

## ANNUAL MAGAZINE

AD DATES EFFECTIVE
JUNE 1 - 30, 2018 VOLUME 11


It is with great pleasure that we present our annual Bite Magazine! As with every year, we have packed the publication full of great savings opportunities. More importantly, I hope you fully explore the magazine for new ideas, and absorb the helpful tips and food safety information. Our industry continues to challenge us on what we have considered norms. We continue to face market changes driven by culinary trends, changing age demographics of the consumer base, and government influence on wages, benefits and regulatory compliance. These realities can be overwhelming as business owners and managers try to navigate and understand those influences to positively impact sales and profitability.

URM continues to be a resource to help grow your business. Again, Bite should help you energize your menu offerings with new items and concepts. In recent years, the numbers have been consistent; those that offer regular variety in their menu achieve higher growth in customer count and ticket size. Restaurants considered "cutting edge" or "culinary explorers" are growing in number and are attracting consumers away from "mainstream operators." Moreover, those that have made appropriate changes in labor and operational formats to welcome a limited service operation have actually seen larger gains in check sizes than that of traditional full service restaurants, by $\$ 5$ per check over the last nine years. Bottom line is that more people are wanting variety and authentic, quality food served quickly.

Aside from updating your menu regularly, and concentrating on quality (versus inexpensive options), one cannot have a successful food business if food safety is ignored and cleanliness isn't a priority. There are several articles in Bite that focus on those issues. For the safety of your customers and for the viability of your business, please take the time to read and adjust your business as necessary. URM has made a considerable investment in food safety and regulatory compliance, and understands our duty to public health and the negative impact it can have on our business if ignored.

Thank you for your partnership and I wish you all an amazing and profitable summer!


## meet ow foam

## FOODSERVICE SALES TEAM

Paul Steele<br>DIRECTOR OF FOODSERVICE

Tony Longinotti
DISTRICT 1 SALES MANAGER

## DISTRICT 1 FOODSERVICE SALES CONSULTANTS

Beth Gallagher, Dan Crowley, Frank Pulido, Rick Olsen, Kevin Boydston, Matt Mazzarella, Mike Daschbach \& Sera Steffy

## Brent Merrel <br> DISTRICT 2 SALES MANAGER

## DISTRICT 2 FOODSERVICE SALES CONSULTANTS

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Shane Copenhaver
DIRECTOR OF C-STORES \& GROCERY

## CONVENIENCE \& GROCERY SALES CONSULTANTS

Jake Winslow, Hunter Croll, Hillarie Weeks, Mike Poffenroth \& Audrey Dykens

## MARKETING TEAM

Kolea Kent
DIRECTOR OF MARKETING
Lindsey Vlasman
MARKETING DESIGN SPECIALIST
Wendy Brizendine
MARKETING ASSISTANT

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Powernet is URM's internet-based ordering system. Login from the URM website to access files, check stock status, research product options, and order online at your convenience with accurate inventory and current prices at your fingertips. Before transmitting, you can "Check Available" to verify all items will ship. You are able to set up a critical item list, insert values, and customize your order guides.


## FEATURES OF POWERNET ONLINE ORDERING SYS『EM

1. Robust search functions
2. Live inventory and pricing
3. Par-level ordering on all guides
4. Accounts payable review, including detailed invoices
5. Delivery confirmation review
6. Usage reporting
7. Dashboard views
8. iPad support module
9. Safari and Android support

## Recipe Manager

Recipe Manager imports URM inventory items into your recipes through our PowerSell software. Build a plated menu, then calculate food cost and profit margin.


## FEATURES OF RECIPE MANAGER

1. Calculate batch and per-ounce costs for the recipes you create.
2. Calculate food cost percentage and gross profit on each plate created.
3. Scratch-made recipes can be incorporated into the plate you are creating. Notes on ingredients and preparation instructions can be included.
4. Convert bulk ingredients down to the teaspoon or ounce with "Convert It" feature.
5. Export recipes to another file format with the ingredients and notes for that recipe.
6. Add photos to your exported recipe; you'll have a very nice prep sheet showing how to make the plated product and how it should look when it's finished.
7. Import your plate recipe into an order and use the "Order Generator" feature to calculate a suggested order based on the quantity you will be serving.

## Inventory Manager

Inventory Manager is a feature within our PowerSell ordering system that tracks your URM purchases. Current prices and items are imported, and even purchased items from other sources can be added.


