

The Coastal COMPANIES



Celebrating Our New State-of-the-Art Facility!

To Our Valued Customers and Suppliers:



John Corso

The
Coastal
COMPANIES

9001 Whiskey Bottom Road
Laurel, Maryland 20723
Phone 410-799-8000
www.TheCoastalCos.com

To our valued customers and suppliers:

Thank you for your partnership and thank you for your continued confidence in The Coastal Companies.

The Coastal Companies has a strong tradition of growth and has evolved considerably over the years. Coastal traces its roots to 1992 when it was founded as Coastal Sunbelt Produce, a company focused on the foodservice distribution of produce. In 2007, the company merged its operations with L&M Produce and since then The Coastal Companies - and its subsidiaries Coastal Sunbelt Produce, East Coast Fresh, Cold Chain Logistics and Cold Chain Imports - has emerged as one of the leading independent providers of fresh produce and dairy in the Mid-Atlantic.

Today, The Coastal Companies operates a fleet of 185 trucks, serves major retail customers along the East Coast and delivers daily to foodservice customers in 6 states and the District of Columbia. Our company has grown by taking care of our customers, taking care of our people, and investing in our business - a simple formula that has served us well.

In May of 2016, we moved into our new home - a custom designed and purpose built 330,000sq.ft. facility located on 33 acres in Laurel. At over ten million cubic feet, the facility has enabled us to expand our offering, increase operating efficiencies, and deliver even greater value for our customers. Moreover, The Coastal Companies Food Distribution Center incorporates forward thinking design and technology to create an energetic environment that has enabled us to attract and retain great talent - the lifeblood of our organization and of our future.

We at Coastal are passionate about **Food, People and Relationships**. We pride ourselves on combining the market strength of a large company with the care and personal touch of a small business.

Our mission is to be the Mid-Atlantic Supplier of choice for Produce and Dairy. Our company is guided by five core principles - safety and compliance, service, growth, profitability and community - and our motto is *We Make It Happen*.

No matter how large we become, our heart has been and will remain that of a small company - personable, passionate, and responsive.

Thank you for being our partner in growth! We look forward to serving you for many years to come.

Sincerely,

John Corso



*Coastal Sunbelt.
Celebrating your new state-of-the-art
processing and distribution center.*

*Direct from our egg farms
and micro-mooery!*



EGGS • MILK • ICE CREAM • FARM TOURS



A Real Farm. Family owned since 1935



Kreider Farms | 1461 Lancaster Road | Manheim, PA 17545 | 888-665-4415 | Fax: 717-655-9614 | kreiderfarms.com

Who We Are

The
Coastal
COMPANIES

The Coastal Companies is the largest supplier and value-added processor of fresh produce and dairy products in the Mid-Atlantic region, with three integrated operating companies under one roof.



Coastal Sunbelt Produce is our produce and dairy supplying company, serving foodservice and wholesale customers through the Baltimore/Washington Corridor and the Mid-Atlantic region.



East Coast Fresh is our processing company. It provides value-added products to retail and wholesale customers all along the East Coast.



Cold Chain Logistics is our freight forwarder of perishable products, and **Cold Chain Imports** is a direct importer of produce.

