



# The Market Resource Guide

## Supply Resource Guide for Sundry Brand Specifications



# Supply Resource Guide



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## **Sundry Items Requirements**

**BEST WESTERN PLUS® and BEST WESTERN PREMIER®** properties must sell, at a minimum, the following sundry items, effective July 1, 2011. All items must be nationally recognized, non-discount brands. Noncompliance with the July 1, 2011 deadline will result in a point loss on the next assessment.

### **Beverages – Recommended Mark up 200%**

- Soda and juice – minimum of two different items
- Bottled water – required
- Wine and/or beer (if permitted by law)

### **Food and Snack Items (min one of each item) – Recommended Mark up 50 – 300%**

- Candy
- Energy/Granola bars
- Cookies
- Crackers
- Convenience meals (frozen or shelf stable) – optional

### **Hygiene and Personal Need Items examples (minimum of five items) – Recommended Mark up 50 – 100%**

- Deodorant
- Hairspray
- Eye drops
- Contact lens solution
- Sunscreen or other seasonal item
- Batteries
- Makeup remover
- Dental floss
- Swabs

### **Newspapers – Recommended Mark up 10%**

- Minimum one local and one national newspaper for sale, unless offered on a complimentary basis

### **Magazines – Recommended Mark up 50%**

- BEST WESTERN PREMIER properties are required to offer two magazine titles
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# Supply Resource Guide for Sundry - Beverages











## Beverages – Average mark up 200%

- Soda and juice – minimum of two different items
- Bottled water – required
- Wine and/or beer (if permitted by law)







**Best Western Supply - U.S. 800.528.3601 // Canada 800.297.8775**

Products	Description	Available Thru
<b>Coffee</b>		
	The Coca-Cola Company Dunkin' Donuts Size: 13.7 fl oz PET Available Flavors: French Vanilla, Mocha, Original & Espresso	Distribution
<b>Juice</b>		
	The Coca-Cola Company Minute Maid Juice to Go Size: 12 fl oz PET Available Flavors: 100% Orange & 100% Apple	Distribution
<b>Juice</b>		
	The Coca-Cola Company Minute Maid Refreshment Size: 20 fl oz PET Available Flavors: Lemonade & Pink Lemonade	Distribution
<b>Juice</b>		
	The Coca-Cola Company Simply 100% Juice Size: 11.5 fl oz PET Available Flavors: 100% Orange Juice Pulp Free, 100% Orange Juice Calcium Pulp Free, 100% Orange Juice with Mango & 100% Apple Juice	Distribution
<b>Juice</b>		
	The Coca-Cola Company Simply Juice Drinks Size: 11.5 fl oz PET Available Flavors: Tropical, Fruit Punch, Cranberry, Limeade, Lemonade & Lemonade with Raspberry	Distribution
<b>Juice</b>	<b>Powder Drink Mix</b>	
	Manufacturer: Kraft Heinz Foodservice Crystal Light Case Pack Size: 120 pkgs Available Flavors: Lemonade, Wild Strawberry Energy, Peach Tea, Fruit Punch	Vistar
<b>Soda</b>		
	The Coca-Cola Company Coca-Cola Classic Size: 20 fl oz PET Available Flavors: Coca-Cola, Coca-Cola Zero Sugar, Diet Coke & Caffeine Free Diet Coke	Distribution
<b>Soda</b>		
	The Coca-Cola Company Coca-Cola Classic Size: 12 fl oz Aluminum Can Available Flavors: Coca-Cola, Caffeine Free Coca-Cola, Coca-Cola Zero Sugar, Diet Coke & Caffeine Free Diet Coke	Distribution

Products	Description	Available Thru
<b>Soda</b>		
	The Coca-Cola Company Sprite Size: 20 fl oz PET Available Flavors: Sprite & Sprite Zero Sugar	Distribution
<b>Soda</b>		
	The Coca-Cola Company Sprite Size: 12 fl oz Aluminum Can Available Flavors: Sprite & Sprite Zero	Distribution
<b>Tea</b>		
	The Coca-Cola Company Honest Tea Size: 16.9 fl oz PET Available Flavors: Honey Green, Half Tea & Half Lemonade & Just Black Tea	Distribution
<b>Tea</b>		
	The Coca-Cola Company Gold Peak Tea Size: 20 fl oz PET Available Flavors: Sweet Tea, Unsweet Tea, Diet Tea & Green Tea	Distribution
<b>Water</b>		
	The Coca-Cola Company Dasani Size: 1L PET or 20 fl oz PET	Distribution
<b>Water</b>		
	The Coca-Cola Company smartwater Size: 1.5L PET, 1L PET or 20 fl oz PET	Distribution
<b>Water</b>	<b>Flavored</b>	
	The Coca-Cola Company smartwater Flavors Size: 700 ml PET Available Flavors: Pineapple Kiwi, Strawberry Blackberry, Cucumber Line & Watermelon Mint	Distribution
<b>Water</b>	<b>Sparkling</b>	
	The Coca-Cola Company smartwater Sparkling Size: 1L PET or 500 ml PET	Distribution
<b>Water</b>	<b>Sparkling</b>	
	The Coca-Cola Company AHA Sparkling Water Size: 16 fl oz Can Available Flavors: Citrus + Green Tea, Blueberry + Pomegranate, Lime + Watermelon & Orange + Grapefruit	Distribution
<b>Water</b>	<b>Vitamin</b>	
	The Coca-Cola Company vitaminwater Size: 20 fl oz PET Available Flavors: XXX Acai-Blueberry Pomegranate & Revive Fruit Punch	Distribution

Products	Description	Available Thru
<b>Water</b>	<b>Vitamin</b>	
	The Coca-Cola Company vitaminwater Zero Size: 20 fl oz PET Available Flavors: XXX Acai-Blueberry Pomegranate & Revive Fruit Punch	Distribution
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging JACK DANIEL'S Coolers 10/16oz x 24 case pack of Bottles/Cans Available Flavors: Brown-Forman, Downhome Punch, Southern Citrus, Berry Punch, Black Jack Cola, Southern Peach, Cherry Limeaid, Watermelon Punch	See Alternative Packaging Distributor Contact Information By State
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Rancho La Gloria with Bubbles Coolers 187ml x 24 case pack of Cans Available Flavors: Mango Margarita, Strawberry Margarita, Lime Margarita	See Alternative Packaging Distributor Contact Information By State
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Cutwater Spirits 12oz x 24 case pack of Cans Available Flavors: Fugu Mild Bloody Mary, Bali Hai Tropical Tiki Rum Mai Tai, Black Shimmer Whiskey Highball, Fugu Lime Voda Soda, Fugu Cucumber Vodka Soda, Fugu Horchata Cold Brew, Fugu Vodka Mule, Fugu Spicy Bloody Mary, Black Skimmer Bourbon Lemon Tea, Old Grove Gin & Tonic, Fugu Grapefruit Vodka Soda, Cutwater Lime Tequila Soda, Lime Margarita, Three Sheets Rum & Ginger, Black Skimmer Bourbon Whiskey Mule, Three Sheets Rum & Cola, Fugu Elberflower Vodka Spritz	See Alternative Packaging Distributor Contact Information By State
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Dulce Vida Sparkling 200ml x 24 case pack of Cans Available Flavors: Margarita, Paloma, Margarita	See Alternative Packaging Distributor Contact Information By State
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Canteen Spirits 12oz x 24 case pack of Cans Available Flavors: Grapefruit Soda, Watermelon Soda, Black Cherry Soda, Cucumber Mint Soda, Lime Soda	See Alternative Packaging Distributor Contact Information By State
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Proximo Spirits - Jose Cuervo Authentics 200ml x 24 case pack of Cans.Bottles Available Flavors: Sparkling Rose, Classic Lime Margarita, Ligth Maragarita, Sparking Paloma, Grapefruit Tangerine Margatia, Strawberry Lime Margarita	See Alternative Packaging Distributor Contact Information By State
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Koloa Rum Company 200ml x 24 PET case pack Available Flavors: Gold Mai Tai, Pineapple Passion	See Alternative Packaging Distributor Contact Information By State
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Original Bartenders Cocktails 200ml x 24 case pack of Cans Available Flavors: Pina Colada, Awesome Orange Cream, Hot Sex, Mojito, Mudslide, I'm Bananas Over You, Long Island Iced Tea, Deluxe Horchata, Margarita, Tequila Strawberry	See Alternative Packaging Distributor Contact Information By State

Products	Description	Available Thru
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Phillips Distilling Co. 355ml x 24 case pack Cans Available Flavors: Prairie Cucumber Lemonade Vodka, Prairie Grapefruit Vodka, Prairie Minnesota Bottleg Gin	See Alternative Packaging Distributor Contact Information By State
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Rogue Spirits 12oz x 24 case pack Cans Available Flavors: Cranberry Elderflower Vodka Soda, Giner Lime Vodka Soda, Cucumber Lime Gin Fizz	See Alternative Packaging Distributor Contact Information By State
<b>Spirits</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Russian Standard Moscow Mule 355ml x 24 case pack Cans	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging A to Z Sparkling Bubbles 250ml x 24 case pack Cans	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Head High Sonoma Coast Pinot Noir 250ml x 24 case pack Cans	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Hogwash Rose 375ml x 24 case pack Cans	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Day Owl Rose 250ml x 24 case pack Cans	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Folio Spellbound 250ml x 24 case pack Cans Available Flavors: Chardonnay, Rose, Petite Sirah	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Bonterra 250ml x 24 case pack Cans Available Flavors: Rose, Sauvignon Blanc, Young Red	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Essentially Geared 250ml & 375ml x 20 case pack Cans Available Flavors: Chardonnay, Rose, Savignon Blanc, Sparking Wine, Red Blend	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Insomnia Summerland Wine Brands 375ml x 24 case pack Cans Available Flavors: Pinot Noir, Chardonnay, Rose, Savignon Blanc, Red Blend, Pinot Grigio	See Alternative Packaging Distributor Contact Information By State

Products	Description	Available Thru
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Pomelo Trinchero Family Estates 375ml x 24 case pack Cans Available Flavors: Sauvignon Blanc, Rose	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Rose All Day Biagio Cru & Estates Wines 250ml x 24 case pack Cans Available Flavors: Still Rose, Sparking Rose	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Surf Swim Guarachi Wine Partners 250ml x 24 case pack Cans	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Infinite Monkey Theorem 250ml x 24 case pack Cans Available Flavors: Red Wine, White Blend, Moscato	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic</b>	
	Manufacturer: Alternative Packaging Underwood Wine Company 250ml & 375ml x 24 case pack Cans Available Flavors: Pinot Gris, Bubbles, Rose, Pinot Noir, Rose Bubbles	See Alternative Packaging Distributor Contact Information By State
<b>Wine</b>	<b>Alcoholic - Full Size</b>	
	Manufacturer: Chateau Diana Winery Craft Wines 750ml Full Size bottles Available flavors: Pink Riesling, Sangria, Sparkling Moscato, Prosecco, Cabernet, Pink Moscato, Zinfandel	Contact <a href="mailto:Jeffp@chateaud.com">Jeffp@chateaud.com</a> to find local distributor
<b>Wine</b>	<b>Alcoholic - Full Size</b>	
	Manufacturer: Chateau Diana Winery Sonoma County Wines 750ml Full Size bottles Available flavors: Cabernet Sauvignon, Chardonnay, Pinot Noir, Rose, Red Blend	Contact <a href="mailto:Jeffp@chateaud.com">Jeffp@chateaud.com</a> to find local distributor
<b>Wine</b>	<b>Alcoholic - Full Size</b>	
	Manufacturer: Chateau Diana Winery Spirit Barrel Aged Wines 750ml Full Size bottles Available flavors: Red blend aged in Tequila barrels, or in Scotch barrels, or in Rye barrels, or in Bourbon Barrels	Contact <a href="mailto:Jeffp@chateaud.com">Jeffp@chateaud.com</a> to find local distributor
<b>Wine</b>	<b>Alcoholic - Single Serve</b>	
	Manufacturer: Alternative Packaging Black Oak California Wines 187ml Single Serve Available Flavors: Cabernet Sauvignon, Chardonnay, Merlot, White Zin, Brut	Contact <a href="mailto:Jeffp@chateaud.com">Jeffp@chateaud.com</a> to find local distributor



