

WELCOME TO



## Supplier Partnerships

HC&L supplier partnerships offer participating members deviated pricing and/or paid allowances. Participating hotels and restaurants receive 100% of all earned allowances. HC&L works to provide manufacturer programs on an off-invoice basis allowing members 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
- Aryzta
  - Otis Spunkmeyer
  - Chippery
  - La Brea
- Atlantic Mills

### B

- Basic American Foods
- Bigelow Tea
- Bimbo
  - Thomas English Muffins
- Burry Foods

### C

- Candle Corp
- Cargill
  - Dressings, Sauces & Oil
- Cheesecake Factory Bakery
- Chobani
- Conagra
  - Aunt Jemima
  - Hunt Wesson
  - Lenders
  - Ralcorp
  - Udi's
  - Wishbone

### D

- Danone North America
  - Dannon
  - Silk
  - International Delight
- Dianne's Fine Desserts
- Dole
- Domino Foods

### F

- Florida Natural
- FreshPoint

### G

- General Mills
- Georgia-Pacific

### H

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

### J

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

### K

- Kellogg's
- Kikkoman
- KraftHeinz

### L

- Lamb Weston

### M

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

### N

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

### O

- Ocean Spray

### P

- Pactiv Corp
  - Prairie Packaging
- PepsiCo Food Service & Vending
  - Frito Lay
  - Gatorade
  - Naked Juice
  - Pepsi
  - Quaker Oats
  - Tropicana

### R

- Rich Products

### S

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

### S

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

### T

- Tyson
  - Mexican Original
  - Sara Lee Meat

### U

- Unilever

### V

- Ventura Foods

### W

- Wells Dairy



## SUPPLIER PARTNERSHIPS

### Frequently Asked Questions

**Q:** How do hotels and restaurants access the specific product offerings within each HC&L allowance program?

**A:** All HC&L allowance programs are integrated into the Sysco price management system and are available upon request from your Sysco representative.

**Q:** Can additional products be added to existing HC&L allowance programs?

**A:** Yes. Please contact Eric Sieb at The Sieb Organization.

**Q:** When are manufacturer allowances paid to hotels and restaurants?

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

**Q:** How are allowances paid to hotels and restaurants?

**A:** Sysco reports quarterly data to The Sieb Organization who then invoices the manufacturers. Manufacturers pay the Sieb invoice who in turn pays the hotels and restaurants.

**Q:** Can hotels and restaurants utilize other distributors and still receive allowances?

**A:** No. To receive contract pricing and allowances all products must be purchased through Sysco.

**Q:** Do HC&L manufacturer programs also include equipment?

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

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**FOR MORE INFORMATION ON THE HC&L — SUPPLIER PARTNERSHIPS, PLEASE CONTACT:**

Eric Sieb at The Sieb Organization, Inc. • **Tel: 1-800-991-SIEB (7432) Ext 1**

**Mobile: 602-576-7432** • Fax: 480-317-0492 or **E-mail: eric.sieb@sieb.com**