

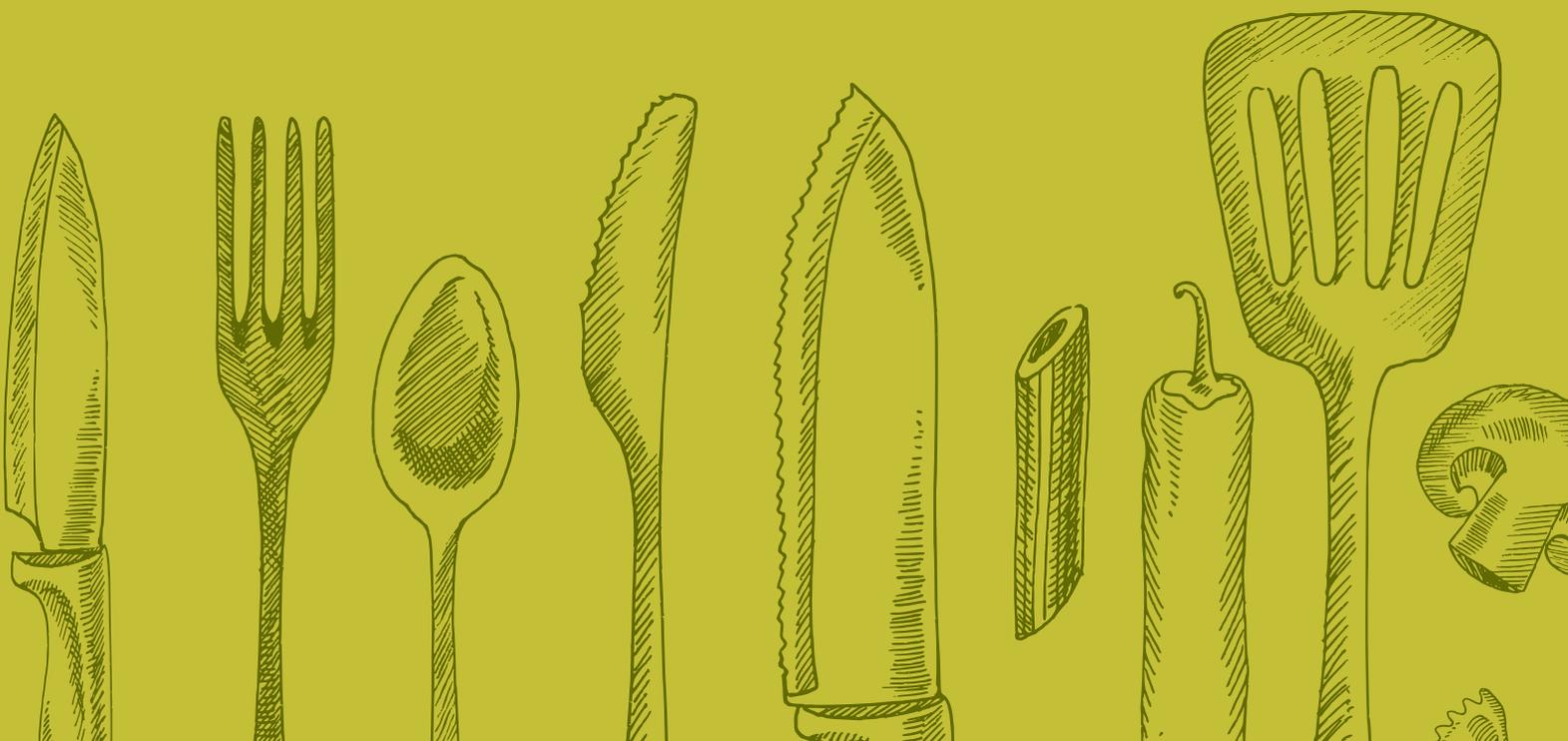


MENU

PLANNING STARTS NOW.

Planning is always a big part of keeping your menu fresh and exciting. Our premium soups are carefully crafted with only the finest ingredients and packaged in our convenient, low labor, ready-to-heat bags - made to increase your profits.

Make your menu statement with Blount soups!





STARTERS



Soup is gaining ground as a snack and breakfast item due to younger consumers.

17%

are likely to order soup as a snack (up from 11% in 2015)

17%

are likely to order soup at breakfast (up from 9% in 2015)

21%

strongly agree that they'd like more restaurants to offer soup during breakfast hours.

2018

TOP FLAVOR PROFILES



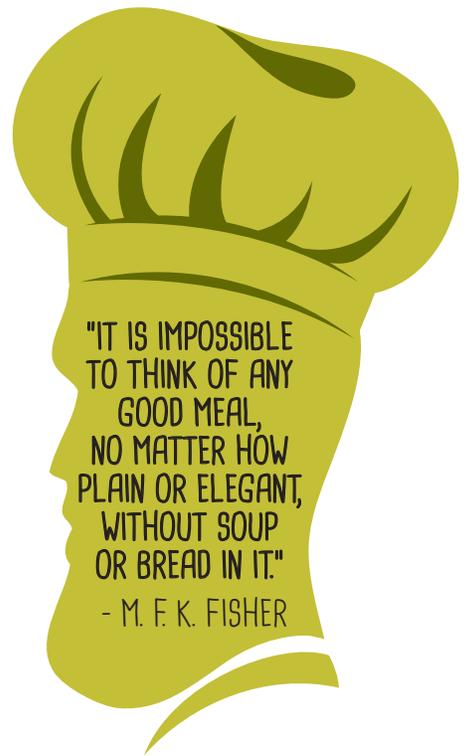
1. Asian (+38%)
2. Spicy (+29%)
3. Pepper (+20%)
4. Italian (+11%)

SEE NEXT PG FOR OUR PICKS!



