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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 Open Source Initiative mean?

www.safesourcing.com

Industry News

The Weather's Impact on Commodities and Farm Jobs is Dramatic

The grain prices today will not bring in enough money to cover farmer's basic operating costs, such as fertilizer, seed, and land rent. The crop prices will not cover enough for farmers to make payments on equipment loans, nor will it cover their labor costs. The [USDA's Farm Service Agency](#) reported that the demand for farm loans soared from \$4 billion in 2013 to \$5.6 billion in 2015.

"WICHITA, Kan. – The nation's net farm income is the lowest since 2002, with another year of low commodity prices, demand for agriculture loans is surging as farmers struggle to make ends meet." Agricultural lenders are seeing a demand for larger loans. Farmers that used cash in the past are now looking for loans. According to an [Economic Research Service](#) report by the U.S. Department of Agriculture, the U.S. farm debt is forecast to rise by 6.3 percent in 2015. Conversely, farmers' incomes have plummeted by 55 percent since 2013. The report suggests that the depressed crop and cattle prices are the reason for the decline. The widespread drought that began in the South in 2010 and spread to the Midwest in 2012 diminished the grain supply. Some government lenders and some agricultural programs help by lengthening the repayment plans for farmers' loans in order until prices come up again. ■

Roxana Hegeman, Associated Press, 12/1/2015

Facebook at Work

Earlier this year, Facebook launched a closed beta test of "Facebook at Work" to a small group of companies. It is estimated that public release will be coming in early 2016. Facebook at Work accounts are not the same as personal accounts.

Posts are kept separate. [Facebook at Work](#) posts are only visible to... *continued on Page 2*

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Feb.	Answer to our Trivia!
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Recent Savings

Engine Oil & Lubricants

Savings were over 30% off total spend. ■

T-Shirt Bags

Savings were over 11% off total spend. ■

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

Facebook at Work...cont.'d

others in your company. It is being touted as a controlled internal social network.

“Most companies rely on e-mail or basic instant messaging for daily contact, but the complexity of business communications continue to expand, so many are finding those methods pretty inefficient. Another reason so many companies are looking to move away from e-mail as the primary internal communication channel is security. The most likely way your company will be exploited these days is through e-mail.”

Sophisticated social engineering attacks (aka spear phishing) might look like an e-mail from a colleague or administrator. This can cause employees to open dangerous attachments. When the attachments appear to come from employees or executives, employees generally won't think twice about clicking onto a link. “Malicious attackers know that they only need to get one employee to fall for their scam to perpetrate ransomware scams or to get behind firewalls or other security measures.”

Many companies are trying to identify and address these issues, including a company called Slack. [Slack](#) has generated over 1 million users in just two years. These types of platforms

require a lot of training, as well as behavioral changes of employees, which can make the transition difficult. It seems as though a great deal of the population is already familiar with Facebook, so leveraging what is already in place may be a better way to go. ■

Ken Colburn, The Arizona Republic, 12/2/2015

Coffee Break Time

Keurig, the maker of single-cup coffee machines, agreed to sell for almost \$14 billion to the buyers of an investment group led by JAB Holding Co, a privately held java business. JAB Holding indicated that Keurig will operate as an independent company and will keep their headquarters in Waterbury, Vermont.

JAB Holding is a Luxembourg-based company that has controlling stakes in Jacobs Douwe Egberts, the company that is behind Gevalia, Tassimo and many other brands. The company has stakes in Peet's Coffee & Tea and Caribou Coffee (both companies have deals with Keurig currently). By buying Keurig, it will position JAB Holding closer to the coffee market leader – Nestle. They plan to sell more Keurig coffee machines internationally as well.

The deal materialized after Keurig reported sales slowing in their machines, as well as K-cups. “Sales of K-cups, which accounted for more than 80 percent of Keurig's revenue, rose 1 percent to \$3.6 billion in the year ending Sept. 26. Sales of its machines fell 23 percent to \$623.6 million in the same period.” ■

Annie Gasparro, Wall Street Journal, 12/8/20015

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 November 2015 Issue

What does Cap and Trade mean?

ANSWER: [Cap and Trade](#), also known as emissions trading, is where a central authority or government sets a limit or cap on the amount of pollutant that can be emitted.

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