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**BULLETIN #143/21**

DATE: September 23, 2021  
 TO: All Franchisees and Corporate Managers  
 FROM: Darryl Vivian & John Arthurs  
 RE: **Purchasing Updates – New York Steak; Pace Salsa Discontinuation**

Hello Everyone,

Here is this week’s Purchasing Update.

**New York Steak**

We have been able to secure the same pricing for our New York steak for the next year. Pricing will be the same as last year.

Brand	Code	Pack	Size	Description	Price per Case	Price per Steak
Macgregor Meat	5508136	16	225 GR	Beef Striploin Steak Boneless	\$114.19	\$7.14

Beef prices are up about 15-20% this year for a few reasons. Cost of feed has increased, labor shortages in packing plants, as well as inflation. Feed prices are expected to increase due to a shortage of crops this year, as well there is talk about ranchers reducing heard sizes this year due to a lack of food/water. The rain in late September has helped but, ranchers still need to be able to secure enough feed for the cattle over the winter. If heard sizes are reduced it will take several years to get them back to current levels, putting even more pressure on the overall beef market. Being able to secure our New York strips at the same pricing as last year is an incredible win this year!

**Pace Salsa Discontinuation**

In reaction to an on-going labour shortage, Campbell has announced a temporary discontinuation of their production of Pace Salsa and a permanent discontinuation of Pace Picante Sauces. They will be continuing to product the Sysco version of Salsa. We have negotiated a discount on the Sysco version of the salsa to match the Pace Salsa Pricing.

Discontinued Product					New Product				
Brand	Code	Pack	Size	Description	Brand	Code	Pack	Size	Description
Pace	2439784	4	3.7 LT	Sauce Salsa Mild Chunky	Casa Solana	3902422	2	3.7 LT	Sauce Salsa Mild Chunky
Pace	2440220	4	3.7 LT	Sauce Salsa Medium Chunky	Casa Solana	3902418	2	3.7 LT	Sauce Salsa Medium Chunky
Pace	0364539	4	3.75 L	Sauce Salsa Picante Medium	Casa Solana	3902418	2	3.7 LT	Sauce Salsa Medium Chunky

This change will happen as OPCOs stock of the Pace products are depleted.

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

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Yours truly,

SMITTY'S CANADA INC.

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Purchaser

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