

The background of the slide features a top-down view of several bowls of food on a white marble surface. In the top left, there's a bowl of orange macaroni and cheese. To its right is a bowl of creamy soup with broccoli and croutons. In the bottom left, there's a bowl of red lentil soup topped with green onions. A head of garlic and some fresh herbs are scattered around the bowls. The Blount Fine Foods logo is overlaid on the left side, and the company name is written diagonally across the middle.

BLOUNT
fine foods

Blount Foodservice

There are many food companies, Blount is the best choice for
CAPACITY, QUALITY, SOLUTIONS & SERVICE

Our Mission

Blount Fine Foods is a privately held, customer driven, leading marketer and manufacturer of prepared foods, dedicated to exceeding consumer expectations with premium culinary experiences.





Who We Are

- **5th generation company**
- **Largest marketer and manufacturer of refrigerated soup cups and bags.**
- **Products include kettle-cooked soups, sides, mac & cheese, broths and sauces**
- **Born out of seafood heritage**
- **4 Production Facilities**
 - Fall River, MA
 - Warren, RI
 - McKinney, TX
 - Portland, OR
- **Customers include**
 - Club Stores, National Retailers and Restaurants



PREMIER

There is not other company like Blount -we are the first choice for Capacity, Quality, Solutions, Service.

PRIVATE

The owners of the company work in the business, make quick effective decisions, and re-invest.

PREMIUM

Our products are in the top range of their class both in experience, quality and price.

PREPARED FOODS

Products are fresh, ready to eat, and provide restaurants & consumers a meal solution.



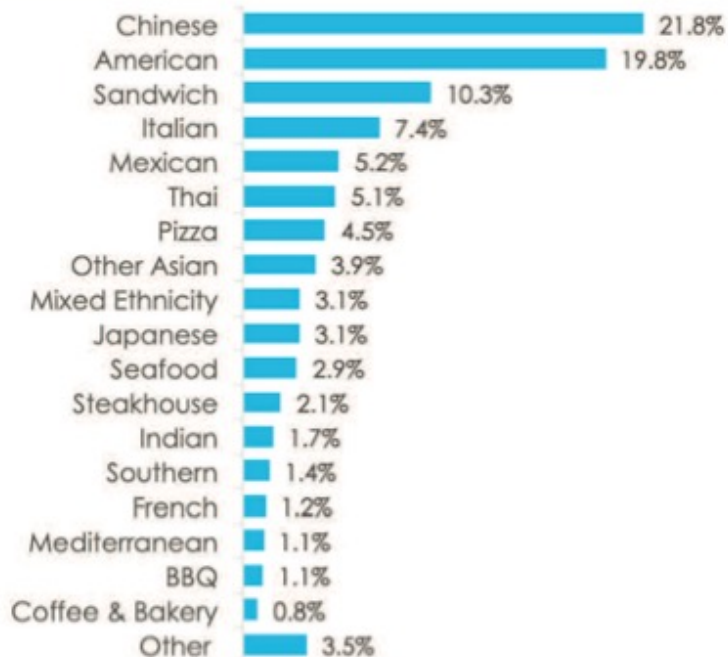
Who We Are



STATS: SOUP

FOUND ON MENU TYPES

share of
total incidences



ETHNIC MENUS

56.3%

NON ETHNIC MENUS

43.7%

menu
versatility
score

70

a high MENU VERSATILITY SCORE indicates an item that works well in many different cuisines

APPLICATIONS

share of
total incidences

Appetizer Soup / Chili	44.2%
Entree Stew / Soup / Chili	25.1%
Combos/ Multi Protein	17.7%
Side Soup / Chili	5.4%
Pasta	1.2%
Hot Sandwich	0.7%
Chicken Main Entree	0.6%
Other Side	0.5%
Beef Main Entree	0.5%
Cold Sandwich	0.3%
Shellfish Main Entree	0.3%
Fish Main Entree	0.3%
Other Entree	0.3%
Other App	0.3%
Rice Entree	0.3%
Salad Entree	0.2%
Burger	0.2%
Mexican Entree	0.2%
Other	1.4%

food
versatility
score

51

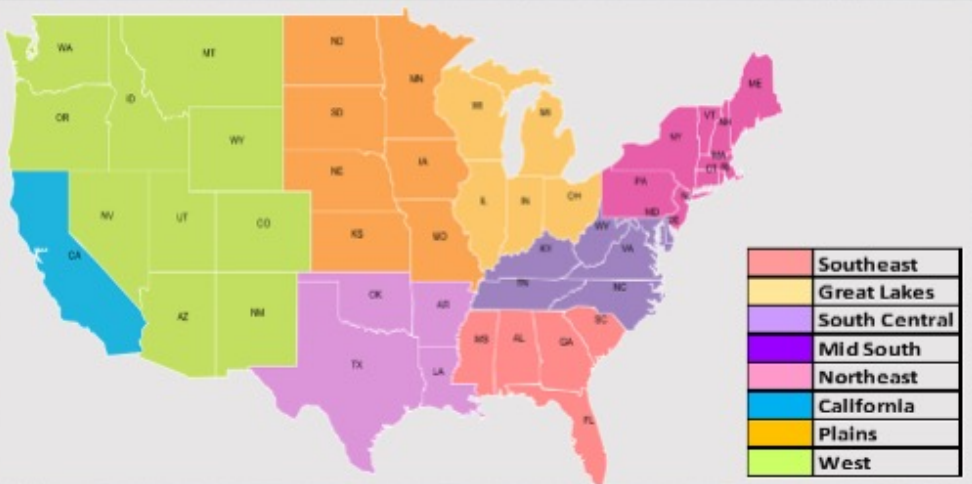
a high FOOD VERSATILITY
SCORE indicates an item
that works well in many
different applications.

PAIRED FLAVORS

overlap with
other items

Chicken	51.6%
Salad	34.1%
Noodle	30.1%
Onion	25.6%
Tomato	25.3%
Rice	23.6%
Shrimp	19.6%
Beef	19.4%
Potato	17.5%
Broth	16.8%
Bean	15.9%
Mushroom	15.6%
Egg	15.5%
Chowder	14.7%
Grilled	14.0%
Pork	13.6%
Seafood	13.1%
Clam	12.5%
Bowl	12.4%

among menu items with SOUP, % that also contain each of the above; use this to find flavors that go together



