

APRIL - JUNE 2022 | NO.2

# PROGRESSIVE

quarterly

## Celebrating Don Chuy Montoya



**School is out and Summer is here** - Blasts from the past pictures of some of our fellow teammates in high school

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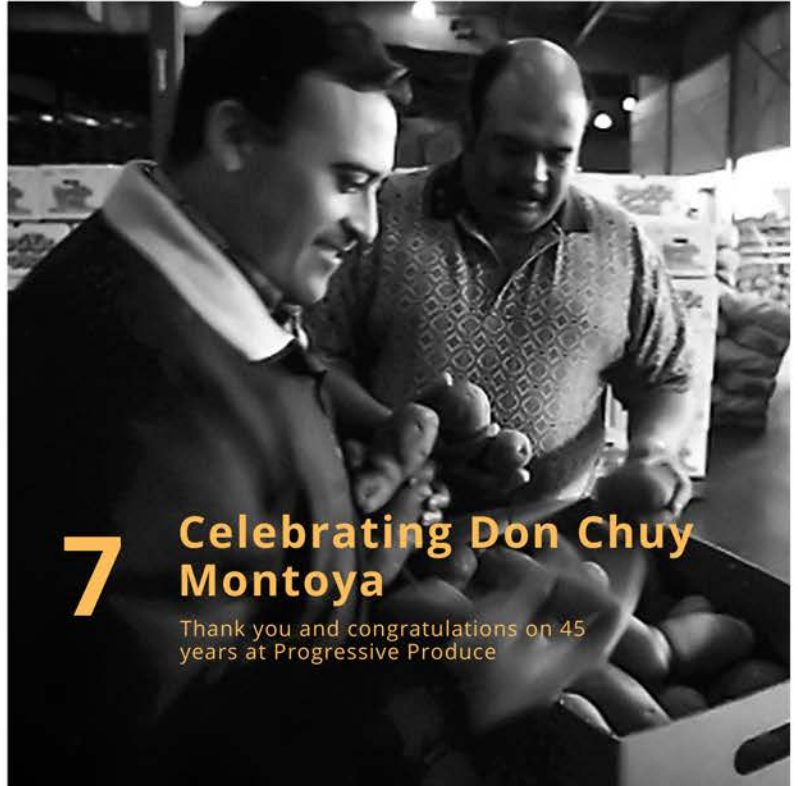
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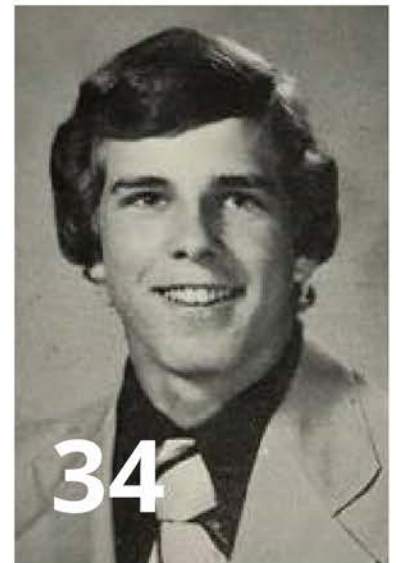
Thank you and congratulations on 45 years at Progressive Produce



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## Grower Spotlight: Lehr Brothers

This month we turn the spotlight on the Lehr Brothers



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## Guess Who: High School Edition

Take a step back in time and see what people looked like in high school



**School is out  
and Summer  
is here**

BY: OSCAR GUZMAN



**With summer on the way**, we can start smelling the Walla Walla Sweets, the roasting of hatch chiles, and tradeshow in the air.

Another quarter in the books and so much to talk about. When we started planning this issue of the PQ, we asked ourselves what the theme should be. During this time, Greger was going crazy planning her oldest daughter's graduation. This gave us the idea of the theme "School is out, and Summer is here!"

In the following pages, we will be celebrating Chuy Montoya's amazing 45-year journey at Progressive, Daniel's update on the apprentice program, our second quarter Heroes, and some blasts from the past pictures of some of our fellow teammates in high school!

Enjoy and please reach out to Marketing for any news or stories you'd like to share in the next issue of the Progressive Quarterly.



Madison Greger graduated with Honors and will be attending the University of Hawaii this fall to pursue a degree in Marine biology. We're all very proud of her!

# 2022 State of the Company

BY: MARTY KAMER



## Team Progressive

I hope this correspondence finds you and yours well and enjoying the start of the summer season.

When the Marketing Team shared with me the theme for this 2nd edition of the Progressive Quarterly, many fond memories immediately came to mind. Riding the city bus to and from high school, study hall, learning to drive in the family car, the pep rally before Homecoming, and the Golf Team are all fond high school memories.

However, my most favorite high school memory has to be our annual family summer vacations. Some years we would drive to a beach; other years we would camp at a State Park. The destination mattered little. What I looked forward to is making memories with family and friends.

I encourage everyone to use some PTO this summer and spend time with loved ones, family, and friends. It is mentally and physically important to rest, rejuvenate, and refresh! Making memories along the way...

Last quarter, I mentioned some external challenges facing Progressive and many companies across many industries. Sometimes, our challenges can be a source of uncertainty. How we EVOLVE as individuals and as an organization to meet challenges that inevitably come our way is a testament to our Core Values. Together, our commitment and focus are starting to pay dividends. I am extraordinarily proud of what our TEAM is accomplishing.

I am again excited to read with you about this Quarter's Progressive Heroes, those GREAT PEOPLE that embody our Core Values each and every day. As we all work diligently together, these articles allow us to share a few stories about our teammates across the country.

I would also like to take the time to recognize the Mechanic Team for a well-done job. I deeply appreciate every member of this team. I am not mechanically inclined at all... my wife says I can barely operate a screwdriver. Our Mechanic Team is essential to our daily operations as they come to work with the knowledge, energy, and a great attitude to diagnose problems and repair or build to prevent further issues. Please join me in thanking our awesome Mechanic Team.

Please reach out to me. I want and need to hear from you and would enjoy you sharing your stories about your summer vacation. I'm always available 24/7 by email at [marty@progressiveproduce.com](mailto:marty@progressiveproduce.com) or by phone at 301-346-2009.

GREAT PEOPLE - GREAT COMPANY - GREAT FUTURE!

Enjoy the days of your summer!

A handwritten signature in black ink that reads "Marty". The signature is fluid and cursive, with a large, stylized 'M' and 'y'.

Marty Kamer  
[marty@progressiveproduce.com](mailto:marty@progressiveproduce.com)  
301-346-2009



# **PROGRESSIVE PRODUCE**

**GREAT PEOPLE    GREAT COMPANY    GREAT FUTURE**



**“BETTER PRODUCE THROUGH PARTNERSHIP AND PERFORMANCE”**

# Celebrating Don Chuy Montoya



BY: OSCAR GUZMAN

The man, the myth, the legend, **Don Jesus "Chuy" Montoya**, celebrated his 45th year at Progressive Produce LLC this past May.

I had the opportunity to sit down with Chuy and talk about his career. With all his experience in the industry, I asked Chuy what advice he would give the next generation of produce professionals, he said "stay hungry and do what you say you will do."

Chuy started at Progressive Produce on May 24, 1977, as a receiver, working with his two brothers, Salvador and Candelario. He fell in love with the business and never looked back. Since then, Chuy Montoya has been a force to reckon with. Today, you'll see Chuy coming into the office bright and early and sitting lean-backed in his chair as he

tells the sales team, "dale gas" or "you sell too cheap, my friend." Chuy's day-to-day involves constant negotiations with growers around the country, making sure that Progressive stays ahead of the game. There isn't one person here that knows more about potatoes than Don Chuy Montoya.

Even though Don Chuy will always have some smart rhetoric to tell you, the one thing you can be sure of is that he will do what he says he will do and will always figure it out for you. Chuy Montoya is an inspiration and a driving force for the team. Just recently, Esteban Montoya, Chuy's youngest, accepted the position as a grower relations manager; he is working closely with Chuy and following in his father's footsteps. While his other son, Jesse, manages our operations. Chuy has inspired many of

us; here's what some of the team has to say about Don Chuy Montoya.

