

CHAIRMANS FOODS



NEWSLETTER



CONGRATS TO EVERYONE INVOLVED IN SERVING OUR NEW CUSTOMER!



We are thrilled to welcome Culver's as our valued new customer - we are producing their Wisconsin Cheese Sauce.



Rodney Crumley and **Robert Dement** in the cook room finishing a Culver's run.



There is a long list of people who deserve kudos for their work on Culver's on the Sales Team, R&D Team, Supply Chain Team, Nashville Production and Quality Team, and Customer Service / Logistics Team. Great job to everyone on their continued efforts!

The Culver's opportunity is a great example of our **VISION: We will drive exponential growth while strengthening our relationships with customers and each other.**

We all need to remember that without the customer we don't exist as a company! It is so important that we service and take care of our customers and treat them and each other the way we would want to be treated.

-- Dan Quirk, VP of Sales

WAY TO GO!!

June Notes:



Atlanta RTE (Ready-to-eat) line has increased production every week for the last 5 weeks!



Columbus ran 875,000 pounds of Alfredo sauce in May and 3.8 Million pounds of product overall.



Nashville has made 3.3 Million pounds of Costco Enchilada Kits so far this year.



TRIVIA!

GUESS & ENTER TO WIN

How many states (including territories) do we serve?

Send your guess to HR@chairmansfoods.com for a chance to win a prize!



May's answer:

We use 178 different recipes.

Congrats to Lancer Tisdale, inventory dept. (above with Shannon Iannotta) who won a Home Depot gift card!

GET TO KNOW BRAD MEADOWS, CO-FOUNDER BD&K FOODS

How Did BD&K Get Started?

BD&K (now the Columbus location) started as a commercial kitchen formed to produce vegetables for a small restaurant me (the B) and my friends Kevin (the K) and David (the D) were franchising. Our first customer as a third party supplier was the Alabama National Guard and it grew from there.

What Were Those Early Days Like?

While we were moving to supplier side, we did everything we could to generate income and stay afloat, such as providing a catering service to 4-5 fraternities.

How Have Things Changed?

Our first order as manufacturers was for a total quantity of 5,000 lbs (4 SKUs). From date of receipt, that order took 17 days to produce (not including shipping!). Now, Columbus can produce and package 5,000 lbs within 2 hrs. By the way, that order was rejected because the corrugate failed!

What Is Your Best Advice for the Chairmans Foods Team?

Your strongest characteristic is **perseverance**. Too many people give up six months before they are successful. You can have all the education in the world and not succeed without perseverance. If it's what's you want, don't give up. Some people told us we should quit but I am so glad we didn't.



BD&K Founders (L-R) David Smith, Brad Meadows & Kevin Jordan