



DANONE
NORTH AMERICA
AWAY FROM HOME

All kinds of better™

BLUEPRINT FOR SUCCESS

VERSION 5



DANONE NORTH AMERICA

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DANONE
NORTH AMERICA

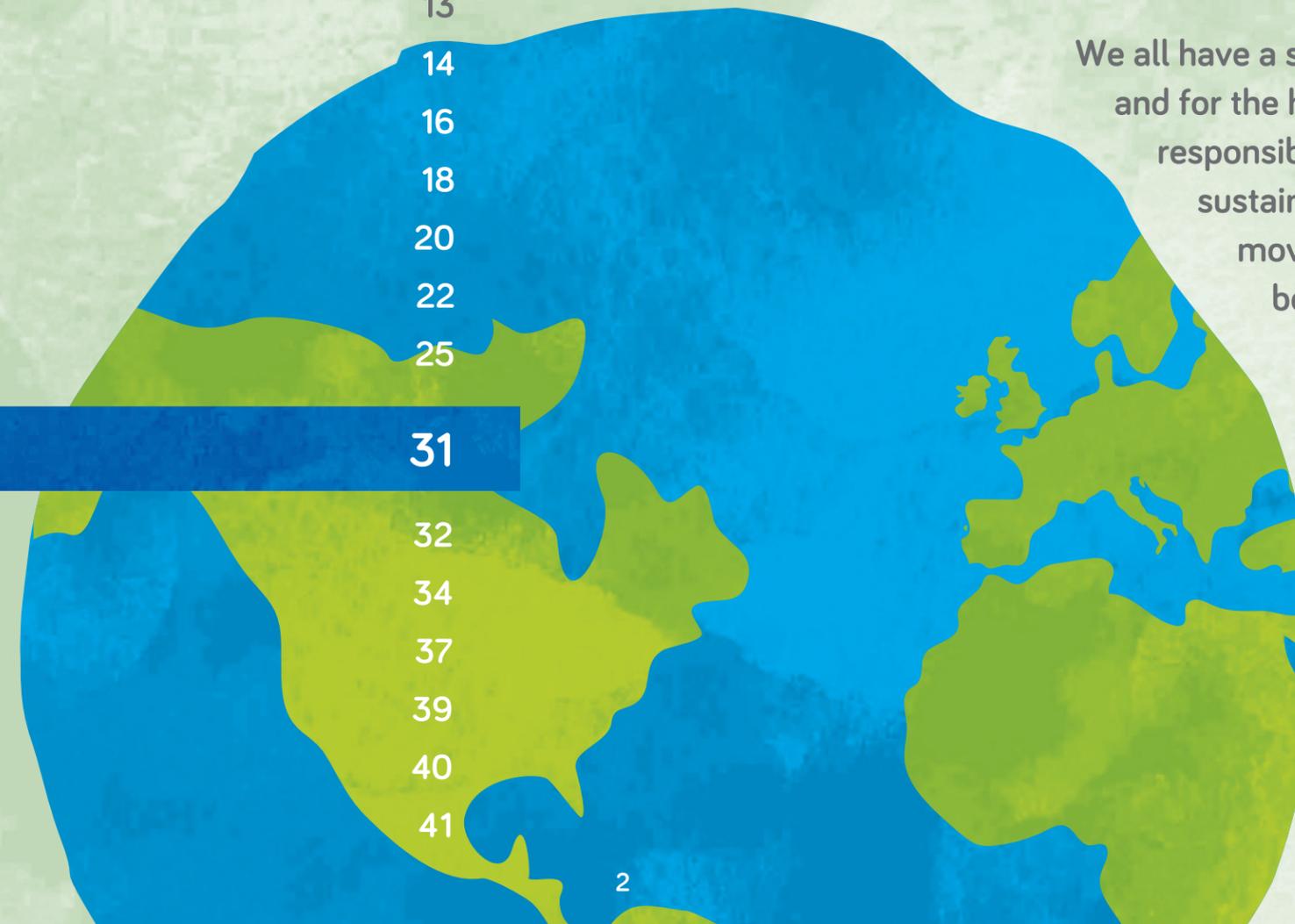
A DIFFERENT KIND OF FOOD COMPANY

**ONE PLANET.
ONE HEALTH.**

We all have a stake in food– for both our own health and for the health of the world. We are collectively responsible for adopting healthier and more sustainable habits. Danone leads the food movement to follow the vision behind its signature–

ONE PLANET. ONE HEALTH.

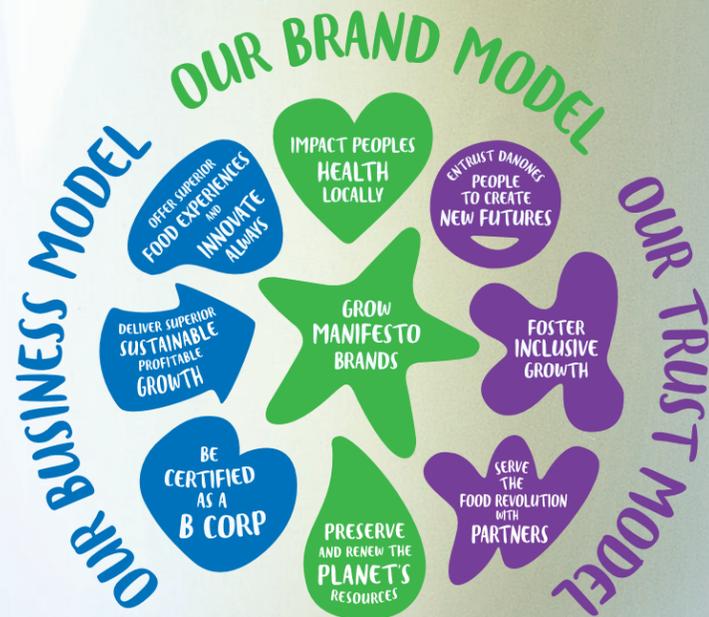
Each time we eat and drink, we can vote for the world we want to live in.



DANONE OVERVIEW

Danone is a Global Leader with a Unique & Health-Focused Portfolio in Food & Beverages

BRINGING HEALTH THROUGH FOOD TO AS MANY PEOPLE AS POSSIBLE



BRANDS YOU LOVE & TRUST

Our products are everywhere and for everyone. Our food nurtures, sustains and delights all ages at any time of day. We proudly stand by our products and services as a guarantee of quality and integrity.

YOGURT



COFFEE & CREAMER



PLANT-BASED



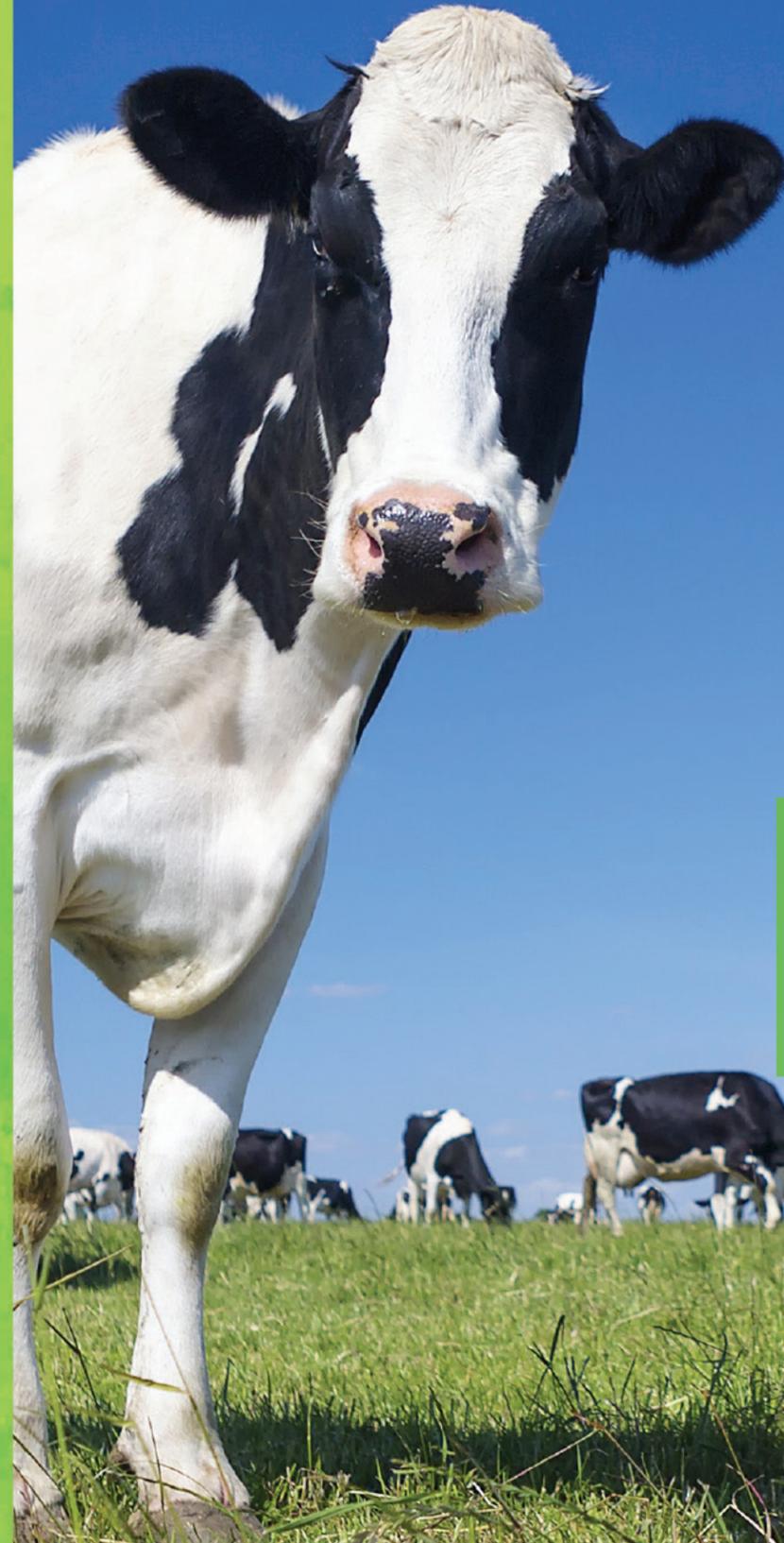


CERTIFIED B CORP™ SINCE 2018



Competing not just to be the best in the world, but also the best for the world.

Over 5,000 companies worldwide are certified by nonprofit B Lab.¹



BEING A CERTIFIED B CORP™ MEANS...

B Corporations are for-profit companies certified by the nonprofit B Lab® for meeting rigorous standards related to:



ENVIRONMENTAL PERFORMANCE



SOCIAL COMMITMENT



PUBLIC TRANSPARENCY



CORPORATE GOVERNANCE

B Corp™ businesses adopt a strong legal framework for stakeholder governance and a dedicated mission to help our planet.

B Corp™ status solidifies Danone's competitive advantage by differentiating our business as a force for social good.

WHAT DOES B CORP™ MEAN FOR COMPANY SUCCESS?

B Corp™ Food & Beverage brands grow faster than category average²

Sustainably-marketed CPG products grow more than

5x

faster than others³

1. B Lab Global Site
2. CircleUp B Corp Business Performance Blog, 8.5.20.
3. NYU Stern Research on IRI Purchasing Data (2013-18), 3.11.19.

OUR SUSTAINABILITY EFFORTS



Regenerative Agriculture & Reusable Supply Chain

- Restoring soil & water health and protecting biodiversity
- Reducing food & plastic waste through circular packaging and optimized distribution channels
- Supporting communities by improving access to potable water, fighting malnutrition and sourcing ingredients locally

Reducing Carbon Emissions

- Cutting greenhouse emissions and sequestering carbon
- Expanding our healthy and plant-based product portfolio
- Operating two zero waste-to-landfill facilities

Our Food Revolution to Protect the Environment

Accomplishments:

- Our Silk Brand has helped restore over 8.7 billion gallons of water to nature
- Over \$2 billion invested in a climate acceleration plan
- Danone Ecosystem Fund funding over \$200 million for 60,000 people
- Evian is carbon neutral

Sustainable Operations:

- Danone has cut its carbon intensity by 46% since 2007
- Over 80% of our packaging is recyclable, reusable, or compostable
- 90% of our products are in healthy categories
- 100% of the electricity in our manufacturing facilities is from renewable resources

Goals

- Reach net zero carbon emissions company-wide by 2050
- Cut food waste in half and be full B Corp™ certified by 2030

BRANDS POSITIONED TO WIN

COFFEE & CREAMER



STOK

Top coffee brand for customer repeat rate¹



#1 Creamer brand in Foodservice²



LAND O LAKES[®]

More than doubled in sales over the last year²

PLANT-BASED



Silk

#1 Plant-based beverage brand in Foodservice²



+33% over the last year, 35 years of leadership²



#1 Brand In Natural Mayo In Conventional & Natural Channels³

YOGURT

Danone is the #1 US market leader in Yogurt¹



Danimals[®]

#1 yogurt brand for kids, +65% vs. prior year¹



DANNON[®]

Dannon & Dannon Creamy +45% vs. prior year¹



BLEND GREEK YOGURT
OIKOS[®]

+50% vs. prior year¹



ACTIVIA[®]