## Save time and resources when you order!

## FEATURES OF INVENTORY MANAGER

1. Get inventory valuations by location, department, or total.
2. Add individual or groups of items from personal order guides, history, price books or standard order guides.
3. Print inventory worksheets.
4. View item details and history.
5. Import and export inventory.
6. Measure by units or by the case.
7. Create custom conversions to measure product inventory.


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

## Sign up now for access at urmfoodservice.com/menu-management

NET NEWS - Find out what's happening in the world of food with market updates, trends, incentives and more.

SMART SOURCE - Increase your food expertise, industry knowledge and sales with category and brand training.

OPERATOR'S EDGE - Tips to successfully run your business from consumer insights to restaurant trends.

MENU MANAGEMENT - Build a great menu with fresh recipes and a food cost calculator to increase your bottom line.

PICS - Access the latest promotions, incentives and coupons you need to drive business and save money.



## Specialty Foods Cross Dock Programs



## DPI SPECIALTY FOODS

Our DPI program provides our customers with an extensive variety of specialty foods from around the world, including gourmet, natural, organic, gluten free, local and ethnic foods that are delivered along with your regular order from URM. The constant focus on food trends, seasonality, customs and changing demographics allows for a product selection that enables continued growth and profitability for foodservice providers. Additional information can be accessed from the DPI website at www.dpispecialtyfoods.com.

## UNFI SPECIALTY FOODS

United Natural Foods (UNFI) is the leading national distributor of natural, organic and specialty foods in the United States. URM's UNFI program provides you access to their 65,000 items that are shipped along with your regular order. For more detailled information visit the UNFI website at www.unfi.com.

## MERCADO LATINO, INC. SPECIALTY FOODS

Mercado Latino was established in 1963 and is the leading manufacturer, importer, and full service distributor of a full line of authentic, quality Latin products, including food and specialty non-foods. Mercado Latino carries an extensive line of the finest Latin products, and makes them available to URM customers.
For product catalogs and more information visit the Mercado Latino website at www.mercadolatinoinc.com.
SPEAK TO YOUR SALES CONSULTANT ABOUT MINIMUMS AND THE ORDERING PROCESS.

## 7 / PRODUCT RESOURCES



Peirone Produce is a wholly-owned subsidiary of URM and provides you access to a large variety of top quality products. Their modern nine-acre warehouse is one of the most technologically advanced produce operations in the nation.


To ensure that product is always handled correctly and to allow Peirone further room for growth, the Peirone Board of Directors has unanimously approved a warehouse capacity expansion program.

This retrofit of the existing warehouse will add over 800 additional slots, giving Peirone approximately $40 \%$ additional capacity! This project will be completed this month.

Make sure to check out the NEW Peirone Produce website! It features special deals, market updates, recall alerts and more. peironeproduce.com



## Delivering Consistent Quality And Service

URM Foodservice delivers to and supports over 1,500 diverse businesses in four states. Our customers are restaurants, casinos, hotels, correctional facilities, rehabilitation centers, school districts, senior living facilities, daycares, universities, convenience stores, delis, grocery stores, theme parks, golf courses, bakeries, resorts, and manufacturing companies.

URM delivers a complete selection of foodservice items that include traditional product categories of dry grocery, fresh and frozen, as well as unique access to a variety of specialty items.

Our area of distribution extends from eastern and central Washington, northern Idaho, northwest Montana, and northeast Oregon.

Contact us for all of your Foodservice needs! web: urmfoodservice.com email: urmfsales@urmfoodservice.com phone: 1.800.541.2207 or 509.467.2755


9 / PRODUCT RESOURCES


UniPro Foodservice, Inc. is the largest foodservice distribution cooperative in the United States, with over 750 distribution locations.

STRENGTH IN NUMBERS - Our distributor network provides quality foodservice products to over 800,000 customers nationwide. The UniPro network of distributors is dedicated to be your local market source for quality products and services. Our strength in numbers enables us to compete with other national distributors.

PURCHASING POWER - The UniPro organization is the nation's \#1 foodservice distribution network. This superior buying leverage is passed on to you. We buy better, so you buy better. It is also reflected in the high standards of quality in every case purchased.

GLOBAL SOURCING - UniPro Foodservice purchases worldwide from more than 500 manufacturers. This guarantees we cover all your menu needs. UniPro is typically the largest or second largest customer to the industry. This gives you the greatest variety and guarantees quick access to quality foodservice products.

This partnership allows URM to offer our customers great services, programs and prices.



10 / PRODUCT RESOURCES

# URM Exclusive Brands 

URM IS PROUD TO INTRODUCE OUR NEW LINE OF PRIVATE BRANDS...COMING SOON. What will these new products mean for you?
You will be able to acquire great quality products with huge savings.

