





Avocados infuse meals with flavor, adding richness and vitality to shoppers' lives. This year's "Worth Every Moment" marketing platform is strategically designed to communicate this value message throughout the year letting shoppers know that for every occasion — from everyday moments to big events — Avocados From Mexico are Worth Every Moment. This year's programs continue to support our most important consumption periods while bringing new priority to Mexican handhelds and elevating education across the path to purchase.

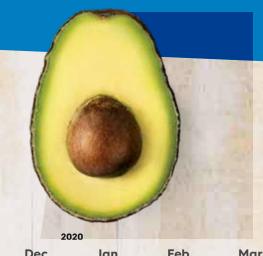


♦ ♦ ♦ ALWAYS IN SEASON ♦ ♦ ♦



## 2019/2020

## National Promotional Calendar



Sept Oct Nov Dec Jan Feb Mar Apr May

## NEW

NATIONAL VOLUME INCENTIVE PROGRAM\*

Hispanic Heritage Sept 1 - Oct 13 SOLD OUT

Tastiest Tailgate Sept 15 - Dec 29 Guac Nation Jan 2 - Feb 2 Taco Tip Off Mar 1 - Apr 7 Cinco Central Apr 13 - May 5













September 1 – October 13, 2019 | Hispanic & General Market

In-Store Date: September 15 - October 13

Partners: BUD LIGHT® Chelada and TABASCO® Sauce

Order By: July 10, 2019

This year, **Avocados From Mexico** is partnering with **TABASCO® Sauce** and **BUD LIGHT® Chelada** to bring diverse Latin American flavors to Hispanic Heritage Month like never before! Our **Flavor with Heritage** program will feature taco meal solutions to show how adding fresh avocados to your celebration is worth every delicious moment.

#### **PROGRAM DETAILS**

#### Merchandising

 Small bin with header, TABASCO® Sauce side shelf and BUD LIGHT® side stacker

#### **Consumer Savings**

- BEER CODE REBATE: EARN AN \$8.00 REBATE when you purchase one (1) BUD LIGHT® Chelada 3-pk or larger, three
   (3) Avocados From Mexico and one (1) bottle of TABASCO® Sauce (5 oz. or larger)\*
- BEER CODE REBATE: EARN A \$4.00 REBATE when you purchase three (3) Avocados From Mexico and one (1) bottle of TABASCO® Sauce (5 oz. or larger)\*\*
- MAIL-IN REBATE: EARN A \$4.00 REBATE when you purchase three (3) Avocados From Mexico and one (1) bottle of TABASCO® Sauce (5 oz. or larger)\*\*\*

## Digital/Social Media Activation in market

- Geo-target specific store lists
- Drive traffic to stores and push engagement during pre-shop



SMALL BIN WITH HEADER, TABASCO® SAUCE SIDE SHELF AND BUD LIGHT® SIDE STACKER

#### ENJOY RESPONSIBLY

©2019. TABASCO and the DIAMOND and BOTTLE LOGOS are trademarks of McIlhenny Company, Avery Island, Louisiana, USA 70513. TABASCO.com © 2019 Anheuser-Busch, Bud Light\* & Clamato\* Chelada Flavored Beer, St. Louis, MO "VALID STATES: AK, AZ, CA, CO, DC, DE, FL, GA, IA, ID, IL, KS, MD, MI, MS, MT, NE, NH, NV, NY, OH, OK, OR, SD, TN, VA, VT, WA, WI, WY "VALID STATES: AL, AR, CT, HI, KY, MA, ME, MN, MO, NC, ND, NJ, PA, RI, SC, UT, WV "\*VALID STATES: TX



# **FALL** FOOTBALL



September 15 - December 29, 2019 | General Market

In-Store Date: October 1 - December 29

Partner: BUD LIGHT<sup>®</sup>
Order By: August 6, 2019

Get ready to score! **Avocados From Mexico** is teaming up with **BUD LIGHT**° to expand avocado usage and make this year's tailgating parties even tastier. We're turning game day fun into avo-worthy celebrations with guac and chips and your favorite burger topped with fresh Avocados From Mexico paired up with refreshing BUD LIGHT°.

