



**SMITTY'S CANADA INC.**

#500, 501 – 18<sup>TH</sup> AVENUE SW  
CALGARY, ALBERTA, CANADA T2S 0C7  
TEL: (403) 229-3838 FAX: (844) 274-4056 www.smittys.ca

**BULLETIN #135/21**

DATE: September 9, 2021  
TO: All Franchisees and Corporate Managers  
FROM: Darryl Vivian & John Arthurs  
RE: **Purchasing Updates – Burnbrae Q4 2021 Liquid Egg Pricing; Sliced Cheese Stocking; Unilever Pricing**

Hello Everyone,

Here are the Purchasing Updates for the week . . .

**Burnbrae Q4 2021 Liquid Egg Pricing**

Burnbrae has shared our Q4 2021 liquid egg pricing. This pricing is based on pricing set by the Egg Farmer's of Canada. We will be seeing a 14.3% price increase.

Item No.	Brand	Item Description	Pack	Size	Q3 2021	Q4 2021	Increase \$\$	Increase %%
2677714	PRSTIGE	EGG LIQUID WHL ULTRA	12	1 KG	\$42.87	\$48.94	\$6.08	14.2%
0471151	NATUREG	EGG LIQUID ULTRA PLUS FRESH	12	1 KG	\$42.87	\$48.94	\$6.08	14.2%
4385906	PRSTIGE	EGG LIQUID WHL ULTRA W/CA	2	10 KG	\$69.34	\$79.29	\$9.95	14.3%
5228053	PRSTIGE	EGG WHOLE ULTRA PLUS	2	10 KG	\$69.34	\$79.29	\$9.95	14.3%
2676401	PRESTIGE	SCRAMBLED BLEND FRZN	6	2 KG	\$42.24	\$48.26	\$6.03	14.3%
3269671	BURNBRAE	DELUXE SCRAMBLED BLEND	6	2 KG	\$42.21	\$48.23	\$6.02	14.3%

As always, we recommend you check you inventory prior to your last delivery in September to see if a purchase is warranted.

**Sliced Cheese Stocking**

With the current labour and logistics challenges, Saputo is struggling to keep up with the demand on sliced cheese. Over the coming weeks, you may see shortages in your OPCO. Please see the attached list of Slice Cheese Options and their costs.

If you have been regularly purchasing Saputo sliced cheeses, Saputo will price match any competitive comparable sized slice you are forced to purchase during this temporary shortage. To be included in the price match refund, please email invoice copies to John.

## Unilever Pricing

Our pricing Unilever Pricing will have an increase effective October 1, 2021. Commodity pressures in the oils markets are resulting in a higher increase in the dressing category. Gravy mixes will see a modest increase. Tea will not see an increase. Please see the attached list of revised pricing of the items included in the National Order Guide.

Item No.	Brand	Item Description	Pack	Size	Price Until Sept 30, 2021	Price Beginning Oct 1, 2021	Increase \$\$	Increase %
5380213	Hellmann's®	Lemon Zaatar	2	3.78 L	\$43.74	\$46.74	\$3.00	6.9%
5321678	Knorr	Instant Beef Gravy	6	377 gr	\$34.69	\$35.92	\$1.23	3.5%
2384840	Knorr	Au Jus Gravy	12	121 gr	\$27.87	\$28.43	\$0.56	2.0%
2386357	Knorr	Turkey Gravy	6	475 gr	\$36.59	\$37.84	\$1.25	3.4%
2878577	Red Rose	Tea Bag 1.5 Cup 4 Star Envelop	10	100 CT	\$69.45	\$69.45	\$0.00	0.0%
5017454	Lipton	Earl Grey Tea	6	28 CT	\$25.45	\$25.45	\$0.00	0.0%
5017439	Lipton	English Breakfast Tea	6	28 CT	\$25.45	\$25.45	\$0.00	0.0%
3070760	Lipton	Peppermint Herbal Tea	6	28 CT	\$25.45	\$25.45	\$0.00	0.0%
1886316	Lipton	Green Tea	6	28 CT	\$25.45	\$25.45	\$0.00	0.0%
7153539	Lipton	Tea Jasmine Green	6	28 CT	\$26.54	\$26.54	\$0.00	0.0%

This pricing will be effective until December 31, 2022.

Please do not hesitate to contact us directly should you have any questions or concerns at:

Darryl [dvivian@smittys.ca](mailto:dvivian@smittys.ca) or 403-930-8747.

John [jarthurs@smittys.ca](mailto:jarthurs@smittys.ca) or 403-930-8745.

Yours truly,

SMITTY'S CANADA INC.

Darryl Vivian  
Purchaser

John Arthurs  
Purchaser

## Sliced Cheese Options

Cheddar Slices						
Item #	Pack	Size	Brand	Descriptions	Grams	Price
7510458	24	252 GR	Armstrong Cheese	Cheese Cheddar Mild Coloured Slices	21	\$95.22
3261718	12	500 GR	Armstrong Cheese	Cheese Cheddar Medium Slices 21 g.	21	\$98.49
0533876	9	672 GR	Bothwell	Cheese Cheddar Medium Sliced	21	\$116.86
7671027	12	500 GR	Black Diamond	Cheese Cheddar Natural Slice 21 g.	21	\$127.60
3148493	12	500 GR	Black Diamond	Cheese Cheddar Medium Slices 21 g.	21	\$124.66
2679462	16	250 GR	Block & Barrel	Cheese Cheddar Medium Slices	14	\$65.89 to \$68.53
5474468	12	500 GR	Cracker Barrel	Cheese Cheddar Mild Natural Slices	14	\$105.58
Mozzarella Slices						
Item #	Pack	Size	Brand	Descriptions	Grams	Price
6891668	16	250 G	Block & Barrel	Cheese Mozzarella Slices	14	\$63.74 to \$63.91
5473586	12	500 GR	Cracker Barrel	Cheese Mozzarella Slices	14	\$101.06
5478202	12	500 GR	Cracker Barrel	Cheese Mozzarella Slices	14	\$101.06
Swiss Slices						
Item #	Pack	Size	Brand	Descriptions	Grams	Price
2820074	24	252GR	Dairyland	Cheese Swiss Slices Natural	21	\$117.10
5476613	12	500 GR	Cracker Barrel	Cheese Swiss Slices 15 g.	15	\$116.74
1088420	12	252 GR	Cogruet	Cheese Swiss Slices 14 g.	14	\$61.16
2679694	16	250 GR	Block & Barrel	Cheese Swiss Slices Natural	14	\$80.13 to \$80.70
0165282	9	500 GR	Black Diamond	Cheese Swiss Natural Slices 14 g.	14	\$106.57

Items highlighted in green are from the National Order Guide.

Items highlighted in Yellow are our recommended 14-gram option if the 21-gram is not available in your OPCO.

Armstrong, Dairyland, Cogruet and Block & Barrel Cheeses are Saputo Brands.