



**E.A. Sween Company**  
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## E.A. Sween Company Restructures to Set Sights on Future Growth.

*E.A. Sween refocuses sales efforts on innovation and distribution growth areas.*

**Eden Prairie, MN – June 19, 2020** – E.A. Sween Company, which manufactures and sells more than 70 million premade sandwiches a year, offers products to retail customers via multiple delivery models. For decades, direct store delivery (DSD) to convenience stores was the dominant sales channel. In the last five years, business growth has been exponential due to innovative new products, and dramatic increases via a wholesale sale distribution model. Today, E.A. Sween announces it will convert its Frozen Direct Store Delivery network for convenience stores to an all wholesale distribution model to serve customers best and to solidify continued growth in its strategic business plan. This next chapter in its long business history takes effect in September 2020.

As one of the last providers of this service in the industry, E.A. Sween, like others, has struggled to deliver sustainable, profitable growth with the frozen direct store delivery model. “This is one of the toughest decisions in my career, and certainly a tough one for E.A. Sween due to our long history in this area of service. But, it is a decision that will position us for growth in the future. Our heritage served us well and positioned us as the leading branded sandwich provider in the convenience channel. Now we will concentrate our efforts on continuing our rapid growth via the wholesale model, as well as product and new channel innovation,” says Tom H. Sween, CEO, and President. He notes, “We thank impacted employees. Without them, we could not have built a strong foundation. And, we thank our DSD customers for their partnership.”

The company will focus the next three months on smooth transition plans and future growth efforts.

### ***About E.A. Sween Company:***

E.A. Sween Company is a third-generation family-owned company serving C-store, wholesale, military, and supermarket customers around the country. Production facilities are located in Eden Prairie, MN, and a new plant that opened in Annandale, MN in February 2019. With more than 1,300 employees, it makes and/or distributes products under the Deli Express®, Market Sandwich®, Simply Delicious®, and San Luis® brands and carries other products through its direct store delivery services.

Providing Food for  
People on the Go®



E.A. Sween Company is an  
Equal Employment Opportunity/  
Affirmative Action Employer/  
M/F/Veteran/Disability