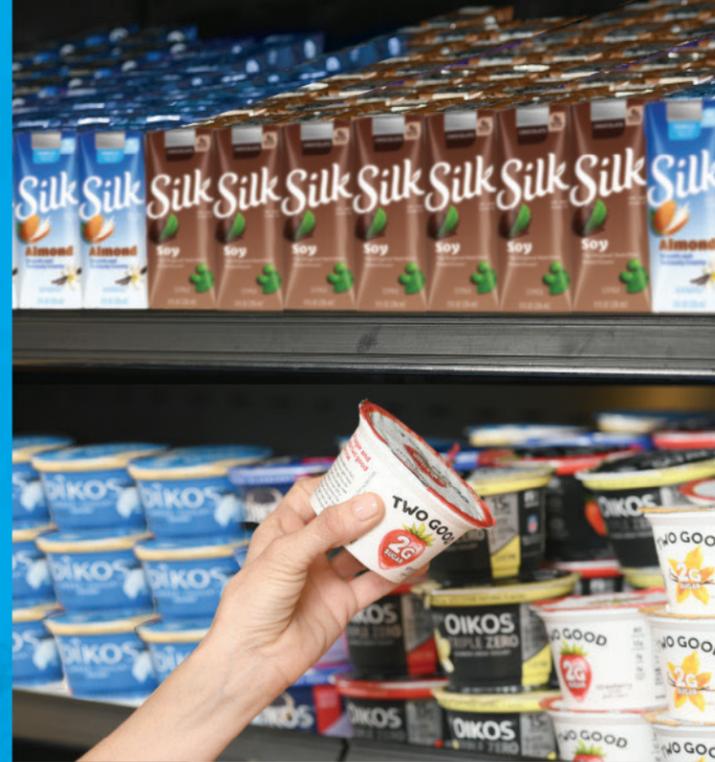
#1 Probiotic yogurt brand²



#1 Smart Calorie yogurt brand²

FOODSERVICE PRIORITIES

NON-COMMERCIAL
&
COMMERCIAL



1

Top 10,000
Operator Playbook
Initiative

+2 SKUS
PER ACCOUNT

2

Execute Contract
Wins Across
Yogurt & Creamer



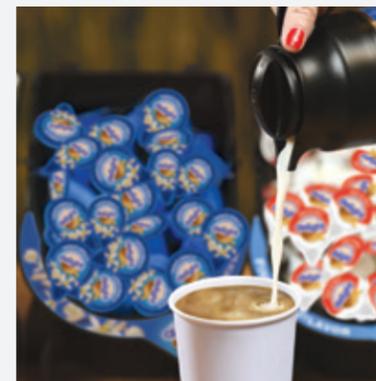
3

Drive New Item
Distribution

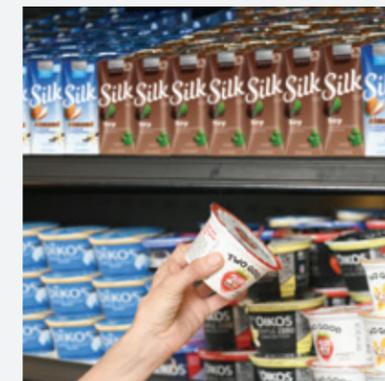


ACROSS

COUNTER



COOLER



BACK OF HOUSE



EXECUTION PRIORITIES

HEALTHCARE

HOSPITAL/ACUTE CARE

DYSPHAGIA PATIENTS

COMPETITIVE
COMPARISON CHART

LONG TERM CARE

LODGING

FULL SERVICE

LIMITED SERVICE

COLLEGE & UNIVERSITY

K-12

COMMERCIAL

FOLLOW
YOUR HEART



HEALTHCARE

The diverse needs for healthcare patients, staff, and visitors require a variety of reliable products. With the increasing importance of on-the-go items, pre-prepared foods, and customizable food stations, it is crucial that hospitals and senior living facilities carry a large range of products to enhance the patient and guest experience. Danone's extensive portfolio covers these healthcare operators' food needs, whether served on a patient tray, offered in the dining room, or sold in the cafeteria.



HOSPITAL/ACUTE CARE

RECOMMENDED PRODUCTS PRIORITY 1:

BEVERAGE & COFFEE COUNTER

PORTION CONTROL CREAMER

- | | | | | |
|--|----|--|--|--|
|  <p>1</p> | OR |  <p>2</p> |  <p>3</p> |  <p>3</p> |
| <p>HALF & HALF
384CT
#136469</p> | | <p>ORIGINAL
384CT
#136958</p> | <p>VANILLA
288CT
#136951</p> | <p>HAZELNUT
288CT
#136955</p> |

PLANT-BASED BEVERAGES & CREAMER

- | | | | |
|---|---|---|---|
|  <p>1</p> |  <p>2</p> |  <p>3</p> |  <p>4</p> |
| <p>LAND O LAKES
HALF & HALF
32OZ 12CT
#136961</p> | <p>SILK ESL OAT
ORIGINAL
59OZ 6CT
#194373</p> | <p>SILK ALMOND ESL
ORIGINAL 64OZ 6CT
#136429
Alternate:
SILK ALMOND ASEP
VANILLA 32OZ 6CT
#136463</p> | <p>SILK SOY ESL ORIGINAL
64OZ 6CT #136926
Alternate:
SILK SOY ASEP ORIGINAL
32OZ 12CT
#136918</p> |

BULK CREAMER

- | | |
|--|---|
|  <p>1</p> | <p>INT'L DELIGHT
VANILLA ESL
96OZ 3CT
#136945
Alternate:
INT'L DELIGHT
HALF & HALF ESL
96OZ 3CT
#136471</p> |
|--|---|

BULK COFFEE

- | | |
|--|---|
|  <p>1</p> | <p>STOK ESL COLD
BREW VANILLA
2x1.5 GAL UTZSG
#136818
Alternate:
STOK ESL COLD BREW
BLACK 2x1.5 GAL
UTZSG
#136816</p> |
|--|---|

PRIORITY 2:

COOLER & PATIENT FEEDING TRAY

YOGURT

GREEK

- 1  TZ STRAW 5.3OZ #98431
Alternate: TZ VANILLA 5.3OZ #98429
- 2  OIKOS CORE VANILLA 5.3OZ #171869
Alternate: OIKOS CORE STRA/BLUE/CHY 12X5.3OZ #175517
- 3  LIGHT + FIT GREEK VANILLA 12X5.3OZ CLUB #718697
Alternate: TWO GOOD GREEK VANILLA 5.3OZ #153066
- 4  OIKOS CORE STRAWBERRY 4OZ #201171
OIKOS CORE VANILLA #201170
OIKOS CORE BLUEBERRY #201172

TRADITIONAL

- 1  LIGHT + FIT STRAWBERRY 5.3OZ #113050
Alternate: LIGHT + FIT VANILLA 5.3OZ #113053
- 2  DANN VANILLA CLASSIC 5.3OZ #119060
Alternate: DANN STRAWBERRY FOB 5.3OZ #119009

PLANT-BASED

- 1  SD COCONUT VANILLA YOG 5.3OZ 12CT #140247
SILK ALMOND VANILLA YOG 5.3OZ 12CT #128479
SILK SOY VANILLA YOG 5.3OZ 12CT #128474

PLANT-BASED BEVERAGES

- 1  SILK ALMOND ASEP VANILLA 8OZ 18CT #136461
Alternate: SILK ALMOND ASEP DARK CHOC 8OZ 18CT #136460
- 2  SILK SOY ASEP CHOCOLATE 8OZ 18CT #136465
Alternate: SILK SOY ASEP VERY VANILLA 8OZ 18CT #136466

PRIORITY 3:

BACK OF HOUSE & PATIENT FEEDING TRAY

COMPLIMENTARY YOGURT

- 1  LIGHT + FIT STR/BLUE/RASP 12X4OZ AFH #11776
- 2  DANN CREAMY STRAW/VANILLA 48X4OZ #104658
- 3  ACTIVIA STR/PCH 4OZ AFH SS 24CT #16532
Alternate: ACTIVIA LT BLUE/STR/PCH 24X4OZ CLUB #78305

PLANT-BASED BEVERAGES

- 1  SILK ALMOND ASEP ORIGINAL 32OZ 6CT #136462
Alternate: SILK ALMOND ESL ORIGINAL 64OZ 6CT #136429
- 2  SILK SOY ASEP ORIGINAL 32OZ 12CT #136918
Alternate: SILK SOY ESL ORIGINAL 64OZ 6CT #136926
- 3  SILK ESL OAT ORIGINAL 59OZ 6CT #194373

BULK YOGURT

- TRADITIONAL**
- 1  DANN PRO BAG IN A BOX VANILLA 4X6LBS #96397
Alternate: DANN PRO BAG IN A BOX STRAW 4X6LBS #96398
- 2  LIGHT + FIT VANILLA 32OZ #5803
Alternate: LIGHT + FIT STRAW 32OZ #5805
- 3  DANN LOWFAT VANILLA 32OZ #5796
Alternate: DANN NONFAT 32OZ #5801
- GREEK**
- 1  DANN OIKOS PLAIN 32OZ 0% #57735
Alternate: DANN OIKOS VANILLA 32OZ 0% #57736
- 2  DANN OIKOS PRO BAG IN A BOX VANILLA 2X6LBS #96400
Alternate: DANN OIKOS PRO BAG IN A BOX PLAIN 2X6LBS #96399

MULTI-USE CREAMER

- 1  LAND O LAKES HALF & HALF 32OZ 12CT #136961

COMFORTING OPTIONS FOR DYSPHAGIA PATIENTS

14% to 18% of hospitalized patients have symptoms of dysphagia.¹ Nursing home patients are in the range of 30-60%.¹ Danone helps make it easy to provide nutrition, with yogurt options that meet IDDSI² texture levels your patients need.



Danone supports the care of patients and addressing challenges, including options for individuals with dysphagia, or swallowing difficulties. Our products are shown with IDDSI product designations to aid in your operation and deliver the products your patients love.

The IDDSI Framework

The IDDSI framework provides a common terminology for describing food textures and drink thickness to improve safety for individuals with swallowing difficulties.



1. NIH National Library of Medicine www.ncbi.nlm.nih.gov/books/NBK559174/

2. International Dysphagia Diet Standardization Initiative

These are NOT official IDDSI resources, educational materials or education programs and they are NOT meant to replace materials and resources on www.IDDSI.org.



GFS CODE	DANONE CODE	PRODUCT DESCRIPTION	PACK SIZE	FORMAT	IDDSI LEVEL **
DANACTIVE®					
153695		Danactive Vanilla Dailies 3.1 oz.	24/3.1 oz.	Drink	1
153696		Danactive Blueberry/Strawberry Dailies 3.1 oz.	24/3.1 oz.	Drink	
		Danactive Strawberry			1
		Danactive Blueberry			1
153697		Danactive Strawberry Dailies 3.1 oz.	24/3.1 oz.	Drink	1
ACTIVIA®					
175929		Activia Probiotic Drink Strawberry 7 oz.	8/7 oz.	Drink	1
DANNON®					
167517		Dannon Vanilla Nonfat Blend 32 oz. AFH	6/32 oz.	Bulk	3
167516		Dannon Strawberry Nonfat Blend 32 oz. AFH	6/32 oz.	Bulk	3
PRO BY DANNON®					
96398		Pro by Dannon Bag in Box Strawberry 6 Lbs.	4/6 Lb.	Bulk	3
DANNON® CREAMY					
104657		Dannon Creamy Raspberry/Cherry 4 oz. AFH	48/4 oz.	Cup	
		Dannon Creamy Raspberry			3
		Dannon Creamy Cherry			3
104658		Dannon Creamy Strawberry/Vanilla 4 oz. AFH	48/4 oz.	Cup	
		Dannon Creamy Strawberry			3
		Dannon Creamy Vanilla			3
199953		Dannon Creamy Strawberry 4 oz.	48/4 oz.	Cup	3
DANIMALS®					
73558		Danimals Straw Banana 4 oz. AFH FFS	48/4 oz.	Cup	3
73463		Danimals Strawberry 4 oz. AFH FFS	48/4 oz.	Cup	3
73559		Danimals Vanilla 4 oz. AFH FFS	48/4 oz.	Cup	3
SILK® DAIRY-FREE YOGURT ALTERNATIVE					
128479		Silk Almond Vanilla 5.3 oz.	8/5.3 oz.	Cup	3
128474		Silk Soy Vanilla 5.3 oz.	8/5.3 oz.	Cup	3
128489		Silk Soy Vanilla 24 oz.	6/24 oz.	Cup	3
ACTIVIA®					
14570		Activia Vanilla 4X4 oz.	24/4 oz.	Cup	3
14574		Activia Mixed Berry 4X4 oz.	24/4 oz.	Cup	3
SO DELICIOUS®					
140247		SD Coconut Vanilla 5.3 oz.	12/5.3 oz.	Cup	3
DANNON®					
5793		Dannon Plain Lowfat 32 oz.	6/32 oz.	Bulk	4
5796		Dannon Vanilla Lowfat 32 oz.	6/32 oz.	Bulk	4
5801		Dannon Nonfat 32 oz.	6/32 oz.	Bulk	4
DANNON® CLASSIC					
119060		Dannon Vanilla Classic 5.3 oz.	12/5.3 oz.	Cup	4
119061		Dannon Plain Lowfat Classic 5.3 oz.	12/5.3 oz.	Cup	4
PRO BY DANNON®					
96397		Pro by Dannon Bag in Box Vanilla 6 Lbs.	4/6 Lb.	Bulk	4
DANNON LIGHT + FIT®					
5803		LNF Vanilla 32 oz.	6/32 oz.	Bulk	4
113053		LNF Vanilla 5.3 oz.	12/5.3 oz.	Cup	4
SO DELICIOUS®					
128507		SD Coconut Unsweetened Plain 24 oz.	6/24 oz.	Cup	4
DANNON®					
5809		Dannon Natural Full Fat 32 oz.	6/32 oz.	Bulk	5
DANNON® FRUIT ON THE BOTTOM					
119009		Dannon Strawberry FOB 5.3 oz.	12/5.3 oz.	Cup	5
OIKOS® PRO BAG					
96400		Oikos Pro Bag in Box Vanilla 6 Lbs.	2/6 Lb.	Bulk	5

