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

The soy complex spent Wednesday re-establishing recent trends: soybeans pushed higher, oil waited at first, then took the lead higher, all while meal struggled to string together any positive momentum. Oil 65 points higher while beans gained 7-8 cents. Meal was a small net loser across the board. Crush margins continue to suffer without meal participation while the oil has to do all the heavy lifting. This also causes the oil share to retest recent highs above 35%. Current stocks-to-use ratios in the WASDE do not justify oil share sustaining much above 35%, but 2020 has proven to be the bane of normalcy.

This morning we will get the weekly export sales announcement. For meal and oil, we will get the inspections too. Beans have entered into a new crop year, but oil and meal continue to count towards 2019-2020 marketing year numbers. WASDE next Friday will likely have to look closely at updating a few numbers on old crop while the trade is more focused on the one about to be harvested. Crush is showing a reasonable argument to be increased which increases oil supply. Biodiesel demand should shoot up as well as June data showed the second highest month of soybean oil usage all time—second only to May. Export demand has been strong as well, but the recent rally in Chicago could see exports easing as the soy/palm relationship falls into a more normal pricing spread.

Today, markets are pointing to much firmer openings after laying low the first couple days of the week. Most of the overnight volatility has established ranges for the day-trade. Be careful of markets trying to break out in either directions. Fundamentalists and Funds are looking at different indicators and can lead to some head scratching levels, but it doesn’t necessarily get you the price you need by the time you need it. Happy Thursday.

Macroeconomics

Wednesday saw the Dow take back the day for the biggest gain. The index surged higher for 455 points or 1.59% to 29,101. The NASDAQ “only” rallied 0.98% for a 117-point jump to 12,056. This marks the first NASDAQ close above 12,000 in history. The S&P rose 54 to finish 3581. The pressure on Crude and Gold continued with more selling this morning. Early indications have red numbers for the stock futures as well. Continued weakness in the energies should have vegoil markets on pause or at least careful here. Much of the increased demand in recent years is from the biodiesel industries and rising input costs and falling output prices are not a great sign for any industry.

Opening Call

Soybeans — 3 to 5 cents Higher
Soymeal — 1 to 2 dollars Higher
Soy Oil — 30 to 40 points Higher

Calendar

Today — Export Sales and Soybean Oil Inspections, Jobless Claims, EIA Natural Gas Report
Friday—CFTC Commitment of Traders, Employment Situation, Baker-Hughes Rig Count

Quotable:

“I didn’t set out to beat the world; I set out to do my absolute best”
— Shaun White

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.
Non-Contact FDA Infrared Forehead Thermometer

When considering the importance of food safety in your facility, it's crucial to note that exceptional food safety starts with healthy staff. Instituting safe practices and following guidelines protects both customers and employees and provides a safe, comfortable dining experience.

A great way to ensure your staff is healthy before meal service is to check body temperatures at the door by using an infrared forehead thermometer. The FDA-approved, no-contact thermometer features infrared technology which detects elevated body temperatures from the forehead within seconds. Using this helpful tool, along with other quality products featured below, promotes outstanding employee safety!

CBI # 10109374
September 1, 2020

Dear Valued Customers:

Similar to our retail partners, we continue to see unprecedented demand on our Tropicana 10oz and 15.2oz portfolio driven by COVID-19.

Even though we have increased our production, we unfortunately will be facing production shortages on the list below of Tropicana Ambient Juice items through October 30, 2020.

