



**Schreiber Foods, Inc.**  
400 North Washington Street  
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United States of America  
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schreiberfoods.com

January 7, 2022

Dear Valued Customer,

We are experiencing an unprecedented surge in demand for cream cheese products and are temporarily unable to fully meet your needs for specific items. Therefore, our team is putting an allocation process in place to try and give you a consistent stream of product.

As a result of this allocation, please find attached your weekly allotment by ship to and item number for your Schreiber cream cheese items. Cream cheese orders need to be placed with regular lead time Monday through Thursday. Unfortunately we will not be able to support order changes through this allocation. Schreiber will monitor orders to the allotted amounts.

We are doing the utmost to lessen the impact to you and are excited to be adding cream cheese capacity to our network in the coming months. These investments will provide us the increased capacity we need ongoing, but demand is expected to exceed our capacity for the first half of this year.

We are truly sorry for the disruption this causes you. Servicing you our customer, is extremely important to Schreiber. We value our business relationship and partnership with you. Thank you for your patience as we work through this situation.

Best Regards,

A handwritten signature in black ink, appearing to read "Trevor Farrell".

**Trevor Farrell**  
SVP and Chief Commercial Officer

**Date:** January 21, 2022

**To:** IPAP Distributors

**Re:** Schreiber Foods – Shortages and Cream Cheese Allocations

Dear Valued Partners,

As you are well aware, the pandemic and the fallout from it have not eased in the New Year. There continues to be challenges with labor, production, and transportation across our industry. Many suppliers find themselves navigating between the need to produce enough product to meet demand while also providing a safe work environment for their employees. As such, Schreiber Foods has presented IPAP with an update regarding their production challenges and a policy they are implementing in the hopes of addressing those issues.

As one of the largest producers of cream cheese in the U.S., Schreiber has faced a lot of challenges in this category over the last year. Demand for cream cheese has soared and drastically affected their forecasting and operational schedule which has affected customer fill-rates. To help address these matters, Schreiber is implementing an allocation process to provide a consistent stream of product to their customers. This policy will go into effect for orders placed on or after January 24, 2022.

IPAP will continue to monitor this situation and communicate any updates to you as soon as they are available. We continue to strive towards providing the best experience for you through these demanding times and we appreciate your ongoing support!

Regards,



Lynette Girvan  
SR VP Sales and Procurement



Colette D. Ramsey  
Director of Member Development