

## Supplier Partnerships

CSN supplier partnerships offer participating Emerging Chain customers with contract pricing and/or 100% paid allowances. CSN works to provide national manufacturer programs on an off-invoice basis allowing customers to receive these funds commensurate with the receipt of their distributor and supplier invoice thus lowering both pricing and costs. All manufacturer programs are subject to modification and cancellation.

### A

- All Round Foods
- Alpha Baking
- American Roland
- Atlantic Mills

### B

- Basic American Foods
- Bakery de France
- Bigelow Tea
- Bimbo
  - Sara Lee Bagels
  - Thomas English Muffins
- Boulder Brands (Udi's)

### C

- Candle Corp
- Cargill
  - Dressings, Sauces & Oil
  - Kitchen Solutions (Egg Products)
- Chobani
- Conagra
  - Hunt Wesson
  - Lamb Weston

### D

- Dannon Yogurt
- Dianne's Fine Desserts
- Dixie
- Dole
- Domino Foods
- Dreyer's Ice Cream (Nestle)

### F

- Florida Natural
- FreshPoint

### G

- General Mills
- Georgia-Pacific

### H

- Handgards
- Heinz
- Heritage Bag
- Hershey's Food Service
- Hoffmaster
- Hormel

### J

- J.M. Smucker
  - Coffee
  - Jelly
  - Sweet n' Low

### K

- Kellogg's
- Kikkoman
- Kraft

### M

- McCormick & Co
- Equal (Merisant)
- Michael Foods

### N

- Nestle Foods
  - Nestle Waters
  - LJ Minor
  - Stouffer
- Nestle Professional Beverages
  - Vitality Juice
- New Carbon Company

### O

- Ocean Spray
- Otis Spunkmeyer
  - Chippery Cookie
  - La Brea Bakery

### P

- PacTiv Corp
  - Prairie Packaging
- PepsiCo Food Service & Vending
  - Frito Lay
  - Gatorade
  - Naked Juice
  - Pepsi
  - Quaker Oats
  - Tropicana
- Pinnacle Foods
  - Aunt Jemima
  - Lender's Bagels
  - Mrs. Butterworth
  - Wishbone Dressing

### R

- Ralcorp
- Rich Products

### S

- SCA
- Sara Lee
  - Meats
- Schreiber Foods
- Smithfield
- Signature Breads
- Sun Rich Fresh Foods
- Splenda (Heartland)
- Sysco
  - Baked Goods
  - Cheese
  - Chemicals
  - Chicken Breast
  - Coffee
  - Dairy
  - Disposables
  - Dry Grocery
  - Fish
  - Foam
  - Foil and Film
  - Fruit

### S

- Sysco (Continued)
  - Garlic
  - Ground Beef
  - Juice
  - Mayonnaise
  - Muffin
  - Oil
  - Pan Coatings
  - Paper
  - Pasta
  - Pizza Toppings
  - Pork
  - Salad Dressings
  - Salt
  - Seafood
  - Shortening
  - Soup Bases
  - Specialty Meats
  - Sugar
  - Tea
- Sweet Street

### T

- Tyson
  - Mexican Original

### U

- Unilever

### V

- Ventura Foods

### W

- Wells Dairy
- WhiteWave Foods



## SUPPLIER PARTNERSHIPS

### Frequently Asked Questions

**Q: How do Emerging Chain customers access the specific product offerings within each CSN allowance program?**

A: All CSN allowance programs are integrated into the selected distributor's price management system.

**Q: Can additional products be added to existing CSN allowance programs?**

A: Yes. Please contact Eric Sieb at the Sieb Organization

**Q: When are manufacturer allowances paid to Emerging Chain customers?**

A: Allowances are billed to manufacturers quarterly and are paid to the customer at the beginning of February, May, August, and November.

**Q: How are allowances paid to Emerging Chain customers?**

A: Sysco reports quarterly data to The Sieb Organization who then invoices the manufacturers. Manufacturers pay the Sieb invoice who in turn pays the Emerging Chain customer.

**Q: Can Emerging Chain customers utilize other distributors and still receive allowances?**

A: No. To receive contract pricing and allowances all products must be purchased through the selected distributor.

**Q: Do CSN manufacturer programs also include equipment?**

A: Typically, equipment is not provided although there are exceptions. For example, Dreyer's Ice Cream, and Nestle Professional Beverages (Vitality Juice) will provide equipment based on defined volume levels. Some manufacturers offer equipment at discount rates i.e. ovens for baking cookies. Any provided equipment must be utilized exclusively for the supplying manufacturer's products.



FOR MORE INFORMATION ON THE CSN – SUPPLIER PARTNERSHIPS, PLEASE CONTACT:  
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