Soup Flavor Ranking

TOTAL US

Total US - Multi Outlet				
RANK	FLAVOR	\$ Sales \$446,807,764	% Change vs YA 9%	Share of Category
1	BROC CHEDDAR	\$100,176,238	(1%)	28%
2	POTATO	\$45,190,874	(12%)	12%
3	CHICKEN NOODLE	\$37,044,520	5%	10%
4	TOMATO	\$33,143,484	(12%)	9%
5	CHICKEN TORTILLA	\$23,918,938	25%	7%
6	LOBSTER BISQUE	\$19,985,762	22%	5%
7	CLAM CHOWDER	\$19,233,466	15%	5%
8	SQUASH	\$13,506,814	29%	4%
9	ITALIAN INSPIRED	\$8,239,833	2%	2%
10	CHICKEN	\$6,667,255	14%	2%
11	CHICKEN & WILD RICE	\$6,086,259	64%	2%
12	THAI CURRY	\$6,058,116	27%	2%
13	CORN CHOWDER	\$5,882,113	12%	2%
14	OTHER	\$4,931,329	37%	1%
15	VEGETABLE	\$4,125,532	21%	1%
16	JAMBALAYA	\$3,842,662	(8%)	1%
17	BONE BROTH	\$3,770,269	32%	1%
18	CRAB	\$3,382,160	19%	1%
19	ASIAN INSPIRED	\$3,095,575	13%	1%
20	BEEF	\$3,031,992	(8%)	1%
21	SHRIMP CORN CHOWDER	\$2,502,756	(0%)	1%
22	SAUSAGE & KALE	\$2,366,171	27%	1%
23	BEAN	\$2,200,938	(11%)	1%
24	PEPPER	\$1,159,229	25%	0%
25	MUSHROOM	\$1,051,180	47%	0%
26	CAULIFLOWER	\$750,183	(73%)	0%
27	GUMBO	\$728,044	14%	0%
28	LENTIL	\$639,428	8%	0%
29	PEA	\$427,472	110%	0%
30	GAZPACHO	\$257,466	(20%)	0%
31	SEAFOOD CHOWDER	\$160,240	(55%)	0%
32	BEER CHEESE	\$107,470	24%	0%

Soup Flavor Ranking

BY REGION

NORTHEAST					CALIFORNIA					WEST					GREAT LAKES				
RANK	FLAVOR	\$ Sales	% Change vs YA	Share of Category	RANK	FLAVOR	\$ Sales	% Change vs YA	Share of Category	RANK	FLAVOR	\$ Sales	% Change vs YA	Share of Category	RANK	FLAVOR	\$ Sales	% Change vs YA	Share of Category
		\$94,529,553	9%				\$40,058,297	(29%)				\$58,090,390	(13%)				\$61,704,280	15%	
1	BROC CHEDDAR	\$15,516,570	18%	36%	1	CHICKEN NOODLE	\$8,395,461	4%	15%	1	BROC CHEDDAR	\$9,040,702	(10%)	18%	1	BROC CHEDDAR	\$16,995,883	(1%)	36%
2	POTATO	\$6,363,738	4%	15%	2	BROC CHEDDAR	\$6,346,930	(1%)	15%	2	POTATO	\$7,446,519	(11%)	15%	2	POTATO	\$6,769,572	(11%)	14%
3	LOBSTER BISQUE	\$4,418,447	48%	32%	3	TOMATO	\$7,321,966	(13%)	13%	3	CHICKEN NOODLE	\$6,869,733	(9%)	14%	3	CHICKEN NOODLE	\$4,724,578	10%	32%
4	TOMATO	\$3,682,854	26%	9%	4	POTATO	\$6,905,471	(13%)	11%	4	TOMATO	\$6,221,249	(29%)	13%	4	TOMATO	\$3,580,000	(6%)	8%
5	CHICKEN TORTILLA	\$3,084,429	123%	7%	5	CHICKEN TORTILLA	\$4,969,957	6%	9%	5	CHICKEN TORTILLA	\$3,619,096	17%	7%	5	CHICKEN TORTILLA	\$3,187,634	41%	7%
6	BONE BROTH	\$1,531,070	35%	4%	6	CLAM CHOWDER	\$3,378,899	20%	6%	6	CLAM CHOWDER	\$3,120,460	27%	6%	6	LOBSTER BISQUE	\$2,294,878	34%	5%
7	CHICKEN NOODLE	\$1,283,250	25%	3%	7	THAI CURRY	\$2,248,253	21%	4%	7	THAI CURRY	\$2,473,988	67%	5%	7	SQUASH	\$1,763,807	115%	4%
8	ASIAN INSPIRED	\$1,125,631	90%	3%	8	ITALIAN INSPIRED	\$2,060,344	(12%)	4%	8	JAMBALAYA	\$1,222,324	(9%)	2%	8	CHICKEN & WILD RICE	\$1,735,173	78%	4%
9	CLAM CHOWDER	\$1,043,269	32%	2%	9	JAMBALAYA	\$1,762,811	(12%)	3%	9	CORN CHOWDER	\$1,207,842	(7%)	2%	9	CLAM CHOWDER	\$1,033,468	55%	2%
10	SQUASH	\$851,708	100%	2%	10	CORN CHOWDER	\$1,548,312	(7%)	3%	10	ITALIAN INSPIRED	\$1,189,316	(9%)	2%	10	ITALIAN INSPIRED	\$652,536	5%	1%
11	CRAB	\$742,289	36%	2%	11	LOBSTER BISQUE	\$1,397,225	43%	3%	11	LOBSTER BISQUE	\$960,952	48%	2%	11	CHICKEN	\$634,901	70%	1%
12	OTHER	\$610,006	78%	2%	12	VEGETABLE	\$1,282,190	16%	2%	12	BEEF	\$893,446	(9%)	2%	12	VEGETABLE	\$562,574	11%	1%
13	GUMBO	\$567,476	9%	1%	13	SQUASH	\$1,240,219	22%	2%	13	SQUASH	\$845,828	46%	2%	13	OTHER	\$484,337	77%	1%
14	SAUSAGE & KALE	\$357,255	176%	2%	14	BONE BROTH	\$1,229,764	9%	2%	14	CHICKEN & WILD RICE	\$735,443	304%	2%	14	CORN CHOWDER	\$346,849	26%	1%
15	CHICKEN & WILD RICE	\$311,496	42%	1%	15	OTHER	\$1,084,156	16%	2%	15	CHICKEN	\$693,226	26%	1%	15	PEPPER	\$338,645	5%	1%
16	BEAN	\$292,323	37%	2%	16	CHICKEN	\$1,040,439	(6%)	2%	16	VEGETABLE	\$661,896	94%	2%	16	THAI CURRY	\$316,406	108%	1%
17	THAI CURRY	\$282,037	71%	2%	17	BEEF	\$972,962	18%	2%	17	ASIAN INSPIRED	\$496,803	(10%)	2%	17	ASIAN INSPIRED	\$275,028	7%	1%
18	SHRIMP CORN CHOWDER	\$226,437	12%	1%	18	ASIAN INSPIRED	\$375,728	(25%)	1%	18	OTHER	\$479,636	360%	1%	18	BEAN	\$233,093	17%	0%
19	CHICKEN	\$207,580	71%	0%	19	CHICKEN & WILD RICE	\$371,859	51%	1%	19	BEAN	\$415,680	(10%)	2%	19	BEEF	\$215,290	(1%)	0%
20	CORN CHOWDER	\$205,351	274%	0%	20	MUSHROOM	\$211,643	11%	0%	20	MUSHROOM	\$270,716	172%	1%	20	JAMBALAYA	\$202,620	20%	0%
21	VEGETABLE	\$76,405	(40%)	0%	21	BEAN	\$179,375	18%	0%	21	CALIFLOWERR	\$241,260	(77%)	0%	21	CALIFLOWERR	\$157,372	(45%)	0%
22	MUSHROOM	\$63,517	42%	0%	22	SHRIMP CORN CHOWDER	\$118,630	(6%)	0%	22	LENTIL	\$145,401	52%	0%	22	CRAB	\$143,560	93%	0%
23	CALIFLOWERR	\$66,960	(65%)	0%	23	LENTIL	\$58,238	22%	0%	23	PEPPER	\$141,907	1140%	0%	23	MUSHROOM	\$129,625	51%	0%
24	ITALIAN INSPIRED	\$48,621	257%	0%	24	CALIFLOWERR	\$39,837	(94%)	0%	24	BONE BROTH	\$94,702	117%	0%	24	SAUSAGE & KALE	\$117,707	1%	0%
25	LENTIL	\$29,590	265%	0%	25	CRAB	\$3,174	9%	0%	25	PEA	\$37,268	(22%)	0%	25	SHRIMP CORN CHOWDER	\$65,872	90%	0%
26	BEEF	\$23,925	(80%)	0%						26	SHRIMP CORN CHOWDER	\$29,382	15%	0%	26	LENTIL	\$36,673	(13%)	0%
27	GAZPACHO	\$12,685	199%	0%						27	CRAB	\$665	17%	0%	27	GUMBO	\$33,500	163%	0%
28	PEPPER	\$11,934	4%	0%											28	GAZPACHO	\$21,543	(36%)	0%
29	BEER CHEESE	\$7,530		0%											29	BONE BROTH	\$20,103	81%	0%
															30	BEER CHEESE	\$7,962	(11%)	0%
															31	PEA	\$3,637	8%	0%

