



Bureau of Labor Statistics
PPI Product Checklist

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OMB No. 1220-0008

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SU ID: Item Num:

NAICS 311615 – POULTRY PROCESSING

| | |
|--|----------------|
| YOUNG AND MATURE CHICKENS | PAGES 2 TO 3 |
| TURKEYS (INCLUDING FROZEN WHOLE OR PARTS) | PAGES 4 TO 5 |
| OTHER POULTRY AND SMALL GAME | PAGES 6 TO 7 |
| PROCESSED POULTRY AND SMALL GAME, (EXCEPT SOUPS) | PAGES 8 TO 9 |
| DEFINITIONS | PAGES 10 TO 11 |

NAICS INDUSTRY DEFINITION

This U.S. industry comprises establishments primarily engaged in (1) slaughtering poultry and small game and/or (2) preparing processing poultry and small game meat and meat byproducts.

EXCLUDED FROM THIS INDUSTRY ARE THE FOLLOWING:

| <u>NAICS</u> | <u>TITLE</u> | <u>PRODUCTS</u> |
|--------------|--|--|
| 112310 | Chicken Egg Production | Raising chickens for chicken egg production |
| 112320 | Broilers & Other Meat Type Chicken Production | Raising broilers, fryers, roasters, and other meat type chickens |
| 112330 | Turkey Production | Raising turkeys for meat or turkey egg production |
| 112340 | Poultry Hatcheries | Hatching of poultry of any kind |
| 112390 | Other Poultry Production | Raising poultry except chicken and turkeys, incl. ducks, emu, geese, ostrich, pheasants, quail, pigeons (squab) |
| 311119 | Other Animal Food Manufacturing | Prepared animal feeds for chickens and turkeys |
| 311412 | Frozen Specialty Food Manufacturing | Frozen TV dinners, entrees, and side dishes containing poultry |
| 311611 | Animal (except Poultry) Slaughtering | Slaughter of cattle, hogs, sheep, lambs, and calves and the production of meat products from animals slaughtered in the same establishment |
| 311612 | Meat Processed from Carcasses | Meat products manufactured from purchased carcasses |
| 311613 | Rendering and Meat Byproduct Processing | Rendering of animal fat, bones, and meat scraps |
| 311999 | All Other Miscellaneous Food Manufacturing | Eggs: canned, dehydrated, desiccated, frozen and processed, egg substitutes made from eggs, egg albumin, breaking of eggs |
| 424420 | Packaged Frozen Food Merchant Wholesalers | Merchant wholesale distribution of packaged frozen poultry |
| 424440 | Poultry and Poultry Product Merchant Wholesalers | Merchant wholesale distribution of poultry and/or poultry products (except canned and packaged frozen) |

01 PRODUCT

YOUNG CHICKEN (USUALLY UNDER 20 WEEKS OF AGE), WHOLE OR PARTS

- 001 Wet ice packed broiler or fryer shipped in bulk
- 002 Dry ice packed broiler or fryer shipped in bulk
- 003 Chilled tray packed broiler or fryer (consumer packaged)

OTHER BROILER AND FRYER PACKAGING INCLUDING FROZEN (ANY SHIPMENT SIZE)

- 004 Vacuum packed broiler or fryer
- 005 Individually quick frozen broiler or fryer
- 006 Other broiler and fryer packaging types (*specify*)

ROASTERS AND CAPONS INCLUDING FROZEN

- 007 Roaster
- 008 Capon

HEN OR FOWL (INCLUDING FROZEN), WHOLE OR PARTS (excludes Cornish game hens)

- 009 Egg producing hen (*spent hens*)
- 010 Egg producing fowl
- 011 Breeder hen
- 012 Breeder fowl

