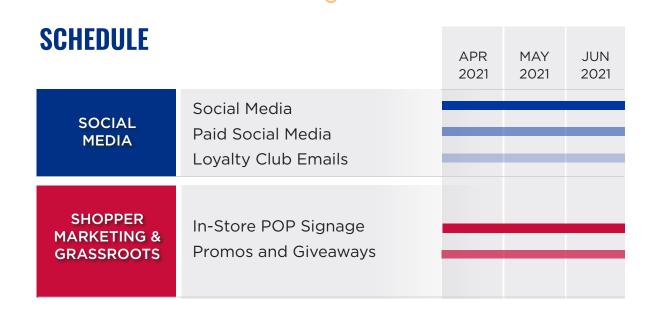


MARKETING PLAYBOOK | Q1 2022

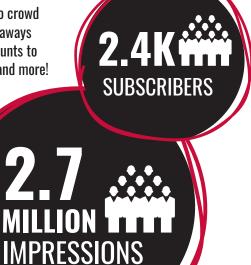
THE FLAVOR OF CHICAGO

With Chicago roots dating back to 1926, Scott Pete® has been capturing the most discerning sausage enthusiasts with its lineup of sausages and hot dogs—distinctive for their larger size, meatier grind and natural casings that deliver an authentic first-bite 'pop' and hearty ethnic-inspired flavor.



SOCIAL MEDIA

Always-on social media content engages a high-frequency meat-buying 25-45 y/o crowd in the Chicago region with downloadable coupons, product recipes, contests, giveaways and more. Launched in September of 2020, the loyalty club offers exclusive discounts to subscribers, monthly reminders to enter ongoing sweepstakes, recipe highlights and more!







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A RECIPE FOR SUCCESS

CUSTOMIZED RETAILER MARKETING SUPPORT

AVAILABLE FOR NATIONAL AND LARGE TO MID-SIZE REGIONAL CHAINS

We'll synergize our marketing with your buyer's marketing! For consideration, forward your buyer's current marketing program to Brooklyn Maple at BMaple@KentuckyLegend.com with the following information included.



- Retailer Name
- Objective of program (EX: new item, gain trial, increase ACVs, account support)
- Products for the program
- Annual sales in lbs. and dollars
- Timing
- Cost

NOTE: Expect at least 2 week lead-time for approval

EXAMPLES INCLUDE:

Retailer Digital Programs Retailer Special Publications Retailer Special Circulars In-store Demos

STANDARD RETAILER SHOPPER MARKETING SUPPORT

AVAILABLE FOR ALL RETAILERS UPON REQUEST

Email MarketingTeam@KentuckyLegend.com



COUPON PROGRAMS

Load-to-card, sales quarterly coupons, in-ad programs and routine circulars reward loval customers with exclusive discounts.



P.O.P. MARKETING

Motivate sales at the point of purchase with flyers, case dividers, shelf-talkers, tear-pad coupons and more.