MID - SOUTH					SOUTHEAST					SOUTH CENTRAL					PLAINS				
RANK	FLAVOR	\$ Sales	% Change vs YA	Share of Category	RANK	FLAVOR	\$ Sales	% Change vs YA	Share of Category	RANK	FLAVOR	\$ Sales	% Change vs YA	Share of Category	RANK	FLAVOR	\$ Sales	% Change vs YA	Share of Category
		\$53,194,250	11%				\$58,814,068	32%				\$32,949,642	2%				\$27,467,344	9%	
1	BROC CHEDDAR	\$14,636,716	1%	34%	1	BROC CHEDDAR	\$15,516,570	18%	36%	1	BROC CHEDDAR	\$6,575,167	(23%)	34%	1	BROC CHEDDAR	\$5,863,379	(20%)	31%
2	POTATO	\$5,832,793	(15%)	14%	2	POTATO	\$6,363,738	4%	15%	2	POTATO	\$4,376,604	(26%)	22%	2	POTATO	\$3,082,976	(21%)	36%
3	CHICKEN NOODLE	\$3,938,219	17%	9%	3	LOBSTER BISQUE	\$4,418,447	48%	10%	3	CHICKEN TORTILLA	\$1,811,562	17%	9%	3	CHICKEN NOODLE	\$1,697,817	13%	9%
4	TOMATO	\$3,671,917	(7%)	9%	4	TOMATO	\$3,682,854	26%	9%	4	TOMATO	\$1,775,200	(27%)	9%	4	CHICKEN & WILD RICE	\$1,509,744	41%	8%
5	CHICKEN TORTILLA	\$2,228,233	33%	5%	5	CHICKEN TORTILLA	\$3,084,429	123%	7%	5	CHICKEN NOODLE	\$1,494,264	(6%)	8%	5	CHICKEN TORTILLA	\$1,473,955	23%	8%
6	LOBSTER BISQUE	\$2,165,679	19%	5%	6	BONE BROTH	\$1,531,070	35%	4%	6	SQUASH	\$410,386	54%	2%	6	TOMATO	\$1,319,314	(10%)	7%
7	SQUASH	\$1,892,987	31%	4%	7	CHICKEN NOODLE	\$1,283,250	25%	3%	7	LOBSTER BISQUE	\$401,917	4%	2%	7	OTHER	\$838,650	6%	4%
8	CLAM CHOWDER	\$1,349,345	14%	3%	8	ASIAN INSPIRED	\$1,125,631	90%	3%	8	THAI CURRY	\$336,805	69%	2%	8	LOBSTER BISQUE	\$760,521	(2%)	4%
9	CRAB	\$1,199,775	22%	3%	9	CLAM CHOWDER	\$1,043,269	32%	2%	9	CLAM CHOWDER	\$297,478	12%	2%	9	CLAM CHOWDER	\$495,873	18%	2%
10	CHICKEN	\$798,569	7%	2%	10	SQUASH	\$851,708	100%	2%	10	CORN CHOWDER	\$278,022	15%	2%	10	SQUASH	\$445,833	13%	2%
11	OTHER	\$594,215	46%	1%	11	CRAB	\$742,289	16%	2%	11	JAMBALAYA	\$251,688	(13%)	1%	11	CHICKEN	\$296,590	29%	1%
12	CHICKEN & WILD RICE	\$550,679	24%	1%	12	OTHER	\$610,006	78%	1%	12	CHICKEN	\$238,928	(9%)	1%	12	BEAN	\$217,976	(2%)	1%
13	CORN CHOWDER	\$373,418	(14%)	1%	13	GUMBO	\$567,476	9%	1%	13	CHICKEN & WILD RICE	\$238,484	21%	2%	13	BEEF	\$216,854	(1%)	1%
14	ITALIAN INSPIRED	\$380,790	(2%)	1%	14	SAUSAGE & KALE	\$357,255	176%	1%	14	ITALIAN INSPIRED	\$166,792	(1%)	2%	14	VEGETABLE	\$167,803	18%	1%
15	THAI CURRY	\$355,225	47%	1%	15	CHICKEN & WILD RICE	\$311,496	42%	1%	15	VEGETABLE	\$169,000	6%	2%	15	CORN CHOWDER	\$129,261	38%	1%
16	BEAN	\$350,453	(1%)	1%	16	BEAN	\$292,323	37%	1%	16	ASIAN INSPIRED	\$141,183	18%	2%	16	ITALIAN INSPIRED	\$118,442	67%	1%
17	BONE BROTH	\$348,752	109%	1%	17	THAI CURRY	\$282,037	71%	1%	17	OTHER	\$109,600	172%	2%	17	ASIAN INSPIRED	\$108,533	162%	1%
18	VEGETABLE	\$343,922	43%	1%	18	SHRIMP CORN CHOWDER	\$226,437	12%	1%	18	CALIFLOWERR	\$229,017	(60%)	2%	18	GUMBO	\$94,891	21%	0%
19	SAUSAGE & KALE	\$343,466	33%	1%	19	CHICKEN	\$207,580	71%	0%	19	CRAB	\$95,778	151%	0%	19	BEER CHEESE	\$70,407	(10%)	0%
20	SHRIMP CORN CHOWDER	\$287,794	(12%)	1%	20	CORN CHOWDER	\$205,351	274%	0%	20	PEPPER	\$77,572	152%	0%	20	SHRIMP CORN CHOWDER	\$56,502	(18%)	0%
21	JAMBALAYA	\$297,464	4%	2%	21	VEGETABLE	\$76,405	(40%)	0%	21	BEAN	\$68,939	(25%)	0%	21	CALIFLOWERR	\$45,944	51%	0%
22	ASIAN INSPIRED	\$259,609	47%	1%	22	MUSHROOM	\$63,517	42%	0%	22	MUSHROOM	\$59,394	81%	0%	22	THAI CURRY	\$44,052	81%	0%
23	PEPPER	\$99,712	7%	0%	23	CALIFLOWERR	\$56,960	(65%)	0%	23	BONE BROTH	\$57,744	(1%)	0%	23	PEPPER	\$31,718	(17%)	0%
24	LENTIL	\$84,641	4%	0%	24	ITALIAN INSPIRED	\$48,621	257%	0%	24	BEF	\$36,678	(75%)	0%	24	SAUSAGE & KALE	\$23,406	(18%)	0%
25	GAZPACHO	\$79,250	19%	0%	25	LENTIL	\$29,590	265%	0%	25	LENTIL	\$12,133		0%	25	BONE BROTH	\$23,264	(58%)	0%
26	MUSHROOM	\$68,920	134%	0%	26	BEEF	\$23,915	(60%)	0%						26	LENTIL	\$21,876	NDV/01	0%
27	CALIFLOWERR	\$57,479	(76%)	0%	27	GAZPACHO	\$12,685	199%	0%						27	MUSHROOM	\$18,672	(10%)	0%
28	BEEF	\$55,689	(69%)	0%	28	PEPPER	\$11,934	4%	0%						28	JAMBALAYA	\$8,694	7%	0%
29	GUMBO	\$32,177	24%	0%	29	BEER CHEESE	\$7,520		0%						29	GAZPACHO	\$2,434	131%	0%
30	PEA	\$6,404	693%	0%											30	CRAB	\$188	718%	0%
31	BEER CHEESE	\$1,965		0%															

