

									Negotiation Pricing					Pricing Differentiation Per Region(s)				
NO.#	Description	Packaging/Count Per Case	ITEM/PRODUCT NO.	REGION 1 PRICING	REGION 2 PRICING	REGION 3 - PRICING	REGION 4 - PRICING	REGION 5 - PRICING	REGION 1 - PRICING	REGION 2 - PRICING	REGION 3 - PRICING	REGION 4 - PRICING	REGION 5 - PRICING	REGION 1 PRICING	REGION 2 PRICING	REGION 3 PRICING	REGION 4 PRICING	REGION 5 PRICING
1	APPLES, FUJI 72-88 CT	72-88 CT	416	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
2	APPLES, FUJI 113-138 CT	113-138 CT	410	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
3	APPLES, GALA 72-88 CT	72-88 CT	414	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
4	APPLES, GALA 113-138 CT	113-138 CT	414	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
5	APPLE, GOLD 72-88 CT	72-88 CT	418	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
6	APPLES, GOLD 113-138 CT	113-138 CT	404	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
7	APPLES, GRANNY SMITH 113-138 CT	113-138 CT	409	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
8	APPLES, GRANNY SMITH 72-88 CT	72-88 CT	406	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
9	APPLES, RED 72-88 CT	72-88 CT	408	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434
10	APPLES, RED 113-138 CT	113-138 CT	400	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434
11	ARUGULA, BABY, 4 LB	4#	727	\$ 12.00	\$ 12.00	\$ 13.00	\$ 14.00	\$ 14.00	\$ 11.75	\$ 11.75	\$ 13.00	\$ 13.00	\$ 13.00	2.08333333	2.083333333	0	7.14285714	7.142857143
12	ASPARAGUS, STANDARD, 11 LB	11#	6	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434
13	AVOCADOS, RIPE CS	60-70 CT	420	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434
14	BANANAS, GREEN TURBO	40#	427	\$ 18.95	\$ 18.95	\$ 19.95	\$ 20.95	\$ 20.95	\$ 18.70	\$ 18.70	\$ 19.95	\$ 19.95	\$ 19.95	1.31926121	1.319261214	0	4.77326969	4.77326969
15	BANANAS, MEDIUM TURBO	40#	426	\$ 18.95	\$ 18.95	\$ 19.95	\$ 20.95	\$ 20.95	\$ 18.70	\$ 18.70	\$ 19.95	\$ 19.95	\$ 19.95	1.31926121	1.319261214	0	4.77326969	4.77326969
16	BANANAS, RIPE TURBO	40#	426	\$ 18.95	\$ 18.95	\$ 19.95	\$ 20.95	\$ 20.95	\$ 18.70	\$ 18.70	\$ 19.95	\$ 19.95	\$ 19.95	1.31926121	1.319261214	0	4.77326969	4.77326969
17	BASIL	1 #	700	\$ 6.50	\$ 6.50	\$ 7.50	\$ 8.50	\$ 8.50	\$ 6.25	\$ 6.25	\$ 7.50	\$ 7.50	\$ 7.50	3.84615385	3.846153846	0	11.7647059	11.76470588
