

# member advantage

---

April 2016

**New beverage contract**

**protein contract  
no antibiotics ever**

**New  
Office Supply  
Program**



## Office Depot

### Contract Extension

Foodbuy is pleased to announce a new program with our preferred partner for **office supplies**, Office Depot. As a leading global provider of office products, Office Depot is a resource to help our Members work better. The Foodbuy program offers aggressive **discounts on over 1,100 popular “core” items**, all of which are noted graphically on the Office Depot website, making it easy to find the best deals on your higher volume items.

Need it fast? You can rest assured that Office Depot can deliver. In most cases, if you order by 4 p.m. local time, you can get it delivered the next day. In addition, Office Depot offers free delivery on orders of \$30 or more.

**Please Note:** Office Depot will communicate new website logon information and training documents directly to all current OfficeMax end-users. **New Office Depot website will go “live” on Monday, May 2nd.** Any end-users who go to the current OfficeMax website will be re-directed automatically to the new Office Depot website as of Monday, May 2nd.



**Incredible Savings**

## Program Details

Please contact your account manager for additional details and information about these programs.

**Office DEPOT**

Contract Date and Term	May 2016 – April 2021
Program Type	Contract price per item with fixed volume allowance
Previous Program Expiration	April 2016
Price Change Frequency	Various; quarterly to annually
Categories/Subcategories Covered	Primary: General Office Supplies, Ink/Toner, Paper Secondary: Jan/San, Furniture, Technology

## Perdue Foods

### New Program

Foodbuy is pleased to announce a new program with Perdue Foods, a nationally recognized supplier of “No Antibiotics Ever” (NAE) protein products to foodservice, retail and school channels across the United States. Our program includes **NAE value added Chicken, Turkey, Pork, Ham and Beef Hot Dogs. In addition, Perdue offers a full line of NAE fresh CVP chicken and Organic CVP and frozen chicken.**

Our new program includes dozens of new contracted items in this category for our Members with 80 having deviated national delivered pricing.

Serve your customers these quality proteins that deliver exceptional taste along with accountability. No antibiotics ever is more than a standard — it’s a promise.



Flavor and  
Quality

### Program Details

Please contact your account manager for additional details and information about these programs.



Contract Date and Term	May 2016 – March 2019
Program Type	Contract price with fixed volume allowance per case
Previous Program Expiration	N/A
Price Change Frequency	Quarterly
Categories/Subcategories Covered	NAE Proteins (Chicken, Turkey, Pork, Ham, Beef Hot Dogs) Value

# Talking Rain

## Contract Extension

Foodbuy is proud to announce a new program with Talking Rain, the maker of Sparkling ICE and one of the fastest-growing non-alcoholic beverages in the country.

Available in a variety of sparkling fruit-flavored waters, lemonades and teas, Sparkling ICE is refreshingly bold due to the perfect balance of mouthwatering flavors.

100% natural fruit essences are added to pure, natural water for a thirst-quenching taste that is one-of-a-kind.



## Program Details

Please contact your account manager for additional details and information about these programs.



Contract Date and Term	May 2016 – October 2018
Program Type	Manufacturer list price with volume allowance
Previous Program Expiration	April 2016
Price Change Frequency	Annually
Categories/Subcategories Covered	Sparkling waters, teas, juice



# Price Watch

## Effective May

Below are program highlights that have an impact on pricing or market trends. Please use this information to support optimal menu choices for the upcoming month.

### ↓ Price Decreases

#### Hormel

**down 2-7%**

Pork loins are falling by about 7% and hams are decreasing 2-5% due to post-Easter market declines.

#### Land O'Lakes

**down 3%**

Butter prices are decreasing by about 3% due to declining markets.



Providing  
you value

### ↑ Price Increases

#### Cargill Meat Solutions

**up 7%**

Ground beef prices are increasing due to beef trimmings market increases as we head into summer grilling season.

#### Sara Lee Meats

**up 10%**

Franks prices are increasing driven by seasonal demand and inventory buildup for the beginning of baseball season and summer grilling.

#### Smithfield/John Morrell

**up 2-3%**

Bacon markets have been increasing since December due to seasonal demand and we will see an impact to prices for May.

#### Trident Seafoods

**up 8-15%**

Atlantic salmon filets are increasing by 15%, driven by algae bloom issues in Chile (#1 import country). This is also driving demand to Sockeye salmon, which is now expected to increase by 8% due to tight supply.

#### National Pasteurized Eggs (Davidson's)

**down 10%**

Pasteurized shell egg prices are decreasing as supply continues to rebound from a lack of Avian Influenza.

# Program Updates

The information below outlines the most current program updates. Material changes include price changes that are greater than \$1,000 per month in aggregate.