GFS CODE	DANONE CODE	PRODUCT DESCRIPTION	PACK SIZE	FORMAT	IDDSI LEVEL **
OIKOS® TRIPLE ZERO					
98429		Oikos Triple Zero Vanilla 5.3 oz.	12/5.3 oz.	Cup	5
98430		Oikos Triple Zero Mixed Berry 5.3 oz.	12/5.3 oz.	Cup	5
98431		Oikos Triple Zero Strawberry 5.3 oz.	12/5.3 oz.	Cup	5
98432		Oikos Triple Zero Peach 5.3 oz.	12/5.3 oz.	Cup	5
OIKOS® GREEK BLENDED					
201170		Oikos Greek Blended Vanilla 4 oz.	12/4 oz.	Cup	5
201171		Oikos Greek Blended Strawberry 4 oz.	12/4 oz.	Cup	5
OIKOS®					
57736		Dannon Oikos Vanilla 32 oz. 0%	6/32 oz.	Bulk	5
66542		Dannon Oikos Plain 32 oz. 4%	6/32 oz.	Bulk	5
171868		Oikos Core Strawberry 5.3 oz. 0%	12/5.3 oz.	Cup	5
171869		Oikos Core Vanilla 5.3 oz. 0%	12/5.3 oz.	Cup	5
171901		Oikos Core Peach 5.3 oz. 0%	12/5.3 oz.	Cup	5
171902		Oikos Core Plain 5.3 oz. 0%	12/5.3 oz.	Cup	5
175517		Oikos Core Strawberry 5.3 oz.	12/5.3 oz.	Cup	5
SILK® DAIRY-FREE YOGURT ALTERNATIVE					
128476		Silk Almond Peach 5.3 oz.	8/5.3 oz.	Cup	5
128478		Silk Almond Strawberry 5.3 oz.	8/5.3 oz.	Cup	5
128473		Silk Soy Strawberry 5.3 oz.	8/5.3 oz.	Cup	5
ACTIVIA®					
14569		Activia Strawberry 4X4 oz.	24/4 oz.	Cup	5
14571		Activia Blueberry 4X4 oz.	24/4 oz.	Cup	5
14573		Activia Peach 4X4 oz.	24/4 oz.	Cup	5
DANNON LIGHT + FIT®					
5805		LNF Strawberry 32 oz.	6/32 oz.	Bulk	5
113050		LNF Strawberry 5.3 oz.	12/5.3 oz.	Cup	5
113051		LNF Blueberry 5.3 oz.	12/5.3 oz.	Cup	5
113052		LNF Peach 5.3 oz.	12/5.3 oz.	Cup	5
78695		LNF Greek Strawberry 5.3 oz.	12/5.3 oz.	Cup	5
78696		LNF Greek Blueberry 5.3 oz.	12/5.3 oz.	Cup	5
78697		LNF Greek Vanilla 5.3 oz.	12/5.3 oz.	Cup	5
78699		LNF Greek Cherry 5.3 oz.	12/5.3 oz.	Cup	5
78700		LNF Greek Peach 5.3 oz.	12/5.3 oz.	Cup	5
81490		LNF Greek Toasted Coconut 5.3 oz.	12/5.3 oz.	Cup	5
81511		LNF Greek Key Lime 5.3 oz.	12/5.3 oz.	Cup	5
11934		LNF Strawberry & Peach Variety Pack	24/4 oz.	Cup	
		LNF Strawberry			5
		LNF Peach			5
11776		LNF Strawberry, Blueberry & Raspberry	48/4 oz.	Cup	
		LNF Strawberry			5
		LNF Blueberry			5
		LNF Raspberry			5
76572		LNF Strawberry Banana, Peach & Strawberry	48/4 oz.	Cup	
		LNF Strawberry Banana			5
		LNF Peach			5
		LNF Strawberry			5
DANNON LIGHT + FIT®					
76653		LNF Greek Vanilla 32 oz.	6/32 oz.	Bulk	6
OIKOS®					
57735		Dannon Oikos Plain 32 oz. 0%	6/32 oz.	Bulk	6
DANNON® FRUIT ON THE BOTTOM					
119010		Dannon Blueberry FOB 5.3 oz.	12/5.3 oz.	Cup	6
119051		Dannon Peach FOB 5.3 oz.	12/5.3 oz.	Cup	6
OIKOS® PRO BAG					
96399		Oikos Pro Bag in Box Plain 6 Lbs.	2/6 Lb.	Bulk	6

** The IDDSI framework provides a common terminology to describe food textures and drink thickness. <https://iddsi.org/framework>. Handling and processing variability may occur; we recommend following all storage & usage notes as indicated on product packaging. Products last tested with IDDSI framework 6/21/23. These are NOT official IDDSI resources, educational materials or education programs and they are NOT meant to replace materials and resources on www.IDDSI.org.

COMPETITIVE COMPARISON CHART



DANNON CREAMY	YOPLAIT TRAD	DANIMALS	YOPLAIT TRIX	DANNON CREAMY	UPSTATE TRAD	LIGHT + FIT REGULAR	YOPLAIT LIGHT	OIKOS 0% GREEK	CHOBANI 0% GREEK	DANNON BULK	YOPLAIT BULK	OIKOS CORE 0%	CHOBANI 0% GREEK
4 oz SERVING	6 oz SERVING	4 oz SERVING	4 oz SERVING	4 oz SERVING	4 oz SERVING	5.3 oz SERVING	6 oz SERVING	4 oz SERVING	4 oz SERVING	6 oz SERVING	6 oz SERVING	13g PROTEIN PER SERVING	11g PROTEIN PER SERVING
100 CALORIES	140 CALORIES	60 CALORIES	100 CALORIES	100 CALORIES	80 CALORIES	70 CALORIES	80 CALORIES	80 CALORIES	90 CALORIES	120 CALORIES	150 CALORIES	12g SUGAR PER SERVING/OZ	14g SUGAR PER SERVING/OZ
1.5g FAT	1.5g FAT	0g FAT	0.5g FAT	1.5g FAT	0g FAT	0g FAT	0g FAT	0g FAT	0g FAT	0g FAT	1g FAT	0g FAT PER SERVING	0g FAT PER SERVING
4g PROTEIN	5g PROTEIN	4g PROTEIN	3g PROTEIN	4g PROTEIN	3g PROTEIN	5g PROTEIN	5g PROTEIN	11g PROTEIN	9g PROTEIN	6g PROTEIN	5g PROTEIN	100 CALORIES PER SERVING	110 CALORIES PER SERVING
12g SUGARS	18g SUGARS	9g SUGARS	14g SUGARS	12g SUGARS	12g SUGARS	8g SUGARS	7g SUGARS	8g SUGARS	11g SUGARS	19g SUGARS	21g SUGARS	13g CARBS PER SERVING/OZ	15g CARBS PER SERVING/OZ
DANNON CREAMY FABs: ✓ KOSHER ✓ VITAMIN D ✓ GRADE A ✓ CERTIFIED GLUTEN FREE® ✓ NON-GMO PROJECT VERIFIED ✓ GOOD SOURCE OF CALCIUM ✓ LIVE & ACTIVE CULTURES		DANIMALS FABs: ✓ KOSHER ✓ VITAMIN D ADDED ✓ GLUTEN FREE ✓ 1.5% MILKFAT ✓ GRADE A ✓ CERTIFIED GLUTEN FREE® ✓ CONTAINS ACTIVE YOGURT CULTURES: S. THERMOPHILUS & L. BULGARICUS		DANNON CREAMY FABs: ✓ KOSHER ✓ VITAMIN D ✓ GRADE A ✓ CERTIFIED GLUTEN FREE® ✓ NON- GMO PROJECT VERIFIED ✓ GOOD SOURCE OF CALCIUM ✓ LIVE & ACTIVE CULTURES		LIGHT + FIT REGULAR FABs: ✓ KOSHER ✓ VITAMIN A&D ✓ 70 CALORIES ✓ 5G PROTEIN ✓ AT LEAST 40% FEWER CALORIES THAN AVERAGE FLAVORED NON-GREEK YOGURT ✓ GLUTEN FREE ✓ CERTIFIED GLUTEN-FREE® ✓ GRADE A 						OIKOS CORE FABs: ✓ KOSHER ✓ VITAMIN D ADDED ✓ GLUTEN FREE ✓ 50% MORE FRUIT ✓ GRADE A ✓ CERTIFIED GLUTEN-FREE® ✓ CONTAINS ACTIVE YOGURT CULTURES: S. THERMOPHILUS & L. BULGARICUS	

RECOMMENDED PRODUCTS

PRIORITY 1:

BACK OF HOUSE & COMPLIMENTARY

COMPLIMENTARY YOGURT



1 LIGHT + FIT STR/BLUE/RASP 12X4OZ AFH #11776
Alternate: LIGHT + FIT STR/PCH 24X4OZ AFH #11934



2 ACTIVIA STR/PCH 4OZ AFH SS 24CT #16532
Alternate: ACTIVIA LT BLUE/STR/PCH 24X4OZ CLUB #78305



3 DANN CREAMY STRAW/VANILLA 48X4OZ #104658
Alternate: DANN CREAMY CHER/RASP 48X4OZ AFH #104657



4 OIKOS CORE STRAWBERRY 4OZ #201171
OIKOS CORE VANILLA #201170
OIKOS CORE BLUEBERRY #201172

PLANT-BASED BEVERAGES



1 SILK SOY ASEP ORIGINAL 32OZ 12CT #136918
Alternate: SILK SOY ESL ORIGINAL 64OZ 6CT #136926



2 SILK ALMOND ASEP ORIGINAL 32OZ 6CT #136462
Alternate: SILK ALMOND ESL UNSWEET 64OZ 6CT #136459
SILK ALMOND ASEP VANILLA 32OZ 6CT #136463



3 SILK ESL OAT ORIGINAL 59OZ 6CT #194373

BULK YOGURT

TRADITIONAL



1 DANN LOWFAT VANILLA 32OZ #5796
Alternate: DANN PLAIN 32OZ #5793



2 LIGHT + FIT STRAW 32OZ #5805
Alternate: LIGHT + FIT VANILLA 32OZ #5803



3 DANN PRO BAG IN A BOX VANILLA 4X6LBS #96397
Alternate: DANN PRO BAG IN A BOX STRAW 4X6LBS #96398

GREEK



1 DANN OIKOS PLAIN 32OZ 0% #57735
Alternate: DANN OIKOS VANILLA 32OZ 0% #57736



2 DANN OIKOS PRO BAG IN A BOX VANILLA 2X6LBS #96400
Alternate: DANN OIKOS PRO BAG IN A BOX PLAIN 2X6LBS #96399

PLANT-BASED



1 SO DELICIOUS COCONUT PLAIN 24OZ 6CT #128531

MULTI-USE CREAMER



1 LAND O LAKES HALF & HALF 32OZ 12CT #136961

RECOMMENDED PRODUCTS

PRIORITY 2:

BEVERAGE & COFFEE COUNTER

PORTION CONTROL CREAMER



1 VANILLA 288CT #136951



2 ORIGINAL 384CT #136958

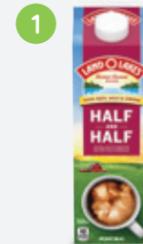


3 HALF & HALF 384CT #136469



4 HAZELNUT 288CT #136955

PLANT-BASED BEVERAGES & CREAMER



1 LAND O LAKES HALF & HALF 32OZ 12CT #136961



2 SILK ESL OAT ORIGINAL 59OZ 6CT #194373



3 SILK ALMOND ESL UNSWEET 64OZ 6CT #136459
Alternate: SILK ALMOND ASEP ORIGINAL 32OZ 6CT #136462



4 SILK SOY ESL ORIGINAL 64OZ 6CT #136926
Alternate: SILK SOY ASEP ORIGINAL 32OZ 12CT #136918

RECOMMENDED PRODUCTS

PRIORITY 3:

COOLER

YOGURT



1 LIGHT+FIT STRAW/BLU/PCH 24X5.3OZ CLUB #113393



2 OIKOS CORE STRA/BLUE/CHY 12X5.3OZ #175517



3 LIGHT + FIT GREEK STRAW/BLUE 12X5.3OZ CLUB #71538

LODGING

FULL SERVICE

The full-service lodging experience relies on flexible products used to provide exemplary guest service. Whether offered in an all-inclusive food & beverage area, served in room service, or used in culinary applications, Danone carries a large variety of quality products. Critical for full-service lodging, Danone's versatile products help reduce prep time, keep snack bars stocked, and keep catering needs running.

LIMITED SERVICE

The limited-service lodging experience relies on accessible products to quickly accommodate cost-conscious consumer needs. Whether served in a continental breakfast or given as complimentary items, Danone carries a large variety of quality products. Critical for limited-service lodging, Danone's affordable yet versatile products meet guests' simpler needs and help cut costs.



