

**Keurig Dr Pepper  
Foodservice Division  
6425 Hall of Fame Lane  
Frisco, TX 75034**

May 16, 2023

Dear Valued Partner:

Over the past several months our Mott's applesauce cups have experienced unprecedented demand which has impacted our fill rates. Effective immediately, we will be transitioning to our 6PKx12 package which will offer much improved fill rates to support your customers. This alternative package will be available for a minimum of 6 months or until our 72ct. foodservice package stabilizes to support demand. We will communicate any changes in timelines as received.

**Next Steps** - Please adjust all future POs to the NEW 6PKX12 packaging according to the highlighted table below.

**Impacted Mott's SKU's:**

14 Digit Case GTIN	12 Digit Selling Unit UPC	Material	Trademark	Product Description	Package Type Description	Cups Per Case
10014800211372	014800211375	10002292	MOTTS	3.9OZ MOTTS AS APPLE UNSW TUB 72PK	3.9OZ/111G/104ML PLASTIC T	72
10014800211365	014800212280	10002291	MOTTS	4OZ MOTTS AS APPLE TUB 72PK	4OZ/113G/104ML PLASTIC TU	72
10014800211471	014800211474	10002293	MOTTS	4OZ MOTTS AS STRAWBERRY TUB 72PK	4OZ/113G/104ML PLASTIC TU	72
00014800003253	014800003253	10065614	MOTTS	4.5OZ MOTTS AS STRWBRY UNSW TUB 72PK	4.5OZ/127.57G PLASTIC TUB	72

**Replacement Mott's SKU's Below:**

EFFECTIVE DATE:						
3/6/2023						
14 Digit Case GTIN	12 Digit Selling Unit UPC	Material	Trademark	Product Description	Package Type Description	per case
10014800000075	014800000078	10002263	MOTTS	3.9OZ MOTTS AS APL UNSW TUB 6PKX12	3.9OZ/111G/104ML PLASTIC T	72
10014800000105	014800000108	10002269	MOTTS	4OZ MOTTS AS APPLE TUB 6PKX12	4OZ/113G/104ML PLASTIC TU	72
10014800000822	014800000825	10002273	MOTTS	4OZ MOTTS AS STRAWBERRY TUB 6PKX12	4OZ/113G/104ML PLASTIC TU	72

**Pricing:** Equalized with the current 72ct. foodservice package. No increase in price.

**Package:** New package includes 12/6 packs = 72 cups per case. No change to # of cups per case.

It is our priority to service you with our foodservice package as quickly as possible. We thank you in advance for your flexibility during this transition.

Thank you for your partnership,

Keurig Dr Pepper

