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PRUNE LOSS ADJUSTMENT STANDARDS HANDBOOK

2009 and Succeeding Crop Years

UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D.C. 20250

FEDERAL CROP INSURANCE HANDBOOK	NUMBER: 25380 (10-2006) 25380-1 (10-2008)
SUBJECT: PRUNE LOSS ADJUSTMENT STANDARDS HANDBOOK 2009 AND SUCCEEDING CROP YEARS	OPI: Product Administration and Standards Division APPROVED: DATE: /s/ Tim B. Witt 10/10/08 Deputy Administrator, Product Management

THIS HANDBOOK CONTAINS THE OFFICIAL FCIC-ISSUED LOSS ADJUSTMENT STANDARDS FOR THIS CROP FOR THE 2009 AND SUCCEEDING CROP YEARS. ALL REINSURED COMPANIES WILL UTILIZE THESE STANDARDS FOR BOTH LOSS ADJUSTMENT AND LOSS TRAINING.

SUMMARY OF CHANGES/CONTROL CHART

The following list contains significant changes to this handbook, as determined by us. It may not represent all changes made. All changes made for this handbook are applicable regardless of whether or not listed.

Major Changes: See changes or additions in text that have been highlighted. Three stars (***) identify where information has been removed.

Changes for Crop Year 2009 (FCIC-25380-1) issued OCTOBER 2008:

A. Page 5, subsection 3 E (2): Revised harvest cost calculation procedures. AIPs will use the harvest cost per ton listed in the Special Provisions of Insurance (SPOI) to determine the value of harvested production. Added “drying” to the list of harvest costs.

B. Page 9, subsection 5 A: Deleted references to the Random Path Appraisal Method (RPAM). Revised Quadrant Fruit Count Appraisal Method information.

C. Page 10, subsection 5 B (2) (a): Deleted reference to RPAM.

D. Page 31, section 9: Revised **TABLE A** sample requirements.

PRUNE LOSS ADJUSTMENT STANDARDS HANDBOOK

SUMMARY OF CHANGES CONTROL CHART (Continued)

Control Chart for: Prune Loss Adjustment Standards Handbook						
	SC Page(s)	TC Page(s)	Text Page(s)	Reference Material	Date	Directive Number
Remove	1-2		5-6		10-2006	FCIC-25380
			9-10		10-2006	FCIC-25380
				33-34	10-2006	FCIC-25380
Insert	1-2		5-6		10-2008	FCIC-25380-1
			9-10		10-2008	FCIC-25380-1
				33-34	10-2008	FCIC-25380-1
Current Index	1-2				10-2008	FCIC-25380-1
		1-2	1-4		10-2006	FCIC-25380
			5-6		10-2008	FCIC-25380-1
			7-8		10-2006	FCIC-25380
			9-10		10-2008	FCIC-25380-1
			11-32		10-2006	FCIC-25380
				33-34	10-2008	FCIC-25380-1
				35-39	10-2006	FCIC-25380

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1. INTRODUCTION

THIS HANDBOOK MUST BE USED IN CONJUNCTION WITH THE LOSS ADJUSTMENT MANUAL (LAM) STANDARDS HANDBOOK, FCIC-25010.

The FCIC-issued loss adjustment standards for this crop are the official standard requirements for adjusting Multiple Peril Crop Insurance (MPCI) losses in a uniform and timely manner. The FCIC-issued standards for this crop and crop year are in effect as of the signature date for this crop handbook at www.rma.usda.gov/handbooks/25000/index.html. All reinsured companies will utilize these standards for both loss adjustment and loss training for the applicable crop year. These standards, which include crop appraisal methods, claims completion instructions, and form standards supplement the general (not crop specific) loss adjustment standards identified in the LAM.

2. SPECIAL INSTRUCTIONS

This handbook remains in effect until superseded by reissuance of **either** the entire handbook **or** selected portions (through slipsheets or bulletins). If slipsheets have been issued for a handbook, the original handbook as amended by slipsheet pages shall constitute the handbook. A bulletin can supersede either the original handbook or subsequent slipsheets.

A. DISTRIBUTION

(1) The following is the minimum distribution of forms completed by the adjuster and signed by the insured (or the insured's authorized representative) for the loss adjustment inspection:

(a) One legible copy to the insured.

(b) The original and all remaining copies as instructed by the Approved Insurance Provider (AIP).

(2) It is the AIP's responsibility to maintain original insurance documents relative to policyholder servicing as designated in their approved plan of operations.

B. TERMS, ABBREVIATIONS, AND DEFINITIONS

(1) Terms, abbreviations, and definitions **general** (not crop specific) to loss adjustment are identified in the LAM.

(2) Terms, abbreviations, and definitions **specific** to prune loss adjustment and this handbook, which are not defined in this section, are defined as they appear in the text.

*** (3) Abbreviations:

CIH	Crop Insurance Handbook
DPMO	Dried Prune Marketing Order
RPAM	Random Path Appraisal Method

(4) Definitions:

Block	Trees, vines, or bushes in an orchard, vineyard, bog, of a single or mixed age and density, separated by applicable practice, type, variety, different T-yield Map Area (TMA), or other characteristics shown in the actuarial documents.
Direct Marketing	Sale of the insured crop directly to consumers without the intervention of an intermediary such as a wholesaler, retailer, packer, processor, shipper, or buyer. Examples of direct marketing include: selling through an on-farm or roadside stand, farmer's market, and permitting the general public to enter the field for the purpose of picking all or a portion of the crop.
Dried Fruit Association (DFA)	The California DFA is an organization that provides inspection services for dried fruit and nuts (including prunes) to determine the quality and marketability of prunes by grade.
Harvest	Picking of mature prunes from the trees or ground either by hand or machine.
Harvest Cost	The costs that the insured incurs with the harvest and delivery of the marketable prune crop not to exceed the harvest cost listed in the Special Provisions.
Market Price for Standard Prunes	The price per ton shown on the processor's settlement sheet for each size count of standard prunes.
Natural Condition Prunes	The condition of prunes in which they are normally delivered from a dehydrator or dry yard.
Prune Bargaining Association (PBA)	The PBA is a cooperative that publishes a Field Price Schedule for Dried Prunes (herein referred to as the PBA price schedule) each year that contains the price per ton by size count for standard and substandard grade prunes.
Prunes	Any type or variety of plums that is grown in the area for the production of prunes and that meet the requirements defined in the applicable Federal Marketing Agreement Dried Prune Order.
Reference Date	A date occurring one to two weeks after (prune) pit hardening, when 80 to 90 percent of the seeds show presence of endosperm, a clear jelly-like substance at the bloom end of the seed. The Reference Date usually occurs from May 1 through May 15 and is provided by the Risk Management Agency (RMA) Regional Office.

Standard Prunes	Any natural condition prunes (a) that grade "C" or better in accordance with the United States Standards for Grades of Fresh Plums and Prunes; or (b) that meet or exceed the grading standards in effect for the crop year if a Federal Marketing Agreement Dried Prune Order has been established for the area in which the insured crop is grown.
Substandard Prunes	Any natural condition prunes failing to meet the applicable grading specifications for standard prunes.

3. INSURANCE CONTRACT INFORMATION

The AIP is to determine that the insured has complied with all provisions of the insurance contract. Crop provisions which are to be considered in this determination include (but are not limited to):

A. INSURABILITY

The following may not be a complete list of insurability requirements. Refer to the Basic Provisions, Prune Crop Provisions, and Special Provisions for a complete list.

(1) The crop insured will be all prunes in the county for which a premium rate is provided by the actuarial documents:

(a) In which the insured has a share;

(b) That are grown for production of natural condition prunes;

(c) That are grown on tree varieties that:

1 Were commercially available when the trees were set out;
2 Are adapted to the area;
3 Are grown on rootstock that is adapted to the area; and
4 Are irrigated (except where otherwise provided in the Special Provisions).

(d) That are grown in a unit/block that, if inspected, is considered acceptable by the AIP; and

(e) That are grown on trees that have reached at least the 7th growing season after being set out.

(2) Prunes interplanted with another perennial crop are insurable unless the AIP inspects the acreage and determines that it does not meet the insurability requirements contained in the insured's policy.

(3) Insurance coverage is not provided against damage or loss of production due to:

(a) Disease or insect infestation unless adverse weather prevents the proper application of control measures or causes properly applied control measures to be ineffective; or for which no effective control mechanism is available.

(b) The inability to market the prunes for any reason other than actual physical damage from an insurable cause specified in the crop provisions. For example, the AIP will not pay an indemnity if the insured is unable to market due to quarantine, boycott, or refusal of any person to accept production.

B. PROVISIONS AND PROCEDURES NOT APPLICABLE TO CAT COVERAGE

Refer to the CIH and LAM for provisions and procedures not applicable to CAT.

C. UNIT DIVISION

Refer to the insurance contract for unit provisions. Unless limited by the Crop or Special Provisions, a basic unit, as defined in the Basic Provisions, may be divided into optional units if, for each optional unit, all the conditions stated in the applicable provisions are met.

D. QUALITY ADJUSTMENT

(1) Any production of substandard prunes resulting from damage by insurable causes will be adjusted based on the average size count as indicated on the applicable DFA Inspection Report and Certification Form (P-1 Form). Any insurable damage will be adjusted as follows:

(a) Dividing the value per ton of such substandard prunes by the market price per ton for standard prunes of the same size and count; and

(b) Multiplying the result in item D (1) by the number of tons of such prunes.

(2) Refer to the PBA price schedule to obtain the value per ton for standard and substandard prunes by screen size count identified on the P-1 Form. The PBA price schedule internet address is www.prunebargaining.com

E. HARVEST COST CALCULATIONS

(1) The harvest cost is deducted from the price of harvested standard and substandard prunes to reduce the value of harvested standard and substandard prunes to an "on tree" value that is equivalent to the crop insurance price election which is also based on an "on-tree" value. Refer to the Special Provisions for harvest cost amount per ton for the applicable crop year for standard and substandard prunes. Refer to subsection 2 B herein for the definition of "Harvest Cost."

(2) As stated in the Special Provisions, subtract the harvest cost per ton from the PBA price schedule for standard and substandard prunes of the same size count price (per ton) received by the insured to adjust for costs incurred for harvest, delivery, and drying. The cost adjustment for harvest, delivery, and drying shall not be deducted from the fruit's value when the insured does not incur such expense.