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Material UPC #</th>
<th>Item Description</th>
<th>Material UPC #</th>
</tr>
</thead>
<tbody>
<tr>
<td>TINAMB 15.20OZ 12CS ORANGE 152Z</td>
<td>10048500008604001</td>
<td>TINAMB CAL 10OZ 24CS APPLE</td>
<td>10048500001766000</td>
</tr>
<tr>
<td>TINAMB 15.20OZ 12CS APPLE 152Z</td>
<td>10048500008611001</td>
<td>TINAMB 10OZ 24CS CB CKTL</td>
<td>10048500000838000</td>
</tr>
<tr>
<td>TINAMB 15.20OZ 12CS ST KW</td>
<td>10048500018378000</td>
<td>TINAMB 10OZ FRUIT PUNCH</td>
<td>100485000017644000</td>
</tr>
<tr>
<td>TINAMB 15.20OZ 12CS CB CKTL 152Z</td>
<td>10048500008642001</td>
<td>TINAMB 10OZ 24CS GF</td>
<td>10048500001759000</td>
</tr>
<tr>
<td>TINAMB 15.20OZ 12CS GP</td>
<td>10048500008635000</td>
<td>TINAMB 10OZ 24CS ST KW</td>
<td>100485000760182000</td>
</tr>
<tr>
<td>TINAMB 15.20OZ 12CS RR GF</td>
<td>10048500009403000</td>
<td>TINAMB 10OZ 24CS OR ST</td>
<td>10048500011741999</td>
</tr>
<tr>
<td>TINAMB 15.20OZ 12CS OR PA</td>
<td>10048500008680000</td>
<td>TINAMB 10OZ 4/6PK ORANGE</td>
<td>100485000758892000</td>
</tr>
<tr>
<td>TINAMB 10OZ 24CS ORANGE</td>
<td>10048500001742000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

We take our role in driving product availability to our consumers very seriously, we regret any inconvenience this may cause and are working hard to deal with these supply challenges.

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

Regards,

[Signature]

Janice Chopra
Vice President, Sales Strategy, Juice BU
PepsiCo Beverages North America
August 26, 2020
Re: Campbell Snacks / Lance Cracker Constraints

To our Valued Foodservice Customer,

As the pandemic continues, Campbell Snacks continues to take steps to address surge in demand and find ways to supply our products to you.

In our current environment that causes changes in production capability frequently, we are taking measures to improve supply and are producing at the max capacity within what our labor availability allows. All Lance SKU’s will experience sporadic fill rates for the foreseeable future. This limited availability has a greater impact on Food Service SKU’s. We apologize for this inconvenience and we will continue to keep you informed of developments as they occur.

Safety is our priority. Campbell Snacks is continuing to adhere to our protocols related to COVID-19 until further notice to keep our employees, our facilities and the distributors that deliver our brands safe.

Thank you for your continued partnerships and thank you for your patience.

Sincerely,

Monica Case
Senior Sales Strategy Lead - Lance
Campbell Snacks
August 6, 2020

Dear Valued Partner:

We have seen a significant increase in consumption of our Premium Carbonated Glass products (IBC, Crush, and Stewarts) the past 4 months as consumer purchasing trends adjust in the pandemic.

Plans were put into place throughout our supply chain to ensure appropriate material availability for that increased demand. Unfortunately, a significant disruption occurred in our supplier base that has caused us to temporarily be out of stock on the glass bottle used to produce these items.

Countermeasures are being taken to mitigate the issue and identify alternate supply sources; however, we expect to see significant cuts on IBC, Crush, and Stewarts the next 4-6wks, with the likelihood that many items will be fully out of stock during that brief period of time.

We ask for your support in eliminating promotions on these items to avoid disappointment to our consumers & your shoppers. These are heritage trademarks and important items in the PCG category. It is a priority for us to get these back into a high service position as quickly as possible.

We expect to provide you an update in the coming weeks on status of our network recovery. Thank you in advance for your support.

My Best,
Jeffery Tabor
VP & General Manager – Warehouse Direct
Keurig Dr Pepper
5301 Legacy Drive | Plano, TX 75024
MARKET UPDATE

Round Tomatoes: There are still a number of areas in the East with round tomatoes including Canada, AL, NJ, MI, TN and NC. Growers in the mountain areas of NC and TN still have mostly steady volumes although persistent rain has lightened yields and affected quality. We're seeing the usual rain concerns but are still able to make a good pack with most lots. Lipman has just started back in a light way at our VA farms but won't have volume until next week. The first block we're harvesting has lighter yields and some quality issues but that is expected to clean up next week. Canada is bringing some nice fruit from their short-lived field crop season as well. Baja and Eastern Mexico's vine-ripenes continue at a mostly steady pace this week. Baja's sizing will likely move toward more mid-sized fruit as they continue to harvest from current crops, waiting for Fall plantings to begin in mid-October, while Eastern Mexico should eventually see more volume as new acreage gets underway soon. As for the CA mature greens, Lipman has been running round tomatoes daily this week but expects to lighten up a little as we move through the next 7-10 days. High temperatures have sped up some harvests, so we'll have a lighter load until crops can catch up in a week or so. Our crops are heavier to J & XL fruit but all other growers have some smaller stuff so the full range of sizing is available.

