

GREENWOOD ASSOCIATES, INC.

FRUIT JUICE CONCENTRATES, PUREES AND ESSENTIAL OILS

SINCE 1974

LOT NUMBERING SYSTEM

The following is an explanation of our lot numbering system:

ORCL22101 (example)

Our lot codes are comprised of eight or nine characters in which the first three or four characters are letters that signify the type of product and the last five characters are numbers which signify the specific lot from which the product is drawn.

The first 2 letters refer to the type of fruit, the third letter refers to the type of product, the fourth letter (when present) signifies that a product is clarified.

In the above example, the "OR" refers to Orange. The third digit/letter refers to the type of product. In the above the example, the "C" refers to "concentrate." The third letter could be "J" which would denote juice, "P" which would denote puree, "O" which refers to oil, or E which refers to "essence." In some cases a fourth letter, "L" is present. The "L" would denote "clarified" in those cases when the product is clarified. The first three or four characters, which are letters, always refer to the item.

The last five characters refer to our internal PO numbers. In the example above, 22101 refers to the last 5 digits of the purchase order that we issued to our supplier.

In the above example the lot number ORCL22101 signifies Orange Juice Concentrate Clarified purchased under Greenwood PO xx22101.

If you have any questions or require any additional information, please do not hesitate to contact me.

Very truly yours,



Ron Kaplan
Greenwood Associates, Inc.
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