Data Source - IRI 52 Week MULO as of 6/14/20



10 Ways TO BUILD SOUP SALES

1. OFFER VARIETY

Three or four different soups a day is perfect. Customers love to have options and four keeps the selection process fun without being overwhelming for your guests or your kitchen.

2. MOUTHWATERING NAMES

Use great names and tantalizing menu descriptions. Over-communication can be helpful when it comes to your menu descriptions. They help guests make smart, informed ordering decisions.

3. DRESS IT UP

A little garnish can justify a lot more profit. From bacon to shredded cheese, and tortilla strips and avocado slices - there is no limit on ways to dress up soups for presentation and profit.

4. SAMPLE TO PROMOTE

Promote new soups and minimize waste by offering small samples. A small sample shooter is a great way to convert on a soup sale. Or provide samples of your new soup to get diner feedback.

5. SIZE TO SELL

Offer both cups and bowls to maximize your customers' options. Also, as delivery and to-go dining continues to rise, make sure you have the right-sized containers with spill-proof lids for your soup offerings.

6. CREATE COMBO VALUE

Pair soup with salads or sandwiches in creative ways. If your menu allows, let guest mix soups and half sandwich combos or a side portion of an entree salad. Another option is a loaded baked potato.

7. COMBINE SOUPS

Put two soups together and create a new sensation. Inspiration can come when two good things collide. Layering flavors with soups can be the foundation of a great original house soup special.

8. MAKE SOUP A MEAL

Serve it with bread at a higher price point. A toasted baguette for dipping, a bread bowl to help soak up every last drop or even tabletop crackers are a great way to elevate soup as a meal.

9. MAKE SOUP A SNACK

Mid-afternoon? Late at night? Why not? Snacking is on the rise, and diners are not committed to set meal times anymore. As a popular comfort food, soup is well-positioned to please at any time of day.

10. COOK WITH IT

Use soup as an ingredient in sauces or in other dishes. Soup is one of the most versatile products in a kitchen. Look for ways to cross-utilize your soup products to maximize your profit potential.

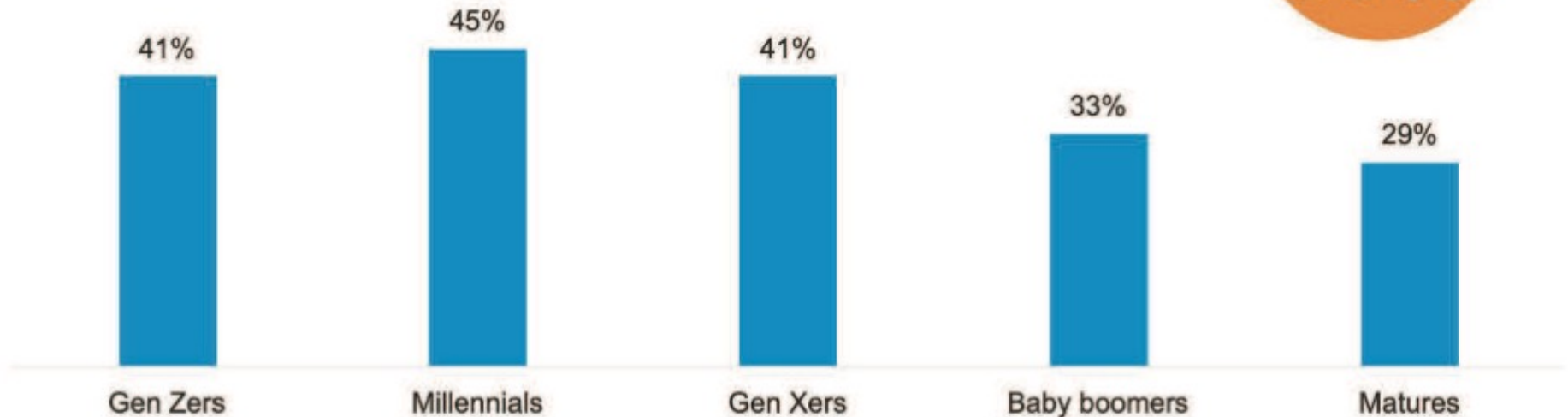
Soup as a Traffic Driver

Signature soups can help drive traffic, particularly among younger consumers

Consumers who order soup more frequently are more likely to be drawn to restaurants specifically for their soups. As a result, restaurants may want to incorporate their signature soups into their marketing.

“I visit certain restaurants specifically because I enjoy the soup they offer.”

Overall
39%



Base: 671 who order soup
Q: How much do you agree or disagree with the following statements? Agree & strongly agree



"I'M HERE FOR
THE SOUP!"



49%

of guests who order
soup, order it at least
ONCE A MONTH.