CHEERS

to our friends at



COASTAL

FOR MAKING IT HAPPEN

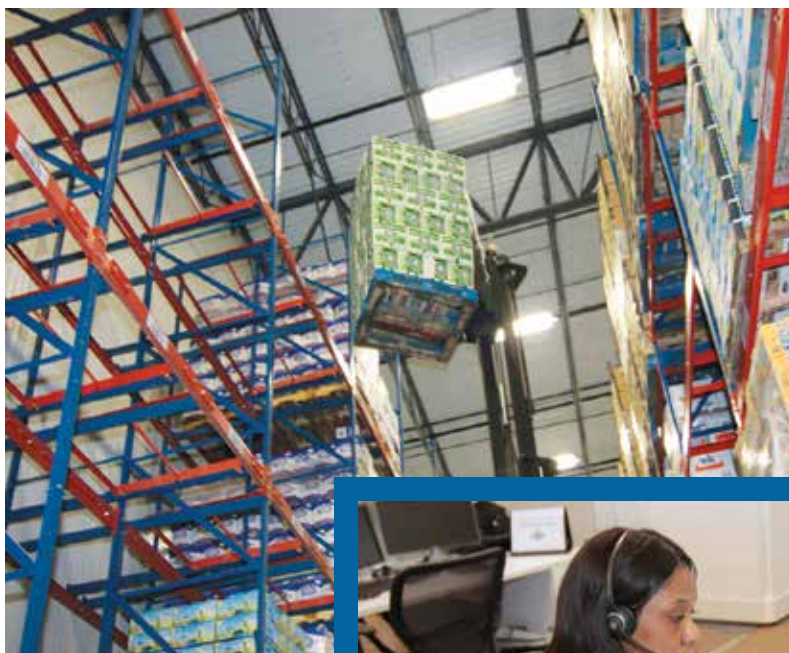
Your partners at



Moving Day

Last year, we managed to move our 165,000 square foot operation, which included produce, equipment, furniture and supplies, over a single weekend without missing a beat (or delivery day)!

This was all thanks to our dedicated crew members. There were certainly many hours and moving parts involved, but our crew worked diligently and professionally to make it happen.



Still receiving orders while the move was underway!





Fresh from Grove to Glass



505 66th Avenue SW • Vero Beach, FL 32968 • 843-235-2081

Building Dedication

On July 27th, 2016, we officially celebrated our “grand opening” with a Building Dedication Ceremony. In attendance were officials, customers, suppliers, crew members, and our founders: Phil Muth, Paul Lebling, Jim McWhorter, and Herb Lichtenstein. Governor Larry Hogan and Howard County Executive Allan Kittleman joined us to celebrate this special milestone in our company history.

We started the day with remarks from the Governor and County Executive, our developer David Scheffenacker, John Corso and Ross Foca. We then planted a White Oak to commemorate the event, and gave our special guests an official tour of our new space!



Planting a White Oak, the Maryland State Tree.



Our crew members that have been with us for 15 years or more were among our special guests for the ceremony!



The best power strategies are the ones created especially for you.

At Constellation, we offer you a variety of solutions to fit your business' unique energy goals.

Put together an enticing energy strategy with one of the nation's leading competitive energy providers.

To learn more, visit constellation.com.



America's energy choice.

© 2017 Constellation Energy Resources, LLC. The offerings described herein are those of either Constellation NewEnergy-Gas Division, LLC, Constellation NewEnergy, Inc., Constellation Energy Services - Natural Gas, LLC, Constellation Energy Services, Inc. or Constellation Energy Services of New York, Inc., affiliates of each other and ultimate subsidiaries of Exelon Corporation. Brand names and product names are trademarks or service marks of their respective holders. All rights reserved. Errors and omissions excepted.



**Congratulations on the new facility
and thank you for the partnership the past 20 years!**

Del Ray Avocado Company • delrayavocado.com • 760-728-8325

Food Matters

At the Coastal Companies, it's all about the food! We are a leading supplier of fresh produce and dairy, and a major regional processor of fruits and vegetables. With over 4,000 items available, we are always on the lookout for the latest food trends!

FOOD SAFETY

Our primary goal is to lead the industry in safety & compliance, achieved through our commitment to food safety, quality, and food defense.

QTV: We were one of the first companies to participate in this voluntary program in which USDA inspectors verify and validate our **HACCP** plan.

SQF 2000 Level 3: Incorporates comprehensive safety and quality management systems



LOCAL

The Homegrown Hub is Coastal Sunbelt's way of connecting even smaller, more unique, and harder to reach growers to our customers. With a dedicated buyer, it allows us to market our local growers' products to our customers throughout the Mid-Atlantic with an emphasis on the dense Baltimore and metro DC area. Coastal has been a champion of local produce for over 20 years; the Hub is our way of making local sourcing easier!



Where The Art of the Plate Begins...

