



INSIGHTS
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TASTEFUL — HOLIDAY PIES MADE EASY — TRADITIONS

Sara Lee's holiday pie program is field-proven. For over a decade it has brightened the bottom lines of institutional food service operations, with only one limitation: because in a number of programs the pies were baked-off at the unit, it required more culinary talent, staff time and oven space than many accounts had readily available.

Tasteful Traditions changes that. In classic holiday spirit, it's a pie program that *everyone* can feel good about:



Customers will love the:

- convenience of getting a traditional holiday pie right from their café
 - selection of traditional, fresh-fruit fillings to choose from, and
 - praise they'll get sharing it with family and friends.

You will enjoy incremental sales and profitability from a program that's easier than ever to run, because all pies are delivered to the unit pre-baked!

- Choose your pies from a mouth-watering selection
- Customers pre-order, pre-pay and choose their pick-up time slot
- Offer a convenient way for clients and customers to buy holiday pies
 - Draw new customers to the café
 - Drive incremental sales and profitability
- Establish an on-going holiday tradition that clients and customers will look forward to
 - Build loyalty and add value to the client/contractor relationship
 - Celebrate the holiday season with clients and customers





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Easy as pie. No matter how you slice it.

Tasteful Traditions takes a proven recipe for success and makes it easy as pie for *any* operation.

1.

Choose your pies from a mouth-watering selection. You can offer three or four traditional holiday favorites, or dazzle your customers with a dozen varieties!

2.

All pies are delivered pre-baked, frozen and overwrapped, 8 per case.

Different varieties are offered unsliced or pre-sliced

3.

Spread the word throughout the facility

4.

Offer samples and order forms in the café

5.

Customers pre-order and choose their pick-up time slot

6.

Offer customers the option to pick up ready-to-serve or frozen

7.

Repack in Kraft boxes

Offer these attractive pies to customers "ready-to-serve" (thawed) or frozen. If practical, give them the choice. Thawing the pies in advance is a convenience for your customer and a thawed pie has an improved appearance over its frozen counterpart. A refrigerated pie has a 4-day shelf-life, a pie kept at room temperature has a 2-day shelf-life.

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Higher standards

Clean ingredient statements and local sourcing are important, and our buyers, bakers and quality control work hard to make that a reality. We're proud to regionally source many premium ingredients, from crunchy Georgia pecans to crisp Michigan apples, to rich, creamy butter from Nebraska and Wisconsin.

Fresh-picked fruit, naturally sweetened. No artificial colors, no artificial flavors, no trans-fats. It adds up to genuine goodness your customers can taste and quality that everyone can trust.







TO THAW AT THE UNIT:

- Remove the overwrap and place the pies on sheet pans on speed racks to thaw. (Room temperature 3 4 hours or refrigerated 8-10 hours.)
 - The thawed pies can then be overwrapped and placed into Kraft-colored boxes tied with brown and white bakers' twine, ready for customer pick up.

FOR FROZEN PICK-UP BY CUSTOMER:

- Leave the pies in the over-wrap and repackage the frozen pie in Kraft-colored pie boxes.
- Customers will follow thawing instructions on the Pick-Up Form when they arrive home.

Features & Benefits

- Pre-baked to reduce prep time, save labor, ensure consistency and eliminate the potential waste from over-baking.
 - Naturally sweetened, with no artificial colors, no artificial flavors and no trans-fats.
 - Shrink wrapped to maintain moisture and protect crust from breakage and freezer burn.
 - Kosher KVH-D



Product

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PRE-BAKED/UNSLICED TRADITIONAL PIES



These beautiful pies make the perfect traditional centerpiece for the holiday dessert table.

SKU

Description



#07127





APPLE PRE-BAKED FULL CRUST PIE	07129	Made with orchard grown Ida, Spy, Jonathan, and Golden Delicious Apple varietals. Apples are the #1 ingredient with no artificial flavors, colors, or preservatives for a clean, natural flavor.
CHERRY PRE-BAKED LATTICE CRUST PIE	07127	Cherry pie with the traditional openweave top crust. Tart Montmorency cherries are the number one ingredient with no artificial flavors, colors, or preservatives.
PUMPKIN PRE-BAKED PIE	09281	Made with Dickenson pumpkin for that classic pumpkin pie flavor with whole eggs, milk, nutmeg and ginger.
SOUTHERN PECAN PRE-BAKED PIE	09273	Naturally sweet filling topped wall-to-wall with delicious Fancy Grade pecan halves and quarters for a premium appearance.
SWEET POTATO PRE-BAKED PIE	09267	Filled with tender sweet potatoes, cinnamon and a hint of nutmeg for balanced flavor true to the Southern tradition.