40%

of guests **make special**
trips to restaurants to
enjoy soup.



DON'T FORGET TO GARNISH!

38% of consumers
said they are more
willing to **pay more**
for soups **Topped**
with **high-quality**
garnishes.



40%

of consumers say it's
important that they
can substitute soup
for sides that come
with entrees.



INTEREST IN ETHNIC AND SPICY FLAVORS ALIGNS WITH GENERAL
MENU TRENDS, AS BRANDS ARE TURNING TO ETHNIC SAUCES, SPICES
AND SEASONINGS TO DIFFERENTIATE.

SPICY SOUPS ARE UP 12% ON TOP 500 MENUS.



**“37% of
millenials
say they
prefer to
order soups
with spicy
flavors.”**

**YOUNGER CONSUMERS IN
PARTICULAR SAY THEY
WOULD VISIT A
RESTAURANT SPECIFICALLY
FOR ITS SOUP.**

Consumers who live in states that have been under stay-at-home orders for months due to the spread of the coronavirus are looking for meals with leftovers, comfort foods and to visit restaurants again, according to a Technomic COVID-19 foodservice update. Convenience stores can meet consumers' needs during this time in many ways, including providing more value items, such as buy one, get one deals (BOGOs) and discounts.

As families look for ways to save and spend more time at home, 48% of consumers are also looking for meals that provide leftovers, and 41% are seeking meals that can feed a family, according to Chicago-based Technomic.

HOW MUCH DO YOU AGREE OR COMPLETELY AGREE WITH THE FOLLOWING STATEMENTS?

I just can't wait for restaurants to open up again

53%

I am seeking meals that will provide leftovers

48%

I am craving more comfort foods

47%

I am seeking more value items such as BOGOs and discounts

43%

I am seeking meals that can feed a family

41%

I am craving more healthful foods

36%

I/my family are getting tired of eating foods that we are preparing at home

30%

Forty-five percent of operators said they would describe the types of foods they are promoting in response to COVID-19 as "comfort foods," according to a Technomic survey from the week beginning April 19.

Source: Technomic's Take: Consumer Perspectives and Behavior; COVID-19 foodservice update from May 15, 2020. The survey was conducted the week of April 12 with a base of 1,001 consumers.
Source: CSP July 2020

SUPERMARKET FOODSERVICE

Family Meals Heat Up

As the COVID-19 outbreak surged, consumers sheltered in place and routine dine-out behavior gave way to at-home occasions. This climate created an immediate need for bundled meal solutions sized to feed a family.

Restaurants quickly developed new family meals to meet this demand; likewise, supermarket foodservice was nimble and pivoted catering capabilities away from larger-scale orders to promote at-home family meals in rotating selections. A full 60% of supermarket foodservice consumers purchase retail prepared foods as a planned purchase; now a greater variety of family meals can

be included in their consideration set when planning a supermarket purchase.

Recently, Balducci's Food Lover's Market, Dierbergs, Gelson's and Kowalski's Market joined other traditional and specialty markets in developing and promoting new family meal bundles.

Typically, the meals are sized to serve four people. Balducci's offerings include Buttermilk Fried Chicken, Citrus-Glazed Grilled Salmon, Lemon-Thyme Roasted Chicken, Turkey & Vegetable Meatloaf, Classic Maryland Crab Cakes and Roasted Beef Tenderloin.

Source: Technomic Supermarket Foodservice Program
Technomic 2019 Retail Foodservice Consumer Trend Report

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42% of
supermarket
prepared-foods
consumers call
“availability of
family-sized
portions” an
important/
extremely
important
attribute



Balducci's Food Lover's Market promoted its new Family Meals for Four, available to order online for both pickup and delivery.

Image Source: Company Website



MEALS

Carefully Made With Quality
Ingredients & Culinary Innovation.



BEEF STROGANOFF WITH NOODLES

Tender stew beef in a decadent sour cream sauce with egg noodles.

ITEM #46886

MACARONI & BEEF IN TOMATO SAUCE

A classic comfort dish with ground beef and elbow macaroni in a chunky tomato sauce. Some call it American Chop Suey, some call it Goulash. We call it delicious!

ITEM #46887

CHICKEN & BROCCOLI ALFREDO WITH PENNE

WHITE MEAT CHICKEN RAISED
WITHOUT ANTIBIOTICS

White meat chicken and broccoli with penne pasta in a parmesan-garlic alfredo sauce.

ITEM #46884

CHICKEN WITH NOODLES IN A MARSALA WINE SAUCE

WHITE MEAT CHICKEN RAISED
WITHOUT ANTIBIOTICS

White meat chicken and penne pasta in savory mushroom sauce with sweet Marsala wine.

ITEM #46883

CHICKEN & NOODLES

WHITE MEAT CHICKEN RAISED
WITHOUT ANTIBIOTICS

All white meat chicken and noodles in a hearty sauce with sweet peas and carrots.

ITEM #46885

CHICKEN WITH PENNE IN ALFREDO SAUCE

WHITE MEAT CHICKEN RAISED
WITHOUT ANTIBIOTICS

White meat chicken and penne pasta in a Parmesan-garlic alfredo sauce with spinach and red peppers.

ITEM #46841

CHICKEN, BACON & NOODLES IN RANCH STYLE SAUCE

WHITE MEAT CHICKEN RAISED
WITHOUT ANTIBIOTICS

Chunks of chicken and curly noodles in a creamy white sauce with bacon pieces and flecks of dill.

ITEM #46879

CHICKEN & PENNE WITH MARINARA SAUCE

WHITE MEAT CHICKEN RAISED
WITHOUT ANTIBIOTICS

White meat chicken and penne pasta in a creamy parmesan tomato sauce with hints of basil and oregano.

ITEM #46878

REFRIGERATE BETWEEN 32° F TO 38° F

PACK SIZE: 4/4 LB GROSS WT: 17.5 LBS NET WT: 16 LBS HI/TL: 4/18 CUBE: 0.45 CASE (L x W x H): 13.25 x 7.75 x 7.50

FOB Minimum order is 500 lbs. 2000 lbs. delivered minimum; can be combined with other products. Exclusions may apply.

SHELF LIFE: 77 DAYS FROM DATE OF MANUFACTURE

BLNT_MEAL 7/08/20

Consumers Ordering At-Home Options

Restaurants are increasingly rolling out consumers, with twice as many expanded at-home options to help drive purchasing family bundles as meal kits. sales during the COVID-19 pandemic, including meal kits and family-sized bundles.