BABÉ FARMS SPECIALTY
VEGETABLES, GROWN IN
SANTA MARIA, CA
1.800.648.6772
SALES@BABEFARMS.COM
WWW.BABEFARMS.COM



Best Wishes to Our Partners at the Coastal Companies



SULLIVAN PRODUCE SUPPLY

Neil Goldwasser, President

561.303.3917 • SullivanProduceSupply@comcast.net • Delray Beach, FL

Food Matters

SPECIALTY

Coastal Sunbelt sources a wide assortment of specialty produce from all over the globe. Look no further for the most unique and hard to find varieties! Coastal even has a Specialty Truck that showcases these items at some of the top restaurant kitchens in our area!



DAIRY

We stock a wide range of dairy products; milk from our local dairy farms to the finest quality goat cheeses, Coastal has it all!



ORGANIC

We are CCOF organic certified. Coastal Sunbelt carries a large selection of organic produce. East Coast Fresh produces a full retail line of fresh cut organics under the Sunbelt Organic name.





CHEESE MERCHANTS

PREMIUM QUALITY CHEESES

Providing the finest imported and domestic premium and specialty cheeses since 1998



www.cheesemerchants.com

the proof is in the numbers

New Nielsen research proves **top-performing retailers** sell more artichokes when they offer at least **three unique artichoke items**.

Source: Nielsen Perishables Group FreshFacts® 52 Weeks Ending 8/27/16



1 SEASON & STEAM



2 BULK



3 3 COUNT CLAMSHELL



OceanMist.com | AllAboutArtichokes.com



People Matter

Family of Flags

Our crew members represent over 50 countries; we celebrate our diversity by displaying the flags of all crew members' native countries in our break area! We pride ourselves on being a great place to work and will continue to give everyone the opportunity to grow personally and professionally.

Hall of Fame

The Coastal Hall of Fame recognizes every crew member that has been a part of our company for over 15 years. Each inductee receives a jersey with his or her name and start year. We are proud to say we have over 60 Hall of Fame members, and that number is growing! This year, we are excited to welcome 15 more crew members to the Hall of Fame!



FROM PLANTING TO PLATE



WWW.KINGSTONFRESH.COM



Willis Towers Watson
is proud to support
Coastal Sunbelt Produce
and
East Coast Fresh



Willis Towers Watson | Willis of Maryland, Inc.
12505 Park Potomac Ave, Suite 300 Potomac, MD 20854
301 530 5050 | www.willistowerswatson.com

Willis Towers Watson

People Matter

The Coastal Wellness Clinic

We are excited to open our wellness clinic, a service offered to all crew members free of charge. Managed by Johns Hopkins, our on staff nurse practitioner is able to diagnose every day ailments, prescribe medicine, and treat injuries.

The Coastal Corner Market

Our crew members enjoy the fun perk of shopping for produce at our company store! Our market offers approximately 100 items each week for purchase at company direct cost. Due to limited space, the store was open only on Wednesdays at our previous location. When constructing our new facility, we were sure to dedicate space that allowed us to offer the store to crew members 5 days a week.



Congratulations
to

**THE COASTAL
COMPANIES**

on their *NEW*
State-of-the-art facility!

from,
your trusted
print partner

Graphics Universal
Incorporated

INNOVATIVE PRINT SOLUTIONS

**Offset | Flexographic | Bindery
Mailing Services | Digital
Online Store Front**

25 Commerce Avenue | P.O. Box 610
Greencastle, PA 17225
(717) 597-3108
(800) 745-8183 | fax (717) 597-4304
www.graphicsuniversal.com

**Congratulations to The Coastal Companies
on your new State-of-the-art Facility from
Steinbeck Country Produce**



The
Coastal
COMPANIES



Three Generations of Family Farming

Relationships Matter

VENDORS

Our Purchasing team of over 20 buyers ensures that we receive the best quality produce by developing and maintaining strong relationships with our growers.

Cold Chain Imports works directly with farms from around the world to source the freshest herbs and tropicals.

