



FAR WEST SPEARMINT OIL

ADMINISTRATIVE COMMITTEE

6601 W Deschutes Ave
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Kennewick, WA 99336
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AGENDA

**Administrative Committee Meeting
October 14, 2020
Nampa Civic Center, Nampa, ID**

- I. Roll Call
 - A. Committee Members
 - B. Introductions
- II. Report on Nominations
- III. Consideration of Minutes of February 26, 2020 committee meeting
- IV. Review and Approval of Current Financial Statements
 - A. Income/expense report
 - B. Check Detail
- V. New Business
 - A. Review of Statistics
 - B. Consideration of Class 1 (Scotch) Regulations
 1. Review of Current Scotch Regulations
 2. Recommendation of 2021-22 scotch Regulations
 - C. Consideration of Class 3 (Native) Regulations
 1. Review of Current Native Regulations
 2. Recommendation of 2021-22 Native Regulations
 - D. Other New Business
 - A. Idaho Mint commission – Request for Spearmint Root Stock Propagators
- VI. Next Meeting – Budget Mtg. In Tri-Cities, WA, Wednesday, February 17, 2021
- VII. Adjournment

FAR WEST SPEARMINT OIL ADMINISTRATIVE COMMITTEE
2020 Members & Alternates

POSITIONS
DISTRICT 1

MEMBERS

ALTERNATES

1

VICE CHAIR
George Colley (1 - 21)
1860 W Rankin Rd.
Othello, WA 99344
Cell (509) 750-4298
gcolley1@smwireless.com

Craig Gilbert (1 - 21)
14388 Road 'D' SE
Othello, WA 99344
(509) 760-4393
cmgilbertns@gmail.com

2

TREASURER
Chris Van Belle (1 - 20)
10921 Van Belle Rd.
Sunnyside, WA 98944
(509) 839-3176
Cell (509) 728-8387
bellies@embarqmail.com

Troy Martin (1 - 20)
300 W. Woodin Road
Sunnyside, WA 98944
(509) 837-7669
Cell (509) 840-3709
Troy-mar@hotmail.com

3

CHAIR
Matt Sealock (2 - 21)
2044 Blaine Road
Zillah, WA 98953
Cell (509) 728-2787
mattsealock@hotmail.com

Harold Sealock (2 - 21)
5520 S. Wapato Road
Toppenish, WA 98948
(509) 865-4889
Cell (509) 961-2302

4

Ryan Ferguson (2 - 20)
7272 Progressive Rd
Wapato, WA 98951
(509) 969-4819
fergusonfarmsllc@embarqmail.com

Vacant

DISTRICT 2

5

Chad Neeley (1 - 21)
1959 S. Sandrest Way
Nampa, ID 83686
Cell (208) 880-5508
cbnfarm@gmail.com

Clay Christensen (1 - 21)
18250 Van Slyke Rd
Wilder, ID 83676
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claychristensen@gmail.com

6

SECRETARY
Chris Mio (1 - 20)
7230 Boise Rd.
Fruitland, ID 83619
Cell (208) 230-3276
Blackdogjiujitsu@gmail.com

Harold McConnell (2 - 20)
8825 W. Chinden Blvd
Meridian, ID 83646
(208) 286-9641
Cell (208) 949-3674
jhinv@msn.com

DISTRICT 3

7

Kim Mills (1 - 21)
77853 No. Ash Road
Stanfield, OR 97875
(541) 449-1120
Cell (541) 571-3781
kjmills8@yahoo.com

Faith St. Hilaire (1 - 21)
84186 Hwy 37
Hermiston, OR 97838
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8

PUBLIC MEMBER
Nancy Boettcher (1 - 21)
8127 W. Grandridge Blvd. 120
Kennewick, WA 99336
(509) 579-0732
(509) 528-5107 – Mobile
NBoettcher@inb.com

PUBLIC ALTERNATE
Jay Castle (1 - 21)
19106 S. Quail Run Drive SW
Prosser, WA 99350
509-840-0732
jay@bleyhl.com



MINUTES
Administrative Committee Meeting
Wednesday, February 26, 2020
Three Rivers Convention Center, Kennewick, WA

Chairman Kene Christensen called the meeting to order at 9:06 am.

I. ROLL CALL – Attending were:

Committee Members: George Colley, Chris Van Belle, Matt Sealock, Ryan Ferguson, Chad Neeley, Chris Mio, Kim Mills, Nancy Boettcher.

Alternate Committee Members: Craig Gilbert, Harold Sealock, Harold McConnell, Jay Castle

Growers: Kevin Gilbert, Kene Christensen, Gary Christensen, Marc Mills, Marvin Mills, J.P. Lete, Troy Martin, Todd Wheeler

Handlers: Max Amundson, Rodney Jones–Callisons, Tyler Schilperoort –AM Todd, Phil Dufault– Labbeemint, Chris Leman, Elijah Perkins –Norwest, Devin Dekker – RCB International, John Cheatham – Lebermuth.

USDA: Barry Broadbent, Joshua Wilde

Interested Parties: Rod Christensen

Administration: Shane Johnson, Kim Hatch, Nicole Peterson and Sheri Nolan

II. USDA Antitrust Statement

Josh Wilde discussed the Antitrust Statement.

III. Audit Review

Emily McCann from CliftonLarsonAllen, LLP reviewed the audit for the Fiscal Year ending in May 2019.

Chris Van Belle moved and Nancy Boettcher seconded the motion to accept the audit. The motion passed unanimously.

IV. Minutes Consideration

Minutes from the October 16, 2019 meeting and February 18, 2020 conference call were reviewed by all. Nancy Boettcher moved and Chris Van Belle seconded the motion to accept the minutes of the October 16, 2019 meeting and February 18, 2020 conference call as presented. The motion passed unanimously.

V. Review and Approval of Current Financial Statements

Shane Johnson reviewed the Statement of Income and Expenses for the period June 1, 2019 through February 24, 2020 (Copy attached). He reported that the income to date totaled \$148,182.07; total expenses to date are \$148,585.98 resulting in net loss of <\$403.91>. He also reported that the balance sheet indicated that there \$120,853.02 in the Washington Trust Bank Account, and prepaid insurance, \$1,368.97 for total assets of \$122,200.01. Shane also presented the check detail, October 16, 2019 to February 17, 2020. There were no questions on the financial statements and Chris Van Belle made a motion that the financial records be accepted as presented, Chad Neeley seconded to accept the financial statements. The motion passed unanimously.

VI. New Business

A. Report of Executive/Budget Sub Committee

1. Approval of 2020-2021 Compliance Plan - Shane reviewed the minor changes from last year's Compliance Plan that were suggested after the USDA Audit. A couple of clarifications need to be made with the USDA. A motion was made by Chris Mio, seconded by Chris Van Belle to recommend the approval of the compliance plan with latitude for minor changes with clarification from the USDA. The motion passed unanimously.
2. Internal Control Policies document was reviewed by Shane Johnson, noting the only change was to define the per diem for half day (less than four hours) and full day (longer than four hours). A motion was made by Ryan Ferguson, seconded by Chris Van Belle to approve the Internal Control Policies as presented. The motion passed unanimously.
3. Review and Approval of the following: Shane reviewed the following items and discussed the Executive Committee meeting where these were also discussed. Staff left the room so that the committee and those in attendance could discuss these items without staff present. Upon returning the following actions were taken:
 - a. Market and Promotion Budget: Chris Van Belle motioned, and Kim Mills seconded to approve the Market and Promotion Budget in the amount of \$4,500. The motion passed unanimously.
 - b. Full Budget: A motion was made by Chris Van Belle, seconded by Ryan Ferguson to approve the 2020-2021 budget. The motion passed unanimously.
 - c. 2020-2021 Assessment Rate: Ryan Ferguson motioned to approve the .14 cent assessment rate, Chris Van Belle seconded the motion. The motion passed unanimously.
4. George Colley motioned to approve the 2020-2021 Contract with Ag Association Management at the current level. Chris Van Belle seconded. The motion passed unanimously.

VII. Next Meeting: Chairman Matt Sealock set the date for the next meeting for October 14, 2020 to be held in Pendleton, OR at a location TBD. Area grower meetings will take place 2 to 3 weeks prior.

X. Adjournment:

The meeting was adjourned by Chad Neeley at 10:37 a.m.

Submitted by:

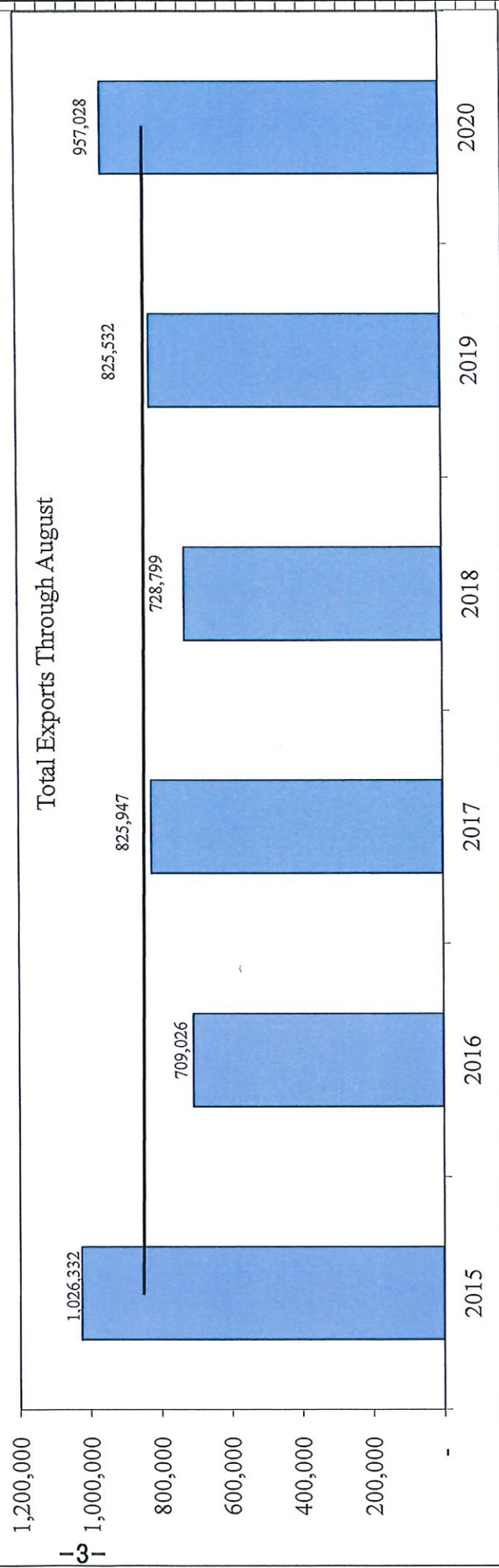
_____ Shane Johnson, Manager

Attested to by:

_____ Committee Member

EXPORTS OF SPEARMINT OIL BY MONTH FOR CALENDAR YEAR (Lbs.)