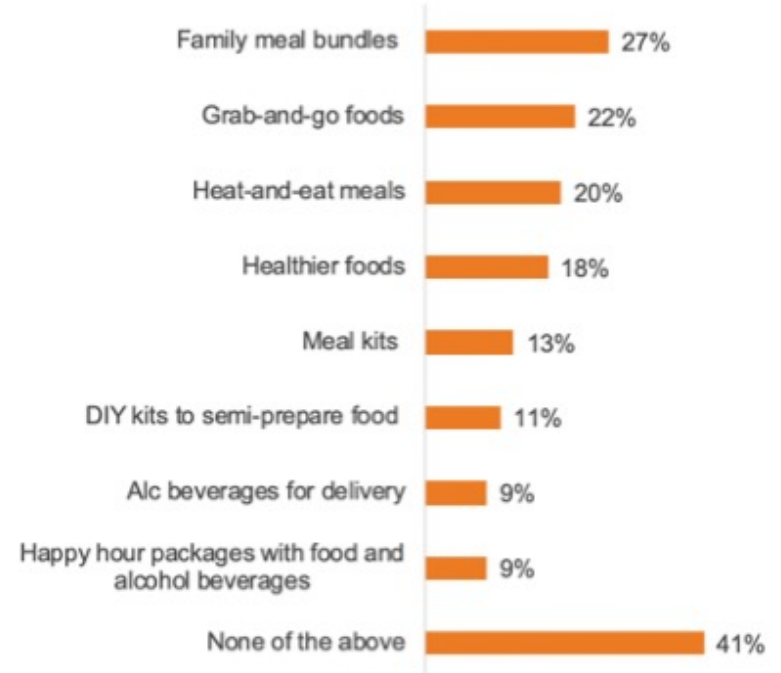
Many operators that offer these items plan to continue doing so once dine-in service resumes to meet ongoing consumer demand. Among new menu offerings measured, ready-to-eat options top those that require prep or cooking such as meal kits.

Family meal bundles stand out among

Base: 1,350 consumers who order takeout or delivery at least once a month; alcohol beverages and happy hour packages are consumers ages 21+

Q: As a result of the COVID-19 pandemic, some restaurants are offering new menu options. Which of the following have you purchased or are likely to purchase from a restaurant or other foodservice location? Select all that apply
Source: Technomic Ignite consumer data from the 2020 Delivery and Takeout Consumer Trend Report

WHICH OF THE FOLLOWING HAVE YOU PURCHASED OR ARE LIKELY TO PURCHASE FROM A RESTAURANT?



THIRD-PARTY FOOD DELIVERY MARKET (IN \$ BN)

■ 2017 ■ 2022



Pentallact Inc.



Chili sales are heating up!

Source: <https://www.bakemag.com/articles/13582-grubhub-reveals-most-popular-food-delivery-trends-across-america-during-first-half-of-2020>

Grubhub
reveals most
popular food
delivery trends
across America
during first half
of 2020

Top foods and beverages of 2020:

1. Spicy chicken sandwich: 299% more popular
2. Plant-based burger: 291% more popular
3. Vanilla shake: 273% more popular
4. Iced latte: 261% more popular
5. **Chili: 228% more popular**

BLOUNT'S CHILI VARIETIES

Three Bean Chili
Uncle Teddy's Beef Chili
Beef Chili
Turkey Chili
Chicken Chili
Organic Vegetarian Chili
Plant-based Vegan Chili -
TRENDING

Try using Chili as an ingredient!

Chili Mac



Loaded Baked Potatoes



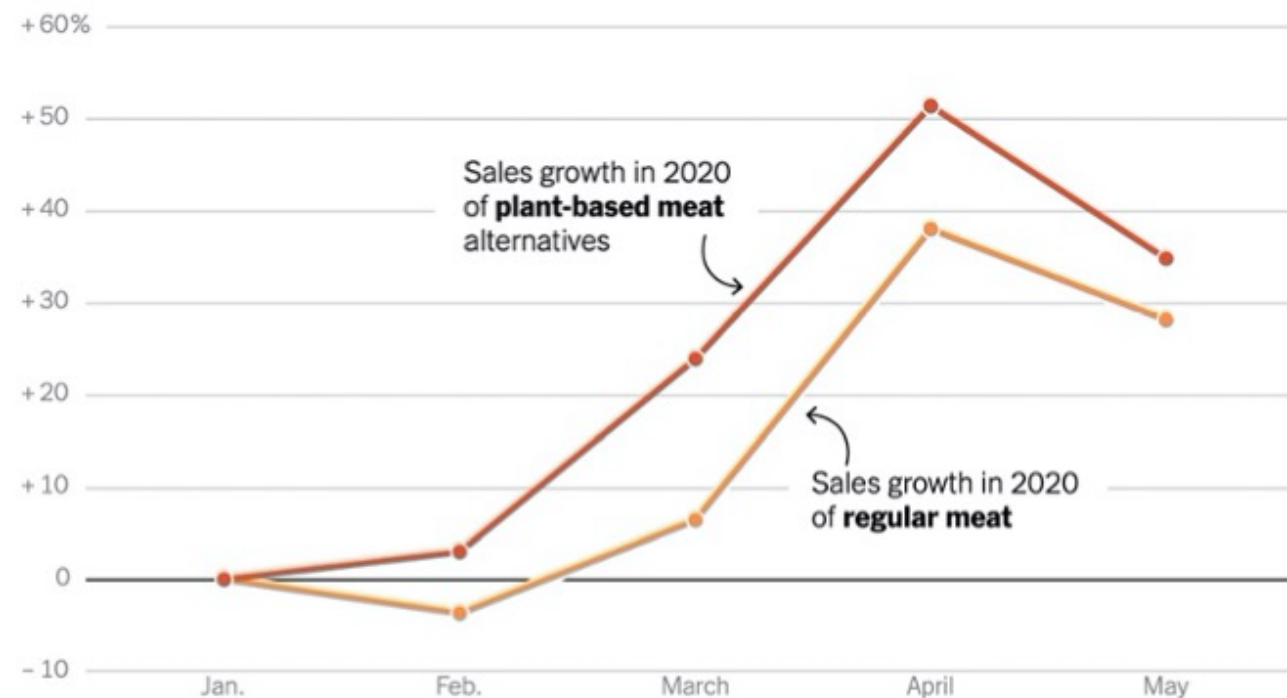
Loaded Chili
Cheese Fries



PLANT-BASED MEAT SALES SOAR DURING PANDEMIC.

A Growth Spurt for Plant-Based Meats

As food sales have soared during the pandemic, the rate of growth for meat has been outpaced by that for plant-based alternatives.



Change since Jan. in dollar sales of four-week periods ended in each month. • Source: Nielsen • By Karl Russell

<https://www.nytimes.com/2020/05/22/dining/plant-based-meats-coronavirus.html>



ADD OUR
**PLANT-BASED
VEGAN CHILI**
TO YOUR
MENU!

ITEM #45418 FRESH
ITEM # 77418 FROZEN

**MEATY
BUT
MEATLESS**

FOOD

DOORDASH DIGS INTO THE TOP FOOD TRENDS EMERGING IN 2020

A consumer survey reveals what Americans are cooking and ordering for takeout during the first six months of the year.