# Supply Resource Guide for Sundry - FOOD



Food and Snack Items (min one of each item) – Recommended Mark up 50 – 300%

- Candy
- Energy/Granola bars
- Cookies
- Crackers
- Convenience meals (frozen or shelf stable) – optional


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Products	Description	Available Thru
<b>Breakfast</b>	<b>Breakfast Biscuit</b>	
	Grand Prairie Sausage and Gravy Stuffed Biscuit 24/4.5oz** Item #GPR01160 Retail Clear Wrap,Microwaveable	Distribution
<b>Breakfast</b>	<b>Breakfast Biscuit</b>	
	Grand Prairie Meat Lovers Maple Stuffed Biscuit 24/4oz** Item #GPR01214 Retail Clear Wrap,Microwaveable	Distribution
<b>Breakfast</b>	<b>Breakfast Biscuit</b>	
	Grand Prairie Biscuit Sausage EggChdCheese 24/5oz** Item #GPR01308 Retail Clear Wrap,Microwaveable	Distribution
<b>Breakfast</b>	<b>Breakfast Bowls</b>	
	Grand Prairie Searin' Sriracha Breakfast Bowl 12/5oz Item#GRP01295 Retail Clear Wrap,Microwaveable	Distribution
<b>Breakfast</b>	<b>Breakfast Bowls</b>	
	Grand Prairie MW Bowl EggParmCheddarPepperlk, PorkSausEggChedOnionlk or SriachaSausEggPotaChs 15/6oz Item#GPR301043, GPR301038, GPR01112 Retail Clear Wrap,Microwaveable	Distribution
<b>Breakfast</b>	<b>Breakfast Bowls</b>	
	Jimmy Dean, Microwaveable Breakfast Bowls Flavors: Bacon, Egg & Cheese, Sausage Egg & Cheese, Sausage Egg & Cheese Size: 8/7oz Item #47131, 47132, 47141	Distribution
<b>Breakfast</b>	<b>Breakfast Bowls</b>	
	Jimmy Dean Delights Breakfast Bowls Flavors: Turkey Sausage, Cheese & Ham and Farmhouse Size: 8/7oz Item #47133, 47166, 47167	Distribution
<b>Breakfast</b>	<b>Breakfast Combos</b>	
	Jimmy Dean Morning Combos Flavors: Blueberry Muffin & Sausage Bites, Mini Maple Pancakes & Maple Sausage Bites Size: 8/3.52oz, 8/3.27oz Item #011495, 11497	Distribution

Products	Description	Available Thru
<b>Breakfast</b>	<b>Breakfast Pizza</b>	
	Grand Prairie Personal Breakfast Pizza Item #GRP01248 Retail Clear Wrap Microwavable	Distribution
<b>Breakfast</b>	<b>Breakfast Sandwich</b>	
	Jimmy Dean Breakfast Sandwich Flavors: Assorted - including a mix of Egg, Sausage, Bacon & Cheese Comes in Biscuit or English Muffin	Distribution
<b>Breakfast</b>	<b>Breakfast Sandwich</b>	
	Jimmy Dean French Toast & Sausage Sandwich 12/ 3.6OZ Item #51366 Butcher wrap	Distribution
<b>Breakfast</b>	<b>Breakfast Wrap</b>	
	Jimmy Dean W Pancake Wrapped Sausage Sticks 2.51 oz. Item #19008 Clear Wrap	Distribution
<b>Meals</b>	<b>Entree</b>	
	Healthy Choice Café Steamer Flavors: Beef Merlot, Salisbury Steam, Chicken Fried Steak, Chicken Marinara, Chicken Margherita, Grilled Basil Chicken & Sweet Sesame Glazed Chicken Size: 8/9.5 Oz, 12/11.5 Oz, 8/9.9 Oz, 8/9.75 Oz Item #7265500102, 7265545844, 7265500101, 7265500105, 7265500114, 7265500104	Distribution
<b>Meals</b>	<b>Entree</b>	
	Banquet Banquet Classic Chicken Fried Steak 12/10 Oz Item #3100010938	Distribution
<b>Meals</b>	<b>Entree</b>	
	Healthy Choice Complete Meals Flavors: Chicken Parmigiana, Classic Meat Loaf, Lemon Pepper Fish & Gold Roast Turkey Breast Size: 12/11.6 Oz, 12/12.9 Oz, 12/10.7 Oz, 12/10.5 Oz Item #5010021016, 5010021024, 5010021026, 5010021013	Distribution
<b>Meals</b>	<b>Entree</b>	
	Healthy Choice Country Fried Chicken 12/11.5 Oz** Item #7265545846 Microwavable	Distribution
<b>Meals</b>	<b>Entree</b>	
	Banquet Pot Pie Flavors: Chicken, Chicken Bn Fs, Turkey, Beef Size: 24/7 Oz Item #3100010101, 3100010151, 3100010103, 3100010102	Distribution
<b>Meals</b>	<b>Entree</b>	
	Kraft Heinz Food Service Devour Case Pack Size: 12oz x 8 pkg, Available Flavours: White Cheddar Mac & Cheese w/Bacon, Buffalo Chicken Mac & Cheese, Pesto Ravioli w/Italian Sausage	Vistar

Products	Description	Available Thru
<b>Meals</b>	<b>Entree</b>	
	Kraft Heinz Food Service Smart Made Case Pack Size: 9oz x 8 pkg, Available Flavours: Roasted Turkey & Vegetables	Vistar
<b>Meals</b>	<b>Entree</b>	
	Kraft Heinz Food Service Smart Ones Case Pack Size: 9oz x 12 pkg, Available Flavours: Three Cheese Ziti in Marianara, Gourmet Macaroni & Cheese	Vistar
<b>Meals</b>	<b>Entree</b>	
	Clover Leaf Bistro Bowls Case Pack Size: 170g x 8 Available Flavours: Spanish Medley, Mexican Rice and Mediterranean Pasta	Distribution
<b>Meals</b>	<b>Pizza</b>	
	Grand Prairie Calzone Flavors: Pepperoni Pizza, Cheese Pizza, & Sausage and Pepperoni Size: 12/7.5oz Item #GRP01167, GRP01168, GRP01178, GRP01268 Retail Clear Wrap, Microwaveable	Distribution
<b>Meals</b>	<b>Pizza</b>	
	Grand Prairie Personal Microwavable Pepperoni Pizza 18/7.1oz** Item #GPR01247 Retail Clear Wrap, Microwaveable	Distribution
<b>Meals</b>	<b>Sandwich</b>	
	Grand Prairie Sandwich Flavors: Kickin/ Chicken, Flame Broiled Cheeseburger & Buffalo Chicken Size: 12/6.4oz, 16/5.6oz, 6/6.3oz Item #GRP01245, GRP01299, GRP01300, GPR01172 Retail Clear Wrap, Microwaveable	Distribution
<b>Snack</b>	<b>Crackers &amp; Dip</b>	
	Kraft Heinz Food Service Philadelphia Bagel Chips & Cream Cheese Dip Case Pack Size: 2.5oz x 10 pkg Available Flavours: Chive & Onion, Strawberry, Garden Vegetable	Vistar
<b>Snack</b>	<b>Crackers &amp; Dip</b>	
	Clover Leaf Hummus Snacks Available Flavours: Traditional, Roasted Red Pepper and Jalapeno Case Pack: 12	Distribution
<b>Snack</b>	<b>Healthy Options</b>	
	Body Fit Individual Snack A Bags, Ready-to-eat. Flavors: Cranberry & Almonds, Energy Mix & Greek Yogurt Raisins Available in bulk or retail pack sizes.	Distribution
<b>Snack</b>	<b>Healthy Options</b>	
	Kelloggs Special K® Protein Meal Bar Assorted. Double Chocolate, Chocolate Peanut Butter Strawberry, Double Chocolate, Chocolate Peanut Butter 1.52 oz/bar	Distribution

Products	Description	Available Thru
<b>Snack</b>	<b>Healthy Options</b>	
	Kelloggs Kashi® Chewy Granola Bar Trail Mix 1.23 oz	Distribution
<b>Snack</b>	<b>Healthy Options</b>	
	Nakd Fruit & Nut Bar Case Pack: 18 x 1.24oz Available Flavors: Blueberry Muffin, Salted Caramel, Berry Delight, Peanut Delight, Cocoa Orange, Cocoa Delight, Cashew Cookie and Cocoa Coconut	Distribution
<b>Snack</b>	<b>Healthy Options</b>	
	Sweets from the Earth Organic spelt flour (wheat),dairy free, Contains: Spelt(Wheat) Soy. Chocolate Chip, Double Chocolate, Oatmeal Raisin,S'mores 75g/cookie	Distribution
<b>Snack</b>	<b>Healthy Options</b>	
	Sweets from the Earth K's NRG Whole Food Energy Bars, Low-glycemic and nutrient-dense. Original, Cherry, Chocolate, Chocolate Coconut 75 g/Bar	Distribution
<b>Snack</b>	<b>Healthy Options</b>	
	Breakfast Box - Granola Bites, Dried Apricots and Berry Healthy Mix. Item #462	Torn Ranch info@tornranch.com or mchodor@tornranch.com
<b>Snack</b>	<b>Healthy Options</b>	
	Gouda Cheese, Crackers and Deluxe Mixed Nuts in a wood Tray. Shrink wrapped. Item #1981	Torn Ranch info@tornranch.com or mchodor@tornranch.com
<b>Snack</b>	<b>Healthy Options</b>	
	Tropical fruit mix, berry blossom trail mix and California Colossal Pistachios. Item #337	Torn Ranch info@tornranch.com or mchodor@tornranch.com
<b>Snack</b>	<b>Healthy Options</b>	
	Chocolate Blueberries (31-OC) or Fanciful Mixed Fruit (24COR-S)	Torn Ranch info@tornranch.com or mchodor@tornranch.com
<b>Snack</b>	<b>Meat</b>	
	Conagra Foodservice Duke's Smoked Shorty Sausages Package: 8 x 2.5 oz or 12 x 1.25oz Available Flavors: Honey Bourbon Beef Steak Strips, Chipotle BBQ Beef Brisket Strips, Hatch Green Chile Pork Sausages, Hickory Peach BBQ Pork Sausages, Chorizo & Lime Pork Sausages, Tomato & Basil Chicken Sausages, Traditional Sea Salt Beef Steak Strips, Teriyaki	Distribution
<b>Snack</b>	<b>Meat</b>	
	Conagra Foodservice Duke's Tall Boys Available Flavors: Original, Hatch Green Chile Pork or Hickory Peach BBQ	Distribution