***

EXAMPLE:

The PBA price schedule for substandard prunes is $610.00 per ton. The PBA price for standard prunes is $1,200.00 per ton (of the same size count as substandard prunes). The SPOI harvest cost for prunes is $548.00 per ton.

Calculate the "value" of damaged harvested production that grades substandard as follows:

$610.00 PBA price per ton for substandard prunes - $548.00 SPOI harvest cost per ton = $62.00 value per ton for substandard prunes after the harvest cost deduction. Transfer the $62.00 value per ton to section II, column Q_1"Value" on the Production Worksheet.

Calculate the "market price" for standard grades prunes as follows:

$1,200.00 PBA price per ton for standard graded prunes - $548.00 SPOI harvest cost per ton = $652.00 value per ton for standard prunes after the harvest cost deduction. Transfer the $652.00 value per ton to section II. column Q_2 "Market Price" on the Production Worksheet.

Calculate the quality adjustment factor by dividing the "value" by the "market price" in accordance with Production Worksheet instructions, herein.

4. PRUNE APPRAISALS

A. GENERAL INFORMATION

(1) Potential production will be appraised in accordance with procedures in this handbook and the LAM.

(2) **Appraisal Requirements.** Refer to the LAM and subsection 5 A, herein, for information on when appraisals are required.

(3) **Notice of Damage.** The prune crop provisions require insureds to file a "notice of damage or loss" with the AIP in the following situations:

(a) At least 3 days prior to the date harvest should have started if the crop/variety will not be harvested.

(b) At least 15 days before any production from any unit will be sold by direct marketing or sold as fresh fruit. The AIP will conduct an appraisal that will be used to determine the insured's production to count for production that is sold by direct marketing or is sold as fresh fruit production. In the event of the insured's failure to give timely notice that production will be sold by direct marketing or sold as fresh fruit, apply an appraised amount of production to count of not less than the production guarantee per acre, if such failure results in the inability of the AIP to make the required appraisal.

(c) If the insured intends to claim an indemnity on any unit, notice must be given at least 15 days prior to the beginning of harvest, or immediately if damage is discovered during harvest so that the AIP may inspect the damaged production. The insured must not destroy the damaged crop until after the AIP has given the insured written consent to do so. If the insured fails to meet the requirements listed above and such failure results in the AIP's inability to inspect the damaged production, all such production will be considered undamaged and included as production to count.

(4) **Unit/Block Appraisals.** Make separate appraisals for each prune variety grown in the unit/block, as applicable.

B. TIMING OF APPRAISALS

(1) **Appraisal Dates.**

(a) AIP representatives will set appraisal dates.

(b) Whenever possible, appraise prunes after the "Reference Date" (refer to subsection 2 B, herein for "Reference Date" definition) issued by the RMA Regional Office and before prunes are removed from the trees or from the ground, as applicable.

(2) **Appraisal periods.** The appraisal periods for appraising prune damage are as follows:

(a) First-period Immature Appraisals - conduct appraisals from the "Reference Date" through the 15th day after the "Reference Date,"

(b) Second-period Immature Appraisals - conduct appraisals from the 16th day after the "Reference Date" until fruit maturity, and

(c) Mature Prune Appraisals - conduct appraisals on unharvested mature prunes and for production to be sold by direct marketing or sold as fresh fruit.

C. SELECTING REPRESENTATIVE SAMPLE TREES FOR APPRAISALS

(1) Take not less than the minimum number (count) of representative sample trees required in **TABLE A**.

(2) Select representative sample trees based on:

(a) Total acreage and number of trees;

(b) Extent of variation in the amount of production or damage within the unit/block and location of prunes on the tree. When variable damage causes the crop potential to be significantly different within the same unit/block, or when an insured wishes to destroy a portion of the unit, split the unit into blocks, and appraise each block separately (refer to subsection 2 B, herein for block definition and to the CIH for information on documenting production and acreage in blocks).

(c) Percent of each prune variety in the acreage;

(d) Tree age, size, density, and vigor; and

(e) Acreage in the unit from which prunes have been picked, and the extent of variation in the amount of unpicked prunes on the trees.

D. DETERMINING THE AMOUNT OF PRODUCTION

(1) **Production to Count.** The total production to count from all insurable acreage includes all harvested and appraised production of natural condition prunes that grade substandard or better and any production that is harvested and intended for use as fresh fruit. The total production to count includes:

(a) The adjuster's appraisal of insured acreage at not less than the production guarantee per acre for acreage:

1 That is abandoned,

2 Where there is any production that is sold by direct marketing or sold as fresh fruit if the insured fails to meet the reporting requirements for direct marketed prunes,

3 With production that is damaged solely by uninsured causes, and

4 When an insured fails to provide acceptable production records.

(b) Production lost due to uninsured causes;

(c) Unharvested production;

(d) Potential production on insured acreage the insured intends to abandon or no longer care for, unless the insured and AIP can otherwise agree on the appraised amount of production; and

(e) All harvested prune production from insurable acreage.

(2) **Fresh Prune Production**. The prune crop provisions and the prune handbook have different methods for calculating fresh fruit production. The prune crop provisions convert prune production harvested for fresh fruit to a dry prune weight basis by dividing fresh prune tonnage by a factor of 3.0. The prune handbook claim form instructions are formatted for multiplication calculations. In order to convert fresh to dry weights on the claim form, multiply the fresh prune tonnage by a factor of .333 to determine the dry-weight equivalent. Both calculations yield the same results (see example calculations below).

EXAMPLE:

The insured harvests 6.0 tons of fresh prune production.
Convert fresh tonnage to dried tonnage using the crop provisions formula:
6.0 tons of fresh prune production ÷ 3.0 = 2.0 tons dried prune production, or
Convert fresh tonnage to dried tonnage using the claim form formula:
6.0 tons of fresh prune production x .333 = 2.0 tons dried prune production.

E. HANDLING APPRAISAL DISCREPANCIES

If the insured disagrees with the appraisal, make arrangements for leaving representative trees UNHARVESTED and for inspecting those trees when the prunes are ready to harvest (harvest sample appraisal). The adjuster and insured should jointly determine the trees to be selected for this representative sample. Make a sketch map of the orchard, marking the sample trees by row number and tree count within the chosen row. An adjuster must be present when the representative trees are harvested.

F. PRUNE GRADING

All prune grading will be in accordance with the USDA/DFA standards, as applicable. The adjuster is responsible for familiarizing her/himself with these standards to ensure they are properly applied.

G. CALCULATING THE AVERAGE NUMBER OF DRY PRUNES PER POUND

(1) **General Information**. The prune appraisal worksheet contains an average number of dry prunes per pound variable that is used to calculate the appraisal. For First-period Immature Appraisals this variable is obtained from **TABLE D** herein. Since the DFA no longer issues the number of dried fruit per pound information, the RMA Regional Office will now provide this information for Second-period Immature Appraisals. For Mature Appraisals a 140-pound sample of graded prunes will be used in determining the average number of dry prunes per pound.

(2) **Determining the Number of Dried Prunes per Pound.** Determine the number of dry prunes per pound for each unharvested appraisal period. Enter the applicable number of prunes per pound in column 28 – “Average Dry Count per Pound” on the appraisal worksheet as follows.

(a) **First-period Appraisals:** Complete Part 3 of the appraisal worksheet to calculate the average number of green prunes per pound. Refer to **TABLE D,** locate the applicable average number of green prunes per pound and the corresponding predicted dry prunes (count) per pound. Enter the average number of green prunes per pound in column 21 and predicted dry prunes per pound in columns 22 and 28 on the appraisal worksheet.

(b) **Second-period Appraisals:** Use the RMA Regional Office area/county average number of dry prunes per pound. Enter the average number of prunes per pound in column 28 of the appraisal worksheet.

(c) **Mature Prune Appraisals:** Harvest a sample of 140 pounds of prunes from all representative sample trees (i.e., one 140-pound sample per unit/block, as applicable). Take the prune sample to a local dehydrator and have them dried. Take the resulting dried prunes to a licensed grader for grading. Enter the actual number of dried prunes per pound (from the grading results) in column 28 of the appraisal worksheet.

(d) Use the applicable number of dry prunes per pound to complete appraisal worksheet calculations. Explain how the number of dry prunes per pound variable was determined in the "Remarks" section of the appraisal worksheet.

5. APPRAISAL METHODS

A. GENERAL INFORMATION

These instructions provide information for appraisal methods for:

	Appraisal Method...	Use...
***	Quadrant and Scaffold Limb Fruit Count Appraisals	for immature and mature appraisals. Quadrant fruit counts: Visually quarter a sample tree and count the fruit in a representative quadrant. Then, multiply the quadrant count by 4 to calculate the number of fruit on the sample tree. Scaffold Limb Fruit Counts: Visually count the fruit on one representative sample scaffold limb and multiply the fruit count on such scaffold limb by the total number of scaffold limbs on the sample tree to calculate the number of fruit on the sample tree.
***	Representative Tree Appraisals	the production harvested from the representative trees to determine the yield per acre.
	Harvested Acreage Appraisals	the average yield per acre from representative harvested acreage as the appraisal per acre for unharvested acreage.

B. UNHARVESTED PRODUCTION APPRAISALS

(1) **General Information.**

(a) Use **TABLE A** to determine the number of representative sample trees based on the number of insured acres.

(b) Select representative sample trees using the procedure in subsection 4 C, herein.

(c) Document the number of prunes per tree, number of prunes per pound, etc. in the applicable column of the appraisal worksheet.

(2) **First Period Immature Appraisals, Second Period Immature Appraisals, and Mature Appraisals.** (For steps (2) (a) through (e) below, steps with a specific identifier [e.g., first period appraisals, etc.] apply to that specific appraisal period only. Steps with no specific identifier apply to all three appraisal periods).

*** (a) Count the number of green prunes on each representative sample tree using the **Quadrant Fruit Count or Scaffold Limb Fruit Count Appraisal,** as applicable.

(b) Total the green prune counts from all sample trees and divide this amount by the number of sample trees to calculate the average number of green prunes per tree.

(c) **For first period immature appraisals only:**

1 From each sample tree, determine the number of green prunes required to equal one (1) pound. Total theses numbers from all sample trees and divide by the number of sample trees to calculate the average number of green prunes per pound.

2 Refer to **TABLE D** and under the column entitled "Reference Date Size (Green)" find the average number of green prunes per pound from item (c) 1 above. Under the column heading entitled "Predicted Harvest Size (Dry)," identify the corresponding dry weight. Enter this corresponding dry weight on the appraisal worksheet.