We source from farms that utilize safe food practices and sustainable efforts. The relationships we build allow us to see first-hand how our farms operate and handle the produce before it enters our facility.



Farm tour at Colora Orchards

CUSTOMERS



CSP: Our sales team of over 20 are on the road everyday building and maintaining strong relationships with our customers of all sizes! Coastal's breadth of experience includes a wide variety of customers, including several thousand restaurants and foodservice establishments.



ECF: Our dedicated sales and merchandising teams work closely with our retail and foodservice customers to develop new products and promote growth in the fresh produce category. Visiting stores, setting displays, and working industry trade shows allows our merchandising team to truly know our customers and their needs. You will find East Coast Fresh products in over 4,000 retail stores along the East Coast.



Above: Coastal's booth at the Restaurant Association of Maryland Expo Show in September, 2016 at the Timonium Fairgrounds

Right: East Coast Fresh's booth at the New York Produce Show in December, 2016





Congratulations
to our friends at the Coastal Companies!



Liquid Egg Products • Frozen Egg Products • Hard Cooked Eggs
IQF Omelets & Patties • Pre-Cooked Scrambled Eggs • Full Line of Cage-Free Egg Products
www.debelfoods.com



“Expect a World of Difference”

Premium quality fruit from:
North America • South America • Australia • New Zealand • South Africa



San Luis Obispo, CA • 805-549-0871 • Fax: 805-549-0874
Exeter, CA • 559-592-6830 • Fax: 559-592-6833
Email: sales@voitawest.com • website: www.voitawest.com



1992

Coastal Sunbelt Produce was founded



1996

East Coast Fresh Cuts, our processing company, was founded



2003

East Coast Fresh Cuts develops Fresh Salsa Mild



2004

The move to the Bollman Place facility brought Coastal Sunbelt and East Coast Fresh under the same roof





2012

We launched Cold Chain Logistics, our freight forwarder of perishables



2013

We rebranded our processing company to East Coast Fresh, reflecting our fresh cut and whole produce capabilities

Cold Chain Imports, our direct importer of fresh herbs and tropicals, was started this year



2014

We introduced our own retail brand, Nature's Kitchen; you'll find this on all of our fresh cut products

Later that year, we also developed our organic brand, Sunbelt Organic. This line includes over 40 fresh cut organic items.

We established The Coastal Companies, the holding company for all of our operations, along with the Coastal Companies Foundation, our giving organization with a mission to nourish our community.



2016

Move Day – In May, we moved to our current, built-to-suit facility in Laurel!

Building Dedication – In July, we formally celebrated the opening of our facility with a visit from Governor Larry Hogan and County Executive Allan Kittleman!



Purchasing

- Our team of over 20 buyers holds over 225 years of combined experience
- We work diligently to develop and maintain long standing, high volume relationships with growers and vendors near and far. We purchase from growing regions all over the world; notably Mexico, Guatemala, Costa Rica, China, Holland, Columbia
- We have buyers dedicated to sourcing solely from our local farms, as well as building and promoting our local produce Homegrown Hub program
- Coastal sources over 20 million pounds of **local** produce annually
- Our specialty buyers work with vendors around the world, procuring our large selection of unique and exotic produce!
- We also source a full line of dairy products, including local and specialty items
- We purchase over 310 million pounds of food per year
- We stock over 2,000 line items and have over 4,000 available on a just in time basis



Sunkist® Quality, From Our Family Farms to Tables Everywhere



a cooperative of family
farms since 1893™



Sunkist growers have deep roots in citrus. Generations of farmers were raised in the orchards where their parents (and grandparents) grew citrus, each generation passing down their knowledge to the next.

Learn more about Sunkist's family farmers at SunkistFamilyStories.com.

Sunkist is a registered trademark of Sunkist Growers Inc., USA. ©2017



www.thesaladfarm.com
Sales: 831-663-3311

Repack & Ripening Capabilities

STATE-OF-THE-ART RIPENING ROOMS

Each ripening room is divided into two zones. The rooms are dual purpose; they have a heating element, as well as the ability to cool rapidly. Within each room there can be up to a 4 degree difference operating between zones, simultaneously.

