We insist upon top quality products from nationally recognized manufacturers. Our broad inventory consists of more than 64,000 stocked items, from gourmet to everyday.

Never content to rest on our laurels, we strive to continuously improve and innovate our products and services.

This commitment to excellence has served our customers well for more than 95 years, and continues to serve as our standard for success.

-Byron Russell
Chairman & CEO
Soy Complex

It would appear that soy oil has lost the driver seat to soybeans and possibly meal after yesterday’s stocks report. Weather is on the radar. China has started the Golden week. We will have a little additional data released today. Managed Money remains active and feeling good about their length in the soy complex. We have started a new month and a new quarter.

The stocks report showed a lower than expected soybean inventory. The report showed 523 million bushels compared to an average trade estimate of 576 million bushels. This certainly affects the balance sheet in the midst of strong export demand and solid crush margins. So, the farmer could benefit from a flight between processor and exporters. Harvest pressure could be minimal. Thus, the market rallied yesterday. Add to this, the dry conditions in Brazil leading to a slow planting pace. This could create additional demand in the export market for U.S. soybeans. Also, we have the Argentine tax and currency issues adding confusion to the mix. Soy oil has moved to the follower position as oil share dropped yesterday. On the soy oil front, the EIA reported 775 million pounds were used as feedstock for biodiesel production in July. Soy oil had a 62.6% share of total feedstocks used. The renewable diesel story is still looming. U.S. soy oil is competitive in export markets. Canola seed and oil remains in demand as well. Logistics in the U.S. remains troublesome.

We are kicking off October about the same level we started September. We had roughly a 350-point trading range in the month of September. Weather is a factor, as harvest looks good, Brazil should be noted, and tropical action should be watched with an open cotton crop. Managed Money is active and added to their length yesterday. Notice period in October soy oil futures has

Macroeconomics

Positive territory was the name of the game in yesterday’s trading session. While the major indices settled well off their highs, it was a solid performance and a strong end to the month and quarter. The Dow added 330-points to 27,782. The Nasdaq Composite gained 82-points to 11,168, while the S&P 500 increased 27-points to 3,363. On the data front, NAR Home Signings was noted at 749,000 well ahead of the expected 650,000 and last month’s 480,000. Next, September Chicago Business Activity Index rose to 62.4%, far exceeding expectations and a solid reading. Finally, Q2 GDP was revised slightly better to a negative 31.4% from a negative 31.7%. Chatter continues around covid-19 cases, Presidential debates, job cuts, and additional stimulus. Early calls are higher based on hopes for stimulus.

Opening Call

Soybeans — 7 to 9 cents Higher
Soymeal — 1 to 3 dollars Higher
Soy Oil — 5 to 15 points Higher

Calendar

Today — Export Sales, NASS Crush, Jobless Claims, Personal Income, Consumer Spending, Core Inflation, Market Manufacturing Index, ISM Manufacturing Index, Construction Spending
Friday — Employment data, Consumer Sentiment, Factory Orders, Commitment of Traders

Quotable:

“Any fool can criticize, condemn and complain — and fools do.”
— Ben Franklin

Information contained herein is based on reports, communications, or other sources believed to be reliable. Neither the information contained herein, nor any opinion expressed shall be construed as a solicitation to buy or sell any securities mentioned, but merely an expressed opinion.
9/29/20

To our valued customers;

As many of you are already aware our Canada Dry operations, just like the rest of the soft drink industry, are currently dealing with a significant shortage of aluminum cans. As a result, this shortage is impacting our ability to keep pace with increased consumer demand for all Can packaging throughout our system. Based on this shortage, we anticipate a temporary reduction of our production capability which will inevitably lead to shortages of the following SKU’s:

<table>
<thead>
<tr>
<th>Package</th>
<th>Brand</th>
<th>Flavor</th>
</tr>
</thead>
<tbody>
<tr>
<td>12OZ 6PK/4 CN</td>
<td>DR. BROWNS</td>
<td>DT CREAM SODA</td>
</tr>
<tr>
<td>12OZ 6PK/4 CN</td>
<td>DR. BROWNS</td>
<td>DT BLACK CHERRY</td>
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<tr>
<td>12OZ 6PK/4 CN</td>
<td>DR. BROWNS</td>
<td>BLACK CHERRY</td>
</tr>
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<td>DR. BROWNS</td>
<td>ROOT BEER</td>
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<tr>
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<td>DR. BROWNS</td>
<td>GINGER ALE</td>
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<tr>
<td>12OZ 6PK/4 CN</td>
<td>DR. BROWNS</td>
<td>DR. BROWNS</td>
</tr>
</tbody>
</table>

