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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](mailto:events@safesourcing.com)

#### Trivia!

What does Neutral Exchange mean?

[www.safesourcing.com](http://www.safesourcing.com)

## Industry News

### *Spending Habits in the U.S.*

#### Raw Materials Rally

Raw materials such as oil and copper are surging as the world's economy starts to reopen for business. "The recent gains come after Coronavirus lockdowns dented commodity prices earlier in the year and are a boon for battered producers like copper miner Freeport-McMoRan Inc. and energy giant Exxon Mobile Corp.—many of which have cut supply in response to industry turmoil. Investors closely watch commodities because their prices fluctuate based on real-time changes to supply and demand and momentum in the global manufacturing sector."

China is the world's most dominant commodity consumer. There has been an uptick in economic activity there which indicates the world's economy is in the initial stages of healing.

Drivers are returning to the road. US crude-oil futures have risen to their highest levels since early March and above \$40 a barrel. Copper and tin are up more than 15% this quarter. Even agricultural commodities such as cotton are rising. ■

*Amrith Ramkumar, WSJ, 6/23/2020*

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#### COMING NEXT ISSUE

**Aug.** Answer to our Trivia!

#### Recent Savings

##### Propane Exchange

Savings were 13.85% of total spend. ■

##### Beef Taco Meat

Savings were over 15% of total spend. ■

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

## Consumer Spending on the Rise

Americans cautiously returned to the marketplace last month helping the economy dig out the severe recession; however, the rise of Coronavirus infections threatens the recovery in the long run. Household goods and services rose 8.2% in May. That was more than double the all-time highs dating as far back as 1959. Americans bought mainly long-lasting items such as cars, refrigerators, and sofas. It is doubtful spending will continue to increase until there is a vaccine for the virus and people feel safe once again. Americans pocketed more than one-fifth of their disposable income last month which is an exceptionally high savings rate that signals economic caution. The federal stimulus package, along with Americans needs to get out after being cooped up for months, is helping the economy to grow.

Many people have been saving money by not going out during the pandemic. Many people have decided not to travel at all, thus allowing them to buy cars, or make improvements on their homes. Once the stimulus money runs out and joblessness benefits expire, it is likely that spending habits will be pulled back. "One factor is cheap money, The Federal Reserve has lowered its benchmark interest rate to near zero, and consequently, the cost of borrowing for things like homes, cars, furniture and other big-ticketed items has dropped to historic lows." ■

*Josh Mitchell, WSJ, 6/27-28, 2020*

## Fast Food Thrives During Pandemic

The spread of the Coronavirus, along with government-mandated lockdowns, wreaked havoc on the restaurant business. Darden Restaurants, owner of sit-down chains like Olive Garden, Longhorn Steakhouse, reported sales fell 48% compared to a year earlier. As of June they are still down by a third. Many smaller independent restaurants have been hit even harder. During this same timeframe, fast-food businesses are booming. The chains responded to the pandemic by reducing menu options, closing dining rooms, and offering better deals. Restaurants with drive-throughs have seen a massive increase in demand. By quickly adapting to change, fast food companies have profited. Also online pickup orders have also increased in popularity. Because many independent restaurants have shut down altogether, there are fewer options for consumers. The fast food industry in urban areas is suffering, while suburban areas with drive-through services are seeing a massive increase in business. Chris Kempczinski, CEO of MacDonalds said the company has shaved 25 seconds off the average time it takes to fill a drive-through order. Restaurants that relied on foot traffic like inside college campuses, airports, or downtown urban areas are lagging behind. The disruption of work and schools have had a huge impact on breakfast sales, especially high profit margins in beverages like coffee. Delivery, takeout, and advanced ordering make economic sense for now and in the future. ■

*Maura Hohman and Vicky Nguyen, Today, 4/28/2020*

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

### Trivia! From June 2020 Issue

What is a Master Broker?

A Master Broker is a broker supervising other brokers that represent the same manufacturer. It also refers to an individual who has been certified and designated by the American Cash Flow Association to work with Diversified Cash Flow Specialists. [events@safesourcing.com](mailto:events@safesourcing.com)  
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