AS A TRAFFIC DRIVER

39% of consumers said "I VISIT RESTAURANTS SPECIFICALLY BECAUSE I ENJOY THE SOUP THEY OFFER"



"IT IS IMPOSSIBLE TO THINK OF ANY GOOD MEAL, NO MATTER HOW PLAIN OR ELEGANT, WITHOUT SOUP OR BREAD IN IT."
- M. F. K. FISHER



PREMIUM QUALITY



"I'M HERE FOR THE SOUP!"



49%

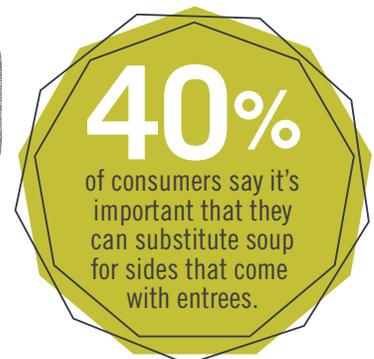
of guests who order soup, order it at least **ONCE A MONTH.**

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.**



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



2018 TOP FLAVOR PROFILES



1. Asian (+38%)
2. Spicy (+29%)
3. Pepper (+20%)
4. Italian (+11%)

1. Asian

- 74641 Chicken Ginseng GF DF LF ABF
- 74661 Thai Chicken ABF DF LF
- 78913 Chicken Ramen ABF DF

2. Spicy

- 78064 Chicken Enchilada GF
- 78005 Albondigas (Mexican Meatball)
- 75054 Southwest Corn Chowder
- 78016 Rip Roarin' Crab & Corn
- 75043 Kale Soup with Chourico GF

3. Pepper

- 75820 Rstd. Red Pepper & Smoked Gouda GF V PF
- 75012 Chicken Poblano
- 77037 Cream of Jalapeno GF

4. Italian

- 75150 Green Minestrone VE PF
- 75040 Italian Wedding
- 75101 Lasagna Soup w/ Turkey Sausage
- 77080 Pasta e Fagioli LF

Source: 2018 Technomic Soup & Salad
 Consumer Trend Report, powered by Ignite

DON'T FORGET THE CLASSICS!

TOP SELLING SOUPS - TOTAL U.S.

		BLOUNT ITEM #'S
BROCCOLI CHEDDAR	\$26,838,812	...75091
BAKED POTATO	\$13,911,460	...75014
TOMATO	\$11,897,437	...75094
CHICKEN NOODLE	\$9,065,988	...75041
CHICKEN TORTILLA	\$6,238,699	...75064
CLAM CHOWDER	\$5,669,012	...7500
LOBSTER BISQUE	\$5,098,749	...75030

DON'T FORGET TO
GARNISH!

UNMET SOUP DEMANDS

"CONSUMERS WOULD LIKE TO SEE MORE SOUPS MADE WITH VEGETABLES AND LIGHTER PROTEINS"



POULTRY

- 75882** Chicken, Kale & Sweet Potato **GF - DF - LF - ABF**
- 75067** Lemon Chicken Orzo **DF - LF - ABF**
- 75134** Turkey Sausage & Kale **GF - DF**
- 78017** Chicken & Wild Rice **GF - LF - DF**



PLANT FORWARD

- 75150** Green Minestrone **VE - PF**
- 80189** Spring Vegetable **VE - PF**
- 74192** Sweet Potato & Corn **VE - PF**
- 75194** Tomato Zucchini **PF**
- 75026** Fire Roasted Vegetable **VE - PF**



ORGANIC

- 76012** Org. Coconut Lentil **VE - GF - DF - PF**
- 76092** Org. Kale & Sweet Potato **VE - GF - DF - LF - HA**
- 76018** Org. Vegetarian Chili **VE - GF - DF - LF - HA**
- 76094** Org. Tomato Bisque **VE - PF**

Key: **VE** - Vegan **V** - Vegetarian **GF** - Gluten Free **ABF** - Protein Raised without Antibiotics
DF - Dairy Free **LF** - Low Fat **PF** - Plant Forward

CONTACT YOUR REP:

STEVE BLOUNT - NAT. ACCTS EAST
stevejr@blountFineFoods.com

ESTELLE GOULART - NEW ENGLAND
egoulart@blountFineFoods.com

JIMMY CANALE - METRO NY/NJ
jamesc@blountFineFoods.com

MATT YUSEN - SOUTHEAST
myusen@blountFineFoods.com

DOMINIC IMBORDINO - MIDWEST
dimbordino@blountFineFoods.com

MIKE PALMER - REG. & NAT. ACCOUNTS MIDWEST
mpalmer@blountFineFoods.com

ASHLEY JONES - NORTHWEST
ajones@blountFineFoods.com

MIKE MAHER - SOUTHWEST
mmaher@blountFineFoods.com

IAN LOFTON - SOUTH CAL. / ARIZONA / NEVADA
ilofton@blountFineFoods.com

MICHELLI HEBER - NORTH CALIFORNIA
mheber@blountFineFoods.com