



SMITTY'S CANADA INC.

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

BULLETIN #117/21

DATE: July 15, 2021
TO: All Franchisees and Corporate Managers
FROM: Darryl Vivian & John Arthurs
RE: **Purchasing Updates –Saputo Pricing Update; Vendor Agreement Renewals Q3 & Q4 2021; Weston Service Recovery in Western Canada; Hollandaise Sauce Packaging; Campbell Price Increase; Waffle Baker Maintenance, Bavette Steak**

Hello everyone,
Here is this week’s information from your Purchasing Team.

Saputo Dairy Pricing Update

The Dairy Farmers of Canada and Saputo have announced a price increase effective August 1, 2021. “Our manufacturing and packaging costs have been significantly impacted by the global rise of raw materials notably corrugate and resin, in conjunction with cost increases in warehousing, logistics, and health & safety. Therefore, Saputo products will see an increase of up to 2% overall nationally.” We worked with Saputo to make our increase closer to 1%.

Please see the attached Saputo Price list. Please review your inventory prior to the increase on August 1 to determine if a purchase is warranted.

Weston Service Recognition in Western Canada

We have had a few product shortages in Western Canada from Weston over the last few weeks. Weston has been working to correct the challenges in their bakeries. Weston reports to us they have solved their staffing and equipment issues except a temporary shortage of brown Texas toast.

As an apology to the restaurants, Weston is offering a one-time Service Recognition Credit to our locations in Western Canada using Weston for their fresh bread program. Weston will be looking back at your purchases for the week of July 5 to July 11. If your weekly purchases were below \$150.00, your restaurant will receive a \$50.00 credit. If your weekly purchases are above \$150.00, your restaurant will receive a \$75.00 credit. Total credits being issued across the chain are over \$3,000.

Weston apologizes for the challenges this is causing you.

Please see the attached list of Weston Service Recovery Credits.

Hollandaise Sauce Packaging

Aliments Luda Foods has shared information about challenges they are having in their supply chain getting the packaging for the pouches of Hollandaise Sauce used in the 6 x 950-gram case on the National Order Guide. This has caused them to change over to a white pouch. The mix within the package and recipe remain the same.

Sysco Code	Brand	Description	Pack	Size
5368687	LUDAINS	SAUCE MIX HOLLNDAISE INSTNT GF	6	950GR

With the new packaging, the recipe might not be on the pouch. It is available on the franchisee portion of our website and attached below for you reference.

The pails used in the 1 x 950-gram package will not be impacted.

Vendor Agreement Renewals Q3 & Q4 2021

Thank you to those restaurants that are sharing information about the vendors and products they are using. Together we are improving the quality of the ingredients we are using and your food cost.

Over the next six months we will be looking at these contracts:

Purchaser	Vendor	Products	Expires
John	Nestle Ice Cream	Ice Cream	August 31, 2021
John	Exceldor Foods	Frozen Crepes; Butterball Stuffing	August 31, 2021
John	Richardson Oilseed	Fryer Oil; Pan Spray; Margarine	October 31, 2021
John	Gourmet Baker	Bakery	December 31, 2021
John	BakeMark Canada	Fruit Toppings	December 31, 2021
John	Campbell	Soups, Pace Salsa	December 31, 2021
John	Canada Dry Mott's	Clamato Juice	December 31, 2021
John	Dr Oetker	Kids Pizza	December 31, 2021
Darryl	Ecolab Co.	Dishwashing Equipment and Cleaning Chemicals	December 31, 2021
John	ED Smith	Sauces; No Sugar Syrup	December 31, 2021
Darryl	Gator Pears	Frozen Avocados	December 31, 2021
John	Griffith Laboratories	Smitty's Mixes - Pancake; Chicken Coater	December 31, 2021
John	Heritage Frozen Foods	Cheemo Perogies	December 31, 2021
Darryl	High Liner	Seafood	December 31, 2021
John	Island Farms	Ice Cream - Victoria OPCO	December 31, 2021
Darryl	JD Sweid Foods	Chicken	December 31, 2021
John	Mondelez Canada	Oreo Cookies	December 31, 2021
Darryl	Montpak International	Veal	December 31, 2021
John	Reser's Foodservice	Mashed Potatoes	December 31, 2021
John	Rich Products	Frozen Breads; On Top Topping	December 31, 2021
John	Sara Lee	Pies	December 31, 2021
John	Wow Factor Desserts	Desserts	December 31, 2021

We are looking for your feedback on the vendors and the products you are purchasing; what is working? what is a challenge? who are you purchasing a similar product from? If you have any comments or concerns about any of the products covered in these agreements, please email them to us.

