

December 2018  
Newsletter



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December 21<sup>ST</sup> marks the winter solstice. As we enjoy the shortest day of the year, we can also rejoice in the return of longer hours of sunlight.

Quality Sales Holiday Hours:

Tues 12/25 Closed  
Tues 1/1, 2019 Closed

**UPDATE ON ALASKA EARTHQUAKE EFFECTS:**

The supply chain for goods at Quality Sales will not be affected by the recent earthquake in the Anchorage area. The Port of Anchorage is fully functioning and the highway and railroad are open.

As always, other events beyond our control will include weather on the high seas, which affected the 12/03/18 deliveries and limited sailings out of Washington during Christmas week and New Year's week. When possible, we will do our best to prepare for such events.

**DECEMBER FESTIVITIES**

The holiday season is in full swing. Restaurants are busy with Christmas parties, New Year's parties and many catered events.

Fairbanks will come alive for the season with many holiday events such as the Nutcracker Ballet, Holiday Art Bazaar at Morris Thompson Cultural

Center, UAF Holiday Concert, *Christmas in Ice* all month at the Ice Park in North Pole.

Quality Sales is also getting ready for our big event: **The 21st Annual Customer/Employee Appreciation Bash.** See page 2.

Rich Miller from Fontanini will be here the week of our Bash with some inspiring samples.

Quality Sales can help with lots of party ideas and ingredients. Check out our brunch suggestions below. Remember brunch items can sell all day long.

Don't forget Egg Nog!

**EASY HOLIDAY BRUNCH IDEAS**

**Chef-mate Chorizo Skillet (#75038)**

Serve with eggs, top with cheese or create a breakfast burrito



**Avocado Toast**

Avocado toast is still popular. Take this toast to the next level with **Simplet Guacamole (#00405)** and **thick sliced honey wheat bread (#28279).**



**Pre made Belgian Waffles (#61523)**

Use your imagination for creative toppings.



**Biscuits & Gravy Pie**

Use **Chef-mate Sausage Gravy (#75034)** in this recipe from [Delish.com](http://Delish.com)



**21<sup>ST</sup> ANNUAL  
CUSTOMER  
APPRECIATION BASH**

If you have not received your invitation yet, call your sales rep. The event is Thursday, Dec. 6.

We will have food:



We will have door prizes.  
Everyone gets a chance.



We will have customer awards:



This year we will be giving away more prizes than ever. Winners will have a chance to make a deal for mystery prizes for even more fun!



**NEW TARIFFS AFFECT RESTAURANTS**

The restaurant industry is, unfortunately, caught in a global economic conflict that could make it even tougher to make ends meet. The political turmoil that has impacted the global free market could spell bad news for restaurants across the country as food prices look poised to see a sharp increase.



On July 6<sup>th</sup> this year, the U.S. imposed 25% tariffs on \$34 billion worth of Chinese goods. Again on August 23<sup>rd</sup>, the U.S. imposed a second round of tariffs on \$16 billion worth of additional products. More tariffs have been proposed on \$200 million worth of Chinese goods to be implemented this year.

As each set of tariffs was announced, China imposed counter tariffs at various rates which have gone into effect on all goods that have arrived since August 23<sup>rd</sup>.

Currently, the major effect on items here at Quality Sales is paper goods. Especially:

- Pallet wrap
- Plastic film
- Plastic straws
- Vinyl & nitrile gloves
- Pizza boxes
- Souffle cups

We continue to shop all sources to maintain the best prices possible.

Even domestic products are subject to increases as farmers and manufacturers are losing income on 128 American products that China imports. The easiest way for these manufacturers to survive is to find ways to make up this lost income at home since exporting will no longer be as lucrative as it once was. This means higher prices for the goods here in the United States.

Hopefully, the situation will be resolved soon.

**ROMAINE UPDATE**

The Food and Drug Administration says romaine lettuce is now safe to eat following the “purge” of product on the market, and will allow supplies to resume, after grower-shippers agreed to new labeling standards that will include where the lettuce is grown.

The new voluntary label is designed to provide consumers with readily understandable information on where their romaine is grown and the approximate date on which it was harvested.

According to the FDA statement, the new labels are voluntary, but its updated message to consumers

suggests it’s against shippers’ interest to forego the label.

FDA thinks they’ve isolated the problem to the produce grown in the coastal regions of California. Other regions of California, such as the desert area near Yuma are considered safe.

