



100 Avon Meadow, Avon, CT 06001  
Tel: 860/678-1023  
Fax: 860/678-1058

---

**TO:** Health Care Food Service Accounts  
**FROM:** Tony Alibrio  
**DATE:** July 21, 2000  
**SUBJECT:** Purchasing

---

Team,

Sodexho Marriott's Purchasing Programs are very important to our company. There are many reasons for this:

1. The manufacture rebates and distributor rebates fund and support our entire Purchasing & Procurement Department and network.
2. Our Purchasing Programs control specifications.
3. Our Purchasing Programs control where the product comes from.
4. Our Procurement Department audits and inspects the safety of the product.

There are many GPO's and Distributors in the market place trying to compete with our business. They do this by asking the hospital's we manage for our purchases and pricing. SODEXHO MARRIOTT PRICING IS CONFIDENTIAL INFORMATION.

If your client is interested in any type of price comparison, it is your job to make sure that it is done correctly. ALL price comparisons and market basket requests and analysis are to go through Karla Lux. Karla in turn will work with the Procurement Analyst to provide you with an accurate comparison. You can reach Karla at:

Karla Lux  
VP National Business Partnerships  
1991 Crocker Rd, #600  
Westlake, OH 44145  
440/892-2592  
Fax: 440/892-3396  
Octel: 8860  
cc:mail Lux, Karla  
e-mail: klux@sodexhomarriott.com

---