We recognize the challenge these reductions represent and want to assure you that we are doing everything possible to resolve this situation as quickly as possible. As mentioned earlier, this is only a temporary reduction of these SKU’s and as soon as Can supplies become available we will update the status of this list.

Thank you in advance for your continued support and understanding.
September 17, 2020

Dear Valued Customers:

As we continue to see unprecedented demand on our IZZE can portfolio, all IZZE can SKUs are expected to see improved but lower than full recovery service levels through November 30, 2020.

<table>
<thead>
<tr>
<th>Material</th>
<th>Description</th>
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<td>IZZE CHERRY LIME 8.4OZ CAN 1/24PK</td>
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<tr>
<td>836093011155000</td>
<td>IZZE BLKBY LEMONADE 8.4OZ CAN 24PK</td>
</tr>
</tbody>
</table>

We are committed to providing improved service levels to our retail partners and we take our role in driving product availability to our consumers very seriously. We deeply regret and apologize for this inconvenience.

Please direct any questions directly to your IZZE customer manager. We appreciate your support and continued partnership during this challenging time.

Regards,

Janice Chopra  
Vice President, Sales Strategy, Juice BU  
PepsiCo Beverages North America
MARKET UPDATE

Round Tomatoes: As VA and TN/NC mountain tomato crops wind down, round tomatoes are coming up short in the East. Lipman’s Eastern Shore tomatoes have been very limited this week due to rain and cooler temps and will continue to be light as we go in for our last crown picks next week. Depending on the markets and quality, we expect to have at least some smaller fruit available until Oct 20th, which is when we’ll begin in the Ruskin/Palmetto area (Duette). Meanwhile, the TN/NC farms are still dealing with rain and cooler temperatures which have limited volumes. The forecast calls for patchy frost this weekend, and that could cause them to finish before their planned Oct 15th date. Quality is just okay—there’s a good amount of rain check and related issues which requires a lot of grading on the packing line. Looking forward: Quincy will scrap a few next week, but we’re not looking to see the usual volume as some crops were hurt significantly by the last hurricane that trailed through the area. Western availability is also on the lighter side but for different reasons. As for the West, our CA crops look to wrap up in 2 weeks for rounds. With the prior heat and some disease pressure, quality has been fair to average. And most of the rounds have been in the 5x0 range or smaller this week. Fortunately, Baja’s new acreage should start in mid-October and Eastern Mexico should also begin to see more volume as we work through the month.

Roma Tomatoes: There are a few handfuls of romas remaining in the mountains as growers finish up the season. As with rounds, they expect to go until around the 15th, but a frost could nix those plans. Quincy should have some romas available as soon as next week, but the next real volume will come out of Ruskin/Palmetto in 2-3 weeks. Most CA Roma crops, including Lipman’s, look to wrap up in about 3 weeks. With the prior heat and some disease pressure, Roma quality has been a little more difficult to work with than rounds. Mexico’s volume is on the lighter side now, but will increase as Fall crops get started over the next several weeks.

Grape Tomatoes: Thursday was the last day that our VA farm harvested grape tomatoes for the season. We’ll transition equipment to R/P over the weekend and will begin harvesting grapes there next week. There are still a few are available in the TN/NC mountains but we don’t expect that supply to last much longer. Supply is also fairly snug in the West. Baja’s crops are showing weather issues on nearly every piece of fruit and Central Mexico volume increases have yet to materialize. We are beginning to see some product in Nogales and should see more in the coming weeks, bringing supply back to more “normal” levels.

