

MARKETING PLAYBOOK | Q3 2021

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.

SCHEDULE		OCT 2020	NOV 2020	DEC 2020
SOCIAL MEDIA	Social Media Paid Social Media Loyalty Club Emails	=		_
SHOPPER MARKETING & GRASSROOTS	In-Store POP Signage Promos and Giveaways			

SOCIAL MEDIA

Always-on social media content engages a high-frequency meat-buying 25-45 y/o crowd in Chicago region with downloadable coupons, product recipes, contests, giveaways 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

TEAR PADS TO BE SENT TO SALES REPS WEEK OF OCTOBER 5TH-9TH

STANDARD RETAILER SHOPPER MARKETING SUPPORT AVAILABLE FOR ALL RETAILERS UPON REOUEST Email MarketingTeam@KentuckyLegend.com



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



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

FOR MARKETING PLAYBOOK + MORE FLAVOROFCHICAGO.COM/MARKETING 270.926.2324