02 TYPE OF PRODUCTION

- 001 Primary product
- 002 Contract work for another company
- 003 Resale

03 PRODUCT CHARACTERISTICS

001 Brand name

002 Manufacturer's name of product

003 Product number

03 PRODUCT CHARACTERISTICS CONT. WHOLE CHICKEN

- 004 Cut up - whole
- 005 Not cut-up - whole

CHICKEN PARTS

BREAST MEAT

- 006 Boneless skinless whole breasts
- 007 Boneless skinless breast halves
- 008 Breast filets
- 009 Breast quarters
- 010 Breast quarters without wings
- 011 Breast tenderloins
- 012 Split breast with ribs
- 013 Split breast without ribs
- 014 Whole breast with ribs
- 015 Whole breast without ribs
- 016 Other breast meat part descriptor

LEG MEAT

- 017 Drumsticks
- 018 Leg quarters
- 019 Skinless boneless thigh
- 020 Thighs
- 021 Thighs with back
- 022 Whole legs
- 023 Other leg meat part descriptor

WINGS

- 024 Full cut wings
- 025 V-cut wings (*flat wing tip and drummette*)
- 026 Drummettes
- 027 Other wing part descriptor

CHICKEN GIBLETS AND BACKS

- 028 Necks
- 029 Hearts
- 030 Livers
- 031 Gizzards
- 032 Backs
- 033 OTHER CHICKEN PARTS (*incl. ground, diced, cutlets, shredded etc.*)

034 VARIETY PACKS (*i.e. mixed part combinations*)

03 PRODUCT CHARACTERISTICS CONT.

FURTHER POULTRY DESCRIPTORS

- 035 Bone-in
- 036 Boneless
- 037 Free range
- 038 Frozen self-basting
- 039 Kosher
- 040 Nonkosher
- 041 Lean
- 042 Low fat
- 043 Mechanically separated
- 044 Organic
- 045 Natural
- 046 Partially skinned
- 047 Portion control
- 048 Pre stuffed
- 049 Ready-to-cook
- 050 Reduced fat
- 051 Skin-on
- 052 Skinless
- 053 With neck and giblets
- 054 Without neck and giblets
- 055 Other poultry descriptor

COMMENTS

056 **SIZE/SIZE RANGE** *(size range is more common)*

PACKAGING

057 Packaging type *(i.e. polyethylene bags, box, case etc.)*

058 Container weight or weight range

059 Number of units or pieces per package

060 Other packaging descriptor

04 OTHER FEATURES *(255 character limit)*

001 _____

CHECKLIST CODE: E311615B CHECKLIST TITLE: TURKEYS (INCLUDING FROZEN), WHOLE OR PARTS

01 PRODUCT

- 001 Whole fryer-roaster turkey including frozen (usually under 16 weeks of age)
- 002 Whole young turkey (mature) including frozen (usually 4 to 7 months of age)
- 003 Whole old turkey (breeder) including frozen (usually over 12 months of age)
Turkey parts (including frozen)
- 004 Ground turkey, including frozen
- 005 Turkey cutlets, including frozen
- 006 Other turkey parts including frozen

02 TYPE OF PRODUCTION

- 001 Primary product
- 002 Contract work for another company
- 003 Resale

03 PRODUCT CHARACTERISTICS

- 001 Brand name
- 002 Manufacturer's name of product
- 003 Product number

FORM

WHOLE TURKEY

- 004 Cut up - whole
- 005 Not cut-up - whole

TURKEY PARTS

BREAST MEAT

- 006 Boneless skinless whole breasts
- 007 Boneless skinless breast halves
- 008 Breast filets
- 009 Breast quarters
- 010 Breast quarters without wings
- 011 Breast tenderloins
- 012 Split breast with ribs
- 013 Split breast without ribs
- 014 Whole breast with ribs
- 015 Whole breast without ribs
- 016 Other breast meat part descriptor

LEG MEAT

- 017 Drumsticks
- 018 Leg quarters
- 019 Skinless boneless thigh
- 020 Thighs
- 021 Thighs with back
- 022 Whole legs
- 023 Other leg meat part descriptor

WINGS

- 024 Full cut wings
- 025 V-cut wings (*flat wing tip and drummette*)
- 026 Drummettes
- 027 Other wing part descriptor

TURKEY GIBLETS AND BACKS

- 028 Necks
- 029 Hearts
- 030 Livers
- 031 Gizzards
- 032 Backs
- 033 OTHER TURKEY PART DESCRIPTORS
(Incl. diced, etc.)

