

BEEF PRODUCTS PURCHASES BY VENDOR

FY11 - WBSCM/PCIMS DATA -October 1, 2010 to September 30, 2011

Material	Vendor	Business Size	Vendor Plant	Quantity - Pounds	Purchase Order Value - Dollar	Percent Pounds	Percent Dollars
BEEF COARSE GROUND FRZ CTN-60 LB	CHERRY MEAT	Small	CHERRY MEAT	7,140,000	\$15,514,314	9.70%	9.55%
BEEF COARSE GROUND FRZ CTN-60 LB	CAVINESS BEEF	Large	CAVINESS BEEF/PALO	10,416,000	\$23,600,530	14.15%	14.53%
BEEF COARSE GROUND FRZ CTN-60 LB	CENTRAL VALLEY	Small	CENTRAL VALLEY	12,264,000	\$27,957,779	16.66%	17.21%
BEEF COARSE GROUND FRZ CTN-60 LB	JANCORP LLC	Small	CRISS CROSS	7,938,000	\$17,980,167	10.78%	11.07%
BEEF COARSE GROUND FRZ CTN-60 LB	AMERICAN BEEF	Small	AMERICAN BEEF	28,350,004	\$61,090,769	38.51%	37.60%
BEEF COARSE GROUND FRZ CTN-60 LB	JAYNA'S NORTHERN	Small	JAYNA'S NORTHERN	126,000	\$265,545	0.17%	0.16%
BEEF COARSE GROUND FRZ CTN-60 LB	CARGILL BEEF PACKERS	Large	CARGILL BEEF PACKERS	2,268,000	\$4,895,795	3.08%	3.01%
BEEF COARSE GROUND FRZ CTN-60 LB	FOUR S FOODS, LP	Small	Four S Foods, LP	4,788,000	\$10,458,938	6.50%	6.44%
BEEF COARSE GROUND FRZ CTN-60 LB	HARRIS RANCH BEEF	Large	HARRIS RANCH	336,000	\$701,820	0.46%	0.43%
Total Coarse Ground Beef				73,626,004	\$162,465,656	100.00%	100.00%
BEEF FRESH BNLS COMBO-20/2000 LB	TYSON FRESH MEATS,	Large	TYSON FOODS INC-S.	12,440,000	\$25,154,580	83.60%	83.26%
BEEF FRESH BNLS COMBO-20/2000 LB	CENTRAL VALLEY	Small	CENTRAL VALLEY	880,000	\$1,791,756	5.91%	5.93%
BEEF FRESH BNLS COMBO-20/2000 LB	GOODMAN FOOD	Large	DON LEE FARMS	280,000	\$577,868	1.88%	1.91%
BEEF FRESH BNLS COMBO-20/2000 LB	CAVINESS BEEF	Large	CAVINESS BEEF/PALO	120,000	\$259,808	0.81%	0.86%
BEEF FRESH BNLS COMBO-20/2000 LB	AMERICAN BEEF	Small	AMERICAN BEEF	1,160,000	\$2,429,700	7.80%	8.04%
Total Boneless Beef				14,880,000	\$30,213,712	100.00%	100.00%
BEEF BNLS SPECIAL TRM FRZ CTN-60 LB	CENTRAL VALLEY	Small	CENTRAL VALLEY	1,134,000	\$3,736,888	100.00%	100.00%
Total Beef Special Trim				1,134,000	3,736,888	100.00%	100.00%
Total Processing Beef				89,640,004	\$196,416,256		
BEEF FINE GROUND FRZ CTN-40 LB	CHERRY MEAT	Small	CHERRY MEAT	3,080,000	\$7,044,160	9.80%	9.71%
BEEF FINE GROUND FRZ CTN-40 LB	CAVINESS BEEF	Large	CAVINESS BEEF/PALO	13,440,000	\$30,216,612	42.76%	41.67%
BEEF FINE GROUND FRZ CTN-40 LB	CENTRAL VALLEY	Small	CENTRAL VALLEY	6,910,000	\$16,162,375	21.99%	22.29%
BEEF FINE GROUND FRZ CTN-40 LB	JANCORP LLC	Small	CRISS CROSS	840,000	\$2,119,200	2.67%	2.92%
BEEF FINE GROUND FRZ CTN-40 LB	AMERICAN BEEF	Small	AMERICAN BEEF	2,160,000	\$5,202,548	6.87%	7.17%