#### **PROGRAM DETAILS**

#### Merchandising

- · Small bin with header and BUD LIGHT® side stacker
- · Custom die-cut display sign
- · 11" x 7" display sign

#### **Consumer Savings**

- DIGITAL COUPONS VIA COUPONS.COM
   SAVE 75¢ on three (3) Avocados From Mexico
- BEER CODE REBATE: EARN A \$4.00 REBATE when you purchase three (3) Avocados From Mexico\*\*

Consumer Text-to-Win Sweepstakes

#### **Retail Specific Programming**

#### Digital/Social Media Activation

· Landing page for recipe ideas and promotional support

### in market

- Geo-target specific store lists
- Drive traffic to stores and push engagement during pre-shop









SMALL BIN WITH HEADER AND BUD LIGHT® SIDE STACKER

11" x 7" DISPLAY SIGN

Insights

Results from an InfoScout study showed a basket ring increase of more than 60% when avocados and BUD LIGHT° are purchased together vs. each product alone<sup>1</sup>.

#### ENJOY RESPONSIBLY

© 2019 Anheuser-Busch, Bud Light\* Beer, St. Louis, MO \*VALID STATES: AK, AZ, CA, CO, DC, DE, FL, GA, IA, ID, IL, KS, MD, MI, MS, MT, NE, NH, NV, NY, OH, OK, OR, SD, TN, VA, VT, WA, WI, WY \*\*VALID STATES: AL, AR, CT, HI, KY, MA, ME, MN, MO, NC, ND, NJ, PA, RI, SC, UT, WV SOURCE: 1. We Are Alexander Agency Basket Ring Source: InfoScout 2019.



## **BIG** GAME



**GUAC NATION OFFERS 360° SUPPORT TO INCREASE SALES,** LIFT AND INSPIRE AVOCADO CONSUMPTION

## **INSIGHTS**



Consumers are buying the Big Game season avocado consumption during the Big Game 2019 showed an increase of 18.8%.



BUD LIGHT® and avocados together is \$110.80 (annualized), is \$73.84.<sup>2</sup>



Basket size with and avocados together is \$140.24 (annualized),



### Merchandising

Small bin with header and Cholula® Hot Sauce side shelf and BUD LIGHT® side stacker

Two small bins with headers and Cholula® Hot Sauce side shelf and BUD LIGHT® side stacker

Pallet bin with header

Custom die-cut display sign

11" x 7" display sign



## **Delivery Options**

#### FOR MERCHANDISING

Delivery Direct to Retailer Distribution Center

> Delivery and Setup via AB InBev at Store



## **Consumer Savings**

#### **BEER CODE REBATE**

EARN A \$8.00 REBATE when you purchase one (1) BUD LIGHT® 12-pk or larger and three (3) Avocados From Mexico and one (1) bottle of Cholula® Hot Sauce (5 oz. or larger)\*

#### **BEER CODE REBATE**

EARN A \$4.00 REBATE on the purchase of three (3) Avocados From Mexico and one (1) Cholula® Hot Sauce (5 oz. or larger)\*\*

#### **MAIL-IN REBATE**

EARN A \$4.00 REBATE on the purchase of three (3) Avocados From Mexico and one (1) Cholula® Hot Sauce (5 oz. or larger)\*\*







Digital/Social Media **Activation** 



**Retail Specific Programming** 

#### **ENJOY RESPONSIBLY**

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© 2019 Anheuser-Busch, Bud Light\* Beer, St. Louis, MO \*VALID STATES: AK, AZ, CA, CO, DC, DE, FL, GA, IA, ID, IL, KS, MD, MI, MS, MT, NE, NH, NV, NY, OH, OK, OR, SD, TN, VA, VT, WA, WI, WY \*

SOURCES: 1. NIELSEN Trend Report. Avocado Category for weeks ending in January 26, 2019 2. Numerator Insights Basket Impact Report for data weeks 8/1/18 to 7/31/19 3. Numerator Insights Basket Impact Report for data weeks 8/1/18 to 7/31/19

January 2 - February 2, 2020 | General & Hispanic Market

In-Store Date: January 15 - February 2

Partner: BUD LIGHT® and Cholula® Hot Sauce

Order By: October 28, 2019

Host your Big Game party like a champion with crave-worthy Avocados From Mexico, Cholula® Hot Sauce and BUD LIGHT® for an exciting event with your family and friends. Winning recipes and party ideas will expand avocado consideration and usage, increase basket size and bring the taste of greatness to game day celebrations everywhere.