(d) To calculate the average number of green prunes per acre:

1 Multiply the average number of green prunes per tree times the survival conversion factor (refer to **TABLE E**, herein, for applicable factors) to determine the number of surviving green prune per tree,

2 Multiply the number of surviving green prunes per tree by the number of trees per acre to calculate the total surviving green prunes to count,

3 Divide the total surviving green prunes to count by the average number of dried prunes per pound (refer to section 4 G herein for instructions on how to calculate the average number of green prunes per pound) to determine the average number of dry prunes per acre.

(e) Divide the average number of dry prunes per acre by 2,000 pounds per ton to calculate the number of tons of dried prunes per acre.

***

C. HARVESTED PRODUCTION APPRAISALS

(1) **Representative Tree Appraisals**. Arrange with the insured to harvest trees after a crop has reached maturity. Use the production harvested from the representative trees to determine the yield per acre.

(2) **Harvested Acreage Appraisals**. Prior to harvest, estimate the potential amount of production on unharvested acreage and compare it to the actual production from harvested acreage. If the unharvested potential production is comparable to the harvested production, use the average yield per acre from harvested acreage as the appraisal per acre for unharvested acreage. Use this method only when the harvested acreage can be verified as being representative of the unharvested acreage.

D. FRESH PRUNE PRODUCTION CALCULATIONS

(1) **General Information.** Prune insureds will often sell portions of their insured crop as fresh prunes. Fresh prune production is generally sold to a third party that can provide verifiable records of sold production. Before an adjuster completes the appraisal, make sure to obtain copies of all applicable, verifiable production records of sold fresh prunes. Adjusters are to document fresh production on the claim form, included as production to count.

(2) From the insured's records of sold fresh prune production, tabulate the weights from all record sources and if necessary, convert weights to a tonnage figure as applicable. Enter tons of sold fresh prune production in section II, column I - "Bu., Ton, Lbs., Cwt." on the claim form.

(3) Convert tons of fresh prune production to a dry-weight equivalent by multiplying fresh prune tonnage by .333 (refer to sections 4 D and 8 C, herein).

EXAMPLE:

If fresh production is documented in pounds, convert fresh pounds to ton equivalent and then convert fresh tons to dried tons as follows:

Assume 12,000 pounds of fresh prunes were delivered and sold to a processor.
•Divide 12,000 pounds by 2,000 lbs. per ton = 6.0 tons of fresh prunes and enter results in section II, column I - "Bu., Ton, Lbs., Cwt."
•Enter the .333 factor in column J - "Shell/Sugar Factor.
•Then multiply 6.0 tons x .333 = 2.0 tons dried equivalent and enter results in column N - "Adjusted Production."
•Complete all remaining section II item entries as instructed in subsection 8 C herein.

6. APPRAISAL DEVIATIONS AND MODIFICATIONS

A. DEVIATIONS

Deviations in appraisal methods require RMA written authorization (as described in the LAM) prior to implementation.

B. MODIFICATIONS

There are no pre-established appraisal modifications contained in this handbook, refer to the LAM for additional information.

7. APPRAISAL WORKSHEET ENTRIES AND COMPLETION PROCEDURES

A. APPRAISAL WORKSHEET FORM STANDARDS

(1) The entry items in subsection C are the minimum requirements for the Prune Appraisal Worksheet. All of these entry items are "Substantive," (i.e., they are required).

(2) Appraisal Worksheet Completion Instructions. The completion instructions for the required entry items on the Prune Appraisal Worksheet in the following subsections are "Substantive," (i.e., they are required).

(3) The Privacy Act and Nondiscrimination statements are required statements that must be printed on the form or provided to the insured as a separate document. These statements are not shown on the example forms herein. The current Privacy Act and Nondiscrimination Statements can be found in the Document and Supplement Standards Handbook (DSSH) FCIC-24040.

(4) Refer to the DSSH for other crop insurance form requirements (e.g., font point size, etc.).

B. GENERAL INFORMATION FOR WORKSHEET ENTRIES AND COMPLETION INFORMATION

(1) Include the AIP's name in the appraisal worksheet title if not preprinted on the AIP's worksheet or when a worksheet is not provided.

(2) Include the claim number on the appraisal worksheet (when required by the AIP) when a worksheet entry is not provided.

(3) Separate appraisal worksheets are required for each unit/block inspected, as applicable. Refer to section 4, herein, for sampling instructions.

(4) For every inspection, complete all applicable column entries on the appraisal worksheet. In column 11, enter either "Immature" or "Mature," to identify the applicable appraisal period.

(5) Standard appraisal worksheet items are numbered consecutively in subsection B. Example appraisal worksheets are also provided to illustrate how to complete entries.

C. WORKSHEET ENTRIES AND COMPLETION INFORMATION

Verify or make the following entries:

Item No.	Information Required
	Company: Name of the AIP if not pre-printed on the worksheet (Company Name).
	Claim Number: Claim number as assigned by the AIP.
	PART 1: GENERAL INFORMATION
1.	**Insured's Name:** Name of insured that identifies EXACTLY the person (legal entity) to whom the policy is issued.
2.	**Policy Number:** Insured's assigned policy number.
3.	**Crop Year:** Four-digit crop year, as defined in the policy, for which the claim is filed.
4.	**Unit Acres:** Unit acreage, to tenths (refer to the LAM or CIH for acreage measurement instructions specific to perennial crops).
5.	**Unit Number:** Five-digit unit number from the Summary of Coverage after it is verified to be correct (e.g., 00100).
6.	**Cause of Damage:** Name of the insured cause of damage for this crop as listed in the LAM.
7.	**Tree Spacing:** Spacing between trees and between rows in whole feet.
8.	**Number of Trees per Acre:** The total number of trees per acre. Use actual tree counts or use **TABLE C** if there is a 100% stand, as applicable. Verify the number of producing/insured trees from the self-certification inspection form and/or pre-acceptance reports, as applicable.
9.	**Block ID:** Orchard/Block identification symbol, as applicable.
10.	**Block Acres:** Prune variety acres, to tenths for the block inspected.
11.	**Immature/Mature:** Enter "Immature" or "Mature," as applicable to indicate the appraisal period.
12.	**Appraisal Date:** Date appraisal is made (e.g., MM/DD/YYYY).
13.	**Reference Date:** Applicable "Reference Date" (e.g., MM/DD/YYYY) issued by the RMA Regional Office (refer to subsection 2 B for definition of Reference Date).

PART 2: SAMPLING

14. **Number of Green Prunes from each Sample Tree:** Count and record the number of green prunes on each representative sample tree. Use either the Quadrant Fruit Count Appraisal Method or the RPAM to count the number of green prunes, as applicable. To ensure consistent fruit counts, use only one method (i.e., Quadrant Fruit Count or RPAM) to count fruit on representative sample trees in the unit/block being appraised.

15. **Total Number of Sample Green Prunes:** Total number of green PRUNES entered in column 14.

16. **Total Number of Sample Trees:** Total number of SAMPLES taken from column 14.

17. **Average Number of Green Prunes per Tree:** Column 15 divided by column 16, round results to whole prunes.

PART 3: GREEN PRUNE COUNT

Complete columns 18 through 22 for "First-period Immature Appraisals" only. For all other appraisals, skip columns 18 through 22.

18. **Number of Green Prunes per Pound per Sample:** From the prunes collected for column 14, count the number of green prunes it takes to equal 1 (one) pound for each sample tree (not corrected to dry prune equivalent).

19. **Total Number of Green Prunes from all Samples:** Total number of GREEN PRUNES entered in column 18.

20. **Total Number of Sample Trees:** Total number of SAMPLES taken from column 18.

21. **Average Number of Green Prunes per Pound:** Column 19 divided by column 20, round results to whole prunes.

22. **Predicted Dry Count:** Find the column 21 entry on **TABLE D** under the left column heading entitled "Reference Date Size (Green)." Locate the corresponding number under the right column heading entitled "Predicted Harvest Size (Dry)" and enter here.

PART 4: PRODUCTION TO COUNT

23. **Average Number of Green Prunes per Tree:** Transfer entry from column 17.

24. **Percent Survival Conversion:** Refer to item 13 above for the applicable "Reference Date." Then locate this date in **TABLE E** and identify the corresponding percent survival rate. Enter the percent survival rate as a two-place decimal (e.g., rate is 60, enter 0.60).

25. **Number of Green Prunes per Tree to Count:** Column 23 multiplied by column 24, round results to whole prunes.

26. **Number of Trees per Acre:** Transfer entry from column 8.

27. **Total Green Prunes to Count:** Column 25 multiplied by column 26, round results to whole prunes.

28. **Average Dry Count per Pound:** Enter the number of dried prunes per pound for the applicable appraisal period as follows:

    a. **First-period immature appraisals:** Transfer entry from column 22.

    b. **Second period immature appraisals:** Enter the RMA Regional Office area/county average number of prunes per pound.

    c. **Mature Prune Appraisals:** Enter the number of prunes per pound from graded prunes.

29. **Average Dry Pounds per Acre:** Column 27 divided by column 28, round results to whole pounds.

30. **Pounds per Ton:** MAKE NO ENTRY. "**2,000"** is preprinted on the appraisal worksheet.

31. **Tons per Acre to Count:** Column 29 divided by column 30, results in tons rounded to tenths (transfer this tonnage to section I, column "J - Appraised Potential" on the claim form).

32. **Orchard/Block Acres:** MAKE NO ENTRY.

33. **Total Production to Count (Tons):** MAKE NO ENTRTY**.**

34. **Remarks:** Enter any pertinent information such as:

    a. How the number of prunes per pound were determined (e.g., from **TABLE D**, RMA Regional Office area/county averages, or graded sample).

    b. The number of trees that are uninsurable (e.g., dead trees; trees interplanted with another crop; replacement trees that are immature, etc.).

    c. Calculations used for converting fresh production or production for juice to dry production equivalent, as applicable.

The following required entries are not illustrated on the Production Worksheet example below.

35. **Signature of Adjuster, Code Number, and Date:** Signature of adjuster, code number, and date signed **after** the insured (or insured's authorized representative) has signed. If the appraisal is performed prior to signature date, document the date of appraisal in the "Remarks" section of the Appraisal Worksheet (if available); otherwise, document the appraisal date in the "Narrative" of the Production Worksheet.

