

**Food For Thought (FFT)
Strategic Information Services**

The Soft Drinks & Juices Market in USA

2011 Edition

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FOREWORD

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OVERALL DEFINITIONS

- General:** Market data refer to all products sold for final human consumption in retail, foodservice and artisanal markets (own-produced for own sale, e.g. independent bakers), thus excluding industrial and intermediate consumption, and auto-consumption.
- Product:** All product markets are carefully defined so as to be comparable across all countries. Special cases in a few country and product markets are specified.
- Prices:** Retail prices (including VAT, excise and other indirect taxes) and foodservice buy-in prices are applied throughout.

METHODOLOGY

All countries are surveyed in the field regularly, during which extensive company and other interviews are carried out. FFT also systematically gathers all publicly available data (from trade associations, government institutions and publications, the press and other media). The definition above (final human consumption) ensures that there is no double-counting among product markets. In turn, this enables comparisons across all country/product markets on a per capita or unit value or real growth basis, and allows all data to be summed by product, by country, or by category, allowing extensive cross-checking for verisimilitude. Foodservice Markets: The total (retail + foodservice) human consumption market is established first. An estimate of the food-service market share, derived from multiple sources and industry interviews, is then applied to this total. Owing to the extremely fragmented nature of the foodservice market, specific foodservice surveys are not considered feasible or reliable.

FULL COVERAGE

There are NO gaps. Volume, Value and Company Market Share data are provided for ALL country and product markets. FFT provides its own carefully assessed estimates in the absence of any available data source.

DATA COLLECTION PRINCIPLES

- 1 End-Use Definition:** Final Human Consumption (see above). This ensures NO double-counting and that any and all data can be added up.
- 2 Wide Coverage:** All demand & supply - including retail, foodservice and direct supply - provides a fixed frame into which all elements must fit in a logical manner.
- 3 The 100% Rule:** Company market shares must add up to no more than 100%, and wide coverage means that all significant supplier market shares must be fitted in, squeezing many company claims!
- 4 Cross-checking:** To ensure verisimilitude, extensive country comparisons are made of per capita consumption and expenditure, real growth rates, etc., and against 10-year historical trends. Data "outliers" are singled out, and if necessary re-checked in the field.
- 5 Critical Review:** All publicly available data - the trade press, associations, government surveys, etc., are exhaustively collected & collated, and many amended or rejected, applying the above principles.
- 6 Original Sourcing:** Extensive field surveys, company interviews and store checks are carried out every year, and all data is "fitted" to a realistic overall picture of total supply and demand.
- 7 Software:** Complex, internally-developed computer programs provide a unique dynamic interlocking data grid.
- 8 Russian Doll:** Internal consistency and coherence is provided by data adjusting automatically to data changes elsewhere.
- 9 Client Feedback:** Continual improvements are incorporated in each annual edition at clients' suggestions and remarks, thus fine-tuning the database to market realities.
- 10 Strategic View:** Strategic View: Presentation techniques favoring a global vision of food & drink markets are systematically applied.

THE SOFT DRINKS & JUICES MARKET IN USA

TABLE OF CONTENTS

Summary Market Tables	7
2005 Total Expenditure	7
United States and 1-Country Total	7
2010 Total Expenditure	8
United States and 1-Country Total	8
2010 Retail Expenditure	9
United States and 1-Country Total	9
2010 Foodservice Expenditure	10
United States and 1-Country Total	10
2005-2010 Value Growth Rates	11
United States and 1-Country Total	11
2005-2010 Per Capita Growth Rates	12
United States and 1-Country Total	12
2010 Retail Market Share	13
United States and 1-Country Total	13
2010 Foodservice Market Share	14
United States and 1-Country Total	14
2010 Total Retail Market Share	15
United States and 1-Country Total	15
2010 Total Foodservice Market Share	16
United States and 1-Country Total	16
Demand and Supply by Product	17
17. All Soft Drinks & Juices Market Profile	19
Periscope for All Soft Drinks & Juices in United States	19
Summary Flowchart of Major Suppliers, Demand and Distribution Channels	
Introduction, All Soft Drinks & Juices, United States	20
Detailed product definition, including local market particularities	
5-year regional and 25-country real annual % value total forecasts, 2010-2015	
Strategic Assessment: Comparative 25-country total data (N.America, W.+E. Europe) for all market data below provided	
Total Market Volume, All Soft Drinks & Juices, United States	20
Retail, Foodservice and Total Demand, 2005, 2009 and 2010	
Total demand 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market consumption, 2010	
Total Market Value, All Soft Drinks & Juices, United States	20
Retail, Foodservice and Total Demand, in US Dollars and Euros, 2005, 2009 and 2010	
Total demand real 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market expenditure, 2010	
Company Market Shares, All Soft Drinks & Juices, United States	21
Up to Top-10 Ultimate Holding Company Market Shares (updated monthly)	
Who owns Whom: Key Local Subsidiary given for each Holding Company	
Distribution Channels, All Soft Drinks & Juices, United States	21

