



Sherry Lohmeyer <slohmeyer@bluffviewmontessori.org>

Fwd: Supplier Opportunities

Cindy Smith <csmith@bluffviewmontessori.org>
To: Sherry Lohmeyer <slohmeyer@bluffviewmontessori.org>

Fri, Feb 12, 2021 at 1:38 PM

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----- Forwarded message -----

From: **Glennis Kitzrow** <gkitzrow@callifd.com>

Date: Thu, Feb 11, 2021 at 3:33 PM

Subject: Supplier Opportunities

To:

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Schools

Although I address the current supplier issues as part of our K12 weekly update I feel that it is necessary to address this as a separate entity. We are facing a continuing situation that none of us have experience in or can control. This pandemic is constantly evolving and brings new challenges daily with little advanced warning.

Unfortunately, this may be getting more complicated as schools attempt to come back to in person learning and the demand for product increases.

What is going on in the Industry

- With the Pandemic the food manufacturers are mandated to keep employees socially distanced and have barriers in place in the manufacturing plants
- When employees are quarantined either by exposure or infected with the virus they are unable to work from home to produce food, which adds to the complexity

- This causes a trickle effect as suppliers are shorted ingredients they need to make their products
- Suppliers have now reached the point where they have exhausted any inventory they had of product in storage
- Cold weather – this affects transportation and freight companies – there are not enough refrigerated trucks to keep food from freezing. As a result freight is being delayed.

How does this effect IFD

- We are experiencing very large shortages, in many cases we find out when the truck arrives at IFD. At that point it is too late to attempt to get a similar product from another supplier
- Suppliers have all distributors on allocation for many products, where we are only able to get a fraction of what we need
- Lead times have increased from a majority of our K12 suppliers. We are experiencing new lead times of 5 , 8 and 12 weeks – this makes the current situation even more complex
- As supplies have exhausted their safety stock they are withholding orders so they can build up their inventory before they ship product
- Lack of refrigerated trucks – IFD is refusing loads due to product coming to us frozen (a full truck of diced peaches)

What is IFD doing to combat these issues

- As we are made aware of a product availability we are
 - Attempting to boost inventory of similar stock products from an alternate supplier
 - Looking for new products from our suppliers to fill the voids
 - Looking for new suppliers
- Our sales consultants are doing their best to find substitutions and to communicate with you

What can you do to be better prepared

- Order at least a week ahead to allow you time to make adjustments
- Place your orders with a minimum 1 business skip day to allow us to contact you and see what is available to send you
- As you plan to return to in person learning, please get us your menus as soon as possible so we can do our best to secure product
- Be prepared to adjust your menus as needed

Ultimate Goal

- Do the best that you can with what is available.
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Please Remember

- We are all this together, and by working together as a Team we will prevail . Thank you for partnering with IFD in these unique times.