36. **Signature of Insured and Date:** Insured's (or insured's authorized representative's) signature and date. BEFORE obtaining the insured's signature, REVIEW ALL ENTRIES on the appraisal worksheet WITH THE INSURED or insured's authorized representative, particularly explaining codes, etc., which may not be readily understood.

Page Number: Page numbers - (Example: Page 1 of 1, Page 2 of 2, etc.).

(COMPANY NAME) PRUNE APPRAISAL WORKSHEET

(For Illustration Purposes Only)

Claim Number: ***12345***

PART 1: GENERAL INFORMATION

1. Insured's Name:	2. Policy Number:	3. Crop Year:	4. Unit Acres:	5. Unit Number:	6. Cause of Damage:
I. M. Insured	***1234567***	***YYYY***	***30.0***	***00100***	***Precip.***

7. Tree Spacing:	8. Number of Trees per Acre:	9. Block ID:	10. Block Acres:	11. Immature/Mature:	12. Appraisal Date:	13. Reference Date:
15' x 22'	***132***	***A-1***	***5.0***	***Immature***	***MM/DD/YYYY***	***MM/DD/YYYY***

PART 2: SAMPLING

14. Number of Green Prunes from each Sample Tree

900	***875***	***1,125***	***985***	***1,150***					

15 Total Number of Sample Green Prunes		16. Total Number of Samples Trees		17. Average Number of Green Prunes per Tree
5,035	÷	***5***	=	***1,007***

PART 3: GREEN PRUNE COUNT

First Period Immature Appraisal Only (from Reference Date through 15 days after Reference Date)

18. Number of Green Prunes per Pound per Sample:

60	***66***	***81***	***65***	***68***					

19. Total Number of Green Prunes from all Samples:		20. Total Number of Samples:		21. Average Number of Green Prunes per Pound:		22. Predicted Dry Prune Count:
340	÷	***5***	=	***68***	=	***47***

PART 4: PRODUCTION TO COUNT

23. Average Number of Green Prunes per Tree:		24. Percent Survival Conversion:		25. Number of Green Prunes per Tree to Count:		26. Number of Trees per Acre:		27. Total Green Prunes to Count:		28. Average Dry Count per Pound:
1,007	x	***0.60***	=	***604***	x	***132***	=	***79,728***	÷	***47***

	29. Average Dry Pounds per Acre:		30. Pounds per Ton:		31. Tons per Acre to Count:		32. Orchard/Block Acres:		33. Total Production to Count (Tons):
=	***1,696***	÷	**2,000**	=	***0.8***	x		=	

PART 5: REMARKS AND SIGNATURES

34. Remarks:

Column 22 entry taken from TABLE D.

EXAMPLE FIRST PERIOD IMMATURE APPRAISAL

(COMPANY NAME) PRUNE APPRAISAL WORKSHEET

(For Illustration Purposes Only)

Claim Number: ***12345***

PART 1: GENERAL INFORMATION

1. Insured's Name:	2. Policy Number:	3. Crop Year:	4. Unit Acres:	5. Unit Number:	6. Cause of Damage:
I. M. Insured	***1234567***	***YYYY***	***30.0***	***00100***	***Precip.***

7. Tree Spacing:	8. Number of Trees per Acre:	9. Block ID:	10. Block Acres:	11. Immature/Mature:	12. Appraisal Date:	13. Reference Date:
15' x 22'	***132***	***A-2***	***6.0***	***Immature***	***MM/DD/YYYY***	***MM/DD/YYYY***

PART 2: SAMPLING

14. Number of Green Prunes from each Sample Tree										15 Total Number of Sample Green Prunes		16. Total Number of Samples Trees		17. Average Number of Green Prunes per Tree
1,115	***910***	***1,005***	***885***	***915***						***4,830***	÷	***5***	=	***966***

PART 3: GREEN PRUNE COUNT

First Period Immature Appraisal Only (from Reference Date through 15 days after Reference Date)

18. Number of Green Prunes per Pound per Sample:										19. Total Number of Green Prunes from all Samples:		20. Total Number of Samples:		21. Average Number of Green Prunes per Pound:		22. Predicted Dry Prune Count:
											÷		=		=	

PART 4: PRODUCTION TO COUNT

23. Average Number of Green Prunes per Tree:		24. Percent Survival Conversion:		25. Number of Green Prunes per Tree to Count:		26. Number of Trees per Acre:		27. Total Green Prunes to Count:		28. Average Dry Count per Pound:
966	x	***1.00***	=	***966***	x	***132***	=	***127,512***	÷	***66***

	29. Average Dry Pounds per Acre:		30. Pounds per Ton:		31. Tons per Acre to Count:		32. Orchard/Block Acres:		33. Total Production to Count (Tons):
=	***1,932***	÷	**2,000**	=	***1.0***	x		=	

PART 5: REMARKS AND SIGNATURES

34. Remarks:

Column 28 entry taken from RMA Regional Office averages.

EXAMPLE SECOND PERIOD IMMATURE APPRAISAL

8. CLAIM FORM ENTRIES AND COMPLETION PROCEDURES

A. CLAIM FORM STANDARDS

(1) The entry items in subsection C are the minimum Claim Form (hereafter referred to as "Production Worksheet") requirements. All of these entry items are considered "Substantive," (i.e., they are required).

(2) The completion instructions for the required entry items on the Production Worksheet in the following subsections are "Substantive," (i.e., they are required).

(3) The Privacy Act and Nondiscrimination statements are required statements that must be printed on the form or provided as a separate document. These statements are not shown in the example form in this exhibit. The current Privacy Act statement can be found in the Document and Supplemental Standards Handbook (DSSH).

(4) The certification statement required by the current DSSH (FCIC-24040) must be included on the form directly above the insured's signature block immediately followed by the statement below.

I understand the certified information on this Production Worksheet will be used to determine my loss, if any, to the above unit. The insurance provider may audit and approve this information and supporting documentation. The Federal Crop Insurance Corporation, an agency of the United States, subsidizes and reinsures this crop insurance.

(5) Refer to the DSSH for other crop insurance form requirements (e.g., point size of font, etc.).

B. GENERAL INFORMATION FOR CLAIM FORM ENTRIES AND COMPLETION INFORMATION

(1) The claim form, hereafter referred to as a "Production Worksheet" is a progressive form containing all notices of damage for all preliminary and final inspections made on a unit.

(2) If a Production Worksheet has been prepared on a prior inspection, verify each entry and enter additional information as needed. If a change or correction is necessary, strike out all entries on the line and re-enter correct entries on a new line. The adjuster and the insured should initial any line deletions.

(3) Refer to the LAM for instructions regarding the following:

(a) Acreage report errors.

(b) Delayed notices and delayed claims.

(c) Corrected claims or fire losses (double coverage) and cases involving uninsured causes of loss, unusual situations, controversial claims, concealment, or misrepresentation.

(d) Claims involving a Certification Form (when all the acreage on the unit has been appraised to be put to another use or other reasons described in the LAM).

(e) "No Indemnity Due" claims (which must be verified by an APPRAISAL or NOTIFICATION from the insured that the production exceeded the guarantee).

(4) The adjuster is responsible for determining if the insured has complied with all of their requirements under the notice and claim provisions of the policy. If they have not, the adjuster should contact the AIP.

(5) Instructions labeled **"PRELIMINARY"** apply to preliminary inspections only. Instructions labeled **"FINAL"** apply to final inspections only. Instructions not labeled apply to ALL inspections.

C. FORM ENTRIES AND COMPLETION INFORMATION

Verify or make the following entries:

Item No.	Information Required
1.	**Crop/Code #:** "Prunes" (0036).
2.	**Unit #:** Five-digit unit number from the Summary of Coverage after it is verified to be correct (e.g., 00100).
3.	**Legal Description:** Section, township, and range number or other legal description that identifies the location of the unit.
4.	**Date of Damage:** First three letters of the month during which MOST of the insured damage (including progressive damage) occurred for each inspection. Include the SPECIFIC DATE where applicable as in the case of hail damage (e.g., Jun 1).
5.	**Cause of Damage:** Name of insured cause of loss for this crop as listed in the LAM. If it is evident that no indemnity is due, enter "NONE." If an insured cause of loss is coded as "Other," explain in the Narrative. Refer to the Basic Provisions and the crop provisions for this crop for information pertaining to insured and uninsured causes of loss.
6.	**Primary Cause %:** **PRELIMINARY:** MAKE NO ENTRY. **FINAL:** Percent of damage for the cause listed in item 5, above, that is determined to be the primary cause of damage, to the nearest whole percent. The primary cause of damage must exceed 50 percent (e.g., 51%). Enter an "X" for the major secondary cause of damage.
7.	**Company/Agency:** Name of the company and agency servicing the contract.
8.	**Name of Insured:** Name of the insured that identifies EXACTLY the person (legal entity) to whom the policy is issued.
9.	**Claim #:** Claim number as assigned by the AIP.

10. **Policy #:** Insured's assigned policy number.

11. **Crop Year:** Four-digit crop year, as defined in the policy, for which the claim is filed.

12. **Additional Units:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Unit number(s) for EACH non-loss unit for the crop at the time of final inspection. A non-loss unit is any unit for which a Production Worksheet has not been completed. Additional non-loss units may be entered on a single Production Worksheet. If more spaces are needed for non-loss units, enter the unit numbers, identified as "Non-loss Units," in the Narrative or on an attached Special Report.

13. **Est. Prod. Per Acre:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Estimated yield per acre, in whole tons, of each non-loss unit for the crop at the time of final inspection.

14. **Date(s) of Notice:**

PRELIMINARY:

a. Date the notice of damage or loss was given for the unit in item 2, in the 1st or 2nd space, as applicable. Enter the complete date (e.g., MM/DD/YYYY) for each notice.

b. A third notice of damage or loss for a preliminary inspection (if needed) requires an additional set of Production Worksheets. Enter the date of notice for a third preliminary inspection in the 1st space of item 14 on the second set of Production Worksheets.

c. Reserve the "Final" space on the first page of the first set of Production Worksheets for the date of notice for the final inspection.

d. If the inspection is initiated by the AIP, enter "Company Insp." instead of the date.

e. If the notice does not require an inspection, document as directed in the Narrative instructions.