"In my youthful years at Progressive, Don Chuy gave me some advice that changed my life forever. His words still ring true for me today," says Victor Rodarte. "Victor, no te ahogues en un vaso de agua." This translates to "Victor, do not drown in a glass of water. Everything will work itself out." Victor sat next to Don Chuy for 26 years, watching him work under pressure and performing to help make Progressive Produce a great company. Victor expressed that working with Chuy has been "a blessing and rewarding experience of my professional life."

Dominic DeFranco, a produce veteran but still a youngster at Progressive, had this to say, "After 30 plus years in this industry, I started at Progressive 3 years ago not knowing a white onion from a white potato. Chuy, in his unique, old-school ways, showed me all do's and don'ts of the potato and onion business. He understands what works for our customers and what does not. When to buy and when not to buy. His knowledge of this industry and the relationships he owns run very deep. Progressive would not be in the position it is today without Chuy Montoya."

This entire issue of the PQ can easily be filled with Chuy stories and quotes. And if you don't have a quote or story about Chuy just simply go to his desk and I'm sure you'll have a memorable conversation.

Chuy, thank you, and congratulations on your 45th year here at Progressive Produce. You are an inspiration, a mentor, and a friend. I'm personally looking forward to learning more from you and adding more quotes to the collection of quotes we have already.

For those of you that don't know any of Chuy's quotes, please enjoy the list of quotes below and pictures of Chuy with his family and friends. **-OS**





# Chuy's

Best Quotes



1. "Store checks."
2. "Don't fly too high because you fall harder."
3. "Go back to sleep."
4. "Don't count my money."
5. "We have a bunch of good salesmen...in a short market."
6. "You send what you want, we pay what we want."
7. "Dale gas!"
8. "You sell too cheap, my friend."
9. \*WALKS IN AT 5:05 AM\* - "GOOD AFTERNOON CARNAL!"
10. "If they call me, it's one price. If I call them, it's another."
11. "You got receipts but no trucks?"
12. "Do you want to make friends or make money?"
13. "It's only money."
14. "Carne asada time!"
15. "Tequila and NyQuil will cure anything."



# WE'RE *all Heroes*



## Abder Benaifa

Director of IT

YEARS AT  
PROGRESSIVE:

12

YEARS IN  
PRODUCE:

12

FAVORITE  
PRODUCE ITEM:

Asparagus

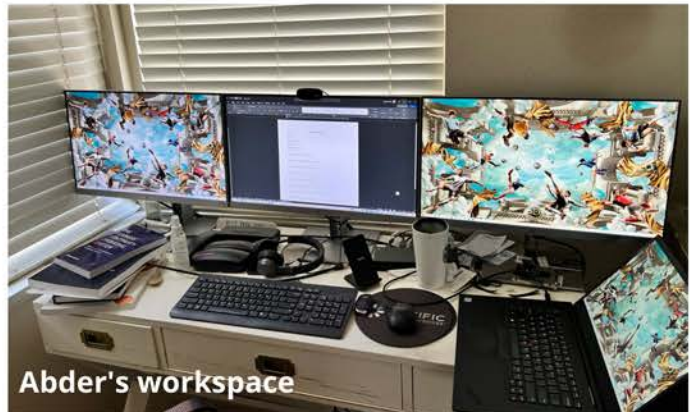
### **What makes Abder a Progressive Hero?**

"Abder has a huge responsibility to keep all our systems running and secure. This is a job that requires expertise and constant continuing education. It requires working at night and weekends when our employees are not using the systems. To me, Abder is a hero for the excellent job he does and for always having a positive attitude."

**- Jeannie Berger**

### **Walk us through your day at Progressive.**

*I am responsible for managing and ensuring PP's infrastructure and technology run effectively and smoothly. We support the business by monitoring and assessing the organization's needs. We support the business by planning and directing hardware and software requirements. We also protect sensitive data, systems, and applications from external threats. We also support users and make sure systems are available to them.*



Abder's workspace

### **Which Core Value do you resonate with?**

*We care about our business.*

### **Best piece of advice you've ever been given?**

*"You can't crave strawberries if you never had any"*

### **What do you like to do in your free time?**

*During my free time, I spent time with my children. We go to the movies part and taekwondo. We also watch videos on YouTube.*

### **What's on your bucket list?**

*Visiting Japan.*

### **What's something most people don't know about you?**

*I did kickboxing for 13 years.*

### **If you had one superpower, what would it be and why?**

*Flying, I always dreamt of being a bird.*



## Raymundo Flores

Loader

YEARS AT  
PROGRESSIVE:  
7

YEARS IN  
PRODUCE:  
20

FAVORITE  
PRODUCE ITEM:  
All of them!

### **What makes Raymundo a Progressive Hero?**

"Raymundo Flores does an outstanding job. He comes in with great energy and positive attitude every single day. Never complains always ready to work. He is relentless in work ability to make sure everything is double checked whether it's picking an order or loading an order. Raymundo is an excellent team member works very well with others. It is a pleasure to have him in our logistics team."

**- Sandra Turcios**

### **Walk us through your day at Progressive.**

*I walk in with a positive attitude and pick and load orders throughout the day.*

### **Which Core Value do you resonate with and why?**

*All of them because I want the best outcome every day. Love what I do.*

### **Best piece of advice you've ever been given?**

*Put in the work. (Echarle ganas)*

### **What's on your bucket list?**

*Spend my retirement in my homeland.*

### **What do you like to do in your free time?**

*I enjoy going out to eat. Also, I like spending time with my family.*

### **What's something most people don't know about you?**

*I am an open book and very honest.*

### **If you could be one superhero, who would it be and why?**

*Superman, so I can help others in need.*



Raymundo's workspace



## Tara Olson

Pathfinder Assistant General Manager

YEARS AT  
PATHFINDER:  
4

YEARS IN  
PRODUCE:  
15 years in  
transportation

FAVORITE  
PRODUCE ITEM:  
Potatoes  
(Who doesn't love  
French fries)

### **What makes Tara a Progressive Hero?**

"I don't even know where to start. Aside from her great work ethic, reliability, and positive attitude. Tara is a hero because she encompasses the core values every day with a smile on her face no matter what is going on."

**- Ken Adams**

### **Walk us through your day at Progressive.**

*My day normally consists of customer service, problem solving, chasing around drivers/paperwork, and providing my team with whatever support they need. Every day is something different in transportation, you never know what the day will hold.*

### **Which Core Value do you resonate with and why?**

*"We do what we say we will do." I feel it's always important to keep your word and fulfill your promises.*

### **Best piece of advice you've ever been given?**

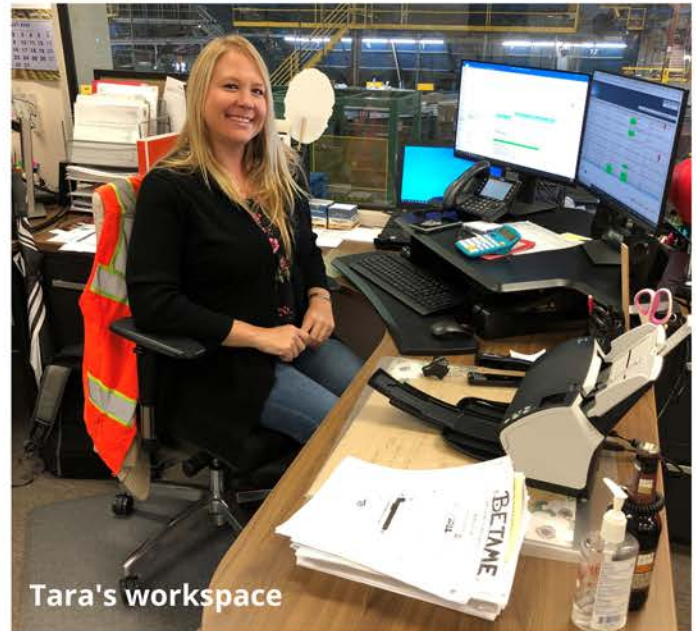
*Always live life to its fullest. I always try to look for the good in all situations and make the best of every minute.*

