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SafeSourcing e-Newsletter

Have comments, questions, or suggestions about the 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 is Front End Money?

www.safesourcing.com

Industry News

Changes in the Food Industry in 2018

Weather Changes the Fishing Industry

Fish are moving as ocean water temperatures change! Buck Laukitis has two 58-foot vessels that his crew chases halibut across the Bering Sea. As the Arctic ice retreats and ocean temperatures rise, the fish are migrating further out. This is more costly in time and fuel. Buck said this phenomenon keeps him up at night wondering where the fish are. With warming waters, black sea bass have shown up in Point Judith, RI. The bulk of the black sea bass once lived south of North Carolina. They are now a staple catch in Port Judith along with squid and Jonah crab. Jonah crab were once a throw away catch to the Rhode Island lobsterman. Lobsters have moved further offshore into deeper waters. Some lobstermen are buying wider boats with bigger tanks to accommodate the crabs in lieu of perusing lobsters. The climate change for fishing boat owners means following the catch. The northward movement of fish is revitalizing some fishing grounds while disrupting others.

Pollock, a multibillion-dollar commercial fishing industry in Alaska, started to see changes in the environment starting in 2000 where warm and cool weather spells last longer. Temperatures rose and then plunged to record lows. Surveys of ice formations have been conducted for 34 years. The winter ice that normally covers the Bering Sea never formed this year. Pollock are traveling to colder waters farther north and are out of easy reach for trawlers. ■

Robert Lee Horta, WSJ, 12/22/2018

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COMING NEXT ISSUE

Feb.	Answer to our Trivia!
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Recent Savings

Sauce Mixes

Savings were over 27% of total spend. ■

Spices

Savings were over 13% of total spend. ■

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

White Truffle Prices Fall

Alba's truffle market, the main global market for the coveted white truffle, now is reporting prices at half the price it was a decade ago. Because of abundant rains in the forests around this northwest Italian town, bumper crops have been harvested. For "foodies" that is great news. A 10-gram grating of white truffle at New York's Del Posto restaurant is now \$190 compared to \$240 a year ago.

From September to January, truffle hunters comb the forests around Alba with their dogs foraging for white truffles. Even though prices have dropped, the abundance of these white truffles have proven to be more lucrative. Mauricio Grazioso, a 52-year old truffle hunter, said he wants the truffle to be available to everyone, not just the elite.

Donna Nguyen-Phuoc, a partner in an investment firm in Hong Kong, enjoys offering dinner guests white truffles at her dinner parties. Last year she planned a truffle-themed dinner party, but had a great deal of difficulty finding anyone with white truffles. She paid a huge price in order to secure the truffles for her party. "The source of her glee traces back to Italy's Piedmont region, in the forests around Italy and neighboring Asti, which yield a major supply of high-end white truffles. White truffles are found in a few other places, including central Italy and part of Croatia." ■

Eric Sylvester, WSJ, 12/3/2018

Some Food Trends in 2018

DoorDash, Uber Eats, Grubhub, and Seamless are third-party delivery services that partnered with many food service businesses in 2018. These delivery services grew 9% compared to 4% in 2016 and 2017. "The reason for that is it feeds into the e-commerce-enabled customer's desire for convenience and customization. With your mobile app, now you can get whatever you want much more easily... That's not going away. That trend will accelerate."

2018 was the demise of the disposable straw. Not only did cruise lines, hotels, airlines, and food service providers say no, but Starbucks promised to toss out plastic straws by 2020 by finding an eco-friendly alternative. Other companies, such as Dunkin' Donuts, are phasing out polystyrene foam cups. The real reason for this is millennials are very concerned with the world's environment and are demanding more sustainable solutions.

Recalls also were a big focus in 2018. There were two romaine lettuce recalls in 2018. Kellogg Honey Smacks, four varieties of Pepperidge Farm Goldfish and several types of Ritz crackers were recalled due to salmonella. Rose Acre Farm eggs appeared on the recall list for possible salmonella. There were several vegetable recalls due to possible E. Coli. There is more news on contamination as companies are getting better at identifying the problem. ■

Zlati Meyer, USA Today, 12/30/2018

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 by calling us at 1-888-261-9070 or by going to our [website](#) and trying our "Risk Free Trial" offer.

Trivia! From December 2018 Issue

What does EIPP mean?

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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