RECOMMENDED PRODUCTS PRIORITY 1:

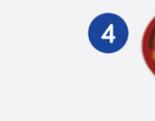
BEVERAGE & COFFEE COUNTER

PORTION CONTROL CREAMER

- 1 

HALF & HALF
384CT
#136469
- 2 

VANILLA
288CT
#136951
- 3 

ORIGINAL
384CT
#136958
- 4 

HAZELNUT
288CT
#136955

PLANT-BASED BEVERAGES & CREAMER

- 1 

LAND O LAKES
HALF & HALF
32OZ 12CT
#136961
- 2 

SILK ESL OAT
ORIGINAL
59OZ 6CT
#194373
- 3 

SILK ALMOND ESL
ORIGINAL 64OZ 6CT
#136429
Alternate:
SILK ALMOND ASEP
ORIGINAL 32OZ 6CT
#136462
- 4 

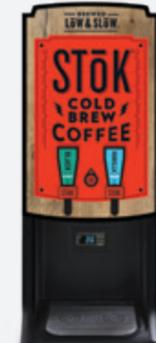
SILK SOY ESL ORIGINAL
64OZ 6CT #136926
Alternate:
SILK SOY ASEP ORIGINAL
32OZ 12CT
#136918

BULK CREAMER

- 1 

INT'L DELIGHT
VANILLA ESL
96OZ 3CT
#136945
Alternate:
INT'L DELIGHT
HALF & HALF ESL
96OZ 3CT
#136471

BULK COFFEE

- 1 

STOK ESL COLD
BREW VANILLA
2x1.5 GAL UTZSG
#136818
Alternate:
STOK ESL COLD BREW
BLACK 2x1.5 GAL
UTZSG
#136816

RECOMMENDED PRODUCTS

PRIORITY 2:

BACK OF HOUSE & COMPLIMENTARY

COMPLIMENTARY YOGURT



- 1 DANN LIGHT + FIT STR/BLEU/RASP 12X4OZ AFH #11776
Alternate: LIGHT + FIT STRAWBAN/PEACH/STRAW 12X4OZ CLUB #76572



- 2 ACTIVIA STR/PCH 4OZ AFH SS 24CT #16532
Alternate: ACTIVIA LT BLUE/STR/PCH 24X4OZ CLUB #78305



- 3 DANN CREAMY STRAW/VANILLA 48X4OZ #104658



- 4 OIKOS CORE STRAWBERRY 4OZ #201171
OIKOS CORE VANILLA #201170
OIKOS CORE BLUEBERRY #201172

PLANT-BASED BEVERAGES



- 1 SILK ALMOND ESL ORIGINAL 64OZ 6CT #136429
Alternate: SILK ALMOND ESL UNSWEET 64OZ 6CT #136459



- 2 SILK SOY ASEP ORIGINAL 32OZ 12CT #136918
Alternate: SILK SOY ESL ORIGINAL 64OZ 6CT #136926



- 3 SILK ESL OAT ORIGINAL 59OZ 6CT #194373

RECOMMENDED PRODUCTS

PRIORITY 2:

BACK OF HOUSE & COMPLIMENTARY

BULK YOGURT

GREEK



- 1 DANN OIKOS VANILLA 32OZ 0% #57735
Alternate: DANN OIKOS PLAIN 32OZ 4% #66542
DANN OIKOS VAN 32OZ 0% #57736



- 2 DANN OIKOS PRO BAG IN A BOX VANILLA 2X6LBS #96400
Alternate: DANN OIKOS PRO BAG IN A BOX PLAIN 2X6LBS #96399

TRADITIONAL



- 1 DANN PRO BAG IN A BOX VANILLA 4X6LBS #96397
Alternate: DANN PRO BAG IN A BOX STRAW 4X6LBS #96398



- 2 DANN LOWFAT VANILLA 32OZ #5796
Alternate: DANN NONFAT 32OZ #5801



- 3 SO DELICIOUS COCONUT PLAIN 24OZ 6CT #128531

MULTI-USE CREAMER



- 1 LAND O LAKES HALF & HALF 32OZ 12CT #136961

FULL SERVICE LODGING

RECOMMENDED PRODUCTS PRIORITY 3:

COOLER/CONCIERGE

YOGURT

GREEK

- 1  TZ STRAW 5.3OZ #98431
Alternate: TZ VANILLA 5.3OZ #98429
- 2  OIKOS CORE STRA/BLUE/CHY 12X5.3OZ #175517
Alternate: OIKOS CORE VANILLA 12X5.3OZ #171869
- 3  LIGHT + FIT GREEK STRAW/BLUE 12X5.3OZ CLUB #71538
- 4  OIKOS CORE STRAWBERRY 4OZ #201171
OIKOS CORE VANILLA #201170
OIKOS CORE BLUEBERRY #201172

TRADITIONAL

- 1  LIGHT + FIT STRAW/BLU/PCH 24X5.3OZ CLUB #113393
- 2  DANN STRAWBERRY FOB 5.3OZ #119009
Alternate: DANN BLUEBERRY FOB 5.3OZ #119010
- 3  DANN VANILLA CLASSIC 5.3OZ #119060
Alternate: DANN PLAIN LOWFAT FOB 5.3OZ #119061

PLANT-BASED BEVERAGES

- 1  SILK ALMOND ASEP VANILLA 8OZ 18CT #136461
Alternate: SILK ALMOND ASEP DARK CHOC 8OZ 18CT #136460
- 2  SILK SOY ASEP CHOCOLATE 8OZ 18CT #136465
Alternate: SILK SOY ASEP VERY VANILLA 8OZ 18CT #136466

LIMITED SERVICE LODGING

RECOMMENDED PRODUCTS PRIORITY 1:

BACK OF HOUSE & COMPLIMENTARY

COMPLIMENTARY YOGURT

- 1  LIGHT + FIT STR/BLUE/RASP 12X4OZ AFH #11776
Alternate: LIGHT + FIT STRAW/PEACH 4OZ AFH #11934
- 2  DANN CREAMY STRAW/VANILLA 48X4OZ #104658
Alternate: DANN CREAMY CHER/RASP 48X4OZ CLUB #104657
- 3  ACTIVIA STR/PCH 4OZ AFH SS 24CT #16532
Alternate: ACTIVIA LT BLUE/STR/PCH 24X4OZ CLUB #78305
- 4  OIKOS CORE STRAWBERRY 4OZ #201171
OIKOS CORE VANILLA #201170
OIKOS CORE BLUEBERRY #201172

BULK YOGURT

- GREEK
 - 1  DANN OIKOS PLAIN 32OZ 0% #57735
Alternate: DANN OIKOS PLAIN 32OZ 0% #66542
DANN OIKOS VAN 32OZ 0% #57736
 - 2  DANN OIKOS PRO BAG VANILLA 2X6LBS #96400
Alternate: DANN OIKOS PRO BAG IN A BOX PLAIN 2X6LBS #96399
- TRADITIONAL
 - 1  DANN PRO BAG VANILLA 4X6LBS #96397
Alternate: DANN PRO BAG IN A BOX STRAW 4X6LBS #96398
 - 2  DANN LOWFAT VANILLA 32OZ #5796
Alternate: DANN PLAIN 32OZ #5793

PLANT-BASED BEVERAGES

- 1  SILK SOY ASEP ORIGINAL 32OZ 12CT #136918
Alternate: SILK SOY ESL ORIGINAL 64OZ 6CT #136926
- 2  SILK ALMOND ESL ORIGINAL 64OZ 6CT #136429
Alternate: SILK ALMOND ASEP ORIGINAL 32OZ 6CT #136462
- 3  SILK ESL OAT ORIGINAL 59OZ 6CT #194373

MULTI-USE CREAMER

- 1  LAND O LAKES HALF & HALF 32OZ 12CT #136961

PRIORITY 2:

BEVERAGE & COFFEE COUNTER

PORTION CONTROL CREAMER

- 1



VANILLA
288CT
#136951
- 2



HALF & HALF
384CT
#136469
- 3



HAZELNUT
288CT
#136955
- 4



ORIGINAL
384CT
#136958

PLANT-BASED BEVERAGES & CREAMER

- 1



LAND O LAKES
HALF & HALF
32OZ 12CT
#136961
- 2



SILK ESL OAT
ORIGINAL
59OZ 6CT
#194373
- 3



SILK ALMOND ESL
ORIGINAL 64OZ 6CT
#136429
Alternate:
SILK ALMOND ASEP
ORIGINAL 32OZ 6CT
#136462
- 4



SILK SOY ESL ORIGINAL
64OZ 6CT #136926
Alternate:
SILK SOY ASEP ORIGINAL
32OZ 12CT
#136918

PRIORITY 3:

COOLER

PLANT-BASED BEVERAGES

- 1



SILK ALMOND ASEP
VANILLA 8OZ 18CT
#136461
Alternate:
SILK ALMOND ASEP
DARK CHOC 8OZ
18CT #136460
- 2



SILK SOY ASEP
CHOCOLATE 8OZ
18CT #136465
Alternate:
SILK SOY ASEP VERY
VANILLA 8OZ 18CT
#136466

YOGURT

GREEK

- 1



TZ STRAW 5.3OZ
#98431
Alternate:
TZ VANILLA
5.3OZ #98429
- 2



OIKOS CORE
STRA/BLUE/CHY
12X5.3OZ #175517
Alternate:
OIKOS CORE VANILLA
12X5.3OZ #171869
- 3



LIGHT + FIT GREEK
STRAW/BLUE
12X5.3OZ CLUB
#71538

TRADITIONAL

- 1



LIGHT+ FIT
STRAW/BLU/PCH
24X5.3OZ CLUB
#113393
- 2



DANN STRAWBERRY
FOB 5.3OZ
#119009
Alternate:
DANN BLUEBERRY
FOB 5.3OZ #119010
- 3



DANN VANILLA
CLASSIC 5.3OZ
#119060
Alternate:
DANN PLAIN LOWFAT
FOB 5.3OZ #119061

COLLEGE & UNIVERSITY

Campus dining satisfies the diverse food and social needs of students and staff. Whether stocked in cash operations, served in a coffee shop or fast-food spot, or offered in a dining hall, Danone's products fulfill a diverse range of allergen restrictions and plant-based preferences. Danone's sustainable product selection supports quality campus dining programs to accommodate rapidly shifting student dietary habits.



RECOMMENDED PRODUCTS
PRIORITY 1:

BACK OF HOUSE

BULK YOGURT

GREEK	PLANT-BASED
<p>1</p> <p>DANN OIKOS PLAIN 32OZ 0% #57735</p> <p>Alternate: DANN OIKOS VANILLA 32OZ 0% #57736 DANN OIKOS PLAIN 32OZ 4% #66542</p>	<p>1</p> <p>SO DELICIOUS COCONUT PLAIN 24OZ 6CT #128531</p>
<p>2</p> <p>DANN OIKOS PRO BAG IN A BOX VANILLA 2X6LBS #96400</p> <p>Alternate: DANN OIKOS PRO BAG IN A BOX PLAIN 2X6LBS #96399</p>	

TRADITIONAL

<p>1</p> <p>DANN PRO BAG IN A BOX VANILLA 4X6LBS #96397</p> <p>Alternate: DANN PRO BAG IN A BOX STRAW 4X6LBS #96398</p>	<p>2</p> <p>DANN NONFAT STRAW AFH 32OZ #167516</p> <p>Alternate: DANN VANILLA NONFAT 32OZ AFH #167517</p>	<p>3</p> <p>LIGHT + FIT VANILLA 32OZ #5803</p> <p>Alternate: LIGHT + FIT STRAW 32OZ #5805</p>
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PLANT-BASED BEVERAGES

<p>1</p> <p>SILK ALMOND ESL ORIGINAL 64OZ 6CT #136429</p> <p>Alternate: SILK ALMOND ESL UNSWEET 64OZ 6CT #136459</p>	<p>2</p> <p>SILK SOY ASEP ORIGINAL 32OZ 12CT #136918</p> <p>Alternate: SILK SOY ESL ORIGINAL 64OZ 6CT #136926</p>	<p>3</p> <p>SILK ESL OAT ORIGINAL 59OZ 6CT #194373</p>
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MULTI-USE CREAMER

<p>1</p> <p>LAND O LAKES HALF & HALF 32OZ 12CT #136961</p>

RECOMMENDED PRODUCTS

PRIORITY 2:

COOLER

YOGURT

GREEK



- 1 TZ STRAW 5.3OZ #98431
Alternate:
TZ VANILLA
5.3OZ #98429



- 3 TWO GOOD GREEK VANILLA 5.3OZ #153066
Alternate:
TWO GOOD GREEK STRAWBERRY 5.3OZ #153055

PLANT-BASED



- 1 SILK SOY STRAWBERRY YOG 5.3OZ 8CT #128473
Alternate:
SILK SOY VANILLA YOG 5.3OZ 8CT #128474

- 2 OIKOS CORE STRA/BLUE/CHY 12X5.3OZ #175517
Alternate:
OIKOS CORE VANILLA 5.3OZ #171869
OIKOS CORE BLUEBERRY 5.3OZ #171903



PLANT-BASED BEVERAGES



- 1 SILK ALMOND ASEP VANILLA 8OZ 18CT #136461
Alternate:
SILK ALMOND ASEP DARK CHOC 8OZ 18CT #136460



- 2 SILK SOY ASEP CHOCOLATE 8OZ 18CT #136465
Alternate:
SILK SOY ASEP VERY VANILLA 8OZ 18CT #136466

RECOMMENDED PRODUCTS

PRIORITY 3:

BEVERAGE & COFFEE COUNTER

PLANT-BASED BEVERAGES/BULK CREAMER/COFFEE



- 1 SILK SOY ESL VANILLA 2.5GAL #136480
Alternate:
SILK SOY ESL CHOCOLATE 2.5GAL #136481



- 2 SILK UNSWEET ORIG ESL 2.5GAL #136796
Alternate:
SILK ALMOND ESL UNSWEET VAN 2.5GAL #136795



- 1 INT'L DELIGHT VANILLA ESL 96OZ 3CT #136945
Alternate:
INT'L DELIGHT HALF & HALF ESL 96OZ 3CT #136471



- 1 STOK ESL COLD BREW VANILLA 2x1.5GAL UTZSG #136818
Alternate:
STOK ESL COLD BREW BLACK 2x1.5GAL UTZSG #136816

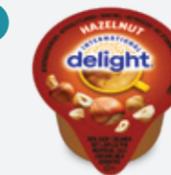
PORTION CONTROL CREAMER



- 1 VANILLA 288CT #136951



- 2 HALF & HALF 384CT #136469



- 3 HAZELNUT 288CT #136955



- 4 ORIGINAL 384CT #136958

PLANT-BASED BEVERAGES & CREAMER



- 1 LAND O LAKES HALF & HALF 32OZ 12CT #136961



- 2 SILK ESL OAT ORIGINAL 59OZ 6CT #194373



- 3 SILK SOY ESL ORIGINAL 64OZ 6CT #136926
Alternate:
SILK SOY ASEP ORIGINAL 32OZ 12CT #136918



- 4 SILK ALMOND ESL ORIGINAL 64OZ 6CT #136429
Alternate:
SILK ALMOND ASEP VANILLA 32OZ 6CT #136463

K-12

Kids need energy during their school day, and we supply their at-home favorites to keep them happy. We have a variety of products that students will love including yogurts, smoothies, plant-based beverages, cold brew, and creamers.