The rooms control conditioning using 3 factors:

Forced air at a set temperature – this is important because the air flows through the pallets evenly and ripens the contents evenly.

Humidity – we can control the relative humidity in the rooms to all fruit to maintain its moisture content as the forced air is applied.

Ethylene gas – this can be applied with a catalytic generator to aid in the ripening process of certain types of fruit.

Currently, we are using the rooms to condition tomatoes, avocados, and mangoes. We are testing the process with some other items, and are continually expanding our capabilities with the rooms!



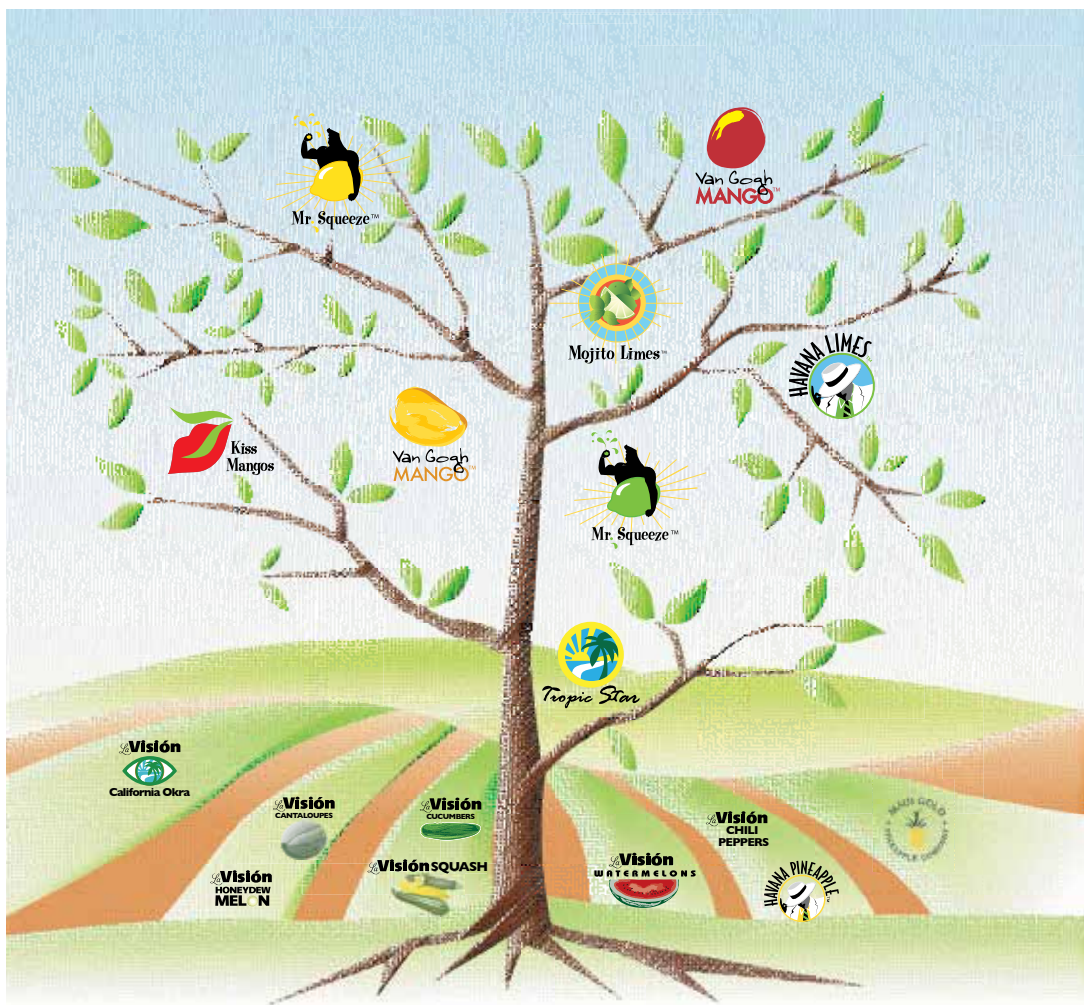
REPACK OPERATION

The Coastal Companies is a large full line repacker of fruit, vegetables, and herbs.