Products	Description	Available Thru
<b>Snack</b>	<b>Meat</b>	
	Conagra Foodservice Duke's Shorty Smoked Sausages & Cheese Crisps Available Flavors: Original, Hatch Green Chile Pork or Hickory Peach BBQ	Distribution
<b>Snack</b>	<b>Popcorn - Microwavable</b>	
	Conagra Foodservice Orville Microwave Popcorn Package: 3, 6, 10 & 24 regular pack size, 4 & 8 mini pack size Available Flavors: Buttery, Extra Buttery, Smart Pop, Sweet & Salt Kettlecorn, Simply Salted, Select White, Light Buttery	Distribution
<b>Snack</b>	<b>Popcorn - Microwavable</b>	
	Conagra Foodservice Act II Microwave Popcorn Package: 3 bags, 6 bags, 14 bags per box Available Flavors: Butter, Butter Lovers & Kettle Corn	Distribution
<b>Snack</b>	<b>Popcorn - Ready to Eat</b>	
	Conagra Foodservice Angie's Boom Chicka Pop Popcorn Available Flavors: White Cheddar, Sea Salt or Sweet & Salty Kettle Corn, Real Butter, Little Kettle Corn & Caramel Cheddar Seasonal Flavors: Dark Chocolate Sea Salt, White Chocolate Peppermint, Pumpkin Spice & Candy Corn	Distribution
<b>Snack</b>	<b>Popcorn - Ready to Eat</b>	
	Conagra Foodservice Orville Ready-to-Eat Popcorn Package: 50g-220g bags Available Flavors: Movie Theatre Butter, Sweet & Salt Kettlecorn, Simply Salted, White Cheddar	Distribution
<b>Snack</b>	<b>Popcorn - Ready to Eat</b>	
	Conagra Foodservice Crunch N Munch Ready-to-Eat Popcorn Package: 113g & 200g boxes Available Flavors: Buttery Toffee & Caramel	Distribution
<b>Snack</b>	<b>Protein Pack</b>	
	Hillshire Snacking All Natural Uncured Pepperoni w/Natural White Cheddar Cheese, Italian Dry Salame w/Natural Gouda Cheese & All Natural Chipotle Chicken w/Natural White Cheddar Case Pack: 12/2.76 oz Item #06245, 20182, 20231	Distribution
<b>Snack</b>	<b>Protein Pack</b>	
	Hillshire Snacking Genoa Salame & Prosciutto with Toasted Rounds, Dried Cranberries, Cherries and Natural White Cheddar 8/4.66 oz Item#32909	Distribution
<b>Snack</b>	<b>Protein Pack</b>	
	Kraft Heinz Food Service Planters P3 Jerky, Nuts & Sunflower Seeds Case Pack Size: 1.8oz x 12 pkg Available Flavors: Chipotle, Peanuts, Beef Jerky, Sunflower Kernals, Honey Roasted Peanuts	Vistar



Products	Description	Available Thru
<b>Snack</b>	<b>Protein Pack</b>	
	Kraft Heinz Food Service Oscar Mayer Natural Plate Case Pack Size: 3.3oz x 14 pkg Available Flavors: Turkey & Cheddar, Smoked Ham & Cheddar	Vistar
<b>Snack</b>	<b>Protein Pack</b>	
	Kraft Heinz Food Service Oscar Mayer P3 Protein Pack Case Pack Size: 2oz x 10 pkg Available Flavors: Turkey & Cheddar, Chicken & Cheese	Vistar
<b>Snack</b>	<b>Salty and Sweet Snacks</b>	
	Kelloggs Rice Krispies Treats®, Pringles®, & Cheez It	Distribution
<b>Snack</b>	<b>Salty and Sweet Snacks</b>	
	Kraft Heinz Food Service Planters Trail Mix & Nuts Case Pack Size: 2oz, 2.05z x 72 pkg OR 2oz x 144 pkg Available Flavors: Chocolate & Nuts, Tropical Fruit & Nuts, Salted Peanuts, and Lightly Salted Peanuts	Vistar
<b>Snack</b>	<b>Salty and Sweet Snacks</b>	
	Conagra Foodservice David Energy Packed Mix Available Flavors: Sea Salt, Ranch or Bar-B-Q	Distribution
<b>Snack</b>	<b>Salty and Sweet Snacks</b>	
	Conagra Foodservice H.K Anderson Peanut Butter Filled Nuggets	Distribution
<b>Snack</b>	<b>Salty and Sweet Snacks</b>	
	Margarita Cocktail Nuts, Honey Mustard Pretzels. Item 196/114-TUX	Torn Ranch info@tornranch.com or mchodor@tornranch.com
<b>Snack</b>	<b>Salty and Sweet Snacks</b>	
	Candy Grapefruit, Chocolate Chip Cookies, Gummy Gears, Oatmeal Currant Cookies, Jelly Beans, Snappy Ginger Cookies, Dutch Chocolate Mints	Torn Ranch info@tornranch.com or mchodor@tornranch.com
<b>Snack</b>	<b>Sauces &amp; Dips</b>	
	Kraft Heinz Food Service Heinz Sauce/Dressing Cup Case Pack Size: 2oz x 60 pkg Available Flavors: Honey Mustard, Ranch, Barbecue, Salsa	Vistar








# Supply Resource Guide for Sundry - Hygiene & Personal Need Items






**Hygiene and Personal Need Items examples (minimum of five items)**  
**Recommended mark up 50 – 100%**

- Deodorant
- Eye drops
- Sunscreen or other seasonal item
- Batteries
- Dental floss
- Hairspray
- Contact lens solution
- Makeup remover
- Swabs

**Best Western Supply - U.S. 800.528.3601 // Canada 800.297.8775**

Products	Description	Available Thru
<b>Forget Something Items</b>		
	The Chi Lite is a lightweight and powerful dryer that is designed to style with ease. Featuring a one-of-a-kind 180 degree rotating nozzle, this hair dryer provides a wide range of directional airflow and styling positions. This dryer has a carbon fiber body weighing in at under one pound, a quiet 1600W ceramic DC motor and a 1-year warranty.	Distribution
	This professional hair dryer features a light up infrared and heat up level indication. It has a low EMF (electro magnetic field) output, a ceramic heating element to lock moisture and shine into hair, 1800W of power, and an easy on/off cool shot button. It projects negative ions to breakdown water molecules and has up to 40 percent faster drying time.	Distribution
	This CHI original ceramic hairstyling iron is a professional salon model. It maintains an even temperature of 392 degrees Fahrenheit and the ceramic plates heat more evenly than other materials for faster styling and minimal damage to hair. It emits negative ions to reduce frizz for a smooth and shiny finish. The flat iron features a 11 ft swivel cord and dual voltage for safe international travel.	Distribution
	Recognized by the American Dental Association, this Colgate branded toothbrush features soft, end-rounded bristles to effectively clean, while protecting enamel and gums. Also includes a thumb grip for added control.	Distribution
	Colgate Total® Clean Mint Toothpaste. This compact .75oz tube is ideal for those guests who have forgotten toothpaste at home. Features anti-cavity fluoride and prevents bad breath, making it a great choice to keep your guests' mouth healthy.	Distribution
	Plackers® Dental Flossers, Individually Wrapped	Distribution
	Twin blade stainless steel razors come individually poly-bagged in clear bags. Navy Blue handle with clear blade cover. Handle is made out of plastic.	Distribution





Products	Description	Available Thru
	Gillette® Foamy Shaving Cream, 2oz can. A thick, extra rich, creamy lather yields a close, comfortable shave. Spreads easily, rinses clean, leaving skin feeling soft and smooth.	Distribution
	Shave Kit, Schick Razor with 8g Shave Cream, Carton.	Distribution
	Old Spice® Sport Deodorant 0.5oz.	Distribution
	Secret Deodorant, Powder Fresh Scent 0.5oz.	Distribution
	Individually wrapped plastic comb, black.	Distribution
	Naturelle Tampons. A 4-ply cardboard applicator, biodegradable and flushable. Enclosed in protective sleeve. Easy-to-use smooth tip.	Distribution
	Naturelle Sanitary Napkin folded with leakage control channels and cloth-like cover. Individual plastic wrapping.	Distribution
	Assortment of Johnson's gentle baby products including: Baby Shampoo (1.5 oz.), Head-To-Toe Baby Wash (1 oz.), Baby Lotion (1 oz.), Baby Powder (1.5 oz.), Diaper Rash Cream (0.16 oz) and Soft lotion (0.2 oz).	Distribution
	Best Western We Care Logo'd 70% Alcohol Sanitizing wipe USA - 500 CS MFG: Hunter Amenities BEWE-SWIP00	USD: HD Supply <a href="https://hdsupplysolutions.com">https://hdsupplysolutions.com</a> 1-800-431-3000
	Best Western We Care Logo'd 30 mL ECOlogical 70% Alcohol Hand Sanitizer MFG: Hunter Amenities BEWE-HSAN00 30 mL Cylinder Bottle 200 per case	CAD: HD Supply Canada <a href="http://www.hdsupplysolutions.ca">www.hdsupplysolutions.ca</a> 1-800-782-0557
	PURELL is America's #1 instant hand sanitizer, killing 99.99% of most common germs that may cause illness in as little as 15 seconds. Specially formulated with moisturizers to leave hands feeling soft and refreshed. No water or towels needed! Purell® Advanced Hand Sanitizer, Refreshing Gel 1oz.	Distribution



Products	Description	Available Thru
	Stay Safe Kit - 1 disposable one-time use face mask + 1 pack of sanitizing wipes (10 wipes/pack), 1 30ml liquid sanitizer, and 1 pair of slippers in flow pack. #930000 96 pks	USD: Erwyn sales@erwyn.com
	Guest Stay Safe Check-in Bundle #930004 1 disposable one-time use face mask + 1 pack of sanitizing wipes (10 wipes/pack), and 1 30ml liquid sanitizer in flow pack 96 pks	USD: Erwyn sales@erwyn.com
	Stay Safe Kit - 1 disposable one-time use face mask + 1 30ml bottle of sanitizing gel 96 pks	USD: Erwyn sales@erwyn.com
	PPE-Aid Daily Sanitary Kit SKU #73133 Case of 12	Hubert 1-800-543-7374
	Scotch-Brite® Mini Lint Roller • 12 cs	Distribution
	Scope® Mouthwash, 1.5oz Bottle. Reduces plaque and kills bad breath germs by cleansing the mouth in hard to reach places.	Distribution
	TRESemmé® Hair Spray 2oz Bottle.	Distribution
	Diamond Wipes Makeup Removers are alcohol-free and gently remove makeup in one easy step. Each wipe is infused with moisturizing lotion and vitamin E to condition skin.	Distribution
	Each pre-moistened towel/wet wipe contains a specially formulated solution that cleans and shines shoes with just one simple wipe. Its ease of use and small package size make it an indispensable item during travel.	Distribution
	Diamond Wipes® Nail Polish Remover Pads, Individually Wrapped, 1.875x2.75	Distribution
	Scrub's® Insect Shield Insect Repellent Towel, Single Use Packets • 100 cs	Distribution

Products	Description	Available Thru
<b>Laundry</b>		
	Tide® Powder Laundry Detergent • 156 cs	Distribution
	Cheer® Laundry Detergent • 156 cs	Distribution
	Gain® Laundry Detergent with Bleach • 156 cs	Distribution
	Gain® Powder Laundry Detergent • 156 cs	Distribution
	Surf® Ultra Powder Laundry Detergent • 100 cs	Distribution
	All® Ultra Powder Laundry Detergent • 100 cs	Distribution
	Purex® Ultra Concentrated Multipurpose Powder Laundry Detergent • 156 cs	Distribution
	Fab® Dispenser-Design HE Powder Laundry Detergent • 156 cs	Distribution
	Twice as Fresh® Powder Bleach • 100 cs	Distribution
	OxiClean® Stain Remover • 156 cs	Distribution
	Bounce® Fabric Softener Dryer Sheets • 156 cs	Distribution
	Snuggle® Fabric Softener Dryer Sheets • 100 cs	Distribution
	Downy® Fabric Softener Liquid • 156 cs	Distribution