- 034 VARIETY PACKS (*i.e. mixed part combinations*)

SIZE/SIZE RANGE

- 035 Light (less than 16 pounds)
- 036 Heavy (greater than 16 pounds)
- 037 Exact weight or weight range (*specify*)

CHECKLIST CODE: E311615B **CHECKLIST TITLE:** TURKEYS (INCLUDING FROZEN), WHOLE OR PARTS

03 PRODUCT CHARACTERISTICS CONT.

QUALITY GRADE

- 038 USDA A quality grade
- 039 USDA B quality grade
- 040 USDA C quality grade
- 041 Packer grade
- 042 Ungraded
- 043 Other quality grade

PRESERVATION STATE

- 044 Wet ice packed
- 045 Chill packed
- 046 Dry ice packed
- 047 Individually quick frozen (IQF)
- 048 Other preservation state

FURTHER POULTRY DESCRIPTORS

- 049 Bone-in
- 050 Boneless
- 051 Certified organic
- 052 Free range
- 053 Frozen self basting
- 054 Kosher
- 055 Nonkosher
- 056 Lean
- 057 Lowfat
- 058 Mechanically separated
- 059 Natural
- 060 Partially skinned
- 061 Pre-stuffed
- 062 Portion control
- 063 Ready-to-cook
- 064 Reduced fat
- 065 Skin-on
- 066 Skinless
- 067 Sliced
- 068 With neck and giblets
- 069 Without neck and giblets
- 070 Other poultry descriptor

PACKAGING

- 071 Packaging type (*i.e. polyethylene bags, box, case etc.*)
- 072 Container weight or weight range
- 073 Number of units or pieces per package
- 074 Other packaging descriptor

04 OTHER FEATURES (255 character limit)

001 _____

COMMENTS

01 PRODUCT

OTHER POULTRY AND SMALL GAME INCLUDING FROZEN, IN WHOLE OR PARTS

- 001 Duck
- 002 Goose
- 003 Guinea hen
- 004 Partridge
- 005 Pigeon
- 006 Quail
- 007 Rabbit
- 008 Squab (*young pigeon*)
- 009 Other poultry and small game

02 TYPE OF PRODUCTION

- 001 Primary product
- 002 Contract work for another company
- 003 Resale

03 PRODUCT CHARACTERISTICS

001 Brand name

002 Manufacturer's name of product

003 Product number

FORM

WHOLE

- 004 Cut up - whole
- 005 Not cut up - whole

PARTS

BREAST MEAT

- 006 Boneless skinless whole breasts
 - 007 Boneless skinless breast halves
 - 008 Breast filets
 - 009 Breast quarters
 - 010 Breast quarters without wings
 - 011 Breast tenderloins
 - 012 Split breast with ribs
 - 013 Split breast without ribs
 - 014 Whole breast with ribs
 - 015 Whole breast without ribs
 - 016 Other breast meat part descriptor
-

LEG MEAT

- 017 Drumsticks
 - 018 Leg quarters
 - 019 Skinless boneless thigh
 - 020 Thighs
 - 021 Thighs with back
 - 022 Whole legs
 - 023 Other leg meat part descriptor
-

WINGS

- 024 Full cut wings
 - 025 V-cut wings (*flat wing tip and drummette*)
 - 026 Drummettes
 - 027 Other wing part descriptor
-

GIBLETS AND BACKS

- 028 Necks
 - 029 Hearts
 - 030 Livers
 - 031 Gizzards
 - 032 Backs
 - 033 OTHER PART DESCRIPTORS
(*incl. diced, etc.*)
-

034 VARIETY PACKS (*i.e. mixed part combinations*)

035 **SIZE/SIZE RANGE** (*size range is more common*)

PRESERVATION STATE

- 036 Wet ice packed
 - 037 Chill packed
 - 038 Dry ice packed
 - 039 Individually quick frozen (IQF)
 - 040 Other preservation state
-