Bell Peppers: Although there are still some peppers left in Mi, they expect to finish out by next week which will pretty much leave it to GA and SC for Eastern pepper. So far, a few growers have started in GA, but volume is still light, fruit is not sizing up as desired, and there are some rain-related quality issues. We look to see more volume and some improvements in quality moving into next week. The SC deal has some nice fruit, but unfortunately there’s not a ton of it. Western supply is still coming, Mi is still available in CA’s Central Valley where there’s been a good amount of crown-pick jumbos this week. More sizing options should be available next week as they continue with pretty consistent volume. The next production area will be the CA desert (Coachella), which expects to begin shipping during the last week of October.

Cucumbers: The two main spots for cucumbers are GA and our Eastern NC deal. Both have had good availability and mostly good quality this week. Our NC program should go into the 3rd week of October if weather permits. In the West, volume remains consistent out of Baja while Mainland Mexico is starting to pick up the pace. Early harvests haven’t had the darker color most prefer, but quality is great and the color will come once they work through the earliest plantings.

Summer Squash: With only a handful of squash remaining in local areas, it’s pretty much a GA deal on squash in the East. Yields and quality have really been down on GA crops so far due to weather and cool temperatures. Zucchini quality is pretty good, but there are reports of significant scuffing on the yellow. We are seeing light to moderate supplies out of the Santa Maria area as shorter days, the effects of previous weather and strong demand has curbed availability. We have started to see very limited supplies from Mainland Mexico but do expect more to follow over the next several weeks. Temperatures in the Hermosillo growing area has been extremely HOT (107-111) which have caused harvesting issues and may cause some additional concerns down the road.

Hard Squash: MI, NY, KY, ME and a few other areas have hard squash to sell. Availability is adequate with some volume opportunities from some of the larger growers. Quality varies from area to area, but looking on spaghetti and inconsistent sizing on butternut have been issues for some. As we move into the high demand time of year, there looks to be enough product….if it meets customer specs. GA’s production is steady and the market is pretty stable. Even though some varieties (acorn and kabocha) are in lighter supply, the outlook is good for mix and match aids. Nogales anticipates having Sonora product in the next 3-4 weeks.

Green Beans: Beans are very short in the East this week with sky-high pricing, but we should see a little relief next week. Mi check in remaining local areas will finish up in the next few days, leaving the deal to GA, VA, and NC. GA lost some of the first plantings due to the recent storm, so they are running a week or so behind. The Eastern Shore of VA has been in a skip for the past week, but started back in harvests on Thursday so we look to see at least a little more volume next week from them. There’s also some Eastern NC beans that should go on in about 2 weeks. The West is working through another week of sporadic and limited supply from 4 active growing areas with only pallet volumes available at a time. Fortunately, we expect to see good production from our Baja ranch by mid-October, more supply from the CA desert by the end of the month, and Nogales in business by the 3rd week of October.

Eggplant: As with cucumbers, the eggplant deal is a GANC thing. There hasn’t been a ton of product from either area yet, so supply remains short. So far, GA’s quality has been pretty nice and is working for most customers. We’ve picked a few eggs in Clinton, NC, but at this point it’s been a once per week harvest because the fruit is maturing slowly. Look for both programs to pick up over the next few weeks. Supply is also short in the West, as air quality and cooler weather has slowed production in Fresno. The CA desert area (Coachella) should get going sometime this month.

Organic Veg: Cucumbers are the most plentiful organic veg item this week, as new mainland crops have begun in earnest. Squash should follow suit over the next few weeks. Beets are still snug.
MERCHANDISING MINUTE
How to Balance Labor Caps and Experience Needs
By: Armand Lobato, www.thepacker.com, September 25, 2020

Sports teams aren’t the only ones with labor caps.

In the National Football League, the salary cap dictates that no team can exceed a total, or cap limit. This is designed to control costs, maintain some level of parity, and to prevent these organizations from stacking their rosters with all-star players.

Your produce department? It has a labor structure that follows some of the same thought process that must stick to a budget. Take, for example, when a new grocery store is getting staffed for opening. The produce manager is typically the highest paid employee. He or she is the key person, the one who handles the scheduling and training and is responsible for meeting sales, profit and shrink goals.

