



BASCOM MAPLE FARMS

To Bascom Bulk Syrup Buyers

3/20/20

Hello all, I hate to bombard you with yet another COVID-19 announcement, but I thought it might be helpful to clarify Bascoms' position as well as what we expect from you in the next few months. The Coronavirus has caused a lot of concern and upheaval in the market including everything from not being able to get glass and drums to increased international tensions. Because of this it is impossible to say it is "business as usual", but we are doing what we can to ensure the safety of our vendors, customers, and employees. As part of our action plan, we have decided to cancel our open house in May and have taken other steps to reduce visitors and foot traffic into the plant.

Because of these uncertain times, we feel it may be necessary to delay setting a syrup price until the 1st half of May. We would ask that you set your buy dates for late May or June and not buy syrup until prices have been set. Bascoms' will NOT advance any money until a price has been set in early-mid May. This will help promote everyone's safety and ensure a fair market price for everyone.

We understand this is an inconvenience and far from ideal, but we also think this is a better option for everyone than not buying from certain areas.

Sincerely,

Bruce Bascom and Matthew Bascom