18	BLACKBERRIES	CASE	71	\$ 23.95	\$ 23.95	\$ 24.95	\$ 25.95	\$ 25.95	\$ 23.70	\$ 23.70	\$ 24.95	\$ 24.95	\$ 24.95	1.04384134	1.043841336	0	3.85356455	3.853564547
19	BLUEBERRIES	CASE	72	\$ 24.95	\$ 24.95	\$ 25.95	\$ 26.95	\$ 26.95	\$ 24.70	\$ 24.70	\$ 25.95	\$ 25.95	\$ 25.95	1.00200401	1.002004008	0	3.71057514	3.710575139
20	BROCCOLI CROWN, 30 LB	20#	11	\$ 24.95	\$ 24.95	\$ 25.95	\$ 26.95	\$ 26.95	\$ 24.70	\$ 24.70	\$ 25.95	\$ 25.95	\$ 25.95	1.00200401	1.002004008	0	3.71057514	3.710575139
21	BROCCOLI, 14 CT	14 CT	10	\$ 21.95	\$ 21.95	\$ 22.95	\$ 23.95	\$ 23.95	\$ 21.70	\$ 21.70	\$ 22.95	\$ 22.95	\$ 22.95	1.13895216	1.138952164	0	4.17536534	4.175365344
22	BROCCOLI, FLORETTES 6/3 LB	6/3#	3600	\$ 30.50	\$ 30.50	\$ 31.50	\$ 32.50	\$ 32.50	\$ 30.25	\$ 30.25	\$ 31.50	\$ 31.50	\$ 31.50	0.81967213	0.819672131	0	3.07692308	3.076923077
23	CABBAGE, 1" x 1"	4/5#	3650	\$ 18.50	\$ 18.50	\$ 19.50	\$ 20.50	\$ 20.50	\$ 18.25	\$ 18.25	\$ 19.50	\$ 19.50	\$ 19.50	1.35135135	1.351351351	0	4.87804878	4.87804878
24	CABBAGE, GREEN	50#	14	\$ 18.75	\$ 18.75	\$ 19.75	\$ 20.75	\$ 20.75	\$ 18.50	\$ 18.50	\$ 19.75	\$ 19.75	\$ 19.75	1.33333333	1.333333333	0	4.81927711	4.819277108
25	CANTALOUPE	CASE	430	\$ 23.95	\$ 23.95	\$ 24.95	\$ 25.95	\$ 25.95	\$ 23.70	\$ 23.70	\$ 24.95	\$ 24.95	\$ 24.95	1.04384134	1.043841336	0	3.85356455	3.853564547
26	CARROT STICKS, 4/5 LB	4/5#	3606	\$ 36.95	\$ 36.95	\$ 37.95	\$ 38.95	\$ 38.95	\$ 36.70	\$ 36.70	\$ 37.95	\$ 37.95	\$ 37.95	0.67658999	0.676589986	0	2.56739409	2.567394095
27	CARROTEENIES 200/1.6 OZ	200 CT	29	\$ 32.75	\$ 32.75	\$ 33.75	\$ 34.75	\$ 34.75	\$ 32.50	\$ 32.50	\$ 33.75	\$ 33.75	\$ 33.75	0.76335878	0.763358779	0	2.87769784	2.877697842
28	CARROTS, BABY 30/1 LB	30/1#	3120	\$ 32.95	\$ 32.95	\$ 33.95	\$ 34.95	\$ 34.95	\$ 32.70	\$ 32.70	\$ 33.95	\$ 33.95	\$ 33.95	0.75872534	0.758725341	0	2.86123033	2.861230329
29	CARROTS, BABY 4/5 LB CS	4/5#	210	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434
30	CARROTS, JUMBO 50 LB	50#	18	\$ 21.95	\$ 21.95	\$ 22.95	\$ 23.95	\$ 23.95	\$ 21.70	\$ 21.70	\$ 22.95	\$ 22.95	\$ 22.95	1.13895216	1.138952164	0	4.17536534	4.175365344
31	CARROTS, SHREDDED 4/5 LB	4/5#	3604	\$ 23.85	\$ 23.85	\$ 24.85	\$ 25.85	\$ 25.85	\$ 23.60	\$ 23.60	\$ 24.85	\$ 24.85	\$ 24.85	1.04821803	1.048218029	0	3.86847195	3.868471954
