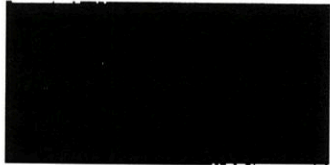




August 1, 2019



*Personalized to each
Distributor contact.*

Dear [Redacted],

This letter is to announce the Stanislaus new FOB price list, effective August 5, 2019.

Over the past two years, we have experienced cost increases on the key elements of our business: tomatoes, hauling, labor, and packaging have all been impacted. Because these increases are significant, and we foresee future increases, we have decided to take a price increase in order to maintain a margin necessary for reinvestment in our business. Our new price list is attached.

As always, your company's recent Stanislaus tomato purchases will be protected by our Stanislaus Price Change Credit (PCC), which ensures each Distributor equitable pricing protection based on your individual average weekly purchases of each item. We are computing your company's PCC now, and as soon as that computation is complete we will issue a PCC credit to your account.

Should any questions arise, please contact your Stanislaus Regional Sales Manager, your local Stanislaus Broker representative, or either of us.

Tom Cortopassi
Tom Cortopassi
President

Rick Serpa
Rick Serpa
Sr. VP, Sales



Stanislaus
Food
Products

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