

## Building Demand for Sustainable Products Scorecard

<b>Sales</b>	<b>FY '06</b>	<b>FY '07</b>	<b>FY '08</b>
Fair Trade Certified™ lbs. (nonorganic) shipped (in thousands)	1,732	1,634	2,341
Fair Trade Certified™ organic lbs. shipped (in thousands)	4,919	5,706	6,433
All Fair Trade Certified™ lbs. (organic and nonorganic) shipped (in thousands)	6,651	7,340	8,774
Total coffee lbs. shipped (in thousands)	24,489	26,818	30,782
Fair Trade Certified™ lbs. (non-organic) shipped as a percentage of total lbs. shipped	7.07%	6.09%	7.61%
Fair Trade Certified™ organic lbs. shipped as a percentage of total lbs. shipped	20.09%	21.28%	20.90%
All Fair Trade Certified™ lbs. (organic and nonorganic) shipped as a percentage of total lbs. shipped	27.16%	27.37%	28.50%