### **What's on your bucket list?**

*I would love to someday travel the US in my RV.*

### **What do you like to do in your free time?**

*I love live music, and bargain shopping, and I enjoy camping with family and friends.*



Tara's workspace

### **What's something most people don't know about you?**

*I work for a produce company, but I hate vegetables.*

### **If you had one superpower, what would it be and why?**

*I would love to be able to see the future so I could stop evil before it happens.*



## Robert Velasquez

Peachtree Warehouse Manager

YEARS AT  
PROGRESSIVE:

10

YEARS IN  
PRODUCE:

10

FAVORITE  
PRODUCE ITEM:

Potatoes

### What makes Robert a Progressive Hero?

"In his multi-faceted role, Robert Velasquez embodies Progressive's Core Values. Our Peachtree warehouse has a lot of moving parts. Receiving, packing, lotting, quality control, logistics, compliance and safety just to name a few. Workflows can change quickly and sometimes drastically with last minute demands from our VIP customers. Robert treats the business like he owns it, going above and beyond on a daily basis to "make it happen". Robert's pursuit of excellence is a prerequisite to our success at Peachtree. He is cool under pressure, a trusted teammate, and has earned the reputation of being the "go to guy". What I appreciate most about Robert is his ability to work as a team always respectful of others."

- Marty Kamer

### Walk us through your day at Progressive.

*Let me start by saying that no day at Progressive is ever the same. The majority of my day is spent game planning and problem solving with my team. I also work closely with sales to ensure our customers are getting what they need.*

### Which Core Value do you resonate with and why?

*We care about our business like we own it. If you follow this Core Value, you can be successful in any profession.*

### Best piece of advice you've ever been given?

*Stay motivated and treat every day like it's your first day on the job.*

### What's on your bucket list?

*I would like to visit as many ancient cities as I can.*



Robert's workspace

### What do you like to do in your free time?

*Family time.*

### What's something most people don't know about you?

*Cats scare me!*

### If you had one superpower, what would it be and why?

*The ability to fly. Gas and airfares are through the roof!*



## Jemima Vilchez

Progressive Peru

YEARS AT  
PROGRESSIVE:

5

YEARS IN  
PRODUCE:

8

FAVORITE  
PRODUCE ITEM:

Asparagus

### **What makes Jemima a Progressive Hero?**

"Jemima is a Hero because she is able to handle many different facets of the business logistics and raise a family. She negotiates product supply with growers, establishes the parameters of the deal, tracks the product through all the processes, and deals with all of the obstacles in-between. As a very small business unit she has to be someone who can multi-task and cover all the little details. She has done it for several years now and her attention to detail, determination and competitiveness has made the business unit successful. On top of that she is raising a young family."

- Don Hessel

### **Walk us through your day at Progressive.**

*I arrive at the office and say hi to Diego. We immediately start calling people to talk about the market, eat lunch together, and then keep on with our work.*

### **Which Core Value do you resonate with?**

*Trust, being a foreign office, we can not represent a burden or preoccupation to our main office.*

### **Best piece of advice you've ever been given?**

*"Don't trust anyone." - Don Hessel*

### **What do you like to do in your free time?**

*Watch a movie with my family.*

### **What's on your bucket list?**

*See my kids grow. And as a company, I'd like to see us with an office in Peru just like Mexico.*

### **What's something most people don't know about you?**

*I am funny once you get to know me.*

### **If you had one superpower, what would it be and why?**

*I would love to be a jumper, like the movie lol, so I could be in different places in minutes.*



Jemima's family



### INGREDIENTS

- 48 oz avocado oil for frying
- 8 Progressive Farms Jalapenos
- 6 oz cream cheese
- 6 oz cheddar cheese, shredded
- 1/2 tsp onion powder
- 1/2 tsp garlic powder
- 1/2 cup all-purpose flour
- 4 eggs, lightly beaten
- 1 (8.05oz) bag of fiery hot chips of your choice
- 1 (9.25oz) bag of nacho cheese chips of your choice

Prep Time: 20 minutes

Cook Time: 2-3 minutes

Servings: 8

### DIRECTIONS

1. Heat oil in a deep heavy skillet to 375°F.
2. Bring a large saucepan of water to a boil over high. Add jalapeños and boil 2 minutes. Transfer jalapeños to an ice bath to cool, about 3 minutes. Place jalapeños on a plate lined with paper towels.
3. Slice the jalapeños lengthwise, careful not to cut all the way through, then slice at the top down to sides to create a "T" cut. Remove seeds and veins from jalapeños.
4. Using a food processor, pulse the chips of your choice until crushed into fine crumbs. Place crumbs in a shallow bowl. Place flour in a second shallow bowl and the beaten egg in a third shallow bowl.
5. Using the same food processor, combine cream cheese, cheddar cheese, onion powder and garlic powder. Pulse until smooth.
6. Stuff your jalapeños with the cheese mixture, careful not to over stuff so the peppers will close at the cut.
7. Coat each jalapeño in flour, dip in the beaten egg, then cover with the crushed chip crumbs. To double coat, dip back in the egg and then back in the chip crumbs to cover. Repeat this process for each jalapeño popper.
8. Fry the coated peppers in oil for 2-3 minutes or until crust is golden brown.
9. Drain on a wire rack or paper towels.
10. Serve with a favorite side like ranch or sour cream. Enjoy!





**Innovation  
with the Chili,  
Citrus, and  
Herbs Team**

# Innovation with the Chili, Citrus, and Herbs Team

Last quarter we introduced you to Gabriel Andrade. Now it's time to get to know the rest of our chili and specialty citrus team! Find out how Veronica and Abel started at Progressive, their favorite memories, and the exciting things the team has been up to.



**Veronica Rodarte** is the Commodity Manager for Chili, Citrus, and Herbs at Progressive Produce. A proud third-generation produce person, Veronica got her start in the industry as a Dispatcher for Pathfinder Logistics, where she worked her way up to Assistant General Manager. Her father began as a forklift driver at Progressive Produce and retired as a part-owner and Sr. VP of Sales. Working in a warehouse sorting potatoes on the packing line, her Grandmother started the family tradition (at the very same company)! Her favorite memories include working with her dad and visiting Progressive as a kid with him.

Veronica is involved with the Fresh Produce and Floral Council's Apprentice Program as a task force member and mentor. Veronica Serves on the Fresh Produce and Floral Council Board of Directors. She sits on her local YMCA Board of Managers and volunteers with a YMCA group called Youth & Government—putting in time as the group's lead advisor. She also runs a 9th grade Girl Scout Troop.

## New Look, Same Great Taste!



Our Progressive Farms baby lemons, limes, and key limes come directly from the farms of California and Veracruz, Mexico, and are powerhouses when you want to bring out the flavor of other foods. We revamped the specialty citrus packaging with a sleek, simple design and bright colors to catch consumers' attention from a distance. Our redesign even won a GDUSA Graphic Design Award!



## Local Partnership

Check it out! Border X Brewing, a craft brewery making delicious craft beer inspired by classic Mexican flavors, made a deliciously tart beer using our limes! Their Pepino Sour is perfect for sipping on its own or trying it in their famous Pepino Michelada.

**Border X Brewing is located at 4400 E Gage, Bell, CA 90201**



**Abel Ramos** is a sales representative known for his friendliness and enthusiasm. He began his journey in 2010 by joining Pathfinder Logistics and within 5-6 years in is when he set his goal to one day join the produce sales team as he found a passion for working with people. After 9 years of service and dedication, an opportunity was presented to him. Abel dove headfirst without hesitation, putting any kind of fear behind me and not letting that hold him back from accepting his new role.

One of Abel's favorite memories, which always makes him laugh, happened at his first annual sales dinner/meeting. "I invited Beto Lamas to join me for a cocktail on me, and he agreed. While ordering and I told him, 'Anything you want Beto, I got it.' Well, when it was time to cover the bill, I could not find my wallet and Beto ended up paying, LOL."

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**Gabriel Andrade** is a 38-year produce veteran, a father of three, and a big San Francisco 49ers fan. An expert in chilies and specialty citrus, Gabriel was responsible for starting our chili department when he joined Progressive Produce more than 17 years ago.