*Congratulations
to our Friends at the Coastal Companies!*



DELUXE LOGISTICS
Ashburn, VA • 703.367.8950



**Let us grow
with you...**

**Your Direct Link
To The Growers**



Vision Produce Company
Los Angeles • 213.622.4435
Nogales • 520.223.8920
Phoenix • 602.256.7783
www.visionproduceco.com



Vision Import Group
New Jersey • 201.968.1190
Texas • 956.843.6600
Florida • 863.583.4970
www.visionimportgroup.com



Food Distribution Center



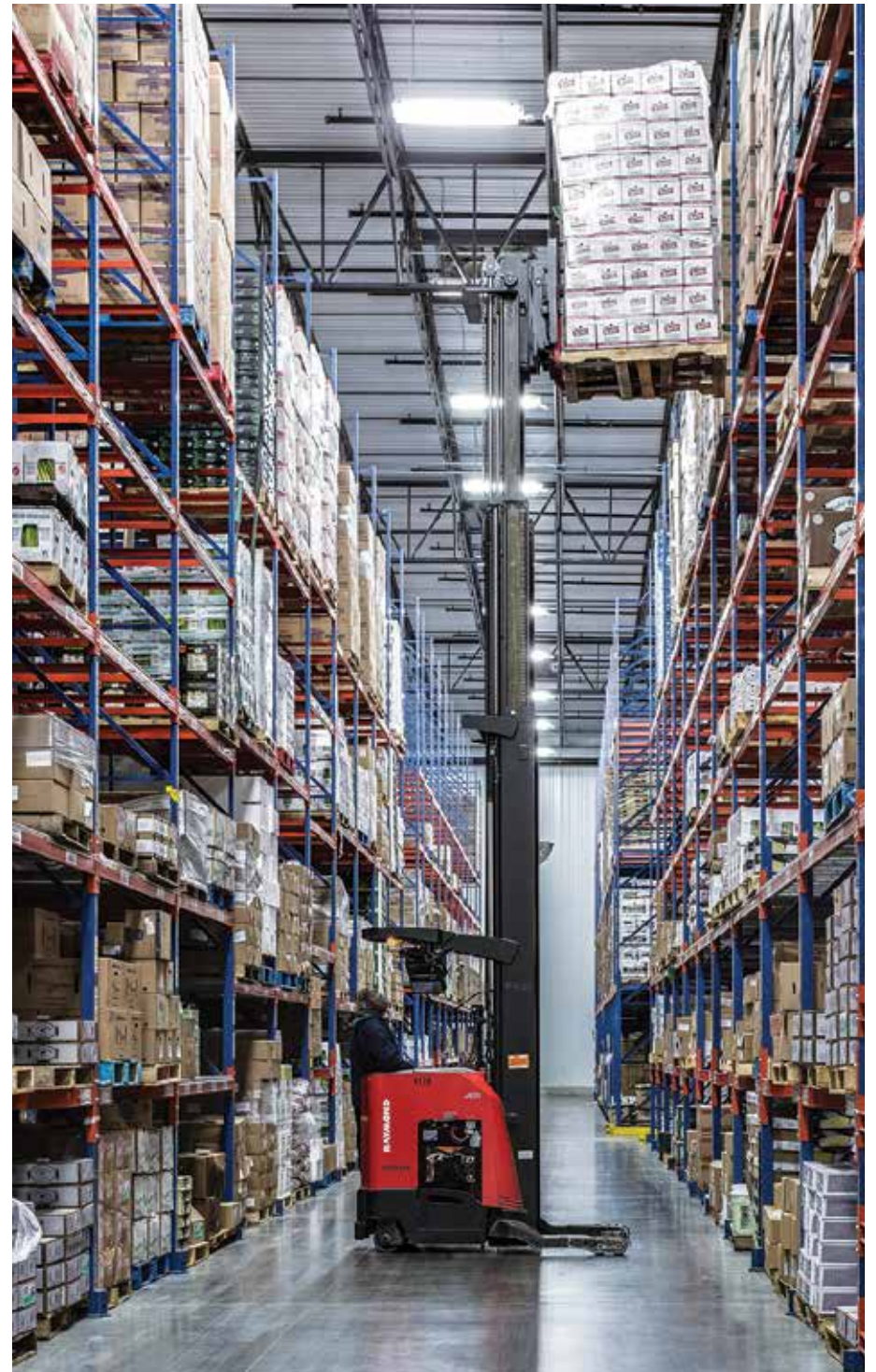
- Expansive refrigerated dock with 63 dock doors
- Designated dock zones for shipping, staging, inspecting and receiving product
- USDA trained receiving and inspecting staff