The assistant produce manager (if there is one) is paid less, but more than the clerks and is held accountable for much of the produce managers’ responsibilities. After this level, produce clerks are usually divided into three levels: The senior, accomplished individuals whose salaries reflect the top end of the produce department; the mid-level clerks who are in the developmental stage; and finally, the newly promoted or least-experienced clerks at the low end of the produce pay scale. In our new store setup example, the produce manager would love to have deep experience at all levels, but it is rarely granted.

The store director will usually instead instruct the produce manager: You need a balance of all three.

The biggest question, of course, is why? Why not stack a department with experience? For the same reason the NFL can’t: to manage labor — the single most controllable expense.

Every produce department has the equivalent of this labor measurement, sometimes known as the effective rate. This is the total amount of labor dollars spent, divided by number of scheduled hours. The higher the salaries, the higher the effective rate. For example, suppose a produce department doing $80,000 of sales a week spent $6,400 on labor and used 320 hours. The effective rate formula would be something like this: projected sales ($80,000) x allotted salary (8%) = $6,400 for labor/320 hours = $20 per hour effective rate.

Many variables affect this scheduling formula. Too much experience may negatively tilt net profitability in a produce department, while staffing too little experience may cost a store in terms of lower productivity, fewer sales and higher shrink.

So it behooves a produce manager to seek some balance: experience to solidify certain areas (strong assistant and setup person) with moderately paid developing clerks, and newer yet trainable part-time clerks to complete the picture. The ideal balanced crew is ever-changing and growing. The resulting schedule can be aggressive, yet lean, dollar-wise. Still, wouldn’t we all love a top-to-bottom all-star produce team?

Have you submitted your 2020 On the Horizon Survey?
Please help us do our best by taking the 10-question survey:
https://www.surveymonkey.com/r/BLR3QHF
OCTOBER 2, 2020

NEWS IN THE GROCERY TRADE

Getting Past Organic Produce Shrink Barriers
By: Ron Pelger, www.organicproducenetwork.com, October 1, 2020

If produce managers are persuaded to set up huge displays of fruits and vegetables, are we to blame for inspiring them to become successful salespeople?

One of the persuasive arguments of selling more organic fresh produce has been encouraging expanded organic sections as well as setting up aggressive selling end-cap displays. But am I being a bit over zealous? Does this enthusiasm interfere with the senseless low-profile merchandising mandate preferred by management?

Some produce managers inform me that by expanding their organic displays and putting some of the more popular items on an end-cap, they are moving more of the category tonnage. That is great news.

But as always, there are others who grumble about too much wilted, unsalable product. They fret over experiencing too much shrink in organic items versus conventional.

To get past the higher shrink level of organic produce, there are some disparities between organic produce and conventional that must be understood. Once specific product awareness is understood, the easier it can be managed.

First, organic is more sensitive than conventional produce as organic fruits and vegetables are grown naturally and are not treated with waxes and preservatives like conventional produce. This, in turn, makes them more susceptible to a shorter shelf life.

The longer fresh organic produce items sit on display in the stores, the less they will stay fresh. The product starts to quickly lose its bloom quality as it is exposed to the lighting, irregular temperatures, customer handling, humidity changes, and slow sales movement.

The longer organic product takes to sell within the freshness timeline, the faster it will spoil. Unlike conventional produce with all its preservative protection, organics will yield to higher shrinkage if not handled correctly.

Here are six areas associated with the sensitivity of organic produce longevity:

Harvesting — The spoilage process of fruits and vegetables can start directly out in the growing fields. Defective mechanical equipment can sometimes induce cultivating damage to organic crops. Some of the injured items may slowly begin to decay in packing, shipping, and finally at the retail level.

Temperature — Immediate cooling and storage of product is essential. Heat and frost can easily result in damage. Extreme high and low temperatures will speed up deterioration of the product resulting in shrink.

Shipping — The transporting of organic produce over long distances can cause it to lose valuable shelf life, so proper storage is crucial for preserving longevity. The refrigeration units must always be set at the right temperature and operate steadily during the route.

Handling — This is the most challenging part of protecting and conserving the length of organic produce. Highly sensitive items such as leafy lettuce, cooking greens, mushrooms, berries, and the equivalent must be treated with utmost care. Just dropping a case of product on the floor or tossing it on a cart will clearly damage it and lower its shelf life.

