Today’s Discussion

2016 Snacking Review

2017 Consumer Snacking Trends

Seizing the Growth Opportunities
Daily snacking averages remains the same, however there is an uptick in consumers snacking 5+ snacks per day

11.5% 2016
14.2% 2017

+2.7pts in 1 year

Source: 2017 IRI Snacking Survey
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
However, within retail, snacking dollars are lagging CPG and F&B - mostly due to slowed unit sales

% Growth By Channel: Multi-Outlet & Convenience

- MacroSnacks
  - Dollar Sales Change: 0.8%
  - Unit Sales Change: 0.3%

- F&B
  - Dollar Sales Change: 0.9%
  - Unit Sales Change: 0.5%

- Total CPG
  - Dollar Sales Change: 1.2%
  - Unit Sales Change: 0.6%

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.

2017 is proving to be a good year for snacking, currently outpacing F&B and CPG

% Growth By Channel: Multi-Outlet & Convenience

- MacroSnacks
  - Dollar Sales Change: 0.8%
  - Unit Sales Change: 1.7%

- F&B
  - Dollar Sales Change: 0.9%
  - Unit Sales Change: -0.1%

- Total CPG
  - Dollar Sales Change: 0.8%
  - Unit Sales Change: 0.4%

Source: IRI Market Advantage – MULO+C - YTD April 2017 vs YAGO
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
Within the top 10 core categories in 2016, only 4 categories grew in both dollars and units:

- Ice Cream/Sherbet: 5.1% growth
- Salty Snacks: 3.9% growth
- Granola Bars: 3.4% growth
- Cookies: 2.6% growth

So far in 2017, only 2 categories in the top 10 core grew in both dollars and units:

- Ice Cream/Sherbet: 3.1% growth
- Salty Snacks: 2.6% growth
Why is snacking driving dollar sales but not units?

Factors helping dollars outpace units

- Consideration Set Broadened
- Premiumization
- Price Equation
- Location
The top categories that saw dollars outpace the unit sales are riding on higher priced offerings and expanded consideration set.

Price per unit % increase

-9%
-7%
-4%
-3%
-2%
-2%
2%

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO

Most of these categories lost trade support as well, swelling their price points – thus helping dollars outpace units.

Lost trade support (in weeks)

-1.5 weeks
-1.4 weeks
-1.3 weeks
-1.5 weeks
-4.4 weeks
-2.6 weeks
-2.3 weeks
-1.5 weeks

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO
Quick serve and Limited serve have outpaced retail for several years and having an impact on traditional channels

**FOOD SERVICE**

LSR+4.4%
QSR+3.7%

Dollar Growth v. YAGO

**+0.9%**

F&B Dollar Growth v. YAGO

Source: Technomic; IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO

Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.

Within Indulgent snacking, growing halo around whole-fat spurred
dairy foods growth along with some bakery items

Regular Salty Snacks  Whole-fat Ice Cream/Sherbet  Cookies - Regular Fat  Pastry/Doughnuts

Whole-fat Fz Novelties  Sweet Popcorn  Whole-fat Yogurt

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO
And YTD April 2017 vs YAGO
Based on dollar % of sales
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
Portability was a theme within the growing Healthier categories

Snacks Size Fresh Produce

Rfg. Appetizers/ Snack Rolls

Rfg. Handheld Non-Breakfast Entrees

Dried Meat Snacks

Jelly/Jam/Honey

Rfg Pickles/Relish

In fact, snack size produce delivers on multiple consumer needs and we saw solid performance across many segments

<table>
<thead>
<tr>
<th></th>
<th>Sales</th>
<th>Price</th>
<th>Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Melons</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
<tr>
<td>Variety</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
<tr>
<td>Pineapple</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
<tr>
<td>Apples</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
<tr>
<td>Carrots</td>
<td>+</td>
<td>+</td>
<td>+</td>
</tr>
</tbody>
</table>

Source: Freshlook POS – 52 Weeks ending 12/26/16
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
However, several categories offset the increase driving the healthier segment decline

- Fat-free/Reduced Fat Fz Novelties
- Fat-free/Reduced Fat Cookies
- Fat-free/Reduced Fat Ice Cream
- Natural Snacking Cheese
- Low Fat Cream Cheese/Spread
- Low-fat/Fat-free Yogurt
- Sugar-free Gum
- Healthier Popcorn

Consumers’ “balanced” diet is driving the top dollar growth categories

- Low/No Sugar Fruit Snacks
- SS Smoothies
- Rfg Appetizer/_snack Rolls
- Snack-size Fresh Produce
- Pastry/Doughnuts
- Rfg HH Entrees (Non-Breakfast)
- Chocolate-Covered Salty Snacks
- Ice Cream/Sherbet
As we focus in on the Core Indulgent Snacks segment, we find it outpacing Healthier but the Healthier segment is growing too.