Our portfolio of K-12 products come in different packaging types (bulk and single serve) to accommodate back of house, cafeteria, and grab-and-go needs.



RECOMMENDED PRODUCTS PRIORITY 1:

TRAY LINE YOGURT CUPS



1
DANIMALS CUP STRAWBERRY
AFH FFS 48X4OZ #73463
Alternate:
DANIMALS CUP STRAW BANANA
AFH FFS 48X4OZ #73558
DANIMALS CUP VANILLA
48X4OZ AFH FFS #73559



2
DANN CREAMY CHERRY/RASP AFH
48X4OZ #104657
Alternate:
DANN CREAMY
STRAW/VANILLA
48X4OZ AFH #104658



3
LIGHT + FIT STR/BLUE/RASP
12X4OZ AFH #11776
Alternate:
LIGHT + FIT
STRBAN/PCH/STRW
12X4OZ AFH #76572



4
OIKOS CORE
STRAWBERRY 4OZ #201171
OIKOS CORE
VANILLA #201170
OIKOS CORE
BLUEBERRY #201172

RECOMMENDED PRODUCTS

PRIORITY 2:

A LA CARTE

COLD BREW COFFEE



- 1 STOK ESL COLD BREW BLACK 2x1.5GAL UTZSG #136816

PORTION CONTROL CREAMER

- 1  VANILLA 288CT #136951
- 2  HALF & HALF 384CT #136469
- 3  HAZELNUT 288CT #136955
- 4  ORIGINAL 384CT #136958

SINGLE-SERVE YOGURT

TRADITIONAL



- 1 LIGHT + FIT STRAW/BLU/PCH 24X5.3OZ CLUB #113393



- 2 DANN BLUEBERRY FOB 5.3OZ #119010
Alternate: DANN STRAWBERRY FOB 5.3OZ #119009

GREEK



- 1 TZ STRAW 5.3OZ #98431
Alternate: TZ VANILLA 5.3OZ #98429



- 2 LIGHT + FIT GREEK STRAW/BLEU 12X5.3OZ CLUB #71538



- 3 OIKOS CORE STRA/BLUE/CHY 12X5.3OZ #175517
Alternate: OIKOS CORE VANILLA 12X5.3OZ #171869

RECOMMENDED PRODUCTS

PRIORITY 3:

SPECIAL DIET

PLANT-BASED BEVERAGES



- 1 SILK SOY ASEP CHOCOLATE 8OZ 18CT #136465
Alternate: SILK SOY ASEP VERY VANILLA 8OZ 18CT #136466



- 2 SILK ALMOND ASEP VANILLA 8OZ 18CT #136461
Alternate: SILK ALMOND ASEP DARK CHOC 8OZ 18CT #136460

RECOMMENDED PRODUCTS

PRIORITY 4:

CULINARY APPLICATIONS

BULK YOGURT

TRADITIONAL



- 1 DANN PRO BAG IN A BOX VANILLA 4X6LBS #96397
Alternate: DANN PRO BAG IN A BOX STRAW 4X6LBS #96398



- 2 DANN NONFAT STRAW AFH 32OZ #167516
Alternate: DANN VANILLA NONFAT 32OZ AFH #167517



- 3 LIGHT + FIT VANILLA 32OZ #5803
Alternate: DANNON VANILLA 32OZ #5796

GREEK



- 1 DANN OIKOS PLAIN 32OZ 0% #57735
Alternate: DANN OIKOS VANILLA 32OZ 0% #57736
DANN OIKOS PLAIN 32OZ 4% #66542



- 2 DANN OIKOS PRO BAG IN A BOX VANILLA 2X6LBS #96400
Alternate: DANN OIKOS PRO BAG IN A BOX PLAIN 2X6LBS #96399

COMMERCIAL PRIORITIES

COFFEE SERVICE

KIDS' MEALS

CULINARY

TO-GO



COMMERCIAL

Consumer dining habits are evolving, and they are increasingly seeking convenient options meeting their dietary needs. Danone covers a wide array of commercial channels from smoothie bars and coffee shops to full or quick service restaurants. Our Away From Home portfolio features the dairy, yogurt, plant-based, and coffee creamer portfolio offerings to meet all consumer desires.



RECOMMENDED PRODUCTS PRIORITY 1:

COFFEE SERVICE

PORTION CONTROL CREAMER

- 1  VANILLA
288CT
#136951
- 2  HALF & HALF
384CT
#136469
- 3  HAZELNUT
288CT
#136955
- 4  ORIGINAL
384CT
#136958
- 5  LAND O LAKES
192CT
#136957

MULTI-USE CREAMER



- 1  LAND O LAKES
HALF & HALF 32OZ 12CT
#136961

RECOMMENDED PRODUCTS PRIORITY 2:

KIDS' MEALS

YOGURT CUPS



- 1  DANIMALS CUP STRAWBERRY
AFH FFS 48X4OZ
#73463

Alternate:
DANIMALS CUP STRAW BANANA
AFH FFS 48X4OZ
#73558

RECOMMENDED PRODUCTS
PRIORITY 3:

CULINARY

PARFAIT

GREEK



- 1 DANN OIKOS PLAIN 32OZ 0% #57735
Alternate:
DANN OIKOS VANILLA 0% 32OZ #57736



- 2 DANN OIKOS PRO BAG IN A BOX PLAIN 2X6LBS #96399
Alternate:
DANN OIKOS PRO BAG IN A BOX VANILLA 2X6LBS #96400

TRADITIONAL



- 1 DANN LOWFAT VANILLA 32OZ #5796
Alternate:
DANN PLAIN 32OZ #5793



- 2 LIGHT + FIT VANILLA 32OZ #5803



- 3 DANN PRO BAG IN A BOX VANILLA 4X6LBS #96397

RECOMMENDED PRODUCTS
PRIORITY 3:

CULINARY

SMOOTHIES/RECIPES



- 1 SILK ALMOND ASEP ORIGINAL 32OZ 6CT #136462
Alternate:
SILK ALMOND ASEP UNSWEET 64OZ 6CT #136488



- 2 SILK ALMOND ESL ORIGINAL 64OZ 6CT #136429
Alternate:
SILK ALMOND ESL UNSWEET 64OZ 6CT #136459



- 3 SILK ESL OAT ORIGINAL 59OZ 6CT #194373



- 4 SILK SOY ASEP ORIGINAL 32OZ 12CT #136918
Alternate:
SILK SOY ESL ORIGINAL 64OZ 6CT #136926

RECOMMENDED PRODUCTS
PRIORITY 4:

TO-GO

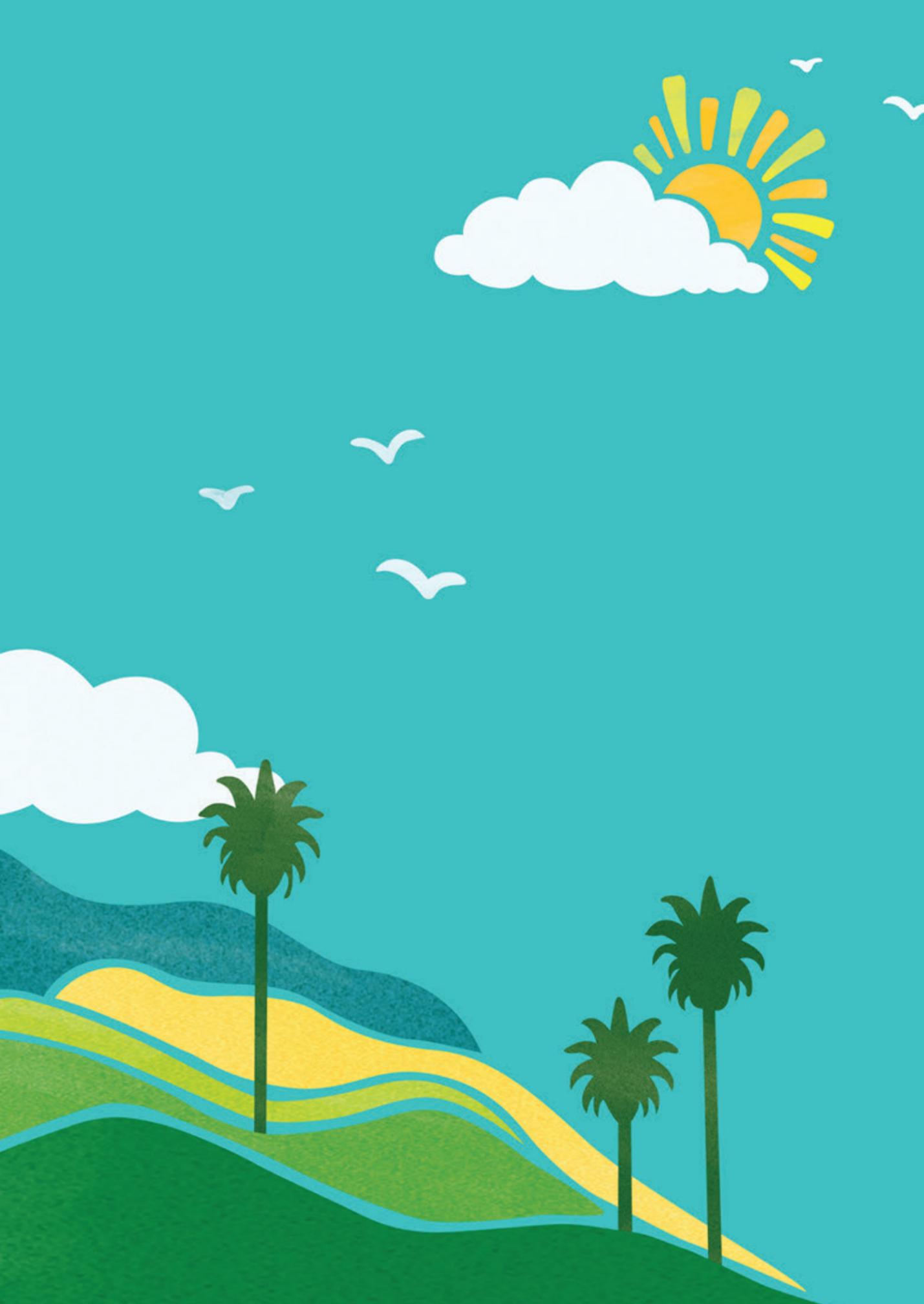
PLANT-BASED BEVERAGES



- 1 SILK ALMOND ASEP VANILLA 8OZ 18CT #136461
Alternate:
SILK ALMOND ASEP DARK CHOC 8OZ 18CT #136460



- 2 SILK SOY ASEP CHOCOLATE 8OZ 18CT #136465
Alternate:
SILK SOY ASEP VERY VANILLA 8OZ 18CT #136466



**REASONS TO BELIEVE:
PLANT-BASED FOOD**

PLANT-BASED CONSUMER INSIGHTS

Demographics of Plant-Based Consumers

- Nearly **50%** of plant-based cheese purchasers
- Identify as meat-eaters (“flexitarian”)¹
 - Eat plant-based cheese in addition to dairy cheese¹
- 50%** of US households purchase both real dairy and dairy alternatives²
- 50%** of Americans use plant-based dairy alternatives at least 2-5x per week²

Potential Growth for Plant-Based Cheese

- 60%** household penetration³
- 60%** of people agree their food and beverage habits are increasingly shifting to plant-based⁴
- \$1,600** more spent by plant-based cheese shoppers than the average shopper⁵

WHY DO CONSUMERS CHOOSE PLANT BASED?

Plant-based is for everyone!