Products	Description	Available Thru
<b>Pharmacy - Medication &amp; Pain Relief</b>		
	Aleve® Pain Reliever Caplets • 50 Packets with 2 Tablets Each. Temporarily relieves minor aches and pains due to arthritis, muscular aches, backache, menstrual cramps, headache, toothache and common cold. Also temporarily reduces fever. Packaged for individual use. This is a non-returnable item.	Distribution
	Tylenol® Extra-Strength Caplets • 50 Packets with 2 Tablets Each. Packaged for individual use and to replenish first aid stations and kits. Handy box dispenses single-dose packets. This is a non-returnable item.	Distribution
	Bayer® Extra-Strength Aspirin • 50 Packets with 2 Tablets Each. Packaged for individual use and to replenish first aid stations and kits. Handy box dispenses single-dose packets. This is a non-returnable item.	Distribution
	Motrin® IB Ibuprofen Pain Reliever Tablets • 50 Packets with 2 Tablets Each. Packaged for individual use and to replenish first aid stations and kits. Handy box dispenses single-dose packets. This is a non-returnable item.	Distribution
	Advil® Extra-Strength Tablets • 50 Packets with 2 Tablets Each. Packaged for individual use and to replenish first aid stations and kits. Handy box dispenses single-dose packets. This is a non-returnable item.	Distribution
	PhysiciansCARE® Extra-Strength Non Aspirin Tablets • 50 Packets with 2 Tablets Each • This is a non-returnable item.	Distribution
	PhysiciansCARE® Ibuprofen Pain Relief Tablets • 50 Packets with 2 Tablets Each. Anti-inflammatory, fever reducer and pain reliever. Temporarily relieves headache, muscular aches, toothache, minor pain of arthritis, backache and menstrual cramps. Packaged for individual use. This is a non-returnable item.	Distribution
	PhysiciansCARE® Allergy Antihistamine Medication • 50 Packets with 2 Tablets Each. Easy-to-swallow coated tablets. Use for temporary relief from upper allergies in the eyes, mouth and throat. Packaged for individual use. This is a non-returnable item.	Distribution
	Airborne® Immune Support Effervescent Tablets, Orange • 1 Pack with 10 Tablets Each. Give your immune system the support it needs. Effervescent tablet contains a blast of Vitamin C plus 13 vitamins, minerals and herbs to help keep you healthy and strong. Fortified with a special blend of beneficial herbals. This is a non-returnable item.	Distribution
	Airborne® Immune Support Chewable Tablets, Citrus Flavored • 72 Packets with 4 Tablets Each. Packaged for individual use, 4 chewable tablets come in each pack. Airborne helps support your immune system. It contains a blast of Vitamin C plus 13 vitamins, minerals and herbs and is high in antioxidants. No water is needed. This is a non-returnable item.	Distribution
	Alka-Seltzer® Antacid and Pain Relief Medication • 50 Packets with 2 Tablets Each. Fast relief of heartburn, acid indigestion and sour stomach with headaches, body aches and pain. Packaged for individual use to replenish first aid stations and kits. This is a non-returnable item.	Distribution



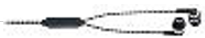




Products	Description	Available Thru
	<p>Vicks® DayQuil® Cold &amp; Flu Caplets, Daytime • 20 Packets with 2 Tablets Each. Temporarily relieves common cold and flu symptoms: nasal congestion, cough due to minor throat and bronchial irritation, sore throat, headache, minor aches and pains and fever. Packaged for individual use. This is a non-returnable item.</p>	<p>Distribution</p>
	<p>Ricola® Herb Throat Drops, Cherry Honey • 24 Packets with 10 Drops Each. Soothing throat drop for tired, scratchy throats. Perfect for relieving minor everyday throat irritation such as dryness or hoarseness. Refreshing and unique flavor. This is a non-returnable item.</p>	<p>Distribution</p>
	<p>Pepto-Bismol® Tablets • 25 Packets with 2 Tablets Each. Multi-symptom relief from heartburn, indigestion, upset stomach, nausea and diarrhea. Packaged for individual use. This is a non-returnable item.</p>	<p>Distribution</p>
	<p>Vicks® NyQuil Cold &amp; Flu Nighttime Relief LiquiCaps • 24 Bx. Powerful 6-Symptom cold &amp; flu relief in convenient LiquiCaps. Temporarily relieves common cold and flu symptoms, including cough due to minor throat and bronchial irritation, sore throat, headache, minor aches and pains, fever, runny nose and sneezing. For nighttime use. This is a non-returnable item.</p>	<p>Distribution</p>

# Supply Resource Guide for Sundry - Electronics



**Electronic Items - Effective 12/1/16, Best Western PLUS and Best Western PREMIER properties are required to add the following items to their sundry area. A minimum of three (3) of the following items are required: 1) USB Flash Drive, 2) Cell phone USB charger pack/electronic power reserve, 3) Sport ear buds, 4) Computer Mouse, 5) USB Cables**

**Best Western Supply - U.S. 800.528.3601 // Canada 800.297.8775**

Products	Description	Available Thru
	Vivitar® 8GB Flash Drive, Black/Gray. Folds. For use with all USB devices.	Distribution
	Vivitar® Mobile Candy 2600mAh Power Bank w/ Micro USB Cable, Black. Pre-charged. USB micro cable included.	Distribution
	Vivitar® Mobile Candy Metallic Earphone, Braided Black/White. With in-line microphone, stereo sound, music control, answer calls and volume control. Compatible with 5.3mm audio devices.	Distribution
	Vivitar® Wired Optical Mouse, Black. Convenient scrolling wheel,. Ergonomic design for comfortable use. Compatible with Windows and Mac use. One year warranty.	Distribution
	Vivitar® Mobile Candy 5 Ft Braided MFI Lightning USB Cable, Black. Made for iPod, iPhone and iPad. Connects to computer, USB wall, car charger and power packs.	Distribution
	Vivitar® Mobile Candy 5 Ft Braided Micro USB Cable, White. Made for Android phones and tablets. Connects to computer, USB wall, car charger and power packs.	Distribution
	Vivitar® Mobile Candy Bluetooth Earphones, Black. Built-in microphone and Bluetooth technology lets you stream your music and answer phone calls wirelessly. These pocket-sized Bluetooth earphones offer the perfect blend of style and functionality for the traveling music lover. The ergonomic shape, allow these earphones to remain in place, but also give you the freedom and safety to pull them out to hear the noise from your surroundings.	Distribution





Aiden by Best Western @ Cape Point

Sundry Example

**SUNDRY OPTIONS**

**MEDIUM SUNDRY**

**REVISIONS**

NO.	BY	DATE	DETAILS HERE
1	INITIALS	XX.XX.XX	

**CONTRACT NUMBER:**  
XXXXX-XX-XX

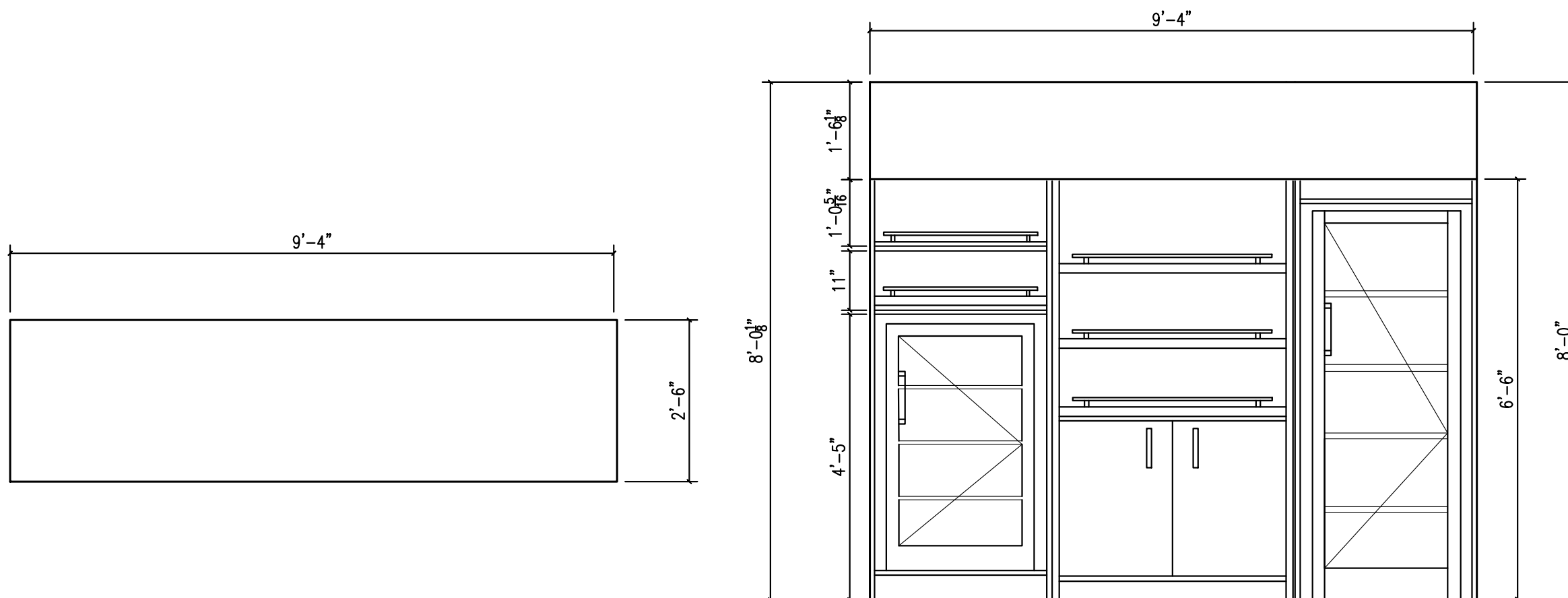
**ISSUE DATE:**  
XX.XX.XXXX

**ISSUED BY:**  
INSERT NAME HERE

**SCALE:**  
1/2" = 1'-0"

**SHEET:**

**ID1.3**



**5** PLAN VIEW – MEDIUM SUNDRY  
1/2"=1'-0"

**6** MEDIUM SUNDRY ELEVATION  
1/2"=1'-0"

DRAWINGS ARE BASED ON OWNER/MEMBER PROVIDED DIMENSIONS. OWNER SHALL FIELD-VERIFY DIMENSIONS PRIOR TO ORDERING AND/OR INSTALLING NEW FURNITURE & FIXTURES. BEST WESTERN STUDIO DESIGN IS NOT LIABLE FOR ANY DIFFERENCES BETWEEN MEMBER-SUBMITTED DIMENSIONS AND ACTUAL FIELD DIMENSIONS.