**Core Snacks Dollar Sales**

**INDULGENT**

3.4%

**HEALTHY**

0.9%

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO

Based on dollar sales  
*IRI ePOS – Select snacking category growth*

All channels except Club and Drug are seeing good Core Snacking growth, with Internet driving double digits.

<table>
<thead>
<tr>
<th>Channel</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food</td>
<td>1.9% YAGO</td>
</tr>
<tr>
<td>Mass</td>
<td>3.1% YAGO</td>
</tr>
<tr>
<td>C-Store</td>
<td>3.9% YAGO</td>
</tr>
<tr>
<td>Club</td>
<td>-1.1% YAGO</td>
</tr>
<tr>
<td>Drug</td>
<td>-0.4% YAGO</td>
</tr>
<tr>
<td>Dollar</td>
<td>1.8% YAGO</td>
</tr>
<tr>
<td>Internet</td>
<td>+15%* YAGO</td>
</tr>
<tr>
<td>All Other</td>
<td>+5% YAGO</td>
</tr>
</tbody>
</table>

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO

Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
There are still penetration opportunities across several channels

**Mass**
- Ranges: 7 - 74%
- Penetration: 47.9

**Dollar**
- Penetration: 11.4

**Online**

Source: Based on IRI Consumer Network - Macrosnacks - Penetration by Channels Pt change vs CY 2016; All Outlets

4 macro trends driving treating and snacking consumption

- Abundant and blurry choices
- Holistic Health
- eCommerce legitimacy
- Innovation feeding America
Abundant and blurry choices

Quick Serve and Limited Serve are within consumers consideration set for snacking

42%

Of consumers go 1 - 2 times per week
Up 3 points vs. 2015

11%

Of consumers go 3+ times per week
Up 4 points vs. 2015

Source: 2017 IRI Snacking Survey
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
New Specialty Stores and promotions from existing shops are boldly messaging to snacking consumers

Food & Beverage evolution includes confection ingredients that are impacting growth

PAST distinct products

TODAY blurred lines
Chocolate by the numbers

59% of F&B categories contain chocolate
6% of all Edible sales can be attributed to chocolate items

2.4% chocolate
1% F&B growth

Products with chocolate are outpacing F&B growth

Cereal has a pocket of growth with chocolate flavored cereals

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO

Consumers can get their chocolate reward in many ways impacting growth potential of candy

62.8% Total US

67.7% 18-44
59.5% 45-64
57.3% 65+

Source: 2017 IRI Snacking Survey: eating a snack that contains chocolate instead of having a candy bar is enough to give me my chocolate reward

Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
Attribute roles have evolved and importance has escalated

For example, Greek Yogurt delivers…

- High Protein
- Probiotics
- Calcium
- B-12
By bringing a new attribute – high protein – to a category where it didn’t exist, to deliver on emerging consumer needs.

Expanding to stores elevating the Chobani brand

Tribeca  SOHO
Protein has evolved to be a significant driver of purchase for many, bringing strong growth to the market across categories.

- +6.6% vs YAGO
- 20 categories
- +8.8% CAGR
- Ranging from 1% - 582% Growth

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO

Holistic Health

New consumer-based definitions of health and wellness that drive growth.
Lifestyle is Playing an Increasingly Critical Role to Taking Care of Overall Health

- **Lifestyle (Exercise, Diet, Food & Beverage)**
  - 2014: 36%
  - 2016: 40%
  - Increase: +4%

- **Doctor / Lab Visits**
  - 2014: 20%
  - 2016: 19%

- **Prescription Medicine**
  - 2014: 19%
  - 2016: 18%

- **Dietary Supplements**
  - 2014: 12%
  - 2016: 11%

- **Over-the-Counter**
  - 2014: 8%
  - 2016: 7%

- **Alternative Therapies**
  - 2014: 4%
  - 2016: 4%

Source: IRI Self Care Survey

---

53% Of consumers state that product label and packaging influence their snack decision

- **60%**
  - For 18-24
- **62%**
  - For 25-35

Source: 2017 IRI Snacking Survey
35% of U.S. consumers want sustainable packaging

Consumers definitely want snacks that deliver on their nutritional needs

- 60% of consumers want additional health benefits beyond nutrition (e.g., antioxidants)  
  *Up 8 pts vs. 2016*