Distribution Channel % Shares: Branded, Unbranded, Own Label and Artisanal, 2011	21
17.1 Mineral Water Market Profile	23
Periscope for Mineral Water in United States	23
Summary Flowchart of Major Suppliers, Demand and Distribution Channels	
Introduction, Mineral Water, United States	24
Detailed product definition, including local market particularities	
5-year regional and 25-country real annual % value total forecasts, 2010-2015	
Strategic Assessment: Comparative 25-country total data (N.America, W.+E. Europe) for all market data below provided	
Total Market Volume, Mineral Water, United States	24
Retail, Foodservice and Total Demand, 2005, 2009 and 2010	
Total demand 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market consumption, 2010	
Total Market Value, Mineral Water, United States	24
Retail, Foodservice and Total Demand, in US Dollars and Euros, 2005, 2009 and 2010	
Total demand real 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market expenditure, 2010	
Company Market Shares, Mineral Water, United States	25
Up to Top-10 Ultimate Holding Company Market Shares (updated monthly)	
Who owns Whom: Key Local Subsidiary given for each Holding Company	
Distribution Channels, Mineral Water, United States	25
Distribution Channel % Shares: Branded, Unbranded, Own Label and Artisanal, 2011	
Major Brands, Mineral Water, United States	26
Major Brands Listing by Company and Subsidiary, 2011	
17.2 Soft Drinks Market Profile	27
Periscope for Soft Drinks in United States	27
Summary Flowchart of Major Suppliers, Demand and Distribution Channels	
Introduction, Soft Drinks, United States	28
Detailed product definition, including local market particularities	
5-year regional and 25-country real annual % value total forecasts, 2010-2015	
Strategic Assessment: Comparative 25-country total data (N.America, W.+E. Europe) for all market data below provided	
Total Market Volume, Soft Drinks, United States	28
Retail, Foodservice and Total Demand, 2005, 2009 and 2010	
Total demand 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market consumption, 2010	
Total Market Value, Soft Drinks, United States	28
Retail, Foodservice and Total Demand, in US Dollars and Euros, 2005, 2009 and 2010	
Total demand real 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market expenditure, 2010	
Company Market Shares, Soft Drinks, United States	29
Up to Top-10 Ultimate Holding Company Market Shares (updated monthly)	
Who owns Whom: Key Local Subsidiary given for each Holding Company	
Distribution Channels, Soft Drinks, United States	29
Distribution Channel % Shares: Branded, Unbranded, Own Label and Artisanal, 2011	
Major Brands, Soft Drinks, United States	30