Campbell Price Increase

Our partner Campbell has announced a 3% price increase across their product line in reaction to their cost increases in ingredients, packaging and transportation. This price increase will be effective on September 1, 2021. We want to thank Campbell for holding off on their price increases to Smitty's until recovery was underway. This is our first Campbell price increase since December 2019.

Waffle Baker Maintenance

As your restaurants are transitioning from Take-Out and Delivery only through to Open for Dine-In guests without restrictions, we wanted to remind you to about the daily maintenance your Waffle World Waffle Baker will need to give you peak performance and prevent your waffles from sticking to the baker.

1. Before turning the waffle baker on each morning, spray top and bottom grids with Waffle World Grid Conditioner. Spray enough conditioner to leave milky white appearance on both top and bottom grids.
2. Never use Pam, butter, margarine or any other non-stick spray on the grids as that will result in sticking.
3. Leave baker open at all times except when baking a waffle or steam cleaning the grids at the end of the day.

4. Never use metal utensils to remove the waffle from the waffle baker, because scratching the non-stick surface of the grids will cause sticking.
5. After removing the baked waffle from the waffle baker, use a brush to remove any residue from both grids which will help prevent sticking.
6. At the end of the day, place two or three very wet paper towels on the bottom grid then close and rotate handle 180 degrees and press start button. When timer sounds press stop button, open and repeat this procedure again without rotating the handle. Remove paper towels when finished and wipe the rest of the surfaces of the baker then turn it off.

Bavette Steak

A couple of locations have noticed a few steaks that look to be stretched out. With this product being marinated in a tumbler, this can happen to the meat on occasion. The vendor is going to have the people sorting the steaks be on the look out for these and pull them out going forward. We do still have some product in Sysco that we need to work through, so you may still see a few of these steaks for the next week or so.

If you are continually seeing these steaks, please send a picture of the box label from the vendor. The picture allows the vendor to track the day of production and who was working that day. Which also allows them to determine who was working quality control when the product was packaged.

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

John jarthurs@smittys.ca or 403-930-8745.

Darryl dvivian@smittys.ca or 403-930-8747.

Yours truly,
SMITTY'S CANADA INC.



John Arthurs
Purchaser



Darryl Vivian
Purchaser

Saputo Price List

Sysco Code	Item Description	Pack	Size	Price Until July 31, 2021	Price Beginning Aug 1, 2021	Increase Cost \$	Increase Cost %
Atlantic							
3833447	Milk 2% Poly	1	20 LT	\$43.33	\$43.62	\$0.29	0.7%
0284620	Milk Chocolate Carton	16	1 L	\$36.97	\$37.32	\$0.35	0.9%
9660796	Sour Cream 14% M.F.	4	2 L	\$54.31	\$54.98	\$0.66	1.2%
8142931	Sour Cream Portions	96	43 ML	\$28.57	\$28.63	\$0.06	0.2%
0617938	Cheese Cottage 2%	6	500 GR	\$19.62	\$19.90	\$0.28	1.4%
4333546	Milk 2% Milkers	4	160	\$27.90	\$28.54	\$0.63	2.3%
4333581	Creamer 10% Bag	4	160	\$32.16	\$32.78	\$0.63	2.0%
1362277	Butter Whipped Portion	715	4.5 GM	\$53.83	\$54.21	\$0.38	0.7%
6343588	Butter Salted	25	454GR	\$139.79	\$141.16	\$1.36	1.0%
1517590	Butter Unsalted	25	454GR	\$139.79	\$141.16	\$1.36	1.0%
Central Ontario							
9681560	Milk 2% Corrugated	6	2 L	\$23.67	\$23.94	\$0.26	1.1%
9681230	Milk 2% Corrugated	4	4 L	\$29.65	\$29.82	\$0.17	0.6%
9681479	Milk Chocolate Corrugated	6	2 L	\$25.07	\$25.33	\$0.26	1.0%
6320861	Milk Chocolate 1% M.F.	12	1 L	\$26.09	\$26.36	\$0.26	1.0%
4083113	Milk Chocolate 1% Corrugated	1	20 L	\$40.00	\$40.30	\$0.29	0.7%
4083913	Cream Sour	1	15 L	\$65.35	\$66.15	\$0.81	1.2%
7665718	Milkettes 2%	4	160	\$21.08	\$21.71	\$0.63	3.0%
7664895	Creamer 18% Creamers	4	160	\$30.74	\$31.37	\$0.63	2.1%
1362277	Butter Whipped Portion	715	4.5 GM	\$53.83	\$54.21	\$0.38	0.7%
6343588	Butter Salted	25	454GR	\$139.79	\$141.16	\$1.36	1.0%
1517590	Butter Unsalted	25	454GR	\$139.79	\$141.16	\$1.36	1.0%
SW Ontario							
6320891	Milk 2% Corrugated	12	1 L	\$24.98	\$25.24	\$0.26	1.0%
6320861	Milk Chocolate 1%	12	1 L	\$26.09	\$26.36	\$0.26	1.0%
7665718	Milkettes 2%	4	160	\$21.08	\$21.71	\$0.63	3.0%
0616942	Cheese Cottage Light 1%	6	500 ML	\$20.11	\$20.39	\$0.28	1.4%
7664895	Creamer 18% Creamers	4	160	\$30.74	\$31.37	\$0.63	2.1%
0616908	Cheese Cottage 2%	6	500 ML	\$20.11	\$20.39	\$0.28	1.4%
4083897	Cream Sour	1	4 L	\$18.27	\$18.49	\$0.22	1.2%
1362277	Butter Whipped Portion	715	4.5 GM	\$53.83	\$54.21	\$0.38	0.7%
6343588	Butter Salted	25	454GR	\$139.79	\$141.16	\$1.36	1.0%
1517590	Butter Unsalted	25	454GR	\$139.79	\$141.16	\$1.36	1.0%

