



**September 21<sup>th</sup>, 2022**

**Re: Current Iceberg Market**

As most of you are aware, the iceberg market (along with a few other commodities) has been steadily rising over the past month as a byproduct of availability. The quality related issues we are combating in the field are mainly those related to fungal diseases. These would include: Fusarium oxysporum, INSV, Pythium, Sclerotinia minor, and mildew. In finished product bags, these defects primary present themselves as browning/discoloration or breakdown/decay. Yields have been a challenge for not only our business, but for all processors in the Salinas Valley as of late. We have slowed our harvest rate down to ensure the worst of the defects remain in the field, which ultimately leaves less product for us to process for our customers. While fresh produce markets ebb and flow, mainly as a derivative on the way mother nature behaves, we are not necessarily anticipating the iceberg market to swing back to the superior quality we would hope for during the remainder of the Salinas season (approximately 7 weeks left). We commend our Ag Ops and Field teams for the effort they're putting in to protect what quality remains in the field.

We understand the constraints these markets bring along for our customers, and we are very grateful for your understanding and cooperation as we work through these issues.

If you have any questions or concerns, please feel free to contact us so we can assist you in any way we can!

**\*\*PHOTOS FOR REFERENCE BELOW\*\***

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