32	CAULIFLOWER FLORETTES, 4/3 LB	4/3#	3610	\$ 31.95	\$ 31.95	\$ 32.95	\$ 33.95	\$ 33.95	\$ 31.70	\$ 31.70	\$ 32.95	\$ 32.95	\$ 32.95	0.78247261	0.782472613	0	2.9455081	2.9455081
33	CAULIFLOWER, 12 CT	12 CT	22	\$ 26.50	\$ 26.50	\$ 27.50	\$ 28.50	\$ 28.50	\$ 26.25	\$ 26.25	\$ 27.50	\$ 27.50	\$ 27.50	0.94339623	0.943396226	0	3.50877193	3.50877193
34	CELERY CS	36 CT	24	\$ 26.75	\$ 26.75	\$ 27.75	\$ 28.75	\$ 28.75	\$ 26.50	\$ 26.50	\$ 27.75	\$ 27.75	\$ 27.75	0.93457944	0.934579439	0	3.47826087	3.47826087
35	CELERY, DICED 4/5 LB	4/5#	3612	\$ 28.95	\$ 28.95	\$ 29.95	\$ 30.95	\$ 30.95	\$ 28.70	\$ 28.70	\$ 29.95	\$ 29.95	\$ 29.95	0.86355786	0.863557858	0	3.23101777	3.231017771
36	CELERY, STICKS, 4/5 LB	4/5#	3614	\$ 32.95	\$ 32.95	\$ 33.95	\$ 34.95	\$ 34.95	\$ 32.70	\$ 32.70	\$ 33.95	\$ 33.95	\$ 33.95	0.75872534	0.758725341	0	2.86123033	2.861230329
37	CILANTRO, CLEAN, TRIM 4/1 LB	4/1#	2739	\$ 15.95	\$ 15.95	\$ 16.95	\$ 17.95	\$ 17.95	\$ 15.70	\$ 15.70	\$ 16.95	\$ 16.95	\$ 16.95	1.56739812	1.567398119	0	5.57103064	5.571030641
38	CLEMENTINES, 3 LB BG	3#	531	\$ 5.85	\$ 5.85	\$ 6.85	\$ 7.85	\$ 7.85	\$ 5.60	\$ 5.60	\$ 6.85	\$ 6.85	\$ 6.85	4.27350427	4.273504274	0	12.7388535	12.7388535
39	COLLARDS, CLEANED 2x2 CUT	8/1#	803	\$ 17.95	\$ 17.95	\$ 18.95	\$ 19.95	\$ 19.95	\$ 17.70	\$ 17.70	\$ 18.95	\$ 18.95	\$ 18.95	1.39275766	1.39275766	0	5.01253133	5.012531328
40	CORN, YELLOW BU	48 CT	28	\$ 18.50	\$ 18.50	\$ 19.50	\$ 20.50	\$ 20.50	\$ 18.25	\$ 18.25	\$ 19.50	\$ 19.50	\$ 19.50	1.35135135	1.351351351	0	4.87804878	4.87804878
41	CUCUMBERS, 1-1/9 TH BU	BUSHEL	30	\$ 23.95	\$ 23.95	\$ 24.95	\$ 25.95	\$ 25.95	\$ 23.70	\$ 23.70	\$ 24.95	\$ 24.95	\$ 24.95	1.04384134	1.043841336	0	3.85356455	3.853564547
42	DILL	1#	706	\$ 8.50	\$ 8.50	\$ 9.50	\$ 10.50	\$ 10.50	\$ 8.25	\$ 8.25	\$ 9.50	\$ 9.50	\$ 9.50	2.94117647	2.941176471	0	9.52380952	9.523809524
43	EGGPLANT, 1-1/9 TH BU	BUSHEL	855	\$ 18.50	\$ 18.50	\$ 19.50	\$ 20.50	\$ 20.50	\$ 18.25	\$ 18.25	\$ 19.50	\$ 19.50	\$ 19.50	1.35135135	1.351351351	0	4.87804878	4.87804878
44	EGGS, MEDIUM 15 DZ	15 DOZEN	208	\$ 36.50	\$ 36.50	\$ 37.50	\$ 38.50	\$ 38.50	\$ 36.25	\$ 36.25	\$ 37.50	\$ 37.50	\$ 37.50	0.68493151	0.684931507	0	2.5974026	2.597402597
45	EGGS, XLARGE 15 DZ LOOSE	15 DOZEN	200	\$ 37.95	\$ 37.95	\$ 38.95	\$ 39.95	\$ 39.95	\$ 37.70	\$ 37.70	\$ 38.95	\$ 38.95	\$ 38.95	0.65876153	0.658761528	0	2.50312891	2.503128911
