

A Message from Sam Panos, President and CEO

Most would agree that the past two years have been unlike anything we've experienced before. We are grateful for your support and understanding as we continue to navigate our way through a very difficult period of supply and rising costs. Our consistent buying practices of the past have been replaced by dramatic shifts in product availability, changing customer needs and preferences that flood some product categories with overwhelming demand while virtually leaving others forgotten. On top of shifting demands, we've all seen the news and we are experiencing food prices being hit from all angles: labor shortages leading to higher wages, supply chain issues leading to increased shipping costs, and rising energy prices leading to higher production and shipping costs. At Panos, we know you are feeling the effects of the pandemic with your wallet, with inflation rising at the faster pace than any of us have ever seen before. It seems like we are receiving cost increases daily and we want you to be confident that as we source products

to fulfill your orders we also search for and negotiate deals that we can share to help provide some relief to what we are both experiencing.

The new year looks to be "still stabilizing" for all of us and we want to start 2022 with a genuine thank you for your business. With your business in mind, we are continuously planning with our suppliers, updating orders, sourcing products, negotiating transportation, hiring, and shuffling employees so we don't miss an opportunity to continue providing the best service possible to you. Unparalleled customer service is our mission and we want you to consider Panos a resource by not only partnering with us for your regular deliveries, but also reaching out to us for culinary assistance, product sourcing, and local support. We look forward to our continued partnership and doing more for you in 2022.

Score of Excellence

Christ Panos Foods is an SQF Certified Site and we are committed to policies and procedures that ensure we continuously distribute safe and wholesome foods. The SQF (Safe Quality Food) Program is one of the world's leading food safety and quality management systems that provides independent certification that a supplier's food safety management system complies with international and domestic food safety regulations.

- Culture of food safety and operational excellence
- Recognized by Global Food Safety Initiative
- Rigorous and credible food safety and quality program
- Annual in-depth meticulous audits provide performance score
- Ensures our food safety management system complies with international and domestic food safety regulations



97

Excellent



REAL FOOD, MADE REAL SPECIAL FROM AMYLU'S KITCHEN TO YOURS.
 A complete line of healthy chicken creations and traditional ethnic sausage products made from Old World recipes. Let us put our more than 90 years of experience manufacturing high quality food products to work for your restaurant.



CHICKEN APPLE GOUDA SAUSAGE
 CHICKEN RAISED WITHOUT ANTIBIOTICS, PAIRED WITH SWEET APPLES AND SAVORY GOUDA



POLISH SAUSAGES
 FROM OUR FLAGSHIP OLD WORLD ETHNIC LINE



CHICKEN, APPLE, AND MAPLE SAUSAGE LINKS
 PERFECT FOR ADDING A HEALTHY FLAIR TO YOUR BRUNCH OR BREAKFAST MENU.



THURINGER
 ONE OF OUR FIRST SAUSAGES EVER. COARSE GRIND, GREAT FOR GRILLING.



Exclusive to UniPro Foodservice Members - Ore-Ida is a name you've known and trusted for over 60 years with high-performing items that have "best in class" quality. Ore-Ida has an option just right for you – a potato product for every need.



The Brand

A name you've known and trusted for over 60 years.

Quality Products That Perform

High performing items with "best in class" quality.

Full Portfolio

A potato for every need. We offer a full range of products from line flow to PXL, coated or uncoated, spirals, tots, thin cut, steak cut, and crinkle cut.

Fries are up to
2X MORE PROFITABLE
 when used across
 the menu vs. just
 as a side item.*

*Datassentials, Jan. 2019

SIZE & STRENGTH

We're a Member of UniPro Foodservice – the largest independent distribution Cooperative network. Why? Our benefits provide significant advantages for you!



PURCHASING POWER

Our collective sales volume exceeds \$119 Billion! This leverage allows us to purchase products as well as anyone and get the best of the best that Mother Nature provides each year. The savings are passed on to you.



RESOURCES

UniPro partners worldwide with over 500 manufacturers. We provide products, services, and solutions beyond Food Safety, Service Providers, Technology, Great Menus Start Here or Operator's Edge.