**03 PRODUCT CHARACTERISTICS CONT.
FURTHER POULTRY DESCRIPTORS**

- 041 Bone-in
- 042 Boneless
- 043 Certified organic
- 044 Free range
- 045 Frozen self basting
- 046 Fryer
- 047 Kosher
- 048 Nonkosher
- 049 Lean
- 050 Lowfat
- 051 Mechanically separated
- 052 Natural
- 053 Partially skinned
- 054 Pre-stuffed
- 055 Portion control
- 056 Ready-to-cook
- 057 Reduced fat
- 058 Roaster
- 059 Skin-on
- 060 Skinless
- 061 Sliced
- 062 Stewer
- 063 With neck and giblets
- 064 Without neck and giblets
- 065 Other poultry descriptor

PACKAGING

066 Packaging type (*i.e. polyethylene bags, box, case etc.*)

067 Container weight or weight range

068 Number of units or pieces per package

069 Other packaging descriptor

04 OTHER FEATURES (255 character limit)

001 _____

COMMENTS

CHECKLIST CODE: E311615D CHECKLIST TITLE: PROCESSED POULTRY AND SMALL GAME (EXCEPT SOUPS)

01 PRODUCT

- 001 Canned poultry (*contains 20 percent or more poultry*)
- 002 Cooked or smoked turkey, including frozen containing 20 percent or more poultry (*except frankfurters, hams, and luncheon meats*),
- 003 Cooked or smoked chicken, including frozen, containing 20 percent or more poultry (*except frankfurters, hams, and luncheon meats*)
- 004 Cooked or smoked poultry frankfurters, including frozen, containing 20 percent or more poultry (*including wieners, sausages, bratwurst etc*),
- 005 Cooked or smoked poultry hams, including frozen, containing 20 percent or more poultry
- 006 Cooked or smoked poultry luncheon meat, including frozen, containing 20 percent or more poultry
- 007 Other cooked or smoked poultry, including frozen, containing 20 percent or more poultry

- 008 Other processed poultry and small game including frozen, containing 20 percent or more poultry (*dehydrated, raw-boned, etc.*)

02 TYPE OF PRODUCTION

- 001 Primary product
- 002 Contract work for another company
- 003 Resale

03 PRODUCT CHARACTERISTICS

- 001 Brand name

- 002 Manufacturer's name of product

- 003 Product number

FORM (cooked forms may be subsequently frozen later)

WHOLE

- 004 Cut up - whole
- 005 Not cut up - whole

PARTS

BREAST MEAT

- 006 Boneless skinless whole breasts
- 007 Boneless skinless breast halves
- 008 Breast filets
- 009 Breast quarters
- 010 Breast quarters without wings
- 011 Breast tenderloins
- 012 Split breast with ribs
- 013 Split breast without ribs

- 014 Whole breast with ribs
- 015 Whole breast without ribs
- 016 Other breast meat part descriptor

LEG MEAT

- 017 Drumsticks
- 018 Leg quarters
- 019 Skinless boneless thigh
- 020 Thighs
- 021 Thighs with back
- 022 Whole legs
- 023 Other leg meat part descriptor

WINGS

- 024 Full cut wings
- 025 V-cut wings (*flat wing tip and drummette*)
- 026 Drummettes
- 027 Other wing part descriptor

LUNCHEON/DELI STYLE MEATS (COLD CUTS, MUST BE PREDOMINANTLY POULTRY))

- 028 Chicken bologna
- 029 Chicken ham
- 030 Turkey bologna
- 031 Turkey salami
- 032 Turkey ham
- 033 Other luncheon or deli style meat

FROZEN DINNER ROAST/ROLL (UNCOOKED)

- 034 White meat frozen dinner roast/roll
- 035 White/dark meat combination frozen dinner roast/roll
- 036 Other frozen dinner roast/roll

FRANKFURTER OR SAUSAGE TYPE

PRODUCT (MUST BE PREDOMINANTLY POULTRY)

- 037 Chicken dog
 - 038 Turkey dog
 - 039 Turkey bratwurst
 - 040 Turkey sausage
 - 041 Turkey frank
 - 042 Corn dog
 - 043 Other frankfurter type product
-

03 PRODUCT CHARACTERISTICS CONT. COOKED OR SMOKED POULTRY AND SMALL GAME (May be subsequently frozen)

044 SIZE/SIZE RANGE OF PRODUCT

PROCESSED FORM DESCRIPTIONS (examples: nuggets, fillets, patties, diced etc.)