46	GARLIC, PEELED 4/5 LB	4/5#	3144	\$ 37.95	\$ 37.95	\$ 38.95	\$ 39.95	\$ 39.95	\$ 37.70	\$ 37.70	\$ 38.95	\$ 38.95	\$ 38.95	0.65876153	0.658761528	0	2.50312891	2.503128911
47	GRAPEFRUIT, RED	CASE	450	\$ 28.50	\$ 28.50	\$ 29.50	\$ 30.50	\$ 30.50	\$ 28.25	\$ 28.25	\$ 29.50	\$ 29.50	\$ 29.50	0.87719298	0.877192982	0	3.27868852	3.278688525
48	GRAPES, RED SEEDLESS	18#	442	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434

49	IGRAPES, WHITE SEEDLESS	18#	444	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434
50	HONEYDEW MELONS	CASE	480	\$ 22.50	\$ 22.50	\$ 23.50	\$ 24.50	\$ 24.50	\$ 22.25	\$ 22.25	\$ 23.50	\$ 23.50	\$ 23.50	1.11111111	1.111111111	0	4.08163265	4.081632653
51	KALE, GREEN	24 CT	46	\$ 16.95	\$ 16.95	\$ 17.95	\$ 18.95	\$ 18.95	\$ 16.70	\$ 16.70	\$ 17.95	\$ 17.95	\$ 17.95	1.47492625	1.474926254	0	5.27704485	5.277044855
52	KIWI FLAT	CASE	782	\$ 18.95	\$ 18.95	\$ 19.95	\$ 20.95	\$ 20.95	\$ 18.70	\$ 18.70	\$ 19.95	\$ 19.95	\$ 19.95	1.31926121	1.319261214	0	4.77326969	4.77326969
53	LEEKs PER CS	12 CT	790	\$ 25.50	\$ 25.50	\$ 26.50	\$ 27.50	\$ 27.50	\$ 25.25	\$ 25.25	\$ 26.50	\$ 26.50	\$ 26.50	0.98039216	0.980392157	0	3.63636364	3.636363636
54	LEMONS, 200 CHOICE	200 CT	460	\$ 29.75	\$ 29.75	\$ 30.75	\$ 31.75	\$ 31.75	\$ 29.50	\$ 29.50	\$ 30.75	\$ 30.75	\$ 30.75	0.84033613	0.840336134	0	3.1496063	3.149606299
55	LETTUCE, ICEBERG PREMIUM 24 CT	24 CT	32	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434
56	LETTUCE, LEAF 24 CT	24 CT	36	\$ 26.50	\$ 26.50	\$ 27.50	\$ 28.50	\$ 28.50	\$ 26.25	\$ 26.25	\$ 27.50	\$ 27.50	\$ 27.50	0.94339623	0.943396226	0	3.50877193	3.50877193
57	LETTUCE, LEAF CROWNS	10#	736	\$ 25.50	\$ 25.50	\$ 26.50	\$ 27.50	\$ 27.50	\$ 25.25	\$ 25.25	\$ 26.50	\$ 26.50	\$ 26.50	0.98039216	0.980392157	0	3.63636364	3.636363636
Negotiation Pricing														Pricing Differentiation Per Region(s)				
NO.#	Description	Packaging/Count Per Case	ITEM/PRODUCT NO.	REGION 1 PRICING	REGION 2 PRICING	REGION 3 - PRICING	REGION 4 - PRICING	REGION 5 - PRICING	REGION 1 - PRICING	REGION 2 - PRICING	REGION 3 - PRICING	REGION 4 - PRICING	REGION 5 - PRICING	REGION 1 PRICING	REGION 2 PRICING	REGION 3 PRICING	REGION 4 PRICING	REGION 5 PRICING
58	LETTUCE, ROMAINE 24 CT	24 CT	44	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434