Over the years, Gabriel has taught many of us the entrepreneurial nature of our business, how to own your product and be hands-on with it, and the importance of taking care of your customers.

If you haven't already seen it, check out [Gabriel's California chili pepper video!](#)

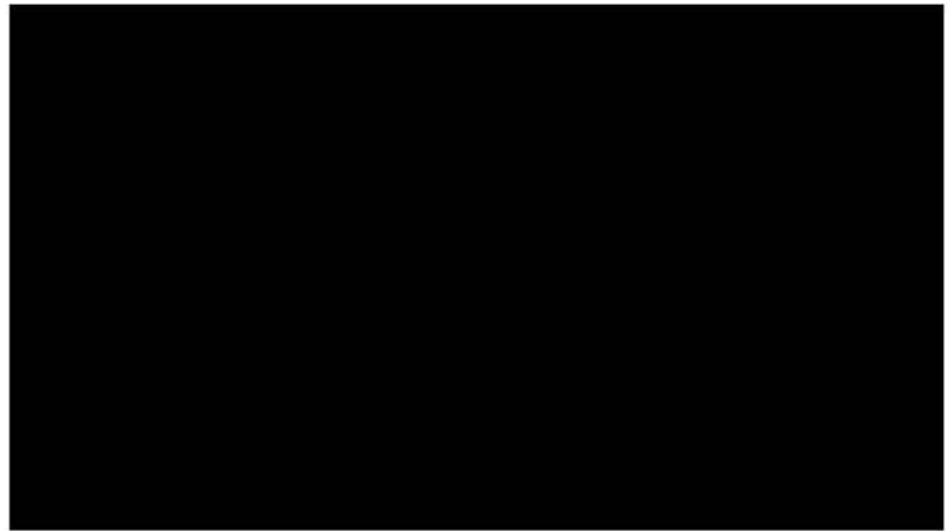
# Marketing: Lights, Camera, Action!



The **Telly Awards**, one of the largest honors for video and television content across all screens, recently announced this year's winners. Marketing's "Super Bowl" commercial titled "This is Drew," starring Jaime Greger's husband, Drew, won a prestigious silver Telly award. The team also received a bronze Telly Award for their "In Search of Paper" video, highlighting our Rooted initiative and sustainable paper packaging.

This year the Telly Awards received over 11,000 entries and saw an increase in global submissions from Australia, Mexico, Europe (Germany, Spain and France), and Asia (Malaysia, Singapore and Taiwan).

"This is Drew"  
Branded Content:  
Food and Beverage



"In Search of Paper"  
Branded Content:  
Sustainability





# Meet our Mechanics



BY: JESSE MONTOYA

The next time you are walking through our warehouses take a moment to notice all the little intricacies, the belts, the bolts, and machinery in our production lines. These machines are running non-stop because we are almost a 24/7 365-day operation and somehow Jose Quevedo and his team make sure these machines are always running with minimal interruptions. Also, keep in mind some of these machines are more than 20 years old. Sometimes parts don't even exist anymore for these machines and our team fabricates new parts to keep us going.

Our Progressive Produce Mechanics, led by Jose Quevedo, have a combined 175 years of knowledge and experience. The majority of the current Mechanics team all started at Progressive as janitors or packers in the Production department. Rigoberto Hernandez has been with us for 32 years and is our lead Mechanic. He has been a part of every machine that has been installed or fabricated in our Peachtree locations.

Rigoberto is a master fabricator who has made parts for the Spudnik from scratch when we couldn't find the parts elsewhere.

Our Mechanics team has most recently been tasked with building custom production lines to fit our cramped production floor. Those custom production lines are designed to fit our floor plan by Dave Walker. Dave Walker, like Jose Quevedo, has been with Progressive for 23 years. He helps our Mechanics and Operations teams by designing and then hand drawing blueprints for our mechanics to follow. With all the technology out in the world today, it is awesome to see Dave's work. The detail that goes into it is amazing. There are so many more stories and fun facts to say about our amazing Mechanics team and what they do every day to ensure our company and production lines are running smoothly. Please make sure when you come across one of our mechanics you thank them for the great work that they do.

# Meet the Mechanics



Rigoberto Hernandez  
32 years



Jose Quevedo  
23 years



Dave Walker  
23 years



Atilio Calderon  
21 years



Jose Lopez  
21 years



Luis Medrano  
19 years



Gabriel Luna  
17 years



Jose Huerta  
14 years



Roberto Martinez  
7 years



Wilfredo Oliva  
7 years



Jaime Rodriguez  
12 years



Kevin Aguiluz  
6 years



Bryan Luna  
2 years



Misael Contreras  
2 years



*Veggie Bites*



**Grab  
a Bite!**

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# BENEFITS SERVICE CENTER

Your resource for answers  
and guidance on the  
Progressive Produce  
benefits plan



Health insurance is confusing. But thankfully, you are not alone. Our Benefits Service Center is available to help and answer all of your benefits related questions. They can assist you with issues, small to large and are experts on all of the plans and services available to you as an employee of Progressive Produce. Here are some examples of common questions that they can answer:

- Q: "Can you help me find a provider that is in my plan's network?"
- Q: "How can I get an ID card or replace an ID card?"
- Q: "What is the difference between HMO and PPO?"
- Q: "Can you explain how a deductible works?"

## Can the Benefits Service Center Assist With My Claim Issues?

YES! This is one of the strengths of the Benefits Service Center. Let's say you have a question about a service bill that was not paid or partially paid. The benefits service center will contact the carrier or vendor on your behalf (in some cases get everyone on the phone together) and help you answer any questions or issues that you have. They will advocate for you and do everything they can to resolve your claim favorably.

So if you have any benefits related questions, just call or email the Benefits Service Center. Spanish speaking representatives are available.

**(855) 545-8890**  
**[progressiveproduce@sullicurt.com](mailto:progressiveproduce@sullicurt.com)**

*Monday - Friday, 7:30am - 5:00pm PST, Excluding Holidays*





# Food Safety Starts with Us

World Food Safety Day is celebrated every year on June 7th to draw attention and inspire action to help prevent, detect, and manage foodborne risks.

## FACTS:

- **1 in 10 people** worldwide fall ill from contaminated food each year (600 million people around the world).
- **Over 200 diseases** are caused by eating food contaminated with bacteria, viruses, parasites, or chemical substances such as heavy metals.
- Foodborne parasitic diseases can cause both acute and chronic health problems. The estimated number of illnesses from **11 main parasitic diseases** is **48.4 million per year**, 48 percent of which are transmitted through food.
- The production of safe food **reduces food loss and waste** and benefits the planet.
- Safe food benefits the economy by **increasing productivity**, allowing prosperous national food markets and stable food exports and trade.

All of us have an important role in keeping food safer with the following Food Safety Cores:

- Ensure it's safe.
- Grow it safe.
- Keep it safe.
- Know what's safe.
- Team up for Food Safety.

7 June | World Food Safety Day

**Safer food,  
better health**



Thank you to our Food Safety team! It is no small nor easy task to maintain our Food Safety compliancy. Thank you, Jeannie, Arturo, Jennifer, and Dave for your hard work in ensuring our safety standards, compliancy, and everything else that is involved in making sure we keep our doors open for business!

# Employee Appreciation Day



A giant "Thank you" to everyone that helped with our Employee Appreciation Days at Commerce, La Mirada, and Farms! We hope everyone enjoyed their shirts, gift cards, and food. The day was incredible with many raffle prize winners and everyone going home with beautiful fruit and snack cartons.



# Growers Spotlight: Lehr Brothers



Ron Lehr, Jr and Ron Lehr, Sr.



Gael Vazquez and Ron Lehr, Sr.