Roma Tomatoes: Eastern roma volumes vary from light to moderate with TN and NC being the focal points of production. Sizing and quality are both average as farms deal with the same rain concerns as rounds. Mexico's roma numbers are lighter this week as both Baja and East Mexico wait for new crops - East Mexico's sooner and Baja's later in October. CA's volume remains mostly steady now but is expected to lighten up over the next 7-10 days as prior heat has brought crops on ahead of schedule. Although it varies by grower, it looks like Lipman farms have worked through the quality concerns caused by a long stretch of 105+ degree temps and the fruit is looking nice.

Grape Tomatoes: Overall grape tomato numbers are lighter and are projected to stay light in the East for the next 10-14 days. As quality concerns require us to walk away from some older plantings that we would normally pick alongside new blocks in VA, the volume will be lighter for a few weeks. There's also some fruit in NC, TN and a few other spots, but yields and quality have been affected by rain, limiting the impact to the market. Looking ahead—we'll move into Ruskin/Palmetto during the first week of October. Western supply is also on the lighter side this week. Baja crops are working through some heat-related quality issues, but should see some improvement as soon as next week. Volume is also lighter from our Central Mexico program as it works through a two-week downturn in the growing cycle.

Bell Peppers: There are still a number of states shipping green bells in the East, but overall volume seems to be lightening up. MI's volume has slowed as heat brings crops along early and their quality has been hit or miss. NY and NJ have remained pretty consistent, but we do expect the numbers to gradually decline as they near the season's end in the last week of October. Our NC crops are planned to go through mid-October (if weather permits) with new fields spaced out. Quality has been "average," as daily rain squalls have been relentless on the area. There's also product in IN, KY, VA, and TN with a variety of situations - some with steady volumes and others gapping here and there. The West continues to have steady supply of green bells in Gilroy, Stockton and Arroyo Grande where quality is nice. Demand is perking up a bit, but most sizes are available daily.

Cucumbers: Cucumbers have been pretty snug in the East, but our Fall crops in coastal NC have just started and should bring a boost to supply. We expect good volume for several weeks and should have product until the 3rd week of October. More relief is in sight as GA in on tap to start up in another 10-14 days. Meanwhile, there's still some fruit in MI and NJ with a little left in NY, TN and IN. As for the West, volume remains consistent. Baja will continue with current crops, as there are no new growers left to come online, while Mainland Mexico's volume is picking up slightly. Washington estimates to finish up in another 3 weeks so NW demand will start depending on Baja supply by the end of the month.

Summer Squash: We've hit the point in the season where a number of the local deals (that were everywhere!) are winding down, reducing the overall amount of product available. The always troublesome yellow squash is still the short suite, especially as MI and several other areas have quality and yield concerns. Currently, the best spots for supply seem to be NJ and TN. Our NJ programs are experiencing lighter yields right now, but there's plenty of acreage to continue to offer decent volume. Supply should improve over the next week as we fall coastal NC crops will have light to moderate volumes to offer and a few GA growers get started with new crops. As ideal growing temps continue in Western growing areas, we are experiencing steady production out of CA which should continue for a couple more weeks. Cooler evening temps, along with the start of shorter days, will begin to play a factor in overall supplies sometime over the next 2-3 weeks. Baja will also have some fruit but volume has declined and will remain very light for the remainder of the season.

Eggplant: Overall supply has lightened up in the East, but there is still product in a variety of areas with the most volume in MI, NJ and SC. There are some small local programs with stronger than usual volumes (VA, KY, NY) but the acreage is comparatively minimal and has little to no effect on the market. Quality is a mixed bag of tricks but there is some nice fruit out there. We look to fall crops out of NC and GA in the next 2-3 weeks. Eggplant has become snug in the West as the CA Central Valley fruit has slowed down due to the high heats we had about 10-12 days ago. We should see an increase in supplies within the next 7-10 days once the plants have time to recover. Fortunately, Coachella will be back in fall crops by mid-September.