Month	2015		2016		2017		2018		2019		2015- 2019 Avg		2020	
	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative
January	171,097	171,097	106,381	106,381	113,213	113,213	89,070	89,070	113,278	113,278	118,608	118,608	119,087	119,087
February	125,733	296,830	81,947	188,328	92,002	205,215	91,672	180,742	69,759	183,036	92,222	210,830	87,052	206,139
March	166,617	463,447	103,788	292,116	99,370	304,585	127,973	308,715	155,909	338,945	130,731	341,562	127,211	333,350
April	104,205	567,651	127,563	419,679	142,386	446,971	80,560	389,275	89,490	428,435	108,841	450,402	183,777	517,127
May	112,476	680,128	81,389	501,068	81,063	528,034	105,854	495,129	107,813	536,248	97,719	548,121	180,794	697,921
June	143,910	824,038	-	501,068	127,435	655,469	68,418	563,546	85,317	621,565	85,016	633,137	172,432	870,353
July	97,038	921,075	105,091	606,159	61,932	717,401	73,288	636,834	108,483	730,048	89,166	722,303	42,571	912,924
August	105,256	1,026,332	102,867	709,026	108,546	825,947	91,965	728,799	95,484	825,532	100,824	823,127	44,103	957,028
September	95,122	1,121,454	83,144	792,170	87,375	913,322	104,646	833,445	60,576	886,108	86,173	909,300	-	-
October	148,533	1,269,986	110,667	902,837	118,054	1,031,376	97,285	930,729	115,853	1,001,961	118,078	1,027,378	-	-
November	84,654	1,354,641	44,564	947,400	75,889	1,107,265	106,811	1,037,540	113,079	1,115,040	84,999	1,112,377	-	-
December	176,200	1,530,841	74,072	1,021,473	101,584	1,208,849	166,747	1,194,287	200,852	1,315,892	141,891	1,254,268	-	-
Total	1,530,841		1,021,473		1,208,849		1,194,287		1,315,892		1,254,268		957,028	



2020 Spearmint Oil Export Average Declared Value Through August: \$18.73

Source: Department of Commerce

Essential Oils Of Spearmint
2020 Exports By Month

		Jan-20				Feb-20			
Country	KG	Lbs	Value (\$US)	Price per lb	Country	KG	Lbs	Value (\$US)	Price per lb
Argentina	178.00	392.42	\$ 5,685.00	\$ 14.49	Brazil	3,315.00	7,308.32	\$ 221,100.00	\$ 30.25
Brazil	5,751.00	12,678.77	\$ 307,059.00	\$ 24.22	China	4,390.00	9,678.28	\$ 173,095.00	\$ 17.88
China	7,010.00	15,454.39	\$ 350,942.00	\$ 22.71	France	3,437.00	7,577.28	\$ 142,704.00	\$ 18.83
Ecuador	360.00	793.66	\$ 17,424.00	\$ 21.95	Germany	1,970.00	4,343.10	\$ 84,219.00	\$ 19.39
France	4,146.00	9,140.35	\$ 116,734.00	\$ 12.77	India	2,950.00	6,503.63	\$ 250,503.00	\$ 38.52
Germany	19,558.00	43,117.96	\$ 670,598.00	\$ 15.55	Indonesia	280.00	617.29	\$ 11,115.00	\$ 18.01
India	925.00	2,039.27	\$ 55,962.00	\$ 27.44	Ireland	1,665.00	3,670.69	\$ 45,136.00	\$ 12.30
Japan	1,162.00	2,561.77	\$ 52,706.00	\$ 20.57	Japan	183.00	403.45	\$ 6,870.00	\$ 17.03
Mexico	360.00	793.66	\$ 12,015.00	\$ 15.14	Mexico	1,980.00	4,365.15	\$ 59,850.00	\$ 13.71
Netherlands	7,421.00	16,360.49	\$ 156,255.00	\$ 9.55	Netherlands	544.00	1,199.31	\$ 20,952.00	\$ 17.47
Poland	672.00	1,481.50	\$ 33,878.00	\$ 22.87	Poland	240.00	529.11	\$ 12,099.00	\$ 22.87
Singapore	3,592.00	7,919.00	\$ 143,662.00	\$ 18.14	Singapore	1,763.00	3,886.75	\$ 63,325.00	\$ 16.29
Switzerland	941.00	2,074.55	\$ 36,661.00	\$ 17.67	Switzerland	9,826.00	21,662.60	\$ 272,060.00	\$ 12.56
Turkey	180.00	396.83	\$ 7,470.00	\$ 18.82	Thailand	572.00	1,261.04	\$ 26,726.00	\$ 21.19
United Kingdom	1,761.00	3,882.34	\$ 75,479.00	\$ 19.44	Turkey	1,315.00	2,899.08	\$ 40,044.00	\$ 13.81
January Total	54,017.00	119,086.96	\$ 2,042,550.00	\$ 17.15	United Kingdom	5,056.00	11,146.56	\$ 149,327.00	\$ 13.40
					February Total	39,486.00	87,051.63	\$ 1,579,125.00	\$ 18.14

		Mar-20				Apr-20			
Country	KG	Lbs	Value (\$US)	Price per lb	Country	KG	Lbs	Value (\$US)	Price per lb
Argentina	391.00	862.01	\$ 15,304.00	\$ 17.75	Argentina	180.00	396.83	\$ 5,715.00	\$ 14.40
Australia	180.00	396.83	\$ 6,651.00	\$ 16.76	Brazil	1,646.00	3,628.80	\$ 103,862.00	\$ 28.62
Brazil	4,234.00	9,334.36	\$ 233,158.00	\$ 24.98	Chile	75.00	165.35	\$ 3,970.00	\$ 24.01
China	4,226.00	9,316.72	\$ 250,830.00	\$ 26.92	China	25,823.00	56,929.90	\$ 1,758,871.00	\$ 30.90
Egypt	200.00	440.92	\$ 9,520.00	\$ 21.59	France	17,612.00	38,827.77	\$ 619,514.00	\$ 15.96
France	4,305.00	9,490.89	\$ 121,446.00	\$ 12.80	Germany	19,389.00	42,745.38	\$ 722,002.00	\$ 16.89
Germany	12,599.00	27,776.01	\$ 488,480.00	\$ 17.59	Indonesia	186.00	410.06	\$ 8,185.00	\$ 19.96
India	612.00	1,349.23	\$ 43,015.00	\$ 31.88	Japan	2,160.00	4,761.98	\$ 97,740.00	\$ 20.53
Ireland	484.00	1,067.04	\$ 13,119.00	\$ 12.29	Mexico	180.00	396.83	\$ 7,740.00	\$ 19.50
Japan	3,554.00	7,835.22	\$ 154,290.00	\$ 19.69	Netherlands	1,830.00	4,034.45	\$ 75,702.00	\$ 18.76
Korea, South	1,790.00	3,946.27	\$ 92,470.00	\$ 23.43	New Zealand	226.00	498.24	\$ 4,355.00	\$ 8.74
Malaysia	219.00	482.81	\$ 8,325.00	\$ 17.24	Poland	368.00	811.30	\$ 17,003.00	\$ 20.96
Mexico	180.00	396.83	\$ 7,740.00	\$ 19.50	Singapore	4,161.00	9,173.42	\$ 178,592.00	\$ 19.47
Netherlands	11,040.00	24,339.00	\$ 252,225.00	\$ 10.36	South Africa	60.00	132.28	\$ 2,880.00	\$ 21.77
Poland	70.00	154.32	\$ 3,646.00	\$ 23.63	Switzerland	5,960.00	13,139.54	\$ 233,315.00	\$ 17.76
Singapore	1,638.00	3,611.17	\$ 59,130.00	\$ 16.37	Turkey	182.00	401.24	\$ 7,671.00	\$ 19.12
South Africa	84.00	185.19	\$ 2,808.00	\$ 15.16	United Kingdom	3,322.00	7,323.75	\$ 154,430.00	\$ 21.09
Switzerland	4,652.00	10,255.89	\$ 176,624.00	\$ 17.22	April Total	83,360.00	183,777.12	\$ 4,001,547.00	\$ 21.77
United Kingdom	7,244.00	15,970.27	\$ 316,491.00	\$ 19.82					
March Total	57,702.00	127,210.98	\$ 2,255,272.00	\$ 17.73					

		May-20			Jun-20				
Country	KG	Lbs	Value (\$US)	Price per lb	Country	KG	Lbs	Value (\$US)	Price per lb
Australia	180.00	396.83	\$ 6,651.00	\$ 16.76	Brazil	3,840.00	8,465.74	\$ 221,391.00	\$ 26.15
Brazil	6,417.00	14,147.05	\$ 367,473.00	\$ 25.98	China	7,102.00	15,657.21	\$ 334,493.00	\$ 21.36
Chile	80.00	176.37	\$ 3,970.00	\$ 22.51	France	15,592.00	34,374.44	\$ 557,414.00	\$ 16.22
China	20,975.00	46,241.90	\$ 1,259,002.00	\$ 27.23	Germany	9,014.00	19,872.44	\$ 357,262.00	\$ 17.98
Egypt	181.00	399.04	\$ 8,263.00	\$ 20.71	India	2,379.00	5,244.79	\$ 124,485.00	\$ 23.73
France	17,342.00	38,232.52	\$ 603,277.00	\$ 15.78	Indonesia	180.00	396.83	\$ 6,300.00	\$ 15.88
Germany	430.00	947.99	\$ 18,664.00	\$ 19.69	Japan	8,065.00	17,780.26	\$ 380,686.00	\$ 21.41
India	2,291.00	5,050.78	\$ 137,223.00	\$ 27.17	Korea, South	893.00	1,968.73	\$ 45,030.00	\$ 22.87
Indonesia	460.00	1,014.13	\$ 15,894.00	\$ 15.67	Mexico	362.00	798.07	\$ 16,507.00	\$ 20.68
Japan	314.00	692.25	\$ 22,864.00	\$ 33.03	Netherlands	1,954.00	4,307.83	\$ 51,709.00	\$ 12.00
Korea, South	300.00	661.39	\$ 17,400.00	\$ 26.31	Singapore	3,966.00	8,743.52	\$ 136,411.00	\$ 15.60
Netherlands	852.00	1,878.34	\$ 32,725.00	\$ 17.42	Switzerland	18,882.00	41,627.63	\$ 600,989.00	\$ 14.44
Philippines	206.00	454.15	\$ 4,156.00	\$ 9.15	Thailand	544.00	1,199.31	\$ 26,726.00	\$ 22.28
Singapore	4,931.00	10,870.98	\$ 107,125.00	\$ 9.85	United Kingdom	5,441.00	11,995.34	\$ 241,780.00	\$ 20.16
Switzerland	17,535.00	38,658.01	\$ 553,759.00	\$ 14.32	June Total	78,214.00	172,432.15	\$ 3,101,183.00	\$ 17.98
Thailand	954.00	2,103.21	\$ 44,543.00	\$ 21.18					
Turkey	180.00	396.83	\$ 7,470.00	\$ 18.82					
United Kingdom	8,379.00	18,472.51	\$ 294,505.00	\$ 15.94					
May Total	82,007.00	180,794.27	\$ 3,504,964.00	\$ 19.39					