Pricing — Since organic produce retails are generally higher than those of conventional items, it must be sold through the system as fast as possible. Extreme retails may create customer resistance. Product that remains idle on display will rapidly lose its buying quality. Reasonable pricing will sell the product faster and help reduce any possible shrink.

Microorganisms — High levels of bacteria will encourage produce to decay. Because organic items are not treated with any preservatives or waxes, bacteria and mold will damage the product faster. That’s why more care needs to be given to organic items in every possible way.

The popularity of and consumer demand for organic produce is an advantage to sales. For this reason, special care must be taken into consideration when dealing with the category.

All produce items are sensitive and should be handled with care, but organic produce is more delicate in many ways. Educating employees about the differences between conventional and organic produce will give them the knowledge required to help get it past those shrink barriers.
New York City restaurants will be allowed to keep their outdoor dining spaces indefinitely, and even expand seating in some cases, mayor Bill de Blasio said Friday. Speaking on the Brian Lehrer show on local National Public Radio station WNYC, de Blasio said restaurants can “really take this model and make it part of the life of the city for years to come. According to the mayor’s office, more than 10,000 restaurants in the city have introduced outdoor seating, saving an estimated 90,000 jobs.

The New York City Hospitality Alliance, which has been advocating to keep and extend outdoor dining, and to allow heat lamps, which are strictly regulated in the city, said policies were “forthcoming” to make all of that permissible.

The new measures include expanded seating in front of adjacent properties, provided that restaurants file the appropriate paperwork and the property owners formally agree to it. But the city will also issue guidance for sturdier outdoor setup requirements, details of which are expected next week.

The alliance said electric heaters would be allowed on sidewalks and streets with outdoor seating, and propane and natural gas heaters would be allowed on sidewalks only.

Tent enclosures will be allowed to keep diners warm, but if they’re completely closed, they will be limited to 25% capacity, just as indoor dining will be once that is allowed on Sept. 30. Partial tent enclosures, with at least 50% of the side wall surface being open, will not have those capacity restrictions. Enclosed structures such as plastic domes will be allowed for individual parties but must have “adequate ventilation to allow for air circulation,” the alliance said.

It also cautioned restaurateurs against investing in expanded space or sturdier structures until the actual guidance is issued, and also urged them not to set up heating systems that might not comply with Department of Buildings or fire department requirements.

“This is all very good news for our industry,” the alliance said. “The NYC Hospitality Alliance will be working closely with Mayor de Blasio's administration and City Council on all the details of the program, which will be released in the near future.”

In a joint statement, alliance executive director Andrew Rigie and counsel Robert Bookman said, “Outdoor dining has transformed New York City’s streetscape for the better and has been a critical lifeline for thousands of small businesses and jobs throughout the five boroughs during the COVID-19 pandemic. We thank and look forward to working with Mayor de Blasio’s administration and the City Council on rolling out this incredibly important expansion of the popular Open Restaurants program.”

The Brooklyn Chamber of Commerce also expressed appreciation for the measures. “Outdoor dining has been a monumental success for restaurants all around New York City. Mayor de Blasio’s decision to safely extend outdoor dining year-round will not only provide a vital lifeline to our struggling restaurants, but will also enhance the vibrancy of our neighborhoods well into the future,” chamber of commerce president and CEO Randy Peers said in a statement.
**DAIRY UPDATE**

By Kari Rivera

**BUTTER**

Butter went up .1175 to close at its highest point in some time, closing the week at 1.5975.
- Butter manufacturers continue to be thankful for retail, which is carrying the water for the butter market almost in entirety these days.
- Help may be on the way for butter markets with the 4th quarter orders hitting manufacturers as early as this coming week.
- Domestic spot butter is now high to overseas pricing which could put a damper on whatever exports were available, although the US likely has the most available butter for export with inventories continuing to climb.
- Along with 4th quarter retail demand, restaurants opening to 50% in many states this coming week should help food service demand on butter.
- With other outlets being at capacity, many distributors for the USDA box program are turning to butter solids to help fill their boxes. There is some capacity there with food service demand still low.
- Buyers must be sensing a rise in butter markets as they stepped up and purchased a robust 69 loads on the CME this past week. That is the highest volume of trades in a week that we have seen in some time. Butter has been fairly stable the last 3 months or so. If the openings we will see starting tomorrow hold in place going forward combined with retail demand going up even more, we could see the market push up a bit more in the coming weeks. Demand will still be lower than normal but moving forward we could see restaurants in colder states especially open even further as outdoor dining will soon not be an option. Once this happens, we are likely to see even more people eating out, although a certain percentage of the population will not go to a restaurant for some time.