HEALTH \& BEAUTY: TOPCARE HOUSEHOLD: SIMPLY DONE

- BABY \& CHILD: TIPPY TOES
- ORGANIC \& NATURAL: FULL CIRCLE MARKET
- ICE CREAM: COW BELLE CREAMERY

COFFEE: WIDE AWAKE COFFEE CO.
LIFESTYLE MEALS: @ EASE
GRILLING PREP: CHARKING
PET NECESSETIES: PAWS HAPPY LIFE BEVERAGES: MERCHANT'S CRAFT SHORTENING \& OILS: VERSA

- PANTRY \& SOUPS: HIGHLAND MARKET
- CANNED FRUIT \& VEGETABLES: SUNSOURCE
- DISPOSABLES: COMPANIONS
- IMPORTS: WORLD HORIZONS
- FROZEN SEAFOOD: OCEAN HORIZONS
- ITALIAN SPECIALTIES: CORTONA
- COFFEES \& TEAS: REFLECTIONS
- SWEETENERS: SWEETSOURCE
- ASSORTED MEAT: BUCKLEY FARMS
- GENERAL GROCERY: FOOD CLUB



## SweetSource

## SUNSOURCE



## BUCKLEY <br> FARMS



## Reflections.

Highland

## simply done" ready for life



## TopCare。



11 / PRODUCT RESOURCES


URM offers its customers a comprehensive in-house chemical program. We sell the products and provide the service! Many products are available to take care of all your sanitation and cleaning needs. From the front door of your business to the dumpster, we can customize a program to meet your specific requirements.

## YOU CAN CHOOSE TO BUY OR LEASE EQUIPMENT. CALL RON OR KYLE FOR YOUR FREE EVALUATION (509) 468-1305.

DISH ROOM - We offer dishmachines, dispensing equipment and the products to keep your dishes and cutlery sparkling clean. If you need replacement parts, new equipment, service calls or repairs, our trained technicians are here to help you!

RESTROOMS - All janitorial and sanitation products are available for you to purchase.

FLOORS \& WALLS - Whether it's your front entrance, or the greasy kitchen area, we have the product for you.

DRAINS \& REFUSE AREAS - Our knowledgeable URM Chemical Team can help you find the right product.


## 12 / PRODUCT RESOURCES

## Kitchen Cheat Sheet

| Measurement Conversions |  |  |
| :---: | :---: | :---: |
| $\mathbf{1 6}$ Cups | $\mathbf{4}$ Quarts | $\mathbf{1}$ Gallon |
| $\mathbf{8}$ Cups | $\mathbf{6 4}$ Ounces | $\mathbf{1 / 2}$ Gallon |
| $\mathbf{6}$ Cups | $\mathbf{4 8}$ Ounces | $\mathbf{3}$ Pints |
| $\mathbf{4}$ Cups | $\mathbf{3 2}$ Ounces | $\mathbf{1}$ Quart |
| $\mathbf{2}$ Cups | $\mathbf{1 6}$ Ounces | 1 Pint |
| $\mathbf{1}$ Cup | $\mathbf{8}$ Ounces | $\mathbf{1 6}$ Table- |
| $\mathbf{3 / 4}$ Cup | $\mathbf{6}$ Ounces | $\mathbf{1 2}$ Tbsp + 2 Tsp |
| $\mathbf{2 / 3}$ Cup | $\mathbf{5}$ Ounces | $\mathbf{1 1}$ Tablespoons |
| $\mathbf{1 / 2}$ Cup | $\mathbf{4}$ Ounces | $\mathbf{8}$ Tablespoons |
| $\mathbf{3 / 8}$ Cup | $\mathbf{3}$ Ounces | $\mathbf{6}$ Tablespoons |
| $\mathbf{1 / 3}$ Cup | $\mathbf{2 . 5}$ Ounces | $\mathbf{5}$ Tbsp + 1 Tsp |
| $\mathbf{1 / 4}$ Cup | $\mathbf{2}$ Ounces | $\mathbf{4}$ Tablespoons |
| $\mathbf{1 / 8}$ Cup | $\mathbf{1}$ Ounce | $\mathbf{2}$ Tablespoons |