		Jul-20			Aug-20				
Country	KG	Lbs	Value (\$US)	Price per lb	Country	KG	Lbs	Value (\$US)	Price per lb
Argentina	203.00	447.54	\$ 11,498.00	\$ 25.69	Australia	764.00	1,684.33	\$ 26,604.00	15.80
Brazil	1,665.00	3,670.69	\$ 112,853.00	\$ 30.74	Brazil	5,020.00	11,067.19	\$ 147,707.00	13.35
China	8,465.00	18,662.11	\$ 258,923.00	\$ 13.87	China	4,056.00	8,941.94	\$ 150,138.00	16.79
Germany	3,820.00	8,421.65	\$ 131,840.00	\$ 15.65	Costa Rica	352.00	776.03	\$ 21,973.00	28.31
India	726.00	1,600.55	\$ 35,467.00	\$ 22.16	Germany	1,990.00	4,387.19	\$ 81,063.00	18.48
Indonesia	180.00	396.83	\$ 7,740.00	\$ 19.50	Japan	1,671.00	3,683.92	\$ 64,699.00	17.56
Japan	1,620.00	3,571.48	\$ 69,255.00	\$ 19.39	Korea, South	999.00	2,202.42	\$ 47,903.00	21.75
Mexico	363.00	800.28	\$ 16,507.00	\$ 20.63	Malaysia	564.00	1,243.41	\$ 9,106.00	7.32
Netherlands	180.00	396.83	\$ 7,470.00	\$ 18.82	Netherlands	246.00	542.34	\$ 8,600.00	15.86
Philippines	547.00	1,205.93	\$ 8,156.00	\$ 6.76	Philippines	78.00	171.96	\$ 2,607.00	15.16
Poland	336.00	740.75	\$ 16,831.00	\$ 22.72	Singapore	2,926.00	6,450.72	\$ 108,540.00	16.83
Singapore	300.00	661.39	\$ 6,930.00	\$ 10.48	South Africa	36.00	79.37	\$ 3,495.00	44.04
Switzerland	181.00	399.04	\$ 7,111.00	\$ 17.82	Switzerland	723.00	1,593.94	\$ 28,129.00	17.65
United Kingdom	724.00	1,596.14	\$ 30,956.00	\$ 19.39	Turkey	580.00	1,278.68	\$ 18,645.00	14.58
July Total	19,310.00	42,571.21	\$ 721,537.00	\$ 16.95		20,005.00	44,103.42	\$ 719,209.00	16.31

Grand Total Through August 957,027.75 17,925,367.00 \$ 18.73

Essential Oils Of Spearmint
2020 Exports By Country

Country	Month	KG	Lbs	Value (\$US)	Price per lb
Argentina	Jan-20	178.00	392.42	\$ 5,685.00	\$ 14.49
Argentina	Mar-20	391.00	862.01	\$ 15,304.00	\$ 17.75
Argentina	Apr-20	180.00	396.83	\$ 5,715.00	\$ 14.40
Argentina	Jul-20	203.00	447.54	\$ 11,498.00	\$ 25.69
Argentina	Total		2,098.80	38,202.00	\$ 18.20
Australia	Mar-20	180.00	396.83	\$ 6,651.00	\$ 16.76
Australia	May-20	180.00	396.83	\$ 6,651.00	\$ 16.76
Australia	Aug-20	764.00	1,684.33	\$ 26,604.00	\$ 15.80
Australia	Total		2,477.99	39,906.00	\$ 16.10
Brazil	Jan-20	5,751.00	12,678.77	\$ 307,059.00	\$ 24.22
Brazil	Feb-20	3,315.00	7,308.32	\$ 221,100.00	\$ 30.25
Brazil	Mar-20	4,234.00	9,334.36	\$ 233,158.00	\$ 24.98
Brazil	Apr-20	1,646.00	3,628.80	\$ 103,862.00	\$ 28.62
Brazil	May-20	6,417.00	14,147.05	\$ 367,473.00	\$ 25.98
Brazil	Jun-20	3,840.00	8,465.74	\$ 221,391.00	\$ 26.15
Brazil	Jul-20	1,665.00	3,670.69	\$ 112,853.00	\$ 30.74
Brazil	Aug-20	5,020.00	11,067.19	\$ 147,707.00	\$ 13.35
Brazil	Total		70,300.92	1,714,603.00	\$ 24.39
Chile	Apr-20	75.00	165.35	\$ 3,970.00	\$ 24.01
Chile	May-20	80.00	176.37	\$ 3,970.00	\$ 22.51
Chile	Total		341.72	7,940.00	\$ 23.24
China	Jan-20	7,010.00	15,454.39	\$ 350,942.00	\$ 22.71
China	Feb-20	4,390.00	9,678.28	\$ 173,095.00	\$ 17.88
China	Mar-20	4,226.00	9,316.72	\$ 250,830.00	\$ 26.92
China	Apr-20	25,823.00	56,929.90	\$ 1,758,871.00	\$ 30.90
China	May-20	20,975.00	46,241.90	\$ 1,259,002.00	\$ 27.23
China	Jun-20	7,102.00	15,657.21	\$ 334,493.00	\$ 21.36
China	Jul-20	8,465.00	18,662.11	\$ 258,923.00	\$ 13.87
China	Aug-20	4,056.00	8,941.94	\$ 150,138.00	\$ 16.79
China	Total		180,882.46	4,536,294.00	\$ 25.08
Costa Rica	Aug-20	352.00	776.03	\$ 21,973.00	\$ 28.31
Ecuador	Total		776.03	21,973.00	\$ 28.31
Ecuador	Jan-20	360.00	793.66	\$ 17,424.00	\$ 21.95
Ecuador	Total		793.66	17,424.00	\$ 21.95
Egypt	Mar-20	200.00	440.92	\$ 9,520.00	\$ 21.59
Egypt	May-20	181.00	399.04	\$ 8,263.00	\$ 20.71
Egypt	Total		839.96	17,783.00	\$ 21.17

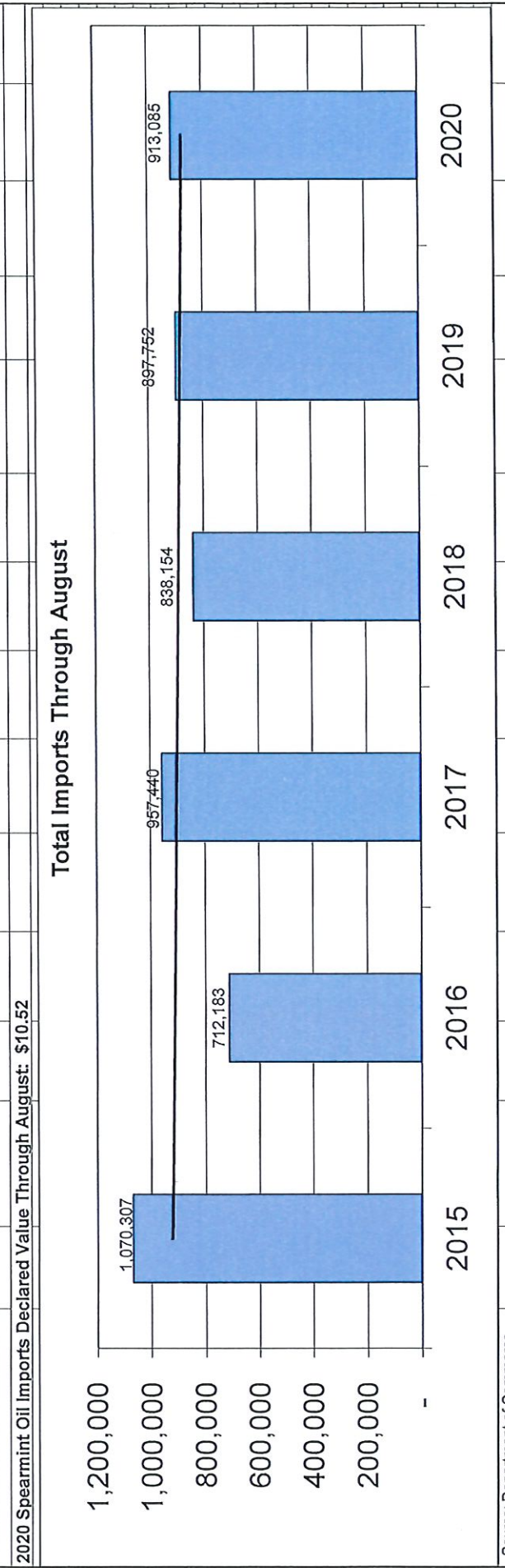
France	Jan-20	4,146.00	9,140.35	\$	116,734.00	\$	12.77
France	Feb-20	3,437.00	7,577.28	\$	142,704.00	\$	18.83
France	Mar-20	4,305.00	9,490.89	\$	121,446.00	\$	12.80
France	Apr-20	17,612.00	38,827.77	\$	619,514.00	\$	15.96
France	May-20	17,342.00	38,232.52	\$	603,277.00	\$	15.78
France	Jun-20	15,592.00	34,374.44	\$	557,414.00	\$	16.22
France	Total		137,643.25		2,161,089.00	\$	15.70
Germany	Jan-20	19,558.00	43,117.96	\$	670,598.00	\$	15.55
Germany	Feb-20	1,970.00	4,343.10	\$	84,219.00	\$	19.39
Germany	Mar-20	12,599.00	27,776.01	\$	488,480.00	\$	17.59
Germany	Apr-20	19,389.00	42,745.38	\$	722,002.00	\$	16.89
Germany	May-20	430.00	947.99	\$	18,664.00	\$	19.69
Germany	Jun-20	9,014.00	19,872.44	\$	357,262.00	\$	17.98
Germany	Jul-20	3,820.00	8,421.65	\$	131,840.00	\$	15.65
Germany	Aug-20	1,990.00	4,387.19	\$	81,063.00	\$	18.48
Germany	Total		151,611.72		2,554,128.00	\$	16.85
India	Jan-20	925.00	2,039.27	\$	55,962.00	\$	27.44
India	Feb-20	2,950.00	6,503.63	\$	250,503.00	\$	38.52
India	Mar-20	612.00	1,349.23	\$	43,015.00	\$	31.88
India	May-20	2,291.00	5,050.78	\$	137,223.00	\$	27.17
India	Jun-20	2,379.00	5,244.79	\$	124,485.00	\$	23.73
India	Jul-20	726.00	1,600.55	\$	35,467.00	\$	22.16
India	Total		21,788.26		646,655.00	\$	29.68
Indonesia	Feb-20	280.00	617.29	\$	11,115.00	\$	18.01
Indonesia	Apr-20	186.00	410.06	\$	8,185.00	\$	19.96
Indonesia	May-20	460.00	1,014.13	\$	15,894.00	\$	15.67
Indonesia	Jun-20	180.00	396.83	\$	6,300.00	\$	15.88
Indonesia	Jul-20	180.00	396.83	\$	7,740.00	\$	19.50
Indonesia	Total		2,835.14		49,234.00	\$	17.37
Ireland	Feb-20	1,665.00	3,670.69	\$	45,136.00	\$	12.30
Ireland	Mar-20	484.00	1,067.04	\$	13,119.00	\$	12.29
Ireland	Total		4,737.73		58,255.00	\$	12.30
Japan	Jan-20	1,162.00	2,561.77	\$	52,706.00	\$	20.57
Japan	Feb-20	183.00	403.45	\$	6,870.00	\$	17.03
Japan	Mar-20	3,554.00	7,835.22	\$	154,290.00	\$	19.69
Japan	Apr-20	2,160.00	4,761.98	\$	97,740.00	\$	20.53
Japan	May-20	314.00	692.25	\$	22,864.00	\$	33.03
Japan	Jun-20	8,065.00	17,780.26	\$	380,686.00	\$	21.41
Japan	Jul-20	1,620.00	3,571.48	\$	69,255.00	\$	19.39
Japan	20-Aug	1,671.00	3,683.92	\$	64,699.00	\$	17.56
Japan	Total		41,290.33		849,110.00	\$	20.56
Korea, South	Mar-20	1,790.00	3,946.27	\$	92,470.00	\$	23.43
Korea, South	May-20	300.00	661.39	\$	17,400.00	\$	26.31
Korea, South	Jun-20	893.00	1,968.73	\$	45,030.00	\$	22.87
Korea, South	Aug-20	999.00	2,202.42	\$	47,903.00	\$	21.75
Korea, South	Total		8,778.80		202,803.00	\$	23.10