**SUNDRY OPTIONS**

**LARGE SUNDRY  
SMALL MARKETPLACE**

REVISIONS	NO.	BY	DATE	INITIALS	DETAILS HERE

**CONTRACT NUMBER:**  
XXXXX-XX-XX

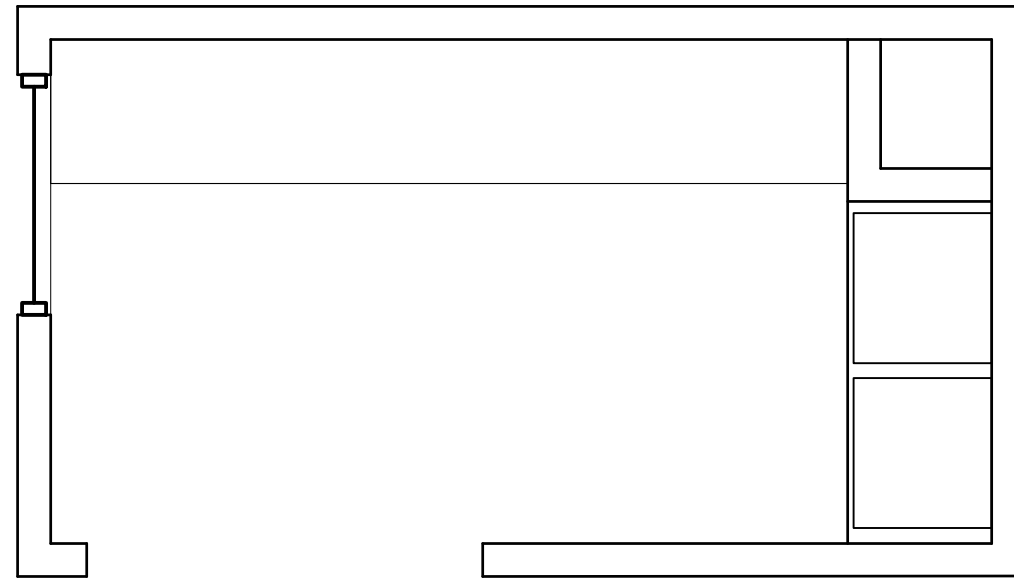
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XX.XX.XXXX

**ISSUED BY:**  
INSERT NAME HERE

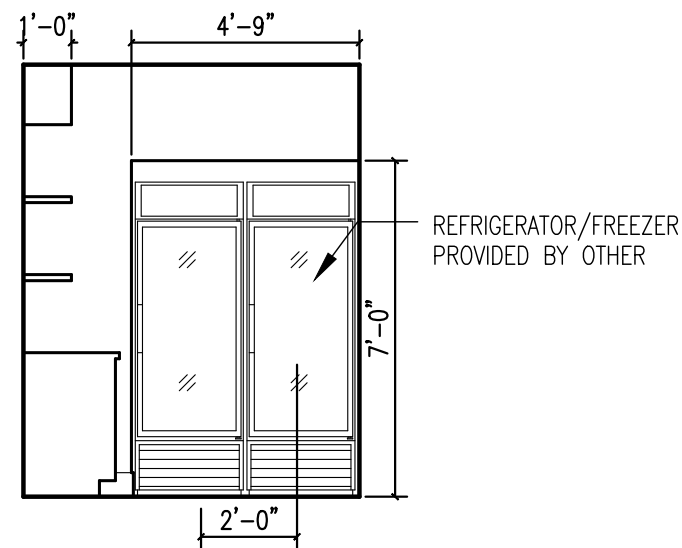
**SCALE:**  
1/4" = 1'-0"

**SHEET:**

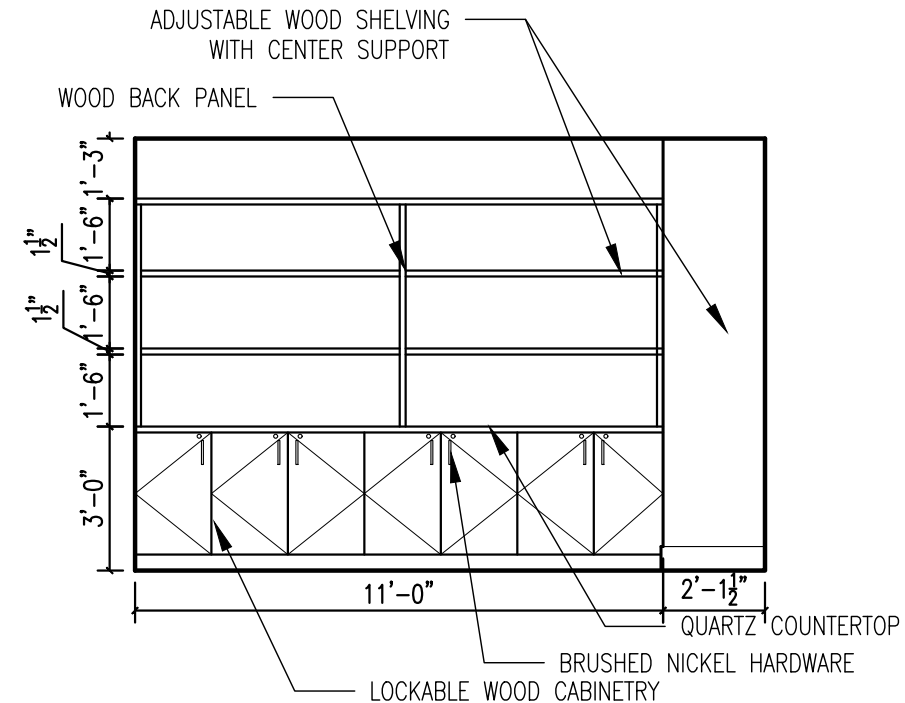
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**7** LG SUNDRY/ MARKETPLACE PLAN VIEW  
1/4"=1'-0"