045 _____

FURTHER POULTRY DESCRIPTORS

- 046 Barbecued
047 Bone-in
048 Boneless
049 Breaded
050 Certified organic
051 Combination of deboned white and dark meat
052 Dark meat only
053 Free range
054 Fried
055 Frozen self basting
056 Frozen IQF
057 Grill marks added
058 Ground
059 Kosher
060 Nonkosher
061 Lean
062 Lowfat
063 Low salt
064 Marinated (basted)
065 Mechanically separated
066 Natural
067 Minced
068 Partially skinned
069 Pre-browned
070 Pre-seasoned
071 Pre-sliced
072 Pre-stuffed
073 Portion control
074 Ready-to-cook
075 Reduced fat
076 Rotisserie style
077 Skin-on
078 Skinless
079 Sweeteners added
080 Vacuum packed
081 White meat only
082 With neck and giblets
083 Without neck and giblets
084 Other poultry descriptor

PACKAGING

085 Packaging type (i.e. polyethylene bags, box, case etc.)

086 Container weight or weight range

087 Number of units or pieces per package

088 Other packaging descriptor

04 OTHER FEATURES (255 character limit)

001 _____

COMMENTS

DEFINITIONS

BREAST QUARTER – Half a breast, a wing, and a portion of the back.

BROILER/FRYER (WOG) – Young chickens of either sex (typically male) which are slaughtered within 6 to 10 weeks of age after their slaughter weight has reached between 1.5 to 3.5 pounds. Broilers are usually prepared by broiling beneath direct heat, flame or over glowing coals.

BROTH – Liquids resulting from cooking poultry in water. Examples are chicken or turkey broth.

CAPON – Male chickens that are castrated at about 1 ¾ pounds and then allowed to grow to a desired weight before being slaughtered. Caponizing renders male chickens capable of quicker growth (lowering feed costs) and results in superior flesh quality. Capons are typically used in the home as roasting chickens.

CHICK – Newly hatched chicken of either sex.

CHILL PACKED CHICKEN – Chicken that is typically packaged for retail sale and is kept chilled (not frozen through) by mechanical refrigeration between the packing plant to the store counter. The chicken is kept chilled between 26 to 28 degrees Fahrenheit on the outside which allows the inside of the chicken to be between 32 and 43 degrees Fahrenheit making thawing and preparation easier for consumers, as the chicken is not frozen through.

COCKEREL – Any male chicken less than a year old. These could be either broiler/fryers or roasters as desired. Most are slaughtered within 6 to 10 weeks.

CORNISH GAME HEN – Young, immature chicken derived from an English breed of chicken raised chiefly for crossing with other breeds to produce roasters. Usually processed at five to six weeks of age and not weighing more than two pounds ready-to-cook weight. Not to be confused with egg producing hens (spent hens).

CRYOGENIC VACUUM PACKED – Carbon dioxide (CO₂) gas or liquid nitrogen is used to lower the temperature of the fowl, the fowl is then placed into a plastic bag which has the air vacuumed from it and then sealed. This is different than DRY ICE PACKED (carbon dioxide packed) which uses solidified blocks of CO₂ as the refrigerant.

CUTLET - Slices from a whole muscle tissue. Turkey breast cutlets are an example.

DRUMETTE – The meaty upper part of a wing (not a whole wing). They begin as whole wings, which are then cut at the joint.

FREE RANGE POULTRY – A designation that means the bird was allowed to roam free out doors, which may have a positive affect on the flavor of the poultry.

FRESH CHICKEN – The word fresh on the label of a chicken product indicates that the product has never been chilled or cooled below 26 degrees Fahrenheit.

FROZEN SELF BASTING – The poultry is injected with ingredients such as juices, oils, and seasonings before being frozen. When roasted the extra ingredients keep the meat moist and tender and provide extra flavor.