Consumer Diets:

Flexitarian • Vegetarian • Soy-free
Gluten-free • Dairy-free • Vegan
Cholesterol-free • Lactose Avoidance

Plant-Based Motivations:

Health Benefits
Environmental Impact
Animal Welfare
Dietary Restrictions
Non-GMO & Organic
Variety Seeking
Curiosity

1. Danone Consumer Voices, Pizza Chain & PB Cheese Custom Research (Dec 2021)
2. Cargill, 2021
3. IRI MULO POS data ending 1/2/22; IRI Panel, Total U.S. All Outlet, L52 WE 2/27/2
4. Kantar, Plant-based Food Category Trends in the Face of Covid-19
5. IRI PNL - Total Outlets - 52 Weeks Ending 12/26/2021

THE “VETO VOTE”

The growth potential of plant-based cheese comes from its **broad appeal** to all types of people, not just vegans and vegetarians

1/3
of US households have a **vegetarian, vegan, or flexitarian** member¹

2/3
of adults are **lactose intolerant**²

Nearly **50%**
of plant-based cheese buyers identify as **omni/carnivore (flexitarian)**³

Nearly **50%**
of plant-based cheese buyers eat it **in addition to dairy cheese**³

WHO IS INTERESTED IN PLANT-BASED CHEESE?*

PLANT-BASED CURIOUS
175M

LACTOSE AVOIDERS
73M

VARIETY SEEKERS
119M

ENVIRONMENTALISTS
132M

HEALTH SEEKERS
175M

VEGANS**
63M

Source: Danone Consumer Voices, Pizza Chain & PB Cheese Custom Research (Dec 2021)

* Relative group size not mutually exclusive

** Includes current, aspiring, and ex-Vegans

1. FMI's 2019 U.S. Grocery Shopper Trends report
2. World Population Review, Lactose Intolerance 2022
3. Among those who ordered a "cheese-friendly" item (pizza, mex, burger, sandwich, pasta, mac&cheese) from a restaurant/chain in P6M



**COMMERCIAL PRIORITIES:
APPLICATION FOCUS**

FOLLOW YOUR HEART. VEGENAISE®

The Original, Egg-Free Mayo. It's Better Than Mayo.
Delicious and creamy - the perfect mayonnaise alternative!
#1 Brand In Natural Mayo In Conventional & Natural Channels¹

VEGENAISE



1 Original Vegenaise
4/1Gal



2 Original Vegenaise
1/5Gal

DELICIOUS IN:

Sandwiches • Sauces • Salads
Dips/Spreads • Coleslaw • Pasta Salad
Potato Salad • Baked Goods
Veggie Platters • Marinades

FOLLOW YOUR HEART. SALAD DRESSING

Fresh produce deserves fresh dressing.
FYH Salad Dressing uses Vegenaise as its base.

DRESSING



1 High Omega
Vegan Ranch
4/1gal



2 Hi Omega
Vegan Ranch
6/12oz

DIETARY INFO:

Dairy-Free • Gluten-Free • Egg Free
Zero Preservatives • Zero Cholesterol
Vegan • Non-GMO

FOLLOW YOUR HEART. DAIRY-FREE CHEESE

Rich & creamy with great taste, melt, and texture!
 #1 Plant-Based Sliced Cheese Brand in the Natural channel¹
 #1 Plant-Based Parmesan in the Conventional and Natural channels¹

SHREDDED CHEESE

Pizza & Pasta, Sandwiches, Dips



1 VG Mozzarella Shreds - 6/2.2lb



2 VG Cheddar Shreds - 6/2.2lb



3 VG Parmesan Shredded - 3/5lb



4 VG Parmesan Grated - 3/5lb

CHEESE SLICES

Sandwiches and Breakfast



1 Smoked Gouda Slices - 11/7oz



2 American Slices - 11/7oz



2 Alt: American Bulk Slices - 14/2.2lb



3 Provolone Slices - 11/7oz



4 Pepper Jack Slices - 11/7oz

DIETARY INFO:

Dairy-Free • Gluten-Free • Soy-Free
 Zero Preservatives • Zero Cholesterol
 Vegan • Non-GMO • Kosher
 Made from Coconut Oil*

SALES TOOLS

EQUIPMENT &
MERCHANDISING
SOLUTIONS

ONE MINUTE
MESSAGES

DISTRIBUTOR
MATRIX

AUTHORIZATION
GUIDE

DANONE CONTACT
LIST



EQUIPMENT & MERCHANDISING SOLUTIONS



EQUIPMENT SOLUTIONS

Silk® Soymilk M225

Silk® Bulk Dispenser Specifications

- 2 dispensing stations
- Capacity per station: 1-2.5 gallon bulk bag
- Dimensions: 22.9"D x 17.8"W x 32.9"H
- Weight: 78lbs
- Safely maintains creamer temperature below 41°F
- Power requirements: 110/120 volt; 15 or 20 amp grounded outlet; draws 3.2 amps when running
- Shipped with 7' power cord

Usage

- Most all C&U accounts qualify for this dispenser
- Monthly usage for the Silk Soymilk BIM M225 is 28 bags (cases)
- C&U accounts are using between 30-40 bags per month while school is in session
- Bags can be used with Silver King Equipment

Silk® Almondmilk M225

Silk® Bulk Dispenser Specifications

- 2 dispensing stations
- Capacity per station: 1-2.5 gallon bulk bag
- Dimensions: 22.9"D x 17.8"W x 32.9"H
- Weight: 78lbs
- Safely maintains creamer temperature below 41°F
- Power requirements: 110/120 volt; 15 or 20 amp grounded outlet; draws 3.2 amps when running
- Shipped with 7' power cord

Usage

- Most all C&U accounts qualify for this dispenser
- Monthly usage for the Silk Almondmilk BIM M225 is 28 bags (cases)
- C&U accounts are using between 30-40 bags per month while school is in session
- Bags can be used with Silver King Equipment
- Incremental placement to Silk Soymilk M225

Equipment loan program available for qualifying accounts.

EQUIPMENT SOLUTIONS

International Delight® Creamer M215

Model 215 Specifications

- 2 dispensing stations
- Accommodates 3 quarts (one 96oz bag) of creamer per station (1.5 gallons per dispenser)
- Dimensions: 20.5"D x 13"W x 31"H
- Weight: 58lbs
- Safely maintains creamer temperature below 41°F
- Power requirements: 110/120 volt: 15 or 20 amp grounded outlet; draws 3.2 amps when running
- Shipped with 7' power cord

Usage

- Monthly usage for the M215 is 23 bags (roughly 8 cases/month)
- Any account selling over 100 cups of coffee per day should qualify



International Delight® M405 four station unit is also available.

STōK® Cold Brew 230

Model 230 Specifications

- 2 dispensing stations
- Accommodates 1-1.5 gallon bulk bag
- Dimensions: 23.25"D x 13.5"W x 32"H
- Weight: 71lbs
- Safely maintains creamer temperature below 41°F
- Power requirements: 110/120 volt: 15 or 20 amp grounded outlet; draws 3.2 amps when running
- Shipped with 7' power cord

Usage

- Monthly usage is 10 bags/month (5 cases/month)
- Any account selling over 100 cups of coffee per day should qualify



Equipment loan program available for qualifying accounts.

MERCHANDISING SOLUTIONS

Tiered PC Creamer Rack

Specifications

- Customizable and stackable tiered PC creamer rack
- Dimensions: 13"D x 6.5"W x 28"H
- Dispense points: 4
- Material: Plastic

Usage

- Place on coffee counter
- Best for accounts with high creamer throughput



4 Bin PC Creamer Rack

Specifications

- PC creamer rack with 4 bins
- Dimensions: 10"D x 8"W x 14"H
- Dispense points: 4
- Material: Metal

Usage

- Place on coffee counter
- Best for upscale accounts with lower creamer throughput



ONE MINUTE MESSAGES



THE COFFEE COUNTER

Coffee is everywhere in the US. Coffee drinkers increasingly look to creamers and dairy alternatives at coffee counters. Covering this wide consumer dietary demand, Danone carries the #1 Foodservice creamer brand International Delight, the #1 plant-based beverage brand Silk, and the well-known Land O Lakes brand. Also, Danone's rapidly growing STOK brand is at the forefront of Cold Brew, the fastest growing coffee segment.

CREAMER



180+ M
Americans use coffee creamer¹

Portion Control is the preferred condiment format and users average nearly 3 per cup²



#1
Creamer brand in foodservice³



#1
Plant-based beverage brand³



+125%
Sales vs. prior year³



1. Statista, Usage of Coffee Creamers in the U.S. 2016-2014, Nov 2020, U.S. Census data and NHCS
2. Danone Coffee Bar Study 7
3. NPD L12M ending 5.2022.

COLD BREW COFFEE



Cold Brew market size is projected to triple in five years to **\$1.5+ B**¹



\$125 M
Brand +49% in 2020²
Over 60% repeat purchase rate²

Over **60%**
Repeat purchase rate²



1. Grand View Research, Cold Brew Coffee Market Size, 2019-2025
2. IRI Panel Data, Total US- All Outlets, 52wks ending 11/01/2020

COOLER

As yogurt variety grows larger, it is crucial to have a stocked cooler to meet consumers' top brand yogurt requests. Danone's 5.3oz yogurts extensively cover both greek and traditional demands, including the leading health-conscious brands Two Good for Low Sugar and Silk for Plant-Based needs.

GREEK



+7%
Yearly segment growth¹

HIGHEST
Household penetration among yogurt segments¹

78%
Of consumers are willing to pay a premium for food fortified with protein²



1. IRI Scan Data, TTL US MULO, L25W 1-23-2022; Yogurt Category Platform Report #4
2. Kerry, The Protein Mindset, 2021

LOWER/NO SUGAR & SMART CALORIE



+10%
Yearly segment growth¹
72%
Of consumers are trying to limit/avoid sugar²



too good^{co.}
#2
Brand in Low Sugar, +30% in 2021¹

DANNON[®]
LIGHT + FIT
#1
Brand in Smart Calorie¹

1. IRI Scan Data, TTL US MULO, L25W 1-23-2022; Yogurt Category Platform Report #4
2. Food Insight, IRC 2021 Food and Health Survey, May 2021

YOGURT BASICS



Half of consumers say affordable food quality and value matter even more post-Covid¹

DANNON[®]
#1
Brand awareness in Danone Portfolio¹



1. DNA Custom Category & Brand A&U Tracker; IPSOS brand and communication poll, adults aged 18-65, US

PLANT-BASED



+13%
Yearly segment growth¹
1/3
Of consumers seek out plant-based proteins²



Silk
#1 Plant-based yogurt brand¹

SO DELICIOUS[®]
DAIRY FREE
#2 Plant-based yogurt brand¹

1. CIRI Scan Data, TTL US MULO, L25W 1-23-2022; Yogurt Category Platform Report #4
2. Hartman Health & Wellness 2021

TO-GO BEVERAGES

Growing desire for dairy alternatives and organic beverages necessitate a stocked cooler of single-serve tasty beverages. Danone leads both Organic Dairy and Plant-Based Beverage segments with shelf-stable #1 brands Horizon Organic and Silk.

PLANT-BASED



60%
Of people agree their food & beverage habits are increasingly shifting to plant-based¹

Silk

#1
Plant-based beverage brand²



1. Kantar, Plant-based Food Category Trends in the Face of Covid-19
2. NPD L12M ending 5.2022.

COMPLIMENTARY YOGURTS

From patient trays to breakfast buffets, catering, or complimentary offerings, 4oz yogurts cover a wide range of diverse demands. Pioneering the 4oz yogurt landscape, Danone leads the popular Smart Calorie, Probiotic, and Baby & Kids segments with well-known #1 brands Light + Fit, Activia, and Danimals.

SMART CALORIE



72%
Of consumers are trying to limit/avoid sugar¹

1. IRI Scan Data, TTL US MULO, L25W 1-23-2022; Yogurt Category Platform Report #4
2. Food Insight, IRC 2021 Food and Health Survey, May 2021



#1
Brand in Smart Calorie²



PROBIOTICS



44%
Of consumers actively add Probiotics to their daily diet²

63%
Of people consider immune health more important than before³

1. IRI Scan Data, TTL US MULO, L25W 1-23-2022; Yogurt Category Platform Report #4
2. Hartman Group, Health & Wellness Across the Globe, July 2021
3. IRI MULO+C ending 10.11.2020. Custom probiotic yogurt aggregate, March 22-28



#1
Brand in Probiotic Health¹



YOGURT BASICS



Half of consumers say affordable food quality and value matter even more post-Covid¹



+45%
Sales vs prior year²



1. DNA Custom Category & Brand A&U Tracker; IPSOS brand and communication poll, adults aged 18-65, US
2. NPD L12M ending 5.2022.

BABY & KIDS



No high fructose corn syrup, artificial flavors, or preservatives



#1
Top segment brand and top Kids Brand in Dairy Aisle¹



1. IRI Scan Data, TTL US MULO, L25W 1-23-2022; Yogurt Category Platform Report #4

BACK OF HOUSE

Danone's variety of bulk yogurt and beverage options fulfill operators' diverse culinary needs. For culinary application, our portfolio of dairy and plant-based beverages cover consumers' biggest demands. Try using Bulk Dannon or Oikos yogurt to construct parfait bars and utilize plant-based beverages to prepare smoothies or to substitute for dairy in preparation.