## HISPANIC MARKET PROGRAM DETAILS

(CA, AZ, TX, Chicago, NY, FL, GA, NC and Washington D.C.)

#### Merchandising

 Small bin with header and Cholula® side shelf and BUD LIGHT® side stacker

**Consumer Savings** 



CUSTOM DIE-CUT
DISPLAY SIGN



11" x 7" DISPLAY SIGN

ENJOY RESPONSIBLY

©2019 Cholula\* Hot Sauce © 2019 Anheuser-Busch, Bud Light\* Beer, St. Louis, MO \*VALID STATES: AK, AZ, CA, CO, DC, DE, FL, GA, IA, ID, IL, KS, MD, MI, MS, MT, NE, NH, NV, NY, OH, OK, OR, SD, TN, VA, VT, WA, WI, WY \*\*VALID STATES: AL, AR, CT, HI, KY, MA, ME, MN, MO, NC, ND, NI, PA, RI, SC, UT, WV



# COLLEGE BASKETBALL CHAMPIONSHIPS



TACO TIP OFF OFFERS 360° SUPPORT TO INCREASE SALES,
LIFT AND INSPIRE AVOCADO CONSUMPTION

## **INSIGHTS**



88.8% of avocado households have purchased tortillas (pitas, taco shells, wraps) in the past year.¹



The average basket size is **2.6x** greater with tortillas (pitas, taco shells, wraps).<sup>2</sup>



Total basket size is \$59.54 with avocados and \$22.50 without avocados<sup>2</sup>



## Merchandising

Small bin with header

Extra-large bin with header

Custom die-cut display sign

11" x 7" display sign



## **Consumer Savings**

**ON-PACK IRC** 

SAVE \$1.50 on two (2) Avocados From Mexico and one (1) package of Mission® Tortillas









Digital/Social Media Activation

©2019 Gruma Corporation.

SOURCES: 1. Numerator Data 52 weeks from August 13, 2018 - August 11, 2019 2. Numerator Data 52 weeks from August 13, 2018 - August 11, 2019

March 1 - April 7, 2020 | General Market

In-Store Date: March 13, 2020

Partner: Mission®

Order By: January 24, 2020

Every tip off of the College Basketball Tournament is worth the exciting flavors of fresh tacos crafted with **Avocados From Mexico** and **Mission**® tortillas. From delicious taco and guac creations to tasty tortillas, your March is sure to be filled with flavor worthy of a slam dunk.

## CUSTOM DIE-CUT DISPLAY SIGN



**BACK** 



EXTRA-LARGE BIN WITH HEADER



SMALL BIN WITH HEADER



11" X 7" DISPLAY SIGN







FRONT BACK



## CINCO DE MAYO



CINCO CENTRAL OFFERS 360° SUPPORT TO INCREASE SALES,
LIFT AND INSPIRE AVOCADO CONSUMPTION

## **INSIGHTS**



Results from Nielsen showed consumption of avocados increased 10.2% during the 2019 Cinco de Mayo celebration month.<sup>1</sup>



Numerator results showed 25.5% of beer-drinking households purchased avocados during Cinco de Mayo in 2019. Total basket size with beer and avocados was \$110.80 vs. \$73.84 with beer and no avocados.<sup>2</sup>



Numerator results showed 30.9% of Tostitos® tortilla chip households purchased avocados during Cinco de Mayo in 2019. Total basket size with Tostitos® and avocados was \$123.47 vs. \$72.96 with Tostitos® and no avocados.3



Custom die-cut display sign

11" x 7" display sign







Digital/Social Media Activation

SOURCES: 1. Nielsen 4 w/e May 18, 2019. 2. Numerator data 52 weeks from August 1, 2018 - July 31, 2019. 3. Numerator data 52 weeks from August 1, 2018 - July 31, 2019. TOSTITOS\* is a trademark owned by Frito-Lay North America, Inc. ©2019 @2019 Anheuser-Busch, Bud Light\* Beer, St. Louis, MO All partners and program elements are subject to change.