- 59% of consumers want snacks that contain vitamins and minerals  
  *Up 2 pts vs. 2016*
## Communicating benefits is winning with consumers

<table>
<thead>
<tr>
<th>Product Description</th>
<th>Sales</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certified gluten-free, Non-GMO Project verified, Kosher and halal certified</td>
<td>$2.0M</td>
<td>+103%</td>
</tr>
<tr>
<td>Certified gluten-free organic quinoa, organic brown rice and organic oat bran</td>
<td>$1.3M</td>
<td>+129%</td>
</tr>
<tr>
<td>Non-GMO Project verified, certified gluten-free and certified kosher.</td>
<td>$2.6M</td>
<td></td>
</tr>
<tr>
<td>Organic quinoa, pumpkin, cranberries, blueberries and sunflower and chia seeds.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Certified non-G.M.O., USDA Organic, gluten-free and kosher.</td>
<td>$52.2M</td>
<td>+7.7%</td>
</tr>
<tr>
<td>Organic Seaweed Snacks USDA certified organic ingredients, contain Non-GMO Project</td>
<td>$6.8M</td>
<td>+7.6%</td>
</tr>
<tr>
<td>Verified ingredients and are vegan, dairy-free and gluten-free.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: IRI Market Advantage – MIUO+C - 52 Weeks ending 12/26/17 vs YAGO Total Brand Sales

## “Farm to” is even important in snacking selections as “local” evolves

[Image of Quinn Pretzels]

Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
Majority of consumers buy snacks, but do they buy the same snacks?

Holistic health/Self care is not just about natural or organic, but a way of life that impact the types of snacks each segment consumes.

Unconcerned Realists:
- 11% of Dollar Sales
- 9% of HH’s
- 120 Index

Active Health Managers:
- 8% of Dollar Sales
- 8% of HH’s
- 104 Index

Source: IRI 2016 Self Care Segments, L52W Ending 04.16.17, Total US All Outlets
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
We are at the center of a consumer buying revolution

This year, digital will influence

77% of all retail sales

76% of all shopping trips begin online

71% of all product searches begin on retail sites

(55% on Amazon)

50% of CPG category market growth will be online by 2018
e-Commerce Sales for snacking have a small base but strong dollar trends

- **Salty Snacks**: $183M (+35%)
- **Snack/Granola Bars**: $416M (+10%)
- **Snack Nuts**: $90M (+23%)
- **Dry Meat Snacks**: $44M (+12%)
- **Popcorn/Popcorn Oil**: $18M (+12%)

Source: IRI Ecommerce POS - 52 Weeks ending 12/26/17 vs YAGO

It is important to understand that e-Commerce Business Is Different

**IN-STORE VS. ONLINE DOLLAR SHARE**

- **Dried Meat Snacks**
  - CATEGORY LEADER: 31%
  - MINOR BRAND: 3%
- **Granola/Granola Bars**
  - CATEGORY LEADER: 10%
  - MINOR BRAND: 2%

Source: IRI e-Commerce Market Insights™ 52 weeks ended Oct. 2016 (non food) and 52 weeks ended Oct. 2016 (food)

Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
e-Commerce is a key driver of sales growth

Snacking eCommerce sales are growing...

Source: IRI Growth Consulting Analysis; Numbers may not add to 100% due to rounding
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
growing…with substantial upside!

2022 10%
2016 1% $2.7B

2022 10%
2016 2% $640M

Innovation Feeding America
Within select categories, Innovation is driving strong contribution growth

CONTRIBUTION TO ABSOLUTE DOLLAR GROWTH

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO

Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.

Innovation themes cross the gamut

Packaging
Blurred categories
Forms
Transparency
Nutrition
Flavors
Superfoods
Ingredients & Claims
Convenience

Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
Resealable Packs and tins have delivered value for those consumers looking for convenience

Product forms are lining up for success

BEET ROOT CHIPS

$6.2M +26.9% VYA

2016 sales

VEGGIE CHIPS

$466M +17.0% VYA

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO
Superfoods coming to the rescue!
With snack growth rates ranging from +4% to 71%!

Is Jerky, the new protein “bar”? - Many Meat Snacks hitting the market pushing jerky into a protein “bar” position
Meat Snack Flavors have a wide range to appeal to the increasing consumer fan base and their diversity

- **TERIYAKI**: $500M | +2%
- **BBQ**: $100M | +40%
- **PERKY JERKY**: $13.8M | +35%
- **WHISKY/BOURBON**: $8.2M | +79%
- **ROSEMARY**: $44K | NEW
- **SWEET & SNAPPY**: $19K | NEW
- **SWEET & SPICY**: $107.5M | +4.3%
- **HOT & SPICY**: $15.5M | +41%
- **STEAKHOUSE**: $10.9M | +12%
- **LEMON GARLIC**: $12.2M | +20%
- **SESAME**: $271K | +437%

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO

---

Fruit and Veggies going Nuts!