| Meat Temperatures |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| rare | med-rare |  | medium |  | med-well |  | well |
| $125^{\circ}$ | $130^{\circ}$ |  | $140^{\circ}$ |  | $150^{\circ}$ |  | $160^{\circ}$ |
| GROUND BEEF = $160{ }^{\circ}$ |  |  |  |  |  |  |  |
| med-rare |  | medium |  | med-well |  | well |  |
| $125^{\circ}$ |  | $130^{\circ}$ |  | $140^{\circ}$ |  | $160^{\circ}$ |  |
| POULTRY = $165^{\circ}$ |  |  |  |  |  |  |  |
| $P O R K=165^{\circ}$ |  |  |  | medium |  | well |  |
|  |  |  |  |  | $50^{\circ}$ | $160^{\circ}$ |  |
| SEAFOOD $=145^{\circ}$ |  |  |  |  |  |  |  |
| fin fish | shrimp crab |  |  | clamsoysters mussels |  | scallops |  |
| Until opaque and separates with a fork | Cook until flesh <br> is pearly and opaque |  |  | Cook until shells open |  | Cook until opaque, white and firm |  |


| Refrigerator \& Freezer Storage Times |  |  |
| :---: | :---: | :---: |
| MILK | FRIDGE | FREEZER |
| evaporated milk | 4-5 days | 1 month |
| skim/whole/non-fat | 5 days | 1 month |
| sweetened condensed | 4-5 days | 1 month |
| FISH \& SHELLFISH | FRIDGE | FREEZER |
| fresh/cleaned fish | 1 day | 2-3 months |
| LUNCH MEAT | FRIDGE | FREEZER |
| deli sliced/open package | 3-5 days | 1-2 months |
| unopened package | 2 weeks | 1-2 months |
| BACON \& SAUSAGE | FRIDGE | FREEZER |
| bacon | 7 days | 1 month |
| sausage (raw) | 1-2 days | 1-2 months |
| GROUND MEAT | FRIDGE | FREEZER |
| burgers/ground meat | 1-2 days | 3-4 months |
| BEEF/LAMB/PORK | FRIDGE | FREEZER |
| steaks | 3-5 days | 6-12 months |
| chops | 3-5 days | 4-6 months |
| roasts | 3-5 days | 4-12 months |
| FRESH POULTRY | FRIDGE | FREEZER |
| chicken \& turkey (whole) | 1-2 days | 1 year |
| chicken \& turkey (pieces) | 1-2 days | 9 months |
| EGGS | FRIDGE | FREEZER |
| raw eggs in shell | 3-5 weeks | don't freeze |
| raw egg whites | 2-4 days | 1 year |
| raw egg yolks | 2-4 days | don't freeze |
| hard-cooked eggs | 1 week | don't freeze |
| SOUPS \& STEWS | FRIDGE | FREEZER |
| vegetable or meat | 3-4 days | 2-3 months |
| LEFTOVERS | FRIDGE | FREEZER |
| cooked meat or poultry | 3-4 days | 2-6 months |
| chicken nuggets/patties | 3-4 days | 1-3 months |
| pizza | 3-4 days | 1-2 months |



BY PAUL STEELE, URM DIRECTOR OF FOODSERVICE
Dear Industry Professionals and Restauranteurs,
If you are reading this article in BITE form there is a good chance it was hand delivered to you by an individual of Great Value, your URM sales consultant! With the exception of my first five years of delivery experience, I have been involved in some form of broadline foodservice sales or management for 35 years.

I believe the world of the Distributor Sales Representative is as challenging a career that can be found (second only to owning a business of course). I recall swapping out what was a straight forward day of physical exertion for a whole new world of "mental" exertion: cut-off deadlines, shorted product, special orders, "where's my truck!," product quality issues, follow up on notes, pressure from the competition, weather problems, knocking on new doors, running will calls, staying up on industry trends, "my dish machine is leaking!," collecting that check, dragging that sample, manufacture issues, brokerage drama, product recalls, customer concerns, learning new technology, pricing pressures, time management skills and self-inflicted...CHALLENGES! And that was my first day! All kidding aside, this is many times, "a day in the life" of your URM sales consultant. I proudly say that half of our sales force has made this look easy for more than 10 years. A much higher sales tenure than industry standard.

The word "Broadline" by definition means there are tens of thousands of industry line items, products and pricing trends where the task of your consultant is to know just enough about all of them that if they don't know the answer to your question outright, they know who to ask or how to find the answer...quickly.

If your URM consultant can gain your confidence and prove to be your "Go-To" person for where you go for answers, then they are doing their job well. You are getting a quick resolution to your needs and URM Foodservice is benefiting by placing those products on our trucks. Our success as a company depends on the value our people bring to you on a daily basis, and your success is enhanced by the job they do for YOU, our customers.