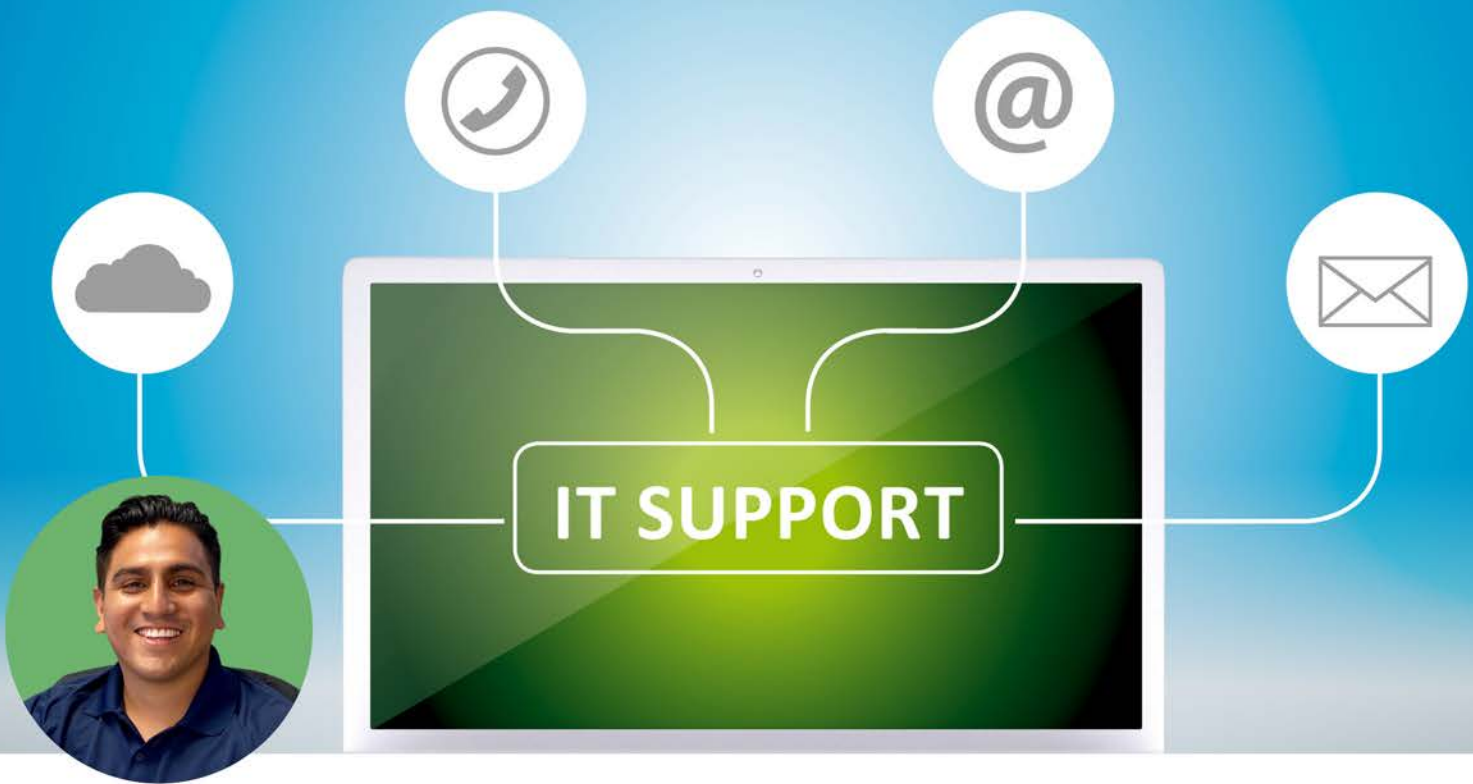
Shae Lehr

Lehr Brothers, Inc. and their "Big L" brand grew up with the Kern County deal after Ron Lehr, Sr.'s father, Leo Lehr, came to Tehachapi from South Dakota in 1936 and went to work as a foreman of a potato shed.

Leo started his own potato operation within a few years, taking his brother Emil as a partner. And it wasn't long before the Lehr brothers became known as "one of the best potato growers in the valley."

In addition to potatoes, the Lehr Brothers' operation now includes many fruits and vegetables including oranges, lemons, bell peppers, and more.

Ron Lehr, Sr. carries on the agricultural tradition and is the second generation to manage the farm. Third and fourth-generation family members support him, including Shae Lehr. Known for being honest, humble people, to this day, their reputation still stands.



# Four Ways to Spot a Phishing Email

BY: ALAN PIZANA

## 1. The message is sent from a public email domain.

No legitimate organization will send emails from an address that ends '@gmail.com'. Most organizations, except some small operations, will have their own email domain and company accounts. If the email comes from an address that isn't affiliated with the apparent sender, it's almost certainly a scam. The most obvious way to spot a bogus email is if the sender uses a public email domain, such as '@gmail.com'.

From: Ralph Heilmann <6051820@aol.com>  
Date: May 7, 2020 at 1:59:12 PM EDT  
To: [REDACTED]  
Subject: Hi, [REDACTED]  
Reply-To: Ralph Heilmann <6051820@aol.com>

Hi [REDACTED]

I'm looking forward to surprising some healthcare workers with Gift cards and I want this to be between you and I pending when they receive it. Are you able to make a purchase on my behalf quickly and what local store do you think we can make an online purchase? I would be reimbursing the funds back, email me once you get this.

Thank you  
Ralph Heilmann

Sent from AOL Mobile Mail  
Get the new AOL app: mail.mobile.aol.com

From: Jim Leimbühler <jleimbu@compuserve.com>  
Sent: 05/11/21 4:38 PM  
To: [REDACTED]  
Subject: Hello!

HELLO!  
Sorry am in a meeting right now can't talk, I'll have called.  
PLS kindly let me know if you are available okay.

[progressiveproduce.com](http://progressiveproduce.com) Server Message

Dear [salin@progressiveproduce.com](mailto:salin@progressiveproduce.com),

Our record indicates that you recently made a request to shut down your email and this request will be processed shortly. If this request was made accidentally and you have no knowledge of it, you are advised to cancel the request now...

[Cancel Deactivation](#)

However, if you do not cancel this request, your account will be shut down shortly and all your email data will be lost permanently.  
Regards,  
247livesupport Team.

## 2. The email is poorly written.

You can often tell if an email is a scam if it contains poor spelling and grammar.

## 3. It includes infected attachments or suspicious links.

Phishing emails come in many forms. We've focused on emails, but you might also get scam text messages, phone calls, or social media posts, but no matter how phishing emails are delivered, they all contain a payload. This will either be an infected attachment that you're asked to download or a link to a bogus website. The purpose of these payloads is to capture sensitive information, such as login credentials, credit card details, phone numbers, and account numbers.

## 4. The message creates a sense of urgency.

Scammers know that most of us procrastinate. We receive an email giving us important news, and we decide we'll deal with it later. Offenders know that we're likely to drop everything if our boss emails us with a vital request, especially when other senior colleagues are supposedly waiting on us.

**How does a computer get drunk? It takes screenshots.**

# FPFC Apprenticeship Update

BY: DANIEL ROSINSKI

The FPFC Apprenticeship Program started on April 5th with an introduction to everyone and a general overview of what to expect for the year. Since I started, I've attended a course on how the supply chain works and went to tour the Frieda's Branded Produce warehouse. It was fascinating to see how their operation ran and the importance of their marketing when it comes to selling their exotic produce. The tour opened my eyes to how ever-changing the industry is and how a company can change with the world for a successful outcome.



At the Expo, I met my mentor Cat Gipe-Stewart who is approaching her 7th year working at Domex Superfresh Growers as a Communications Manager. The importance of networking became very obvious as I walked the floor with Cat; in order to succeed, you need to expand your reach and knowledge of the industry you are in. I've had the pleasure of seeing some familiar faces that used to work for Progressive. These same faces are still working with produce which goes to show their dedication to this unpredictable industry.

On May 11th, I had the opportunity to attend an educational PACA session led by Bryan Nickerson from Western Growers. (Quickly saved his number!)

My first public speaking course was held at the end of May. This introduction to public speaking will lead the apprentices to prepare to give a 20-minute public speaking session. The 20-minute presentation will be held in September, and we'll be split into groups to work on the speech as a team. The scenario has still not been presented to us.

So far, this has been a great experience; I've been able to meet new people that work in all different parts of the industry. From packaging to sales, one thing that has been relevant is that everyone is going through tough times, but we are all buckling down and pulling through together not just as companies but as an industry.



