



CHARLIE'S PRODUCE

FRESH PRODUCE DELIVERED DAILY

4103 2nd Avenue South Seattle, WA 98134 (206) 625-1412

Dear Valued Customer:

We are blessed in this State to have an abundance of beautiful Washington grown fruits and vegetables.

With the local season upon us, this is a good opportunity to outline some of the reasons why we feel it is important to support our local growers. It makes good business sense for our customers and ourselves to be involved in a strong local program. Here are some of the benefits to buying local product:

- Reduces the miles food travels. Local produce travels an average of only 150 miles compared to 1500 miles for the average produce item. From Walla Walla to Puyallup, we are sourcing product from all over the Northwest. Product that travels fewer miles is fresher, more nutritious, and takes less energy to transport.
- Buying from local growers keeps them in business which in turn supports our local economy, and keeps money in Washington.
- Keeps land in agricultural use which benefits the environment and protects open space.
- Ensures a secure source of food, close to home, with less reliance on California or imports from outside the country.
- The demand for local and organic has increased dramatically in the last few years. Consumers want to support local farmers and want to patronize businesses that make the effort to buy local.

Charlie's is committed to buying local and has been for 25 years. We have 15 conventional growers in the Puyallup, Kent and Mt Vernon areas who have worked closely with us and our customers. We also work with 24 growers in Eastern Washington, plus numerous packing sheds. Maintaining strong working relationships with these growers is essential to our business. We appreciate their dedication and commitment to growing some of the highest quality products available.

Acquiring Farmers Own Organic Produce in 1991 has ensured that we always have quality organic product grown close to home. We currently contract with 15 growers to sell all their products, provide them with boxes and supplies, and pick up at their farm. This allows the growers to concentrate on growing product and leaves the distribution and marketing to us. These farms range in size from 10 to 1000 acres and are located all over the State. The average distance of all these farms to Seattle is 127 miles. We also make commitments with 15 other Washington and Oregon growers. These growers have the best local products available.

We are proud of the Organic and Conventional Northwest growers we work with, and are pleased to make their products available to you. We invite you to join us in supporting them by asking your sales person for northwest grown. If you would like information about the specific farm, we can provide whatever information you need. Tours of the farms are also available. We appreciate your continued support for our local program.

Sincerely,

Charlie Billow