BY JARED KEEFER, DIRECTOR OF SAFETY \& REGULATORY COMPLIANCE URM STORES, INC.

Spring and summer offer a bounty of delicious produce options for restaurateurs and guests. Because fresh produce is eaten uncooked, everyone who handles produce must be careful to prevent cross-contamination.

Provide safe produce to guests and keep these tips in mind:

## RECEIVING

Be aware of current risks. Recalls are beneficial when they occur.
They get risky product out of commerce quickly to protect you and your customers. Quiz your suppliers on recalled product to ensure that you are not receiving affected product. Make sure that your supplier has a Recall Plan.
Order fresh produce frequently, and set up good receiving guidelines.
Check delivery truck and container conditions; look for damage, signs of pests and dirt or debris. When receiving fresh-cut produce, reject items that have passed their expiration dates or are not at the correct temperature.

## Accept only produce in good condition.

Look for signs of spoilage, such as unusual colors, unpleasant odors, wilting or mold. Reject any produce that shows signs of insect infestation.

## STORING

Don't wash produce before storing it. Avoid cross-contamination in storage.
Moisture often promotes mold growth. Store produce away from raw meat, poultry and seafood.
Store cut fruit, cut tomatoes, sprouts and cut leafy greens at $41^{\circ} \mathrm{F}$ or below.
These items need temperature control to keep them safe.

## PREPARING

Wash fruit and vegetables thoroughly under running water.
The water should be slightly warmer than the temperature of the produce.
-Use pre-washed and/or pre-sliced product where possible to reduce the risk of cross-contamination.
Fruit and vegetables don't come in contact with surfaces exposed to raw meat, poultry and seafood.
This includes utensils that will be used to cut or prepare produce.
-Have three designated sets of cutting boards. One for meats, one for poultry and one for produce.

## 15 / EDUCATION



Deciding to make your restaurant a more sustainable operation has gotten considerably easier in the last few years. As consumer awareness grows, there are more benefits associated with "green" restaurants. Simply look at the National Restaurant Association's sustainability efforts at www.restaurant.org/Industry-Impact/Conservation.
\|F YOU'VE SET A SUSTAINAB\|LITY GOAL FOR YOURSELF, THEN \|T'S T\|ME TO EXECUTE A PLAN.

- How will you make the operation more sustainable?
-What are the areas that can provide maximum benefits with the least amount of investment?
- How do you plan to market your efforts to your customers?

Here are some ideas to get you started towards a greener, more profitable future:
Improve energy efficiency. In most restaurants, this is the easiest place to cut costs with minimal investment. The added bonus is that you get to tell your customers how committed to sustainability you are after you've cut energy bills. Simple improvements like training your staff to manage equipment efficiently, cutting heating and cooling bills, and investing in energy-efficient water heating can make a huge difference.
Of course, every restaurant is different, and the strategies that work in your restaurant may not work somewhere else. When you're making a sustainability plan, identify where you can improve efficiency then estimate how much you'll save on future bills versus how much it will cost you to implement your plan.

Come up with a program. Another key to a successful sustainability plan for your restaurant is figuring out ways to reduce waste. Recycling and composting programs are the two most common ways to address this. Unfortunately, unlike energy efficiency improvements these waste reduction programs are either cost neutral or increase your operating expenses. That doesn't mean they don't provide benefits.
The public relations mileage you can get out of a good recycling or composting program can prove invaluable. Remind customers you recycle or compost waste. The local newspaper in your neighborhood is also another great way to get the word out about your program. Newspapers run stories like this all the time, and it can be great free advertising.
Implementing a successful sustainability plan doesn't do you a bit of good if no one knows about the hard work and money you've invested. As you put this plan into action, don't be afraid to tell everyone you can think of about what you're doing. Use multiple channels ranging from banners in the front of the house to social media to announce your new, sustainable self to the world.

Source: Greg McGuire for Etundra, Adapted


Restaurant owners often encounter difficulties that come with designing a menu that meets their customers' different tastes and preferences. They have to accommodate the ever-increasing list of special dietary restrictions that many Americans follow. Customers want to know where their food came from, whether it's organic, how fresh it is, and how the livestock was treated. One of the biggest trends in the foodservice industry right now is food transparency.

## WHAT IS FOOD TRANSPARENCY?

Ingredient transparency is all about being open and honest with customers about what is being served. This could include basic information, such as whether or not cookies contain peanuts, or more detailed information, like the name of the farm where the beef was sourced.