*FPFC 2022 Apprentice Class: Katie Gagnon of Grocery Outlet, Joseph Cowle of B&C Fresh, Jared Bernardi of Bonduelle Fresh Americas, Kyle Lane of Westfalia, Charles Rowland of Fowler Packing, John Grecco of Produce Business, Daniel Rosinski of Progressive Produce, Kyle Morris of Albertsons, Luis Gonzalez of SunFed, Bailey Slayton of Country Sweet Produce, Sandra Aguilera of Calavo, and Kathleen Ezell of Wonderful Citrus.*



*Learning about the Food Supply chain on a global scale and everything that goes into getting the produce on the shelves.*



*At the FPFC Expo Breakfast with my mentor, Cat Gipe-Stewart.*

**About the FPFC Apprentice Program**



*In an effort to help prepare the industry leaders of tomorrow, the Fresh Produce & Floral Council has established the FPFC Apprentice Program, a benefit offered to member companies for individuals across all sectors of the industry, from sales to accounting and food safety to logistics.*

*The FPFC Apprentice Program was designed to provide a complete overview of the supply chain, as well as professional skills and networking opportunities to professionals looking to increase their knowledge of the industry and develop the skills and understanding to take on leadership roles. Each Apprentice is assigned an industry mentor to facilitate introductions at networking events and provide guidance and feedback during the program.*



*Learning all about PACA during our session at the NorCal Luncheon.*



# Peach Update

## Sweeten Your Summer with Our Southern Peaches

BY: MIKE BLUME



Keystone Fruit Marketing has been marketing and selling peaches since the early 1980s – we know peaches! Keystone currently sells peaches from South Carolina, Georgia, Alabama, West Virginia, Maryland, and Pennsylvania. We expect to get started with our Southern peaches in mid-May and go through early September. The start of this coming season will be challenging. Cold weather in March has affected the crops in all the Southern growing regions.

Supplies are expected to be limited, possibly very limited, getting started. But by mid-June, the growers are optimistic they will all have a very nice crop. Please reach out to your Keystone Sales Manager so we can start planning early, to assure we can cover your needs as the season gets started!

We mostly pack peaches in 25lb volume filled cartons, but we have noticed a growing popularity in consumer 2lb bags. We also pack 2-layer trays and some specialty packs for selected retailers. Keystone sells peaches to retailers, wholesalers, and food service companies up and down the East Coast and to the Midwest. Many buyers appreciate the short transit time as peaches are picked, cooled, packed, shipped, and delivered, usually all within a few days! We value our relationships with our grower partners and our customers. We pride ourselves on the integrity we carry through all of those relationships. Working together, providing our customers with our growers' peaches, so their customers can enjoy the exceptional quality fresh Southern / Eastern Peaches, is what we love to do at Keystone!

# Q and A with Dan Borer

from Keystone Fruit Marketing

Keystone Fruit Marketing, a division of Progressive Produce, is known for its year-round onion program. And no one knows their Walla Walla Sweet Onions better than commodity manager **Dan Borer**. Sales and marketing manager **Andrea Scroggs** sits down to talk to him about the upcoming Walla Walla season and what makes this sweet onion so special.



## ANDREA SCROGGS

Sales and Marketing Manager



### ANDREA SCROGGS: WHAT CAN YOU TELL US ABOUT THE OUTLOOK OF THIS YEAR'S CROP SO FAR?

**Dan Borer:** Good quality and an early start.

### AS: I'VE HAD THE PERSONAL HONOR OF WORKING WITH THIS UNIQUE GROUP OF GROWERS—ALL DIFFERENT BACKGROUNDS AND PERSONALITIES – COMING TOGETHER TO PROVIDE A BEAUTIFUL ONION FOR OUR CUSTOMERS. CAN YOU TELL US A LITTLE BIT ABOUT THEM AND WHAT IT'S BEEN LIKE FOR YOU TO WORK CLOSELY WITH THEM OVER THE LAST SEVERAL YEARS?

**DB:** These are second and third-generation growers who are building on experience of the past, and they are putting their stamp on the crop with modern farming and management practices with impressive results.

### AS: WHAT MAKES THE WALLA WALLA SWEET ONION SO SPECIAL? HOW IS IT DIFFERENT FROM OTHER ONIONS IN KEYSTONE'S PROGRAM?

**DB:** Because Walla Walla's are an open-pollinated onion, we grow our own seed which brings a whole other level of care that it takes to produce a good quality sweet onion.

### AS: WE CAN'T FORGET ABOUT THE HEIRLOOM ROSE! WHAT CAN YOU TELL US ABOUT THIS ONION?

**DB:** Like a Walla Walla sweet, the Rose sweet bulbs are hand-selected for seed which though it's a pain-staking undertaking, has produced an outstanding tasting sweet onion.

### AS: WHAT IS YOUR FAVORITE WAY TO USE WALLA WALLA SWEET ONIONS IN YOUR KITCHEN?

**DB:** Bar none grilled!

### AS: ANYTHING NEW FOR THIS SEASON, OR ANYTHING ELSE YOU'D LIKE TO ADD?

**DB:** We are seeing a trend in general on onions to move to smaller consumer packaging. For this reason, we have made a big investment in equipment at the packinghouse to meet this demand.



# WTF DO I DO WITH

{what the fork}

## Nature's Bounty Organic Lemons, Limes, and Oranges



### INGREDIENTS

- 1 (2lb) bag of Nature's Bounty Organic Lemons
- 1 (1lb) bag of Nature's Bounty Organic Limes
- 1 (4lb) bag of Nature's Bounty Organic Valencia Oranges
- 1 medium watermelon
- 2 (3oz) packages lemon Jell-O
- 2 (3oz) packages lime Jell-O
- 2 (3oz) packages orange Jell-O
- 2 (3oz) packages watermelon Jell-O
- 1 cup boiling water
- 1 cup vodka
- 1/2 cup ice cold water

Prep Time: 30 minutes

Cook Time: 3 hrs

Servings: A party's worth!

