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### SafeSourcing e-Newsletter

Have comments, questions, or suggestions about the new SafeSourcing e-Newsletter? Let us know what you think by emailing us at the following address. We look forward to hearing from you! [events@safesourcing.com](mailto:events@safesourcing.com)

#### Trivia!

What is an L Sealer?  
[www.safesourcing.com](http://www.safesourcing.com)

## Industry News

### Consumers Still Crave Sugar

#### Beverage Tax on Soda in Cook County

Last weekend shoppers enjoyed bargains on 12-packs of Coca-Cola products at Target stores in Chicago. These bargains aren't going to last! It is expected that the Cook County Board will approve a \$4.9 billion annual budget from its thirsty residents. Next July the four-for-\$10 deal will cost you \$15.76 in Cook County. That price is the penny-an-ounce tax that is being applied said Board President Toni Preckwinkle. This tax will be applied to sweetened drinks including soda, sports drinks, tea, and lemonade purchased in bottles, cans, and from a fountain.

Due to the 1-percentage point increase in sales tax that Preckwinkle engineered, consumers will pay 10.25 percent in sales tax (the highest in the nation if you live in Chicago). Next summer it will cost an extra 20 cents more for a bottle of Diet Pepsi, 32 cents more for a Big Gulp, and \$1.44 more for a 12-pack of soda. Commissioners that voted for the tax increase were unmoved by the harm it will do to retail businesses which in turn will result in job losses in the beverage industry. ■

*Chiu, Chicago Tribune, 11/15/16*

### Consumers Still Crave Sugary Snacks

After 36 bakery closings, 18,500 job losses in November 2012, today Hostess Brands, Inc. is alive and well in Emporia, Kansas. There are 1.8 million mini-doughnuts, ...continued on page 2

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#### COMING NEXT ISSUE

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| <b>Jan.</b> | Answer to our Trivia! |
|-------------|-----------------------|

#### Recent Savings

##### Croutons

Savings were over 20% of total spend. ■

##### Antifreeze

Savings were over 23% of total spend. ■

\*Please [contact SafeSourcing](#) to schedule your RISK FREE event today.

## Consumers Still Crave...Cont.'d

1.5 million Twinkies, and 1.4 million chocolate cupcakes shooting through production lines 24-hours a day, six days a week. Although there is evidence that low-carb, low-sugar diets are winning in the American culture, the old sugary favorites still rule. Currently the Emporia bakery is working on a new brownie product.

“Since reopening the Emporia bakery, originally built in 1964, as a Dolly Madison plant, the company has added a 36,000-square-foot warehouse. It now operates with about 500 workers on the payroll, similar to the plant’s pre-bankruptcy employment. The new Hostess plant also is non-union.” The plant has been upgraded with new baking and packaging technology. All product made at the plant are shipped to one of two warehouses in Chicago and Carthage, Missouri before being sent to retail locations. It is a more efficient operation compared to the dock to retail businesses used in the past. ■

*Diane Stafford, The Kansas City Star, 12/23/15*

## Coke Sales Volume Improve in the Non-carbonated Beverage Market

During the third quarter of 2016, Coca Cola sales volumes improved because of noncarbonated beverage offerings in the U.S., Japan, and parts of Europe. Coca Cola reported that they will continue to cut sugar from its products and will continue to diversify more as countries put a special tax on sugary drinks in order to address the rising obesity and diabetes rates in the world. “North America revenue rose 3% as the company continues to roll out smaller package sizes, charging consumers more on a per-ounce basis. Noncarbonated volumes rose 2%, helped by high-single-digit percentage increase in Vitaminwater.”

James Quincey, Coke’s Chief Operating Officer, said “Coke also has more than 200 reformulation initiatives under way across the world to reduce added sugars in the beverages, including the use of stevia, a zero-calorie sweetener.” ■

*Mike Esterl, WSJ, 10/27/15*

### QUESTIONS AND ANSWERS

**Q:** How can I subscribe or unsubscribe to these newsletters?

**A:** You can subscribe or unsubscribe to these free newsletters by simply going to our [website](#), and clicking the option “e-Newsletter” or by contacting us directly at [events@safesourcing.com](mailto:events@safesourcing.com)

**Q:** I have run events in the past, is there any chance I could be saving more?

**A:** Yes. No matter when your past event ran, the team at SafeSourcing can find ways for your company to save.

**Q:** I want to know more about what SafeSourcing does. Who can I talk to about this?

**A:** You can contact a customer services representative who can help you with any further questions by calling us at 1-888-261-9070 or by going to our [website](#) and trying our “Risk Free Trial” offer today.

### Trivia! From November 2016 Issue

What does EIPP mean?

The EIPP is short for Electronic Invoice Presentment and Payment. This is a B2B system of issuing invoices to customers over the internet and receiving payment on the invoices electronically. This can be accomplished in a Biller-Direct model, where payment is received directly via the biller’s website, or Bank-Aggregator, where a banking institution acts as the payment distributor to all of the receiving businesses.

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