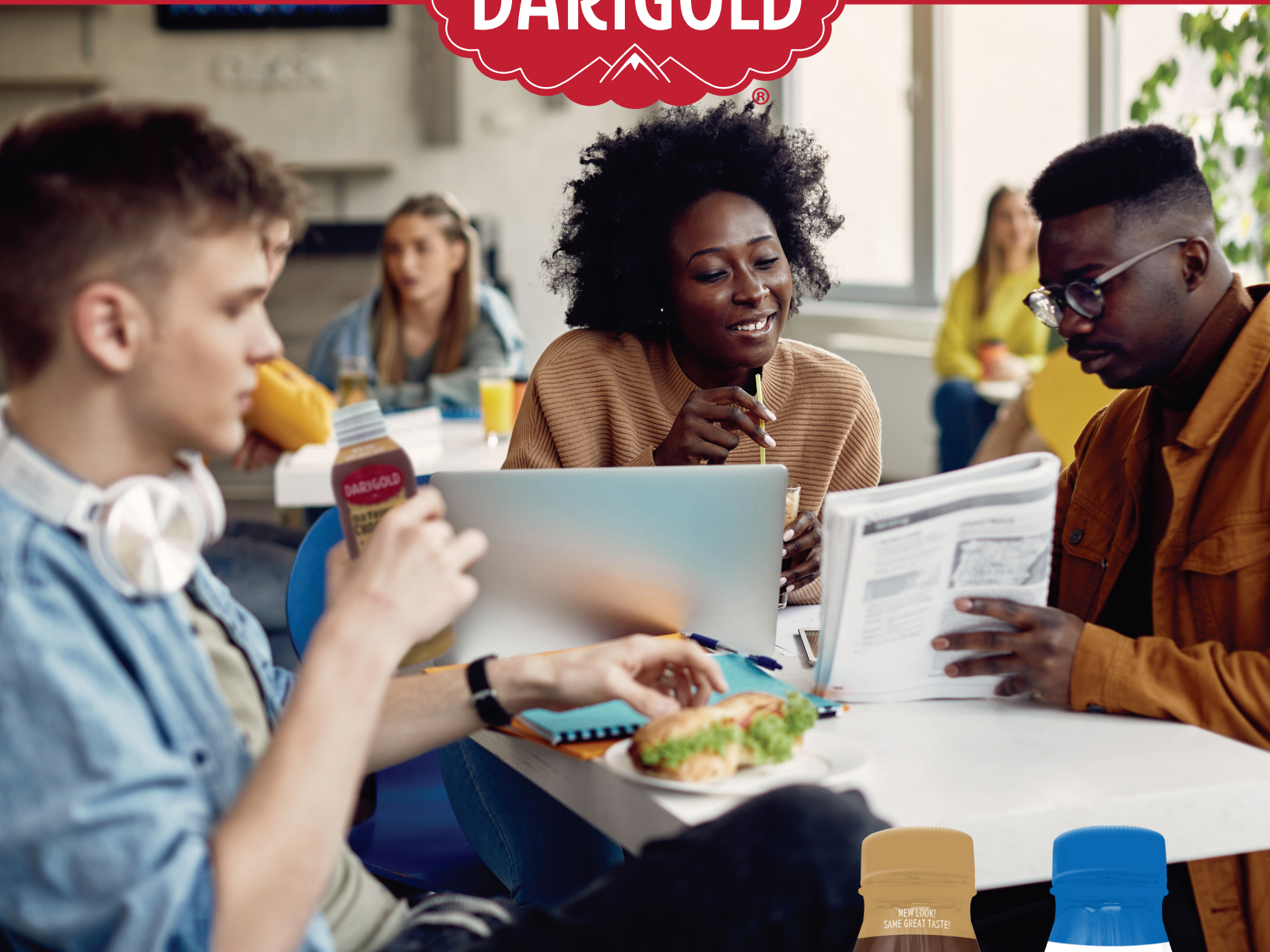


S I N G L E - S E R V E M I L K



Darigold products are proudly produced right here in the Northwest by farmers whose families are among your neighbors, students, residents, and employees. Our single-serve milk products provide an easy-to-serve and popular drink option for all foodservice applications.