FINAL: Transfer the latest date (in the 1st or 2nd space from the first or second set of Production Worksheets) to the FINAL space on the first page of the first set of Production Worksheets if a final inspection should be made as a result of the notice. Always enter the complete date of notice (e.g., MM/DD/YYYY) for the "FINAL" inspection in the FINAL space on the first set of Production Worksheets. For a delayed notice of loss or delayed claim, refer to the LAM.

15. **Companion Policy(s):**

a. If no other person has a share in the unit (insured has 100 percent share), MAKE NO ENTRY.

b. In all cases where the insured has LESS than a 100 percent share of a loss-affected unit, ask the insured if the OTHER person sharing in the unit has a multiple-peril contract (i.e., not crop-hail, fire, etc.). If the other person does not, enter "NONE." Refer to the LAM for further information regarding companion contracts.

(1) If the other person has a multiple-peril contract and it can be determined that the SAME AIP services it, enter the contract number. Handle these companion policies according to AIP instructions.

(2) If the OTHER person has a multiple-peril contract and a DIFFERENT AIP or agent services it, enter the name of the AIP and/or agent (and contract number) if known.

(3) If unable to verify the existence of a companion contract, enter "Unknown" and contact the AIP for further instructions.

SECTION I - ACREAGE APPRAISED, PRODUCTION AND ADJUSTMENTS

Make separate line entries for varying:

(1) Rate classes, types, or farming practices;
(2) APH yields;
(3) Appraisals;
(4) Adjustments to appraised mature production (i.e., quality adjustment factors);
(5) Stages or intended use(s) of acreage;
(6) Shares (e.g., 50 percent and 75 percent shares on the same unit); or
(7) Appraisals for damage due to hail or fire if Hail and Fire Exclusion is in effect.

Verify or make the following entries:

Item No. **Information Required**

A. **Field ID:** The field identification symbol from a sketch map or an aerial photo. Refer to the Narrative instructions. Enter the applicable two-digit code for first crop and second crop. In the margin of the last line entry or in a separate column, enter the date of inspection for the last line entry of each inspection.

REFER TO THE LAM FOR INSTRUCTIONS REGARDING ENTRIES OF FIRST CROP AND SECOND CROP CODES.

B. **Prelim. Acres:**

PRELIMINARY: The number of acres, to tenths (include "E" if estimated), for which consent for other use has been given. Determine actual acreage, to tenths, when the boundaries of the appraised acreage may not be determined later. Refer to the LAM or CIH for acreage measurement instructions specific to perennial crops.

FINAL: MAKE NO ENTRY.

C. **Final Acres:** Refer to the LAM or CIH for definition of acceptable determined acres for perennial crops used herein. Determined acres to tenths (include "E" if estimated) for which consent is given for other use and/or:

a. Put to other use without prior consent.
b. Abandoned.
c. Damaged by uninsured causes.
d. For which the insured failed to provide acceptable records of production.
e. From which production was sold by direct marketing or sold as fresh fruit if the insured failed to meet the requirements contained in the crop provisions.

FINAL: Determined acres to tenths. Acreage breakdowns WITHIN a unit may be estimated (enter "E" in front of the acres) if a determination is impractical AND if authorization was received from the AIP. Document authorization in the Narrative.

ACCOUNT FOR ALL ACREAGE IN THE UNIT. In the event of over-reported acres, handle in accordance with individual AIP's instructions. In the event of under-reported acres, draw a diagonal line in column "C" as shown.

C_1 Enter the ACTUAL acres for the unit/block.
C_2 Enter the REPORTED acres for the unit/block

C_1
C_2

D. **Interest or Share:** Insured's interest in the crop to three decimal places as determined at the time of inspection. If shares vary on the same UNIT, use separate line entries.

E. **Risk:** Three-digit code for the correct "Rate Class" specified on the actuarial documents. If a "Rate Class" or "High Risk Area" is not specified on the actuarial documents, make no entry. Verify with the Summary of Coverage and if the "Rate Class" is found to be incorrect, revise according to AIP instructions. Refer to the LAM. Unrated land is uninsurable without a written agreement.

F. **Practice:** Three-digit code number, entered exactly as specified on the actuarial documents, for the practice carried out by the insured. If "No Practice Specified," enter appropriate three-digit code number from the actuarial documents.

G. **Type/Class/Variety:** Three-digit code number, entered exactly as specified on the actuarial documents, for the type grown by the insured. If "No Type Specified," enter appropriate three-digit code number from the actuarial documents.

H. **Stage:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Stage abbreviations as shown below.

STAGE	EXPLANATION
"P".....	Acreage abandoned without consent or put to other use without consent, damaged solely by uninsured causes for which the insured failed to provide records of production which are acceptable to the AIP, or from which production was sold by direct marketing or sold as fresh fruit, if the insured failed to meet the requirements contained in the crop provisions.
"H".....	Harvested.
"UH".....	Unharvested or put to other use with consent.

GLEANED ACREAGE: Refer to the LAM for information on gleaning.

I. **Intended or Final Use:** Use of acreage. Use the following "Intended Use" abbreviations:

USE	EXPLANATION
"Bulldozed," etc.....	Use made of acreage
"WOC".....	Other use without consent
"SU".....	Solely uninsured
"ABA".....	Abandoned without consent
"H".....	Harvested
"UH".....	Unharvested

Verify any "Intended Use" entry. If the final use of the acreage was not as indicated, strike out the original line and initial it. Enter all data on a new line showing the correct "Final Use."

GLEANED ACREAGE: Refer to the LAM for information on gleaning.

J. **Appraised Potential:**

a. Per-acre appraisal in tons, rounded to tenths of POTENTIAL production for the acreage appraised. Refer to the appraisal methods for additional instructions.

b. If there is no potential on "UH" acreage, enter "0" (zero).

K_1. - K_2. MAKE NO ENTRY.

L. **Shell and/or Quality Factor:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: For unharvested prune production which due to insurable causes is determined to be substandard by the DFA Grading Station, calculate the quality adjustment factor as follows:

a. Divide the value per ton of substandard prunes by the market price per ton for standard prunes of the same count size and enter the factor as a three-place decimal.

b. Do not allow any reduction in value due to uninsurable causes. In the Narrative identify which factors were and were not allowed in establishing a value. If appraised prunes have no value, enter ".000" and explain in the Narrative.

M. **+Uninsured Cause:** EXPLAIN IN THE NARRATIVE.

a. Hail and fire exclusion NOT in effect.

(1) Enter NOT LESS than the insured's production guarantee per acre in tons, rounded to tenths for the line (calculated by multiplying the elected coverage level percentage times the approved APH yield per acre shown on the APH form), for "P" stage acreage. On preliminary inspections, advise the insured to keep the harvested production from any acreage damaged SOLELY by uninsured causes separate from other production.

(2) For acreage that is damaged PARTLY by uninsured causes, enter the APPRAISED UNINSURED loss of production per acre in tons, to tenths for any such acreage. Refer to the LAM for instructions regarding assessing uninsured cause appraisals.

b. Refer to the LAM when a Hail and Fire Exclusion is in effect and damage is from hail or fire.

c. Enter the result of adding uninsured cause appraisals to hail and fire exclusion appraisals.

d. For fire losses, if the insured also has other fire insurance (double coverage), refer to the LAM.

N. **Adjusted Potential:** Column "J" times column "L" plus column "M," results in tons rounded to tenths.

O. **Total to Count:** Column "C or C_1" (**actual** acres) times column "N," results in tons rounded to tenths.

P. **Per Acre:** Per-acre Guarantee - enter the per-acre production guarantee in tons rounded to hundredths from the insured's policy.

Q. **Total:** Column "C_2" (**reported** acres; "C" if acreage is not under-reported) times column "P," results in tons rounded to tenths.

16. **Total Acres:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Total Actual Acres (Column "C" [or "C_1" if there are under-reported acres]), rounded to tenths.

FOR ITEM 17. WHEN SEPARATE LINE ENTRIES ARE MADE FOR VARYING SHARES, STAGES, APH YIELDS, PRICE ELECTIONS, TYPES, ETC., WITHIN THE UNIT, AND THE TOTALS NEED TO BE KEPT SEPARATE FOR CALCULATING INDEMNITIES, MAKE NO ENTRY AND FOLLOW THE AIP'S INSTRUCTIONS; OTHERWISE, MAKE THE FOLLOWING ENTRIES.

17. **Totals:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Total of column "O" and total of column "Q," results in tons to tenths.

NARRATIVE:

If more space is needed, document on a Special Report, and enter "See Special Report." Attach a Special Report to the Production Worksheet.

a. If no acreage is released on the unit, enter "No acreage released," adjuster's initials, and date.

b. *** If notice of damage was given and "No Inspection" is required, enter the unit number(s), "No Inspection," date, and adjuster's initials. The insured's signature is not required.

c. Explain any uninsured causes, unusual, or controversial cases.

d. If there is an appraisal in section I, column "M" for uninsured causes due to a Hail/Fire Exclusion, show the original hail/fire liability per acre and the hail/fire indemnity per acre.

e. Document the actual appraisal date if an appraisal was performed prior to the adjuster's signature date on the appraisal worksheet, and the date of the appraisal if not recorded on the appraisal worksheet.

f. State that there is "No Other Fire Insurance" when fire damages or destroys the insured crop, and it is determined that the insured has no other fire insurance. Also refer to the LAM.

g. Explain any errors found on the Summary of Coverage.

h. Explain any commingled production. Refer to the LAM.

i. Explain any entry for "Production not to Count" in section II, column "O," and/or any production not included in section II, column "I" or columns "B" through "E" entries (e.g., harvested production from uninsured acreage that can be identified separately from the insured acreage in the unit).

j. Explain "No" checked in item 19.

k. Attach a sketch map or aerial photograph to identify the total unit:

(1) If consent is or has been given to put part of the unit to another use;
(2) If uninsured causes are present; or
(3) For unusual or controversial cases.