Sysco Code	Item Description	Pack	Size	Price Until July 31, 2021	Price Beginning Aug 1, 2021	Increase Cost \$	Increase Cost %
West							
4521785	Milk 2% Crate	1	20 L	\$43.93	\$44.22	\$0.29	0.7%
2822773	Milk 2%	4	4 L	\$33.35	\$33.64	\$0.28	0.8%
3841574	Milk 1%	4	4 L	\$32.73	\$33.02	\$0.28	0.9%
4426302	Milk Chocolate 1%	4	4 L	\$34.10	\$34.37	\$0.27	0.8%
4233092	Milk Chocolate 1%	1	20 L	\$44.36	\$44.66	\$0.29	0.7%
2780827	Cream Sour Bakers	1	4L	\$19.88	\$20.10	\$0.22	1.1%
8534190	Cream Sour	1	4 L	\$20.07	\$20.28	\$0.22	1.1%
2822765	Milk 2% Milkettes	4	160CT	\$24.79	\$25.42	\$0.63	2.6%
2745248	Creamer 18% Bag	4	160	\$31.39	\$31.40	\$0.01	0.0%
2745180	Creamer Coffee 10%	4	160	\$29.20	\$29.20	\$0.00	0.0%
1362277	Butter Whipped Portion	715	4.5GR	\$53.84	\$54.22	\$0.38	0.7%
2746196	Butter Cup Mini Reg	715	7 GR	\$75.28	\$75.87	\$0.60	0.8%
2781676	Butter Salted Dairyland	25	454GR	\$151.56	\$152.93	\$1.36	0.9%
National Cheese Pricing							
8583948	Cheese Cheddar Shred Mild	4	2.5KG	\$134.83	\$132.15	-\$2.68	-2.0%
8583959	Cheese Cheddar Shred Med	4	2.5KG	\$151.73	\$152.32	\$0.59	0.4%
8626691	Cheese Shred Triple Blend	4	2.5KG	\$130.91	\$131.49	\$0.58	0.4%
8346324	Cheese Shred Pub Mix	4	2.5KG	\$117.67	\$118.25	\$0.59	0.5%
2615272	Cheese Mozza 20% Parm Shred 3D	4	2.5KG	\$127.20	\$122.52	-\$4.69	-3.7%
7510458	Cheese Cheddar Mild Sli	24	252GR	\$94.66	\$95.22	\$0.56	0.6%
4954349	Cheese Mozzarella Slice 21 Gm	24	252GR	\$95.44	\$90.71	-\$4.73	-5.0%
2820074	Cheese Swiss Slice Nat	1	6.05KG	\$116.54	\$117.09	\$0.56	0.5%
8583799	Cheese Parmesan Shred Fine	2	1 KG	\$36.46	\$36.66	\$0.20	0.5%
5517899	Cheese Grated with Parmesan Econo	2	2.5 KG	\$59.13	\$59.62	\$0.49	0.8%
1980040	Cheese Curd Poutine Frozen	5	2 KG	\$138.87	\$135.81	-\$3.05	-2.2%
2850857	Cheese Cheddar Curds	100	60 GM	\$95.88	\$94.85	-\$1.02	-1.1%
2860441	Cheese Feta	1	3 KG	\$38.93	\$39.33	\$0.39	1.0%
National Milk 2 Go Pricing							
5149360	Milk White 2% Bottle – Shelf Stable	24	200ML	\$20.49	\$20.99	\$0.50	2.5%
5149590	Milk Chocolate 1% Bottle – Shelf Stable	24	200ML	\$20.49	\$20.99	\$0.50	2.5%