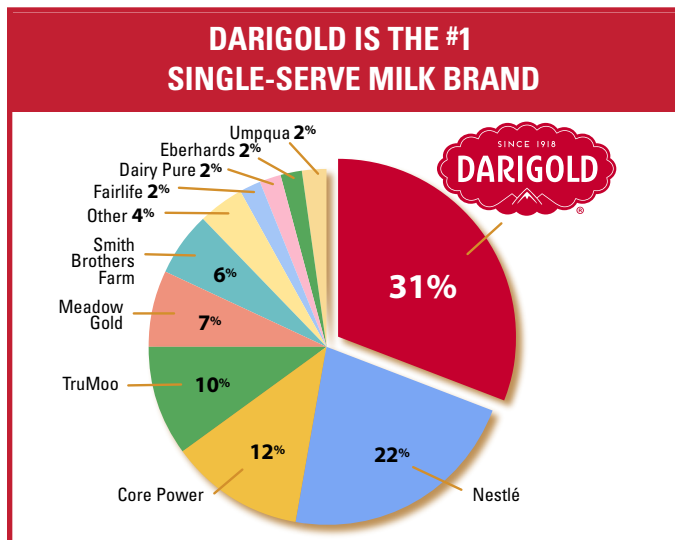




A Well-Known Local Brand That's Well Suited to Grab-and-Go Operations

90% of Customers Know Our Brand

- Well supported in our marketplace with couponing designed to drive traffic



By unit share. Source: 52W All Products, NW MULO + C-STORE, 11/28/21

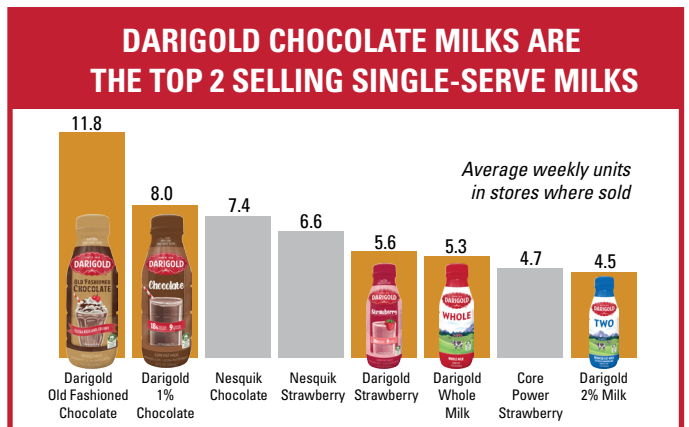


NORTHWEST DAIRY COMMITMENT

SINCE 1918 **SIMPLE ALWAYS** **DELICIOUS**
LOCAL FAMILY FARMS **NO ARTIFICIAL GROWTH HORMONES** **GHG NEUTRAL BY 2050**

Refrigerated and Shelf-Stable Options

- UP (ultra-pasteurized) products have a 150 day to 365 day shelf life
- Shelf-stable options have a 150-day shelf life with no refrigeration necessary before opening, reducing dairy-delivery frequency by up to two-thirds
- Fastest-turning flavored milk brand



Source: 13 weeks ending May 2021, Northwest Convenience Channel IRI

Making the Freshest, Tastiest, Most Nutritious Milk in Your Area

We focus on the well-being of our planet, our land, our animals, and our customers by producing delicious, fresh dairy products through sustainable business and farming practices.

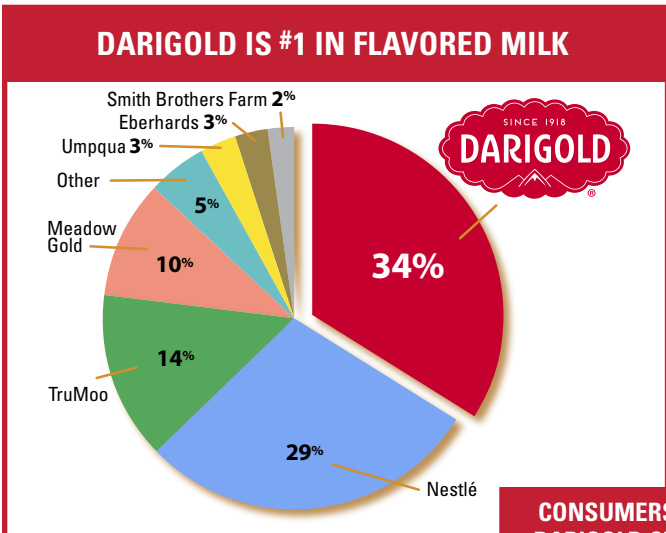
- Variety of white and flavored milk products
- Locally produced from Northwest Family Farm milk
- Only premium ingredients added

*From cows not treated with rbST. According to the FDA, no significant difference has been shown between milk derived from rbST treated cows and non-rbST treated cows.

