

Handler Questionnaire

A. Operations

1. Describe your fresh leafy green handling operations.
2. *Location:* Where are your headquarters?
3. *Location:* In which states are your handling operations? (If applicable, estimate the percentage of your company's total annual volume represented by your operations in the top 2 or 3 states).
4. In which category below are your company's annual receipts?
 - < \$7.0 million
 - \$7.1 million – \$10.0 million
 - > \$10.0 million
5. What are the top 3 leafy green crops that your company handles?
6. *Shipping volume:* Estimate the annual shipment volume (ctn or ctn equivalent) of your top 3 leafy green crop.
7. Estimate your operating costs for your leafy greens business.
8. If your company is a grower-shipper: Estimate the portion of your operating costs that are attributable to your growing operations.
9. Estimate the portion of your annual receipts that is attributable to the sale of leafy greens (in percentage or dollars)?
10. *Suppliers:* Do you buy leafy greens from other handlers or directly from growers?
11. If your company is a grower-shipper: Do you own your growing operations or do you contract with growers (or both)? If you own ranches, how many crop acres are farmed?
12. Where are your growers/ranches located?

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13. Do you require your growers/suppliers to have food safety programs? If so, please describe the details.

14. If you do not own your growing operations, do you pay for your growers' audits?

B. Food Safety

1. Brief description of your food safety program.

Note: If you are a member of the CA or AZ LGMA, we'd like to discuss the following items before and after implementation of the LGMA (especially the cost info):

2. Estimate amount spent on food safety annually – before & after LGMA. (This amount should reflect administrative investments including: personnel, 3rd party audits, sampling, testing, assessments, equipment, etc.)

3. Estimate the costs for the following elements of your food safety program currently and estimate any changes in cost since implementing LGMA requirements:

Food Safety Program	Before LGMA	Current
Food safety staff		
Water testing		
Auditing fees		
Employee training		
Disinfectants and sanitation verification		
Equipment (such as ATP testing equipment, pH meters, etc.)		
Administrative - recordkeeping/paperwork by personnel other than designated food safety staff		
Other		

4. If you are a grower-shipper: Are there any other incremental costs that you would associate with the implementation of the LGMA? Please estimate these costs:

- Land taken out of production:
 - for buffers
 - due to historical use excluded by the LGMA metrics
 - due to flooding

- Crop loss due to:
 - animal intrusion
 - positive test results (e.g. water/soil/crop)
 - flooding, chemical spill or other environmental impacts (please describe)

- Any other incremental costs

5. *Buyer Requirements:*

- Describe food safety items mandated by your buyers/customers.
- Estimate the effects on your per carton costs.

Traceability

6. Briefly describe the traceability process your company uses & estimate its cost.

Other

7. How do you think the proposed National Leafy Green Marketing Agreement may affect your costs?

8. Have you ever had a product recalled? _____ If yes, what was the product and what was the cost of the recall?

Thank-you for your time!