FROZEN TURKEY – Turkey that must be cooled to a temperature of 0 degrees Fahrenheit or colder even though turkey freezes at 26 degrees Fahrenheit. **HARD CHILLED TURKEY** is turkey which has been frozen to between 0 degrees and 26 degrees Fahrenheit. **FRESH TURKEY** is turkey which has never been allowed to be cooled to a temperature lower than 26 degrees Fahrenheit.

GIBLETS – The edible viscera of a fowl. These would include things like the heart, liver, gizzard, i.e. internal organs of a fowl often cooked separately.

GRADE (QUALITY) – These are designations assigned by the USDA to poultry meat. Grades A, B, and C are examples. The grades are based on appearance (lack of defects, i.e. damaged flesh or missing parts) of the product primarily. Grade A is by far the most common as lower grades are less likely to be sold.

HEN – Female chickens that have reached sexual maturity and are most often used as egg layers. They are typically more than one year old. Female chickens must mature for between four to six months from birth, before being able to lay eggs. They are then productive for another 12 to 18 months of egg laying before being slaughtered. Hens may continue to lay eggs for as long as 4 to 5 years but after the first year the rate is considerably reduced and the usual practice is only to keep them for about 1.5 years.

INDIVIDUALLY QUICK FROZEN (IQF) – Using cryogenic equipment, products are frozen so fast that the juices in the meats are not allowed to form large ice crystals and damage the flavor, juiciness, and tenderness of the meat. Both raw and cooked products may be frozen IQF.

KOSHER SLAUGHTERING - Requires ritual slaughter of the fowl/game. The live bird is bled by a specially trained rabbi. This implies no special quality of the bird - only that it is slaughtered according to religious laws.

LEG (WHOLE LEG) – A thigh and drumstick, does not include a portion of the back.

LEG QUARTER – A thigh, a drumstick and a portion of the back.

MATURE TURKEY – An old turkey of either sex (usually in excess of 15 months of age) with coarse skin and toughened flesh.

MECHANICALLY SEPARATED – A poultry food product made by mechanically separating bone from muscle tissue of carcasses.

NATURAL CHICKEN OR TURKEY – This refers to chicken or turkey which has had limiting processing and has no artificial ingredients or coloring added to the product.

ORGANIC CHICKEN OR TURKEY – This refers to chickens or turkeys that were allowed to roam free outdoors (free range) and that have been fed only organic feed free of antibiotics and growth hormones.

PULLET – Female chicken less than a year old.

RAW BONED - Boneless raw meat.

ROASTERS – Typically fully grown male fowls fed and managed for a desired optimal size and weight and then slaughtered when prime for roasting whole. They are often stuffed with dressing and made the chief food in a large family dinner.

ROOSTER – Male chickens more than one year old (also known as cocks). These are typically used as breeder stock first before eventually being slaughtered.

SQUAB – A young immature pigeon of either sex, and is extra tender meat.

STEWING CHICKEN – Typically a mature female chicken (usually more than 10 months of age) with meat less tender than that of a roaster or roasting chicken and non-flexible breastbone tip. These are usually hens whose egg laying production has fallen due to age. The chicken meat ends up in soups for example.

TENDER – Any strip of breast meat.

TENDERLOIN – Inner pectoral muscle that lies alongside the breastbone.

TOM – The male of various animals. Turkey toms is an example.

WET ICE PACKED CHICKEN – Chicken that is cooled in ice and water and shipped in usually by truck in ice shavings at between 28 and 35 degrees Fahrenheit.

WHITE AND DARK MEATS – For both chickens and turkeys, the white meat comes primarily from the breasts and wings and the dark meats come from the thighs and drumsticks (leg).

YOUNG CHICKEN – Commercially grown broiler-fryer and other young, immature birds, such as roasters and capons.

YOUNG TURKEY – Turkeys usually under 8 months of age. Turkeys are typically ready for marketing after between 18 and 22 weeks of growth.

