

New Vendor Application



Please provide the following information to the best of your ability. Please print clearly.

Company Info.

Company Name _____

City _____ State _____ Zip _____

Distance from Ellwood Thompson's (miles as the crow flies) _____

Company Phone: _____

Company Website (if available) _____

Do you have business insurance? Yes No *If yes, please include a copy of your insurance deck page with this document.*

Terms Requesting _____

Primary Contact Info.

Contact Name (printed) _____

Contact E-Mail (if available) _____

Contact Phone: _____

Signature _____ Date _____

STORE USE ONLY

Department _____

Account Number _____

Notes (if any) _____

Department Manager's Name (please print) _____

Department Manager's Signature _____

Buying Procedure & Product Standards



Our Mission:

Feeding the soul of our community.

Our Business Philosophy:

The success of our market is determined by customer satisfaction, staff happiness and local community support. We intend to grow our business by offering quality products at fair prices with exceptional customer service.

Products that make it through our doors and onto our shelves have gone through a four-step process, ensuring that they meet our quality standards. This selection process is maintained by our Purchasing Director and the operations committee, to ensure each step of the process.

Our Four-Step Buying Process

- 1. Source of the product:** We review where the product comes from, how it was produced or grown, and the reputation and values of the company.
- 2. Clean Ingredients:** Our list of banned ingredients has more than 100 items. The list includes ingredients such as high fructose corn syrup, parabens, nitrates, artificial flavors and colorings, growth hormones and more. An up-to-date list of banned ingredients can be found on our website.
- 3. Does it meet the department standards?** If the item makes it through the ingredients checklist, it now has to meet the specific standards for the department it will be sold in. Those standards are listed in this packet.
- 4. Would we take it home?** We won't carry a product that we wouldn't take home ourselves. Flavor, aroma, freshness - these all come into play when making product decisions. Our tasting process involves our buyers and staff, and must meet the approval of multiple employees before we'll make our final decision.

Going Beyond Industry Standards

Thanks to hard working team members, ingredients like high fructose corn syrup were added to our banned list before they showed up under the national spotlight. Our standards are constantly monitored, keeping them up to date and "beyond" industry standards. Our team leaders follow the latest trends, news, and food related topics to stay up to date on these important issues. We closely monitor food safety issues and recalls, posting up-to-the-minute information on our website and social media.

Our Commitment to Non-GMO Products and Labeling

Since 2010, Ellwood Thompson's has avoided products with GMOs at all cost. It is our commitment to our community that we will not bring in any new products that contain GMOs. We work to help local vendors source raw ingredients that do not contain GMOs, and are of the highest quality. It is our shared belief that everyone deserves an informed choice about what they are consuming.

As part of this commitment to our customers, we require all new vendors to either include "Non-GMO" on their packaging, or submit a formal letter/email indicating that all ingredients are non-GMO,

View our complete list of banned ingredients at ellwoodthompsons.com/our-purpose/banned-ingredients

Department Standards

Meat and poultry must meet and pass a strict criteria before it is sold in our stores. When sourcing from local farmers and ranchers, we expect high standards in terms of cleanliness, animal health and well-being, sustainability, and animal diet.

In order to be considered for retail, our meat and poultry should meet the following standards:

- Are never given any growth hormones or antibiotics.
- Are always fed 100% vegetarian diets with no animal by-products.
- Animals are raised and handled with minimal stress.
- Poultry is never de-beaked.
- Animals are not fed any genetically modified feed.
- Are raised and treated as humanely & compassionately as possible.
- Are never subject to nitrates/nitrites or irradiation.
- Are always at their highest quality and freshness.

Farmer Relationships

We aim to establishing strong relationships with our farmers and ranchers to ensure that he/she knows exactly what our expectations are throughout the entire process. This relationship allows us to visit the farms, see the land, meet the animals and understand the animals' life cycle. In return, strong farmer relationships give us selling points to our customers. When we can easily talk about a farm that we've visited, that product gains greater value.