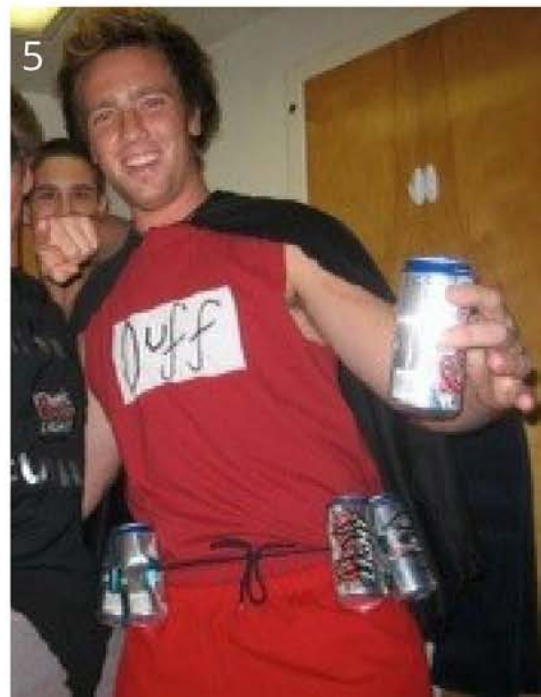
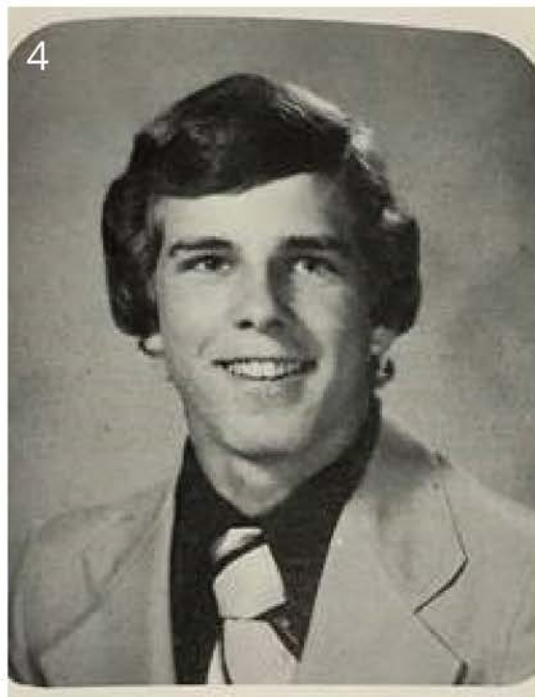
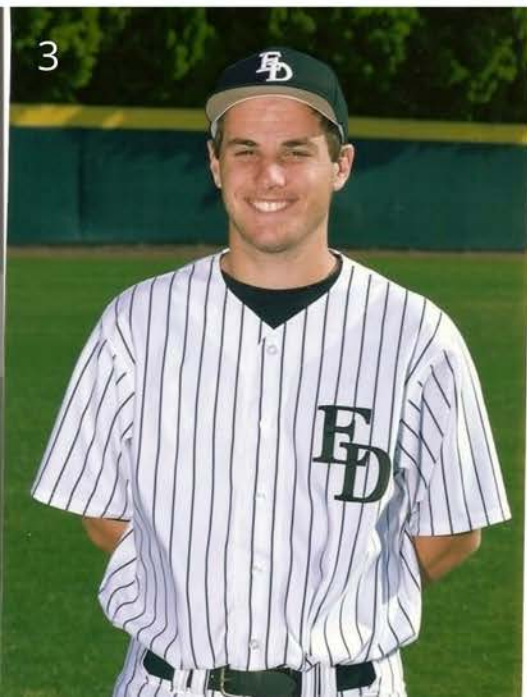
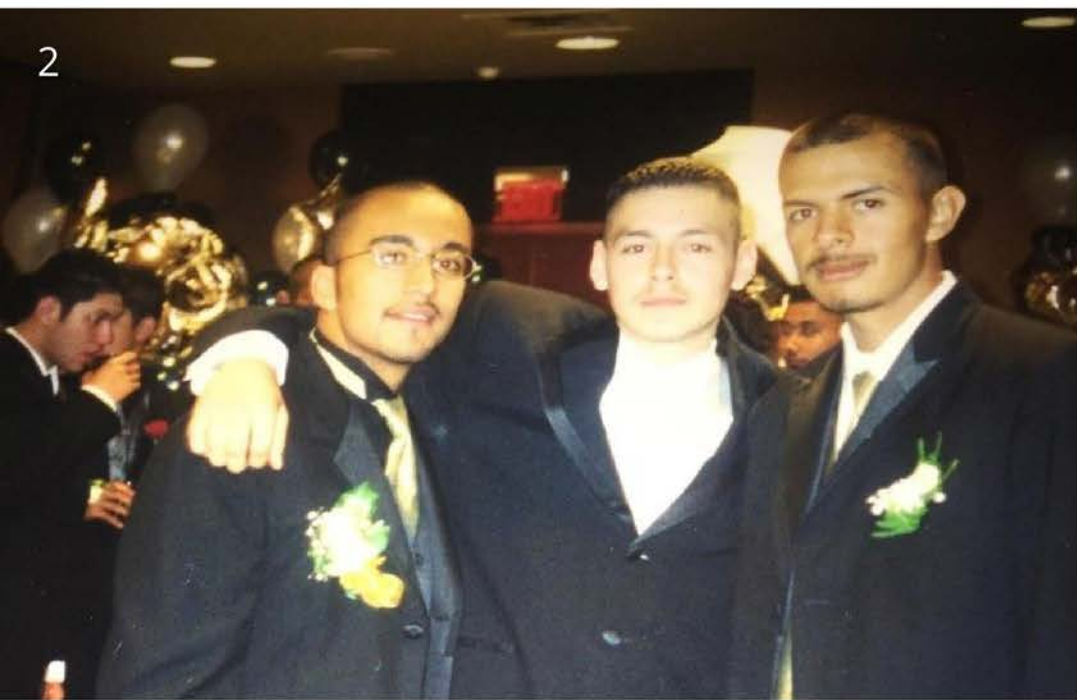
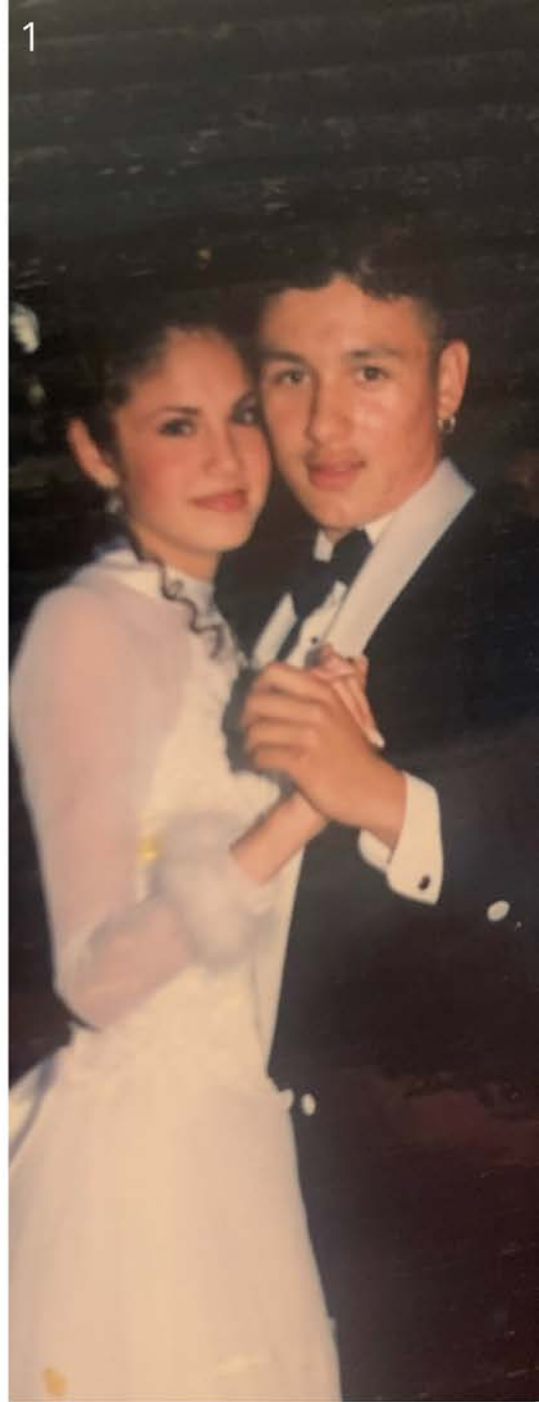
### DIRECTIONS

1. Cut the fruit in half lengthwise. Using a juicer, juice the lemons, limes, and oranges out into separate containers. Set aside.
2. Use a spoon to scoop out most of the remaining pulp, but be careful not to damage the rind. Place each hollowed half of fruit in a muffin tin cup to keep them upright once you add your gelatin mixture.
3. For the watermelon, use a spoon to scoop out the flesh and place in a blender. Blend until smooth and set aside. Set your hollowed watermelon halves in large bowls to keep them upright once you add your gelatin mixture. Set your hollowed watermelon halves in large bowls to keep them upright once you add your gelatin mixture.
4. Mix the 1¼ cup boiling water with the lemon gelatin, stirring until completely dissolved. Add ½ cup lemon juice, 1 cup vodka, and ½ cup cold water. Stir until cooled. Repeat with each fruit flavor in separate bowls.
5. Pour the gelatin mixture into each fruit half so that they are completely full. Carefully place muffin tins and bowls into the refrigerator and chill until fully set.
6. When ready to serve, remove your fruit from the refrigerator and turn them over on a cutting board. Using a sharp, warm, non-serrated knife, slice into wedges by cutting in a swift, fluid motion. Share and enjoy with friends on a warm summer day!