**ON-PACK IRC** 

**BEER CODE REBATE** 

April 13 - May 5, 2020 | General Market In-Store Date: April 13 - May 5, 2020 Partner: Tostitos® and BUD LIGHT® Order By: February 4, 2020

Avocados From Mexico, Tostitos® and BUD LIGHT® are teaming up to give you everything you need to celebrate Cinco at home in the best way possible—on your patio surrounded with friends and family. Bring together delicious recipes to create a Cinco spread full of great tastes! Make this Cinco fiesta worth every flavor.



TOSTITOS" is a trademark owned by Frito-Lay North America, Inc. ©2019 ©2019 Anheuser-Busch, Bud Light\* Beer, St. Louis, MO



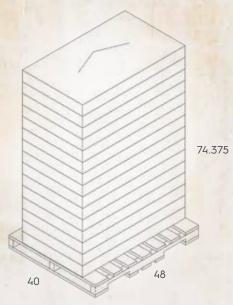
## PORTABLE DISPLAYS

Available to ship: November 1, 2019<sup>t</sup>

### **ECO-FRIENDLY DISPLAY STAND**

21"w x 17.5"d x 60.5"h\* (with header)
Fill Capacity: 18 — 8ct. bags of avocados
15 kits per pallet

- Innovative display made from 100% recyclable corrugated material and EcoSmart certified ink
- Display will last up to one year based on normal in-store treatment
- Moisture-resistant laminated board, made to perform at retail
- Taller bottom shelf for complementary items: chips, taco shells or beverages
- Holds 4 5 48ct, cases of avocados
- · Ships flat
- Optional plastic bag holder (packaged and shipped separately)



**PALLET LAYOUT** 



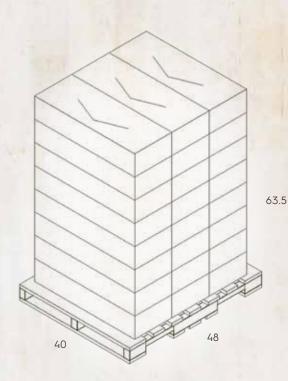
### FARMERS MARKET STACKING TRAYS

17.75"w x 15.5"d x 6.13"h\* (Single Tray Dimensions)
Fill Capacity: 1 — 48ct. case (per tray)
24 kits per pallet

- Innovative display made from 100% recyclable corrugated material and EcoSmart certified ink
- Shipper includes 10-pack of stacking trays
- · Easy to assemble
- · Stackable trays can be configured in any needed footprint in-store
- · Locking tabs ensure a tight fit and add to a stacking strength

Excellent product visibility

Easy to shop and restock





**PALLET LAYOUT** 



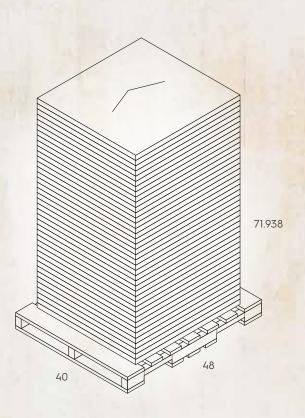
## **PORTABLE** DISPLAYS

Available to ship: November 1, 2019†

## **FARMERS MARKET SMALL BIN**

21"w x 14"d x 30"h\*
Fill Capacity: 2 - 3 - 48ct. cases
51 kits per pallet

- Innovative display made from 100% recyclable corrugated material and EcoSmart certified ink
- Replicates Farmers Market stacking tray appearance
- · Brand recognition, using same wood grain texture and color as ECO-display





