

A Message from Sam Panos, President and CEO

I feel like the dust is settling a bit after we welcomed many new customers and employees over the past six months. We continue to commit to each of you that unparalleled customer service is our mission and I hope that you feel you are being taken care of and your foodservice needs are being met. Over the past year you have had to change how you run your restaurant. Whether it meant adding permanent curbside pick-up, struggling to find more staff to manage the extra demand, or changing old processes to discover a better way to run your restaurant, we hope our partnership has been helpful to you.

As your distributor we are adapting too. We have been making many changes to staff, operations, brands, and products so we can continue delivering great service and great products to our customers. We are all functioning in a high demand, low labor environment right now and I want to highlight some of the improvements the Panos family has been investing in to build a better business for you.

- Food Safety Manager/SQF Practitioner – A priority as we strive for full compliance to all customer, statutory, and regulatory requirements.
- Additional product buyers – All hands on deck as we source and purchase products and handle the many supply chain delays.
- Supply chain analyst – Develops the best methods to assist procurement and improve Panos' deliveries to you.
- Experienced customer service representatives – Welcomed two additional reps from Grecian Delight/Kronos and grew to a team of eight to provide more coverage and faster solutions for you.

- New category managers – Optimizes our product assortment with key vendors, providing the best products to help your profitability.
- Expanded fleet – Having more trucks and more drivers allows us to expand our territory and offer more delivery days and times to our customers.
- Logistics manager – Working it 24/7 to make sure we get the best possible freight rates and on time deliveries of your products to our warehouses.
- Operations improvement team – Upgrading the functions and role responsibilities of our warehouse staff improving the accuracy of the products delivered to you.
- Second warehouse – Additional space lets us expand our broadline offering, ultimately having the ability to fulfill more of your product needs.
- Full time marketing manager – Promotional planning and sharing cost saving opportunities, new and trending products, and social media communications.
- Accounting analyst and assistant controller – This dynamic duo helps our finance department run smoothly so our growing business can too.

We share what we are doing because every step forward starts with you and these positive changes are being made as we strive to work better for you. It's an acknowledgment of our ongoing support and unparalleled customer service goals that we have for our customers. Thank you for your business.

Quality vs. Healthy Claims When Choosing a Sandwich



Whether you are famous for great sandwiches or thinking of creating a few new menu choices, it's important to consider what elements are the most important to consumers. According to a recent Technomic Sandwich Consumer Trend Report, 54% of consumers want fresh ingredients along with 36% stating premium ingredients being most important, with high in protein options being 35% of what drives a sandwich purchase.

- Fresh and premium ingredients support the idea that taste and quality rank as the overall leading sandwich purchase drivers.
- Build your messaging around freshness and quality to attract more sandwich customers.
- Protein quality is important and demonstrates that consumers view sandwiches as a good source of dietary protein.

Quality can come with a price though and it is important to manage your food costs and price your sandwich menu profitably. Run specials and LTO's to attract customers that also prioritize price and value when deciding where to eat.



**FRESH. WHOLESOME. FLAVORFUL
THAT'S OUR PREMIUM PROMISE.**



Located in the heart of the Midwest, we're surrounded by the farms we partner with, all so we can provide you with the best pork products on the market. Whether it's our fresh cuts of pork tenderloin, ribs, or Boston butt pork shoulder, our hardwood smoked bacon or our hickory smoked hams, you can bet they're a product of a Mid-western tradition of quality and freshness. Place an order with your Panos rep to experience the Indiana Kitchen freshness and quality.

- #111109, Pork Butt, 8/8 lb. avg.
- #111112, Pork Loin, Boneless Center Cut, 5/8 lb. avg.
- #111197, Pork Loin, Rib End, Boneless, 24 lb. avg.
- #021050, PIT Ham, 2/13 lb. avg.
- #061190F, Platter Sliced Applewood Bacon, 14/18 ct., 30 lb.
- #061247, Applewood Bacon, 10/14 ct., 15 lb.



Our Ranchers raise Creekstone Farms Black Angus Beef with a deep respect for community and authenticity. We are committed to producing consistently superior beef that provides the bold taste experiences you simply won't find anywhere else – that consistent experience is why restaurants are drawn back to continue their culinary experience with Creekstone Farms. Ask your Panos rep about these latest items.

- #101160, Meaty Beef Back Ribs, Choice, 45 lb. avg.
- #101202, Halal Ground Beef, 73/27, 4/10 lb.

GALLIMORE PRODUCTS

At Gallimore Products, our mission is to inspire operators to embrace innovative packaging solutions so future generations can benefit from our commitment to sustainability.



- Bowls are 100% compostable
- Recommended for cold applications. The perfect pairing for salads!
- PET lids are 100% recyclable and are anti-fog for clear presentation

- #560972, 24 oz. Sugarcane Pulp Bowl, 500 ct.
- #560971, 32 oz. Sugarcane Pulp Bowl, 500 ct.
- #560973, Lid – PET, One Size Fits All, 500 ct.