State of the art, high efficiency refrigeration system



Integrated waste and recycling center with zero landfill target



- 15 temperature controlled zones
- Value added freezer space
- Comprehensive Certified Organic Handling Program



Corrugated Boxes • Packaging Materials • Shipping Supplies

ATLAS CONTAINER

8140 Telegraph Rd. • Severn, MD 21144

Phone: 1-800-394-4894

Fax: 410-551-2703

www.atlascontainer.com

BUNZL DISTRIBUTION

Packaging/Supplies/Logistics Solutions

We can help you meet your business needs by tailoring supply solutions for your food packaging, sanitation/food safety and employee supply items.

Our commitment is to deliver increased asset productivity, on-time delivery, transparent IT systems, flexibility and competitive pricing that can improve cash flow and enhance your overall profitability.



www.bunzldistribution.com
® Bunzl Baltimore • 410-579-8890



Command Center

The crew members in our command center are dedicated to making sure that the products that leave our facility arrive at yours safely and on time. The team is surrounded by real-time data, ensuring all necessary information is readily available! The series of screens display current traffic conditions and delivery status. Critical route data is also posted and the team has tools available to remain proactive when issues arise.



Thinking about your business is a big part of ours.

PUT OUR TAILORED INSIGHTS TO WORK FOR YOU.

To make confident decisions about the future, middle market leaders need a different kind of advisor. One who starts by understanding where you want to go and then brings the ideas and insights of an experienced global team to help get you there.

Experience the power of being understood.
Experience RSM.

rsmus.com



THE POWER OF BEING UNDERSTOOD
AUDIT | TAX | CONSULTING



RSM US LLP is the U.S. member firm of RSM International, a global network of independent audit, tax and consulting firms. Visit rsmus.com/aboutus for more information regarding RSM US LLP and RSM International.

INCREASE YOUR CATEGORY DOLLARS WITH THESE

RISING STARS!



Apples, Pears, Cherries & Blueberries | 509-697-6131 | Selah, Washington     rainierfruit.com

Processing

We are one of the largest processors of fresh fruits and vegetables on the East coast.

Our processing floors were created with safety, efficiency, and innovation in mind. Food safety being our number one priority, our team of highly trained quality assurance professionals monitor and maintain a SQF Level 3 certified facility and uphold our standards in regard to quality and compliance. We have also added an allergen room to expand our offerings. While we may be growing, we still have a strong commitment to custom, hand-cut, high-quality products.





"WE'RE CULINARY INNOVATORS, KITCHEN TRAILBLAZERS...
WITH A PASSION FOR THE BEST, MOST FLAVORFUL INGREDIENTS."

SPECIAL VEGGIES & FRUIT...
PERFECT FOR TODAY'S
FRESH
GENERATION.



The First Name In Avocados
... And Tomatoes



FROM OUR
GROWERS
TO YOUR STORES
AND RESTAURANTS

Year-Round Supply
AVOCADO & TOMATOES

Calavo
**RIPE
NOW!**

Calavo
intense
the **Chef's tomato**

Call us at (800) 4-CALAVO

© Calavo Growers, Inc.

www.calavo.com



NATURE'S KITCHEN®

Nature's Kitchen is our own brand proudly displayed on a wide variety of fresh cut fruits, vegetables, and salsa. Wholesome ingredients and no added sweeteners or preservatives keep our produce as close to nature as you can get. Providing time-saving ingredients, on-the-go snacking, and a flavorful line of salsas, we're all about making healthy eating easier.