**PALLET LAYOUT** 

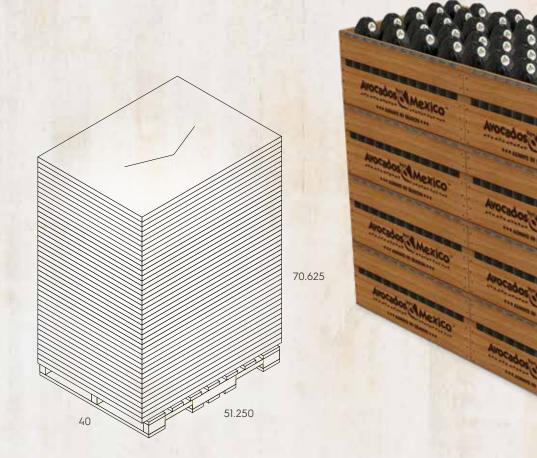
### **FARMERS MARKET LARGE BIN**

36"w x 15"d x 30"h\*

Fill Capacity: 3 - 4 - 48ct. cases

42 kits per pallet

- Innovative display made from 100% recyclable corrugated material and EcoSmart certified ink
- · Replicates Farmers Market stacking tray appearance
- Brand recognition, using same wood grain texture and color as ECO-display







## PORTABLE DISPLAYS

Available to ship: November 1, 2019<sup>t</sup>

### **MOLCAJETE BIN**

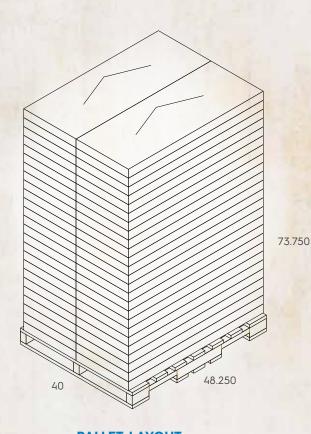
24"w x 24"d x 32"h\*
Fill Capacity: 4 - 5 - 48ct. cases
50 kits per pallet

- · Innovative display with an eye-catching shape
- Easy to assemble in just a few minutes

· Made from 100% recyclable corrugated material

Excellent product visibility

· Easy to shop and restock



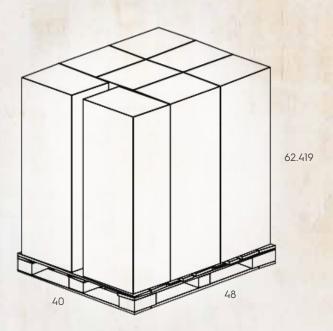


### **AVOCADO BAG STAND**

14"w x 16.5"d x 56"h\* (with header)
Fill Capacity: 18 — 8ct. bags of avocados
8 kits per pallet

- 2-sided removable header and back graphic panel to easily switch out marketing campaigns
- Efficient footprint supports placement in high-traffic areas to drive impulse sales
- · Lightweight, durable and easy to move
- · Durable powder coat finish

Ask your Regional Director for availability!









## **DISPLAY DIMENSIONS**



#### SMALL BIN WITH HEADER

### Promotion: Tastiest Tailgate, Guac Nation, Taco Tip Off, Cinco Central

#### Assembled Dimensions\*

- 21"w x 14.125"d x 30"h
- 21"w x 14.125"d x 40"h with header

#### Fill Capacity

· 2 – 48ct. cases per bin

#### **Pallet Configuration\***

- 51 kits on 48"w x 40"d x 71.938"h
- 51 layers per pallet
- 1 kit per layer (single stacked load)

#### Kit Outside Dimensions\*

35.375"w x 36.125"d x 1.3125"h



#### DOUBLE SMALL BIN WITH HEADER, SIDE SHELF AND SIDE STACKER

### **Promotion: Guac Nation**

#### **Assembled Dimensions\***

- 63.25"w x 15.875"d x 30"h
- 63.25"w x 15.875"d x 40"h with header 25 layers per pallet

#### Fill Capacity

2 - 3 - 48ct. cases per bin

#### **Pallet Configuration\***

- 25 kits on 48"w x 40"d x 69.563"h
- 1 kit per layer (single stacked load)

