



Date: 2-7-2022
 To: Valued Customer
 From: Ryan Howard
 RE: Dry Products Update

Description	Pack Size	Dole	DOT	Comments
Pineapple Juice	12/46 oz	808	658957	Product available, however order volumes will be monitored
Pineapple Juice	48/6 oz	914	658969	Product available, however order volumes will be monitored
Pineapple Tidbits in Juice	36/4 oz	419	414297	Product available, however order volumes will be monitored
Pears	36/4 oz	3019	431613	Inbound delays still possible on Asia routes due to Covid Port Restrictions (ASIA)
Tropical Fruit Salad	36/4 oz	3048	414298	Inbound delays hampering complete supply recovery
Mandarins	36/4 oz	4208	503984	Product available, however ASIA Covid Port Restrictions remain present
Sliced 66 ct	6/#10	255	658858	Inbound delays supply recovering but still limited by crop / capacity
Pineapple Chunks in HS	6/#10	465		Asia freight capacity constraints hampering recovery
Chunks in Juice	6/#10	468	658860	Constraints will remain in place due to crop / capacity
Tidbits in Heavy Syrup	6/#10	535	659466	Constraints will remain in place due to crop / capacity
Tidbits in Juice	6/#10	553	659467	Constraints will remain in place due to crop / capacity
Tidbits in Light Syrup Pouch	6/81 oz	567		Asia freight capacity constraints hampering recovery
Tidbits in Light Syrup	6/#10	592	476653	Constraints will remain in place due to crop / capacity
Mandarins in Juice	6/#10	4222		Product becoming available, however ASIA Covid Port Restrictions remain present
Mandarins in Light Syrup	6/#10	4218	658956	Product becoming available, however ASIA Covid Port Restrictions remain present

Thai Pineapple / PJC Market

Thai pineapple raw material prices recently reached THB8.0 (\$0.24) per kilo ex-works, continuing the uptrend since November 2021. Total fruit supply in January is expected to reach close to 95,000 tonnes, down 40% compared with the 10-year average for January. Thai fruit supply is stable and adequate to produce canned pineapple according to current global demand. However, PJC supply is tight, not only in Thailand, but also in the Philippines and Indonesia. Several Thai processors are said to be behind on delivery for PJC, some of them even up to three months delayed in their commitments. The Philippines has some volumes stocked, but most will only be available from April onwards, IHS Markit has heard. Another Thai source added: "Juice is always the second product, so at the current fruit price level (THB8.0/kg), nobody will process as canned just to satisfy juice."

Sea freight situation

Finding space at vessels to ship from Asia, especially from Thailand, to Europe and the US remains difficult. Importers and traders continue quoting cfr rather than fob, with some even asking their customers for an amount in advance "in order to negotiate easier and quicker with the liners to get that space." The price for shipping a standard 40 ft. container was around \$20,000 in December 2021. Moreover, it has been said that some shipping lines set weight limits per container, up to 18 tonnes, otherwise the goods will be shipped with an additional fee. **IHS Markit**

Our supply planning team will continue to:

- Transfer inventory between US based warehouse locations
- Rationalize slower moving sku's in plant production to increase capacity
- Secure additional cargo capacity including sweeper vessels

We will continue to manage all Dole Packaged Foods dry items to historical ordering levels for the foreseeable future.

Thank you for your continued patience as we work thru these unprecedented market conditions.

Sincerely
 Ryan Howard 
 Senior Field Sales Director