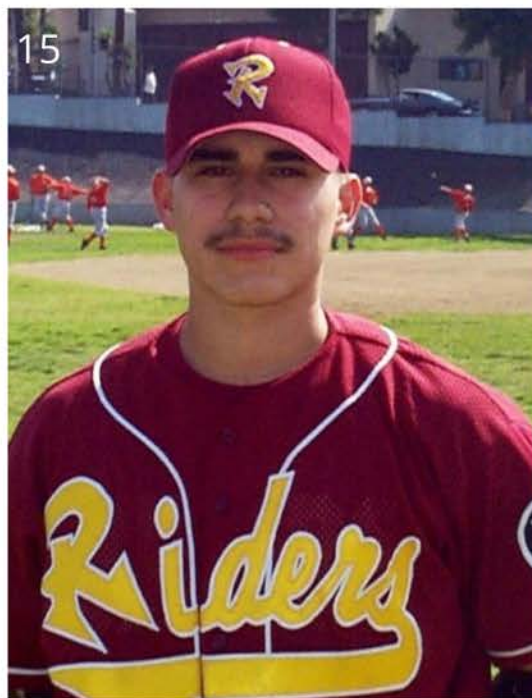
# GUESS WHO

*high school edition*

Find the answers on the bottom of page 39







# Your benefits. Your way.

AT HOME  |  ON THE GO



Stay on top of your health care, when and where it works for you.



## Understand and manage your benefits

- Review benefits and coverage details specific to your plan.
- See what your health care costs, how much is covered by your plan and where you are with your deductible and out-of-pocket maximum.
- View and pay claims for your whole family.
- Access your ID card whenever you need it.



## Connect to care and stay healthy

- Find in-network providers, including those offering telemedicine services, as well as walk-in clinics and urgent cares near you.
- Get cost estimates before you get care.
- View ratings and reviews of providers.
- Talk with a doctor anytime by phone or video chat.
- Receive personalized reminders to help you improve your health.

## Register now to get started



Visit [myaetnawebsite.com](https://myaetnawebsite.com) to register for your member website.



Get the **Aetna Health<sup>SM</sup>** app by texting **"AETNA"** to **90156** to receive a download link. Message and data rates may apply.\*

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# Q2 Anniversaries

Years of Service Through 2022



**Chuy Montoya**  
45yrs



**Eddie Garcia**  
20yrs



**Joey Jackson**  
15yrs



**Jessica Parra**  
5yrs

ROMUALDO GONZALEZ	36YRS
RICOBERTO MEZA HERNANDEZ	32YRS
MIGUEL LOPEZ	26YRS
TINA MARTIN	24YRS
JOSE L QUEVEDO	23YRS
DAVE WALKER	23YRS
BRENDA SPIDEL	21YRS
ATILIO CALDERON	21YRS
CESAR G PACHECO HERNANDEZ	17YRS
GUILLERMO H GARCIA	17YRS
JOSE GABRIEL LUNA	17YRS
JESUS ESCOBAR	17YRS
BEATRIZ CUTIERREZ	16YRS
JUAN M CHAVEZ	13YRS
CORY STAHL	13YRS
SHAWN RIKER	12YRS
LUIS MERCADO	11YRS
HERNAN CALDERON CRUZ	11YRS
JOSE MORALES JR	11YRS

VERONICA RODARTE	11YRS
ANDY WEBB	11YRS
JUAN BRAVO	11YRS
STUART GUERRA	11YRS
SANDRA ROBLES	9YRS
ALEJANDRO PEREZ	8YRS
ROBERTO CASTANEDA	8YRS
MIYUKI ESCOBAR	8YRS
JOEL CARREON	7YRS
ARACELI MICHEL RODRIGUEZ	7YRS
ROBERTO MARTINEZ	7YRS
SHANNON BANTUCAN	6YRS
CAROLYN GAGNON	6YRS
DENYS BOLANOS	6YRS
DAVID I LUNA	5YRS
OSCAR GERARDO ORDONEZ	5YRS
VINCENT THOMAS SALDANA	5YRS
SEAN BARGANSKI	5YRS
BARYA HOEL	4YRS

ARTURO CORONADO PEREZ	4YRS
SARAI GARCIA	4YRS
TARA OLSON	4YRS
HERIBERTO HIDALGO	4YRS
ALAN WONG	4YRS
JOSE ALBERTO ROMERO GARCIA	4YRS
DURCMON TREVARR KIRK	4YRS
ROBIN ANN OWENS	4YRS
ANTHONY AGRELANO	3YRS
MARIO E HERNANDEZ PENA	3YRS
SULEMA ALVAREZ-SALINAS	3YRS
VELEYIN DELAO FLORES	3YRS
DENISE PALMER	3YRS
CAROLINA CARRILLO	3YRS
RUBEN HINOJOSA	3YRS
TYLER STEELE	3YRS
DOMONIC DEFRANCO	3YRS
ADAN DE LA TOREE IBANEZ	2YRS
BENITO RODRIGUEZ	2YR



# Birthdays

## April

- 1 - Galo Ibarra Yanez
- 2 - Yolanda Vargas Martinez
- 3 - Heriberto Hidalgo
- 5 - Alan Pizana
- 8 - Roberto Castaneda and Brenda Spidel
- 9 - Jose Quevedo
- 10 - Ralph Tafolla
- 13 - Mirian Luna

- 14 - Jorge Sanchez
- 15 - Ramon Pena Juarez
- 17 - Araceli Michel Rodriguez
- 18 - Alejandro Menchu
- 19 - Esteban Montoya and Paul Boulanger
- 21 - Noemi Diaz
- 22 - Bismarck Guadalupe Espinoza Cuadra Jr
- 23 - Jose Alberto Romero Garcia
- 24 - Sonia Ramirez Chicas
- 26 - Tyler Steele
- 30 - Raymundo Flores

## May

- 1 - Alejandro Perez
- 6 - Alexiss Scott Gonzalez
- 10 - Antonio Jara Vazquez, Jose Montoya, and Joey Jackson
- 17 - Edgar Guerra and Julio Escobar
- 19 - Robert Barratt
- 20 - Juan Raul Leon Balbuena
- 25 - Juan Bravo
- 27 - Andrew Rorie
- 28 - Atilio Calderon
- 29 - Alex Taxis

## June

- 1 - Andrea Scroggs
- 2 - Israel Parra Garcia and John Spigler
- 3 - Gabriela Nino De Rivera
- 4 - Daniel Borer
- 6 - Norberto Veronica Bustos and Luis Alcides Escobar Canales
- 7 - Alejandro Gonzalez
- 9 - Jason Adrian Cornejo and Willy Tol Iboy

- 12 - Miguel Lopez and Ken Adams
- 19 - Denys Bolanos
- 24 - Juan Pablo Gonzalez
- 25 - Daniel Rosinski
- 26 - Pablo Moreno Martinez and Maria Cedeno Montes
- 27 - Sarai Garcia

### Guess Who: High School Edition Answers

1. Beatriz Gutierrez 2. Jesse Montoya 3. Ryan Conlon 4. Mike Blume 5. Jordan Barta 6. Jaime Greger 7. Amanda Nojadera 8. Amanda Gerondale 9. Jason Dickson 10. Gabriel Andrade 11. Tyler Steele 12. Oscar Guzman 13. Daniel Rosinski 14. Juan Angulo 15. Francisco Figueroa 16. Alan Pizana 17. Arturo Coronado 18. Sarai Garcia 19. Scott Leimkuhler





# Rooted PB&J Day



On April 27th, we packed 400 lunches for those in need! Special thanks to our amazing team for volunteering and donating supplies, Border X Brewing for hosting the event, and Heart of Compassion for helping distribute the lunches!

## Upcoming Events

Q3: Back-to-School Drive

Q4: Thanksgiving Baskets and Toys for Tots

You can also volunteer to distribute food  
every Tuesday and Wednesday  
9 am - 11:30 am  
600 S. Maple Avenue  
Montebello, CA 90640







# *1st Annual Softball Matchup!*

**VS**

**PEACHTREE**

**LA MIRADA**

**SATURDAY, SEPTEMBER 17TH**

LOCATION AND TIME TBD

---

## **WANT TO JOIN A TEAM?**

REACH OUT TO OUR TEAM MANAGERS:

**FRANCISCO FIGUEROA - PEACHTREE**

**TYLER STEELE - LA MIRADA**