNIT		West			Total U.S.		
PLU	Description	2009	2010	Variance	2009	2010	Variance
4046	Small Hass #60 sizes & smaller	\$ 0.88	\$ 0.72	-18.1%	\$ 0.76	\$ 0.68	-11.3%
4225	Large Hass #40 & #48 sizes	\$ 1.17	\$ 0.98	-16.0%	\$ 1.10	\$ 0.95	-13.8%
4770	X-Large Hass #36 sizes & larger	\$ 2.52	\$ 2.22	-12.0%	\$ 1.63	\$ 1.23	-24.3%
Other	Greenskins, Pinkertons, non-Hass PLUs	\$ 2.68	\$ 2.43	-9.5%	\$ 1.69	\$ 1.67	-1.4%
Organic	All Organic PLUs	\$ 1.58	\$ 1.50	-5.5%	\$ 1.61	\$ 1.37	-14.8%
Bags	All bagged PLUs	\$ 0.40	\$ 0.37	-6.6%	\$ 0.36	\$ 0.29	-20.0%
<b>CATEGORY ASP</b>		<b>\$ 1.04</b>	<b>\$ 0.85</b>	<b>-18.9%</b>	<b>\$ 0.96</b>	<b>\$ 0.83</b>	<b>-13.1%</b>

- West's category unit trend of +34% was +5 points above the national average of +29%

- West's +34% gain was driven by all segments, which exhibited growth from prior year, with the exception of PLU 4770
  - PLU 4046 was the main driver of this increase, +14.90 million units
  - PLU 4046 unit trend of +73% was +43 points higher than the national average of +30%

- West's category dollar trend of +9% was -3 points below the national average of +12%

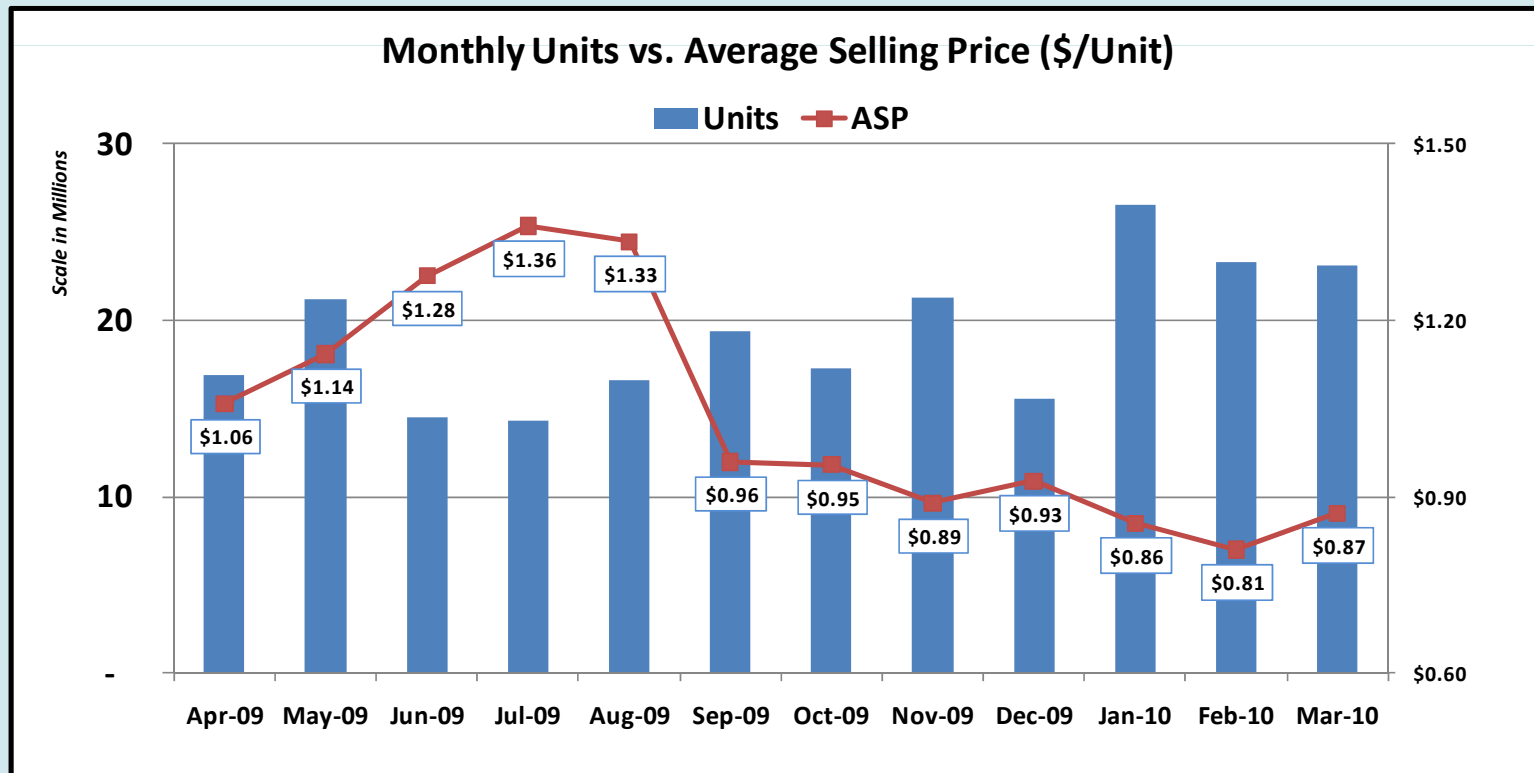
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## West Total Category by Month: Units to ASP (rolling 12-months)

- **The rolling 12-month average was 19.17 million units per month and \$1.01/unit**
  - The recent 6-months (Oct'09-Mar'10) showed an average of 21.19 million units each month, +24% increase from the prior 6-months average of 17.16 million units
  - Jan'10 was the peak of the 12 months observed with over 26.60 million units sold, and this may be because of the New Year's celebration and people preparing for the Super Bowl
- **ASP was lowest on Feb'10 at \$0.81/unit**
  - The recent 6-months (Oct'09-Mar'10) showed an ASP of \$0.88/unit, -25% lower than the prior 6-months which had an ASP of \$1.17/unit





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## *Appendix*

- **Retail scan data is collected and entered into CAST approximately every 4-6 weeks**
  - Data collection began in 1997
  - Data is collected and distributed by Information Research, Inc. (IRI) / FreshLook Marketing
  - Data is scrubbed and reviewed for accuracy prior to entry
- **Total U.S. totals and averages utilized in comparisons includes all U.S. regions**
- **Other data is analyzed by CA Avocado Commission's Data Analyst (Fusion Marketing) in conjunction with CAC personnel**
- **Analysis is based on a Calendar Year (Jan-Mar) unless otherwise noted**

