



September 18, 2020

Dear Valued Customers,

2020 sure has been an unprecedented year! And now vegetable growers in the Central Coast of California are facing additional unique challenges that have affected many of our crops.

On August 18th, we sent a letter about the extreme heat challenges and record-breaking temperatures that hit California and Arizona. Temperatures were 15°-30° above traditional averages which, in turn, caused many plants to mature faster than planned. The industry saw heat damage to seed and transplants, increased insect pressure, and experienced shorter workdays for harvesting crews.

In observation the leaf crops that feed the plants and our commodity program, the propensity for internal burn and increased diseases from plants weakened from heat stress has increased. This of course has led to reduced yields. The product has been growing abnormally and we are able to catch many of the problems in the field in addition to our QA group being on high alert to catch problems in the plants as well.

The overall effect is not limited to just the leaf items. All our crops have been affected with some feeling it worse than others. Problems from hollow stem on broccoli, to yellowing on cauliflower, to celery internal breakdown, to harvest gaps, shortfalls and stunted growth are prevalent.

We are working harder than ever to mitigate these issues to keep it seamless for you and in turn the consumer. We have reformulated salad blends to ensure optimum quality and shelf life in addition to sourcing raw materials from alternative geographic areas, as we look for even more. We have adjusted harvest hours to maximize product quality and improve working conditions, manually removing any damaged outer leaves/product. We are more stringent in applying strict cut-to-cool times to maximize product freshness.

We do not, currently, expect to remove any SKU's from our production lines, however, we do expect tight supply and allocations to orders. We ask that you stay away from promotions on items that carry romaine and iceberg (segments such as Premium Classic, Classic Salads, Blends, Base and Premium Kits), through the month of October. In addition, we ask of you, our customers to stay within your 8-week average pull. We will be monitoring this situation regularly and will keep you apprised hoping we will be able to move away from this position in the coming weeks.

We regret any inconvenience this may cause you and share your concern on this issue. Should you have any questions please contact your local Dole Fresh Vegetables sales representative.

Sincerely,

A handwritten signature in black ink, appearing to read "Michel Horn", is written over a thin horizontal line.

Michel Horn

Sr. Director of Customer Sales Operations