



Del Monte Foods, Inc.

Nourishing Families. Enriching Lives. Every Day.®

March 26, 2021

Dear Valued Partner,

Attached please find the new price list for Del Monte Foodservice, effective July 1, 2021. Below is a summary of new items, changes, and pricing adjustments.

We are pleased to introduce the following NEW ITEMS in this list:

- **JOYBA™ Bubble Tea Beverages – NEW!** 6 ct./12 oz (Available July, 2021)
 - 2005272 Strawberry Lemonade Green Tea
 - 2005273 Mango Passion Fruit Green Tea

- **Del Monte WELLNESS INFUSIONS – NEW!** 6 ct./6 oz (Available June, 2021)
 - 2005268 **Boost Me:** Mangos & Pineapple in Mango / Dragon Fruit Flavored Juice
 - 2005269 **Gut Love:** Pineapple in Pineapple Ginger Flavored Juice
 - 2005270 **Glow On:** Peaches in Passionfruit Guava Flavored Juice

- **Del Monte Veggieful™ Quinoa Bowls - NEW!** 12 ct./8 oz (Available June, 2021)
 - 2005194 Basil Pesto Quinoa Bowl
 - 2005193 Tuscan Quinoa Bowl
 - 2005195 Chipotle Quinoa Bowl

Several items will be DISCONTINUED effective June 1, 2021:

- Del Monte Oats to Go™
 - 2005043 Apple Cinnamon Crunch
 - 2005044 Triple Berry Almond
 - 2005045 Banana Nut
 - 2005046 Maple Brown Sugar Crunch

- Del Monte Fruit Naturals
 - 2000075 Yellow Cling Peach Chunks (No Sugar Added)
 - 2000093 Red Grapefruit (No Sugar Added)
 - 2000077 Pear Chunks in Extra Light Syrup
 - 2000086 Mango Chunks in Extra Light Syrup
 - 2000094 Pineapple Chunks in Juice
 - 2000052 Superfruit Pear Chunks + Acai/Blackberry Juice Blend
 - 2000057 Superfruit Peach Chunks + Pomegranate/Orange Juice

- Del Monte Fruit Crunch Parfaits
 - 2005052 Mango with Coconut Crème and Granola



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- Del Monte Veggieful™ Veggie Bowls
 - 2005059 Tomato Basil with Quinoa
 - 2004912 Roasted Red Pepper with Quinoa
 - 2004911 Garlic & Herb with Quinoa & Riced Cauliflower

The following items will be DISCONTINUED as noted:

- Del Monte Fruits of Four Seasons Hand Cut Fruit – EFFECTIVE IMMEDIATELY
 - 2001531 Pink Grapefruit in Extra Light Syrup
 - 2001536 Orange Slices in Extra Light Syrup
- Del Monte Harvest Selects Frozen Riced Veggies – EFFECTIVE IMMEDIATELY
 - 2004798 Riced Cauliflower and Sweet Potato
- Del Monte Single Serve Fruit Cups – EFFECTIVE JULY 1, 2021
 - 2005014 Diced Peaches w/ Strawberry Banana Flavor in 100% Juice

As you may be aware, inflationary pressures across raw materials, packaging, transportation, and manufacturing costs have made some pricing adjustments necessary.

Price Increases:

- #10 Peaches and Fruit Cocktail:
 - 2020 California Peach Crop – Unexpectedly low yield, high demand, and labor restrictions resulted in significantly higher than expected costs.
 - 2001676 Del Monte Sliced YC Peaches in Pear Juice #10
 - 2004734 Del Monte Sliced YC Peaches in Extra Light Syrup #10
 - 2001683 Del Monte Diced Peaches in Pear Juice #10
 - 2002349 Del Monte Diced Peaches in Extra Light Syrup #10
 - 2004732 Del Monte Fruit Cocktail in Extra Light Syrup #10
- Del Monte Single Serve Fruit Cups:
 - Packaging, labor, raw materials, and transportation cost increases led to higher costs on these items.
 - 2005010 Diced Pears in 100% Juice
 - 2005012 Diced Peaches in 100% Juice
 - 2005016 California Mixed Fruit in 100% Juice
 - 2005017 Cherry Mixed Fruit in 100% Juice
 - 2005011 Mixed Fruit in 100% Juice
- Shelf Stable Pineapple and Tropical Mixed Fruit:
 - Challenging growing conditions and severe transportation disruptions over the past year resulted in a global shortage and higher costs.
 - 2001543 Fancy Pineapple Juice NOT from concentrate 12/46 oz.



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- 2001018 Sliced Pineapple (Rings) in Juice 12/20 oz.
 - 2001692 Pineapple Tidbits in Juice #10
 - 2001715 Pineapple Chunks in Juice #10
 - 2001791 Pineapple Chunks in Heavy Syrup #10
 - 2004488 Tropical Fruit Salad in Light Syrup #10
 - 2001790 Crushed Pineapple in Juice #10
 - 2004681 Pineapple Tidbits in Light Syrup – POUCH 6/81 oz.
- #10 Corn:
 - 2020 Northwest Corn Crop – Unusual windstorms led to low crop yields, and labor restrictions resulted in significantly higher than expected costs.
 - 2001733 Whole Kernel Gold Corn Super Sweet
 - 2004499 Low Sodium Whole Kernel Corn

In these unprecedented times, we appreciate and value your business now more than ever. We understand the difficult time and severe impact to the Foodservice industry, organizations and customers caused by the pandemic.

Should you have any questions or need assistance, please do not hesitate to reach out to your Del Monte Representative.

Sincerely,

A handwritten signature in black ink, appearing to read "Jane Sumner".

Jane Sumner
Vice President Foodservice
Del Monte Foods, Inc.