



SMITTY'S CANADA INC.

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BULLETIN #177/21

DATE: November 18, 2021
TO: All Franchisees and Corporate Managers
FROM: John Arthurs & Darryl Vivian
RE: **Purchasing Updates – Waffle Mix Pricing; Supply Chain Issues - Turkey Gravy; Premium Canola Oil Supply**

Hello Everyone,

Here is this week’s purchasing update.

Waffle Mix Pricing

Our Waffle World agreement includes an annual price increase that takes effect December 1 each year. This year’s pricing has been heavily impacted by the increase in wheat pricing. The three prairie Wheat Boards are reporting an average increase for the September 2020 vs September 2021 price of 41.3%. We have been able to limit this increase to 4.2% for the Dec 2021 to Nov 2022 year. Prices vary by OPCO.

Sysco Code	Pack	Size	Brand	Description
8082382	6	5 LB	Waffle World	Waffle Mix Complete

OPCO	Sysco Price Unitl Nov 30, 2021	Store Cost with \$5.00 per Case Rebate	Price Beginning Dec 1, 2021	Store Cost with \$5.00 per Case Rebate	Increase \$\$	Increase %%	New Cost per Waffle
Victoria	\$121.86	\$116.86	\$126.73	\$121.73	\$4.87	4.2%	\$0.761
Kelowna	\$121.86	\$116.86	\$126.73	\$121.73	\$4.87	4.2%	\$0.761
Calgary	\$115.58	\$110.58	\$120.20	\$115.20	\$4.62	4.2%	\$0.720
Edmonton	\$113.36	\$108.36	\$117.89	\$112.89	\$4.53	4.2%	\$0.706
Regina	\$116.48	\$111.48	\$121.14	\$116.14	\$4.66	4.2%	\$0.726
Winnipeg	\$116.32	\$111.32	\$120.97	\$115.97	\$4.65	4.2%	\$0.725
SW Ontario	\$109.04	\$104.04	\$113.40	\$108.40	\$4.36	4.2%	\$0.678
Central Ontario	\$111.19	\$106.19	\$115.64	\$110.64	\$4.45	4.2%	\$0.691
Moncton	\$113.70	\$108.70	\$118.25	\$113.25	\$4.55	4.2%	\$0.708
Halifax	\$114.59	\$109.59	\$119.17	\$114.17	\$4.58	4.2%	\$0.714
St John's	\$123.04	\$118.04	\$127.96	\$122.96	\$4.92	4.2%	\$0.769

Waffle Conditioner Spray remains at \$40.00 per box of 4 including shipping charges.

This pricing is less than ½ of the cost of the frozen waffles. Please contact John if you want information about switching to the Waffle World program.

Supply Chain Issues - Turkey Gravy

Unilever has informed us they are having a challenge sourcing an ingredient in the Knorr Turkey Gravy. The resupply is not expected to arrive until mid-December, so their next shipment of Turkey Gravy will not arrive at Sysco until late December. This shortage will impact stock of other turkey gravy mixes. We recommend you review your inventory and place an order for the product while stock is available at your Sysco OPCO. As this ingredient is used on the Holiday LTO Menu, we recommend you bring a little extra in.

Sysco Code	Pack	Size	Brand	Description
2386357	6	475 GM	Knorr Swiss	Gravy Turkey Instant

Premium Canola Oil Supply

As many of you are aware, this summer's drought on the prairies significantly impacted the canola crop. The yield has dropped from a 5-year average of 41.7 bushels per acre to 24.9 bushels per acre. This will result in an oil shortage on the Hi Lo and Hi Lo blended fryer oils beginning early in 2022.

We are recommending our restaurants using these higher performance oils move to the standard oils.

Sysco Code	Pack	Size	Brand	Description
1484567	1	16 LTR	Sysco Classic	Oil Canola Jug-In-Box
6703284	1	16 LTR	Sysco Classic	Oil Canola

Prices will vary by OPCO.

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

John Arthurs
Purchaser

Darryl Vivian

Darryl Vivian
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