**CHEESE**

Block and barrel both went up with block carrying most of the water going up .4625 while barrel inched up .0400 to close at 2.6275 and 1.6350 resp.
- Domestic cheese pricing is now roughly 1.0000 high to the GDT price. This is likely to make exporting of domestic cheese almost impossible.
- The block/barrel spread is now at a record level. Block is now only .0075 short of 1.0000 high to the barrel market.
- Buyers are likely anticipating more demand at foodservice due to the previously mentioned increase in indoor dining from 25% to 50% in a few states.
- Inventories continue to be high on cheese and production is strong. This could hold markets from going much higher or could weigh heavily on markets if the anticipated demand increase does not happen.
- There were only 20 loads of cheese traded on the CME as some buyers were cautious before buying, not sure if this up market is strong enough to hold.
BEEF COMMENTARY
The week started off trending on the softer side for a number of items but as Friday came around there was a steadier feel evident. It seems that there are items still trading on both sides of steady. Ribs and chucks have either remained flat or seen some additional strength. Whereas rounds and loins, with the exception of tenderloins are softer. Ground beef is still mixed. With that the overall spot market activity has begun to pick up a bit as a number of participants gather additional inventory for their spot needs or to place in freezers while prices are within more comfortable ranges. Retail demand remains overall strong as foodservice has remained affected by the pandemic. With colder weather making its way slowly across the country seasonally, businesses are now faced with limitations or the question of how to adapt. Features for a number of items have been seen for the weekend ahead for tenderloins, grinds, top rounds and even a few steak items.

GROUND BEEF:
Ground beef continues to see a bit of a mixed bag. Some items have found support whereas others are still not quite there yet. Interest for grinds has picked up slightly from retail, however, which has added support to the handful of quotations.

MARKET OUTFRONT:
The bottom line is this— Grinds will remain steady for next week. The round cuts will be steady to down another $.05 per lb. The chuck roll market is still strong and you can expect at least a $.05 increase. The market on strips will be down .05-.10 cents per lb. Tenders will be slightly higher and continue to slowly start their holiday rise. Ribeye’s are on their way up –expect $.10 to $.25 cents per lb. The rib eye market like the tenders will now slowly increase towards the holidays. Thin meats and flap meat will be down another $.25 cents per lb.

HAVE A GREAT WEEK!
Why all the issues and high prices? Please read and share. Remember we are not alone in this at cbi produce but we do demand the best available at our contract pricing so in these trying times we can make new friends and save our customers a few dollars. Customers that are not loyal should be charged market pricing.

UPDATE

Temperatures have been lower, but will rise over the weekend. Mid to high 80’s forecasted for Salinas and up to 100 degrees north in Gilroy and down south in King City. With the heat, Salinas is now 40 growing degree days ahead of averages, 24 days ahead of 2018 and 4 days ahead of 2019 – again, illustrating a warming trend year over year.

Iceberg quality remains challenged but is slightly better than a couple of weeks ago. Yields are way down. Heads are not firm – very loose, fluffy and unformed. Rib discoloration, tip burn and some sun scalding continue to be the main defects seen.

Romaine quality is decent. Heads are still smaller but thankfully we have adequate supply. Occasional tip burn and fringe burn are seen. With less mature heads, color profiles are on the darker side.

Cabbage (red & green) quality is good. No issues to report.

Spinach is still a little stretchy and more cotyledons (seed leaves that look like blades of grass) are seen in the bag since they haven’t had a chance to lay down before harvest. They are standing up right next to the leaves.

Spring mix is also growing fast. Some mildew seen in different areas but manageable.

Arugula looks great. The heat has actually been good for this item in the microclimates we have it in. They are growing fast to get good length and structure without having incredibly long stems. They are also not stressed to the point of flowering, though some yellow buds are seen here and there right around harvest.
**Broccoli** supplies are still tight. Pin rot seen occasionally. Crowns are relatively young and florets are relatively small with some more bead burst than normal that is mostly screened out through the wash line.