Major Brands Listing by Company and Subsidiary, 2011	30
17.3 Fruit Juices and Drinks Market Profile	31
Periscope for Fruit Juices and Drinks in United States	31
Summary Flowchart of Major Suppliers, Demand and Distribution Channels	
Introduction, Fruit Juices and Drinks, United States	32
Detailed product definition, including local market particularities	
5-year regional and 25-country real annual % value total forecasts, 2010-2015	
Strategic Assessment: Comparative 25-country total data (N.America, W.+E. Europe) for all market data below provided	
Total Market Volume, Fruit Juices and Drinks, United States	32
Retail, Foodservice and Total Demand, 2005, 2009 and 2010	
Total demand 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market consumption, 2010	
Total Market Value, Fruit Juices and Drinks, United States	32
Retail, Foodservice and Total Demand, in US Dollars and Euros, 2005, 2009 and 2010	
Total demand real 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market expenditure, 2010	
Company Market Shares, Fruit Juices and Drinks, United States	33
Up to Top-10 Ultimate Holding Company Market Shares (updated monthly)	
Who owns Whom: Key Local Subsidiary given for each Holding Company	
Distribution Channels, Fruit Juices and Drinks, United States	33
Distribution Channel % Shares: Branded, Unbranded, Own Label and Artisanal, 2011	
17.31 Fruit Juices Market Profile	35
Periscope for Fruit Juices in United States	35
Summary Flowchart of Major Suppliers, Demand and Distribution Channels	
Introduction, Fruit Juices, United States	36
Detailed product definition, including local market particularities	
5-year regional and 25-country real annual % value total forecasts, 2010-2015	
Strategic Assessment: Comparative 25-country total data (N.America, W.+E. Europe) for all market data below provided	
Total Market Volume, Fruit Juices, United States	36
Retail, Foodservice and Total Demand, 2005, 2009 and 2010	
Total demand 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market consumption, 2010	
Total Market Value, Fruit Juices, United States	36
Retail, Foodservice and Total Demand, in US Dollars and Euros, 2005, 2009 and 2010	
Total demand real 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market expenditure, 2010	
Company Market Shares, Fruit Juices, United States	37
Up to Top-10 Ultimate Holding Company Market Shares (updated monthly)	
Who owns Whom: Key Local Subsidiary given for each Holding Company	
Distribution Channels, Fruit Juices, United States	37
Distribution Channel % Shares: Branded, Unbranded, Own Label and Artisanal, 2011	
Major Brands, Fruit Juices, United States	38
Major Brands Listing by Company and Subsidiary, 2011	
17.32 Fruit Drinks Market Profile	39

Periscope for Fruit Drinks in United States	39
Summary Flowchart of Major Suppliers, Demand and Distribution Channels	
Introduction, Fruit Drinks, United States	40
Detailed product definition, including local market particularities	
5-year regional and 25-country real annual % value total forecasts, 2010-2015	
Strategic Assessment: Comparative 25-country total data (N.America, W.+E. Europe) for all market data below provided	
Total Market Volume, Fruit Drinks, United States	40
Retail, Foodservice and Total Demand, 2005, 2009 and 2010	
Total demand 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market consumption, 2010	
Total Market Value, Fruit Drinks, United States	40
Retail, Foodservice and Total Demand, in US Dollars and Euros, 2005, 2009 and 2010	
Total demand real 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market expenditure, 2010	
Company Market Shares, Fruit Drinks, United States	41
Up to Top-10 Ultimate Holding Company Market Shares (updated monthly)	
Who owns Whom: Key Local Subsidiary given for each Holding Company	
Distribution Channels, Fruit Drinks, United States	41
Distribution Channel % Shares: Branded, Unbranded, Own Label and Artisanal, 2011	
Major Brands, Fruit Drinks, United States	42
Major Brands Listing by Company and Subsidiary, 2011	
17.4 Squashes and Concentrates Market Profile	43
Periscope for Squashes and Concentrates in United States	43
Summary Flowchart of Major Suppliers, Demand and Distribution Channels	
Introduction, Squashes and Concentrates, United States	44
Detailed product definition, including local market particularities	
5-year regional and 25-country real annual % value total forecasts, 2010-2015	
Strategic Assessment: Comparative 25-country total data (N.America, W.+E. Europe) for all market data below provided	
Total Market Volume, Squashes and Concentrates, United States	44
Retail, Foodservice and Total Demand, 2005, 2009 and 2010	
Total demand 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market consumption, 2010	
Total Market Value, Squashes and Concentrates, United States	44
Retail, Foodservice and Total Demand, in US Dollars and Euros, 2005, 2009 and 2010	
Total demand real 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market expenditure, 2010	
Company Market Shares, Squashes and Concentrates, United States	45
Up to Top-10 Ultimate Holding Company Market Shares (updated monthly)	
Who owns Whom: Key Local Subsidiary given for each Holding Company	
Distribution Channels, Squashes and Concentrates, United States	45
Distribution Channel % Shares: Branded, Unbranded, Own Label and Artisanal, 2011	
Major Brands, Squashes and Concentrates, United States	46
Major Brands Listing by Company and Subsidiary, 2011	
17.5 Health & Sports Drinks Market Profile	47