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PRE-BAKED/UNSLICED TRADITIONAL PIES

		SUGGESTED	SELLING PRICE	S	
Product Description	Portion Size OZ.	# Pies Per Case	Approximate Cost Per Pie \$	Suggested Selling Price (Low/Hi) \$	Gross Profit Per Pie
#07129 Apple Pre-Baked Full Crust Pie	Whole Pie	6	7.23	9.99 10.99	2.76 3.76
#07127 CHERRY PRE- BAKED LATTICE CRUST PIE	Whole Pie	6	8.59	10.99 11.99	2.40 3.40
#09281 PUMPKIN PRE- BAKED PIE	Whole Pie	6	6.21	9.99 10.99	3.78 4.78
#09273 SOUTHERN PECAN PRE-BAKED PIE	Whole Pie	6	8.23	10.99 11.99	2.76 3.76
#09267 SWEET POTATO PRE-BAKED PIE	Whole Pie	4	6.50	9.99 10.99	3.49 4.49

*Not actual pricing. Use for illustrative purposes only.















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PRE-BAKED/PRE-SLICED TRADITIONAL PIES

Product

PUMPKIN

CHERRY LATTICE

- 8 CUT

- 8 CUT



What could be easier than pre-baked pies? We thought it was a rhetorical question, but then our bakers came up with an answerpre-slice them too! It's the ultimate in convenience as well as the customer's guarantee of a perfect slice for every serving.

Description

Dickinson Pumpkin from Michigan

and Illinois blended with nutmeg and

A tender open-weave pie crust filled with

sweet, mouthwatering red tart cherries



APPLE LATTICE - 8 CUT	00879	Fresh, juicy Michigan apples piled into a golden, flaky open-weave pie crust. Ida, Spy, Jonathan, Empire, Rome and Golden Delicious apples make this pie a pure delight.

07166

00888

SKU



cinnamon for a favorite holiday treat. 00880 SWEET POTATO Tender Beauregard and Covington sweet - 8 CUT potatoes from the Carolinas perfectly complemented by sweet nutmeg.



PECAN	07165	Topped with Georgia pecan halves and
- 8 CHT		quarters for a premium appearance

from Michigan.





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PRE-BAKED/PRE-SLICED TRADITIONAL PIES

		SUGGESTED	SELLING PRICE	:s	
Product Description	Portion Size OZ.	# Pies Per Case	Approximate Cost Per Pie \$	Suggested Selling Price (Low/Hi) \$	Gross Profit Per Pie
#00879 Apple Lattice - 8 Cut	Whole Pie	6	7.38	9.99 10.99	2.61 3.61
#07166 Pumpkin - 8 Cut	Whole Pie	6	6.60	9.99 10.99	3.39 4.39
#00880 SWEET POTATO - 8 CUT	Whole Pie	6	7.15	9.99 10.99	2.84
#00888 CHERRY LATTICE - 8 CUT	Whole Pie	6	8.60	10.99 11.99	2.39
#07165 PECAN - 8 CUT	Whole Pie	4	8.84	10.99 11.99	2.15 3.15

*Not actual pricing. Use for illustrative purposes only.













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PRE-BAKED/PRE-SLICED SPECIALTY PIES



#9368



#9347



#9348

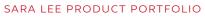






We've sweetened the offer with something special: a bonus selection of Specialty Pies.

Product	sku	Description
PUMPKIN SPICE LATTE - 8 CUT	9368	Creamy pumpkin spice goodness with a hint of coffee in every bite.
BOURBON CHOCOLATE PECAN PIE - 10 CUT	9347	A rich, gooey texture with added chocolate plus a little added warmth & flavor of bourbon.
CHOCOLATE BROWNIE PIE - 10 CUT	9348	A rich indulgent cross between a brownie & pudding pie. Lots of chocolate flavor packed into a flaky crust with a crispy top!
COCONUT MERINGUE - 10 CUT	7172	Rich coconut filling atop a sweet graham crust topped with real toasted coconut.
LEMON MERINGUE - 10 CUT	7173	Naturally zesty Eureka lemon citrus filling atop a sweet graham crust.
PEACH LATTICE - 8 CUT	7174	Sweet, juicy Freestone California and Michigan peaches in a golden, flaky open- weave crust.





