



Foster Farms
1333 Swan Street
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Date: June 7, 2021
TO: All Foodservice Customers
From: Jeff Hayman
Foodservice Distribution & Marketing
Subject: Fernando's Products Offering Realignment

FERNANDO'S PRODUCT ANNOUNCEMENT

Foster Farms has evaluated and made some difficult decisions regarding the current offerings of Fernando's Frozen Mexican Food Product lines. The Goal of this process is to better service our customers, improve overall product supply, and enable growth of new, more popular items.

Effective immediately, the list of items below will be discontinued once all existing inventory is depleted.

| FF# | Cs/Pack | Description |
|------|-------------|--|
| 5278 | 112/2.5oz. | WG CN Chicken Enchiladas |
| 5279 | 112/2.5oz. | WG CN Beef Enchiladas |
| 5280 | 112/2.35oz. | WG CN Cheese Enchiladas |
| 5277 | 144/2.4oz. | WG CN Cheese Quesadilla |
| 9036 | 96/4.5oz. | WG CN Beef & Bean, Red Chili Burrito |
| 5175 | 54/2.75oz. | Poblano Chicken & Cheese Grab Wrap |
| 5864 | 120/2.81oz. | WG CN Cheese, Turkey Sausage & Egg Grab Wrap |
| 5821 | 96/3.5oz. | WG CN Pork Sausage, Egg & Cheese Breakfast Burrito |
| 2659 | 4/84/1.3oz. | Retail Packaged Sliced Beef Taquitos |
| 5602 | 6/24/4oz. | Beef, Bean & Red Chili Burrito Retail Packaged |
| 5603 | 6/24/4oz. | Beef, Bean & Green Chili Burrito Retail Packaged |

The items that are being discontinued are based on consolidating the breakfast daypart into more popular SKUs, eliminating underperforming SKUs, and items that we are having difficulty maintaining due to production issues out of our control.

The discontinued items have been removed from bidding effective immediately and any bids awarded on these items in SY2021/2022 will not be fulfilled.

The following items are currently on our Red List (not available list) but will be moving to our Green List (good for sale list) over the next several weeks as inventories are being built to handle back to school volumes.

| FF# | Cs/Pack | Description |
|-------|------------|---|
| 5210 | 60/5oz. | WG CN Egg & Cheese Breakfast Burrito |
| 5211 | 60/5oz. | WG CN Taco Snack |
| 5811 | 96/5oz. | WG CN Taco Snack IW |
| 5213 | 60/5oz. | WG CN Cheesy Chicken Burrito |
| 5216 | 60/5oz. | WG CN Cheese & Bean Burrito |
| 5218 | 60/5oz. | WG CN Beef, Cheese & Bean Burrito |
| 5818 | 96/5oz. | WG CN Beef, Cheese & Bean Burrito IW |
| 5221 | 90/3.5oz. | WG CN Pork Sausage, Egg & Cheese Burrito |
| 10112 | 72/4oz. | WG CN Beef, Bean & Red Chili Burrito PF |
| 21072 | 72/4.75oz. | WG CN Cheese, Beef, Bean & Red Chili Burrito PF |
| 21200 | 96/4.5oz. | WG CN Cheese & Bean Burrito |
| 6203 | 72/4oz. | Beef, Bean & Red Chili Burrito PF w/Bags |
| 8250 | 100/1.5oz. | Shredded Beef Taquitos |
| 29452 | 24/5oz. | Shredded Beef & Cheese Burritos |

Note at this time we do not have an exact reorder/open date for these products but will be advising when they are available for ordering.

Once these items are reopened for orders there may still be spot shortages as we rebuild inventories and product is placed in our various ship locations nationally.

We understand there may be some major disruptions of business caused by these actions, but these actions are necessary to build inventory and provide product to those customers that value the Fernando's brand particularly in the K12 segment.

We are committed to bringing you the finest and safest products. That commitment will always be a part of who we are at Foster Farms.

Please reach out to your Foster Farms sales person for additional questions you may have.

Thank you,