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BEEF FINE GROUND FRZ CTN-40 LB	FOUR S FOODS, LP	Small	Four S Foods, LP	4,400,000	\$10,372,824	14.00%	14.30%
BEEF FINE GROUND FRZ CTN-40 LB	CARGILL BEEF PACKERS	Large	CARGILL BEEF PACKERS	400,000	\$993,792	1.27%	1.37%
BEEF FINE GROUND FRZ CTN-40 LB	HARRIS RANCH BEEF	Large	HARRIS RANCH	200,000	\$403,600	0.64%	0.56%
Total Fine Ground Beef 10-lb pkgs				31,430,000	\$72,515,111	100.00%	100.00%
BEEF FINE GROUND FRZ PKG-40/1 LB	CARGILL MEAT	Large	CARGILL	360,000	\$824,072	6.47%	6.23%
BEEF FINE GROUND FRZ PKG-40/1 LB	CHERRY MEAT	Small	CHERRY MEAT	2,720,000	\$6,658,492	48.92%	50.33%
BEEF FINE GROUND FRZ PKG-40/1 LB	AMERICAN BEEF	Small	AMERICAN BEEF	680,000	\$1,458,136	12.23%	11.02%
BEEF FINE GROUND FRZ PKG-40/1 LB	CAVINESS BEEF	Large	CAVINESS BEEF/PALO	160,000	\$368,440	2.88%	2.79%
BEEF FINE GROUND FRZ PKG-40/1 LB	CENTRAL VALLEY	Small	CENTRAL VALLEY	40,000	\$89,952	0.72%	0.68%
BEEF FINE GROUND FRZ PKG-40/1 LB	FOUR S FOODS, LP	Small	Four S Foods, LP	1,600,000	\$3,829,580	28.78%	28.95%
Total Fine Ground Beef - 1 - lb pkgs				5,560,000	\$13,228,672	100.00%	100.00%
BEEF SPP PATTY FRZ CTN-40 LB	CHERRY MEAT	Small	CHERRY MEAT	2,850,000	\$6,503,437	100.00%	100.00%
Total SPP Beef Patty				2,850,000	\$6,503,437	100.00%	100.00%
BEEF 100% PATTY FRZ CTN-40 LB	CHERRY MEAT	Small	CHERRY MEAT	2,318,000	\$5,847,156	88.41%	88.86%
BEEF 100% PATTY FRZ CTN-40 LB	JAYNA'S NORTHERN	Small	JAYNA'S NORTHERN	76,000	\$198,227	2.90%	3.01%
BEEF 100% PATTY FRZ CTN-40 LB	CAVINESS BEEF	Large	CAVINESS BEEF/PALO	228,000	\$534,641	8.70%	8.13%
Total 100% Beef Patty				2,622,000	\$6,580,024	100.00%	100.00%
BEEF LEAN PATTY FRZ CTN-40 LB	CHERRY MEAT	Small	CHERRY MEAT	1,216,000	\$3,196,430	71.11%	71.41%
BEEF LEAN PATTY FRZ CTN-40 LB	JAYNA'S NORTHERN	Small	JAYNA'S NORTHERN	38,000	\$104,390	2.22%	2.33%
BEEF LEAN PATTY FRZ CTN-40 LB	CAVINESS BEEF	Large	CAVINESS BEEF/PALO	456,000	\$1,175,515	26.67%	26.26%
Total Lean Beef Patty				1,710,000	\$4,476,334	100.00%	100.00%
BEEF LEAN FNLY TXTRD PATTY FRZ CTN-40 LB	CHERRY MEAT	Small	CHERRY MEAT	152,000	\$417,384	100.00%	100.00%
Total LFTB Patty				152,000	\$417,384	100.00%	100.00%
BEEF ROAST ROUND FRZ CTN-38-42 LB	SKYLARK MEATS, LLC	Large	SKYLARK MEATS INC	1,120,000	\$3,979,220	93.33%	93.65%
BEEF ROAST ROUND FRZ CTN-38-42 LB	McGREEVY'S MID WEST MEAT CO	Small	McGREEVY'S MID WEST MEAT CO	80,000	\$269,600	6.67%	6.35%
Total Beef Roasts				1,200,000	\$4,248,820	100.00%	100.00%
Percent Small Business				92,940,004	\$210,699,746	68.76%	69.22%
Percent Large Business				42,224,000	\$93,686,293	31.24%	30.78%
Total All Beef Products				135,164,004	\$304,386,039	100.00%	100.00%