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### SafeSourcing e-Newsletter

Have comments, questions, or suggestions about the SafeSourcing e-Newsletter? Let us know what you think by emailing us at the following address. We look forward to hearing from you!

[events@safesourcing.com](mailto:events@safesourcing.com)

#### Trivia!

What does NSF Certification mean?

[www.safesourcing.com](http://www.safesourcing.com)

## Industry News

### Retailers Branching Out in Different Markets

#### Specialty Retailers Outperform Niche Stores

The retail apocalypse of well-known chains such as Sports Authority, Payless Shoes, and recently, Toys R Us has been predicted by experts for a long time. In the wake of the toy giant's collapse, specialty retailing has occurred where stores focus on smaller, niche categories has risen. In order to capitalize on this new trend, investors have had to shift from large capitalization stocks to midcaps...where specialty retailers reside. "Since March 15, the day Toys R Us announced it was going out of business, the S&P 500 Specialty Retail Index has more than doubled the return of the S&P 500 Internet and Catalog Retail index." Almost all of the S&P 500 Retailing Index has reported about a 70% quarterly growth. Retailers are becoming much more creative and much better at helping their clients.

Investors can buy midcap index funds without fully diving into retail. "For example, two-thirds of the companies in the specialty retail index appear in the..."

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### Recent Savings

#### Advertising

Savings were over 20% of total spend. ■

#### Can Liners

Savings were over 27% of total spend. ■

\*Please [contact SafeSourcing](#) to schedule your RISK FREE event today.

## Specialty Retailers....cont'd

the \$23 billion Vanguard Mid-Cap fund, which is the second-largest exchange traded fund focusing on midcap companies. It tracks the CRSP US Mid-Cap Index, which targets companies that fall between the top 70-85% of investable market capitalization, according to the Center for Research in Security Prices website." Specialty retailers, however, most likely will not beat their internet rivals longterm. ■

*Bloomberg News, 8/11/2018*

## It's Gold Medal Time for Aldi's Scotch

The German chain, Aldi, is a no-frills grocery chain that is known for high-quality house brands at bargain prices. Aldi is expanding rapidly in the US. In a British publication called, *The Spirits of Business*, Aldi is getting a lot of attention in the 2018 Scotch Whiskey Masters competition. "In the category of age-statement blends, Aldi's Highland Black 8-year-Old Scotch, with hints of heather, strawberry leaf and lemon oil, was one of three products to earn a gold medal. Available in Aldi stores in the United Kingdom, it sells for the British equivalent of \$17.32." Aldi's Glen Marnich Islay single Malt also racked up a gold medal. It is priced at \$23.32 per bottle. Unfortunately, the Scotch is not available in the US as many grocery stores are not legally allowed to sell liquor. ■

*Nathan Borney, USA Today, 6/14/2018*

### QUESTIONS AND ANSWERS

**Q:** How can I subscribe or unsubscribe to these newsletters?

**A:** You can subscribe or unsubscribe to these free newsletters by simply going to our [website](#), and clicking the option "e-Newsletter" or by contacting us directly at [events@safesourcing.com](mailto:events@safesourcing.com)

**Q:** I have run events in the past, is there any chance I could be saving more?

**A:** Yes. No matter when your past event ran, the team at SafeSourcing can find ways for your company to save.

**Q:** I want to know more about what SafeSourcing does. Who can I talk to about this?

**A:** You can contact a customer services representative by calling us at 1-888-261-9070 or by going to our [website](#) and trying our "Risk Free Trial" offer.

## Online Retailer Preps for IPO

The Los Angeles online based clothing company, Revolve, will be offering public stock in late 2018. The retailer offers designer brands through its website. Revolve met with bankers last week to underwrite the company's IPO. It is estimated the deal to be valued in excess of \$1 billion. "Should it move forward with an IPO this year, Revolve could seek to capitalize on investor's excitement over another online retailer, Stitch Fix, which in its brief life as a public company so far has debunked worries over whether online retailers can successfully compete against Amazon.com Inc." Stitch Fix made their debut in November 2017, and is trading at 65% of its \$15 IPO price. Social media plays a large part in getting out the word on fashion, beauty, as well as luxury brands to Internet followers. According to Dealogic, IPO activity has really ramped up this past year with 88 deals and rising more than \$29 billion. ■

*Maureen Farrell, WSJ, 6/13/2018*

### Trivia! From June 2018 Issue

What does Manufacturing Process mean?

Manufacturing processes are the steps through which raw materials are changed into a final product. The manufacturing process starts with the making of the materials from which the design is made. These materials are then tailored through manufacturing processes to become the vital part. Manufacturing processes could include treating (such as heat treating or coating), machining, or redesigning the materials. In addition, the manufacturing process would include tests and checks for quality assurance throughout the manufacturing and planning the production process.

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