



# Options For Patient Feeding & Cafeterias That Just Taste Great



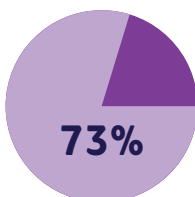
### Why 100% fruit juice

72% of consumers ranked **taste** as the most important attribute for **juice**<sup>1</sup>



### \$1.0 billion

Away From Home juice is a 1.0 billion dollar category<sup>2</sup>



### Why juice

Nearly three quarters of operators offer **100% juice**<sup>1</sup>

**flavor variety just makes sense**

- ✓ Avoid patron menu fatigue
- ✓ Increase breakfast beverage satisfaction
- ✓ Build the right balance between taste and healthy options
- ✓ Offer 5-6 juice flavors to maximize offerings





# Options For Patient Feeding & Cafeterias That Just Taste Great



## OUR FOCUS ON SUSTAINABILITY

- Preserve biodiversity & soil health
- Reduce carbon footprint
- Agricultural research & academic partnerships
- Plastic reductions in our packaging
- Upcycle manufacturing by-products

## Our Rich Heritage Makes for a Trusted Brand

- We're not a big corporation, but a co-op of over 650 family farmers, including 4th and 5th generation.
- Average vineyard size of 52 acres
- Welch's grapes are harvested in about 30 days
- Each grape is pressed into juice within 8 hours
- Our grapes are grown & harvested in the US (NY, PA, OH, MI, WA)
- Our apples are 100% US grown & processed (OR, WA)