Coastline

FAMILY FARMS™
Quality first. Service always.

As a company dedicated to a strong and constant regard to our environment and community, we provide an elite variety of row crops. You will find our love of farming and dedication to family in every box.

Call our Salinas Headquarters: 831.755.1430



Sunbelt ORGANIC

Sunbelt Organics represents our line of both whole and fresh cut organic produce.

This brand stands for our commitment to providing wholesome and earth-friendly produce.

Our farmers use environmentally-conscious methods of growing. Through partnering with them, we show that we care; and we know you do, too. That's why we bring you this extensive, conveniently packaged line of fresh organics.



Growers



Packers



Shippers

520-281-2325 • 559-438-2335
www.CrownJewelsProduce.com



Coastal Companies Foundation

One of the goals of the Coastal Companies is Community – “to make our place a better place”. With that goal in mind, our Coastal Companies Foundation was officially organized in 2014 with a mission to “nourish the community”.

As a company, we make donations of food, time, and money to further our mission. We regularly donate food to:

- DC Central Kitchen
- Arlington Food Bank
- Howard County Food Bank
- Gather Baltimore
- Savage Library (after school program)
- Passion & Compassion Ministries of Riverdale

Our Coastal crew always looks forward to our special Toys for Tots collections during the holiday season. We have developed a lasting relationship with this outreach program; we even engage our customers in our efforts.

We have recently initiated a special partnership with Our Daily Bread in Baltimore City. Once a month, a group of our crew members volunteer their morning at Our Daily Bread’s kitchen, serving lunch to members in our community in need.



A group of crew members from The Coastal Companies volunteering at Our Daily Bread.



Congratulations
to The Coastal Companies
on your outstanding achievement!



California 559.271.9200 • Florida 954.426.0775 • www.classicfruit.com

*Wishing Coastal Sunbelt
continued success from
our family to yours!*



Alfred Leone Produce Inc. • Vineland, NJ

One of the largest producers and distributors of shell and specialty eggs in the US.



Hillandale Farms

800-875-7933

HILLANDELE@COMCAST.NET



Wishing Continued Success to the Coastal Companies!

Full Service Grower

Hydro Cooling • Forced Air Cooling • Top Icing • Cold Storage • Truck Fleet • Mixed or Straight Loads • Promotion Support

804-224-1990 • www.parkerfarms.net



Congratulations to

The
Coastal
COMPANIES

From your Friends at the
Tony Vitrano Company

410.799.7444

Congrats
To our friends at Coastal!



www.iloveproduce.com • 610-869-4664

Congratulations

to The Coastal Companies
and best wishes for continued success!



Best-Met Publishing Co., Inc.

Publishers of Food World and Food Trade News

Jeffrey W. Metzger, *President/Publisher*

Terri Maloney

VP/Editorial Director

Maria Maggio

VP/GM-Food Trade News

Kevin Gallagher

Vice President

Karen Fernandez

Director of Marketing & Digital Strategist

Beth Pripstein

Circulation Manager

Richard J. Bestany

Chairman Emeritus



LIPMAN
family farms



The
Crimson
America's #1 slicing tomato



www.lipmanfamilyfarms.com



Bloom
Fresh.

Vegetables • Tomatoes • Tropical • Fruit • Berries • Specialty • Potatoes • Onions • Watermelon

Deliveries Made by our Fleet of Refrigerated Trucks

Hunts Point Produce Market • Row A, Unit 153 -157 • Bronx, New York 10474

718-991-4700 • www.katzmanproduce.com

Congratulations!

to the Coastal Sunbelt Team
on your New Facility
All the Best from
S. Katzman Produce

Thank you!



Coastal Sunbelt Produce
410.799.8000
www.CoastalSunbelt.com



East Coast Fresh
410.799.9900
www.EastCoastFresh.com