## WHY IS FOOD TRANSPARENCY IMPORTANT?

Unlike other trends, ingredient transparency is here to stay. As of May 2017*, chain restaurants with 20 or more locations are legally required to offer calorie and ingredient information online and in person (if requested by the customer). This new law shows that consumers won't stop caring about what's in their food. Here is a list of reasons for operators to consider being more transparent:

Allergy Concerns The top eight food allergens: milk, eggs, peanuts, tree nuts, soy, wheat, fish, and shellfish.
Dietary Concerns With the popularity of smartphones, restaurant's website to determine what menu item is the healthiest.
Trendsetting The industry emphasizes the use of ethically-sourced, organic, and non-GMO ingredients.
Open Up About Your Menu Highlight menu items with potential allergens or locally-sourced ingredients.
Post On Social Media Share information on social media and post information on the restaurant website.
Change the Business Model Provide a nutritional breakdown on menu dishes and switch to locally sourced meat and produce.
As food transparency expectancy continues to grow, diners want to know where their food comes from, what it's made from, and how it's being prepared.
*Source: WebstaurantStore, Adapted

## 17 / EDUCATION



## URM 2019 Food Expo \& Buying Show 三 URMAZING RACE!

 Wednesday, February 20th at the Spokane Convention CenterThe 2018 URM Food Expo \& Buying Show was held in March at the Spokane Convention Center. It was a tremendous success with more customer attendance and manufacturer participation than ever before. The Customer Lounge, Big Prize Drawing and awesome prizes all day long will be back in 2019 by popular demand. Thanks to all who attended, and we look forward to seeing you in 2019 at the URMAZING RACE - Food Expo \& Buying Show! For our customer convenience, we are teaming up with the URM Retail Division and having our shows on the same day.

# Customer Rewards 

## THE URM 2018 CUSTOMER REWARDS WILL GO FROM JULY I TO OCTOBER 31

Not only will amazing URM product deals be available to you during this promotion, but participating in Customer Rewards is also a fantastic way to receive restaurant equipment or a credit. Customer Rewards is open to all URM Foodservice Customers in good standing and who meet eligibility requirements.

## ASK YOUR SALES CONSULTANT ABOUT ENROLLING IN THE 2018 CUSTOMER REWARDS TODAY!

The URM CUSTOMER REWARDS promotion offers you the opportunity to earn valuable POINTS simply by purchasing featured products from key URM Vendors participating in the program. You can invest points back into your business.

## HERE'S HOW IT WORKS:

- Award points have been assigned to many stocked items of our participating suppliers.
- The Award Points associated with that item will be deposited in your Award Point Account.
- Award Points start and are redeemed in 15,000 point increments (15,000 points=\$50).
- Awards are issued shortly after the end of the promotion in early December.

Some eligibility restrictions apply. Please ask your sales consultant for details.

## Sign Up For-Savings

## SUBSCRIBE TO OUR NEWSLETTER!



When you sign up for our monthly newsletter, you will receive coupons, promotional flyers, and so much more! Go to our website to sign up for savings.
urmfoodservice.com


Email Address

First Name

Last Name

Which Ads Would You Like To Receive?
Foodservice
Subscribe

- Convenience \& Grocery
- Cash \& Carry


# Follow Us On Facebook 

LIKE US...FOLLOW US...SHARE WITH US...TAG US!
If your sales rep is going above and beyond, let us know and we will share it! If one of our Foodservice or Convenience and Small Grocery products is getting rave reviews on your menu, talk about it and tag us on Facebook!
facebook.com/urmfoodservice


| 41734-5 6/5 lbs. <br> Chocolate Shake <br> Dessert Sauce |  |
| :---: | :---: |
| 41738-6 6/5 lbs <br> Strawberry Shake <br> Dessert Sauce |  |
| 41736-0 6/5 lbs. <br> Vanilla Shake <br> Dessert Sauce |  |
| 41740-2 6/5 lbs. <br> Wild Cherry Shake <br> Dessert Sauce |  |
| 41709-7 12/16 oz. <br> Sea Salt Caramel Sauce Topping |  |
| 41714-7 6/5 lbs <br> Caramel Topping |  |