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PRE-BAKED/PRE-SLICED SPECIALTY PIES

		SUGGESTE	SELLING PRICE	S	
Product Description	Portion Size OZ.	# Pies Per Case	Approximate Cost Per Pie \$	Suggested Selling Price (Low/Hi) \$	Gross Profit Per Pie
#9368 PUMPKIN SPICE LATTE - 8 CUT	Whole Pie	6	7.74	10.99 11.99	3.25 4.25
#9347 BOURBON CHOCOLATE PECAN PIE - 10 CUT	Whole Pie	6	10.18	11.99 12.99	1.81 2.81
#9348 CHOCOLATE BROWNIE PIE - 10 CUT	Whole Pie	6	8.43	10.99 11.99	2.56 3.56
#7172 COCONUT MERINGUE - 10 CUT	Whole Pie	6	7.34	9.99 10.99	2.56 3.56
#7173 LEMON MERINGUE - 10 CUT	Whole Pie	4	8.78	10.99 11.99	2.21 3.21
#7174 PEACH LATTICE - 8 CUT	Whole Pie	6	7.90	10.99 11.99	3.09 4.09

^{*}Not actual pricing. Use for illustrative purposes only.





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Attractive packaging helps sell desserts! 64% of consumers say packaging quality is very important in the decision to purchase prepared foods.

PACKAGING PERFECTION

Busier than ever, accessibility and convenience have become top priorities. To-go has become the go-to option.

Attractive bakery packaging drives impulse sales at the register, and serves as traveling billboards as customers pick up their pies and carry them through the facility.

Packaging Description	Packaging Use	Packaging Cost
KRAFT-COLORED PIE BOXES (No Window)	For Chef Pierre® 10" Pie	100/case for \$25.00 (25¢ per box)
KRAFT-COLORED WINDOWED PIE BOXES	For Chef Pierre® 10" Pie	100/case for \$25.00 (25¢ per box)
WHITE PIE BOXES (No Window)	For Chef Pierre® 10" Pie	100/case for \$25.00 (25¢ per box)
WHITE WINDOWED PIE BOXES	For Chef Pierre® 10" Pie	100/case for \$25.00 (25¢ per box)
MULTI-PURPOSE BROWN & WHITE BAKER'S TWINE SPOOL	3,400 yards per spool	\$10.00 each
BAKERY TO GO PRINTED PARCHMENT PAPER	14"x14" sheets	100/pack for \$7.00
BAKERY TO GO STICKERS	3" stickers	25/pack for \$1.25 (\$.05 per sticker)
BAKERY TO GO SQUARE BOX STICKERS	3" stickers with room to write bakery item name	25/pack for \$1.25 (\$.05 per sticker)
BAKERY TO GO TABLE TENTS		10/pack for \$5.00 (\$.50 per tent)

Having the right packaging match to the right product is critical to overall sales success. Fortunately, Sara Lee's "Bakery to Go" packaging options are available to all who participate in our Tasteful Traditions holiday pie program. The cost is minimal, and the packaging is perfect for our 10" pies.

Check out our Bakery-To-Go Website: bakeryanddessertstogo.com

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CONTRACT FOOD SERVICE COMPANIES

Contract food service companies may start as early as mid-September to identify participating market segments and units, arrange for packaging, notify their distributor and solicit advanced orders

SELF-OPERATED SYSTEMS

Self-ops and individual units should consider the following dates as a starting point as you develop your own schedule to ensure you have everything needed to run a successful holiday pie program.

SCHEDULING PICK-UP

For the optimum balance of customer convenience and staff utilization, we recommend two pick-up slots each day/shift.

For most operations, this would be toward the end of lunch (say 1:30-2:30), and at the end of the workday (e.g. 4:30-5:30).

In addition to pick-ups every day of Thanksgiving week up till the holiday, you might want to extend it to the preceding Friday for those taking off the entire week.

SEPTEMBER - Week 4:

• Large self-op systems solicit advanced orders and communicate intent to participate in the holiday pie program with their distributor

OCTOBER - Week 1:

- Pies stocked into distribution
- Download marketing collateral materials from Sara Lee/Chef Pierre

OCTOBER - Week 3:

• Order Thanksgiving pies and packaging from distributors or direct from Sara Lee/ Chef Pierre "Bakery to Go" packaging program.

OCTOBER - Week 4:

 Preordered packaging materials to units (pie boxes, brown and white bakers' twine and bakery-to-go labels)

NOVEMBER - Week 2:

- Start staff training on program details
- Launch promotion with marketing collateral, pie displays, intranet posts, retail signage and marketing desk drops.
- Pies arrive at unit

NOVEMBER - Week prior to Thanksgiving:

- Set up pie display tables, take orders (Pies are paid for in advance)
- Set up high visibility display of boxed pies near register for impulse purchases

THANKSGIVING WEEK (plus the Friday before):

• Customer pick-up in the cafe

NOVEMBER - Week after Thanksgiving:

Order winter holiday pies (Christmas/Hanukkah/Kwanzaa)

DECEMBER - Week 1:

• Launch promotion with marketing collateral, pie displays, intranet posts, retail signage and marketing desk drops.

