



November 23, 2018

Dear Valued Customer:

As you are aware earlier this week, the Centers for Disease Control & Prevention issued a Food Safety Alert describing its investigation into an outbreak of *E. coli* O157:H7 linked to romaine lettuce. The Alert covers all romaine lettuce products, including whole head romaine, hearts of romaine, and bags and boxes of precut lettuce and salad mixes that contain romaine or baby romaine.

Due to this alert that has shut down any and all romaine for use at this time, we are seeing extremely high orders for all other types (iceberg, cabbage, and spinach based items) of value added products. These significant increases are causing major challenges for the industry and Dole as well. Many of us grower/shipper/producers are making our way to winter season sourcing locations. With that said supplies are very lite on the front end due to weather challenges in the fall growing time frame and have lowered yields across many areas. Some areas haven't even started yet.

Based on the information provided above and to ensure the best service Dole Fresh Vegetables can during this very challenging time, Dole is asking the following of all customers.

- Please remove any and all ads on any items until further notice. Ad activity will only intensify the short supply situation.
- Hold your orders to your past eight week average on items that you have in distribution currently
- No additional items that were not in current distribution prior to the announcement of November 20, 2018 by the CDC will be available to any customer.
- Dole will not be taking on any new business, with exception of already planned business prior to the November 20, 2018 CDC announcement.

I realize that these are harsh measures that Dole Fresh Vegetables is putting in place, but if we don't we will run out of supply of raw goods for the items you carry every day in your stores. We at Dole Fresh Vegetables are trying to do everything possible during these times to serve our customers at the highest level until we get through this and can get romaine back on the shelf.

Dole is committed to providing safe, healthy and quality foods to our customers. As such, we have been and will continue to closely monitor this situation and will share any new information as it becomes available. Should you have any questions please reach out to your local Dole Fresh Vegetables Sales representative.

Sincerely,

Tim Stejskal
General Manager/Senior Vice President-Sales
Dole Fresh Vegetables, Inc