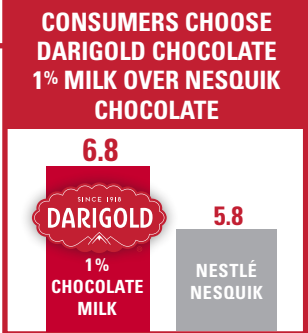


Milk for Everybody

Darigold offers a wide variety of convenient, single-serve products to provide healthy dairy options for consumers in every age group and family.



Source: 52W Classic Flavored Products, NW MUL0 + C-STORE, 11/28/21



7-pt scale. Source: Third Party Sensory, December 2018

Make Milk Easy to Grab and Go

Darigold offers the widest range of single-serve dairy products, along with merchandising support and ideas to help drive sales.

- Get free shelf glides with new placements
- Try placing and promoting milk near your baked goods
For example: A Milk and Cookies promo

Single-Serve Milk Margins Estimates		
Approximate Cost	Suggested Retail	Approximate Profit Margin
\$1.60	\$2.29	~50%



SINGLE-SERVE MILKS

All are excellent sources of vitamins and nutrients

White Milks

The classic better-for-you beverage option that appeals to all customers

Flavored Milks

The fastest-turning milks in the cooler

FIT Milk

25g of protein and 40% less sugar than whole milk

RE:Fuel

Chocolate shakes with a 3:1 carb-to-protein ratio for recovery



Darigold Has the Broadest Portfolio of Quality Milk Products to Meet the Needs of Your Customers

	Available in 14 oz. Single-Serve	Available in Quarts/28oz	Available in Gallons	UHT	Ultra-Filtered	Lactose Free	Gluten Free	rbST Free
White Milks	✓	✓	✓	✓		✓*	✓	✓
Flavored Milks	✓	✓	✓	✓			✓	✓
FIT Milk	✓			✓	✓	✓	✓	✓
RE:Fuel	✓			✓		✓	✓	✓

*Available in 59 oz.

Milk Product Specifications



Product Number	Product Description	Pack Size
Single-Serve Flavored		
370002	Darigold Vanilla Whole UHT	12/14 oz.
370000	Darigold Chocolate 2% Old Fashioned UHT	12/14 oz.
370006	Darigold Chocolate 1% UHT	12/14 oz.
370004	Darigold Chocolate 1% UHT	18/8 oz.
370003	Darigold Strawberry 1% UHT	12/14 oz.
Single-Serve White		
370009	Darigold 2% UHT	18/8 oz.
370007	Darigold Whole Homogenized UHT	18/8 oz.
370008	Darigold Whole UHT	12/14 oz.
370010	Darigold 2% UHT	12/14 oz.
Single-Serve FIT		
370015	Darigold FIT 2% UHT	12/14 oz.
370020	Darigold FIT Chocolate 2% UHT	12/14 oz.
Single-Serve RE:Fuel		
370018	Darigold RE:Fuel Chocolate UHT	12/14 oz.
Quarts		
344158	Darigold Whole Homogenized Ultra-Pasteurized	12/32 oz.
344157	Darigold 2% Ultra-Pasteurized	12/32 oz.
344156	Darigold 1% Ultra-Pasteurized	12/32 oz.
344155	Darigold Fat Free Ultra-Pasteurized	12/32 oz.
344153	Darigold Chocolate 1% Ultra-Pasteurized	12/28 oz.
344152	Darigold Chocolate 2% Old Fashioned Ultra-Pasteurized	12/28 oz.
59 Ounces		
341756	Darigold FIT 2% Milk Ultra-Pasteurized	6/59 oz.
341757	Darigold Fit Whole Ultra-Pasteurized	6/59 oz.
341762	Darigold FIT Chocolate 2% Ultra-Pasteurized	6/59 oz.
342028	Darigold 2% Chocolate Old Fashioned Ultra-Pasteurized	6/59 oz.
342047	Darigold 3.25% Whole Homogenized Ultra-Pasteurized	6/59 oz.
342048	Darigold 2% Ultra-Pasteurized	6/59 oz.
342050	Darigold Fat Free Ultra-Pasteurized	6/59 oz.
342049	Darigold 1% Ultra-Pasteurized	6/59 oz.
Gallons		
340013	Darigold Whole	4/gal.
340036	Darigold 2%	4/gal.
340052	Darigold 1%	4/gal.
340071	Darigold Fat Free	4/gal.
340100	Darigold Chocolate 1%	4/gal.

Call your local Darigold representative to discuss ways we can help you build your milk business.

Darigold.com | 800.333.6455 | Info@darigold.com