DECEMBER - Week 2:

- Set up display tables, take orders (Pies are paid for in advance)
- Pies arrive at unit

DECEMBER (7 business days prior to Christmas thru Christmas eve):

• Customer pick-up in the cafe

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ORDER YOUR PIES

Simply click on the following link to place your order. With the expected volume please allow 4 weeks for delivery.

The sooner you place your order ... THE BETTER!

PLACE YOUR ORDER NOW

THAWING INSTRUCTIONS - PRE-BAKED PIES

PRE-BAKED - TRADITIONAL FRUIT - FULL CRUST - WHOLE PIES

• Remove FROZEN traditional fruit full crust pies pie from overwrap. Thaw whole pie in pan covered at room temperature for 5 hours or in the refrigerator for 8-10 hours or overnight.

PRE-BAKED - LATTICE CRUST FRUIT - WHOLE PIES

- Remove pies from shipping case. Keep pies in carton.
- Thaw lattice crust pies in individual carton: at room temperature (65° 70°F): about 5 hours

PRE-BAKED - PUMPKIN - WHOLE PIES

• Remove FROZEN pumpkin pie from overwrap. Thaw whole pie in pan covered in the refrigerator for 8-10 hours or overnight.

THAWING INSTRUCTIONS - PRE-BAKED & PRE-SLICED WHOLE PIES

 Remove FROZEN pie from overwrap. Thaw whole pie in pan covered at room temperature for 3- 4 hours or in the refrigerator for 8-10 hours or overnight.

FOOD SAFETY & QUALITY CONTROL

Always follow HACCP guidelines for cooking, holding and reheating temps.



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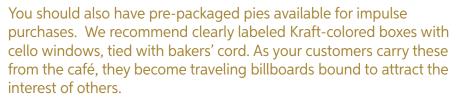
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PIE DISPLAY TABLE: We also recommend setting up a display table to showcase Tasteful Traditions holiday pies at the café entrance or in close proximity to the cashier.

At Thanksgiving, give the display table a fall theme. Use risers to display whole pies at different heights. Place order forms on the table for customer convenience.





In December for Christmas, Hanukkah and Kwanzaa, your display table should have a festive holiday season flair. Keep it generic in style and pie-centric.







> MARKETING

GETTING YOUR ADS IN GEAR

PROMOTING OUTSIDE OF THE CAFE

The strong drawing power of this holiday pie program makes it an ideal vehicle for attracting non- and infrequent customers to the café. Identify and consider all of the available media options to get the message out far and wide:

Order your holiday pie in the café today!

These media might include:

Digital Messaging

Ask the communications or HR department to include this in the message cycle of monitors around the facility.

(Tasteful Traditions logo) Holiday pies made easy. Order yours in the café today!

Department Bulletin Boards

Print 8.5" x 11" copies of the POS. With the permission of the client/administration, post these on department bulletin boards, in lobbies, and at other high traffic points around the facility. Also consider coordinating with the mailroom for desk drops.

Newsletters

Check with your facility's communications department to see if there are newsletters and other wide-reaching communiqués that you could use to spread the word.

(Tasteful Traditions logo) Holiday pies made easy. Order yours in the café today!

CAFÉ INTRANET SITE

The home page of your café web site should trumpet the news: Order your holiday pie in the café today!

If your web site is transactional, set up a section to showcase your pies and take orders.



DOWNLOAD JPG

Download the Tasteful Traditions logo as a stand-alone (JPG) graphic and use it on both in-house marketing materials and promoting outside the café.

SALES CONTEST

Contract food service companies and other large organizations should consider a sales contest to top off this popular program. Offer a gift card or widely appealing incentive (usually in the \$150-\$300 range) and challenge unit managers to shoot for the top sales. The pie's the limit!

...AND THEY'LL WANT TO COME BACK FOR MORE

A look ahead to next Fourth of July

"As American As Apple Pie" is a phrase symbolic of American pride. And Independence Day-in the heart of summer picnic season-is a golden opportunity for another pie promotion. Enjoy your holiday pie program, and count on Sara Lee to bring a fresh pie promotion to your summer menu!