BULK YOGURT



1. NPD L12M ending 5.2022.



#1
Oikos is top bulk Greek brand for foodservice¹



#2
+43% vs. prior year¹



PLANT-BASED BEVERAGES



1. NPD L12M ending 5.2022.



#1
Plant-based beverage brand¹



+125%
Sales vs. prior year¹

DISTRIBUTOR MATRIX

Recommended SKUs

Alternate SKUs

	DNA#	GFS RE-ORDER #	SYSCO SUPC	USF APN	DOT	SKU DESCRIPTION		DNA#	GFS RE-ORDER #	SYSCO SUPC	USF APN	DOT	SKU DESCRIPTION
CATERING, PATIENT TRAY, COMPLIMENTARY	YOGURT						YOGURT						
	GREEK (0%)	201170	536786	7302446	1079564	780294	OIKOS CORE VANILLA 4OZ						
	GREEK (0%)	201171	536783	7302457	1079562	780296	OIKOS CORE STRAWBERRY 4OZ						
	GREEK (0%)	201172	536785	7302448	1079558	780295	OIKOS CORE BLUEBERRY 4OZ						
	LIGHT TRADITIONAL	11776	765020	7849706	2512952	475518	LT N FIT STR/BLUE/RASP 12X4OZ	11934	280401	7590227	7040231	475397	LT N FIT STR/PCH AFH 4OZ AFH
	PROBIOTIC	16532	564741	4699122	131995	475412	ACTIVIA STR/PCH 4OZ AFH SS 24CT	78305	322281	8221958	8918534	518585	ACTIVIA LT BLUE/STR/PCH 24X4OZ CLUB
	TRADITIONAL	104658	552931	3764166	1832828	620614	DANN CREAMY STRAW/VANI 48X4OZ AFH	104657	552943	3763937	6593341	620613	DANN CREAMY CHERRY/RASP 48X4OZ AFH
	KIDS	73463	885750	8653952	2577427	524821	DANIMALS CUP STRAW 48X4OZ AFH FFS	73558	869921	8653964	1789056	524822	DANIMALS CUP STRAW BANANA 48X4OZ AFH FFS
	SMOOTHIE	147007	253205	7180140	2407493	713150	DANNON DRINK STRAWBERRY 7OZ	147006	253206	7191735	3146923	713152	DANNON DRINK MANGO 7OZ
	PLANT-BASED						PLANT-BASED						
ALMOND	136461	536322	1149636	2632107	546612	SILK ALMOND ASEP VANILLA 8OZ 18CT	136460	536330	1149628	2632115	546611	SILK ALMOND ASEP DK CHOC 8OZ 18CT	
SOY	136466	111091	177347	3704202	534618	SILK SOY ASEP VERY VANILLA 8OZ 18CT	136465	111101	177321	3704178	534610	SILK SOY ASEP CHOCOLATE 8OZ 18CT	
COOLER & CASH OPERATIONS	YOGURT						YOGURT						
	GREEK (0%)	175517	230822	1036850	7978223	553455	DANN OIKOS CORE STR/BLU/CHY 12X5.3OZ CLUB	171869	894410	109445	3621323	737657	DANN OIKOS CORE VANILLA 5.3OZ 0%
	GREEK ENHANCED PROTEIN	98431	414412	3464284	9149692	610949	DANN OIKOS TRIPLE ZERO STRAW 5.3OZ	98429	414402	3464249	9170877	610948	DANN OIKOS TRIPLE ZERO VANILLA 5.3OZ
	TRADITIONAL	119060	827611	9903576	8395154	475309	DANN VANILLA CLASSIC 5.3OZ						
	FRUIT	119009	827402	9904053	1395169	475312	DANN STRAWBERRY FOB 5.3OZ	119010	827431	9904079	3395167	475322	DANN BLUEBERRY FOB 5.3OZ
	LOW SUGAR GREEK	153066		7097912	2070793	707450	GB TWO GOOD GREEK VANILLA 5.3OZ	153055		7088324	8309900	699525	GB TWO GOOD GREEK STRAWBERRY 5.3OZ
	SMART CALORIES GREEK	71538	531250	1918535	6902639	573425	LT N FIT GREEK STRAW/BLUE 12X5.3OZ CLUB	78695	273631	1934419	6844047	572038	LT N FIT GREEK STRAWBERRY 5.3OZ
	PLANT BASED	140247		7092093	2682761	702217	SD COCONUT VANILLA YOG 5.3OZ 12CT	128473	210313	4677763	4802663	649258	SILK SOY STRAWBERRY YOG 5.3OZ 8CT
	PLANT-BASED						PLANT-BASED						
	ALMOND	136461	536322	1149636	2632107	546612	SILK ALMOND ASEP VANILLA 8OZ 18CT	136460	536330	1149628	2632115	546611	SILK ALMOND ASEP DK CHOC 8OZ 18CT
SOY	136466	111091	177347	3704202	534618	SILK SOY ASEP VERY VANILLA 8OZ 18CT	136465	111101	177321	3704178	534610	SILK SOY ASEP CHOCOLATE 8OZ 18CT	
BACK OF HOUSE CULINARY	YOGURT						YOGURT						
	TRADITIONAL PARFAIT	5796	541966	1190263	1067362	475406	DANN VANILLA 32OZ	96397	673261	3117148	8992034	599890	DANN PRO BAG IN A BOX VANILLA 4X6LBS
	GREEK PARFAIT	96400	673251	3117302	9566324	599893	DANN OIKOS PRO BAG IN VANILLA 2X6LBS	57736	634411	621625	3980406	545865	DANN OIKOS VANILLA 32OZ 0%
	CULINARY APP (0%)	57735	147481	621617	3980251	545866	DANN OIKOS PLAIN 32OZ 0%	96399	673231	3117167	8992026	599892	DANN OIKOS PRO BAG IN A BOX PLAIN 2X6LBS
	CULINARY APP (WHOLE MILK)	66542		2157347	2826725	564318	DANN OIKOS PLAIN 32OZ 4%						
	CULINARY APP (PLANT-BASED)	128507		7051320		668172	SD COCONUT UNSWEETENED PLAIN 24OZ 6CT	128531	752245	7086078	8261926	668171	SD COCONUT PLAIN 24OZ 6CT
	PLANT-BASED						PLANT-BASED						
	ALMOND	136459	697211	335259	3835816	537328	SILK ALMOND ESL UNSWEET 64OZ 6CT	136462	644782	470512	6445953	533236	SILK ALMOND ASEP ORIGINAL 32OZ 6CT
	OAT	194371		7274686	1049596	771665	SILK ESL OAT EXTRA CRM FULL FAT 59OZ 6CT						
	OAT	194373	470817	7274685	1049597	771664	SILK ESL OAT ORIGINAL 59OZ 6CT						
SOY	136918	278650	128298	6872105	473672	SILK SOY ASEP ORIGINAL 32OZ 12CT	136926	271405	3692746	7277494	473558	SILK SOY ESL ORIGINAL 64OZ 6CT	
COFFEE COUNTER	PLANT-BASED						PLANT-BASED						
	ALMOND	136796	180083	4856441	1548327	660285	SILK ALMOND ESL UNSWT ORIGI 2.5GAL	136795	180023	4856151	5976197	660287	SILK ALMOND ESL UNSWT VANI 2.5GAL
	SOY	136480	242290	1302381	2696250	564085	SILK SOY ESL VANILLA 2.5GAL	136481	242331	1302417	2696292	564086	SILK SOY ESL CHOCOLATE 2.5GAL
	COFFEE						COFFEE						
	COLD BREW	136816	164180	4856249	5764079	660279	STOK ESL CLD BREW BLACK 2X1.5GAL UTZSG	136818		4856256	1644377	660273	STOK ESL CLD BREW VANILLA 2X1.5GAL UTZSG
	PORTION CONTROL CREAMER						PORTION CONTROL CREAMER						
	WHITENER	136957	924740	2455024	7240894	574575	LAND O LAKE ASEP HALF-HALF 192X0.30OZ						
	CREAMER	136469	767921	358608	3800323	538122	INT DELIGHT CHI ASEP HALF-HALF 384X0.30OZ	136958	701650	8328668	5208368	473613	INT DELIGHT ASEP ORIGINAL 384X0.30OZ
	CREAMER	136951	767913	7440837	6157226	473609	INT DELIGHT ASEP FR VAN 288X0.44OZ	136955	188409	7441314	6187801	473610	INT DELIGHT ASEP HAZEL 288X0.44OZ
	BULK CREAMER						BULK CREAMER						
BULK CREAMER	136945	179072	6719579	4684437	473616	INT DELIGHT ESL FR VANILLA 96OZ 3CT	136946	179061	3974607	4784971	473617	INT DELIGHT ESL HAZEL 96OZ 3CT	
BULK WHITENER	136471	178943	358634	7576974	538124	INT DELIGHT CHI ESL BUL HLF-HLF 96OZ 3CT	136472		358626	3776119	538125	INT DELIGHT CHI ASEP BUL HLF-HLF 96OZ 3CT	
CARAFE/MULTI-USE CREAMER						CARAFE/MULTI-USE CREAMER							
MULTI-USE WHITENER	136961	403752	1865161	7198518	473628	LAND O LAKE HALF-HALF TRAD 32OZ 12CT							
ALMOND	136459	697211	335259	3835816	537328	SILK ALMOND ESL UNSWEET 64OZ 6CT	136462	644782	470512	6445953	533236	SILK ALMOND ASEP ORIGINAL 32OZ 6CT	
OAT	141872	719211	7093857	9588303	699144	SILK ESL OAT ORIGINAL 64OZ 6CT							
SOY	136918	278650	128298	6872105	473672	SILK SOY ASEP ORIGINAL 32OZ 12CT	136926	271405	3692746	7277494	473558	SILK SOY ESL ORIGINAL 64OZ 6CT	

DISTRIBUTOR MATRIX

Recommended SKUs

Alternate SKUs

	DNA#	GFS RE-ORDER #	SYSCO SUPC	USF APN	DOT	SKU DESCRIPTION		DNA#	GFS RE-ORDER #	SYSCO SUPC	USF APN	DOT	SKU DESCRIPTION	
YOGURT	YOGURT													
		201170	536786	7302446	1079564	780294	OIKOS CORE VANILLA 4OZ							
		201171	536783	7302457	1079562	780296	OIKOS CORE STRAWBERRY 4OZ							
		201172	536785	7302448	1079558	780295	OIKOS CORE BLUEBERRY 4OZ							
		11776	765020	7849706	2512952	475518	LT N FIT STR/BLUE/RASP 12X4OZ	11934	280401	7590227	7040231	475397		LT N FIT STR/PCH AFH 4OZ AFH
		16532	564741	4699122	131995	475412	ACTIVIA STR/PCH 4OZ AFH SS 24CT	78305	322281	8221958	8918534	518585		ACTIVIA LT BLUE/STR/PCH 24X4OZ CLUB
		104658	552931	3764166	1832828	620614	DANN CREAMY STRAW/VANI 48X4OZ AFH	104657	552943	3763937	6593341	620613		DANN CREAMY CHERRY/RASP 48X4OZ AFH
		73463	885750	8653952	2577427	524821	DANIMALS CUP STRAW 48X4OZ AFH FFS	73558	869921	8653964	1789056	524822		DANIMALS CUP STRAW BANANA 48X4OZ AFH FFS
		147007	253205	7180140	2407493	713150	DANNON DRINK STRAWBERRY 7OZ	147006	253206	7191735	3146923	713152		DANNON DRINK MANGO 7OZ
		175517	230822	1036850	7978223	553455	DANN OIKOS CORE STR/BLU/CHY 12X5.3OZ CLUB	171869	894410	109445	3621323	737657		DANN OIKOS CORE VANILLA 5.3OZ 0%
		98431	414412	3464284	9149692	610949	DANN OIKOS TRIPLE ZERO STRAW 5.3OZ	98429	414402	3464249	9170877	610948		DANN OIKOS TRIPLE ZERO VANILLA 5.3OZ
		119060	827611	9903576	8395154	475309	DANN VANILLA CLASSIC 5.3OZ							
		119009	827402	9904053	1395169	475312	DANN STRAWBERRY FOB 5.3OZ	119010	827431	9904079	3395167	475322		DANN BLUEBERRY FOB 5.3OZ
		153066		7097912	2070793	707450	GB TWO GOOD GREEK VANILLA 5.3OZ	153055		7088324	8309900	699525		GB TWO GOOD GREEK STRAWBERRY 5.3OZ
		71538	531250	1918535	6902639	573425	LT N FIT GREEK STRAW/BLUE 12X5.3OZ CLUB	78695	273631	1934419	6844047	572038		LT N FIT GREEK STRAWBERRY 5.3OZ
		5796	541966	1190263	1067362	475406	DANN VANILLA 32OZ	96397	673261	3117148	8992034	599890		DANN PRO BAG IN A BOX VANILLA 4X6LBS
		96400	673251	3117302	9566324	599893	DANN OIKOS PRO BAG IN VANILLA 2X6LBS	57736	634411	621625	3980406	545865		DANN OIKOS VANILLA 32OZ 0%
	57735	147481	621617	3980251	545866	DANN OIKOS PLAIN 32OZ 0%	96399	673231	3117167	8992026	599892		DANN OIKOS PRO BAG IN A BOX PLAIN 2X6LBS	
	66542		2157347	2826725	564318	DANN OIKOS PLAIN 32OZ 4%								
PLANT-BASED	PLANT-BASED							PLANT-BASED						
		128507		7051320		668172	SD COCONUT UNSWEETENED PLAIN 24OZ 6CT	128531	752245	7086078	8261926	668171		SD COCONUT PLAIN 24OZ 6CT
		140247		7092093	2682761	702217	SD COCONUT VANILLA YOG 5.3OZ 12CT	128473	210313	4677763	4802663	649258		SILK SOY STRAWBERRY YOG 5.3OZ 8CT
		136461	536322	1149636	2632107	546612	SILK ALMOND ASEP VANILLA 8OZ 18CT	136460	536330	1149628	2632115	546611		SILK ALMOND ASEP DK CHOC 8OZ 18CT
		136466	111091	177347	3704202	534618	SILK SOY ASEP VERY VANILLA 8OZ 18CT	136465	111101	177321	3704178	534610		SILK SOY ASEP CHOCOLATE 8OZ 18CT
		136461	536322	1149636	2632107	546612	SILK ALMOND ASEP VANILLA 8OZ 18CT	136460	536330	1149628	2632115	546611		SILK ALMOND ASEP DK CHOC 8OZ 18CT
		136466	111091	177347	3704202	534618	SILK SOY ASEP VERY VANILLA 8OZ 18CT	136465	111101	177321	3704178	534610		SILK SOY ASEP CHOCOLATE 8OZ 18CT
		136459	697211	335259	3835816	537328	SILK ALMOND ESL UNSWEET 64OZ 6CT	136462	644782	470512	6445953	533236		SILK ALMOND ASEP ORIGINAL 32OZ 6CT
		194371		7274686	1049596	771665	SILK ESL OAT EXTRA CRM FULL FAT 59OZ 6CT							
		194373	470817	7274685	1049597	771664	SILK ESL OAT ORIGINAL 59OZ 6CT							
		136918	278650	128298	6872105	473672	SILK SOY ASEP ORIGINAL 32OZ 12CT	136926	271405	3692746	7277494	473558		SILK SOY ESL ORIGINAL 64OZ 6CT
		136796	180083	4856441	1548327	660285	SILK ALMOND ESL UNSWT ORIGI 2.5GAL	136795	180023	4856151	5976197	660287		SILK ALMOND ESL UNSWT VANI 2.5GAL
		136480	242290	1302381	2696250	564085	SILK SOY ESL VANILLA 2.5GAL	136481	242331	1302417	2696292	564086		SILK SOY ESL CHOCOLATE 2.5GAL
BEVERAGE	COFFEE							COFFEE						
		136816	164180	4856249	5764079	660279	STOK ESL CLD BREW BLACK 2X1.5GAL UTZSG	136818		4856256	1644377	660273		STOK ESL CLD BREW VANILLA 2X1.5GAL UTZSG
	PORTION CONTROL CREAMER							PORTION CONTROL CREAMER						
		136957	924740	2455024	7240894	574575	LAND O LAKE ASEP HALF-HALF 192X0.30OZ							
		136469	767921	358608	3800323	538122	INT DELIGHT CHI ASEP HALF-HALF 384X0.30OZ	136958	701650	8328668	5208368	473613		INT DELIGHT ASEP ORIGINAL 384X0.30OZ
		136951	767913	7440837	6157226	473609	INT DELIGHT ASEP FR VAN 288X0.44OZ	136955	188409	7441314	6187801	473610		INT DELIGHT ASEP HAZEL 288X0.44OZ
	BULK CREAMER							BULK CREAMER						
		136945	179072	6719579	4684437	473616	INT DELIGHT ESL FR VANILLA 96OZ 3CT	136946	179061	3974607	4784971	473617		INT DELIGHT ESL HAZEL 96OZ 3CT
		136471	178943	358634	7576974	538124	INT DELIGHT CHI ESL BUL HLF-HLF 96OZ 3CT	136472		358626	3776119	538125		INT DELIGHT CHI ASEP BUL HLF&HLF 96OZ 3CT
	CARAFE/MULTI-USE CREAMER							CARAFE/MULTI-USE CREAMER						
		136961	403752	1865161	7198518	473628	LAND O LAKE HALF-HALF TRAD 32OZ 12CT							
		136459	697211	335259	3835816	537328	SILK ALMOND ESL UNSWEET 64OZ 6CT	136462	644782	470512	6445953	533236		SILK ALMOND ASEP ORIGINAL 32OZ 6CT
		141872	719211	7093857	9588303	699144	SILK ESL OAT ORIGINAL 64OZ 6CT							
	136918	278650	128298	6872105	473672	SILK SOY ASEP ORIGINAL 32OZ 12CT	136926	271405	3692746	7277494	473558		SILK SOY ESL ORIGINAL 64OZ 6CT	