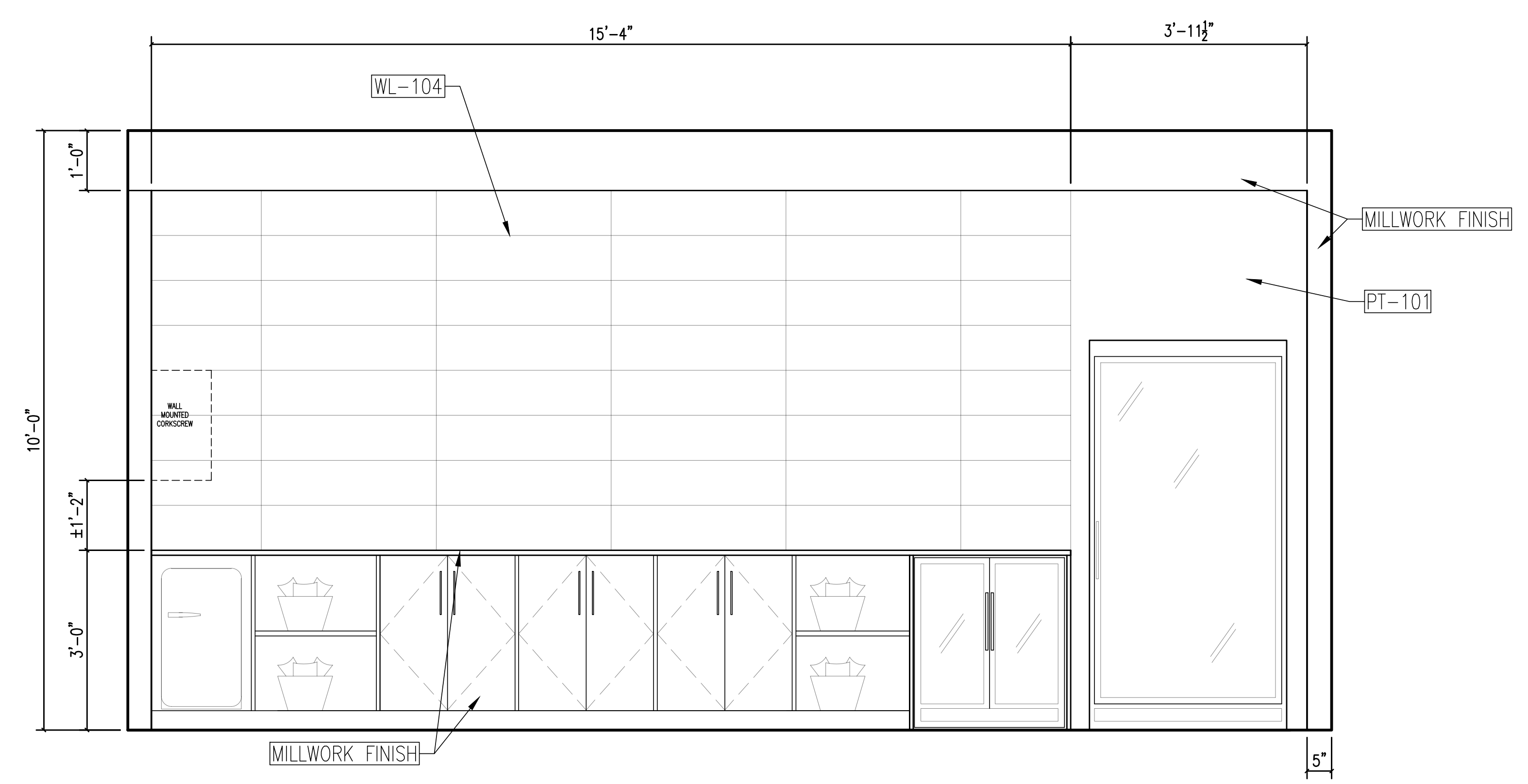


**9** LG SUNDRY/MKTPLACE ELEVATION -COOLERS  
1/4"=1'-0"

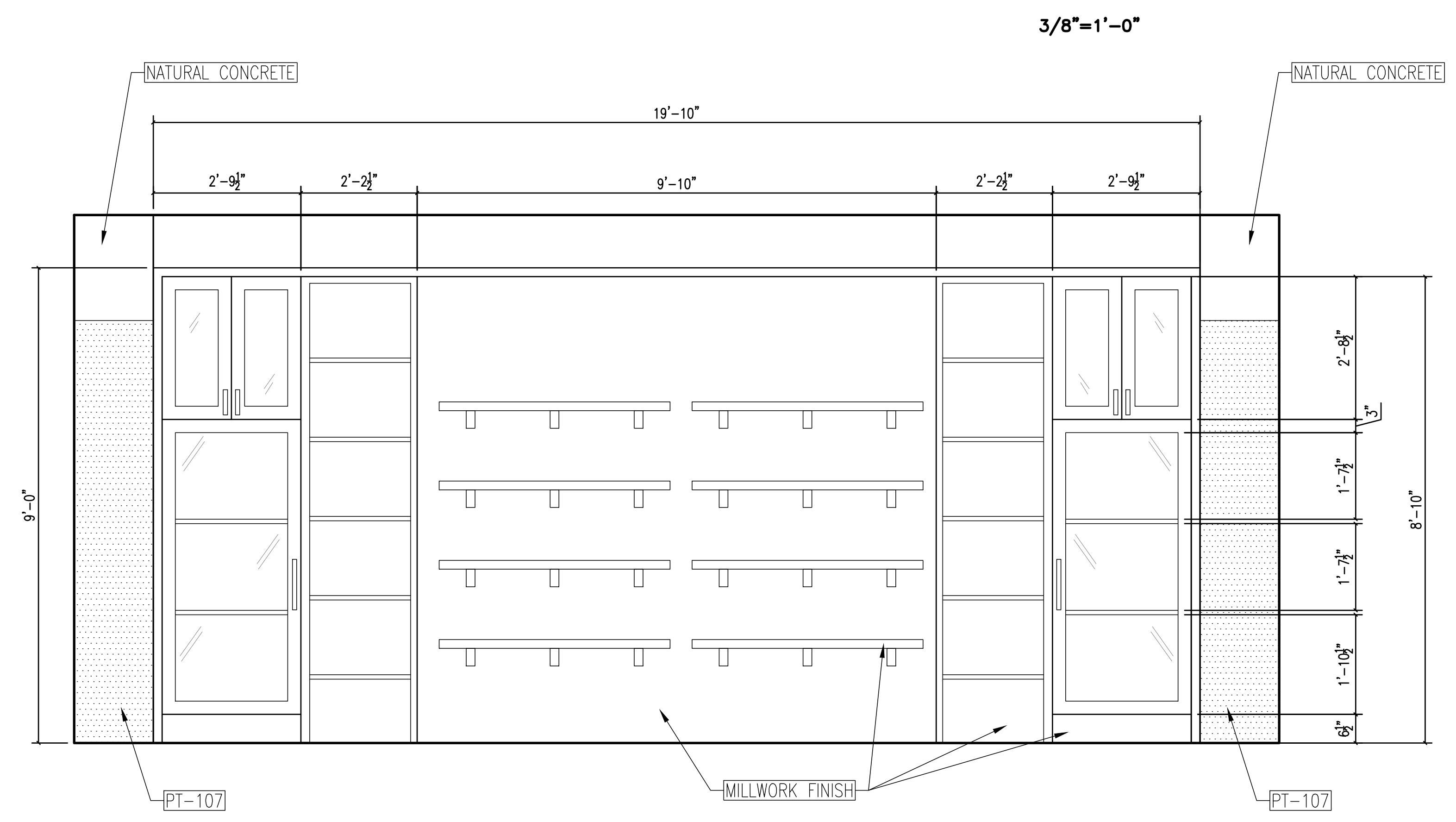


**8** LG SUNDRY/MKTPLACE ELEVATION -SHELVING  
1/4"=1'-0"





4 MARKETPLACE – SOUTH WALL  
3/8"=1'-0"

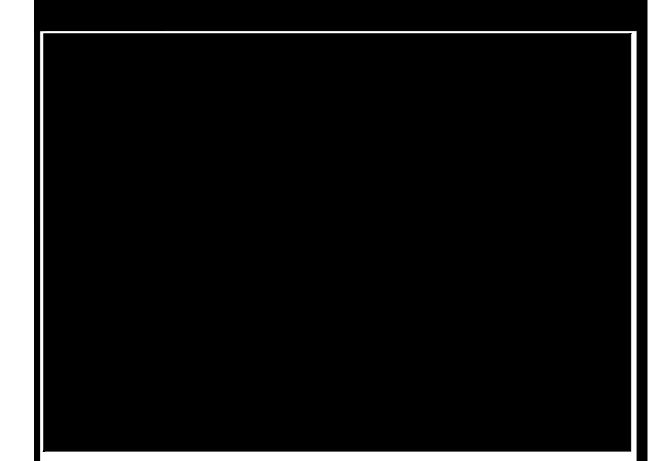


5 MARKETPLACE – NORTH WALL  
3/8"=1'-0"

SUNDRY ELEVATION

BEST WESTERN VIB  
PROTOTYPE

ISSUED PLANS	NO.	BY	DATE	NOTES



CONTRACT NUMBER:  
VIB PROTOTYPE

ISSUE DATE:  
08.11.2020

ISSUED BY:  
J. DEMENNA/K. WEBER

SCALE:  
3/8" = 1'-0"

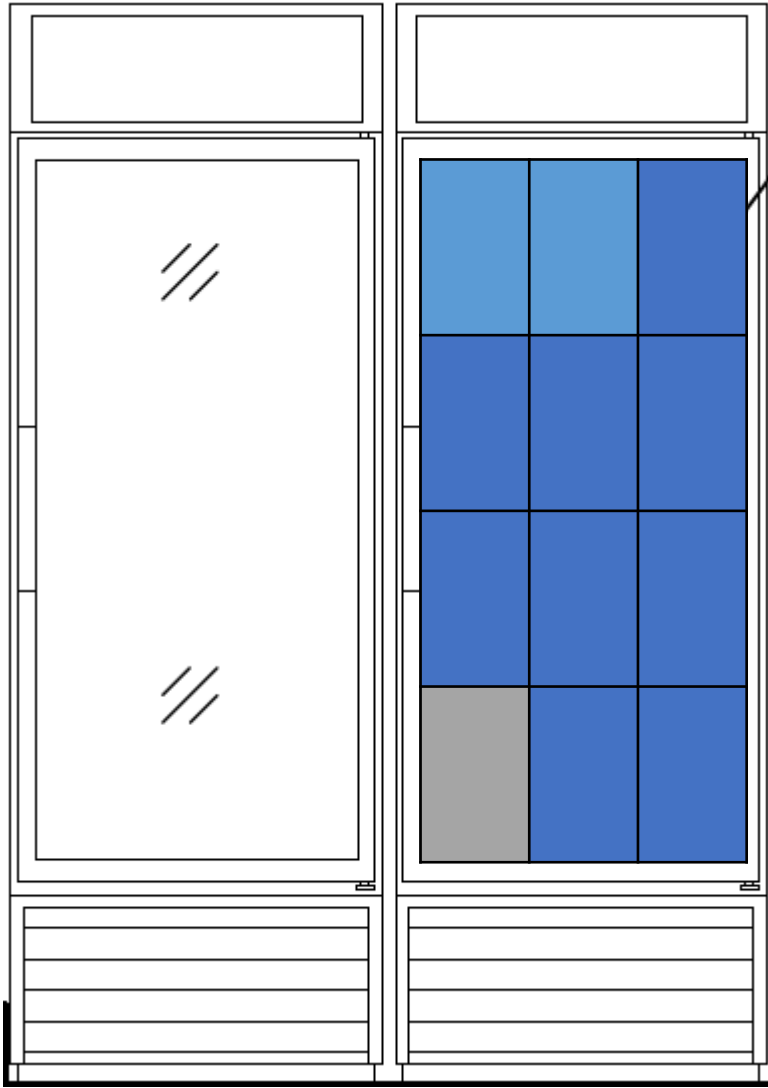
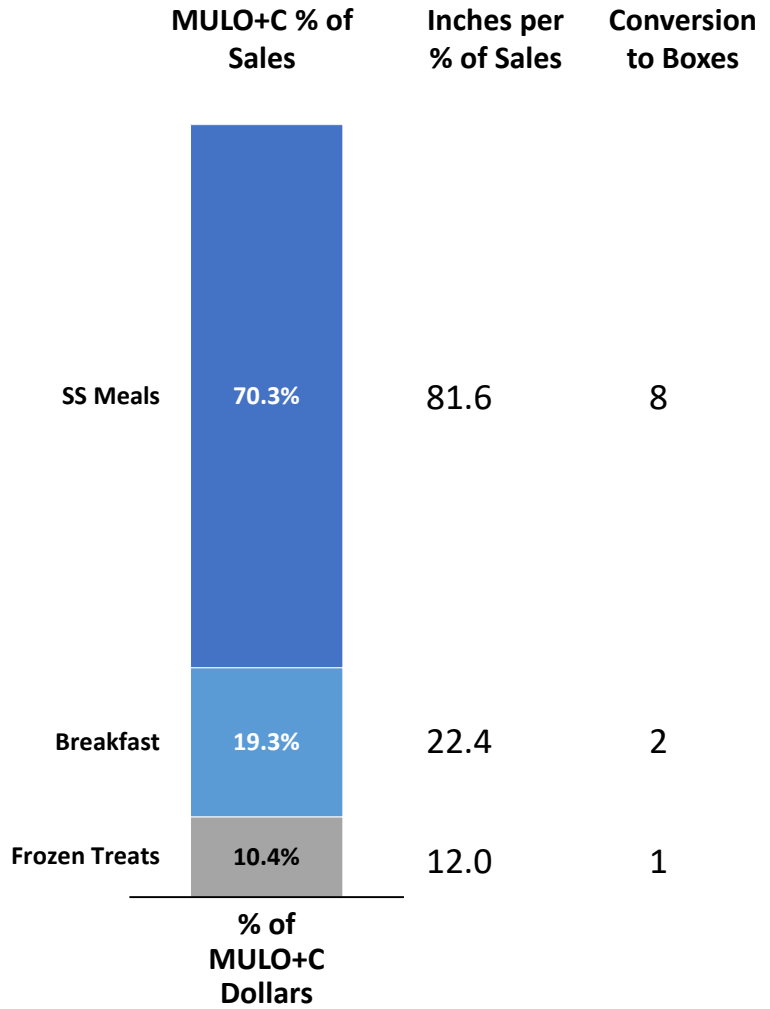
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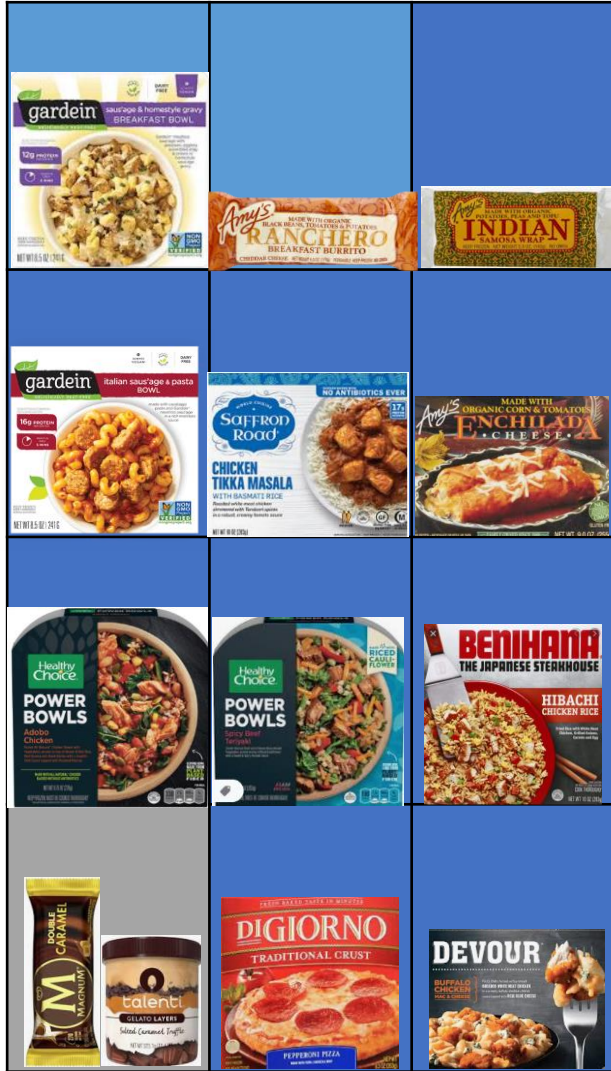
# Upscale POG Recommendations