| Product Code  | DOT Item Number | Product Name   | Pack/Size         | Juice Content Percentage | Kosher | Serving Size     | First Ship |
|---|-----------------|--|-------------------|--------------------------|--------|------------------|------------|
| <b>100% Fruit Juice, Fruit Juice Cocktails, Fruit Juice Drinks &amp; Drinks</b> |                 |  |                   |                          |        |                  |            |
| <b>10 oz PET Bottles</b>  |                 |  |                   |                          |        |                  |            |
| WDP31600  | 393414          | Welch's 100% Apple Juice <sup>1 2</sup>                | 24 / 10 oz        | 100                      | None   | 1 Bottle (295ml) |            |
| WPD35400  | 393408          | Welch's 100% Grape Juice, Concord <sup>1 2</sup>       | 24 / 10 oz        | 100                      | None   | 1 Bottle (295ml) |            |
| WPD37731  | 762746          | Welch's 100% Orange Pineapple Apple <sup>1 2</sup>     | 4 / 6 ct. / 10 oz | 100                      | None   | 1 Bottle (295ml) |            |
| WPD39400  | 393419          | Welch's Cranberry Juice Cocktail <sup>2</sup>          | 24 / 10 oz        | 15                       | None   | 1 Bottle (295ml) |            |
| WPD37735  | 784371          | Welch's Zero Sugar Drink - Tropical Punch              | 4 / 6 ct. / 10 oz | 1                        | None   | 1 Bottle (295mL) |            |
| WPD37736  | 784370          | Welch's Zero Sugar Drink - Concord Grape               | 4 / 6 ct. / 10 oz | 1                        | None   | 1 Bottle (295mL) |            |
| WPD37737  | 784369          | Welch's Zero Sugar Drink - Strawberry                  | 4 / 6 ct. / 10 oz | 1                        | None   | 1 Bottle (295mL) |            |
| <b>16 oz PET Bottles</b>  |                 |  |                   |                          |        |                  |            |
| WPD30194  | 590512          | Welch's 100% Orange Juice <sup>1 2</sup>               | 12 / 16 oz        | 100                      | None   | 1 Bottle (473ml) |            |
| WPD30193  | 590510          | Welch's 100% Apple Juice <sup>1 2</sup>                | 12 / 16 oz        | 100                      | K      | 1 Bottle (473ml) |            |
| WPD30219  | 603006          | Welch's 100% Grape Juice, Concord <sup>1 2</sup>       | 12 / 16 oz        | 100                      | None   | 1 Bottle (473ml) |            |
| WPD30195  | 590514          | Welch's Cranberry Juice Cocktail <sup>2</sup>          | 12 / 16 oz        | 15                       | None   | 1 Bottle (473ml) |            |
| WPD30201  | 590819          | Welch's Orange Pineapple Juice Drink                   | 12 / 16 oz        | 7                        | None   | 1 Bottle (473ml) |            |
| WPD30197  | 590516          | Welch's Fruit Punch Juice Drink                        | 12 / 16 oz        | 5                        | None   | 1 Bottle (473ml) |            |
| WPD30362  | 784373          | Welch's Zero Sugar Drink - Tropical Punch              | 12 / 16 oz        | 1                        | None   | 1 Bottle (473ml) |            |
| WPD30363  | 784372          | Welch's Zero Sugar Drink - Strawberry                  | 12 / 16 oz        | 1                        | None   | 1 Bottle (473ml) |            |
| <b>46 oz PET Bottles</b>  |                 |  |                   |                          |        |                  |            |
| WPD31400  | 374352          | Welch's 100% Grape Juice, Concord <sup>1 2</sup>       | 8 / 46 oz         | 100                      | None   | 8 FL OZ (240ml)  |            |
| <b>64 oz PET Bottles</b>  |                 |  |                   |                          |        |                  |            |
| WPD21100  | 342075          | Welch's 100% Grape Juice, Concord <sup>1 2</sup>       | 8 / 64 oz         | 100                      | K      | 8 FL OZ (240ml)  |            |
| WPD22900  | 343403          | Welch's 100% White Grape Juice <sup>1 2</sup>          | 8 / 64 oz         | 100                      | K      | 8 FL OZ (240ml)  |            |
| WPD20333  | 784376          | Welch's Zero Sugar Drink - Tropical Punch              | 6 / 64 oz         | 1                        | None   | 8 FL OZ (240ml)  |            |
| WPD20334  | 784375          | Welch's Zero Sugar Drink - Strawberry                  | 6 / 64 oz         | 1                        | None   | 8 FL OZ (240ml)  |            |
| WPD20335  | 784374          | Welch's Zero Sugar Drink - Concord Grape               | 6 / 64 oz         | 1                        | None   | 8 FL OZ (240ml)  |            |
| WPD20340  |                 | Welch's Zero Sugar Drink - Black Cherry                | 6 / 64 oz         | 1                        | None   | 8 FL OZ (240ml)  |            |
| <b>96 oz PET Bottles</b>  |                 |  |                   |                          |        |                  |            |
| WPD26100  | 442971          | Welch's 100% Grape Juice, Concord <sup>1 2</sup>       | 6 / 96 oz         | 100                      | K      | 8 FL OZ (240ml)  |            |
| WPD29000  | 398540          | Welch's 100% White Grape Juice <sup>1 2</sup>          | 6 / 96 oz         | 100                      | K      | 8 FL OZ (240ml)  |            |
| <b>Sparkling Fruit Juice</b>  |                 |  |                   |                          |        |                  |            |
| <b>25.4 oz Glass Bottles</b>  |                 |  |                   |                          |        |                  |            |
| WPD71650  | 247109          | Welch's Sparkling Red <sup>2</sup>                     | 12 / 25.4 oz      | 40                       | None   | 8 FL OZ (240ml)  |            |
| WPD71550  | 245161          | Welch's Sparkling White <sup>2</sup>                   | 12 / 25.4 oz      | 40                       | None   | 8 FL OZ (240ml)  |            |
| WPD70540  | 679639          | Welch's Sparkling Rosé <sup>1 2</sup>                  | 12 / 25.4 oz      | 50                       | None   | 8 FL OZ (240ml)  |            |
| WPD70621  | 799745          | Welch's Sparkling Crisp Apple <sup>1 2</sup>           | 12 / 25.4 oz      | 50                       | None   | 8 FL OZ (240ml)  |            |
| <b>8.4 oz Glass Bottles</b>   |                 |  |                   |                          |        |                  |            |
| WPD70597  | 785709          | Welch's Sparkling Red <sup>2</sup>                     | 12 / 8.4 oz       | 40                       | None   | 1 Bottle (248ml) |            |
| WPD70598  | 785708          | Welch's Sparkling White <sup>2</sup>                   | 12 / 8.4 oz       | 40                       | None   | 1 Bottle (248ml) |            |
| <b>Spreads</b>  |                 |  |                   |                          |        |                  |            |
| <b>Squeeze Bottles</b>  |                 |  |                   |                          |        |                  |            |
| WPD50153  | 605238          | Welch's Concord Grape Jelly <sup>2</sup>               | 12 / 20 oz        |                          | None   | 1 tbsp (20g)     |            |
| WPD50154  |                 | Welch's Concord Grape Jam <sup>2</sup>                 | 12 / 20 oz        |                          | None   | 1 tbsp (20g)     |            |
| WPD50167  | 605239          | Welch's Strawberry Spread                              | 12 / 20 oz        |                          | None   | 1 tbsp (20g)     |            |
| WPD50171  | 605240          | Welch's Reduced Sugar Concord Grape Jelly <sup>2</sup> | 12 / 17.1 oz      |                          | None   | 1 tbsp (17g)     |            |
| WPD50169  | 613251          | Welch's Natural Concord Grape Spread <sup>1 2</sup>    | 12 / 18 oz        |                          | None   | 1 tbsp (18g)     |            |
| WPD50170  | 605907          | Welch's Natural Strawberry Spread <sup>1 2</sup>       | 12 / 18 oz        |                          | None   | 1 tbsp (18g)     |            |