Room to Roam

One of the most important factors we consider when purchasing is that the animal, *at a minimum*, has access to the outdoors (free-range). But it doesn't stop here. We actively seek farmers and ranchers that go far beyond just free-range. Farming practices such as free-roaming and pasture-raised animals allow animals much more freedom to the outdoors. With these methods, animals can come and leave their shelter as they please and enjoy the benefits of natural movement.

Local First

Our goal is to offer the largest, freshest and cleanest selection of locally raised meat and poultry in the area. Our commitment to local starts with a strict, 100-mile radius, which encompasses small family farmers dedicated to sustainable farming and agriculture. Anything outside of this 100-mile radius, but less than 300, is labeled as "Regional."

Farm Animal Welfare Council

As part of a commitment to healthy and responsibly raised meat and poultry, we believe that an animal's welfare, whether on farm, in transit, at market or at a place of slaughter should be considered in terms of 'five freedoms'. These freedoms define ideal states rather than standards for acceptable welfare. They form a logical and comprehensive framework



for analysis of welfare within any system together with the steps and compromises necessary to safeguard and improve welfare within the proper constraints of an effective livestock industry.

The 5 Freedoms of Animal Welfare:

- 1. Freedom From Hunger and Thirst** by ready access to fresh water and a diet to maintain full health and vigor.
- 2. Freedom From Discomfort** by providing an appropriate environment including shelter and a comfortable resting area.
- 3. Freedom From Pain, Injury or Disease** by prevention or rapid diagnosis and treatment.
- 4. Freedom to Express Normal Behavior** by providing sufficient space, proper facilities and company of the animal's own kind.
- 5. Freedom From Fear and Distress** by ensuring conditions and treatment which avoid mental suffering.

Meat & Poultry

Transparency Agreement



At Ellwood Thompson's we care about the entire cycle of raising livestock. From the health of the farmland down to the animal's diet, we look for farmers and ranchers who engage in ethical and sustainable practices. Please take a few minutes to answer the following questions, just so we can get better acquainted with your farm. This agreement is for transparency and communication purposes only. **It is not a legal document.**

Name of Farm/Ranch/Company _____

Name(s) of Primary Owner(s) _____

Approx. acreage of farm (total) _____ Approx. acreage of land in use (farmed) _____

What forms of livestock do you raise for commercial sale? Please check all that apply.

- | | | |
|-------------------------------|-------------------------------|-----------------------------------|
| <input type="radio"/> Beef | <input type="radio"/> Duck | <input type="radio"/> Buffalo |
| <input type="radio"/> Chicken | <input type="radio"/> Lamb | <input type="radio"/> Bison |
| <input type="radio"/> Turkey | <input type="radio"/> Goat | <input type="radio"/> Other _____ |
| <input type="radio"/> Pork | <input type="radio"/> Ostrich | _____ |

Are you certified by any of the following organizations? Please check all that apply.



USDA
Certified
Organic



Predator
Friendly



Certified
Humane



American Livestock
Heritage Breeds
Conservatory



Virginia's
Finest

Livestock Farmers:

Are your animals allowed pasture grazing? Yes No If you answered Yes, how often? _____

Do you use any added hormones in your feed? Yes No

Do you use any added steroids in your feed? Yes No

Do you use any antibiotics? Yes No

Is your livestock finished with Grass/Hay, or Grain Feed

If your livestock is finished with grain feed, are you aware of any GMOs in your feed? Yes No

What processor do you use? _____

Is this processor USDA approved and inspected? Yes No

What is your hang time for beef before packaging? _____

Poultry Farmers:

Describe your birds' living environment to the best of your ability. (i.e. Do they have minimal access to the outdoors? Are they free-roaming? Where do they sleep? What type of access to fresh water do they get? What percentage of their day is spent outdoors?)

Which designation best describes your birds? Cage Free Free Range Pasture Raised

Do you use any added hormones in your feed? Yes No

Do you use any added steroids in your feed? Yes No

Do you use any antibiotics? Yes No

Do you de-beak your birds? Yes No

Are you aware of any GMOs in your feed? Yes No

I agree that the above statements are true to the best of my knowledge. I am fully aware of Ellwood Thompson's buying procedures, product standards and Banned Ingredients list.

Full Name (printed) _____

Signature _____ Date _____