#### **Kit Outside Dimensions\***

35.75"w x 46.125"d x 2.563"h



#### **EXTRA-LARGE BIN WITH HEADER**

#### **Promotion: Taco Tip Off Assembled Dimensions\***

- 47.5"w x 15.0625"d x 30"h
- 47.5"w x 15.0625"d x 40"h with header

#### Fill Capacity

4 – 5 48ct. cases per bin

#### **Pallet Configuration\***

- 34 kits on 48.063"w x 39.313"d x 64.55"h
- · 34 layers per pallet
- 1 kit per layer (single stacked load)

#### **Kit Outside Dimensions\***

• 39.3125"w x 48.063"d x 1.75"h



#### SMALL BIN WITH HEADER, SIDE SHELF AND SIDE STACKER

#### **Promotion: Guac Nation**

#### **Assembled Dimensions\***

- 42.25"w x 15.875"d x 30"h
- 42.25"w x 15.875"d x 40"h with header

#### Fill Capacity

- 2 3 48ct. cases of avocados per bin Kit Outside Dimensions\*
- 24 5oz. bottles of Cholula® Hot Sauce
   46.125"w x 35.625"d x 1.5625"h per shelf
- 6 12ct. cases of BUD LIGHT®

#### **Pallet Configuration\***

- 41 kits on 48"w x 40"d x 69"h
- · 41 layers per pallet
- 1 kit per layer (single stacked load)



## PALLET BIN WITH POLE HEADER

#### **Promotion: Guac Nation**

- Assembled Dimensions\*

  · 47"w x 37"d x 30"h
- 47"w x 37"d x 45"h with header

#### Fill Capacity

5 - 6 - 48ct. cases of avocados

#### Pallet Configuration\*

- 20 kits on 48"w x 40"d x 90"h
- · 20 layers per pallet
- 1 kit per layer (single stacked load)

#### Kit Outside Dimensions\*

• 37.75"w x 48"d x 4.25"h



#### SMALL BIN WITH HEADER AND SIDE STACKER

#### **Promotion: Tastiest Tailgate**

#### **Assembled Dimensions\***

- 31.5"w x 15.75"d x 30"h
- 31.5"w x 15.75"d x 40"h with header

#### Fill Capacity

- · 2 3 48ct. cases of avocados per bin
- 6 − 12ct. cases of BUD LIGHT®

#### Pallet Configuration\*

- 48 kits on 48"w x 40"d x 69.5"h
- · 48 layers per pallet
- 1 kit per layer (single stacked load)

#### Kit Outside Dimensions\*

42.3125"w x 35.5625"d x 1.3438"h



## JOINT DISPLAY WITH TOSTITOS® SHELVES AND BUD LIGHT® SIDE STACKER

#### **Promotion: Cinco Central**

#### **Assembled Dimensions\***

39.5"w x 16"d x 44.625"h
 with header

#### Fill Capacity

- 2 3 48ct. cases of avocados
- 32 bags of Tostitos®

#### **Pallet Configuration\***

- 48 kits on 40"w x 48"d x 69"h
- 4 layers per pallet
- · 12 kits per layer

#### **Kit Outside Dimensions\***

• 37"w x 16"d x 3.75"h



#### **TOSTITOS® TOWER WITH AVOCADO TRAY**

#### **Promotion: Cinco Central**

#### **Assembled Dimensions\***

 24"w x 23.25"d x 52.5"h with avocado tray

#### Fill Capacity

- · 2 48ct. cases of avocados
- 54 bags of Tostitos®

#### **Pallet Configuration\***

- 33 kits on 40"w x 48"d x 79.25"h
- 3 layers per pallet
- 11 kits per layer (single stacked load)

#### Kit Outside Dimensions\*

• 47.375"w x 24.75"d x 3.5625"h



# **NEW!** PORTABLE EDUCATION SIGN\*

### INTERACTIVE SIGN ELEVATES IN-STORE EDUCATION MESSAGING



### **BENEFITS:**

- Motion-activated screen plays video with trusted avocado education tips and techniques for an interactive customer experience
- Adjustable height saves space and allows avocado bins to be placed underneath
- Enables shoppers to understand more effective and efficient avocado techniques that will increase confidence, and encourage action
- Metal racks hold up to 100 bags featuring tips for ripening and preserving avocados