TRY OUR WINNING COMMERCIAL PRODUCTS



#177474



#196068



#196067



#196066



#194040



#136496



#203372



#203374



#203373



#203055



#203056



#195572



#201170



#201172



#201171

AUTHORIZATION GUIDE

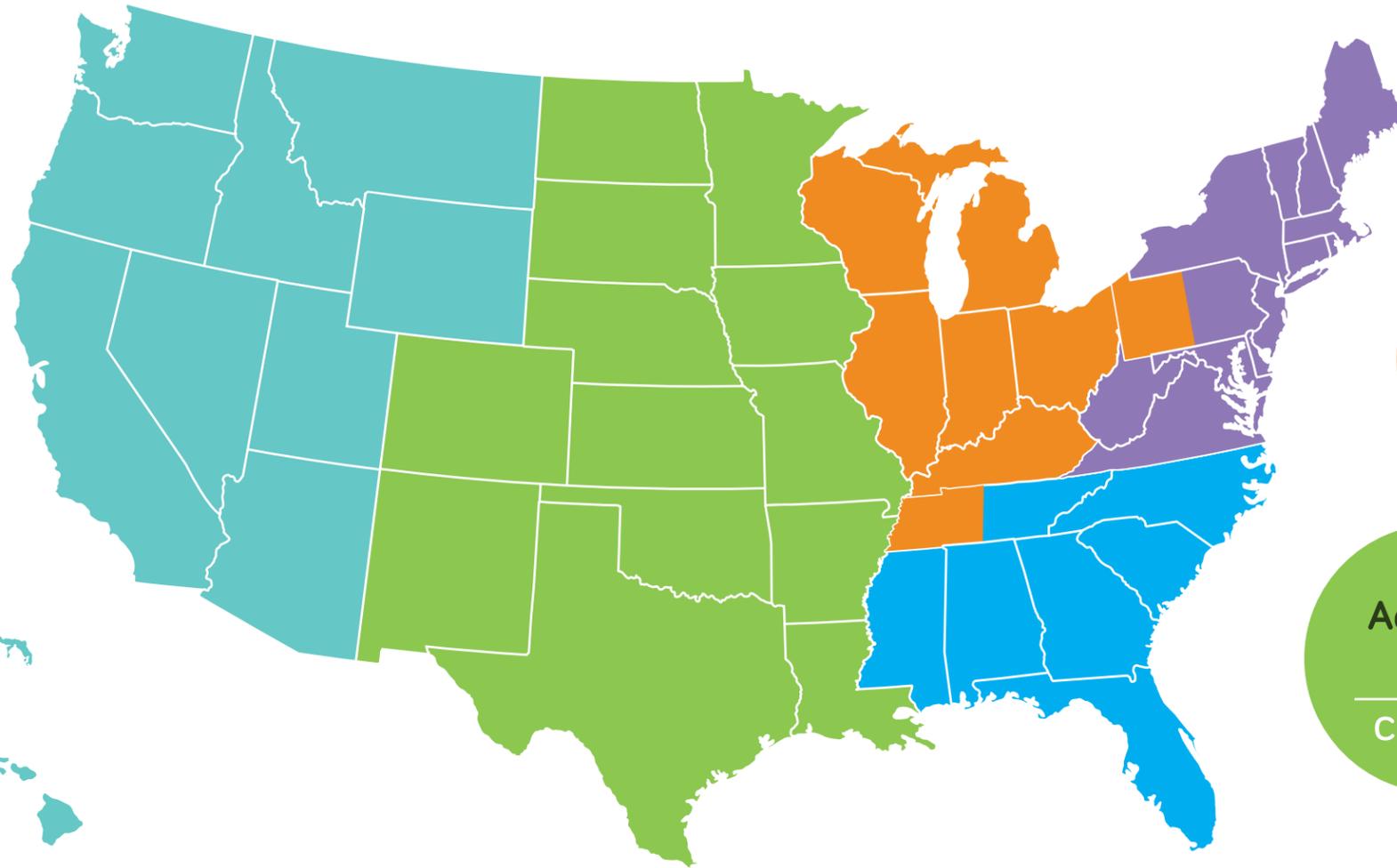
FOOD SERVICE MANAGEMENT & GROUP PURCHASING ORGANIZATION PRODUCT SPECIFICATIONS

COMP SOLE
SOLE
PREFERRED
SHARED

		BRAND/SIZE		COMPASS	FSMS ARAMARK	SODEXO ENTEGRA	LODGING		GPOS				
							AVENDRA	HILTON	FOODBUY	PREMIER	VIZIENT	HPSI	
CATERING, PATIENT TRAY, COMPLIMENTARY	YOGURT	LIGHT TRADITIONAL	LIGHT + FIT 4OZ	COMP SOLE	SOLE	PREF'D	PREF'D	SHARED	SHARED	SHARED	PREF'D	SOLE	
		PROBIOTIC	ACTIVIA 4OZ	PREF'D	SOLE	PREF'D	PREF'D	SHARED	PREF'D	SHARED	PREF'D	SOLE	
		TRADITIONAL	DANNON CREAMY 4OZ	COMP SOLE	SOLE	PREF'D	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SOLE
		KIDS	DANIMALS 4OZ	PREF'D	SOLE	PREF'D	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SOLE
		SMOOTHIE	DANNON 7OZ	SHARED	SOLE	SHARED	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SOLE
	PLANT-BASED BEVERAGE	ALMOND	SILK 8OZ TETRA	PREF'D	SOLE	PREF'D	SOLE	PREF'D	PREF'D	SHARED	SHARED	SOLE	SHARED
		SOY	SILK 8OZ TETRA	PREF'D	SOLE	PREF'D	SOLE	PREF'D	PREF'D	SHARED	SHARED	SOLE	SHARED
COOLER & CASH OPERATIONS	YOGURT	GREEK (0%)	OIKOS 5.3OZ	SOLE	SOLE	SHARED	PREF'D	SHARED	PREF'D	SHARED	PREF'D	SOLE	
		LIGHT TRADITIONAL	LIGHT + FIT 5.3OZ	COMP SOLE	SOLE	SHARED	PREF'D	SHARED	PREF'D	SHARED	PREF'D	SOLE	
		GREEK ENHANCED PROTEIN	OIKOS TRIPLE ZERO 5.3OZ	SOLE	SOLE	SHARED	PREF'D	SHARED	PREF'D	SHARED	SHARED	PREF'D	SOLE
		TRADITIONAL	DANNON 5.3OZ	SHARED	SOLE	SHARED	PREF'D	SHARED	PREF'D	SHARED	SHARED	PREF'D	SOLE
		FRUIT	DANNON 5.3OZ	COMP SOLE	SOLE	SHARED	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SOLE
		LOW SUGAR GREEK	TWO GOOD 5.3OZ	PREF'D	SOLE	SHARED	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SOLE
		SMART CALORIES GREEK	LIGHT + FIT GREEK 5.3OZ	PREF'D	SOLE	SHARED	PREF'D	SHARED	PREF'D	SHARED	SHARED	PREF'D	SOLE
	PLANT BASED YOGURT	SILK/SO DELICIOUS 5.3OZ	SHARED	SOLE	SHARED	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SOLE	
	PLANT-BASED BEVERAGE	ALMOND	SILK 8OZ TETRA	PREF'D	SOLE	PREF'D	SOLE	PREF'D	PREF'D	SHARED	SHARED	SOLE	SHARED
		SOY	SILK 8OZ TETRA	PREF'D	SOLE	PREF'D	SOLE	PREF'D	PREF'D	SHARED	SHARED	SOLE	SHARED
BACK OF HOUSE CULINARY	YOGURT	TRADITIONAL PARFAIT	DANNON 32OZ OR 6LB	COMP SOLE	SOLE	SHARED	PREF'D	SHARED	SHARED	SHARED	PREF'D	PREF'D	
		GREEK PARFAIT	OIKOS 32OZ OR 6LB	SOLE	SOLE	SOLE	PREF'D	SHARED	SHARED	SHARED	PREF'D	PREF'D	
		CULINARY APPLICATION (0%)	OIKOS 32OZ OR 6LB	SOLE	SOLE	SOLE	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	PREF'D
		CULINARY APPLICATION (WHOLE MILK)	OIKOS 32OZ	SOLE	SOLE	SOLE	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	PREF'D
		CULINARY APPLICATION (PLANT-BASED)	SO DELICIOUS 24OZ	SHARED	SOLE	SHARED	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	PREF'D
	PLANT-BASED BEVERAGE	ALMOND	SILK 64 OZ OR 32OZ	PREF'D	SOLE	PREF'D	SOLE	PREF'D	SHARED	SHARED	SHARED	SOLE	SHARED
		OAT	SILK 64 OZ OR 32OZ	SHARED	SOLE	PREF'D	SOLE	PREF'D	SHARED	SHARED	SHARED	SOLE	SHARED
		SOY	SILK 64 OZ OR 32OZ	PREF'D	SOLE	PREF'D	SOLE	PREF'D	SHARED	SHARED	SHARED	SOLE	SHARED
COFFEE COUNTER	PLANT-BASED BEVERAGE	ALMOND	SILK 2.5GAL	SOLE	SOLE	PREF'D	SOLE	PREF'D	PREF'D	SHARED	SOLE	SHARED	
		SOY	SILK 2.5GAL	SOLE	SOLE	PREF'D	SOLE	PREF'D	PREF'D	SHARED	SOLE	SHARED	
	RTD COFFEE	COLD BREW	STOK 1.5GAL	SHARED	SHARED	SHARED	SHARED	SHARED	SHARED	SHARED	SHARED	SHARED	SHARED
		CREAMER PORTION CONTROL	WHITENER	LOL PC	PREF'D	SHARED	PREF'D	SHARED	SHARED	SHARED	SHARED	SHARED	PREF'D
	CREAMER		ID 384CT	PREF'D	SOLE	PREF'D	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SHARED
	CREAMER		ID 288CT	PREF'D	SOLE	PREF'D	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SHARED
	CREAMER BULK	CREAMER	ID 96OZ	PREF'D	SHARED	PREF'D	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SHARED
		WHITENER	ID 96OZ	PREF'D	SHARED	PREF'D	PREF'D	SHARED	SHARED	SHARED	SHARED	PREF'D	SHARED
	CREAMER MULTI-USE	WHITENER	LAND O LAKES 32OZ	PREF'D	SOLE	PREF'D	SOLE	PREF'D	SHARED	SHARED	SHARED	PREF'D	PREF'D
		ALMOND	SILK 64 OZ OR 32OZ	SHARED	SOLE	PREF'D	SOLE	PREF'D	SHARED	SHARED	SHARED	SOLE	SHARED
		OAT	SILK 64 OZ OR 32OZ	SHARED	SOLE	PREF'D	SOLE	PREF'D	SHARED	SHARED	SHARED	SOLE	SHARED
		SOY	SILK 64 OZ OR 32OZ	SHARED	SOLE	PREF'D	SOLE	PREF'D	SHARED	SHARED	SHARED	SOLE	SHARED

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BRINGING HEALTH
THROUGH FOOD
TO AS MANY
PEOPLE AS POSSIBLE