Hard Squash: Aside from a few small local deals in NC, TN, VA, etc., there's hard squash available in MI, NY, and KY. Our KY partner is at full fall volume now and has plenty of product to move. We're starting to see more growers come online in NY where volume will build over the next few weeks. Northern CA's production is steady, providing good availability and quality in the West.

Green Beans: Eastern bean production has rebounded with improved availability. Aside from MI, TN, NY and a few other spots, one of the major growers has transitioned from PA back down to VA where they have more significant acreage. The West is short on green beans as the active growing areas have only minimal volumes or are in a skip this week.

ON THE HORIZON CONTENTS
Fresh Cut Spotlight: page 3
Marketing Minute: page 2
National Weather Spotlight: page 4
News in the Grocery Trade: page 4
Pack Your Bags: page 5
Produce Barometer: page 3
Restaurant Industry News: page 5
September Calendar: page 3
Transportation Facts: page 2
MARKETING MINUTE
Curbside: Take the Lead, or Get Left in the Dust

No doubt curbside pickup has emerged as a key service delivery method as a result of COVID. It enables all restaurant brands, and particularly those without drive-thru, to provide their customers with contactless pick up.

Curbside also enables restaurant brands to help offset sales declines that have resulted from having to close down or limit their dine-in service. That being said, curbside pickup is here to stay post COVID, primarily because customers see it as a safer and more convenient form of takeout.

Curbside: The Current State
When restaurant sales plummeted as a result of COVID, many restaurant brands scrambled to implement curbside pickup. Not surprisingly, these quick-fix curbside solutions consist of rudimentary elements such as a minimal signage package, a few designated parking spaces and a restaurant employee to hand deliver the customer orders curbside. While these initial solutions are contactless and convenient, they deliver a generic, non-memorable customer experience.

Curbside 2.0
There is a significant curbside business-building opportunity as we continue on with the "new normal" created by COVID. Specifically, this opportunity involves advancing curbside from a generic experience to an ownable, branded and memorable customer experience. Innovative solutions are needed. Here are just a few examples to consider:
- Design a curbside customer experience that looks and feels like no other
- Create a prominent welcome and pickup zone that makes your curbside experience unique
- Observe and understand how customers use curbside, and make continuous improvements that create a dazzling customer experience
- Consider a specially designed area where your customers can "drive inside" (the curbside corral)
- Reduce perceived wait time and improve the customer experience by providing engaging merchandising and communications. Give waiting customers something to read, do and enjoy.
- Create innovative packaging, both structure and graphics, that is designed specifically for your menu and curbside experience
- Brand your curbside experience. By doing so customers will easily be able to differentiate and remember you're your brand's curbside experience and benefits

Think in terms of curbside innovations. Not just curbside improvements. Improvements include things like better wayfinding, improved parking, easier-to-use mobile apps. Improvements result in a better version of curbside than what competitors are doing. And they are worthy initiatives. But innovation is about creating something entirely new—an idea, service or feature that has never been implemented before. The need for it may never have been expressed by customers. But they are a game-changer. Think of Apple's introduction of the smartphone. That's innovation.

Meaningful Benefits
For restaurant customers, curbside provides contactless pickup, which is "the new gold standard," greater convenience than takeout and no delivery fees.

For restaurant brands and operators, the benefits of curbside are immediate and direct:
- More profitable sales than delivery
- A cost-effective investment and solution to increase sales
- A superior service delivery method that will drive incremental traffic
- The time to develop and implement is shorter than many other business building initiatives

Keep in mind, the curbside restaurant winners of tomorrow will take the lead to develop a proprietary and memorable branded curbside experience.