Malaysia	Mar-20	219.00	482.81	\$	8,325.00	\$	17.24
Malaysia	Aug-20	564.00	1,243.41	\$	9,106.00	\$	7.32
Malaysia	Total		1,726.22		17,431.00	\$	10.10
Mexico	Jan-20	360.00	793.66	\$	12,015.00	\$	15.14
Mexico	Feb-20	1,980.00	4,365.15	\$	59,850.00	\$	13.71
Mexico	Mar-20	180.00	396.83	\$	7,740.00	\$	19.50
Mexico	Apr-20	180.00	396.83	\$	7,740.00	\$	19.50
Mexico	Jun-20	362.00	798.07	\$	16,507.00	\$	20.68
Mexico	Jul-20	363.00	800.28	\$	16,507.00	\$	20.63
Mexico	Total		7,550.82		120,359.00	\$	15.94
Netherlands	Jan-20	7,421.00	16,360.49	\$	156,255.00	\$	9.55
Netherlands	Feb-20	544.00	1,199.31	\$	20,952.00	\$	17.47
Netherlands	Mar-20	11,040.00	24,339.00	\$	252,225.00	\$	10.36
Netherlands	Apr-20	1,830.00	4,034.45	\$	75,702.00	\$	18.76
Netherlands	May-20	852.00	1,878.34	\$	32,725.00	\$	17.42
Netherlands	Jun-20	1,954.00	4,307.83	\$	51,709.00	\$	12.00
Netherlands	Jul-20	180.00	396.83	\$	7,470.00	\$	18.82
Netherlands	Aug-20	246.00	542.34	\$	8,600.00	\$	15.86
Netherlands	Total		53,058.59		605,638.00	\$	11.41
New Zealand	Apr-20	226.00	498.24	\$	4,355.00	\$	8.74
New Zealand	Total		498.24		4,355.00	\$	8.74
Philippines	May-20	206.00	454.15	\$	4,156.00	\$	9.15
Philippines	Jul-20	547.00	1,205.93	\$	8,156.00	\$	6.76
Philippines	Aug-20	78.00	171.96	\$	2,607.00	\$	15.16
Philippines	Total		1,832.04		14,919.00	\$	8.14
Poland	Jan-20	672.00	1,481.50	\$	33,878.00	\$	22.87
Poland	Feb-20	240.00	529.11	\$	12,099.00	\$	22.87
Poland	Mar-20	70.00	154.32	\$	3,646.00	\$	23.63
Poland	Apr-20	368.00	811.30	\$	17,003.00	\$	20.96
Poland	Jul-20	336.00	740.75	\$	16,831.00	\$	22.72
Poland	Total		3,716.99		83,457.00	\$	22.45
Singapore	Jan-20	3,592.00	7,919.00	\$	143,662.00	\$	18.14
Singapore	Feb-20	1,763.00	3,886.75	\$	63,325.00	\$	16.29
Singapore	Mar-20	1,638.00	3,611.17	\$	59,130.00	\$	16.37
Singapore	Apr-20	4,161.00	9,173.42	\$	178,592.00	\$	19.47
Singapore	May-20	4,931.00	10,870.98	\$	107,125.00	\$	9.85
Singapore	Jun-20	3,966.00	8,743.52	\$	136,411.00	\$	15.60
Singapore	Jul-20	300.00	661.39	\$	6,930.00	\$	10.48
Singapore	Aug-20	2,926.00	6,450.72	\$	108,540.00	\$	16.83
Singapore	Total		51,316.94		803,715.00	\$	15.66

South Africa	Mar-20	84.00	185.19	\$	2,808.00	\$	15.16
South Africa	Apr-20	60.00	132.28	\$	2,880.00	\$	21.77
South Africa	Aug-20	36.00	79.37	\$	3,495.00	\$	44.04
South Africa	Total		396.83		9,183.00	\$	23.14
Switzerland	Jan-20	941.00	2,074.55	\$	36,661.00	\$	17.67
Switzerland	Feb-20	9,826.00	21,662.60	\$	272,060.00	\$	12.56
Switzerland	Mar-20	4,652.00	10,255.89	\$	176,624.00	\$	17.22
Switzerland	Apr-20	5,960.00	13,139.54	\$	233,315.00	\$	17.76
Switzerland	May-20	17,535.00	38,658.01	\$	553,759.00	\$	14.32
Switzerland	Jun-20	18,882.00	41,627.63	\$	600,989.00	\$	14.44
Switzerland	Jul-20	181.00	399.04	\$	7,111.00	\$	17.82
Switzerland	Aug-20	723.00	1,593.94	\$	28,129.00	\$	17.65
Switzerland	Total		129,411.19		1,908,648.00	\$	14.75
Thailand	Feb-20	572.00	1,261.04	\$	26,726.00	\$	21.19
Thailand	May-20	954.00	2,103.21	\$	44,543.00	\$	21.18
Thailand	Jun-20	544.00	1,199.31	\$	26,726.00	\$	22.28
Thailand	Total		4,563.56		97,995.00	\$	21.47
Turkey	Jan-20	180.00	396.83	\$	7,470.00	\$	18.82
Turkey	Feb-20	1,315.00	2,899.08	\$	40,044.00	\$	13.81
Turkey	Apr-20	182.00	401.24	\$	7,671.00	\$	19.12
Turkey	May-20	180.00	396.83	\$	7,470.00	\$	18.82
Turkey	Aug-20	580.00	1,278.68	\$	18,645.00	\$	14.58
Turkey	Total		5,372.66		81,300.00	\$	15.13
United Kingdom	Jan-20	1,761.00	3,882.34	\$	75,479.00	\$	19.44
United Kingdom	Feb-20	5,056.00	11,146.56	\$	149,327.00	\$	13.40
United Kingdom	Mar-20	7,244.00	15,970.27	\$	316,491.00	\$	19.82
United Kingdom	Apr-20	3,322.00	7,323.75	\$	154,430.00	\$	21.09
United Kingdom	May-20	8,379.00	18,472.51	\$	294,505.00	\$	15.94
United Kingdom	Jun-20	5,441.00	11,995.34	\$	241,780.00	\$	20.16
United Kingdom	Jul-20	724.00	1,596.14	\$	30,956.00	\$	19.39
United Kingdom	Total		70,386.90		1,262,968.00	\$	17.94
World Total Through August			957,027.75		17,925,367.00	\$	18.73

IMPORTS OF SPEARMINT OIL BY MONTH FOR CALENDAR YEAR (Lbs.)												2020 Imports		
Month	2015		2016		2017		2018		2019		2015-2019 Avg.		2020	
	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative
January	48,730	48,730	52,388	52,388	45,979	45,979	35,584	35,584	78,991	78,991	52,335	52,335	106,527	106,527
February	118,453	167,184	79,101	131,489	95,896	141,875	87,417	123,001	138,627	217,618	103,899	156,233	97,810	204,337
March	171,247	338,430	27,824	159,313	147,657	289,532	104,079	227,080	94,532	312,150	109,068	265,301	56,668	261,005
April	125,656	464,086	117,280	276,594	8,691	298,223	18,843	245,923	174,176	486,326	88,929	354,230	76,895	337,900
May	58,014	522,100	61,469	338,062	132,342	430,565	81,074	326,997	41,114	527,440	74,803	429,033	22,104	360,003
June	41,980	564,080	157,803	495,865	202,750	633,315	114,333	441,330	32,353	559,792	109,844	538,877	65,929	425,933
July	168,304	732,384	16,270	512,135	59,542	692,857	103,784	545,114	79,684	639,476	85,517	624,393	232,905	658,837
August	337,923	1,070,307	200,048	712,183	264,583	957,440	293,040	838,154	258,276	897,752	270,774	895,167	254,248	913,085
September	314,868	1,385,174	139,551	851,734	111,387	1,068,828	197,834	1,035,988	242,217	1,139,969	201,172	1,096,339	-	0
October	67,736	1,452,911	136,987	988,721	125,241	1,194,069	122,940	1,158,927	189,708	1,329,677	128,522	1,224,861	-	0
November	149,342	1,602,253	10,392	999,114	150,124	1,344,193	104,125	1,263,053	63,515	1,393,192	95,500	1,320,361	-	0
December	-	1,602,253	150,312	1,149,426	85,953	1,440,146	28,433	1,291,486	167,421	1,560,613	88,424	1,408,784	-	0
Total	1,602,253	1,149,426	1,440,146	1,291,486	1,440,146	1,560,613	1,291,486	1,560,613	1,408,784	1,560,613	1,408,784	913,085	913,085	

