

Dear Customer,

As we now move closer to the Brexit final date the exact implications of this change remain unclear.

I would like to assure you that we at Total Produce are doing everything possible to manage and mitigate any potential disruption.

Tariffs are still a possibility but there is no clear picture around this and so we will communicate any information we have on this as soon as we have it.

The deadline for Brexit to occur is 1st January. This date creates a number of challenges for the fresh produce supply industry.

Firstly during the UK winter a large proportion of our product is imported from France and Spain meaning that the range of products which may be effected in the short term is greater than would be the case in the summer.

Secondly, the Brexit date comes directly after the Christmas holidays which will make it impossible for us to build a stock holding to see us through the first week post Brexit.

Both of the above factors mean that if there is any disruption to the supply chain we will suffer the impact on a large range of products and we won't have a stock holding to see us through until things settle down.

Currently, the biggest risk as we see things is around haulage. Almost all product which is imported to the UK from continental Europe arrives into the UK via road freight through a number of East Coast ports. Currently, very limited border checks are conducted on this inbound freight. If there is any meaningful increase in border checks, either by UK officers or on the return journey by French or Dutch counterparts then this is likely to cause significant delays in arrivals of product into the UK. If there are delays placed on freight this would be expected to create a significant spike in price. The price increase may only be temporary but could be considerable.

Products which may be affected would include:-

- Oranges
- Satsuma and Clemantines
- Lemons
- Apples (French)
- Broccoli
- All salad lines
- Mushroom
- Sweet potato
- Butternut Squash
- Spanish onion

We will continue to communicate with you as the situation becomes more clear but wanted to take this opportunity to explain the potential price volatility we are likely to see at the start of 2021.

Richard Clements
Operations Director