- Made from 100% paperboard and is recyclable where facilities exist
- One-piece design eliminates the challenge of matching containers and lids
- Suitable for service of full-course meals
- Boxes are PE lined
- Microwaveable
- Available in multiple sizes to fit your needs

- #500270, 300 ct. 5x4.5x2.5
- #500271, 200 ct. 8.5x6.25x1.87
- #500272, 200 ct. 8.5x6.25x2.5
- #500273, 160 ct. 8.5x6.25x3.5
- #500274, 140 ct. 9x9x2.5
- #500276, 200 ct. 6.75x5.5x2.5
- #500277, 200 ct. 8.75x4.5x3.5



Eco friendly, sustainable,
compostable & recyclable



SPOTLIGHT BRANDS & PRODUCTS



With a value-added lineup that includes Sous Vide, Ready to Eat, and Ready to Cook products, Crestview Poultry™ will provide critical time and labor savings while elevating your center-of-the-plate menu. Crestview Poultry™ is designed to deliver versatility and convenience to the busiest of kitchens without sacrificing quality - It's Poultry with a Purpose!

- #071494, Italian Breaded Chicken Breast
- #071495, Fully Cooked Split Mild Wings
- #071496, Grilled Chicken Breast, 4 oz.
- #071497, Hot & Spicy Boneless Bites
- #071498, Fully Cooked Split Spicy Wings
- #071499, Fully Cooked Wings, 1 and 2 joint
- #071500, RTC Chicken Tenders, 2 oz.
- #071501, RTC Lightly Breaded Chicken Tenders
- #071502, RTC Colossal Chicken Breast Chunks
- #071503, RTC Homestyle Chicken Tenders
- #071504, Marinated Chicken Breast, 4 oz.
- #071505, Marinated Chicken Breast, 5 oz.
- #071506, Marinated Chicken Breast, 6 oz.



Even when it's a meal on-the-go, Gourmet Table is made to an exacting standard to ensure the same consistent quality as dining inside. Go ahead, reach for the finest... and enjoy. Check with your Panos sales rep about Gourmet Table Ketchup packets and start saving today.



MASTIH2O is the sparkling water with the invigorating freshness of natural mastiha, found on the Greek island of Chios. Mastiha's subtle flavors of fennel, anise and mint have been enjoyed for thousands of years for its traditionally recognized digestive qualities. Enjoy it, every moment, every day and feel the spark and refreshment of MASTIH2O in every single sip.

Try these delicious recipes:

Pink Spritz

- 30 ml 100% agave tequila
- 25 ml fresh pink grapefruit juice
- 15 ml vanilla syrup (Monin #300501)
- Fill glass with MASTIH2O Rose

Mandarin Fizz

- 50 ml gin
- 30 ml simple syrup
- Fill glass with MASTIH2O Mandarin



Enjoy all four flavors specially imported from Greece or try them in cocktails.

#310549, Lemonade | #310548, Mandarin | #310547, Rose | #310546, Sparkling Water

Chef's Corner

Think artfulness and freshness when it comes to dressing up desserts that create indulgent experiences. Meet with Chef Dan and discover ways to deliciously grow profits.



Sweet indulgence for any time of the day

- Pre-sliced and ready for indulging
- Table tents available
- \$5 rebate (ask your rep to submit your form)
- New York Style Cheesecake
- Salted Caramel Cheesecake
- Luscious Lemon Italian Cream Cake
- Mondo Triple Layer Chocolate cake
- Magnificent Triple Layer Carrot Cake
- Tiramisu (tray, not pre-sliced)



What's in season?

Our Panos Produce Specialist is on the job for you selecting the freshest and brightest fruits of the season.

- Think berries! Raspberries, blackberries, blueberries and strawberries. All add color to your plate and give a classic sense of elegance.
- Other fruits are great too. Fresh sliced peaches, pineapples, bananas or kiwis add uniqueness to the plate.
- Grill the peaches, pineapples, plums, or pears for caramelized sweetness.

Other ideas to increase dessert sales:

- If you run out of berries create purees from fillings or frozen fruits that create the illusion of fresh and deliver the flavors of the season.
- Whip up and garnish with fresh whipped cream infused with lemon or orange zest.
- Gather ingredients for other summertime flavors like S'mores
- Try plating just a little differently by standing the cake slice on its heel or creating upside down cheesecake by placing the graham crust up (Don't forget the grilled pineapple for pineapple upside down cheesecake!)
- Scoop tiramisu onto a waffle cone or a fancy chilled dish.
- Dip or drizzle any slice with melted chocolate and chill for a cool indulgence.



Looking for a new dairy supplier?

Panos is here for all your dairy needs.
Check with your rep for fluid milk, shake mix, sour cream, cottage cheese, and more!



To become a customer or place your order, visit www.panosfoods.com or call us at 630-735-3200