Large

Frozen



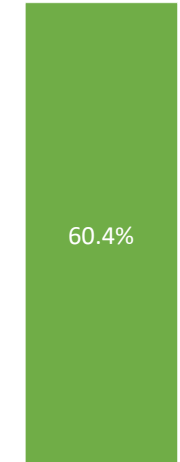
Source: IRI POS Last 52 Weeks 8.30.20



Shelf	UPC	Description	Category	Mulo+C \$	Mulo+C % CHg
1	0842234003351	Gardein Scramble 8.5oz	Breakfast	\$1.4m	+294%
1	0042272012111	Amy's Rancho Burrito 6oz	Breakfast	\$1.3m	+459.8%
1	0042272002601	Amy's Samosa Sandwich Wrap 5oz	SS Meals (BFY)	\$2.6m	+19.8%
2	0072655002531	Healthy Choice Power Bowl Adobe Chicken 9.75oz	SS Meals (BFY)	\$12.2m	+1318%
2	0072655002501	Healthy Choice Power Bowl Spicy Beef 9.25oz	SS Meals (BFY)	\$10.8m	+1080%
2	0042272000801	Amy's Enchilada Cheese 9oz	SS Meals (BFY)	\$28.3m	+15.8%
3	0842234003281	Gardein Pasta and Sauce 8.5oz	SS Meals (Modern Health)	\$2.8m	+240.7%
3	0857063002001	Saffron Road Chicken Masala 10oz	SS Meals (Modern Health)	\$7.7m	+78.0%
3	0021000070701	Benihaha Rice Entrée 10oz	SS Meals (Indulgent)	\$8.5m	+52.8%
4	0077567132821	Magnum Frozen Novelty 3.38oz	Frozen Treats	\$19.2m	+5.7%
4	0186852001091	Talenti Frozen Novelty 11.4oz	Frozen Treats	\$16.1m	+107.8%
4	0071921008291	DiGiorno Pepperoni Pizza 9.3oz	SS Meals (Indulgent)	\$27.4m	+1.1%
4	0025155057041	Devour Buffalo Mac and Cheese 12oz	SS Meals (Indulgent)	\$14.9m	+7.3%

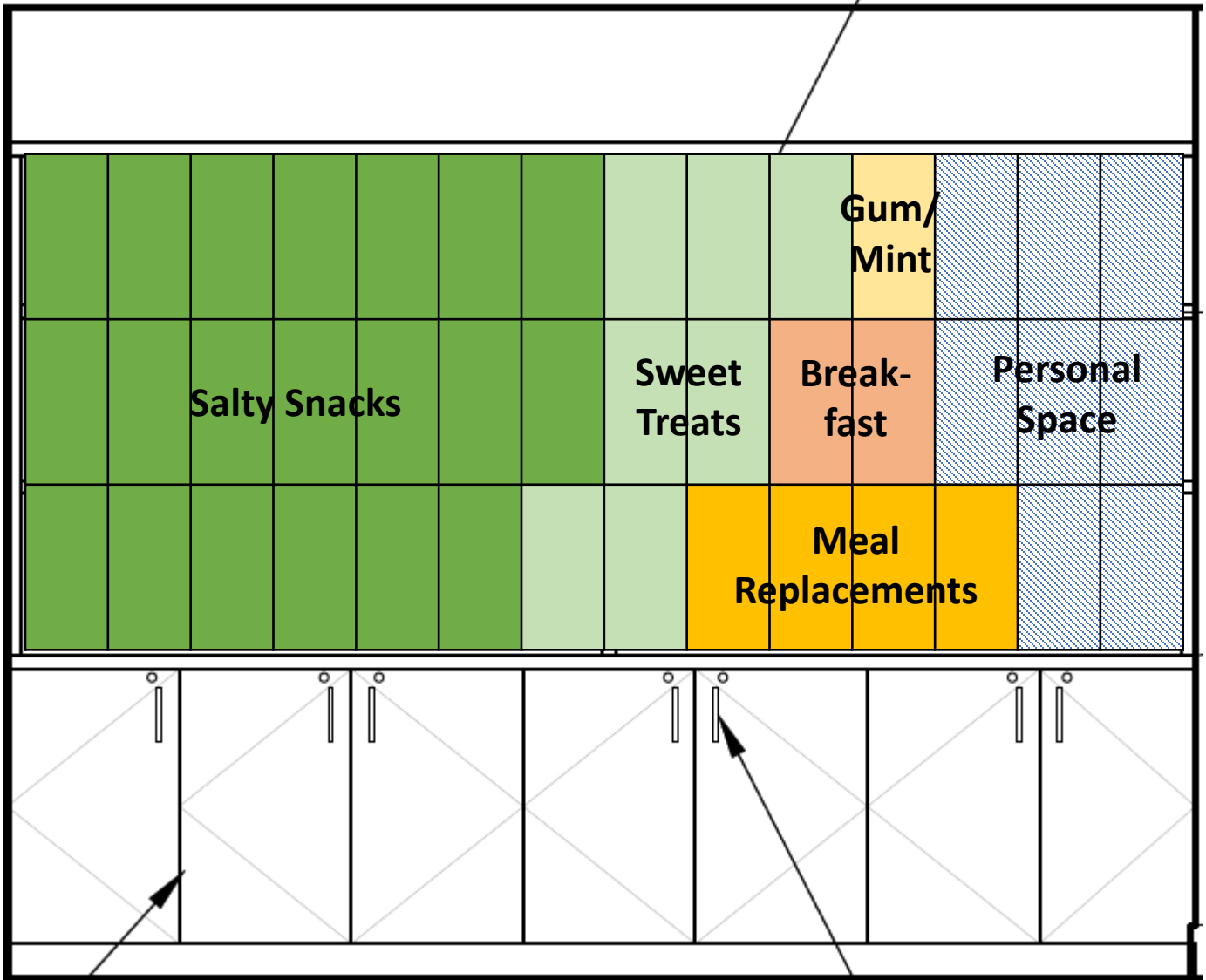
Snacks

**MULO+C % of Sales    Inches per % of Sales    Conversion to Boxes**



Salty Snacks	60.4%	215.3	20
Sweet Treats	23.4%	83.3	7*
Meal Replacement	7.9%	28.2	4*
Gum/Mint	4.7%	16.7	1*
Breakfast	3.6%	12.9	2*

**% of MULO+C Dollars**



Source: IRI POS Last 52 Weeks 8.30.20, \*dedicated extra space to breakfast daypart





Shelf	UPC	Description	Category	Mulo+C \$	Mulo+C % CHg
1	0816012010511	Dukes Original Pork Dried Meat Snack Plastic Peg Bag 5 Oz	Salty Snacks	\$17M	+3.4%
1	0815800022061	Dukes Original Shorty and Cheese 1oz	Salty Snack	\$0.7M	+79.2%***
1	0051943051201	Tillamook Original Jerky 2.2oz	Salty Snack	\$5.9M	+193.8%
1	0017082876351	Jack Links Teriyaki Jerky 2.85oz	Salty Snack	\$44.8M	-7.0%**
1	0014113910131	Wonderful Pistachios 2.5oz	Salty Snack	\$29.3M	-6.4%*
1	0041570051791	Blue Diamond Smokehouse Almonds 1.5oz	Salty Snack	\$10.7M	-14.1%*
1	0029000017171	Planters Nutrition Mixed 1.5oz	Salty Snack	\$3.1M	-27.7%**
1	002620014495	Davids Ranch Energy Pack 1.5oz	Salty Snack	New	
1	002620014493	Davids Sea Salt Energy Pack 1.5oz	Salty Snack	New	
1	0034000004403	Reeses Peanut Butter Cups 1.5oz	Sweet Treat	\$130.2M	+6.5%
1	0034000002403	Hershey's Chocolate Bar 1.55oz	Sweet Treat	\$102.7M	+3.9%
1	0040000000322	M&M'S Peanuts 1.74oz	Sweet Treat	\$103.3M	-3.9%**
1	0040000424311	Snickers Bar 1.86oz	Sweet Treat	\$168.2M	-8.2%**
1	0840379101411	Justins Dark Chocolate 1.4oz	Sweet Treat	\$1.7M	+121.6%
1	0009800000552	Kinder Milk Chocolate Hazelnut wafer 1.5oz	Sweet Treat	\$61.6M	+9013%
1	0034000000074	Ice Breakers Cool Mint 1.5oz	Gum/Mint	\$48.7M	-18.8%
1	0022000008402	Extra Winter Fresh Gum 15ct	Gum/Mint	\$7.8M	-21.5%*
2	0028400323821	Lays Classic Potato Chips 2.65oz	Salty Snack	\$103.8M	
2	0028400324201	Lays BBQ Potato Chips 2.63oz	Salty Snack	\$39.1M	
2	0028400324411	Ruffles Sour Cream and Onion 2.5oz	Salty Snack	\$6.1M	
2	0084114115882	Kettle Jalapeno 2oz	Salty Snack	\$5.6M	-11.9%*

Shelf	UPC	Description	Category	Mulo+C \$	Mulo+C % CHg
2	0028400331761	Sunchips Harvest Cheddar	Salty Snack	\$14.0M	
2	0028400325051	Doritos Nacho Tortilla 2.75oz	Salty Snack	\$122.2M	
2	0028400329491	Cheetos Flaming Hot 3.25oz	Salty Snack	\$84.9M	
2	0020709012302	Trolli Sour Brite Crawlers 5oz	Sweet Treat	\$34.7M	+9.0%
2	0042238302411	Haribo Goldbears 4oz	Sweet Treat	\$23.8M	+29.6%
2	0705599013281	Kodiak Cake Brownie Mix 2.36oz	Sweet Treat	\$1.8M	+147.8%
2	0705599013431	Kodiak Cakes Maple and Brown Sugar Oatmeal 2.12oz	Breakfast	\$5.2M	+220%
2	0705599011951	Kodiak Cakes Buttermilk FlapJack 2.15oz	Breakfast	\$5.3M	+2.9%
2	0038000317312	Strawberry Poptarts 3.3oz	Breakfast	\$16.5M	-15.6%
3	0028400437891	Smartfood White Cheddar	Salty Snack	\$52.8M	-50.8%*
3	0850251004021	Skinny Pop Original	Salty Snack	\$42.7M	+2.7%
3	0818780011931	Angies Sweet and Salty Kettle	Salty Snack	\$44.2M	+9.2%
3	0077975022314	Orville Movie Theater Popcorn 3.9oz	Salty Snack	\$2.8M	+42.1%
3	0077975022314	Snyders minis	Salty Snack	\$9.2M	-14.5%*
3	0024100191341	Cheez-it Original	Salty Snack	\$41.5M	-2.5%*
3	0644209004161	Duncan Hines Keto Cup 2.1oz	Sweet Treat	\$1.2M	
3	0644209404991	Duncan Hine Oreo Cake Cup 2.4oz	Sweet Treat	\$0.8M	+74.9%
3	0044000032111	Chips Ahoy Cookies 3.5oz	Sweet Treat	\$15.2M	-10.7%**
3	0016000264691	Nature Valley Oat and Honey 1.49oz	Meal Replacement	\$20.3M	-14.6%**
3	0016000442821	Nature Valley Sweet and Salty 1.2oz	Meal Replacement	\$9.6M	-7.0%
3	0722252100901	Clif Chocolate Chip 2.4oz	Meal Replacement	\$33.3M	-18.5%
3	0722252161091	Clif White Chocolate Macadamia 2.4oz	Meal Replacement	\$30.0M	-16.6%
2	0602652176511	Kind Dark Chocolate and Sea Salt 1.4oz	Meal Replacement	\$27.0M	-4.1%
2	0602652170301	Kind Nuts and Spices Caramel 1.4oz	Meal Replacement	\$18.5M	-5.6%
2	0888849000001	Quest Cookies and Cream 2.12oz	Meal Replacement	\$20.3M	-24.1%
2	0888849005951	Quest Birthday Cake 2.12oz	Meal Replacement	\$12.6M	-5.4%