TRANSPORTATION FACTS
* The average US diesel fuel price rose slightly this week, moving from $2.43 to $2.44 per gallon.
* The average price for a gallon of diesel is $5.44 lower than the same time last year.
* All areas reported price increases with the most significant coming from the Midwest (up $.02).
* As usual, California has the highest price at $3.28 per gallon, while the Gulf Coast remains the low-price leader at $2.10 per gallon.
* The WTI Crude Oil price has fallen 3.0% over the past two weeks, moving from $42.93 to $41.37 per barrel.
* Trucks are coming up short in VA, IL, and WA this week. As vegetable production begins to transition, we're also seeing some slight shortages at Mexico/Texas crossing points, NC, and MI. CA shipping districts still have adequate trucking options available to move their products.
NEWS IN THE GROCERY TRADE

Survey: Most Grocery Shoppers Favor In-Store Purchases Amid Pandemic
By: Russell Redman, www.supermarketnews.com, August 26, 2020

Despite concerns about COVID-19, nearly two-thirds of U.S. grocery shoppers still prefer to make purchases in physical stores, according to a survey by business news website The Manifest. Of 501 U.S. adults polled in late July, 62% said they have favored buying groceries in person at the store over the past three months. At the same time, however, nearly one-quarter of respondents (22%) said they used contactless services such as online grocery delivery and pickup.

People continue to shop in grocery stores, but they limit how frequently they shop each month by stocking up on more items at one time,” The Manifest said in its research report. Indeed, the study found that consumers are spending more on groceries during the pandemic. Though 47% said their grocery spending hasn’t changed, 36% reported shelling out more money for food shopping. Only 15% indicated a decline in grocery spending.

"With limited restaurant and eating options, people’s spending habits on food have changed. More than one-third of people say their average grocery bill has increased during the pandemic,” according to The Manifest. “About one-quarter of people (23%) say their grocery bill has increased by more than $50, while 15% say it has increased by less than $50.”

Among those using online grocery services, delivery holds a slight edge. Twelve percent of consumers surveyed said they use grocery delivery versus 10% using pickup. On the delivery side, that percentage represents a more than tripling of the share of U.S. grocery shoppers using that service.

"While only 12% of people have used grocery delivery services during the pandemic, this change still indicates a significant uptick in the popularity of grocery delivery services," The Manifest noted.

With many people seeking safer ways to buy groceries, they’re also recognizing the convenience offered by online services. More than half (52%) of survey respondents cited time savings as the main draw of grocery delivery, followed by safety (11%), no parking or fuel expenses (10%), personalized order history (7%), bulk ordering (4%) and online discounts (4%).

"As people switch to using grocery delivery services, they consider the benefits: an on-demand service versus traveling to a grocery store," The Manifest explained. “Saving time can be a major asset to a busy consumer. Ordering groceries online allows people to search for items quickly, select the type of food they want and order it to their home at a time that works best for them. Using the past-order history button can also make reordering groceries easier than scanning the aisles for individual items.”

Still, as more people have used online grocery services, they’ve encountered some pitfalls, such as added expense from delivery and service fees, unacceptable produce and inconvenient delivery/pickup times. Twenty-two percent of grocery shoppers polled by The Manifest named fees as the top challenge in online grocery, followed by produce quality (17%), drop-off times (11%), customer service issues (10%), waste (9%) and data security (5%).

“The majority of people still shop in physical stores to buy groceries, which indicates that delivery services have room to improve, such as with fees and produce quality,” The Manifest said in its report. “Grocery delivery services still have a long way to go in terms of customer experience. People say fees are too high and the produce selected is not always ideal,” The Manifest’s study concluded. But the report added that the grocery e-commerce channel continues to build a sizable consumer following. “With large numbers of people trying out grocery delivery services for the first time and liking them, supermarkets may need to prepare for long-term competition.”

*Note: This article has been edited for space and content. To view the entire selection, please visit www.supermarketnews.com
RESTAURANT INDUSTRY NEWS
4 Diner Personas Reveal What Motivates Restaurant Customers in the Age of COVID
By: Patricia Cobe, www.restaurantbusinessonline.com, August 28, 2020

After several months of quarantine, many consumers embraced the return of restaurant dining. But others are still wary, venturing out only to pick up a meal curbside or have dinner delivered to eat at home.

Meanwhile, restaurants are scrambling to enforce health and safety protocols, juggle takeout and delivery with dine-in service, set up outdoor seating and create menus that cover all these scenarios.