**Kale** looking good, though some yellowing is appearing on the under-canopy. Harvesters are doing their best to cut high and avoid it. Inspection in the plant can remove virtually all of it.

**Cilantro and Parsley** are seeing a lot of wind burn, Septoria leaf spotting, yellowing/decay and dehydration.

**Green Leaf** quality is similar to that of romaine. Smaller heads, some fringe burn seen. Much more on the green side.

**Radicchio** is still in good shape.

**Endive & Escarole** are doing okay. Average quality.

**Carrot** quality and supplies are still good. Temperature management on carrots are critical at this time of the year. Typically in the fall through mid-winter, we see higher levels of lactic acid bacteria that can lead to premature breakdown of carrots.

**Insect pressures** appear to be on the rise. Lady bugs, moths, aphids have been seen. Low numbers of dragon flies (not typically seen this time of the year in these crops), praying mantis’ and grasshoppers have also been seen. Temperatures, fire, smoke, dying grasses are all factors here.
Last Week’s Precipitation Totals and Average Temperature Deviations

PRODUCE BAROMETER

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<th>ITEM</th>
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<td>Bell Pepper</td>
<td>Mostly Good</td>
<td>E-Elevated; W-Steady</td>
</tr>
<tr>
<td>Cucumber</td>
<td>Good</td>
<td>E-Steady; W-Steady</td>
</tr>
<tr>
<td>Eggplant</td>
<td>Varied</td>
<td>E-Higher; W-Steady</td>
</tr>
<tr>
<td>Green Beans</td>
<td>Good</td>
<td>E-Higher; W-Higher</td>
</tr>
<tr>
<td>Jalepenos</td>
<td>Good</td>
<td>E-Steady; W-Higher</td>
</tr>
<tr>
<td>Squash-Hard</td>
<td>Good</td>
<td>E-Steady; W-Lower</td>
</tr>
<tr>
<td>Squash-Soft</td>
<td>Varied</td>
<td>E-Elevated W-Lower</td>
</tr>
<tr>
<td>Tomatoes</td>
<td>Fair to Good</td>
<td>E-Higher; W-Higher</td>
</tr>
</tbody>
</table>

OCTOBER CALENDAR

- October 1st: World Vegetarian Day
- October 2nd: National Custodial Workers Day
- October 4th: National Taco Day
- October 9th: International Beer & Pizza Day

Lake Park, GA Weather

<table>
<thead>
<tr>
<th>Day</th>
<th>Temperature</th>
<th>Precipitation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sat</td>
<td>76°F</td>
<td>NNE 9 MPH, Precip 30%</td>
</tr>
<tr>
<td>Sun</td>
<td>75°F</td>
<td>NE 8 MPH</td>
</tr>
<tr>
<td>Mon</td>
<td>78°F</td>
<td>NNE 9 MPH, Precip 20%</td>
</tr>
<tr>
<td>Tue</td>
<td>79°F</td>
<td>NE 7 MPH</td>
</tr>
<tr>
<td>Wed</td>
<td>80°F</td>
<td>NE 6 MPH, Precip 10%</td>
</tr>
</tbody>
</table>
Mission Statement

“Never content to rest on our laurels, we strive to continuously improve and innovate our products and services. This commitment to excellence has served our customers well for more than 95 years, and continues to serve as our standard for success.”

Our Promise

We insist upon top quality products from nationally recognized manufacturers. Our broad inventory consists of more than 64,000 stocked items, from gourmet to everyday. Never content to rest on our laurels, we strive to continuously improve and innovate our products and services. This commitment to excellence has served our customers well for more than 90 years, and continues to serve as our standard for success.

We understand that our customers rely on accurate and prompt deliveries. Our technological systems ensure that every order reaches customers on time and in optimal condition. Our state-of-the-art warehousing systems process every order with precision. A fleet of modern, temperature-controlled delivery trucks is equipped with satellite positioning technology to provide customers with faster, more efficient deliveries. These advances inspire customer confidence and satisfaction, which has been our goal since 1925.