



To: Our Valued Customers

From: Chris McFadden, Sr. Director of Foodservice Sales Lassonde Pappas

Date: January 10, 2023

Re: Portfolio Optimization update

As part of ongoing initiatives to help bolster operational excellence through optimization, alignment of our processes and the simplification of our offerings, we will be replacing the entirety of our 48/5.5oz CAN assortment with a new assortment that features the same formulations in 24/7.2oz CAN packaging configuration. **These changes are happening across all brands and channels.**

Below you will find a list of all outgoing 5.5oz PET items from our Ruby Kist label along with tentative conversion timelines for the new 24/7.2oz assortment. Attached to this email is a price list featuring all of the new 7.2oz items along with product codes:

Description	Current/Outgoing LPC # (5.5oz)	Replacement LPC # (7.2oz)
Cranberry Cktl 27% Juice	1404805RK	1402475RK
Grapefruit 100% Juice	3104805RK	3102475RK
Prune 100% Juice	3304805RK	3302475RK
Prune 100% Juice – CA Compliant Formula	3324805RK	3322475RK
Grape 100% Juice	3404805RK	3402475RK
Apple 100% Juice	3604805RK	3602475RK
Tomato 100% Juice	5334805RK	5332475RK
Vegetable 100% Juice	5404805RK	5402475RK
Orange 100% Juice	6004805RK	6002375RK
Pineapple 100% Juice	6304805RK	6302475RK

Currently we are planning for a production window between 1.16.23 and 2.6.23 for all 7.2oz RK items. This production schedule should result in the following ship ready dates across our internal sites:

- 2.13.23 – Ship Ready from New Jersey
- 2.20.23 – Ship Ready from Arkansas
- 2.27.23 – Ship Ready from California



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Please keep in mind this is a soft conversion that will be monitored by our customer service team. As our 5.5oz inventories are fully depleted our customer service team will begin offering 7.2oz substitution items.

Thank you for your continued support. If you have any questions, please reach out to your regional Lassonde Pappas Sales Manager or someone from the local Key Impact Sales Team.

Best regards,

Chris McFadden
Senior Director of Foodservice Sales, Lassonde Pappas