59	LETTUCE, ROMAINE CHOPPED	6/2#	673	\$ 21.95	\$ 21.95	\$ 22.95	\$ 23.95	\$ 23.95	\$ 21.70	\$ 21.70	\$ 22.95	\$ 22.95	\$ 22.95	1.13895216	1.138952164	0	4.17536534	4.175365344
60	LETTUCE, SHREDDED 4/5 LB	4/5#	3616	\$ 21.95	\$ 21.95	\$ 22.95	\$ 23.95	\$ 23.95	\$ 21.70	\$ 21.70	\$ 22.95	\$ 22.95	\$ 22.95	1.13895216	1.138952164	0	4.17536534	4.175365344
61	LIMES, 40 LB	40#	460	\$ 19.95	\$ 19.95	\$ 20.95	\$ 21.95	\$ 21.95	\$ 19.70	\$ 19.70	\$ 20.95	\$ 20.95	\$ 20.95	1.25313283	1.253132832	0	4.55580866	4.555808656
62	MANGO	CASE	67	\$ 9.95	\$ 9.95	\$ 10.95	\$ 11.95	\$ 11.95	\$ 9.70	\$ 9.70	\$ 10.95	\$ 10.95	\$ 10.95	2.51256281	2.512562814	0	8.36820084	8.368200837
63	MINT	1#	712	\$ 8.95	\$ 8.95	\$ 9.95	\$ 10.95	\$ 10.95	\$ 8.70	\$ 8.70	\$ 9.95	\$ 9.95	\$ 9.95	2.79329609	2.793296089	0	9.13242009	9.132420091
64	MUSHROOM, SLICED 5 LB	5#	69	\$ 14.95	\$ 14.95	\$ 15.95	\$ 16.95	\$ 16.95	\$ 14.70	\$ 14.70	\$ 15.95	\$ 15.95	\$ 15.95	1.67222408	1.6722240803	0	5.89970501	5.899705015
65	MUSHROOM, BUTTON 10 LB	10#	62	\$ 23.95	\$ 23.95	\$ 24.95	\$ 25.95	\$ 25.95	\$ 23.70	\$ 23.70	\$ 24.95	\$ 24.95	\$ 24.95	1.04384134	1.043841336	0	3.85356455	3.853564547
66	MUSHROOM, MEDIUM 10 LB	10#	60	\$ 20.95	\$ 20.95	\$ 21.95	\$ 22.95	\$ 22.95	\$ 20.70	\$ 20.70	\$ 21.95	\$ 21.95	\$ 21.95	1.19331742	1.193317422	0	4.35729847	4.357298475
67	NECTARINE CS	CASE	498	\$ 24.95	\$ 24.95	\$ 25.95	\$ 26.95	\$ 26.95	\$ 24.70	\$ 24.70	\$ 25.95	\$ 25.95	\$ 25.95	1.00200401	1.002004008	0	3.71057514	3.710575139
68	ONIONS, ICELESS GREEN	4/2#	3081	\$ 18.95	\$ 18.95	\$ 19.95	\$ 20.95	\$ 20.95	\$ 18.70	\$ 18.70	\$ 19.95	\$ 19.95	\$ 19.95	1.31926121	1.319261214	0	4.77326969	4.77326969
69	ONIONS, RED JUMBO 25 LB	25#	92	\$ 19.50	\$ 19.50	\$ 20.50	\$ 21.50	\$ 21.50	\$ 19.25	\$ 19.25	\$ 20.50	\$ 20.50	\$ 20.50	1.28205128	1.282051282	0	4.65116279	4.651162791
70	ONIONS, SWEET 40 LB	40#	87	\$ 22.95	\$ 22.95	\$ 23.95	\$ 24.95	\$ 24.95	\$ 22.70	\$ 22.70	\$ 23.95	\$ 23.95	\$ 23.95	1.08932462	1.089324619	0	4.00801603	4.008016032
71	ONIONS, YELLOW DICED 4/5 LB	4/5#	3622	\$ 24.95	\$ 24.95	\$ 25.95	\$ 26.95	\$ 26.95	\$ 24.70	\$ 24.70	\$ 25.95	\$ 25.95	\$ 25.95	1.00200401	1.002004008	0	3.71057514	3.710575139
72	ONIONS, YELLOW JUMBO 50 LB	50#	84	\$ 21.95	\$ 21.95	\$ 22.95	\$ 23.95	\$ 23.95	\$ 21.70	\$ 21.70	\$ 22.95	\$ 22.95	\$ 22.95	1.13895216	1.138952164	0	4.17536534	4.175365344