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CUSTOMER FORMS FOR ORDERING AND PICK-UP

CUSTOMER ORDER FORMS

- Edit your form, adding the pies you are offering along with the prices. For convenience, there is a list of all pies to copy and paste into the editable fields on the form on page 1 of the Customer Order From PDF.
- Print and place them on the pie display table for customer convenience.

TAST HOLIDAY PI TRAD	reful es made easy ITIONS Pick-Up	Form	u
NAME:	PICK-UP DAT	E:	
PHONE:	:	Оам	РМ
PIE CHOICE/DESCRIPTION	QUANTITY	PRICE PER	TOTAL
Add your pie selection		0.00	
Add your pie selection		0.00	
Add your pie selection		0.00	
Add your pie selection		0.00	
Add your pie selection		0.00	
Add your pie selection		0.00	
		SUBTOTAL	
		TAX (if applicable)	0.00%
		TOTAL	

CUSTOMER PICK-UP FORMS

- Make copies of these as needed. Included is nutritional, ingredient and handling information. There is a separate form for each flavor pie.
- Simply tape this form (with a small piece of tape) to the outside of the pie box when readying your pies for customer distribution.
- These will help you label your pies for easy pre-order distribution and flavor identification.





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PRINT MARKETING

FLYER (8.5" X 11")

Print color copies to post at display table, the café entrance, and high traffic areas around the facility.

DOWNLOAD FLYER PDF



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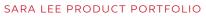
PRINT MARKETING

FLYER (8.5" X 11")

Print color copies to post at display table, the café entrance, and high traffic areas around the facility for customer pick-up.

DOWNLOAD FLYER PDF

TASTEFUL TRADITIONS OPERATORS GUIDE



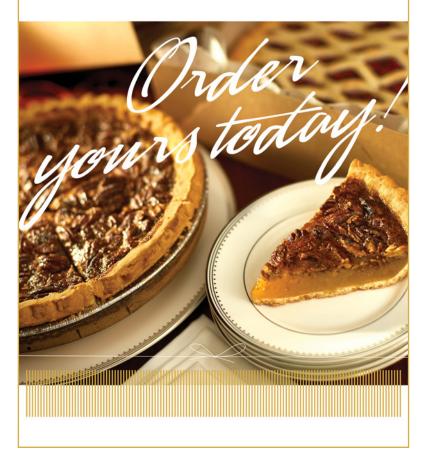


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POSTER (24"W X 36"H)

Displayed at the café entrance or point of service, posters make powerful marketing media. They are attractive, attention-grabbing, and can be customprinted easily and economically at Office Depot and other office supply retailers.

HOW TO ORDER:

It's easy to order online and pick up at a convenient office supply retailer.



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DIGITAL MARKETING

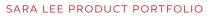
Use these jpgs to spread the word through electronic media.



MONITORS

Send this jpg to your client or the communications department to get it into the message cycle on monitors around the facility.

DOWNLOAD MONITOR JPG





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TAST TRAD	TEFUL S MADE EASY TIONS Pick-Up For	m
NAME:	PICK-UP DATE:	
PHONE:	: OA	м Орм
PIE CHOICE/DESCRIPTION	QUANTITY PRICE PE	R TOTAL
Add your pie selection	0.00	
Add your pie selection	0.00	
Add your pie selection	0.00	
Add your pie selection	0.00	
Add your pie selection	0.00	
Add your pie selection	0.00	
	SUBTOTA	AL.
	TAX	0.00%

PRINT MARKETING

CUSTOMER ORDER FORM (8.5" X 11")

After editing with your selection of pies and prices, print copies to post at display table, the café entrance, and high traffic areas around the facility.

DOWNLOAD EDITABLE ORDER FORM PDF





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PRE-BAKED/UNSLICED TRADITIONAL PIES











PRINT MARKETING

CUSTOMER PICK-UP FORMS (8.5" X 11")

Print copies to match your orders, adding the customer information and pick-up time requested, tape this form (with a small piece of tape) to the outside of the pie box when readying your pies for customer distribution. These will help you label your pies for easy pre-order distribution and flavor identification.

DOWNLOAD PICK-UP FORMS (5 PDFS)





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PRINT MARKETING

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PRE-BAKED/PRE-SLICED SPECIALTY PIES













PRINT MARKETING

CUSTOMER PICK-UP FORMS (8.5" X 11")

Print copies to match your orders, adding the customer information and pick-up time requested, tape this form (with a small piece of tape) to the outside of the pie box when readying your pies for customer distribution. These will help you label your pies for easy pre-order distribution and flavor identification.

DOWNLOAD PICK-UP FORMS (6 PDFS)