**SIGN FRONT VIEW** 





**SMALL BIN SIDE PANEL\*** 

#### **BENEFITS:**

- Side panels educate shoppers how to maximize the goodness of every avocado with trusted tips and techniques
- Enables shoppers to understand more effective and efficient avocado techniques that will increase confidence, and encourage action
- The opportunity with avocado education is to improve techniques where users are most likely to feel that fruit is not being wasted, and increase awareness to build value
- · Visible when the side shelf or side stacker is removed



## NATIONAL VOLUME INCENTIVE PROGRAM

## YOUR CHANCE TO PARTICIPATE!

## **EARN UP TO \$10,000**

by participating in AFM's NEW National Volume Incentive Program.

PERIOD: October - December







Contact your Regional Director to participate

#### **HOW TO PARTICIPATE**

#### PERIOD: October - December

- 1. Choose a two week window within the designated time period provided.
- 2. Inform your Regional Director at least four weeks prior of your selected two week window if you intend to participate.
- 3. At the time of entry, provide your Regional Director with a system-generated report of your prior year volume for the same two week window selected.
- 4. Provide a system-generated report of your volume increase three weeks following the end of your two week window.



# REGISTERED DIETITIAN PROGRAM

To encourage in-store education, Avocados From Mexico supplies retail Registered Dietitians around the country with the tools they need to educate shoppers on the benefits of avocados which contain good fats, are nutrient dense and heart healthy.



Barbara Ruhs, MS, RD, LDN
Nutrition@AvocadosFromMexico.com











Dress Your Salads Health & Wellness Kit

### **NEW! HEALTH & WELLNESS RETAIL ACTIVATION KITS**

Learn more about our new health & wellness kits for key holiday and seasonal time frames. The kits are available printed or digitally and contain everything needed to create your own in-store activation:

- Recipe Brochures
- Retail Activation Guide
- Coupon Tear Pads
- POS Signage

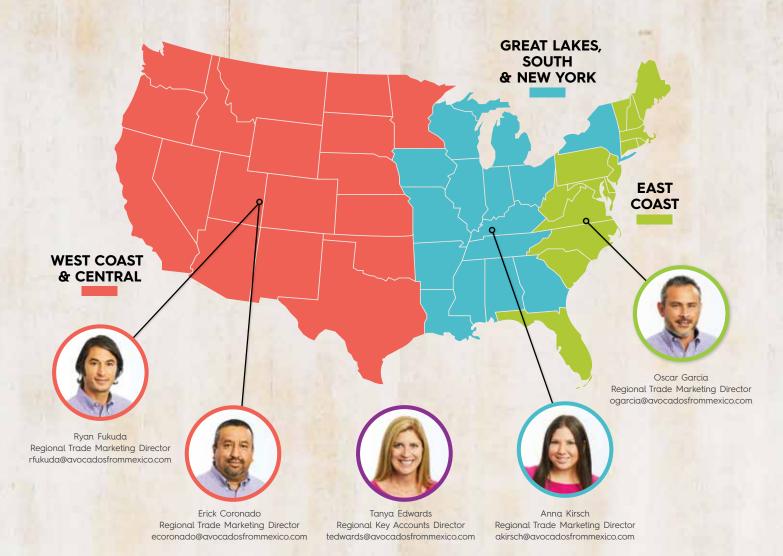
### Check out our 2019-2020 lineup of Health & Wellness kits:

- Fall Health & Wellness Kit Available Now!
- Dress Your Salads Health & Wellness Kit Available October 2019
- New Year 90-Day Challenge Health & Wellness Kit Available December 2019
- Cinco de Mayo Health & Wellness Kit Available April 2020



◆◆◆ ALWAYS IN SEASON ◆◆◆

## Please contact your Avocados From Mexico Regional Director for more information!





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