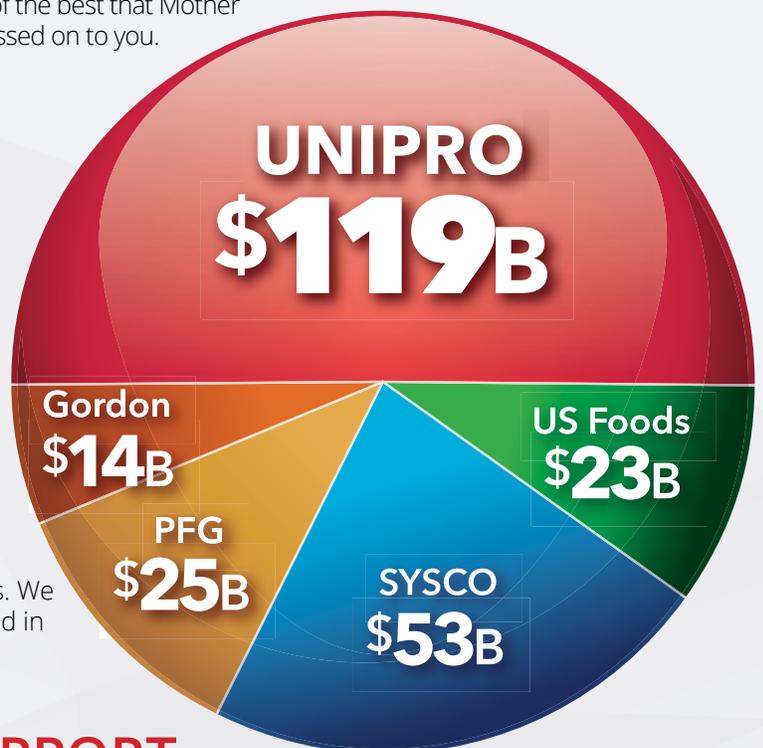
UNIQUE PRODUCTS

You need it? We have it ...or can get it. Our portfolio of products include renowned national, regional and a variety of exclusive private brands to offer you so many options. We offer the right products at the right price and in the right condition.



LOCAL SERVICE/SUPPORT

Service is the key to Foodservice! We retain our independent ownership, allowing us to make decisions to anticipate or quickly react to your needs. We know our customers, local market conditions as well as the hot trends. We are also your customer with our employees supporting local food service establishments.



a
Member
of

Great Menus Start Here.
UniPro
FOODSERVICE

SPOTLIGHT BRANDS & PRODUCTS



An unwavering approach to sustainability, genetics and product handling allows us to consistently produce the nation's best Premium Black Angus Beef.

- Family-owned ranches in the heartland of America
- Primals & Cuts upper 2/3 Choice
- Grinds made to order ensuring freshness and shelf life
- Patties with homemade taste and Scratch™ puck shape



Laviogal dry Myzithra from Sparta is a traditional cheese made from sheep and goat milk. It's a low-fat cheese, so it's a great choice for those who stick to a healthy diet. Its unique taste, however, can be appreciated by everyone and especially by those who love pasta, with which they pair wonderfully, offering a delectable experience. Our Myzithra is conveniently sliced into squares for easy slicing, shredding, or grating. **#184005, 16/1.5 lb. avg.**



When you choose SunSource®, you can rely on our pledge to provide fruits and vegetables with superior quality, performance, and taste, giving you the confidence and assurance you need to see your menu in a whole new light. Check with your Panos rep for a wide selection of canned or frozen varieties.



Our experts select only the best seafood for the Ocean Horizons brand. You are assured of the highest quality seafood, harvested following the most stringent of sustainable practices. Our vast array of products includes raw, cooked, and breaded shrimp; frozen and dry scallops; cod loin; and IQF haddock fillets.

Product shortages are no surprises lately and the best way to manage your menu or daily specials is to be flexible, creative, and willing to experiment with LTO's.

- Change specials by day part based upon availability – the supply chain is difficult to predict now. *Only discount what and when you can afford to.*
- Tap into all ingredients you have on hand and be creative – utilizing what you already have is a good way to cut back on purchases and inventory.
- Try new/available or similar items as LTO's – you just might find a new customer fave or a replacement for an unavailable product.

Chef's Corner

Here's a couple of ideas using High Liner Foods seafood and only ingredients that I found in Panos' Culinary Kitchen.



Contact your Panos rep to have Chef Dan create Highliner Foods concepts for your menu.



Arugula Salad w/Smoked Salmon & Poached Eggs
Use any greens or smoked fish. Great for brunch. #081243



Caesar Salad with Crispy Battered Cod
I like to use the Western Battered Cod. Great for a Friday Fish Fry special. #081105



Smoked Salmon Alfredo
Use any pasta or any sauce and veggies you have. #081243



Fish Fry Sandwich
Corona is my fave, or use your specialty. Make a special sauce with mayo + another ingredient. #081107



Great Menus Start Here!™

Great Menus Start Here is your comprehensive resource to increase your profit potential and improve your competitive position in the marketplace with the same vital industry knowledge, timely deals, and menu management tools in one convenient location.



SCAN ME

Smart Source

Increase food expertise, industry knowledge and ultimately, sales, with category and brand training.

PICs

Access the latest Promotions, Incentives and Coupons needed to drive business.

Operator's Edge

Find top tips to successfully run your business with consumer insights, restaurant trends and management advice.

Menu Management

Build the perfect menu with fresh recipes and food cost calculator to increase your bottom line.