2020 BREAK DOWN OF IMPORTS OF SPEARMINT OIL BY COUNTRY AND MONTH - Pounds and Value																				
	Canada		China		France		Germany		India		Singapore		Mexico		UK		Other		TOTAL	
	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative
January			20,562	20,562	4,414	4,414	220	220	85,899	85,899							66	66	106,527	106,527
February			4,365	4,365	317	317	51,985	51,985	93,099	93,099							77	77	97,810	97,810
March			53,590	53,590	10,860	10,860	220	220	22,291	22,291							1,014	1,014	56,668	56,668
April			15,080	15,080	14,550	14,550	213,266	213,266	50,453	50,453							3,086	3,086	76,895	76,895
May			9,524	9,524					217,609	217,609							397	397	22,104	22,104
June									31,061	31,061									65,929	65,929
July																			232,905	232,905
August																			254,248	254,248
September																			-	-
October																			-	-
November																			-	-
December																			-	-
Total			132,945	132,945	758	758	-	-	557,952	557,952	-	-	2,381	2,381	5,783	5,783	913,085	913,085	913,085	913,085



2020 Spearmint Oil Imports Declared Value Through August: \$10.52

Source: Department of Commerce

Essential Oils Of Spearmint
2020 Imports by Month

Jan-20				Feb-20			
Country	Lbs	Value (\$US)	Price Per Lbs	Country	Lbs	Value (\$US)	Price Per Lbs
China	20,562.49	\$ 200,613.00	\$ 9.76	China	4,413.65	\$ 33,740.00	\$ 7.64
India	85,898.61	\$ 644,899.00	\$ 7.51	France	220.46	\$ 5,945.00	\$ 26.97
Nepal	66.14	\$ 3,275.00	\$ 49.52	India	93,098.90	\$ 1,004,138.00	\$ 10.79
January Total	106,527.24	848,787.00	\$ 7.97	Morocco	77.16	\$ 3,241.00	\$ 42.00
				February Total	97,810.17	1,047,064.00	\$ 10.71

Mar-20				Apr-20			
Country	Lbs	Value (\$US)	Price Per Lbs	Country	Lbs	Value (\$US)	Price Per Lbs
China	4,365.15	\$ 39,625.00	\$ 9.08	China	53,589.90	\$ 576,880.00	\$ 10.76
France	317.47	\$ 5,120.00	\$ 16.13	India	22,290.91	\$ 228,190.00	\$ 10.24
India	51,984.94	\$ 765,563.00	\$ 14.73	Spain	1,014.13	\$ 8,634.00	\$ 8.51
March Total	56,667.55	810,308.00	\$ 14.30	April Total	76,894.94	813,704.00	\$ 10.58

May-20				Jun-20			
Country	Lbs	Value (\$US)	Price Per Lbs	Country	Lbs	Value (\$US)	Price Per Lbs
China	10,859.96	\$ 114,964.00	\$ 10.59	China	15,079.60	\$ 174,788.00	\$ 11.59
France	220.46	\$ 5,945.00	\$ 26.97	India	50,452.73	\$ 419,752.00	\$ 8.32
India	5,555.64	\$ 73,035.00	\$ 13.15	Italy	396.83	\$ 5,940.00	\$ 14.97
Spain	3,086.47	\$ 25,242.00	\$ 8.18	June Total	65,929.16	600,480.00	\$ 9.11
United Kingdom	2,380.99	\$ 33,649.00	\$ 14.13				
May Total	22,103.52	252,835.00	\$ 11.44				

Jul-20				Aug-20			
Country	Lbs	Value (\$US)	Price Per Lbs	Country	Lbs	Value (\$US)	Price Per Lbs
Brazil	396.83	\$ 7,920.00	\$ 19.96	Canada	213,266.12	\$ 3,107,145.00	14.57
Chile	200.62	\$ 3,056.00	\$ 15.23	China	9,523.96	\$ 97,287.00	10.21
China	14,550.49	\$ 96,858.00	\$ 6.66	India	31,060.89	\$ 388,393.00	12.50
India	217,609.22	\$ 1,522,511.00	\$ 7.00	Italy	396.83	\$ 6,237.00	15.72
Morocco	147.71	\$ 5,293.00	\$ 35.83		254,247.80	3,599,062.00	14.16
July Total	232,904.88	1,635,638.00	\$ 7.02				

Grand Total Through August			
Lbs	Value (\$US)	Price Per Lbs	
913,085.26	9,607,878.00	\$ 10.52	

**Essential Oils Of Spearmint
2020 Imports by Country**

Country	Time	Lbs	Value (US)	Price Per Lbs
Brazil	Jul-20	396.83	\$ 7,920.00	\$ 19.96
Brazil	Total	396.83	\$ 7,920.00	\$ 19.96
Canada	Aug-20	213,266.12	\$ 3,107,145.00	\$ 14.57
Canada	Total	213,266.12	\$ 3,107,145.00	\$ 14.57
Chile	Jul-20	200.62	\$ 3,056.00	\$ 15.23
Chile	Total	200.62	\$ 3,056.00	\$ 15.23
China	Jan-20	20,562.49	\$ 200,613.00	\$ 9.76
China	Feb-20	4,413.65	\$ 33,740.00	\$ 7.64
China	Mar-20	4,365.15	\$ 39,625.00	\$ 9.08
China	Apr-20	53,589.90	\$ 576,880.00	\$ 10.76
China	May-20	10,859.96	\$ 114,964.00	\$ 10.59
China	Jun-20	15,079.60	\$ 174,788.00	\$ 11.59
China	Jul-20	14,550.49	\$ 96,858.00	\$ 6.66
China	Aug-20	9,523.96	\$ 97,287.00	\$ 10.21
China	Total	132,945.20	1,334,755.00	\$ 10.04
France	Feb-20	220.46	\$ 5,945.00	\$ 26.97
France	Mar-20	317.47	\$ 5,120.00	\$ 16.13
France	May-20	220.46	\$ 5,945.00	\$ 26.97
France	Total	758.39	17,010.00	\$ 22.43
India	Jan-20	85,898.61	\$ 644,899.00	\$ 7.51
India	Feb-20	93,098.90	\$ 1,004,138.00	\$ 10.79
India	Mar-20	51,984.94	\$ 765,563.00	\$ 14.73
India	Apr-20	22,290.91	\$ 228,190.00	\$ 10.24
India	May-20	5,555.64	\$ 73,035.00	\$ 13.15
India	Jun-20	50,452.73	\$ 419,752.00	\$ 8.32
India	Jul-20	217,609.22	\$ 1,522,511.00	\$ 7.00
India	Aug-20	31,060.89	\$ 388,393.00	\$ 12.50
India	Total	557,951.84	5,046,481.00	\$ 9.04
Italy	Jun-20	396.83	\$ 5,940.00	\$ 14.97
Italy	Aug-20	396.83	\$ 6,237.00	\$ 15.72
Italy	Total	793.66	12,177.00	\$ 15.34
Morocco	Feb-20	77.16	\$ 3,241.00	\$ 42.00
Morocco	Jul-20	147.71	\$ 5,293.00	\$ 35.83
Morocco	Total	224.87	8,534.00	\$ 37.95
Nepal	Jan-20	66.14	\$ 3,275.00	\$ 49.52
Nepal	Total	66.14	3,275.00	\$ 49.52

Spain		Apr-20	1,014.13	\$	8,634.00	\$	8.51
Spain		May-20	3,086.47	\$	25,242.00	\$	8.18
Spain	Total		4,100.59		33,876.00	\$	8.26
United Kingdom		May-20	2,380.99	\$	33,649.00	\$	14.13
United Kingdom	Total		2,380.99		33,649.00	\$	14.13
World Total Through August			913,085.26		9,607,878.00	\$	10.52

Canadian Acres, Yield & Production

550.00

500.00

450.00

400.00

350.00

300.00

250.00

200.00

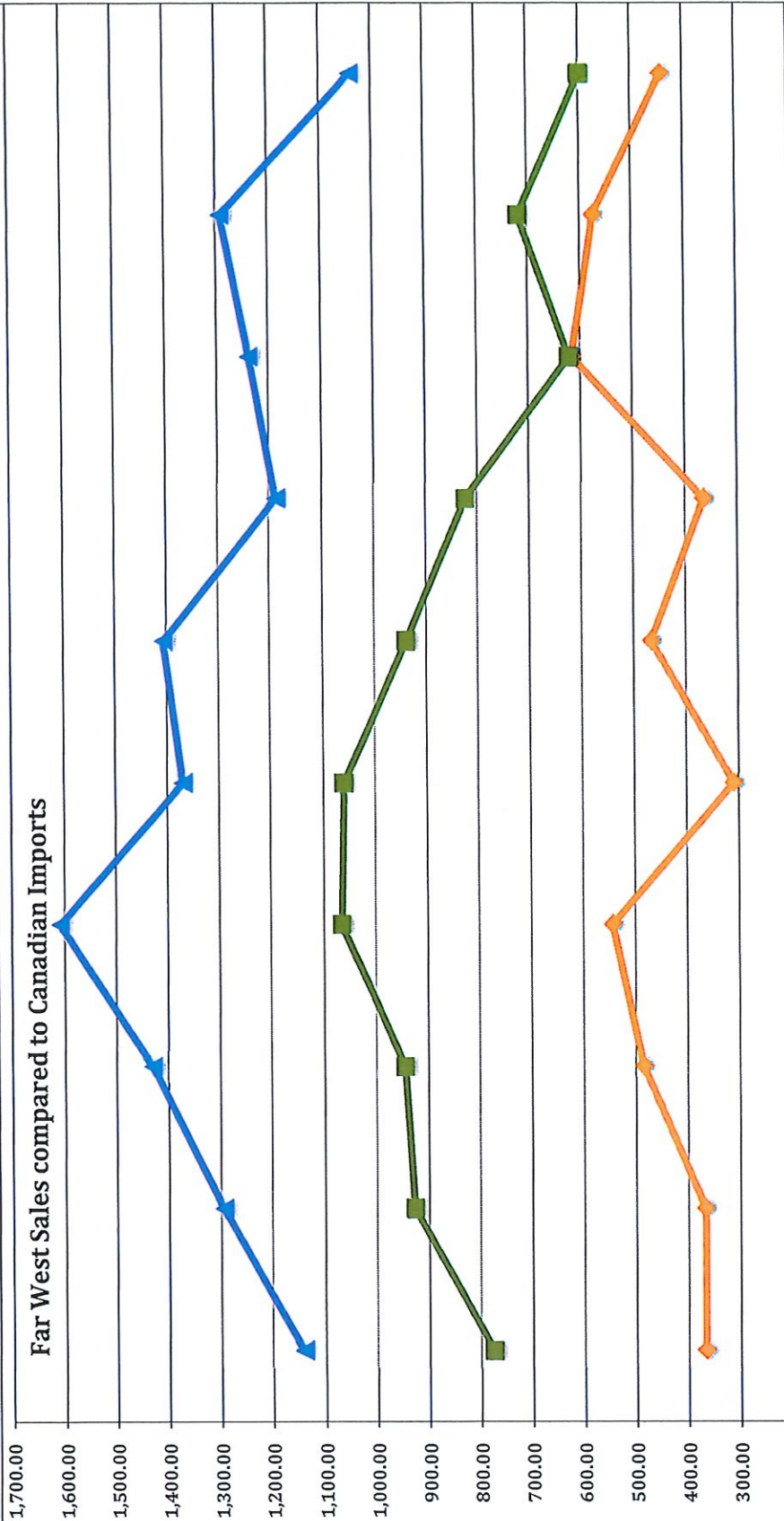
150.00

100.00

50.00

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Acres x 100	50.20	50.60	50.55	40.78	50.01	50.93	50.30	43.00	48.46	50.00
Production x 1,000	360.00	434.00	443.00	399.25	478.88	427.88	485.50	400.00	398.00	475.00
Yield	71.71	85.77	87.64	97.90	95.76	84.01	96.52	93.02	82.13	95.00