Periscope for Health & Sports Drinks in United States	47
Summary Flowchart of Major Suppliers, Demand and Distribution Channels	
Introduction, Health & Sports Drinks, United States	48
Detailed product definition, including local market particularities	
5-year regional and 25-country real annual % value total forecasts, 2010-2015	
Strategic Assessment: Comparative 25-country total data (N.America, W.+E. Europe) for all market data below provided	
Total Market Volume, Health & Sports Drinks, United States	48
Retail, Foodservice and Total Demand, 2005, 2009 and 2010	
Total demand 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market consumption, 2010	
Total Market Value, Health & Sports Drinks, United States	48
Retail, Foodservice and Total Demand, in US Dollars and Euros, 2005, 2009 and 2010	
Total demand real 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market expenditure, 2010	
Company Market Shares, Health & Sports Drinks, United States	49
Up to Top-10 Ultimate Holding Company Market Shares (updated monthly)	
Who owns Whom: Key Local Subsidiary given for each Holding Company	
Distribution Channels, Health & Sports Drinks, United States	49
Distribution Channel % Shares: Branded, Unbranded, Own Label and Artisanal, 2011	
Major Brands, Health & Sports Drinks, United States	50
Major Brands Listing by Company and Subsidiary, 2011	
17.6 Iced Tea Market Profile	51
Periscope for Iced Tea in United States	51
Summary Flowchart of Major Suppliers, Demand and Distribution Channels	
Introduction, Iced Tea, United States	52
Detailed product definition, including local market particularities	
5-year regional and 25-country real annual % value total forecasts, 2010-2015	
Strategic Assessment: Comparative 25-country total data (N.America, W.+E. Europe) for all market data below provided	
Total Market Volume, Iced Tea, United States	52
Retail, Foodservice and Total Demand, 2005, 2009 and 2010	
Total demand 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market consumption, 2010	
Total Market Value, Iced Tea, United States	52
Retail, Foodservice and Total Demand, in US Dollars and Euros, 2005, 2009 and 2010	
Total demand real 5-year growth rates, 2005-2010	
Per capita retail, foodservice and total market expenditure, 2010	
Company Market Shares, Iced Tea, United States	53
Up to Top-10 Ultimate Holding Company Market Shares (updated monthly)	
Who owns Whom: Key Local Subsidiary given for each Holding Company	
Distribution Channels, Iced Tea, United States	53
Distribution Channel % Shares: Branded, Unbranded, Own Label and Artisanal, 2011	
Major Brands, Iced Tea, United States	54
Major Brands Listing by Company and Subsidiary, 2011	

Company Profiles in United States	55
ALL companies and subsidiaries identified in the markets covered listed	
Holding Company Country and Product Market Shares & Rankings (updated monthly)	
Note: Applying 2011 Company Market Shares to 2010 Market Value data	
Abbott to Apple & Eve	56
Aqua Vie to Campbell Soup	57
Carolina Beverage to Clearly Canadian	58
Coca-Cola to Cott	59
Cott to Dr Pepper Snapple	60
Dr Pepper Snapple to Global Beverage	61
Grupo Jumex to Hero-Dean Foods	62
HM Capital to K.J. Intl	63
Kelso to Monin	64
Morawe to Northeast Brands	65
Northland to PepsiCo	66
PepsiCo to Rupp	67
Sammons to Suntory	68
Suntory to Xstream	69
Xstream	70
Major Brands And 'Who Owns Whom' in United States	71
Holding Companies, Key Local Subsidiaries and Major Brands systematically identified	
by product and country	
Major Brands by Product Market	73
17.1 Mineral Water	73
17.2 Soft Drinks	73
17.31 Fruit Juices	74
17.32 Fruit Drinks	74
17.4 Squashes and Concentrates	75
17.5 Health & Sports Drinks	75
17.6 Iced Tea	76
Major Brands by Holding Company	77
Abbott to Culligan Springs	77
Da Vinci Gourmet to LEAF Inc.	78
Marshall Holdings to Sammons	79
Sara Lee to Xstream	80