TRANSACTION INFORMATION

MARKET/INTRA-COMPANY TRANSACTION

Market sale
Intra-company transfer
Same price to both

DOMESTIC/FOREIGN BUYER

Domestic buyer
Foreign buyer
Same price to both

TYPE OF BUYER

Distributor
Retailer
Restaurant
Food processor
Government
Exporter
Same price to all buyers

Other _____

Type of Buyer Code _____

BLS CONTRACT: YES NO

CONTRACT TERMS

Contract
No contract
Purchase order
Other _____

SIZE OF SHIPMENT/ORDER

Price Determining: Yes No
Size of Shipment

Other _____

Size of Order

Other _____

FREIGHT TYPE

Not Applicable
FOB Factory
Delivered
Delivered _____

ITEM PRICE

TYPE OF PRICE

Net transaction (actual shipment)
Net (list minus all adjustments indicated)
Estimated net
Average price
List (some adjustments indicated)
List

Other _____

NOTE: For average prices, enter basis of average in Comments.

UNIT OF MEASURE

Pound
Ounce
Case
Bag
Other _____

REPRICING CYCLE

| | | | |
|------------|-------|------------|-------|
| Jan | M O S | Jul | M O S |
| Feb | M O S | Aug | M O S |
| Mar | M O S | Sep | M O S |
| Apr | M O S | Oct | M O S |
| May | M O S | Nov | M O S |
| Jun | M O S | Dec | M O S |

COMMENTS

ADJUSTMENTS TO PRICE WORKSHEET

CASH DISCOUNT

Respondent name for discount

Complete cash discount structure

CASH SURCHARGE

Respondent name for surcharge

Complete cash surcharge structure

COMPETITIVE DISCOUNT

Not currently in effect

Respondent name for discount

Standard discount

Amount

Price reductions vary with market conditions

Average amount

Reported price reflects market condition reductions

SEASONAL DISCOUNT

Respondent name for discount

Discount on shipments

Discount on orders

Complete seasonal discount structure

Adjustment factor, by month, where applicable

| | | | |
|-----|-------|-----|-------|
| Jan | _____ | Jul | _____ |
| Feb | _____ | Aug | _____ |
| Mar | _____ | Sep | _____ |
| Apr | _____ | Oct | _____ |
| May | _____ | Nov | _____ |
| Jun | _____ | Dec | _____ |

TRADE DISCOUNT

Respondent name for discount

Amount

Offered to

QUANTITY DISCOUNT

Respondent name for discount

Amount

Required size

Discount on shipments

Discount on orders

Discount on both shipments and orders

OTHER DISCOUNT

Type of discount

Amount

Terms

OTHER DISCOUNT

Type of discount

Amount

Terms

OTHER SURCHARGE

Type of surcharge

Amount

Terms

ADJUSTMENTS TO PRICE

___ Adj None (No adjustments to price)

| Adj Type | Adj Amount Terms | Adj Category | Adj Rep Applied | Adj Order Applied | Adj Sign | Adj Seas Flag | Adj Factor |
|----------------|------------------|--------------|-----------------|-------------------|----------|---------------|-----------------|
| Cash discount | | D | Y N | | * + -- % | Y N | |
| Cash surcharge | | S | Y N | | * + -- % | Y N | |
| Competitive | | D | Y N | | * + -- % | Y N | |
| Seasonal | | D | Y N | | * + -- % | Y N | (See Worksheet) |
| Trade | | D | Y N | | * + -- % | Y N | |
| Quantity | | D | Y N | | * + -- % | Y N | |
| | | D S | Y N | | * + -- % | Y N | |
| | | D S | Y N | | * + -- % | Y N | |
| | | D S | Y N | | * + -- % | Y N | |
| | | D S | Y N | | * + -- % | Y N | |
| | | D S | Y N | | * + -- % | Y N | |

REPORTER ADDRESS INFORMATION

Reporter Name _____ Reporter Phone _____

Reporter Title _____ Reporter Fax _____

Reporter Company _____ Reporter Email Address _____

Reporter Address Street _____

Reporter Address City _____ Reporter Address State _____ Reporter Address Zip _____

Overlap Reporter Code _____ Repricing Method Mail Fax (circle one)