

WEEKLY MEETING UPDATES

Monday, November 4, 2019 Edition

Weekly Communication-Email Blast: Sullivan's Foods is going to try something new to keep the lines of communication open with all the associates. We will try a Monday Email Communication that will be posted for all stores. You should be able to find it in the breakrooms, in your departments and at the time clock. Sometimes it may be 2 - 3 paragraphs and other times it may be 2 - 3 pages. We want you to be informed as to what is happening with the company. If you have any suggestions for the stores or marketing ideas, please let us know. We are open to suggestions. We hope that you take the time to read the Sullivan's Email Blast. (FYI this week will be a little lengthy being the first Email Blast).

Savanna Home & Hardware: About three weeks ago JB Sullivans Inc opened a new ACE Hardware in Savanna. It is beautiful and such a nice addition to the Savanna Community. Want to remind all associate that your Employee Rebate Card is good at the Sullivan's Foods ACE Hardware Stores in Savanna and Winnebago. You might want to do some of your Christmas shopping at these stores! But remember November 31, is the cut off for this year's employee rebate program. Thus, shop early! The Savanna ACE Hardware will be having a Grand Opening November 21, 22 and 23.

The **WIC Program:** We have received customer complaints regarding WIC items. To make things easier for the cashiers and the customers we are having all stores marked with new WIC tags. If there is any question on items that the customer wants to purchase but do not have a WIC tag on it please confer with the Store Manager, to make sure that it was not missed as being identified as WIC able.

Thanks to all who participated in the **inventory** this past week. We understand that it was very challenging.

Reminder: Sullivan's does have a [New Employee Orientation package](#) and sign off sheet. Department Heads - Please make sure that all employees are getting this training.

[Breakroom and Bathroom cleanliness](#) - this is the responsibility of all of us to take care of our breakrooms. Bathrooms should have a cleaning sheet and be cleaned weekly.

We are excited that Sullivan's Foods is breaking out with new [CERTIFIED BLACK ANGUS BEEF](#) PROGRAM. All stores will be seeing new signage in the stores this week. Except for Piggly Wiggly in Galena, Rockford Meier's and Schnucks we are the only grocery stores in this area that are carrying this product. Certified Black Angus Beef is the best beef product that we can provide to our customers. The key point to our customers is that this is Certified cattle must first be: Angus influenced with predominantly solid black coat. The beef then must pass 10 quality standards. They are: 1; modest or higher marbling 2; Medium or fine marbling texture 3; only cattle harvested younger than 30 months age qualify as "A" maturity for superior color, texture and tenderness 4; consistent sizing - 10 to 16 inch rib eye area 5: 1,050 pound carcass weight or less 6; Less than 1 inch fat thickness 7; Superior muscling 8; free of capillary ruptures (ensures the most visually appealing steak 9; No dark cutters 10; No neck hump exceeding 2 inches. Please be sure to note the beef and how it looks. It's a good conversation with our customers.

[PRODUCE ANNOUNCEMENT](#) - Sullivan's Foods has switched Produce buyers and we are now purchasing our fresh produce from Marano's out of downtown Chicago. This is an exciting move for our company, as Marano's identifies themselves as the "produce specialists". Not only do they offer fresh produce, but a larger selection as well. They partnership with only quality farms world-wide. Due to the size and the distribution of Marano's, and the turn-around of their product, our stores will see fresher product that has a longer shelf life. We started this program company-wide last week, and after testing at three stores, we determined that buying from Marano's really allows Sullivan's Foods to be at the leading edge in Produce! Again, this is a good conversation to have with our customers - let's shout it out! FYI: We are still a strong believer in buying from our local farmers - and we will continue to do so - they are an important link to our Produce Departments!

Meals to GO: Sullivan's Foods continues with our Chicken Wing specials on Saturdays and Sundays, offering a variety of chicken wings at the low price of \$5.00 (\$6.00 all other days). Also, if you haven't tried our POT PIES on Tuesdays you are clearly missing out. They are fabulous and only \$3.59 each. Don't forget the spaghetti special we have on Thursdays - this is a family feast! Buy a bucket of spaghetti for \$8.99 or 1/2 bucket for \$5.99!

Tim Klein and the Deli Departments are preparing for the Annual **Cookie Walk** which will be held Friday, December 13, Saturday December 14 and Sunday, December 15th.

Holiday Dinners are also in the makings - the store Deli Departments are offering a Thanksgiving Dinner package, a Christmas Eve Dinner Package (can pick up cold for Christmas Dinner), and a Prime Rib Dinner package for New Year's Eve. Watch store for Details.

Online Shopping - Savanna and Mendota stores are currently up and running allowing customers to do online shopping. Customers may complete their orders online by going to the Sullivan's Foods Website. They will then go to the Header "Groceries to Go" using the Fresh Shop App, an individual may then select their items. Each store then has an individual who is responsible for getting the orders and filling them. The customer may then pick up the order at the store at the specified times for \$4.95 or may have them delivered for an additional \$5.95 per order. Online ordering is available Monday thru Saturday. Again, currently this is only available at Savanna and Mendota, with it is hopeful that Winnebago will be ready and operating by the end of this week!

Click the [link](#) of how this works. If you work at one of these three stores please make yourself knowledgeable about it and be ready to assist customers.

We had great news last week from our **Health Insurance** Company. Our Health Insurance rates went up only 3%. This is much better than the national average which most companies are seeing a 5% increase. We will be staying with Blue Cross Blue Shield of Illinois. There will be an

open enrollment period of December 8 - 15th, where I will be out at all stores having meetings to review our policy and sign up those individuals who are eligible for our Health insurance but had previously declined. More Details as we get closer.

Store Specific news: **Lena** gas pumps are getting worked on this week.

Mendota, Freeport and Kewanee are getting new or having **Front Entrance Doors** worked on.

Snow is in the air.... it's predicted that some of the stores may see some snow this week. Please be sure to help your customers who are elderly or with small children especially as this weather erupts. It's up to all of us to keep our sidewalks salted.

Thanks for all your help and we will talk again next week!

If ever any questions or concerns, please feel free to contact me at 815-718-3632 on my business cell phone.

Kathy Christensen