



January 14, 2022

Dear Valued Customers:

We continue to feel the effects of unprecedented consumer demand and a very dynamic retail environment on our 10oz Tropicana Ambient Portfolio. In an effort to maintain predictable service levels, we will institute an allocation process on all Tropicana Ambient 10oz items through June 11, 2022. This allocation process will be based on customer's historical orders, overall percent of business, and will account for recent growth. The process will begin with orders shipping January 31, 2022.

Customer orders will not be accepted from January 18, 2022- January 21, 2022, and existing future orders will be subject to cuts. We will continue to ship existing orders during this period as inventory allows. We will resume accepting orders on January 24, 2022, and transition into the allocation process on the following Tropicana ambient items:

Material	Item Description
10048500021443000	TJNAMB WHC 10OZ 15CS ST KW
10048500021450000	TJNAMB WHC 10OZ 15CS FRT PUN COMP
10048500021467000	TJNAMB WHC 10OZ 15CS OR ST
48500204832000	TJNAMB 10OZ 15CS VARIETY ECOM
48500201688000	TJNAMB WHC 10OZ 24CS VARIETY ECOM
48500202159000	TJNAMB 10OZ 24CS ECOMM VARIETY
48500757154000	TJNAMB 10OZ 24CS OR
48500757178000	TJNAMB 10OZ 24CS AP CA
10048500008383000	TJNAMB 10OZ 24CS CB CKTL
48500757161000	TJNAMB 10OZ 24CS RRGF
48500203385000	TJNAMB 10OZ 24CS VTY FOR ECOM
48500758236000	TJNAMB WHC 10OZ 1/24PK ORANGE
48500758243000	TJNAMB WCL 10OZ 1/24PK APPLE

All promotional activity (TPR, Feature & Displays) on Tropicana Ambient 10oz will remain suspended through June 11, 2022.

We feel strongly these decisions are in the best interest of providing better service levels to our retail partners, and we take our role in driving product availability to our consumers very seriously. We will continue to evaluate these decisions and communicate any changes as we are able.

Please direct any questions directly to your Tropicana customer manager. We appreciate your support and the continued partnership during this challenging time.

Regards,

Janice Chopra
Vice President, Sales
PepsiCo Beverages North America – Juice Plus