Monthly Impact	Direction of Change	Category	Supplier	Effective Date	Reason for Change
Change Greater Than 10%	Favorable	Eggs	National Pasteurized Eggs (Davidson's)	5/16	Commodity Input Costs
Change is Between 5 – 10%	Unfavorable	Beef	Cargill Meat Solutions	5/16	Commodity Input Costs
Change Is Less Than 5%	Favorable	Butter/Cheese	Land O' Lakes	5/16	Commodity Input Costs
	Favorable	Can Liners	Berry Plastics Liners	5/16	Commodity Input Costs
	Favorable	Cream Cheese	Kraft General Foods	5/16	Commodity Input Costs
	Favorable	Ham	Tyson Prepared Foods	5/16	Commodity Input Costs
	Favorable	Meats	Vienna Beef Co.	5/16	Commodity Input Costs
	Favorable	Meats	Hormel	5/16	Commodity Input Costs
	Unfavorable	Bacon	Smithfield Packing Company - John Morrel & Co.	5/16	Commodity Input Costs
	Unfavorable	Bacon	Smithfield Packing Company - Smithfield	5/16	Commodity Input Costs
	Unfavorable	Beef	Maid-Rite Steak Company	5/16	Commodity Input Costs
	Unfavorable	Franks and Sausages	Sara Lee Meats - Jimmy Dean Div.	5/16	Commodity Input Costs
	Unfavorable	Cheese	Great Lakes Cheese Co.	5/16	Commodity Input Costs
	Unfavorable	Crabmeat	Phillips Seafoods Inc.	5/16	Commodity Input Costs
	Unfavorable	Finfish	High Liner Foods	5/16	Commodity Input Costs
	Unfavorable	Finfish	Trident Seafoods	5/16	Commodity Input Costs
	Unfavorable	Salty Snacks - Large Single Serve	Frito-Lay	6/16	List Price Change

\* Actual impact may vary by individual Member based on purchasing behavior. The impact shown is an aggregate average. Please note that the contract changes provided above are permissible per the terms of our agreements unless otherwise noted.

## Program Highlights

### Knorr Ultimate® Bases

Knorr proves that good things come in new packages.

Enjoy the same quality, convenience and performance from Knorr's bases now in packaging that helps you save time and reduce waste. The new design has an easy, natural grip with a wide mouth opening. It's easier to identify the product on the shelf with prominent yield and serving sizes. Nutritional information is labeled clearly on these recyclable, easy to stack, space-saving tubs.

Knorr bases are top-of-the-line quality, but are now **GLUTEN FREE** and its Ultimate® chicken, beef and vegetable bases contain **LESS SODIUM**. The following flavors are impacted:

- Knorr 095 Bases (chicken, seafood, hame, beef, clam)
- Knorr Ultimate Bases (chicken, beef, turkey, shrimp, vegetable, clam, lobster)
- Knorr Au Juse Base



[Click here](#) for more information as well as a full listing of impacted products.



Updates

### 3M Scotch-Brite Offer

3M is offering our Members a free starter kit for the Scotch-Brite Quick Clean Griddle Cleaning System.

Cleaning a griddle is not an easy job, but with this system, you can clean the griddle 40% faster than the leading competitive system.

[Click here](#) to download the form to receive your kit.

[Click here](#) a full listing of product distribution.





### McCormick® Perfect Pinch®

As flavor experts, McCormick stakes their reputation on inventing new and innovative flavor solutions perfect for creating on-trend, healthful, great-tasting meal plans. Their latest offering is Perfect Pinch seasonings.

The new spice blends are salt-free, Kosher and have no-added MSG. They are available in the following blends:

- **Garlic and Herb** - a perfect blend of garlic, mild orange peel and herbs like oregano, basil, thyme and rosemary.
- **Signature** - a robust flavor from 14 spices and herbs, tomato and red bell pepper, with notes of citrus from lemon and orange.
- **Zesty Pepper** - a combination of sweet and hot peppers, juicy citrus from lemon and orange, tomato and red bell pepper.

This new line up of seasonings are perfect for elevating the overall flavor of your foodservice kitchens and adding signature tastes to dietary restricted menu items.

[Click here](#) for more information.



### Hillshire Farm® Chicken Sausage

Foodbuy is pleased to share that we are now offering three new products under our Hillshire Farm sausage program to our Members.

Enjoy the delicious flavors with 50% less fat, 1/3 fewer calories, and more protein than fully-indulgent pork sausage. All flavors are fully-cooked to reduce labor costs and are made from top quality cuts of course ground chicken which yields a firm, meaty bite.

We are offering:

- **Traditional** - available in links or endless ropes
- **Italian** - available in links or endless ropes
- **Chicken and Apple-Smoked** - available in links or split links

Packed with flavor, any of these flavors is the perfect addition to your morning breakfast routine, served alone or tossed in your favorite pasta.





## Sourcing Updates

Below is a list (alphabetized by category) of Foodbuy's current strategic sourcing projects, their current status and the estimated project completion date.

Project	Project's Current Stage	Estimated Implementation Date
Cheese, Natural and Processed	Negotiating	Q3 2016
ConAgra	Developing Sourcing Strategy	Q3 2016
Dry Beans	Analyzing Spend	Q4 2016
Ice Cream	Finalizing Negotiations	Q2 2016
Paint	Finalizing Negotiations, Providing Recommendation	Q2 2016
Plastic Cups and Containers	Preparing Business Award Recommendation	Q2 2016
Produce (ProAct)	Finalizing Legal Contract And Implementation	Q3 2016
Produce (All Other Distributors)	In Negotiation	Q3 2016