Indicate on the aerial photograph or sketch map, the disposition of acreage destroyed or put to other use with or without consent.

l. Explain any differences between inspection and signature dates. For an ABSENTEE insured, enter the date of the inspection AND the date of mailing the Production Worksheet for signature.

m. When any other adjuster or supervisor accompanied the adjuster on the inspection, enter the code number of the other adjuster or supervisor and date of inspection.

n. Explain the reason for a "No Indemnity Due" claim. "No Indemnity Due" claims are to be distributed in accordance with the AIP's instructions.

o. Explain any delayed notices or delayed claims as instructed in the LAM.

p. Document any authorized estimated acres shown in section I, column "C" as follows: "Line 3 'E' acres authorized by AIP MM/DD/YYYY."

q. Document the method and calculation used to determine acres for the unit. Refer to the LAM.

r. Specify the type of insects or diseases when the insured cause of loss is listed as insects or disease. Explain why control measures did not work.

s. Explain any ".000" quality adjustment factor entered in section I, column "L" and section II, column "R." Explain any deficiencies, substances, or conditions that are allowed for quality adjustment, as well as any which were not allowed.

t. Document the name and address of the charitable organization when gleaned acreage is applicable. Refer to the LAM for more information on gleaning.

u. Document any other pertinent information, including any data to support any factors used to calculate the production.

SECTION II - HARVESTED PRODUCTION

GENERAL INFORMATION:

(1) When all acreage has been harvested, determine total production from warehouse receipts, processor receipts, and farm management records (refer to the LAM for farm record requirements) verified by the adjuster and supported by written records from the first handler. This production will be the basis for computing losses from the insured and uninsured causes of damage on the Production Worksheet.

(2) Account for ALL HARVESTED PRODUCTION (for **ALL ENTITIES** sharing in the crop) except production appraised BEFORE harvest and shown in SECTION I because the quantity cannot be determined later.

(3) For production commercially stored, sold, etc., enter the name and address of the storage facility, buyer, packing house, or processor as applicable in columns "B" through "E." For fruit otherwise disposed of, indicate the method of disposition (e.g., sold at roadside stand, etc.).

(4) If additional lines are necessary, the data may be entered on a continuation sheet. If production has been commingled, refer to the LAM. USE SEPARATE LINES FOR:

(a) Separate storage facilities.

(b) Different FIRST handlers (buyers, packing houses, or processors). The insured must have maintained satisfactory records of ALL production sold or stored. Verify any packing house or processor records. In all localities, if the first handler was not a packer or processor, the production will be determined by the adjuster on the basis of available records.

(c) Different types, prices, and/or quality (differing value).

(d) Varying shares; e.g., 50 percent and 75 percent shares on same unit.

(e) Fresh and dried prunes when marketing records indicate both.

(f) Harvested production from more than one insured practice (or type) and a separate approved APH yield has been established for each, the harvested production also must be entered on separate lines in columns "A" through "S" by type or practice.

(5) There will generally be no harvested production entries in columns "A" through "S" for preliminary inspections.

Verify or make the following entries:

Item No.	**Information Required**
18.	**Date Harvest Completed: (Used to determine if there is a delayed notice or a delayed claim. Refer to the LAM.)**

PRELIMINARY: MAKE NO ENTRY.

FINAL:

a. The earlier of the date the ENTIRE acreage on the unit was (1) harvested, (2) totally destroyed, (3) put to other use, (4) a combination of harvested, destroyed, or put to other use, or (5) the calendar date for the end of the insurance period.

b. If at the time of final inspection (if prior to the end of the insurance period), there is any unharvested insured acreage remaining on the unit that the insured does not intend to harvest, enter **"Incomplete."**

c. If at the time of final inspection (if prior to the end of the insurance period), **none** of the insured acreage on the unit has been harvested, and the insured does not intend to harvest such acreage, enter **"No Harvest."**

d. If the case involves a Certification Form, enter the date from the Certification Form when the entire unit is put to another use. Refer to the LAM.

19. **Similar Damage:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Check "Yes" or "No." Check "Yes" if amount and cause of damage due to insurable causes is similar to the experience of other orchards in the area. If "No" is checked, explain in the "Narrative."

20. **Assignment of Indemnity:** Check "Yes" **only** if an assignment of indemnity is in effect for the crop year; otherwise, check "No." Refer to the LAM.

21. **Transfer of Right to Indemnity:** Check "Yes" **only** if a transfer of right to indemnity is in effect for the unit for the crop year; otherwise, check "No." Refer to the LAM.

A_1. **Share:** RECORD ONLY VARYING SHARES on SAME unit to three decimal places.

A_2. **Field ID:**

a. If only one practice, price, and/or type of harvested production is listed in section I, MAKE NO ENTRY.

b. If more than one practice, price, and/or type of harvested production is listed in section I, and a separate approved APH yield exists, indicate for each practice/type the corresponding Field ID (from section I, column "A").

c. Enter the applicable two-digit code for first crop and second crop.

REFER TO THE LAM FOR INSTRUCTIONS REGARDING ENTRIES OF FIRST CROP AND SECOND CROP CODES.

B. - E. **Length or Diameter, Width, Depth, Deduction:** For prunes stored or sold, enter the name and address of the Buyer, Packing House, or Processor, as applicable. For fruit otherwise disposed of, indicate method of disposition (e.g., sold by direct marketing, etc.).

F. - H. MAKE NO ENTRY.

I. **Bu., Ton, Lbs., Cwt.:** Circle "Ton" in column heading. Gross dry-prune or fresh-prune production in tons to tenths as determined by delivery records, production recaps, sales receipts from the processor (must be NET WEIGHT), etc.

J. **Shell/Sugar Factor:** Enter ".333" factor when fresh prune production is entered in column "I" above; otherwise, MAKE NO ENTRY. This factor converts tons of fresh prune production to tons of dry prune production (refer to subsection 4 D, herein).

K_1. - M_2. MAKE NO ENTRY.

N. **Adjusted Production:**

a. For fresh production: Column "I" times column "J" results in tons rounded to tenths.

b. For dried production: Transfer entry from column "I."

O. **Prod. Not to Count:** Net production NOT to count in tons to tenths, WHEN ACCEPTABLE RECORDS IDENTIFYING SUCH PRODUCTION ARE AVAILABLE, from harvested acreage which has been assessed an appraisal of not less than the guarantee per acre, or from other sources (e.g., other units or uninsured acreage) in the same storage structure (if the storage entries include such production).

THIS ENTRY MUST NEVER EXCEED PRODUCTION SHOWN ON THE SAME LINE. EXPLAIN ANY "PRODUCTION NOT TO COUNT" IN THE NARRATIVE.

P. **Production:** Result of subtracting the entry in column "O" from column "N," in tons rounded to tenths.

For item Q_1 and Q_2 entries below, AIPs and adjusters are to use PBA price schedule values for substandard prunes and standard prunes of the same size count, as applicable.

Q_1. **Value:** Enter the value per ton in whole dollars for substandard prunes minus the harvest cost per ton as follows:

a. Do not use contract prices as the value per ton for substandard prunes.

b. For sold production, enter the value per ton of substandard prunes for each screen category, which due to insurable causes, have failed to conform with applicable grade specifications of the DFA Marketing Order.

c. Refer to **TABLE B** for the range of average size counts for each screen diameter. Determine the average size count from the P-1 Inspection Form, then refer to this table to obtain the screen category and the applicable price from the PBA price schedule for the applicable crop year.

d. At final loss adjustment time, enter the value of substandard prunes per ton of the applicable screen category for damaged prunes from the PBA price schedule for the applicable crop year.

e. If prunes have no value, enter "0" (zero) and explain in the Narrative the reason for no value.

Q_2. **Mkt. Price:** Enter the value per ton in whole dollars for standard prunes minus harvest cost per ton as follows:

a. Enter the local market price per ton of standard prunes for the same screen category as the damaged prunes on the earlier of the day the production was sold or the day the loss is adjusted (final inspection).

b. Refer to **TABLE B** for the range of average size counts for each screen diameter. Determine the average size count from the P-1 Inspection Form, then refer to **TABLE B** to obtain the screen category and the applicable price from the PBA price schedule.

c. At final loss adjustment time, use the value of standard prunes for the same screen category as the damaged prunes that are shown on the PBA price schedule for the applicable crop year.

R. **Quality Factor:**

a. For production that is eligible for quality adjustment, column Q_1 divided by column Q_2, results to three-decimal places.

b. Explain in the "Narrative" the reasons for quality adjustment and any other factors that affect the price (value) for the damaged prunes, even though such factors may not have qualified the prunes for quality adjustment. Specify if the factors were allowed in establishing the value.

S. **Production to Count:** Enter result from multiplying column "P" times column "R," in tons rounded to tenths.

FOR ITEMS 22 - 24. WHEN SEPARATE LINE ENTRIES ARE MADE FOR VARYING SHARES, STAGES, APH YIELDS, PRICE ELECTIONS, TYPES, ETC., WITHIN THE UNIT, AND THE TOTALS NEED TO BE KEPT SEPARATE FOR CALCULATING INDEMNITIES, MAKE NO ENTRY AND FOLLOW THE AIP'S INSTRUCTIONS; OTHERWISE, MAKE THE FOLLOWING ENTRIES.

22. **Section II Total:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Total of column "S," in tons rounded to tenths.

23. **Section I Total:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Enter figure from section I, column "O" total.

24. **Unit Total:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Total of 22 and 23 in tons rounded to tenths.

The following required entries are not illustrated on the Production Worksheet example below.

25. **Adjuster's Signature, Code #, and Date:** Signature of adjuster, code number, and date signed **after** the insured (or insured's authorized representative) has signed. For an absentee insured, enter adjuster's code number ONLY. The signature and date will be entered AFTER the absentee has signed and returned the Production Worksheet. Final indemnity inspections should be signed on the bottom line.

26. **Insured's Signature and Date:** Insured's (or insured's authorized representative's) signature and date. BEFORE obtaining the insured's signature, REVIEW ALL ENTRIES on the Production Worksheet WITH THE INSURED or insured's authorized representative, particularly explaining codes, etc., which may not be readily understood. Final indemnity inspections should be signed on the bottom line.

27. **Page Numbers:**

PRELIMINARY: Page numbers - "1," "2," etc., at the time of inspection.

FINAL: Page numbers - (Example: Page 1 of 1, Page 1 of 2, Page 2 of 2, etc.).