By **Patricia Cobe** on Jul. 23, 2020





Gourmet Mac & Cheese

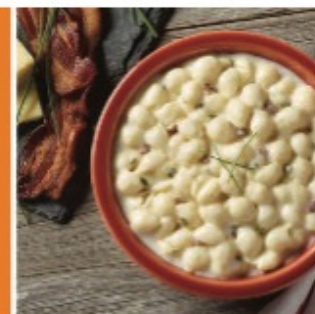
Carefully made with Handcrafted Ingredients & Culinary Innovation.



SIGNATURE MAC & CHEESE

Our ultimate comfort food, elbow macaroni and a creamy sauce made with a three cheese blend and a touch of spice.

REFRIGERATED [24549]
FROZEN [24749]



MAC & CHEESE WITH BACON & UNCURED BACON

Savory bacon and shell pasta folded into a rich and creamy three cheese sauce, accented with chives and spices.

FROZEN [24747]

BUFFALO STYLE MAC & CHEESE

Cayenne pepper sauce blended with our Signature Mac & Cheese with a touch of tangy blue cheese flavor.

FROZEN [24738]



HOMESTYLE MAC & CHEESE

Rotini Pasta blended with the perfect balance of cheeses and spice.

REFRIGERATED [24539]



WHITE CHEDDAR MAC & CHEESE

A grown-up version of the ultimate comfort food, made with shell pasta and decadent, creamy white cheddar cheese sauce.

REFRIGERATED [24550]
FROZEN [24750]



HATCH CHILE MAC & CHEESE

Elbow macaroni in a creamy mix of Cheddar, Colby, and Parmesan cheeses with roasted Poblano peppers and a Hatch chile pepper seasoning blend.

REFRIGERATED [24528]
FROZEN [24728]

SMOKED GOUDA MAC & CHEESE

Shell pasta in a decadent mixture of creamy cheeses including smoked Gouda, a Dutch cheese with butterscotch and nutty undertones.

REFRIGERATED [24527]
FROZEN [24727]



REFRIGERATED PRODUCT:

REFRIGERATE BETWEEN 32° F TO 38° F

PACK SIZE: 4/4 LB GROSS WT: 17.5 LBS

NET WT: 16 LBS HWT: 1/18 CUBE: 0.32

CASE (L x W x H): 7.30 x 12.20 x 6.20 CASES PER PALLET: 72

FOB Minimum order is 500 lbs. 2500 lbs. delivered minimum; can be combined with other products. Exclusions may apply.

Shelf life is from 60 days from date of manufacture.

FROZEN PRODUCT:

KEEP FROZEN 0° F OR BELOW

PACK SIZE: 4/4 LB GROSS WT: 17.5 LBS

NET WT: 16 LBS HWT: 5/18 CUBE: 0.43

CASE (L x W x H): 13.82 x 7.32 x 7.14 CASES PER PALLET: 90

FOB Minimum order is 500 lbs. 2000 lbs. delivered minimum; Can be combined with other products. Exclusions may apply.

Shelf life is 365 days

BLT_MAC 01/20/23

Fresh Soup Offerings



CODE	DESCRIPTION	
SEAFOOD		
7503	EXTREME Lobster Bisque	
75090	EXTREME New England Clam Chowder	GF
75030	Maine Lobster Bisque	
75001	Manhattan Clam Chowder	GF • DF • LF
75021	Maryland Style Crab Soup	GF • DF
7500	New England Clam Chowder	
75023	Shrimp & Roasted Corn Chowder	
74123	Shrimp & Roasted Corn Chowder	
75133	Clambake Chowder	GF
75016	Rip Roarin' Crab Soup	
CHICKEN, TURKEY & PORK		
74148	Chicken Chili with Beans	GF • ABF
75102	Chicken Artichoke Florentine Soup	
75012	Chicken & Poblano Pepper Soup	
74608	Chicken & Dumpling Soup	DF • ABF
75108	Chicken Spaetzle (Dumpling) Soup	DF
80117	Creamy Chicken & Wild Rice Soup	GF
74504	Chicken & Uncured Sausage Gumbo	ABF
74641	Chicken Ginseng Soup	GF • DF • LF • ABF
75882	Chicken, Kale & Sweet Potato Soup	GF • DF • ABF
74541	Chicken Noodle Soup	DF • LF • ABF
75041	Chicken Noodle Soup	DF • LF
74564	Chicken Tortilla Soup	GF • ABF
75064	Chicken Tortilla Soup	GF • LF
75043	Kale Soup with Chourice	GF
75101	Lasagna Soup with Turkey Sausage	
74661	Thai Chicken Soup	ABF • DF • LF
7546	Turkey Chili with Beans	GF • DF
74546	Turkey Chili with Beans	ABF • GF
75134	Turkey Sausage and Kale Soup	GF • DF
75046	Thanksgiving Everyday (Cream of Turkey) Soup	
75040	Italian Wedding Soup	
75067	Lemon Chicken Orzo Soup	DF • LF • ABF
BEEF		
75032	Uncle Teddy's Chunky Beef Chili	GF
75042	Angus Beef Chili with Beans	GF
75055	Beef & Barley Soup	
74542	Beef Chili with Beans	GF • DF • ABF
75002	Beef Chili with Beans [80/20]	GF • DF
80105	Hearty Beef Vegetable Soup	GF

COMFORT		
75083	Cauliflower & Cheddar Soup	GF
75014	Baked Potato Soup	
75063	Butternut Squash & Apple Soup [SEASONAL - Fall/Winter]	
75091	Broccoli & Cheddar Cheese Soup	
75094	Creamy Tomato Soup	GF
75081	New England Corn Chowder	
75054	Southwest Style Corn Chowder	
VEGETARIAN		
45418	Plant-Based Vegan Chili	GF • V*
75026	Fire-Roasted Vegetable Soup	GF • LF • V* • DF
75050	Minestrone Soup	DF • LF • V
75150	Green Minestrone Soup	V
80189	Spring Vegetable Soup	GF • V* • DF
75009	Spiced Pumpkin Bisque [SEASONAL - Fall/Winter]	GF • V
75194	Tomato Zucchini Soup	GF • V
74192	Sweet Potato & Corn Chowder	DF • GF • LF • V*
74144	Vegetarian Split Pea Soup	GF • V
75162	Butternut Bisque (with Sage)	V
75820	Roasted Red Pepper & Smoked Gouda Soup	GF • V
75152	Mushroom & Barley Soup	DF • LF • V*
80152	Wild Mushroom Bisque	GF • V
80194	Tomato Bisque	GF • V
76006	Citrus Lentil Soup	DF • GF • LF • V*
ORGANIC		
76076	Organic Citrus Lentil Soup	GF • DF • V* • LF
76062	Organic Savory Harvest Bisque	V
76003	Organic Ancient Grain Minestrone Soup	V* • DF
76056	Organic Black Bean Soup	GF • DF • V*
76041	Organic Chicken Noodle Soup	
76024	Organic Lentil Soup	GF • DF • V
76025	Organic Lentil & Chick Pea Soup	GF • DF • V*
76050	Organic Minestrone	DF • V
76094	Organic Tomato Bisque	GF • V
76018	Organic Vegetarian Chili	GF • DF • V*
76012	Organic Coconut Lentil Soup	
76091	Organic Broccoli Cheddar Soup	GF
76064	Organic Chicken Tortilla Soup	GF • DF
76021	Organic Roasted Red Pepper Soup	GF • V • LF
80218	Organic Vegetable & Bean Soup	GF • V* • LF
SOUP BASES - ADD RICE OR NOODLES!		
76913	Chicken Ramen Broth	DF • GF

REFRIGERATE BETWEEN 32° F TO 38° F

PACK SIZE: 4/4 LB GROSS WT: 17.5 LBS NET WT: 16 LBS HI/TH: 4/18 CUBE: 0.45 CASE (L x W x H): 13.25 x 7.75 x 7.50

FOB Minimum order is 500 lbs. 2000 lbs. delivered minimum; can be combined with other products. Exclusions may apply.

