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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

Trivia!

What does ISO mean?
www.safesourcing.com

Industry News

Slow Getting Paid

Small businesses are contending with a calendar problem that becomes a cash-flow problem, as they are waiting longer and longer to get paid. Some customers, whether they are consumers or companies, are taking more time to pay than they did six months ago; consequently it makes it difficult for small business owners to pay their own bills. Many businesses are asking for a deposit up front or for credit card payments in order to alleviate this problem.

PAYDEX, an index that tracks the length of time small businesses take to pay their own creditors, reported a 3% drop in the first half of this year from the last six months of 2015, according to Dun & Bradstreet Credibility Corp. which compiles the index. "Slower payments may also be part of some companies' business strategy, a lingering effect of the Great Recession, says Mary Driscoll, a researcher with Houston-based metrics company APQC. Many publicly held companies began paying more slowly to build up their cash reserves and balance sheets, she says." Extending payment simply became a habit and in time became a matter of policy.

A study released by APQC in October, revealed two-thirds of the businesses surveyed (mostly small businesses) reported getting slower payments in the previous three years – 46 days in 2014 versus 35 in 2009, despite a healthier economy in 2014. Some businesses use partial payment as leverage to get better deals. "Many small business owners are afraid to collect for fear of upsetting a long-term client, but continuing the work without being paid sets a dangerous precedent that will ensure you will never be paid on time."

Joyce M. Rosenberg, AZ Economy, 7/31/2016

INSIDE THIS ISSUE

1	Small businesses and cash flow
2	Fish tested positive for drugs
2	Confusion on product labels

COMING NEXT ISSUE

Sept.	Answer to our Trivia!
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Recent Savings

Beverage cups, lids, and straws

Savings were over 27% of total spend. ■

Deli cases

Savings were over 18% of total spend. ■

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

Could Your Salmon Be on Antidepressants?

We are all too familiar with hearing stories about juveniles on drugs, but in this case it involves juvenile Chinook salmon. There is alarming research indicating that the salmon found in Puget Sound have tested positive for more than 80 different drugs – cocaine, antidepressants, and dozens of other kind of medications used by humans, such as Flonase, Aleve, Tylenol, etc.

When researchers tested water in and around sewage treatment plants in the estuaries of Puget Sound near Seattle, Washington, some of the highest concentrations of drugs in the nation were discovered. One theory is perhaps there is more drug use in this area; or it could be wastewater-treatment plants' processes inability to remove these chemicals during treatment. Some high fecal coliform counts in some of the Sound may point to leaky septic tanks contributing to the problem as well. Betsy Cooper, permit administrator for the county's Wastewater Treatment Division, indicated that many drugs are stubborn and remain present after treatment – seizure drugs are hard to remove and ibuprofen levels can be lowered, but not completely removed. What are prescription drugs, as well as illicit drugs, doing to us and our environment? Unhealthy lifestyles

have an impact on all living things. ■

[Daniel Barker, Natural News, 3/2/2016](#)

Label Confusion

Food labeling should provide clarity, but often it creates confusion. For example, cage-free eggs may mean the hen never wanders outside but merely roams around a large pen. Although government regulators do not allow dishonesty, labels can be defined with buzzwords or cleverly deployed terms that confuse shoppers.

In order to be a savvy label reader you need to understand certain food label language. Terms like “whole grain” means 100% whole grain or whole wheat, while “made with” may mean made with “very little”. Many consumers are under the impression that the product only contains whole grain and this isn't true. The term “made with” hasn't been formally defined by the FDA. Your first guide is the list of ingredients on the packaging. For example if enriched flour is listed first, than the product is not primarily made with whole grain. Another example of confusing labeling is the term “hormones”. According to the U.S. Department of Agriculture, hormones are not allowed in poultry or hogs. Some producers label their products “no hormones added”. When they do, a claim must be followed by a statement that says “federal regulations prohibit the use of hormones”. Consumer education is important when deciphering label terms! ■

[Jo Craven McGinty, WSJ, 7/9-10/2016](#)

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

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 July 2016 Issue

What does EcoLogo™ mean?

EcoLogo™ is a brand of environmental standardizing and certification. EcoLogo™ provides customers – public, corporate and consumer – with assurance that the products and services bearing the logo meet stringent standards of environmental leadership. As of 2007, EcoLogo's repertoire of approved products was over 3,000.

events@safesourcing.com

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