Far West Sales compared to Canadian Imports



	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Canadian Imports x 1,000	366.59	366.82	484.27	542.67	308.43	466.20	363.62	616.13	573.15	441.39
FWS Sales	774.90	927.61	945.23	1,065.73	1,060.23	939.40	823.79	621.24	717.95	598.71
Total FWS Sales & Canadian Imports	1,141.49	1,294.42	1,429.50	1,608.40	1,368.66	1,405.61	1,187.40	1,237.37	1,291.10	1,040.09

PURCHASES OF CLASS 1 SPEARMINT OIL BY MONTH, CUMULATIVE & REVERSE CUMULATIVE
(Based on Date of Purchase as Entered on Form H-2)

Month	2015		2016		2017		2018		2019		2015-2019 Avg		2020	
	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD
June	0	0 939,401	12,119	12,119 811,668	17,069	17,069 604,167	12,659	12,659 705,293	0	0 832,522	8,370	8,370 824,152	31,561	31,561 800,961
July	182,600	182,600 756,801	124,150	136,269 687,919	48,458	65,528 555,709	82,783	95,442 622,510	43,858	43,858 788,665	96,370	104,739 727,783	14,674	46,235 786,287
August	371,463	554,064 385,338	248,776	385,045 438,742	260,315	325,843 295,393	166,861	262,303 455,649	73,948	117,806 714,716	224,273	329,012 503,570	133,815	180,050 652,472
September	67,029	621,092 318,309	71,549	456,593 367,194	27,754	353,597 267,639	16,057	278,360 439,592	177,040	294,846 537,676	71,886	400,898 431,624	28,046	208,096 624,426
October	226,357	847,449 91,952	210,678	667,271 156,516	147,756	501,352 119,884	165,567	443,927 274,025	210,549	505,395 327,127	192,161	593,079 239,443	67,347	275,443 557,080
November	31,052	878,501 60,900	67,181	734,452 86,335	42,254	543,606 77,630	146,802	590,729 127,223	13,771	519,166 313,356	60,212	653,291 179,231	0	275,443 557,080
December	44,471	922,972 16,430	12,088	746,539 77,248	38,507	582,113 39,123	29,075	619,805 98,147	0	519,166 313,356	24,828	678,119 154,403	0	275,443 557,080
January	0	922,972 16,430	694	747,233 76,554	5,768	587,881 33,555	67,077	686,881 31,071	3,514	522,680 309,842	15,410	693,529 738,993	0	275,443 557,080
February	16,430	939,401 0	5,130	752,362 71,425	6,641	594,522 26,714	7,874	694,755 23,797	3,362	526,042 306,480	7,887	701,417 131,105	0	275,443 557,080
March	0	939,401 0	30,014	782,376 41,411	20,060	614,583 6,653	19,449	714,204 3,748	27,836	553,878 278,644	19,472	720,888 117,634	0	275,443 557,080
April	0	939,401 0	0	782,376 41,411	4,973	619,556 1,661	3,748	717,952	36,130	590,008 242,574	8,970	729,859 102,663	0	275,443 557,080
May	0	939,401 0	41,411	823,787	1,680	621,236 1	0	717,952	8,698	598,706 233,876	10,358	740,217 92,305	0	275,443 557,080

Note: Rev. YTD (Reverse Year to Date) is the amount left to be sold to meet total sales for that year, or for the 2020 year, the amount to be sold to reach the 5 year avg. sales.

**CLASS 1 (Scotch) Disposition
As of October 12, 2020**

Salable Carry In on 6/1/20	274,599 a
2020 - 21 Total Salable Quantity (38%)	838,329 b
Estimated Unused Allotment	(245,352) c
Total Available Supply	867,576 d (a+b+c)
Total Sales Received in Office	275,443 e
Committed/Contracted Not Yet Received	113,449 f
Total Sales/Committed	388,892 g (e+f)
Total Available Supply as of Report Date	478,684 h (d-g)

Estimated Pool as of 9/24/20 83,608

SCOTCH STATISTICS 2020 - 2021

Year	Sales	Pool on 6/1	Salable Percentages
1 1980	774,487	4,237	85%
2 1981	793,492	4,615	40%
3 1982	617,422	151,871	23%
4 1983	775,766	36,195	49%
5 1984	724,076	138,036	42%
6 1985	868,242	64,058	53%
7 1986	683,812	410,836	42%
8 1987	741,515	510,976	39% +7%+7%+5%= 58%
9 1988	948,558	261,378	42% +28%= 70%
10 1989	851,667	5,183	40% +12%+38%= 90%
11 1990	1,043,784	1,413	59%
12 1991	906,259	157,913	54%
13 1992	859,777	674,502	41%
14 1993	789,100	930,984	41% +5%= 46%
15 1994	805,495	769,681	51% +5%= 56%
16 1995	884,475	439,549	55%
17 1996	871,990	214,057	55%
18 1997	962,338	209,825	65%
19 1998	919,710	422,567	65%
20 1999	1,009,600	379,764	65%
21 2000	916,387	97,047	48%
22 2001	753,010	58,679	45%
23 2002	538,902	50,051	45%
24 2003	587,813	39,378	40%
25 2004	888,843	33,554	35% + 20% = 55%
26 2005	1,002,779	10,552	45% + 108% = 153%
27 2006	782,422	44,052	45%
28 2007	708,825	555	50%
29 2008	824,320	196,269	42%
30 2009	627,868	454,715	28%
31 2010	774,096	215,350	34% + 2% = 36%
32 2011	927,606	0	36% + 90% = 128%
33 2012	945,229	551	65%
34 2013	1,065,725	15,937	55% + 40% = 95%
35 2014	1,060,232	71,088	60%
36 2015	939,401	202,638	60%
37 2016	823,787	132,984	45%
38 2017	621,236	67,645	36%
39 2018	717,952		35%
40 2019	598,706		38%
41 2020			38%

ESTIMATED 2020 SCOTCH PRODUCTION			
	Acres	Yld.	Est. Prod.
NEW	1,718	42.8	73,536
FIRST	3,645	67.5	246,186
SECOND	3,645	49.0	178,610
Total	5,363	92.32	498,332

Buyer Estimates			
	2020-21	2021-22	
High	650,000	675,000	
Low	525,000	475,000	
Average	604,167	623,333	
Weighted Average	612,500	647,500	

Scotch Buyers Estimates Compared to Actual Sales			
Year (5 Yr Avg. Sales)	Avg Trade Demand	Actual Sales	Difference
2015-16 (987,639)	1,175,000	939,401	235,599
2016-17 (966,875)	1,033,750	823,787	209,963
2017-18 (902,076)	952,400	621,236	331,164
2018-19 (832,522)	850,000	717,952	132,048
2019-20 (740,216)	830,000	598,706	231,294
Average (885,865)	968,230	740,216	228,014

2021-2022 Contracted Amounts		
Year	Contracted	% of Base
2021-2022	464,000	20.8%
2020-2021	388,892	17.5%

TOTAL SUPPLY OF SCOTCH	
Salable Carry In on 6/1/20	274,599
Reserve Pool on 5/31/20	67,645
Total Old Oil Supply	342,244
2020 Est. Production	498,332
Est. Total Supply	840,576
Est. 2020-21 Sales (Avg. Buyer Estimates)	604,167
Est. Total Unsold Oil on May 31, 2021	236,409

Average Sales	Sales as % of 2020-21 Base
645,965	29.3%
740,216	33.6%
832,434	37.7%
823,418	37.3%
2020 Allocation Base	2,206,055
2020-21 Salable Quantity	838,329
Estimated 2021 Base =	2,228,116

CLASS 1 (Scotch) Projections

	Projected 5 Yr. Ave. 274,599	Projected 3 Yr. Ave. 274,599	Projected Buyer Ave. 274,599	Projected Weighted Ave. 274,599
2020-21				
Salable Carry In on 6/1/20	838,329	838,329	838,329	838,329
2020 - 21 Salable Quantity (38%)	<u>(245,352)</u>	<u>(245,352)</u>	<u>(245,352)</u>	<u>(245,352)</u>
Estimated Unused Allotment	867,576	867,576	867,576	867,576
2020 - 21 Available Supply	<u>740,216</u>	<u>645,965</u>	<u>604,167</u>	<u>612,500</u>
Est. Trade 2020 - 21 Trade Demand	<u>127,360</u>	<u>221,611</u>	<u>263,409</u>	<u>255,076</u>
Salable Carry Out				
2021-22				
Est. Trade Demand - 2021-22	740,216	645,965	623,333	647,500
Less Est. Carry In on 6/1/21	<u>127,360</u>	<u>221,611</u>	<u>263,409</u>	<u>255,076</u>
SALABLE QUANTITY NEEDED	612,857	424,353	359,924	392,424
Estimated 2021 - 22 Allotment Base	2,228,116	2,228,116	2,228,116	2,228,116
COMPUTED ALLOTMENT %	27.5%	19.0%	16.2%	17.6%
Recommended Allotment %	39.0%	30.0%	27.0%	29.0%
Recommended Salable Quantity	868,965	668,435	601,591	646,154
Resulting Total Supply	996,325	890,046	865,001	901,230
Estimated Carry Out on May 31, 2022	<u>256,108</u>	<u>244,081</u>	<u>241,667</u>	<u>253,730</u>