## Lyons Magnus

## Pioneer

41891-3 6/13 oz
Roast Beef
Gravy Mix

SAVE
$75 \$$
SAVE
$75^{\star}$


44401-8 6/29 oz Nacho Cheese Sauce Mix

SAVE
$75^{6}$

44406-7 6/29 oz Cheddar Cheese Sauce Mix

SAVE
$75^{4}$

# Custom Culinary 



44082-6 16 oz.
Ham Base Without MSG

SAVE
$\$ 00$

SAVE
$\$ 700$

## SAVE

$\$ 100$

| New Product |  |
| :--- | ---: |
| $42279-0$ 2000 ct. |  |
| Green |  |
| Sweetener | $\$ 500$ |


| New Product |  |
| :--- | ---: |
| 42278-2 2000 ct. <br> Yellow <br> Sweetener | SAVE |
| New Product | $\$ 200$ |
| 42277-4 2000 ct. <br> Pink <br> Sweetener | SAVE |

52603-8 16 oz Chicken Base Without MSG

44083-4 16 oz.
Clam Base
Without MSG

## SAVE $\$ 700$ <br> SAVE <br> $\$ 100$

52644-2 16 oz Mirepoix
Vegetable Base Without MSG

New Product

## SAVE <br> $\$ 700$



41639-6 10/33-oz
Sliced Ripe Black Olive Pouch

## SAVE <br> \$400

41640-4 6/\#10 Cans Ripe Black Olive Wedges

SAVE
$\$ 400$



## SAVE <br> $25^{4}$

43481-1 2/5 Liter
Balsamic Vinegar

## SAVE <br> $25^{4}$

## SAVE

$50^{6}$

43454-8 5 lbs
Sun Dried Tomatoes

SAVE
$10^{6}$

43486-0 56 oz
Pure
Sesame Oil

SAVE
$75^{\ddagger}$


44174-1 6/\#10 Cans Stokely Brown Sugar Beans

## SAVE $\$ 200$

## SAVE 200

SAVE
75 '

11936-2 6/\#10 Cans

## 11930-5 6/\#10 Cans

UniPro
Fancy Green Beans

## SAVE

$75^{\text {c }}$

11934-7 6/\#10 Cans UniPro Fancy Sliced Pickled Beets

SAVE
$755^{9}$

| 42052-1 42 ct. |
| :--- |
| Donut Shop |
| K-Cup Coffee |$\quad$ SAVE



| 14682-9 6/\#10 Cans <br> B\&M <br> Baked Beans | $\begin{aligned} & \text { SAVE } \\ & \$ 500 \end{aligned}$ |
| :---: | :---: |
| 44169-1 6/\#10 Cans <br> B\&M <br> BBQ Beans | $\begin{aligned} & \text { SAVE } \\ & \$ 200 \end{aligned}$ |
| 43533-9 4/107 oz. <br> Ortega Dispensing <br> Nacho Cheese Sauce | $\begin{aligned} & \text { SAVE } \\ & \$ 500 \end{aligned}$ |



44305-1 \#10 Can Las Palmas Sliced Nacho Jalapeno Peppers
SAVE
\$200


# DaVinci 

New Product
48916-1 6/32 oz
Cold Brew Coffee Concentrate

Get in on the hottest trend with cold brew coffee...less bitter, less acidic, smooth and naturally sweet tasting!


## Krusteaz

|  |
| :--- |
| 41887-1 6/5 Ibs |
| Buttermilk |
| Biscuit Mix |

## SAVE <br> $\$ 100$

SAVE
\$100 Buttermilk
Pancake Mix

41905-1 6/5 lbs
Sweet Cream
Pancake Mix

| $41933-36 / 5 \mathrm{lbs}$. | SAVE |
| :--- | :--- |
| Belgian | $\$ 100$ |
| Waffle Mix |  |



41918-4 6/5 lbs Blueberry Muffin Mix



## 41919-2 6/5 lbs <br> Basic <br> Muffin Mix

SAVE
$\$ 700$



# Mondeler wis 

| $46886-8 ~ 4 / 40 \mathrm{oz}$. | SAVE |
| :--- | ---: |
| Oreo | $\$ 00$ |
| Recloseable Medium |  |
| Cookie Crumbs | $\$ 5$ |


$26 /$ GROCERY


SAVE
43517-2 64 oz. General Tso's RTU Sauce

| 43536-2 64 oz. | SAVE |
| :--- | ---: |
| Teriyaki | 5 |
| RTUSauce |  |



## 43516-4 64 oz Orange RTU Sauce

## SAVE <br> $50^{6}$

43478-7 6/64 oz Sweet \& Sour RTU Sauce



## Trio

## 44040-4 8/20 oz Turkey <br> Gravy Mix

## SAVE

$\$ 300$

44041-2 8/13.37 oz Brown Gravy Mix

SAVE $\$ 300$

SAVE \$300

44043-8 8/22 oz Country Gravy Mix

## SAVE $\$ 300$

45836-4 8/13 oz. Southern Country Gravy Mix

## SAVE <br> $\$ 300$



| 43466-2 6/\#10 Can <br> Que Bueño <br> Nacho Cheese Sauce | $\begin{aligned} & \text { SAVE } \\ & \$ 300 \end{aligned}$ | 44215-2 6/\#10 Can <br> Country <br> Sausage Gravy | $\begin{aligned} & \text { SAVE } \\ & \$ 300 \end{aligned}$ |
| :---: | :---: | :---: | :---: |