PRODUCTION WORKSHEET
(For Illustration Purposes Only)

1 Crop/Code #	2 Unit #	3 Legal Description
Prunes / *0036*	*00100*	*SW1/4,S1-06N-30W*

4 Date of Damage	*Jun 1*
5 Cause of Damage	*Precip*
6 Primary Cause %	*100%*
12 Additional Units	*00200*
13 Est. Prod. Per Acre	*2.6*

7 Company *Any Company*
Agency *Any Agency*

8 Name of Insured	*I. M. Insured*
9 Claim #	*XXXXXXXX*
11 Crop Year	*YYYY*
10 Policy #	*XXXXXXX*
14 Date(s) Notice of Loss	1st *MM/DD/YYYY* 2nd Final *MM/DD/YYYY*
15 Companion Policy(s)	

SECTION I - ACREAGE APPRAISED, PRODUCTION AND ADJUSTMENTS

ACTUARIAL									POTENTIAL YIELD						STAGE GUARANTEE	
A	B	C	D	E	F	G	H	I	J	K_1 / K_2	L	M	N	O	P	Q
Field ID	Prelim Acres	Final Acres	Interest or Share	Risk	Practice	Type Class Variety	Stage	Intended or Final Use	Appraised Potential	Moisture % / Factor	Shell and/or Quality Factor	+Uninsured Cause	Adjusted Potential	Total To Count (C x N)	Per Acre	Total (C x P)
A-1 *M/D N/S*		*5.0*	*1.000*	*A01*	*002*	*997*	*UH*	*UH*	*0.8*				*0.8*	*4.0*	*2.60*	*13.0*
A-2		*6.0*	*1.000*	*A01*	*002*	*997*	*UH*	*UH*	*1.0*		*0.667*		*0.7*	*4.2*	*2.60*	*15.6*
A-3 *M/D N/S*		*17.0*	*1.000*	*A01*	*002*	*997*	*H*	*H*							*2.60*	*44.2*
A-4 *M/D...N/S*		*2.0*	*1.000*	*A01*	*002*	*997*	*H*	*H*							*2.60*	*5.2*
16 TOTAL		*30.0*											17 TOTALS	*8.2*		*78.0*

NARRATIVE (If more space is needed, attach a Special Report) ***Blocks A-1, A-2, A-3, and A-4 acreage determined from permanent orchard measurements. In section I above, Block A-2 substandard prunes. Value of substandard prunes 102 size count is $500/ton divided by market price for standard prunes 102 size is $750/ton (both amounts from PBA price schedule). Quality adjustment factor calculation: $500 ÷ $750 = 0.667. In section II below, value of substandard prunes 102 size count is $148/ton ($500/ton value from PBA price schedule - $352/ton SPOI harvest cost). Market price for standard prunes 102 size count is $398/ton ($750/ton value from PBA price schedule - $352/ton SPOI harvest cost).***

SECTION II - HARVESTED PRODUCTION

18 Date Harvest Completed	19 Is damage similar to other farms in the area?	20 Assignment of Indemnity	21 Transfer of Right to Indemnity?
MM/DD/YYYY	Yes [X] No [ ]	Yes [ ] No [X]	Yes [ ] No [X]

MEASUREMENTS					GROSS PRODUCTION				ADJUSTMENTS TO HARVESTED PRODUCTION										
A_1 / A_2	B	C	D	E	F	G	H	I	J	K_1 / K_2	L_1 / L_2	M_1 / M_2	N	O	P	Q_1 / Q_2	R	S
Share / Field ID	Length or Diameter	Width	Depth	Deduction	Net Cubic Feet	Conversion Factor	Gross Prod. (FxG)	Bu., Ton Lbs. CWT	Shell/ Sugar Factor	FM% / Factor	Moisture % / Factor	Test WT / Factor	Adjusted Production (HorI)xK2xL2xM2	Prod. Not to Count	Production (N - O)	Value / Mkt. Price	Quality Factor (Q1 ÷ Q2)	Production to Count (P x R)
N/S	*Acme Fresh Prune House Anytown, Any State*							*3.5*	*.333*				*1.2*		*1.2*			*1.2*
N/S	*Prune Heaven Anytown, Any State*							*6.0*					*6.0*		*6.0*	*148* / *398*	*0.372*	*2.2*

22 Section II Total	*3.4*
23 Section I Total	*8.2*
24 Unit Total	*11.6*

EXAMPLE PRUNE CLAIM WITH QUALITY ADJUSTMENT

9. REFERENCE MATERIAL

TABLE A - MINIMUM REPRESENTATIVE SAMPLE REQUIREMENTS

Number of Acres:	Select:
0.1 to 10.0	**The lesser of 5 trees or 5% of the number of trees.**
One additional tree is required for each additional 10.0 acres (or fraction thereof) in the orchard.	

TABLE B - AVERAGE PRUNE SIZE ON THE P-1 GRADE SHEET BY SCREEN SIZE*

Screen - Diameter	Typical Average Size Count	Typical Range of Average Size Counts on Each Screen
A - Overs	**50**	**34 - 60**
B - 30/32”	**75**	**61 - 90**
C - 26/32”	**100**	**91 - 114**
D - 24/32”	**125**	**115 - 140 +**

*The screen size is simply the prunes that fall through a given diameter hole.

TABLE C - NUMBER OF TREES PER ACRE

DISTANCE BETWEEN TREES (IN FEET)	DISTANCE BETWEEN ROWS (IN FEET)																									
	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35
10	436	396	363	335	311	290	272	256	242	229	218	207	198	189	182	174	168	161	156	150	145	141	136	132	128	124
11		360	330	305	283	264	248	233	220	208	198	189	180	172	165	158	152	147	141	137	132	128	124	120	116	113
12			303	279	259	242	227	214	202	191	182	173	165	158	151	145	140	134	130	125	121	117	113	110	107	104
13				258	239	223	209	197	186	176	168	160	152	146	140	134	129	124	120	116	112	108	105	102	99	96
14					222	207	194	183	173	164	156	148	141	135	130	124	120	115	111	107	104	100	97	94	92	89
15						194	182	171	161	153	145	138	132	126	121	116	112	108	104	100	97	94	91	88	85	83
16							170	160	151	143	136	130	124	118	113	109	105	101	97	94	91	88	85	83	80	78
17								151	142	135	128	122	116	111	107	102	99	95	92	88	85	83	80	78	75	73
18									134	127	121	115	110	105	101	97	93	90	86	83	81	78	76	73	71	69
19										121	115	109	104	100	96	92	88	85	82	79	76	74	72	69	67	66
20											109	104	99	95	91	87	84	81	78	75	73	70	68	66	64	62
21												99	94	90	86	83	80	77	74	72	69	67	65	63	61	59
22													90	86	83	79	76	73	71	68	66	64	62	60	58	57
23														82	79	76	73	70	68	65	63	61	59	57	56	54
24															76	73	70	67	65	63	61	59	57	55	53	52
25																70	67	65	62	60	58	56	54	53	51	50
26																	64	62	60	58	56	54	52	51	49	48
27																		60	58	56	54	52	50	49	47	46
28																			56	54	52	50	49	47	46	44
29																				52	50	48	47	46	44	43
30																					48	47	45	44	43	41
31																						45	44	43	41	40
32																							43	41	40	39
33																								40	39	38
34																									38	37
35																										36

For tree spacings not shown on the chart, multiply the distance between trees (nearest tenth foot) times the distance between rows (nearest tenth foot) and divide this result to tenths into 43,560 sq. ft. per acre (round to the nearest whole number). **EXAMPLE:** 6.5 ft. x 10.0 ft. = 65.0 sq. ft., then 43,560 ÷ 65.0 = 670 trees per acre. Refer to the LAM for information on how to calculate the number of trees per acre.

TABLE D - PREDICTED AVERAGE HARVEST SIZE OF DRY PRUNES

Reference Date Size (Green) (fruit count/lb)	Predicted Harvest Size (Dry) (fruit count/lb)	Reference Date Size (Green) (fruit count/lb)	Predicted Harvest Size (Dry) (fruit count/lb)	Reference Date Size (Green) (fruit count/lb)	Predicted Harvest Size (Dry) (fruit count/lb)
50	33	85	63	120	103
51	33	86	64	121	104
52	34	87	65	122	106
53	35	88	66	123	107
54	36	89	67	124	108
55	37	90	68	125	110
56	37	91	69	126	111
57	38	92	70	127	112
58	39	93	71	128	114
59	40	94	72	129	115
60	41	95	73	130	117
61	41	96	74	131	118
62	42	97	75	132	120
63	43	98	77	133	121
64	44	99	78	134	123
65	45	100	79	135	124
66	46	101	80	136	126
67	46	102	81	137	127
68	47	103	82	138	129
69	48	104	83	139	130
70	49	105	84	140	132
71	50	106	86	141	133
72	51	107	87	142	135
73	52	108	88	143	137
74	53	109	89	144	138
75	54	110	90	145	140
76	54	111	92	146	142
77	55	112	93	147	143
78	56	113	94	148	145
79	57	114	95	149	147
80	58	115	96	150	148
81	59	116	98	151	150
82	60	117	99	152	152
83	61	118	101	153	153
84	62	119	102		

This table may be revised as required for certain insured counties and/or areas. The table shows the predicted average harvest size of dry prunes per pound. Use this table from the "Reference Date" to 15 days after the "Reference Date."

Example: On the "Reference Date" there are 68 green prunes per pound, the table predicts there will be 47 dry prunes per pound at harvest.

TABLE E - PRUNE SURVIVAL CONVERSIONS

Period	Percent Survival Rate
"Reference Date" through Day 15	**60**
Day 16 through Day 30	**65**
Day 31 through Day 45	**70**
Day 46 through Day 60	**75**
Day 61 through Day 75	**80**
Day 76 through Day 90	**85**
Day 91 through Day 105	**90**
Day 106 through Day 115	**95**
Day 116 through Harvest	**100**

Use this chart to obtain a factor for percent survival used in item 24 (% Survival Conversion) of the prune appraisal worksheet. Obtain the applicable "Reference Date" from the RMA Regional Office.

Example: (Percents are expressed as two-place decimals)

a. Day 10 from "Reference Date" and the average prune count per tree is 1181.

1181 x **0.60** = 709 prunes to count

b. Day 46 from "Reference Date" and the average prune count per tree is 1001.

1001 x **0.75** = 751 prunes to count

c. Day 119 from "Reference Date" and the average prune count per tree is 709.