Area Grower Meeting Summary

SCOTCH SALABLE WORKSHEET - 2020 - 21

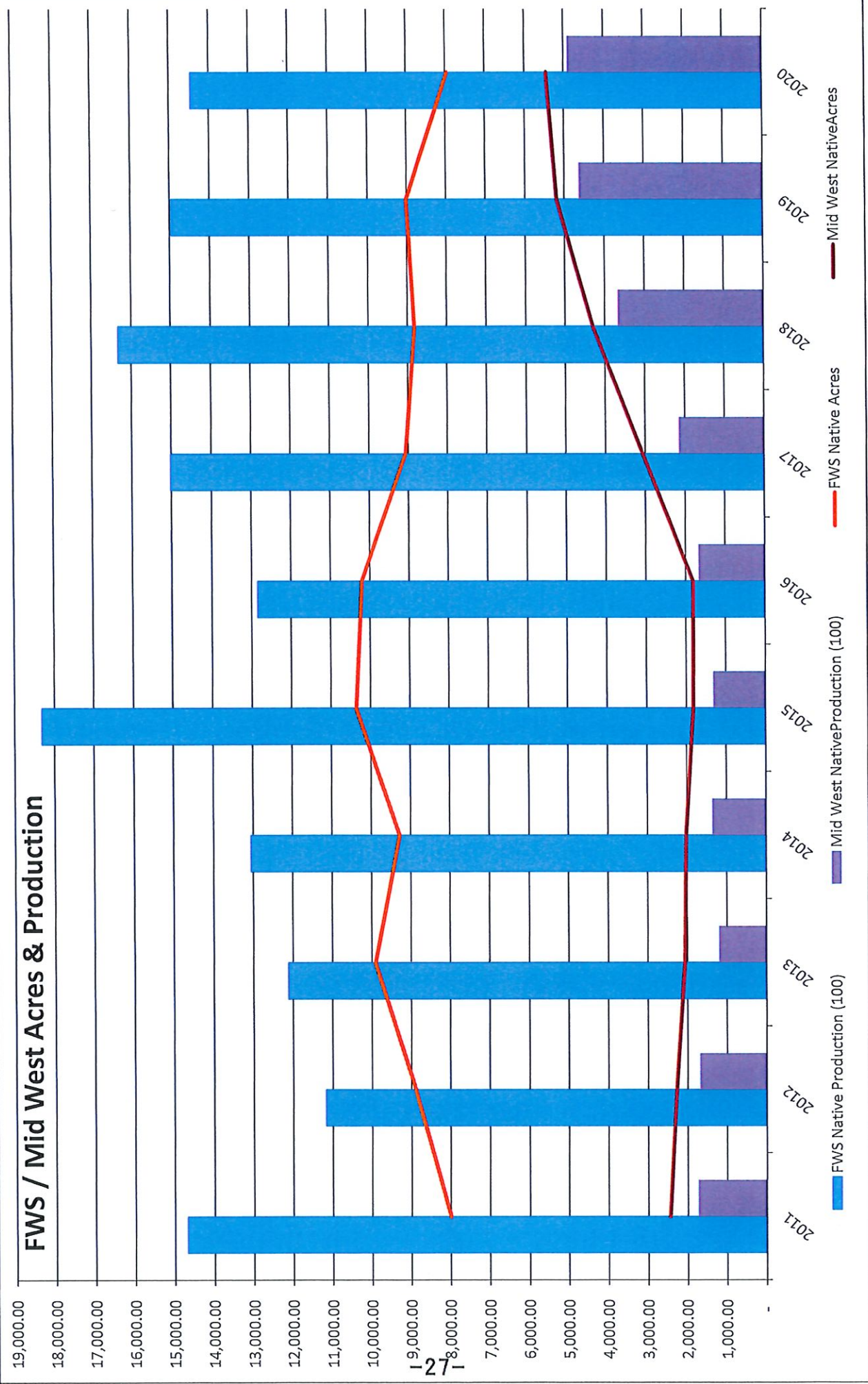
	Toppenish	Othello	Fruitland	Stanfield	Utah	Average
2020-21						
Salable Carry In on 6/1/20	274,599	274,599	274,599	274,599	274,599	274,599
2020 - 21 Salable Quantity (38%)	838,329	838,329	838,329	838,329	838,329	838,329
Estimated Unused Allotment	-245,352	-245,352	-245,352	-245,352	-245,352	-245,352
Total Available Supply (a+b)	867,576	867,576	867,576	867,576	867,576	867,576
Est. 2020 - 21 Trade Demand	612,500	600,000	600,000	612,500	630,000	611,000
Carry Out on May 31, 2021 (d-e)	255,076	267,576	267,576	255,076	237,576	256,576
2021-22						
Est. 2021 - 22 Trade Demand	650,000	600,000	615,000	647,500	650,000	647,500
Less Est. Carry In on 6/1/21 (f)	255,076	267,576	267,576	255,076	237,576	256,576
SALABLE QUANTITY NEEDED (g-h)	394,924	332,424	347,424	392,424	412,424	390,924
Estimated 2021 - 22 Allotment Base	2,228,116	2,228,116	2,228,116	2,228,116	2,228,116	2,228,116
COMPUTED ALLOTMENT % (i/j)	17.7%	14.9%	15.6%	17.6%	18.5%	17.5%
Recommended Allotment %	38%	20%	38%	38%	40%	35%
Recommended Salable Quantity (l*j)	846,684	445,623	846,684	846,684	891,246	775,384
Resulting Total Supply (m+h)	1,101,760	713,199	1,114,260	1,101,760	1,128,822	1,031,960
Est. Carry Out on May 31, 2022 (n - g)	451,760	113,199	499,260	454,260	478,822	384,460

CLASS 1 (Scotch) Salable Worksheet

2020-21	
Salable Carry In on 6/1/20	274,599 a
2020 - 21 Salable Quantity (38%)	838,329 b
Estimated Unused Allotment	<u>-245,352 c</u>
Total Available Supply	867,576 d (a+b+c)
Est. 2020 - 21 Trade Demand	<u> e</u>
Carry Out on May 31, 2021	<u> f</u>
2021-22	
Est. 2021 - 22 Trade Demand	<u> g</u>
Less Est. Carry In on 6/1/21	<u> h (=f)</u>
SALABLE QUANTITY NEEDED	<u> i (g-h)</u>
Estimated 2021 - 22 Allotment Base	2,228,116 j
COMPUTED ALLOTMENT %	<u> k (i/j)</u>
<i>Recommended Allotment %</i>	<u> l</u>
Recommended Salable Quantity	<u> m (l*j)</u>
Resulting Total Supply	<u> n (h+m)</u>
Est. Carry Out on May 31, 2022	<u> o (n-g)</u>

Buyers Trade Demand & Avg Sales		
	2020-21	2021-22
High	650,000.00	675,000.00
Low	525,000.00	475,000.00
Average	604,166.67	623,333.33
Weighted Average	612,500.00	647,500.00
3 year Avg Sales	645,965	
5 Year Avg Sales	740,216	

FWS / Mid West Acres & Production



PURCHASES OF CLASS 3 SPEARMINT OIL BY MONTH, CUMULATIVE & REVERSE CUMULATIVE

(Based on Date of Purchase as Entered on Form H-2)

Month	2015		2016		2017		2018		2019		2015-2019 Avg		2020	
	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD
June	41,542	41,542 1,199,598	79,635	79,635 1,208,056	332,963	332,963 1,232,552	155,953	155,953 1,089,123	91,219	91,219 1,192,046	140,262	140,262 1,143,003	133,599	133,599 1,149,666
July	497,543	539,084 702,056	184,304	263,938 1,023,753	122,817	455,780 1,109,735	254,388	410,341 834,735	302,210	393,429 889,837	272,252	412,515 870,751	307,874	441,473 841,792
August	96,043	635,128 806,013	323,031	586,970 700,721	124,206	579,986 985,529	255,262	665,603 579,473	231,611	625,040 658,226	206,031	618,545 664,720	108,255	549,729 733,537
September	241,526	876,654 364,486	361,096	948,066 339,625	294,966	874,952 690,563	178,458	844,062 401,074	195,559	820,599 462,667	254,321	872,866 410,399	102,236	651,964 631,301
October	215,742	1,092,396 148,744	147,046	1,095,112 192,579	100,961	975,913 589,603	221,289	1,065,350 179,726	122,815	943,414 339,852	161,571	1,034,437 248,829	41,441	693,406 589,860
November	3,894	1,096,290 144,850	16,013	1,111,125 176,566	104,714	1,080,626 484,889	25,203	1,090,553 154,523	23,345	966,759 316,507	34,634	1,069,071 274,795	0	693,406 589,860
December	48,083	1,144,373 96,767	1,200	1,112,325 175,366	30,472	1,111,098 454,417	55,827	1,146,380 98,696	2,963	969,722 313,544	27,709	1,096,780 186,486	0	693,406 589,860
January	0	1,144,373 96,767	32,789	1,145,115 142,576	0	1,111,098 454,417	45,186	1,191,566 53,510	2,846	972,567 310,698	16,164	1,112,944 170,322	0	693,406 589,860
February	75,651	1,220,024 21,116	19,049	1,164,164 123,527	349,728	1,460,826 104,689	267	1,191,832 53,244	56,491	1,029,059 254,207	100,237	1,213,181 70,085	0	693,406 589,860
March	11,151	1,231,176 9,964	46,533	1,210,697 76,994	78,913	1,539,739 25,776	10,918	1,202,750 42,326	0	1,029,059 254,207	29,503	1,242,684 40,582	0	693,406 589,860
April	0	1,231,176 9,964	22,046	1,232,743 64,948	14,244	1,553,983 11,532	13,992	1,216,743 28,333	6,239	1,035,297 247,968	11,304	1,253,988 29,277	0	693,406 589,860
May	9,965	1,241,140 0	54,948	1,287,691 0	11,532	1,565,515 0	28,333	1,245,076 0	41,609	1,076,906 206,360	29,277	1,283,266 0	0	693,406 589,860

Note: Rev. YTD (Reverse Year to Date) is the amount left to be sold to meet total sales for that year, or for the 2020 year, the amount to be sold to reach the 5 year avg. sales.

