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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 does United States Grade Stamp mean

www.safesourcing.com

Industry News

Major Businesses are Listening to Consumer Preferences

Coke Reduces 12% of U.S. Jobs

The Coronavirus continues to impact businesses. Coca-Cola, the Atlanta-based company, which had 86,000 employees at the start of the year, has reduced expenses by cutting employees and products amid closures of restaurant, bars, movie theaters, and sporting stadiums around the world that sell drinks. This reduction represents approximately 12% of its U.S. workforce. Last August the company offered about 4,000 voluntary-separation packages to employees in the U.S. and Canada. Coke's North American Business will be reorganized to look like other units around the world. Until recently, Coke and Minute Maid operations have maintained their own teams for marketing, communicating with retailers and bottlers. The teams will now be consolidated. Coke expects the job cuts will result in \$350-\$550 million in savings. There have been 500 job cuts in the Atlanta metro area. Coke has also said that they will narrow their 430 master brands down to 200, narrowing its beverage portfolio to products that are growing. Tab soda will be retired as will Zico coconut water brands. Coke's revenue was \$8.65 billion in the quarter ending September 2020, a decline of 9% from the year before. ■

[Jennifer Maloney, WSJ, 12/16/2020](#)

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COMING NEXT ISSUE

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Recent Savings

Cleaning Chemicals & Supplies

Savings were over 65% of total spend. ■

Landscaping & Snow Removal

Savings were over 32% of total spend. ■

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

Store Traffic Lightens at Walgreens

Walgreens Boots Alliance Inc. reported pharmacy foot traffic is down as people try to avoid stores. “The company said overall revenue expanded in the quarter ended Nov. 30 amid sales for prescription medicines even as the pandemic continued to make some consumers hesitant to visit its stores.” Quarterly results came the day after Walgreens agreed to sell its pharmacy wholesale unit to AmerisourceBergen for \$6.5 billion. Walgreens is working with the government to vaccinate residents and staff at more than 35,000 long-term care facilities in 49 states. Later this year, the company is preparing for mass vaccination at retail locations. Walgreens indicated that they are prepared and ready to vaccinate tens of millions of Americans. Currently the company has 30,000 staff able to assist with this effort and plans to gear up to 45,000 in the next three months. Walgreens reported sales rising to \$36.31 billion last quarter compared to \$34.34 billion one year ago. Pharmacy sales were up 5% in the U.S. ■

[Micah Maidenberg and Sharon Terkel, WSJ, 1/8/2021](#)

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.

Chicken Sandwiches Outpace Burgers

The hottest item in the burger chain restaurants is chicken. In the past three months, 10 major U.S. fast food restaurants have introduced fried chicken sandwiches. The chains include McDonald’s, Shake Shack, and Jack in the Box. As the restaurant business slowed down during the pandemic, consumers’ enthusiasm for fried chicken rose. That helped build Chick-fil-A into one of the nation’s top food chains in the last decade and made Popeyes Louisiana Kitchen a success after its debut in 2019. The chicken sandwich wars mean that the chicken options are very original, such as a Korean-style chicken sandwich at Shake Shack and McDonald’s version of a battered-fried chicken topped with a spicy pepper sauce. The sandwich craze has forced the fast food restaurant business to spend thousands of dollars on new equipment for battering the chicken. Shake Shack said people love burgers and chicken and they want to be known for both! The research firm, Technomic Inc., reported that Chicken sandwiches have found a permanent spot on restaurant and convenience store menus. In 1992, chicken became the most consumed meat in America according to the USDA. The number of fast-food chicken sandwiches consumed last year was up 21%, outpacing burgers, roast beef and other similar items. Because chicken is a cheaper commodity, the profits are higher. A chicken sandwich costs less than a burger making it a more attractive purchase for consumers. ■

[Heather Haddon and Jacob Bungeeing, WSJ, 1/30/2021](#)

Trivia! From January 2020 Issue

What is a Trade Partner?

A trade partner is a person that helps or assists another person or company with a business transaction, public exchange, or private exchange. A trade partner will usually have a continuing relationship with each other and it usually both parties will profit or be benefitted in some way during every transaction.

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