



Date: September 14, 2021
To: Agency Bill CCNA Foodservice Distributors
From: National Foodservice Distribution
Re: **INFORM: 2022 Distributor Compensation**

Per our commitment to provide our annual compensation rates earlier in the year, the following highlights our 2022 program:

- Delivery fee increases of 3.0% for 5-Gal BIB and 3.5% for 2.5-Gal BIB and 2x1-Gal
- Pick Pack fee increases of 3.5% for Single and 3.0 % for Double Cartridges
- These delivery & pick pack fee increases are above our historical increases
- All other elements are the same as 2021 rates & terms
 - \$0.25 per case Enhanced Reporting fee; \$0.08 per gal Truckload discount (+41,500lbs); \$0.01 per gal CHEP/ No Touch fee

Please refer to the attached compensation components for more details. These rates are effective January 1, 2022 and are based on the same model for all authorized distributors for Coca-Cola North America.

Our 2022 National Price List will be communicated at the beginning of November.

Should you have questions regarding these changes, please contact your Account Manager, Distributor National Sales Executive or our Distribution office at NFD@coca-cola.com.

Sincerely,

A handwritten signature in black ink that reads "S Gokhale". The signature is written in a cursive style with a horizontal line underneath the name.

Sanjeev Gokhale
VP National Foodservice Distribution
Coca-Cola North America

Attachment

Agency Bill 2022 Distributor Compensation

Effective January 1, 2022

Enhanced Fee Rates for Reporting <3 Days

	Delivery Fee* <3 Days	Reporting Fee** < 3 Days	Truckload Discount	Total ^
	Varies	Per Case	Per Gallon	
2022 Rate	Per Case/SKU	\$0.25	\$0.08	
BIB				
5.0 Gallon	\$2.634	\$0.25	\$0.40	\$3.284
2.5 Gallon	\$1.492	\$0.25	\$0.20	\$1.942
2/1 Gallon	\$1.408	\$0.25	\$0.16	\$1.818
1/1 Gallon	\$1.335	\$0.25	\$0.16	\$1.745
BIB (with CHEP/No Touch Program - \$0.01 per gallon)				
5.0 Gallon	\$2.684	\$0.25	\$0.40	\$3.334
2.5 Gallon	\$1.522	\$0.25	\$0.20	\$1.972
2/1 Gallon	\$1.438	\$0.25	\$0.16	\$1.848
1/1 Gallon	\$1.365	\$0.25	\$0.16	\$1.775
High Yield BIB				
5.0 Gallon	\$2.737	\$0.25	\$0.40	\$3.387
High Yield BIB (with CHEP/No Touch Program - \$0.01 per gallon)				
5.0 Gallon	\$2.787	\$0.25	\$0.40	\$3.437

* **Delivery Fee** - Enhanced delivery fee includes increase of \$0.05 per 5 Gal BIB/\$0.03 per 2.5 Gal and 2/1 Gal if reporting is received in < 3 days

** **Reporting Fee** - Enhanced reporting fee includes increase of \$0.10 when reporting in <3 days

^ **Total** - varies based on qualification for Truckload discount and CHEP Program

Base Fee Rates for Reporting 4 - 30 Days

	Delivery Fee* 4-30 days	Reporting Fee ** 4 - 30 Days	Truckload Discount	Total ^
	Varies	Per Case	Per Gallon	
2022 Rate	Per Case/SKU	\$0.15	\$0.08	
BIB				
5.0 Gallon	\$2.584	\$0.15	\$0.40	\$3.134
2.5 Gallon	\$1.462	\$0.15	\$0.20	\$1.812
2/1 Gallon	\$1.378	\$0.15	\$0.16	\$1.688
1/1 Gallon	\$1.320	\$0.15	\$0.16	\$1.630
BIB (with CHEP/No Touch Program - \$0.01 per gallon)				
5.0 Gallon	\$2.634	\$0.15	\$0.40	\$3.184
2.5 Gallon	\$1.492	\$0.15	\$0.20	\$1.842
2/1 Gallon	\$1.408	\$0.15	\$0.16	\$1.718
1/1 Gallon	\$1.350	\$0.15	\$0.16	\$1.660
High Yield BIB				
5.0 Gallon	\$2.687	\$0.15	\$0.40	\$3.237
High Yield BIB (with CHEP/No Touch Program - \$0.01 per gallon)				
5.0 Gallon	\$2.737	\$0.15	\$0.40	\$3.287

* **Delivery Fee** - base delivery fee for reporting 4-30 days

** **Reporting Fee** - base reporting fee of \$0.15 when reporting 4-30 days

^ **Total** - varies based on qualification for Truckload discount and CHEP Program