The good news is that 38% of consumers are looking forward to dining out again in the next three months, according to a new survey conducted by YouGov and commissioned by SevenRooms, a data-driven guest experience platform. But every potential customer has different needs and expectations.

To make it less challenging for operators to navigate the new dining landscape, SevenRooms grouped these needs into four “diner personas” based on the survey results.

The pickup patron: These consumers won’t be ready to dine out until there’s a vaccine. Nearly 1 in 4 (23%) will only order for takeout or delivery for the remainder of 2020. Restaurants seem to be doing a good job with these platforms—about half of all Americans continue to feel comfortable ordering food to go.

The safety-savvy consumer: It’s no surprise that customers want to see restaurants following health and safety guidelines. Face masks and 6-foot social distancing are given, but this group of guests is looking for more. Over one-third of respondents (37%) want physical barriers between tables, 33% want personal hand sanitizers placed on the table and 24% want their food covered when it’s served to them.

The tech-conscious contactless diner: About 1 in 7 consumers (13%) will only visit restaurants that offer a contactless dining experience. Topping the list are virtual waitlists, with 22% of respondents saying they want to join a waitlist before they arrive so they can be seated immediately. Around the same number (21%) want operators to use contact tracing technology, and 17% are in favor of QR codes for ordering and paying.

The carefree guest: This diner persona is eager to dine out in restaurants and less concerned about risks and restrictions. While 29% are comfortable sitting indoors at a restaurant, many more (42%) are limiting visits to outdoor venues. Familiar restaurants are more likely to be on their list—37% are more comfortable dining at places they’ve been to before, but 25% would visit a new restaurant. Bars are not a priority; only 15% of consumers would patronize a drinking establishment.

“As local economies across the country continue to reopen, restaurant operators are navigating the right balance between safety and traditional models for hospitality,” said Joel Montaniel, CEO and co-founder of SevenRooms. “Our research has made one thing clear: Operators need to be flexible. Whether it’s in regard to outdoor dining, virtual waitlists or contactless order and pay—guest have different needs.”

YouGov PLC conducted the survey with 1,237 Americans from July 31-Aug. 3. The four diner personas are identified in the company’s new report, “Restaurant Reckoning: Dynamic Diner.”

MARK YOUR CALENDAR & PACK YOUR BAGS?

September 21-25, 2020
United Fresh Washington Conference
Online Event
To learn more, visit:
www.unitedfresh.org/events

February 25-27, 2021
SEPC’s Southern Exposure
Swan & Dolphin Resorts
Lake Buena Vista, FL
www.seproducecouncil.com/events

CREATED BY LIPMAN FOR OUR VALUED CUSTOMERS

Learn more about us @
www.lipmanfamilyfarms.com
www.suntasticfresh.com

Follow us on social media

Questions or comments about the newsletter?
Contact: joanna.hazel@lipmanfamilyfarms.com
BUTTER

Butter continued to bounce this past week, going up early, down in the middle then up again on Friday to close up .0300 at 1.5150.

- Retail sales are the one thing keeping the butter market from falling. Food service demand did kick in a bit in May and June as many places opened to 50% seating, but with many places pulling back to 25% or going back to take out or delivery only, demand has slowed again.

- So many weddings have been put off until 2021 in hopes of having a “normal” ceremony. Graduation parties were non-existent, and other parties were cancelled or held at home with much smaller guest lists. This also held down butter demand.

- Domestic spot butter pricing is just a couple of pennies higher than the GDT, which is checking in this past Tuesday’s trading session at 1.4900 per lb.

- The extended heat wave has certainly helped retail sales of ice cream, but sales at places like Dairy Queen and other ice cream stands have been slower in many parts of the country due to people not wanting to stand in the heat and wear a mask.

- The USDA box program for stage 3 has not yet been awarded. We will see how much butter is used in these boxes. While butter is a good item to fill these boxes, the item to fill them with would be retail quarters and they are in short supply.

CHEESE

Block and barrel both lost .1700 this past week to close at 1.6500 and 1.3300, respectively.

- Domestic cheddar is now about .0900 high to the GDT price, although a weaker dollar could see some export opportunities start to present themselves.

- The block/barrel spread held steady this week. It is currently at .3300 for the 2nd week in a row.