These snack packs and bars are combining fruits, veggies and nuts blurring lines of categories plus answering the call of the consumer

- **Brookside**: $10.9M | +210.2%
- **New Sweet Balanced Breaks**: $100.5M | +129.4%
- **NEW Figgy Pop Tart Cherry FR Supersnack**: $4.4M
- **Pressed by KIND Mango Apple**: $5.7M
- **NEW Made in Nature**: $4.4M

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO

Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
More and more thins and bites entered the marketplace over the past couple years and consumers love them!

Bites are selling over $100M in sales, just these 5 products alone are driving over $70M!

Source: IRI Market Advantage - MULO+C - 52 Weeks ending 12/26/17 vs YAGO
Total Brand Sales
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
Dipping across the US with variety continues to evolve and cross category lines as well offering Sweet and Savory options

Fat is back (for some) - successful ice cream introductions have benefited from this consumer trend
Flavors without borders

Trending Forms & Flavors with Latin American Focus

- **Avocado Flavored Snacks**: $124.7M, +33.5%
- **Plantain Chips**: $34.7M, +17.4%
- **Guava Flavored Snacks**: $8.6M, +31.0%

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO
Trending Forms & Flavors with Asian Focus

- Cardamom: +$0.5M (+31.0%)
- Tikka Masala: +$36.4M (+53.0%)
- Matcha (excl. Teas): +$0.5M (+50.3%)
- Garam Masala
- Pistachio
- Rosewater
- Saffron
- Tamarind

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.

Even some American flavors have gained appeal

- Rhubarb: +$29.1M (+50.7%)
- Watermelon (excl. gum & breath fresheners): +$22.8M (+36.7%)
- Huckleberry: +$6.7M (+6.1%)
- Brown Butter
- Maple
- Molasses
- Cape Gooseberry

Source: IRI Market Advantage – MULO+C - 52 Weeks ending 12/26/17 vs YAGO
Copyright © 2017 Information Resources, Inc. (IRI). Confidential and proprietary.
Looking at loyalty data across several customers, we are finding that innovation skews but opportunities exist.

- **Spicy Popcorn**
  - Skew HH’s with kids 13-18
  - GenX & older Millennial

- **Sweet Popcorn**
  - Skew HH’s with kids 13-18
  - Younger Boomer

- **Yogurt Smoothie**
  - Skew HH’s with kids 13-18
  - GenX & Hispanic

- **Cookie Sandwich**
  - GenX

**Source:** IRI ShopperKnowledgebase

Within snacking…

…what’s emerging?
Looking at the Natural Channel, we identified three snack trends that will be growth contributors in 2017+

**Portable Snacking Evolution**
- Fresh juices get a frozen and personalized makeover
- Handheld farmer’s cheese with protein marketing
- Nut-based smoothies with probiotics

**Continued Meat Snacks Explosion**
- Meat snacks branch out with kid marketing
- No/waste snout-to-tail usage pork rinds
- Free-range chicken chips

**Holistic Health Expansion**
- Ingredients with farming practices in focus
- Sustainability in focus with pulses
- Probiotic-enhanced in new category

---

**Seizing the Top 3 Retailer Opportunities**

Continue to communicate ingredients & sourcing in simple and effective ways

Embrace Holistic Health activities to deliver on consumer needs

Identify trends within the Natural Channel you want to transcend into mainstream
Seizing the Top 3 Manufacturer Opportunities

Ensure innovative packaging (source and design) are part of your portfolio

Innovate in & out of the “category” to increase sales in & out of traditional channels

Develop &/or enhance eCommerce strategy to gain larger share of the 7-year opportunity

Thank you!

