

GROWER SERVICES – FRUIT

SunOpta has an extensive grower and processing network that allows us to freeze and ship fresh fruit worldwide. Our goal is to be best in class and the processor of choice for our growers!

Because fresh fruit is perishable and highly vulnerable to weather events and transportation delays, we've developed relationships with partner processors and shippers to ensure access to freezing facilities within a few hours of all growing regions. We've also created regional crop redundancies within our network to maintain an uninterrupted supply of fresh fruit.

In addition to providing our customers with a **wide variety of frozen products** year-round, our network also opens up new opportunities for growers who traditionally have access to only local markets or regions. The establishment of bigger, stronger and more reliable markets for our growers is a huge source of pride for our organization.

Our global grower network partners are held to the highest standards. All growers and operating facilities are required to undergo strict third-party audits. We also perform our own on-site inspections and safety checks to independently verify documentation and audit results.



The Grower Services team key functions are:

- Develop & strengthen relationships with strawberry growers across California and Mexico
- Seek out quality strawberries - organic and conventional - for our four processing facilities
- Support the communities our grower partners and processing plants are located in
- Understand market trends as it relates to climate and pricing dynamics
- Forecast crop timing for processing
- Provide inventory management of processing trays for the growers
- Provide optional outlets for grower partners for: Freezer processing berries, Fresh Rejects, 1WC, B-grade, and Juice berries
- Seek out industry educational contacts and expertise
- Develop and participate in agricultural sustainability programs
- Manage full freezer fruit procurement process: Field management, harvesting, transportation, cooling, inspection, quality traceability, processing, tray sanitation, and return
- Sourcing of other berry and fruit commodities