73	ORANGES, 113-138 CT	113-138 CT	490	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
74	ORANGES, 72-88 CT	72-88 CT	522	\$ 27.95	\$ 27.95	\$ 28.95	\$ 29.95	\$ 29.95	\$ 27.70	\$ 27.70	\$ 28.95	\$ 28.95	\$ 28.95	0.89445438	0.894454383	0	3.33889816	3.338898164
75	PARSLEY, CURLY 60 CT	60 CT	38	\$ 16.75	\$ 16.75	\$ 17.75	\$ 18.75	\$ 18.75	\$ 16.50	\$ 16.50	\$ 17.75	\$ 17.75	\$ 17.75	1.49253731	1.492537313	0	5.33333333	5.333333333
76	PEACHES CTN	CASE	250	\$ 23.95	\$ 23.95	\$ 24.95	\$ 25.95	\$ 25.95	\$ 23.70	\$ 23.70	\$ 24.95	\$ 24.95	\$ 24.95	1.04384134	1.043841336	0	3.85356455	3.853564547
77	PEARS BULK CASE	CASE	502	\$ 33.95	\$ 33.95	\$ 34.95	\$ 35.95	\$ 35.95	\$ 33.70	\$ 33.70	\$ 34.95	\$ 34.95	\$ 34.95	0.73637703	0.736377025	0	2.78164117	2.781641168
78	PEPPER, GREEN BELL	CASE	102	\$ 24.95	\$ 24.95	\$ 25.95	\$ 26.95	\$ 26.95	\$ 24.70	\$ 24.70	\$ 25.95	\$ 25.95	\$ 25.95	1.00200401	1.002004008	0	3.71057514	3.710575139
79	PEPPER, RED BELL	CASE	104	\$ 31.75	\$ 31.75	\$ 32.75	\$ 33.75	\$ 33.75	\$ 31.50	\$ 31.50	\$ 32.75	\$ 32.75	\$ 32.75	0.78740157	0.787401575	0	2.96296296	2.962962963
80	PEPPER, YELLOW BELL	CASE	106	\$ 34.75	\$ 34.75	\$ 35.75	\$ 36.75	\$ 36.75	\$ 34.50	\$ 34.50	\$ 35.75	\$ 35.75	\$ 35.75	0.71942446	0.71942446	0	2.72108844	2.721088435
81	PINEAPPLE GOLD	CASE	511	\$ 18.95	\$ 18.95	\$ 19.95	\$ 20.95	\$ 20.95	\$ 18.70	\$ 18.70	\$ 19.95	\$ 19.95	\$ 19.95	1.31926121	1.319261214	0	4.77326969	4.77326969
82	PLUMS, RED	CASE	500	\$ 23.95	\$ 23.95	\$ 24.95	\$ 25.95	\$ 25.95	\$ 23.70	\$ 23.70	\$ 24.95	\$ 24.95	\$ 24.95	1.04384134	1.043841336	0	3.85356455	3.853564547
83	POTATOES, A RED 50 LB	50#	172	\$ 18.95	\$ 18.95	\$ 19.95	\$ 20.95	\$ 20.95	\$ 18.70	\$ 18.70	\$ 19.95	\$ 19.95	\$ 19.95	1.31926121	1.319261214	0	4.77326969	4.77326969
84	POTATOES, 1 LB SWEET 40 LB	40#	178	\$ 21.95	\$ 21.95	\$ 22.95	\$ 23.95	\$ 23.95	\$ 21.70	\$ 21.70	\$ 22.95	\$ 22.95	\$ 22.95	1.13895216	1.138952164	0	4.17536534	4.175365344
85	POTATOES, 100 CT IDAHO	100 CT	156	\$ 21.95	\$ 21.95	\$ 22.95	\$ 23.95	\$ 23.95	\$ 21.70	\$ 21.70	\$ 22.95	\$ 22.95	\$ 22.95	1.13895216	1.138952164	0	4.17536534	4.175365344
86	POTATOES, 60 CT	60 CT	191	\$ 24.75	\$ 24.75	\$ 25.75	\$ 26.75	\$ 26.75	\$ 24.50	\$ 24.50	\$ 25.75	\$ 25.75	\$ 25.75	1.01010101	1.01010101	0	3.73831776	3.738317757