## US Endorsed Suppliers List 2020



Supplier	Product	Phone	Website
Best Western Studio Design		800.528.3601 option 4	
Anheuser-Busch	Beer	800-342-5283	<a href="http://www.anheuser-busch.com">www.anheuser-busch.com</a>
Body Fit	Snacks	800-361-4028	
General Mills	Snacks		<a href="https://www.generalmills.com/resources/rebates">https://www.generalmills.com/resources/rebates</a>
Hubert	PPE	800-543-7344	<a href="http://www.hubert.com">www.hubert.com</a>
Jackson Family Wines	Wines	949-322-5436	<a href="http://jfwthekey.com">jfwthekey.com</a>
Just "N" Case	Prestocked Program	866.636.8225	<a href="http://www.jnc-ess.com">www.jnc-ess.com</a>
Kellogs			<a href="http://www.kelloggsawayfromhome.com">www.kelloggsawayfromhome.com</a>
MillerCoors	Beer	800-MILLER6	<a href="http://www.millercoors.com">www.millercoors.com</a>
Pepsico	Beverages/Food & Snack items		
PTL Enterprises	Prestocked Program	901.290.0220	<a href="http://www.ptlusa.com">www.ptlusa.com</a>
Sweets from the Earth	Healthy snack options	647-436-2004	<a href="http://www.sweetsfromtheearth.com">www.sweetsfromtheearth.com</a>
Sysco Foods/Source 1	Beverages/Food & Snack items		<a href="http://www.sysco.com">www.sysco.com</a>
Tradavo	Prestocked Program	888-205-5920 opt.1	<a href="http://www.tradavo.com/bestwestern">www.tradavo.com/bestwestern</a>
Trincherro Family Estates	Wines & Spirits	267-994-9150	<a href="http://www.tfewines.com">www.tfewines.com</a>
US Food	Beverages/Food & Snack items	864-898-2999	<a href="http://www.usfoodservice.com">www.usfoodservice.com</a>
USA Today	Newspaper	800-628-6180	<a href="http://www.usatoday.com">www.usatoday.com</a>
Vistar	Prestocked Program	800-880-9900	<a href="http://www.vistar.com">www.vistar.com</a>
Wall Street Journal	Newspaper	630-881-3668	<a href="http://www.wsj.com">www.wsj.com</a>

# US Distributors

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A-1 Textiles	1-800-351-1819	<a href="mailto:bw@a1textiles.com">bw@a1textiles.com</a>
American Hotel Register	1-800-323-5686	<a href="http://www.americanhotel.com">www.americanhotel.com</a>
AMTEX	1-800-650-3360 x114	<a href="http://www.myamtex.com">www.myamtex.com</a>
AVM Enterprises, Inc.	1-800-218-3995	<a href="http://www.goavm.com">www.goavm.com</a>
DFW Motel Supply & Textiles	1-951-788-0000	<a href="http://www.gowithdfw.com">www.gowithdfw.com</a>
Guest Supply	1-800-772-7676	<a href="http://www.guestsupply.com">www.guestsupply.com</a>
HD Supply	1-866-455-4801	<a href="http://www.hdsupplysolutions.com">www.hdsupplysolutions.com</a>
Home Depot Pro	1-866-412-6726	<a href="http://www.supplyworks.com">www.supplyworks.com</a>

# Canadian Distributors

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Canadian Hotel Supply	1-800-950-9970	<a href="mailto:Ygomez@americanhotel.com">Ygomez@americanhotel.com</a>
Guest Supply Canada	1-866-483-7822	<a href="mailto:canada.orders@guestsupply.com">canada.orders@guestsupply.com</a>
HD Supply Canada	1-800-782-0557	<a href="mailto:hdsorders@hdsupply.com">hdsorders@hdsupply.com</a>
Van Houtte	1-800-361-5628	<a href="http://www.vanhoutte.com">www.vanhoutte.com</a>
Veritiv	1 800 877 1750	<a href="mailto:nat_orders@veritivcorp.com">nat_orders@veritivcorp.com</a>

# ALTERNATIVE PACKAGING DISTRIBUTION LIST

## ALABAMA

### MONTGOMERY

836 Lagoon Commercial Boulevard  
Montgomery, AL 36117  
Office: 334.394.3310

## ALASKA

### ANCHORAGE

6307 Arctic Spur Road  
Anchorage, AK 99518  
Local Phone: (907) 563-3030  
Toll Free: (800) 478-3031  
AKinfo@youngsmarket.com

## ARIZONA

### PHOENIX

402 S. 54th Place  
Phoenix, AZ 85034  
Local Phone: (602) 233-1900  
Toll Free: (800) 352-3247  
AZinfo@youngsmarket.com

## CALIFORNIA

### TUSTIN

14402 Franklin Avenue  
Tustin, CA 92780  
Local Phone: (714) 368-4615  
Toll Free: (800) 317-6150  
CAinfo@youngsmarket.com

### PLEASANTON

5100 Franklin Drive  
Pleasanton, CA 94588  
Local Phone: (510) 475-2250  
Toll Free: (800) 477-4257

### LOS ANGELES

500 South Central Avenue  
Los Angeles, CA 90013  
Local Phone: (213) 629-5571  
Toll Free: (800) 627-2777

## COLORADO

### DENVER

8000 Southpark Terrace  
Littleton, CO 80120  
Office: 303.734.2400  
Customer Service: 303.734.2600

## FLORIDA

### JACKSONVILLE

9423 North Main Street  
Jacksonville, FL 32218  
Office: 904.714.7200

## FLORIDA

### DEERFIELD BEACH

441 SW 12th Avenue  
Deerfield Beach, FL 33442  
Office: 954.421.9990  
Customer Service: 800.544.7412

### TAMPA

4901 Savarese Circle North  
Tampa, FL 33634  
Office: 813.885.3200

### PENSACOLA

6256 North W Street  
Pensacola, FL 32505  
Office: 850.476.1118

## GEORGIA

### ATLANTA

One National Drive SW  
Atlanta, GA 30336  
Office: 404.696.9440  
Customer Service: 800.528.0687

### SAVANNAH

1414 Mills B. Lane Boulevard  
Savannah, GA 31405  
Office: 912.233.2201

## HAWAII

### OAHU

94-501 Kau Street  
Waipahu, HI 96797  
Local Phone: (808) 676-6111  
Toll Free: (800) 728-2570  
HIinfo@youngsmarket.com

### BIG ISLAND

73-4854 Kanalani Street  
Kailua-Kona, HI 96740  
Local Phone: (808) 326-2768  
Toll Free: (800) 329-9421

### KAUAI

3071 Aukele Street  
Lihue, HI 96766  
Local Phone: (808) 245-4735  
Fax: (808) 245-1748

### MAUI

800 Kolu Street  
Wailuku, HI 96793  
Local Phone: (808) 244-1448  
Fax: (808) 244-1172

## IDAHO

### BOISE

7293 West Airway Court, Suite C  
Boise, ID 83709  
Local Phone: 1-208-345-4600  
IDinfo@youngsmarket.com

## INDIANA

### INDIANAPOLIS

700 West Morris Street  
Indianapolis, IN 46225  
Office: 317.636.6092  
Customer Service: 800.562.7359

## KENTUCKY

### LOUISVILLE

2300 Stanley Gault Parkway  
Louisville, KY 40223  
Office: 502.254.8600

## LOUISIANA

### LAFAYETTE

210 Distribution Drive  
Lafayette, LA 70507  
Office: 337.593.7801  
Customer Service: 337.593.7822

### NEW ORLEANS

809 Jefferson Highway  
New Orleans, LA 70121  
Office: 504.837.1500  
Customer Service: 504.849.6000

## MARYLAND

### JESSUP

8201 Stayton Drive  
Jessup, MD 20794  
Office: 410.724.3300  
Customer Service: 800.492.5577

## MICHIGAN

### BROWNSTOWN

17550 Allen Road  
Brownstown, MI 48193  
Office: 734.324.3000  
Customer Service: 888.697.6424

## MISSISSIPPI

### MADISON

104 Lone Wolf Drive  
Madison, MS 39110  
Office: 601.859.9000

## MONTANA

For general inquiries, please contact:  
MTinfo@youngsmarket.com

## NEBRASKA

### LAVISTA

8648 South 117th Street  
LaVista, NE 68128  
Office: 402.339.9100

## NEW MEXICO

### ALBUQUERQUE

5920 Office Boulevard NE  
Albuquerque, NM 87109  
Office: 505.345.4492

## NORTH CAROLINA

### CHARLOTTE

6701-H North Park Boulevard  
Charlotte, NC 28216  
Office: 704.598.9992

## NORTH DAKOTA

### FARGO

1406 47th Street N  
Fargo, ND 58102  
Office: 701.282.0985

## OHIO

### CINCINNATI

4460 Lake Forest Drive, Suite 238  
Cincinnati, OH 45242  
Office: 513.769.5811

## OKLAHOMA

### OKLAHOMA CITY

605 North Tulsa Avenue  
Oklahoma City, OK 73107  
Office: 405.947.8050  
Customer Service: 405.702.4500

## OREGON

### PORTLAND

16913 NE Cameron Blvd., Ste. 1  
Portland, OR 97230  
Wine Customer Service:  
877-426-3565  
Spirits Customer Service:  
971-350-7017  
ORinfo@youngsmarket.com

## SOUTH CAROLINA

### COLUMBIA

410 Foster Brothers Drive  
West Columbia, SC 29172  
Office: 803.739.0188  
Customer Service: 803.739.0188

## SOUTH DAKOTA

### SIOUX FALLS

4101 N. Potsdam Avenue  
Sioux Falls, SD 57104  
Office: 605.336.3320

## TEXAS

### CORPUS CHRISTI

434 45th Street  
Corpus Christi, TX 78405  
Office: 361.882.4273  
Customer Service: 361.882.4273

### SAN ANTONIO

6511 Tri-County Parkway  
Schertz, TX 78154  
Office: 210.230.7292  
Customer Service: 210.230.7292

### AUSTIN

2101 E. St. Elmo Road  
Bldg 2 Suite 200,  
Austin, TX 78744  
Office: 512.834.9742  
Customer Service: 210.230.7292

### HOUSTON

8045 Northcourt Road  
Houston, TX 77040  
Office: 832.782.1000  
Customer Service: 832.782.1997

### DALLAS / FT. WORTH

1010 Isuzu Parkway  
Grand Prairie, TX 75050  
Office: 972.595.6100  
Customer Service: 800.486.9374

### LUBBOCK

507 Lubbock Business Park Boulevard  
Lubbock, TX 79403  
Office: 806.686.6409  
Customer Service: 800.486.9374

### EL PASO

35 Celerity Wagon Street  
El Paso, TX 79906  
Office: 915.778.6371

## UTAH

### SALT LAKE CITY

2180 S 1300 East, Suite 500  
Salt Lake City, UT 84106  
Local Phone: (801) 886-0096  
UTinfo@youngsmarket.com

## VIRGINIA

### ASHLAND

14038 Washington Highway  
Ashland, VA 23005  
Office: 804.226.4362  
Customer Service: 804.652.2253

## WASHINGTON

### AUBURN

6408 287th Street  
Auburn, WA 98001  
Local Phone: (253) 802-7400  
WAinfo@youngsmarket.com

## WASHINGTON

### SPOKANE

3808 North Sullivan Road, Suite 2A  
Spokane, WA 99216  
Local Phone: (509) 893-4465

## WASHINGTON, DC

### WASHINGTON, DC

4235 Sheriff Road NE  
Washington, DC 20019  
Office: 202.388.8400  
Customer Service: 410.724.3310

## WEST VIRGINIA

### DUNBAR

1426 Ohio Avenue  
Dunbar, WV 25064  
Office: 304.766.8888

## WYOMING

**For general inquiries, please contact:  
WYinfo@youngsmarket.com**