Shelf life is from 56-90 days based on product.

Frozen Soup Offerings



CODE	DESCRIPTION	ATTRIBUTES
SEAFOOD		
7703	Atlantic Lobster Bisque	GF
78020	Atlantic Clam Chowder	
77030	Maine Lobster Bisque	
7701	Manhattan Clam Chowder	GF - DF - LF
77021	Maryland Style Crab Soup	GF - DF
77090	EXTREME New England Chowder	GF
77020	New England Clam Chowder	
77033	Rhode Island Clear Clam Chowder	GF - DF
78016	Rip Roarin' Crab Soup	
77076	Scallop & Bacon Chowder	
77023	Shrimp & Roasted Corn Chowder	
CHICKEN, TURKEY & PORK		
78002	Chicken, Artichoke Florentine Soup	
78082	Chicken, Kale & Sweet Potato Soup	GF - DF
77041	Chicken Noodle Soup	DF - LF
78741	Chicken Ginseng Soup	GF - DF - LF - ABF
78012	Chicken & Poblano Pepper Soup	
77208	Chicken Spaetzle (Dumpling) Soup	DF
77064	Chicken Tortilla Soup	GF
77069	Creamy Chicken & Wild Rice Soup	
78017	Chicken & Wild Rice Soup	GF - LF - DF
78064	Chicken Enchilada Soup	GF
77040	Italian Style Wedding Soup	
77043	Kale Soup with Chourico	GF
78001	Lasagna Soup with Turkey Sausage	
77044	Old Fashioned Split Pea Soup	GF
77051	Reduced Sodium Chicken Noodle Soup	LF
77046	Thanksgiving Everyday Soup	
7746	Turkey Chili with Beans	GF - DF
78034	Turkey Sausage & Kale Soup	GF - DF
77057	Tuscan Style Bean & Sausage Soup	GF - LF
BEEF		
78005	Albondigas (Mexican Style Meatball Soup)	
77055	Beef & Barley Soup	
77042	Beef Chili with Beans [80/20]	GF - DF
77071	Vegetable Stew With Beef	
77066	Steak & Ale Chowder	
77032	Uncle Teddy's Chunky Beef Chili with Beans	GF

COMFORT		
78083	Cauliflower & Cheddar Soup	GF
77084	Beer & Cheese Soup	
77014	Baked Potato Soup	
77091	Broccoli & Cheddar Cheese Soup	
77063	Butternut Squash & Apple Soup [SEASONAL - Fall/ Winter]	
77037	Cream of Jalapeno Soup	GF
78068	French Onion Soup	GF
77080	Pasta e Fagioli	LF
78014	Potato, Roasted Garlic & Leek Soup	GF
77054	Southwest Style Corn Chowder	
77053	Tomato Florentine Soup	
VEGETARIAN		
78026	Fire-Roasted Vegetable Soup	GF - LF - V* - DF
77206	Garden Vegetable Soup	GF - LF - V*
77026	Hearty Vegetable Soup	LF - V
77050	Minestrone Soup	DF - LF - V
77009	Three Bean Chili	GF - LF - V* - DF
78011	Spinach & Feta Chowder	V
77089	Spring Vegetable Soup	DF - V* - GF
77094	Creamy Tomato Soup	GF
77220	Roasted Red Pepper & Smoked Gouda Soup	GF - V
78009	Spiced Pumpkin Bisque [SEASONAL - Fall/ Winter]	GF - V
77052	Wild Mushroom Bisque	GF - V
ORGANIC		
78603	Organic Ancient Grain Minestrone Soup	DF - V*
78656	Organic Black Bean Soup	GF - DF - V*
78662	Organic Savory Harvest Bisque	V
78612	Organic Coconut Lentil Soup	GF - V
78641	Organic Chicken Noodle Soup	
78692	Organic Kale & Sweet Potato Soup	GF - DF - V*
78625	Organic Lentil & Chickpea Soup	GF - DF - V*
78694	Organic Tomato Bisque	GF - V
78618	Organic Vegetarian Chili	GF - V* - DF
SOUP BASES - ADD RICE OR NOODLES!		
78912	Hibachi Chicken Broth	GF - DF - ABF

KEEP FROZEN

PACK SIZE: 4/4 LB GROSS WT: 17.5 LBS NET WT: 16 LBS

HI/TI: 5/18 CUBE: 0.43 CASE (L x W x H): 13.32 x 7.82 x 7.14

FOB Minimum order is 500 lbs. 2000 lbs. delivered minimum;

Can be combined with other products.

Exclusions may apply. Shelf life is 365 days.

View/Download all of our Point of Sale Here:

www.blountfinefoods.com/resource-center



POINT OF SALE

Download all Blount's POS for immediate information on all of our premium products.

Food Service >

Retail >





Also check out our FOODSERVICE MARKETING SITE:

Link: <http://blountfinefoods.com/fsmarketing>

Blount Fine Foods 2019

Watch later Share

Welcome to the Blount Fine Foods Foodservice Marketing website dedicated to all things Marketing. Here you will find resources and data to help and inform your decision process with the latest and greatest when menu planning. Using Technomic and on-going research, we strive to give you the most current and relevant trends, what's selling, what's new and what you should be placing on your menu. Whether it be Soups, Sides, Sauces, Entrees and more, Blount Fine Foods is here to guide you every step of the way.

Click here to get a feel for what goes on here at Blount Fine Foods first class facility.

GO TO BLOUNTFINEFOODS.COM (FULL SITE)

Follow Us

Facebook Instagram

What's New

What Students Are Craving?

Find out what College students are craving, Blount Fine Foods has an array of Soups and Sides that will meet all the criteria for the student population

CLICK TO VIEW

LTO's

Plan ahead with some great flavors of soups, and give your customers what they are looking for- seasonal flavors!

CLICK TO VIEW

Chicken Pot Pie Sliders

A great Fall Appetizer for your menu!

CLICK TO VIEW

This is a hub for foodservice marketing materials. We encourage you to utilize these documents in your sales meetings! (No Log-In Required)





Thank
You