87	POTATOES, 70 CT	70 CT	150	\$ 24.75	\$ 24.75	\$ 25.75	\$ 26.75	\$ 26.75	\$ 24.50	\$ 24.50	\$ 25.75	\$ 25.75	\$ 25.75	1.01010101	1.01010101	0	3.73831776	3.738317757
88	POTATOES, 80 CT IDAHO	80 CT	152	\$ 23.75	\$ 23.75	\$ 24.75	\$ 25.75	\$ 25.75	\$ 23.50	\$ 23.50	\$ 24.75	\$ 24.75	\$ 24.75	1.05263158	1.052631579	0	3.88349515	3.883495146
89	POTATO, B RED 50 LB	50#	170	\$ 26.95	\$ 26.95	\$ 27.95	\$ 28.95	\$ 28.95	\$ 26.70	\$ 26.70	\$ 27.95	\$ 27.95	\$ 27.95	0.92764378	0.927643785	0	3.45423143	3.454231434

									Negotiation Pricing					Pricing Differentiation Per Region(s)				
NO.#	Description	Packaging/Count Per Case	ITEM/PRODUCT NO.	REGION 1 PRICING	REGION 2 PRICING	REGION 3 - PRICING	REGION 4 - PRICING	REGION 5 - PRICING	REGION 1 - PRICING	REGION 2 - PRICING	REGION 3 - PRICING	REGION 4 - PRICING	REGION 5 - PRICING	REGION 1 PRICING	REGION 2 PRICING	REGION 3 PRICING	REGION 4 PRICING	REGION 5 PRICING
90	POTATOES, JUMBO SWEET	40#	180	\$ 18.95	\$ 18.95	\$ 19.95	\$ 20.95	\$ 20.95	\$ 18.70	\$ 18.70	\$ 19.95	\$ 19.95	\$ 19.95	1.31926121	1.319261214	0	4.77326969	4.77326969
91	RADISHES, 30/6 OZ	30/6 OZ	110	\$ 14.95	\$ 14.95	\$ 15.95	\$ 16.95	\$ 16.95	\$ 14.70	\$ 14.70	\$ 15.95	\$ 15.95	\$ 15.95	1.6722408	1.672240803	0	5.89970501	5.899705015
92	RASPBERRIES, 12/1 PINT CT	1-Dec	73	\$ 29.95	\$ 29.95	\$ 30.95	\$ 31.95	\$ 31.95	\$ 29.70	\$ 29.70	\$ 30.95	\$ 30.95	\$ 30.95	0.83472454	0.834724541	0	3.12989045	3.129890454
93	SALAD MIX W/SIDE COLOR 4/5 LB	4/5#	3632	\$ 18.95	\$ 18.95	\$ 19.95	\$ 20.95	\$ 20.95	\$ 18.70	\$ 18.70	\$ 19.95	\$ 19.95	\$ 19.95	1.31926121	1.319261214	0	4.77326969	4.77326969
94	SLAW, CHOPPED SIDE COLOR 4/5 LB	4/5#	3630	\$ 19.50	\$ 19.50	\$ 20.50	\$ 21.50	\$ 21.50	\$ 19.25	\$ 19.25	\$ 20.50	\$ 20.50	\$ 20.50	1.28205128	1.282051282	0	4.65116279	4.651162791
95	SLAW, SHREDDED SIDE COLOR 4/5 LB	4/5#	3633	\$ 19.50	\$ 19.50	\$ 20.50	\$ 21.50	\$ 21.50	\$ 19.25	\$ 19.25	\$ 20.50	\$ 20.50	\$ 20.50	1.28205128	1.282051282	0	4.65116279	4.651162791
96	SPINACH, BABY BULK 4 LB	4#	755	\$ 14.95	\$ 14.95	\$ 15.95	\$ 16.95	\$ 16.95	\$ 14.70	\$ 14.70	\$ 15.95	\$ 15.95	\$ 15.95	1.6722408	1.672240803	0	5.89970501	5.899705015
98	SPRING MIX, 3 LB BOX SWEET	3#	1447	\$ 9.50	\$ 9.50	\$ 10.50	\$ 11.50	\$ 11.50	\$ 9.25	\$ 9.25	\$ 10.50	\$ 10.50	\$ 10.50	2.63157895	2.631578947	0	8.69565217	8.695652174