- It appears that the pipeline may be full although it appears that what we may be seeing is buyers holding off as markets dropped and only buying sporadically because they do not want to get caught with perishable product if everything shuts down again.

- We could also see a reaction to schools starting virtually in large parts of the country which means milk demand usually picked up by school feeding programs will not be as robust at least early in the school year. Some of this will be picked up at retail as kids drink more milk at home but not all of it so it is likely some of the excess milk could end up in the cheese vats.

- Trading was down on the CME with a total of 37 loads traded. There were 9 loads of block and 28 loads of barrel traded.
BEEF COMMENTARY
The market moved from a firmer bias to more of a steadier feel as the week progressed. Last minute holiday buying appeared to largely wrap by mid-week as most orders should be placed and getting ready to ship to ensure proper delivery time. Holiday loin items and rib items have been in higher demand as they are typically enjoyed on the Labor Day holiday. This year is a bit different as many consumers are opting for dine at home rather than the option of dining out, due to the many closures of restaurant businesses that are affected by the pandemic still. Retailers and wholesale stores stepped in to gather additional inventories this year to cover potential ads and to cover additional demand. Interest has been most notable at the retail and wholesale level due to the lack of foodservice business, as many resorts and businesses have continued to be affected by the pandemic. Features remain thin for the upcoming weekend as many retailers have continued to see adequate business without additional featured items.

GROUND BEEF:
Overall, grinds have made a considerable improvement increasing a hefty .40 per lb. going into the Labor Day holiday. We can expect at least another .05 to .10 cent increase before leveling off. They will still be a good value moving forward thru November.

MARKET OUTFRONT:
The bottom line is this— Grinds will be up .08 -.10 cents again for next week. The round and chuck cuts will be up .10 to .15 cents per lb. The market on strips will be up higher up .15-.20 cents per lb. Tenders and rib eyes will be up .25 cents per lb. Thin meats and flap meat will be up .10 to .20 cents per lb. The increases will stop after this week. The market out front will start to fall back down to early August levels by the end of September.

HAVE A GREAT WEEK!
As California continues to see a plethora of challenges that has plagued the Central Valley for the last few weeks from California fires that are currently getting under control in Monterey Co as well as San Joaquin Valley, we are now left with bad air quality. We are being advised to not work outdoors as the air quality isn’t good by current health departments. With 100+ temperatures for the next 2 weeks and unhealthy air quality and COVID regulations that continue to keep people at home, our labor force is really taking a big hit. With the Stone fruit, Citrus and Grape harvest all currently in progress, we are running into a massive labor shortage. The fruit is out there, we just can’t harvest it quick enough. Finding labor has created a bidding war with harvest crews causing labor pricing to skyrocket. This is leading to higher FOBs as their bottom line continues to rise, and fruit is remains limited.

**RED SEEDLESS**

Of all table grape varieties, California red seedless movement has been the strongest through the month of August. Growers and shippers are harvesting excellent volumes of Scarlet Royal, Krissy and Magenta. We’ve seen some heat damage on moderate blocks of fruit, which marketers are pushing through the system at a discount. On good quality fruit, shippers have managed to hold the floor at profitable levels. Pricing on good quality red seedless currently. We should continue to see excellent promotional opportunities on California red seedless through September.

**GREEN SEEDLESS**

The industry continues to harvest green seedless varieties and cold storages are full, with marketers pushing hard to get caught up. Even after the heatwave, overall quality and condition seems to be fine, but we are seeing some problems related to mildew. Certain proprietary varieties that were supposed to come online in October, are now almost 3 weeks ahead of schedule putting more pressure on the market. With so many varieties now available, it’s not unexpected to see such a wide range of FOB’s from grower to grower.
BLACK SEEDLESS

California black seedless movement continues to underperform, even with some promotional activity in weekly circulars. Overall quality and condition have been very good on all black seedless varieties this season. We can expect to see FOB’s unchanged through the balance of the month since overall acreage of black seedless has been significantly reduced.