709 x **1.00** = 709 prunes to count

NOTES

P-1 REFERENCE GUIDE

DFA OF CALIFORNIA
INSPECTION REPORT AND CERTIFICATION
NATURAL CONDITION PRUNES

PURSUANT TO PROVISIONS OF MARKETING ORDER NO. 993 AS AMENDED
303 BROKAW ROAD - P.O.BOX 270A - SANTA CLARA, CA 95052

Certificate Number	000200	1
Handler Code	123	
Producer Code	1234	
County Code	088	
Variety Code	0001	
Pounds Certified	16,940	3

1. Handler: Ajax Packing Co. — Date Inspected: 9/28/00 (2)
2. Producer: John Jones
3. Address: 456 Wildwood Lane — County of Production: Sutter
4. City: Live Oak, CA — Zip: 95953 — Variety: French
5. Wt. Cert. No. — Number of Containers: 7 Bins

6. REPORT OF ANALYSIS
DEFECTS - AS DEFINED IN "MINIMUM STANDARDS FOR NATURAL CONDITION PRUNES"' EXHIBIT A, ORDER NO. 993, AS AMENDED

(16) DESCRIPTION OF DEFECT CATEGORIES (17)

1. Off Color
2. Inferior meat condition
3. End cracks
4. Fermentation
5. Skin or flesh damage
6. Scab
7. Burned
8. Mold
8.A Brown Rot
9. Imbedded dirt
10. Insect Infestatation
11. Decay

MAXIMUM DEFECT TOLERANCES FOR STANDARD PRUNES

Defect Groups	%	Defect Groups	%
11	1%	3-11 Incl.	10%
8-11 Incl.	5%	1-11 Incl.	15%
4-11 Incl.	8%		
8A3%Incl. in 8-11	5%		

Adjustment For Trash & Undersized	SAMPLE PERCENT	POUNDS
BROWN ROT IN TRASH	.05%	8 (4)
TRASH	.38%	64 (5)
UNDERSIZED	4.6%	779 (6)
NET WEIGHT		16,097 (7)

7.

(18) Defects by Category Group / Defects By Tolerance Group

	1-2	3 Adjusted	4-5-6-7	8-9-10	8A	11	8-11 Incl.	4-11 Incl	3-11 Incl.	1-11 Incl	SCREEN		
8.	A Screen Defect Analysis: 200 Prunes				Size Count 54		% Defects Removable to Make Standard				A	37.14%	6,292
9.	.50	.75	14.00	.00	.00	.00	.00	6.52	5.28	.29		6.52%	410
10.	B Screen Defect Analysis 200 Prunes				Size Count 71		% Defects Removable to Make Standard				B	36.93%	6,256
11.	.00	1.00	17.00	.00	.00	.00	.00	9.78	8.89	3.53		9.78%	612
12.	C Screen Defect Analysis 100 Prunes				Size Count 86		% Defects Removable to Make Standard				C	15.34%	2,598
13.	.00	.00	18.00	2.00	.00	.00	.00	13.04	11.11	5.88		13.04%	339
14.	D Screen Defect Analysis: 100 Prunes				Size Count 111		% Defects Removable to Make Standard				D	5.62%	951
15.	.00	.50	12.00	3.00	3.00	.00	.00	7.61	6.11	.59		7.61%	72
16.	Door Test Defect Analysis: 1				Average Size Count: 69		% Defects Removable to Make Standard				DOOR TEST	95.02%	16,097
17.	.20	.71	15.69	.50	.18	.00	.00	8.91	7.67	2.47		8.91%	1,434
18.	Marketable Standard Weight Prunes						Door Test Substandard Weight						

(19) P- 2 Analysis (24)

UNDERSIZE	1.84 (25)
P.O. TRASH	.02 (26)
TRASH	.15 (27)

(28)

	TEST BASE	1-2	3	4-7	8-10	8-A	No. of PRUNES	WEIGHT	SIZE
A	200 (29)	1	3	28	0	0	802	14.86	54
B	200	0	4	34	0	0	1049 (30)	14.77	71
C	100	0	0	18	2	0	528	6.14 (31)	86
D	100	0	1	12	3	3	250	2.25	111 (32)
					TOTAL SAMPLE WEIGHT			40.03 (33)	

20. Sample Certification of: Substandard Prunes (14) — By: Patrick J. Ferreira - Authorized Inspector of D F A of California

21. Sample Location: Live Oak (15)

Samples Retained 30 Days From Date of Mailing Certificates to Producer

EXHIBIT 1

P-1 REFERENCE GUIDE

1. Certificate Number: Unique number assigned to the lot when the prunes are sampled. If a P-1 has not been received for a particular delivery, contact the handler to obtain the P-1 certificate number before calling the DFA. Once the fruit is sampled and a certificate number assigned, legal title changes to the handler.
2. Date Inspected: Date that the sample was analyzed for defects at the DFA Inspection Center in Yuba City. Handlers usually hold deliveries without sampling until they turn the fruit or run it through a size grader. This often explains the lag time between shipment and inspection date, and consequent delays in receiving P-1 grade sheets.
3. Pounds Certified: Total weight in pounds of the lot sampled. Includes weight of trash and undersized.
4. Brown Rot in Trash: Total weight of brown rot clusters based upon the weight of clusters in the sample picked from the trash screen. The 8 pounds shown in the example is included in the 64 pounds of trash.
5. Trash: Total pounds of trash in lot based upon the weight of foreign material found in the sample. Trash includes the total weight of any brown rot clusters detected in the sample which is shown on the line above.
6. Undersized: Total weight of undersized prunes based upon the sample weight of prunes that fell through the undersize screen.
7. Net Weight: Equals total salable weight (pounds certified less trash and undersized) and is used in crop insurance calculations (see #12).
8. B Screen Size Count: Average count per pound of the sample prunes in this size category (see #11).
9. B Screen Prunes: The percent of the sample that fell through the B screen, and the total weight of prunes in the B category based upon the sample percentage. The weight includes substandard (offgrade) prunes.
10. C Screen Offgrade: The percent of the C category removable to make standard, and the weight of substandard prunes in the C category that must be removed from the lot to bring the delivery into tolerance with Marketing Order grade standards. The percent of offgrade is based upon whichever defect group has the highest percent of defects removable to make standard (see #22).
11. Door Test Size Count: Weighted average count per pound of A,B,C and D screen prunes. This number is computed by dividing the total number of prunes from the A,B,C and D screens by the total weight from the four screens. Undersized prunes are not included in size count calculations, since they are screened out ahead of the A,B,C and D screens. The total number of prunes does not appear on the P-1.
12. Salable Weight: Total weight of salable prunes in the lot which is equal to the total weight of the lot minus trash and undersized. Total salable weight is based upon the percent of non-undersized fruit in the sample, in this case 95.02%.
13. Door Test Offgrade: The percent of salable weight removable to make standard, and the total weight of substandard prunes on a door test basis that must be removed from the lot to bring the delivery into tolerance with Marketing Order grade standards. The percent of offgrade is based upon whichever defect tolerance group has the highest percent of defects removable to make standard (see #22).
14. Certificate of Substandard Prunes: The lot is certified substandard if the door test offgrade exceeds the tolerance, or standard if the defects do not exceed the maximum allowances.
15. Sampling Location: Indicates where the sample was drawn.
16. Description of Defect Categories: The Marketing Order defines 11 distinct offgrade categories in order of seriousness: from 1, least serious, to 11, most serious. A prune with more than one defect is scored for the most serious defect.
17. Maximum Defect Tolerances for Standard Prunes: The Marketing Order establishes tolerance limits by combining defect categories. For example, the maximum percentage allowed, by weight, of mold, imbedded dirt, insect infestation, and decay (Tolerance Group 8-11) is 5% and, within the 8-11 group, the tolerance for brown rot (8A) is 3%. While some growers think of 8% as the offgrade allowance for prunes (the tolerance for the 4-11 group is 8%), the actual allowance depends upon the type of offgrade.
18. Defects by Category Group: DFA inspectors group defects into 6 categories: 1-2's, 3's, 4-7's, 8-10's, 8A's and 11's, rather than tracking each of the 11 categories separately. The most common defects are scab and skin damage, which are in the 4-7 group.
19. A Screen Defect Analysis Sample: The number of prunes taken from this screen for defect analysis. Depending upon the sample weight in the size category, a sub-sample of 100, 200, 300, or 400 prunes will be visually inspected, one at a time, for scorable defects.
20. 3 Adjusted: End cracks more than 3/8 of an inch in length, but less than 1/2 inch, are counted by half up to 8%. In this sample, the DFA found 3 prunes out of 200, or 1.5% with end cracks. Only .75% are actually counted as defects.
21. Defects by Category Group on the B Screen: The number of prunes in each defect category group expressed as a percent of the number of prunes analyzed. In this example, the DFA found 34 prunes in the 4-7 category out of 200 prunes taken from the B screen, or 17%.
22. % Defects Removable to Make Standard: The percent of the salable weight that must be removed to make the lot standard. In this example, total offgrade on the C screen of the 4-7, 8-10, and 11 category group is 20% (18% + 2% +0%). Since the tolerance for the 4-11 defect group is 8%, the C screen fruit is 12% over tolerance. However, 13.04% of the total salable weight in offgrade must be removed to bring the lot into tolerance. To understand why a slightly higher percentage of substandard fruit must be removed, consider, for example: 100 pounds of fruit with 20% offgrade. If only 12% or 12 pounds of offgrade is removed, that leaves 8 pounds of substandard fruit in a lot of 88 pounds. This represents 9.1% offgrade, and the lot would still be out of tolerance.
23. 8A Category: The amount of brown rot is shown in category 8A. Note that this amount is included in the 8-10 category group also. In this example, DFA found 3 prunes in the 8A category out of 100 prunes taken from the D screen. No other defects were found in the 8-10 category for the D screen.
24. P-2 Analysis: All data within this box are the result of the analysis of the individual sample weighing 40.03 pounds.
25. Undersize: Weight of undersize fruit in sample, expressed in pounds.
26. P.O. Trash: Weight of pick-out trash in the sample: Pick-out trash = brown rot clusters in sample.
27. Trash: Weight of trash in the sample: i.e; sticks, rocks, non-prune material.
28. Defect Category Groups: See #16 for defect descriptions.
29. Test Base: Number of prunes from each size line that are individually inspected. Test base determined by line size weight from the sample: 0 - 10 pounds = 100 prunes, 10.01 - 20 pounds = 200 prunes, 20.01 - 30 pounds = 300 prunes, 30.01 - 40 pounds = 400 prunes.
30. No. of Prunes: Actual number of prunes in line size weight.
31. Weight: Actual weight of prunes in the sample by line.
32. Size: Weighted average size of the line. Determined by dividing the number of prunes by the actual weight. (#30÷#31)
33. Total Sample Weight: Cumulative total weight of undersize, p.o. trash, trash, and A, B, C and D screens. (#25 + #26 + #27 + #31)

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