99	SQUASH, CHOICE YELLOW	CASE	122	\$ 19.50	\$ 19.50	\$ 20.50	\$ 21.50	\$ 21.50	\$ 19.25	\$ 19.25	\$ 20.50	\$ 20.50	\$ 20.50	1.28205128	1.282051282	0	4.65116279	4.651162791
100	SQUASH, ZUCCHINI MED 18 LB	CASE	126	\$ 19.50	\$ 19.50	\$ 20.50	\$ 21.50	\$ 21.50	\$ 19.25	\$ 19.25	\$ 20.50	\$ 20.50	\$ 20.50	1.28205128	1.282051282	0	4.65116279	4.651162791
101	STRAWBERRIES, 8/1 QT CS	8/1#	518	\$ 24.95	\$ 24.95	\$ 25.95	\$ 26.95	\$ 26.95	\$ 24.70	\$ 24.70	\$ 25.95	\$ 25.95	\$ 25.95	1.00200401	1.002004008	0	3.71057514	3.710575139
102	TANGERINES, CASE	CASE	528	\$ 28.95	\$ 28.95	\$ 29.95	\$ 30.95	\$ 30.95	\$ 28.70	\$ 28.70	\$ 29.95	\$ 29.95	\$ 29.95	0.86355786	0.863557858	0	3.23101777	3.231017771
103	TOMATOES, 5x6 25 LB	25#	311	\$ 23.95	\$ 23.95	\$ 24.95	\$ 25.95	\$ 25.95	\$ 23.70	\$ 23.70	\$ 24.95	\$ 24.95	\$ 24.95	1.04384134	1.043841336	0	3.85356455	3.853564547
104	TOMATOES, 5x6 FLAT	20#	300	\$ 23.95	\$ 23.95	\$ 24.95	\$ 25.95	\$ 25.95	\$ 23.70	\$ 23.70	\$ 24.95	\$ 24.95	\$ 24.95	1.04384134	1.043841336	0	3.85356455	3.853564547
105	TOMATOES, 6x6 25 LB	25#	304	\$ 23.95	\$ 23.95	\$ 24.95	\$ 25.95	\$ 25.95	\$ 23.70	\$ 23.70	\$ 24.95	\$ 24.95	\$ 24.95	1.04384134	1.043841336	0	3.85356455	3.853564547
106	TOMATOES, CHERRY 12/PT FLAT	12 PT	306	\$ 25.95	\$ 25.95	\$ 26.95	\$ 27.95	\$ 27.95	\$ 25.70	\$ 25.70	\$ 26.95	\$ 26.95	\$ 26.95	0.96339114	0.963391137	0	3.57781753	3.577817531
107	TOMATOES, FOODSERVICE-SCH	25#	305	\$ 19.95	\$ 19.95	\$ 20.95	\$ 21.95	\$ 21.95	\$ 19.70	\$ 19.70	\$ 20.95	\$ 20.95	\$ 20.95	1.25313283	1.253132832	0	4.55580866	4.555808656
108	TOMATOES, GRAPES 12 CT FLAT	12 CT	315CP	\$ 19.95	\$ 19.95	\$ 20.95	\$ 21.95	\$ 21.95	\$ 19.70	\$ 19.70	\$ 20.95	\$ 20.95	\$ 20.95	1.25313283	1.253132832	0	4.55580866	4.555808656
109	TOMATOES, ROMA 25 LB	25#	310	\$ 21.95	\$ 21.95	\$ 22.95	\$ 23.95	\$ 23.95	\$ 21.70	\$ 21.70	\$ 22.95	\$ 22.95	\$ 22.95	1.13895216	1.138952164	0	4.17536534	4.175365344
110	WATERMELON	EACH	524	\$ 6.95	\$ 6.95	\$ 7.95	\$ 8.95	\$ 8.95	\$ 6.70	\$ 6.70	\$ 7.95	\$ 7.95	\$ 7.95	3.5971223	3.597122302	0	11.1731844	11.17318436
Regional Subtotals:				\$ 2,549.85	\$ 2,549.85	\$ 2,658.85	\$ 2,767.85	\$ 2,767.85	\$ 2,522.60	\$ 2,522.60	\$ 2,658.85	\$ 2,658.85	\$ 2,658.85	\$ (27.25)	\$ (27.25)	\$ -	\$ (109.00)	\$ (109.00)
Grand Total For All Regions				\$ 13,294.25					\$ 13,021.75					\$ (272.50)				