CALIFORNIA VALENCIAS

We are approaching the end of the Valencia Season and we are now expecting to see a gap as growers’ transition to Navels through mid to late October. Valencia inventory is down, and we are losing volume every day, we cannot build inventory. The Valencia market is remaining red hot and quality is decent to good. We are trying to harvest as many 88/113/138 for food service program orders, but we are still very short on small fruit. USDA programs are also taking a majority of the Valencia’s and the business towards covering other orders. We should be getting spot loading inventory on 88s and larger, but still very limited. Please run any bagging or bin inquiries by us for Valencia orders, please leave a 2-3-day window as we are selling out EVERYDAY. Bag and bin fruit is drying up very fast as prices continue to increase due to supply and labor shortages.

LEMONS

Inventory is down across domestic lemons! The California lemon market is going up as the domestic lemons are limited, inventories are decent, which will help improve pricing and demand. Quality has started to fall off and the fruit is getting to be a little pliable. District 1 should have been harvested and done already, be careful on getting orders covered with D1 fruit coming out of storage. We will be tapping into D3 lemons within 4-5 weeks. But at this time, we are advising against shipping domestic lemons and recommend using Chilean lemons where you can as they are a more superior lemon right now.

CALIFORNIA GRAPEFRUIT

Marsh Ruby grapefruit is what we are running with some Ruby Reds, the volume is limited with a hot market. Big fruit has been a struggle. The USDA program is also pulling grapefruit, this will definitely keep the market extremely limited and pricing above historical averages. The fruit is amazing, and supplies will continue to go up! Bagging is available with a 2-3-day notice! The fruit is running very clean with a very limited amount of Choice fruit. Desert Grapefruit will be harvesting soon, however, much of the product has been spoken for by Farm to Families program.
PRODUCE BAROMETER

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

SEPTMBER CALENDAR
Sep 15-Oct 15
Hispanic Heritage Month
September 4th
National Food Bank Day
Bring Your Manners to Work Day
September 5th
National Cheese Pizza Day
Franchise Appreciation Day
September 7th
Labor Day

Clinton, NC Weather

<table>
<thead>
<tr>
<th>Day</th>
<th>Temp</th>
<th>Precip</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sat</td>
<td>86°</td>
<td>30%</td>
</tr>
<tr>
<td>Sun</td>
<td>84°</td>
<td>10%</td>
</tr>
<tr>
<td>Mon</td>
<td>87°</td>
<td>10%</td>
</tr>
<tr>
<td>Tue</td>
<td>87°</td>
<td>10%</td>
</tr>
<tr>
<td>Wed</td>
<td>87°</td>
<td>30%</td>
</tr>
<tr>
<td>Thu</td>
<td>86°</td>
<td>10%</td>
</tr>
<tr>
<td>Fri</td>
<td>64°</td>
<td>10%</td>
</tr>
<tr>
<td>Sat</td>
<td>65°</td>
<td>10%</td>
</tr>
<tr>
<td>Sun</td>
<td>69°</td>
<td>30%</td>
</tr>
<tr>
<td>Mon</td>
<td>72°</td>
<td>10%</td>
</tr>
<tr>
<td>Tue</td>
<td>73°</td>
<td>10%</td>
</tr>
<tr>
<td>Wed</td>
<td>74°</td>
<td>10%</td>
</tr>
<tr>
<td>Thu</td>
<td>75°</td>
<td>30%</td>
</tr>
<tr>
<td>Fri</td>
<td>76°</td>
<td>10%</td>
</tr>
<tr>
<td>Sat</td>
<td>77°</td>
<td>30%</td>
</tr>
<tr>
<td>Sun</td>
<td>78°</td>
<td>10%</td>
</tr>
<tr>
<td>Mon</td>
<td>79°</td>
<td>30%</td>
</tr>
<tr>
<td>Tue</td>
<td>80°</td>
<td>10%</td>
</tr>
<tr>
<td>Wed</td>
<td>81°</td>
<td>10%</td>
</tr>
<tr>
<td>Thu</td>
<td>82°</td>
<td>30%</td>
</tr>
<tr>
<td>Fri</td>
<td>83°</td>
<td>10%</td>
</tr>
<tr>
<td>Sat</td>
<td>84°</td>
<td>30%</td>
</tr>
<tr>
<td>Sun</td>
<td>85°</td>
<td>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 90 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.

Byron Russell, Chairman & CEO