Sally Lyons Wyatt
Sally.lyonswyatt@iriworldwide.com
Our Methodology

**Sales Performance**

IRI Market Advantage™

MULO+C = Food, Drug, MassX, Club, Dollar, Walmart, Military, and Convenience

FreshlookIRI Market Advantage™

**Customer Attitudes**

IRI 2017 Consumer Snacking Study

**Shopping Behavior**

IRI Consumer Network™

SPINS
The macrosnacking universe is consumer driven and vast

<table>
<thead>
<tr>
<th>CORE HEALTHIER</th>
<th>CORE INDULGENT</th>
<th>EXTENDED HEALTHIER</th>
<th>EXTENDED INDULGENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breath Fresheners</td>
<td>Aerosol/Squeezeable Cheese Spreads</td>
<td>Breakfast Drink Mixes</td>
<td>Bagels/Bialys</td>
</tr>
<tr>
<td>Canned/Bottled Fruit - No/Low/Alt Sugar</td>
<td>Appetizers/Snack Rolls - Fz</td>
<td>Cold Cereal - No/Low/Alt Sugar</td>
<td>Baked Goods - Rfg</td>
</tr>
<tr>
<td>Carob/Yogurt Coated Snacks</td>
<td>Bakery Snacks</td>
<td>Cottage Cheese</td>
<td>Cold Cereal - Regular</td>
</tr>
<tr>
<td>Cookies - No Fat/Reduced Fat</td>
<td>Canned/Bottled Fruit - Regular Sugar</td>
<td>Cream Cheese/Cr Chs Spread - No/Low/Func Fat</td>
<td>Cream Cheese/Cr Chs Spread - Regular</td>
</tr>
<tr>
<td>Crackers - No/Reduced Fat</td>
<td>Chocolate Candy</td>
<td>Fresh Eggs</td>
<td>English Muffins</td>
</tr>
<tr>
<td>Dried Fruit</td>
<td>Chocolate Covered Salted Snack</td>
<td>Jellies/Jams/Honey</td>
<td>Fz Tortillas</td>
</tr>
<tr>
<td>Dried Meat Snacks</td>
<td>Cookies - Regular Fat</td>
<td>Olives</td>
<td>Luncheon Meats</td>
</tr>
<tr>
<td>Dry Fruit Snacks - No/Low/Alt Sugar</td>
<td>Crackers - Regular Fat</td>
<td>Peanut Butter</td>
<td>Pizza - Fz</td>
</tr>
<tr>
<td>Fz</td>
<td>Desserts - Rfg</td>
<td>Pickles</td>
<td>Pizza - Rfg</td>
</tr>
<tr>
<td>Ice Cream/Sherbet - Fat Free/Reduced Fat</td>
<td>Dip/Dip Mixes - Ss</td>
<td>Pickles/Relish - Rfg</td>
<td>Rfg Bagels/Bialys</td>
</tr>
<tr>
<td>Natural Snacking Cheese</td>
<td>Dips - Rfg</td>
<td>Potatoes/Onions - Fz</td>
<td>Rfg English Muffins</td>
</tr>
<tr>
<td>Novelties - Fz - Fat Free/Reduced Fat</td>
<td>Dried Fruit - Regular Sugar</td>
<td>Rfg Juice And Drink Smoothies</td>
<td>Rfg Muffins</td>
</tr>
<tr>
<td>Nutritional Snacks/Trail Mixes</td>
<td>Fz Cookies</td>
<td>Rfg Peanut Butter</td>
<td>Soup - Regular</td>
</tr>
<tr>
<td>Picante Sauce</td>
<td>Fz Handheld Entrees (Non-Breakfast)</td>
<td>Soup - Healthy</td>
<td>Ss Bottled Juice And Drink Smoothies</td>
</tr>
<tr>
<td>Popcorn (non-sweet)</td>
<td>Ice Cream/Sherbet - Regular Fat</td>
<td>Specialty Nut Butter</td>
<td>Tortilla/Eggrl/Wontn Wrap - Rfg</td>
</tr>
<tr>
<td>Rtf Appetizers/Snack Rolls</td>
<td>Non-Chocolate Candy</td>
<td>Spreads - Rfg</td>
<td></td>
</tr>
<tr>
<td>Rtf Handheld Non-Breakfast Entrees</td>
<td>Novelties - Fz - Regular Fat</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rice/Popcorn Cakes</td>
<td>Other Snacks - Fz (Fz Dips)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salsa</td>
<td>Pastry/Doughnuts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Saucy Snacks - Sensible</td>
<td>Sweet Popcorn</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Snack Bars/Granola Bars - No/Low Sugar</td>
<td>Regular Gum (No Sugarless)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Snack Nuts/Seeds/Com Nuts</td>
<td>Rtf Snack Cakes/Doughnuts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sugarless Gum</td>
<td>Salty Snacks - Core</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Snacksize Fresh Produce</td>
<td>Snack Bars/Granola Bars - Regular</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Yogurt - No/Low/Func Fat</td>
<td>Toaster Pastries/Tarts</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Yogurt - Regular Fat</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>