Weston Service Recognition Credits

Address	City	Prov	Service Recognition Credit
7-441 Alder Ave	100 Mile House	BC	\$75.00
1747 Comox Ave	Comox	BC	\$50.00
1417 Cranbrook St N	Cranbrook	BC	\$50.00
2001 Hwy 3 W	Fernie	BC	\$50.00
2170 Harvey Ave	Kelowna	BC	\$75.00
117-50 Tenth St	Nanaimo	BC	\$75.00
100-2980 Island Hwy N	Nanaimo	BC	\$75.00
8906 Main St	Osoyoos	BC	\$75.00
545 Island Hwy E	Parksville	BC	\$75.00
3426 3rd Ave	Port Alberni	BC	\$75.00
9640 Macleod Trail Se	Calgary	AB	\$50.00
30-185 E Hills Blvd Se	Calgary	AB	\$50.00
7-1200 37 St SW	Calgary	AB	\$50.00
6107 48 Ave	Camrose	AB	\$75.00
28-312 Fifth Ave	Cochrane	AB	\$75.00
400 Manning Crossing NW	Edmonton	AB	\$50.00
211-2331 66 St NW	Edmonton	AB	\$50.00
9402 135 Ave NW	Edmonton	AB	\$50.00
18320 Stony Plain Rd NW	Edmonton	AB	\$50.00
146-111 Groat Rd NW	Edmonton	AB	\$50.00
4216 2 Ave	Edson	AB	\$50.00
1515 13 Ave Se	High River	AB	\$50.00
445 Gregg Ave	Hinton	AB	\$75.00
109 Ave Miette	Jasper	AB	\$50.00
5004 50 Ave	Leduc	AB	\$75.00
10-10 Aquitania Blvd W	Lethbridge	AB	\$50.00
2053 Mayor Magrath Dr S	Lethbridge	AB	\$75.00
5612 44 St	Lloydminster	AB	\$50.00
TransCanada Hwy Morley Rd Exit 131	Morley	AB	\$50.00
18-4513 52 Ave	Olds	AB	\$50.00
135 Leva Ave	Red Deer	AB	\$50.00
26 Strathmoor Dr	Sherwood Park	AB	\$50.00
16 Nelson Dr	Spruce Grove	AB	\$50.00
103 - 5556 50 Ave	St Paul	AB	\$50.00
5750 46 Ave	Taber	AB	\$50.00
4610 56 St	Wetaskiwin	AB	\$75.00
3559A Caxton St	Whitecourt	AB	\$50.00
710 Saskatchewan Ave	Melfort	SK	\$50.00
450 North Service Rd	Moose Jaw	SK	\$50.00
1235 Main St N	Moose Jaw	SK	\$75.00
1000 Hwy 16 Bypass	North Battleford	SK	\$50.00
20-2995 2nd Ave W	Prince Albert	SK	\$75.00

368 McCarthy Blvd N	Regina	SK	\$75.00
3806 Albert St	Regina	SK	\$75.00
211 Albert St	Regina	SK	\$75.00
Hwy 11 S & Grasswood Rd	Saskatoon	SK	\$75.00
134 Primrose Dr	Saskatoon	SK	\$75.00
2325 Preston Ave	Saskatoon	SK	\$75.00
105 N Service Rd E	Swift Current	SK	\$75.00
1601 Main St S	Dauphin	MB	\$50.00
168 Main St	Selkirk	MB	\$50.00

Hollandaise Recipe

Hollandaise (LUDA)

Shelf Life: 3 Days

Yield: 4.5 L

INGREDIENTS

Hollandaise Mix 1 Pouch 950 g

Water 4 L

1. In a Large Pot, mix 3 L of the HOT or COLD water with one LUDA Hollandaise package, whisk vigorously
2. Add Remaining 1 L of Water
3. While stirring, Heat to 150° F
4. Place immediately into an insert in a heated steam well OR Cool Immediately by pouring into a clean shallow container, Place container into an ice bath to cool and utilize an ice wand for quicker results
5. When cool: Label. Date. Refrigerate.