Table 14

**CLASS 3 (Native) Disposition
As of October 12, 2020**

Salable Carry In on 6/1/20	522,818	a
2020 - 21 Total Salable Quantity (49%)	1,230,486	b
Total Available Supply	1,753,304	d (a+b+c)
Total Sales Received In FWS Office	693,405	e
Committed/Contracted Not Yet Received	206,927	d
Total Sales/Committed	900,332	f (e+d)
Available Supply as of Report Date	852,972	g (d-f)
Estimated Pool as of 10/12/20	1,130,264	

NATIVE STATISTICS 2020 - 21

ESTIMATED 2020 NATIVE PRODUCTION				
	Acres	Yld.	Est. Prod.	
NEW	291	65.5	19,069	
FIRST	7,666	72.3	554,472	
SECOND	7,666	79.3	607,689	
Total	7,957	148.5	1,181,230	

Buyer Estimates			
	2020-2021	2021-2022	
High	1,250,000	1,300,000	
Low	950,000	900,000	
Average	1,089,167	1,125,000	
Weighted Avg.	1,038,750	1,137,500	

Native Buyers Estimates Compared to Actual Sales				
Year (5 Yr. Avg. Sales)	Avg Trade Demand	Actual Sales	Difference	
2015-16 (1,310,320)	1,356,750	1,241,140	115,610	
2016-17 (1,309,793)	1,275,000	1,287,691	(12,691)	
2017-18 (1,365,377)	1,320,000	1,565,515	(245,515)	
2018-19 (1,346,081)	1,400,000	1,245,076	154,924	
2019-20 (1,283,266)	1,433,333	1,076,906	356,427	
Average	1,357,017	1,283,266	73,751	

2021-2022 Contracted Amounts		
Year	Contracted	% of 2020-2021 Base
2021-2022	534,600	21.1%
2020-2021	900,331	35.5%

TOTAL SUPPLY OF NATIVE	
Salable Carry In on 6/1/20	522,818
Reserve Pool on 5/31/20	1,179,520
Total Old Oil Supply	1,702,338
2020 Est. Production	1,181,230
Est. Total Supply	2,883,568
Est. 2020-21 Sales (Avg. Buyer Estimates)	1,059,167
Est. Total Unsold Oil on May 31, 2021	1,824,401
Est. Available Unsold Oil on May 31, 2021	694,137
Est. Pool Oil on May 31, 2021	1,130,264

Year	Sales	Pool on 6/1	Salable	%
1	791,923	12,791	75%	
2	925,528	413,482	48%	
3	717,243	674,903	10%	+10%= 59%
4	1,061,150	238,275	42%	+6%= 48%
5	856,908	156,257	52%	
6	805,304	341,596	49%	
7	964,667	710,230	37%	+5%+6%+3.5%= 52.5%
8	745,777	915,318	42%	+6%+30%+14%= 92%
9	942,709	769,845	60%	+6%= 66%
10	1,238,174	259,737	59%	
11	1,229,371	1,024,140	54%	+3%= 40%
12	1,095,649	134,280	46%	+10%+10%+4%= 70%
13	904,531	163,287	51%	
14	950,075	806,562	54%	+7%= 61%
15	1,249,400	1,342,632	56%	+3%= 59%
16	1,079,614	1,019,177	57%	+5%+5%+4%= 64%
17	1,206,188	1,075,127	50%	
18	1,165,393	970,002	45%	
19	1,114,262	975,948	45%	
20	1,304,905	1,047,095	38%	
21	927,755	868,045	36%	+15%+8%+4%= 63%
22	920,096	1,072,937	40%	+7% + 7% = 54%
23	841,493	1,240,329	46%	+7% = 53%
24	873,033	1,400,007	53%	
25	1,249,507	1,396,927	43%	+7% = 50%
26	1,096,805	797,297	44%	+11% = 55%
27	1,170,844	403,121	50%	+8% = 58%
28	1,125,559	195,790	61%	+8%+3%+3%= 57%
29	1,167,058	257,891	56%	
30	976,888	243,424	50%	
31	1,232,772	506,725	44%	+6+12 = 62%
32	1,290,324	606,942	53%	+5% = 56%
33	1,287,597	451,302	56%	
34	1,341,555	442,166	49%	
35	1,390,984	446,086		
36	1,241,140	595,394		
37	1,287,691	996,050		
38	1,565,515	1,020,583		
39	1,245,076	1,051,955		
40	1,076,906	1,179,520		
41				

Average Sales	Sales as % of 2020-21 Base
1,295,832	51.6%
1,283,266	51.1%
1,306,981	52.0%
1,091,429	43.5%
2020-21 Base	2,511,097
Net 2020 Initial Allotment	49%
Estimated 2021 Base =	1,230,486
	2,536,208

CLASS 3 (Native) Projection

	Projected 5 Yr. Ave. 522,818	Projected 3 Yr. Ave. 522,818	Projected Buyer Ave. 522,818	Projected Weighted Ave. 522,818
2020-21				
Salable Carry In on 6/1/20	522,818	522,818	522,818	522,818
2020 - 21 Salable Quantity (49%)	1,230,486	1,230,486	1,230,486	1,230,486
Total 2020-21 Salable Quantity	1,753,304	1,753,304	1,753,304	1,753,304
Est. Trade 2020 Trade Demand	1,283,266	1,295,832	1,059,167	1,038,750
Carry Out on 5/31/21	470,038	457,472	694,137	714,554
2021-22				
Est. Trade Demand - 2021-22	1,283,266	1,295,832	1,125,000	1,137,500
Less Est. Carry In on 6/1/21	470,038	457,472	694,137	714,554
SALABLE QUANTITY NEEDED	813,227	838,361	430,863	422,946
Estimated 2021 - 22 Allotment Base	2,536,208	2,536,208	2,536,208	2,536,208
COMPUTED ALLOTMENT %	32.1%	33.1%	17.0%	16.7%
<i>Recommended Allotment %</i>	38.0%	39.0%	23.0%	23.0%
Recommended Salable Quantity	963,759	989,121	583,328	583,328
Resulting Total Supply	1,433,797	1,446,593	1,277,465	1,297,882
Estimated Carry Out on May 31, 2022	150,532	150,760	152,465	160,382

25,362.08

CLASS 3 (Native) Projection

2020-21

Using Projected Buyer Average

Salable Carry In on 6/1/20	522,818	522,818	522,818	522,818
2020 - 21 Salable Quantity (49%)	<u>1,230,486</u>	<u>1,230,486</u>	<u>1,230,486</u>	<u>1,230,486</u>
Total 2020-21 Salable Quantity	1,753,304	1,753,304	1,753,304	1,753,304
Est. Trade 2020 Trade Demand	<u>1,059,167</u>	<u>1,059,167</u>	<u>1,059,167</u>	<u>1,059,167</u>
Carry Out on 5/31/21	<u>694,137</u>	<u>694,137</u>	<u>694,137</u>	<u>694,137</u>

2021-22

Est. Trade Demand - 2021-22	1,125,000	1,125,000	1,125,000	1,125,000
Less Est. Carry In on 6/1/21	<u>694,137</u>	<u>694,137</u>	<u>694,137</u>	<u>694,137</u>
SALABLE QUANTITY NEEDED	430,863	430,863	430,863	430,863
Estimated 2021 - 22 Allotment Base	2,536,208	2,536,208	2,536,208	2,536,208

COMPUTED ALLOTMENT %		17.0%	17.0%	17.0%	17.0%
<i>Recommended Allotment %</i>	25,362.08	23.0%	19.0%	35.0%	49.0%

Recommended Salable Quantity	583,328	481,880	887,673	1,242,742
Resulting Total Supply	1,277,465	1,176,017	1,581,810	1,936,879
Estimated Carry Out on May 31, 2022	152,465	51,017	456,810	811,879

2022-23

Est. Trade Demand - 2022-23	1,125,000	1,125,000	1,125,000	1,125,000
Less Est. Carry In on 6/1/22	<u>152,465</u>	<u>51,017</u>	<u>456,810</u>	<u>811,879</u>
SALABLE QUANTITY NEEDED	972,535	1,073,983	668,190	313,121
Estimated 2022-23 Allotment Base	2,561,570	2,561,570	2,561,570	2,561,570

COMPUTED ALLOTMENT %		38.0%	41.9%	26.1%	12.2%
<i>Recommended Allotment %</i>	25,615.70	44.0%	44.0%	35.0%	49.0%

Recommended Salable Quantity	1,127,091	1,127,091	896,550	1,255,169
Resulting Total Supply	1,279,556	1,178,108	1,353,359	2,067,049
Estimated Out on May 31, 2023	154,556	53,108	228,359	942,049

NATIVE SALABLE WORKSHEET - 2020 - 21

Area Grower Meeting Summary

	Toppenish	Harrah	Othello	Fruitland	W. Oregon	Caldwell	Stanfield	Sunnyside	Utah	Average
2020-21										
Salable Carry In on 6/1/20	522,818	522,818	522,818	522,818	522,818	522,818	522,818	522,818	522,818	522,818
2020 - 21 Salable Quantity (49%)	1,230,486	1,230,486	1,230,486	1,230,486	1,230,486	1,230,486	1,230,486	1,230,486	1,230,486	1,230,486
Total Available Supply	1,753,304	1,753,304	1,753,304	1,753,304	1,753,304	1,753,304	1,753,304	1,753,304	1,753,304	1,753,304
Est. 2020 - 21 Trade Demand	1,100,000	1,038,750	1,059,000	1,000,000	1,100,000	1,039,000	1,125,000	1,050,000	1,100,000	1,067,972
Carry Out on May 31, 2021	653,304	714,554	694,304	753,304	653,304	714,304	628,304	703,304	653,304	685,332
Est. 2021 - 22 Trade Demand	1,100,000	1,125,000	1,100,000	1,000,000	1,100,000	1,138,000	1,125,000	1,137,000	1,125,000	1,105,556
Less Est. Carry In on 6/1/21	653,304	714,554	694,304	753,304	653,304	714,304	628,304	703,304	653,304	685,332
SALABLE QUANTITY NEEDED	446,696	410,446	405,696	246,696	446,696	423,696	496,696	433,696	471,696	420,224
Estimated 2021 - 22 Allotment Base	2,536,208	2,536,208	2,536,208	2,536,208	2,536,208	2,536,208	2,536,208	2,536,208	2,536,208	2,536,208
COMPUTED ALLOTMENT %	17.6%	16.2%	16.0%	9.7%	17.6%	16.7%	19.6%	17.1%	18.6%	16.6%
Recommended Allotment %	35%	33%	30%	30%	35%	36%	38%	38%	45%	35.6%
Recommended Salable Quantity	887,673	836,949	760,862	760,862	887,673	913,035	963,759	963,759	1,141,294	901,763
Resulting Total Supply	1,540,977	1,551,503	1,455,166	1,514,166	1,540,977	1,627,339	1,592,063	1,667,063	1,794,598	1,587,095
Est. Carry Out on May 31, 2022	440,977	426,503	355,166	514,166	440,977	489,339	467,063	530,063	669,598	481,539

CLASS 3 (Native) Salable Worksheet

2020-21

Salable Carry In on 6/1/20	522,818	a
2020 - 21 Salable Quantity (49%)	1,230,486	b
Total Available Supply	1,753,304	c(a+b)
Est. 2020 - 21 Trade Demand	_____	d
Carry Out on May 31, 2021	_____	e(c-d)

2021-22

Est. 2021 - 22 Trade Demand	_____	f
Less Est. Carry In on 6/1/21	_____	g(e)
SALABLE QUANTITY NEEDED	_____	h(f-g)
Estimated 2021 - 22 Allotment Base	2,536,208	i
COMPUTED ALLOTMENT %	_____	j(h/i)
<i>Recommended Allotment %</i>	_____	k
Recommended Salable Quantity	_____	l(i*k)
Resulting Total Supply	_____	m(g+l)
Est. Carry Out on May 31, 2022	_____	n(m-f)

	2020-2021	2021-2022
High	1,250,000	1,300,000
Low	950,000	900,000
Average	1,059,167	1,125,000
Weighted Average	1,038,750	1,137,500
3 year Avg Sales	1,295,832	
5 Year Avg Sales	1,283,266	