## 22205-9 4/50 ct. French Vanilla Creamer

SAVE
$\$ 100$
SAVE
$\$ 100$
22212-5 $4 / 50 \mathrm{ct}$
Creamy Chocolate
Creamer

22213-3 $4 / 50 \mathrm{ct}$
Original Creamer

## SAVE <br> \$100

## SAVE <br> \$100



25245-2 2/1.5 Liter
French Vanilla
Pump Creamer

## SAVE <br> $\$ 200$

25246-0 2/1.5 Liter Original Pump Creamer

## SAVE <br> $\$ 200$

## SAVE <br> s200

## Miss Vickie's

JNCLUDES 12 JALAPENO。 6 ORIGINAL, 6 SALT \& VINEGAR AND 6 BB@ INDIVIDUAL BAGS

# Grandma's Coolkies 



| 48354-5 48/1.5 oz. <br> Original <br> Bagged Chips | SAVE |
| :--- | :--- |
|  | SAVE |
| 48361-0 48/1.5 oz. <br> Jalapeño <br> Bagged Chips | $S$ |

## 52733-3 48/1.5 oz. <br> Luau BBQ Bagged Chips

## SAVE <br> $50^{6}$



54650-7 84/1 oz Erin's White Cheddar Popcorn

48394-1 48/1.5 oz Salt \& Vinegar Bagged Chips

SAVE
$50^{6}$

SAVE
$50^{6}$

ree

11604-6 8/64 oz.
Top Three
Apple Juice Blend

| 44378-8 $24 / 10$ oz. SAVE <br> Cranberry  <br> Juice  | 25E |
| :--- | :--- |


| 11959-4 40/3.2 oz. SAVE <br> No Sugar Added  <br> Applesauce Pouch  | 50 |
| :--- | :--- |


| 11145-0 <br> Orange <br> Juice | SAVE |
| :--- | :--- |
|  | $25 \$$ |


| 11578-2 9-3/6.75 oz. | SAVE |  |
| :--- | ---: | :--- |
| Apple Juice Box |  | S |
| With Straw |  |  |


| 11146-8 24/10 oz. | SAVE |
| :--- | ---: |
| Apple |  |
| Juice | $S$ |

44839-9 125/.34 oz.
Dried Apple Chips
With Strawberries


54400-7 6/\#10 Cans UniPro
Chili With Beans

## SAVE $\$ 200$

## SAVE

 $\$ 200$ UniPro Corned Beef Hash
## SAVE

 $\$ 200$

## 57100-0 20/16 oz

Hunt's
Upside Down Ketchup

## SAVE <br> 50 ¢

| 43491-0 6/\#10 Cans | SAVE |
| :--- | ---: |
| Angela Mia |  |
| Fire Roasted |  |
| Diced Tomatoes |  |

43492-8 6/\#10 Cans Angela Mia Crushed Tomatoes

SAVE
$50^{6}$


| $31439-3$ $10 / 10$ oz. | SAVE |
| :--- | ---: |
| Black |  |
| Liquorice | $\$ 5$ |


| 31438-5 10/10 oz. | SAVE |
| :--- | ---: |
| Red | $\$ 515$ |
| Liquorice |  |

## SAVE $\$ 180$

## Old



28847-2 10 oz Spicy
Beef Jerky


31562-2 12/7.05 oz
Black
Liquorice

|  |  |
| :--- | ---: |
| 31557-2 $12 / 7.05$ oz. |  |
| Red |  |
| Liquorice | $\$ 180$ |


| 31558-0 12/7.05 oz. | SAVE |
| :--- | ---: |
| Huckleberry <br> Liquorice | $\$ 180$ |


| 28834-0 10 oz. | SAVE |
| :--- | ---: |
| Old Fashioned | SADOO |
| Beef Jerky |  |


|  | SAVE |
| :--- | ---: |
| 28836-5 10 oz. | Seppered |
| Beef Jerky | S |


|  | SAVE |
| :--- | ---: |
| 28837-3 10 oz. | SAV |
| Teriyaki | Seef Jerky |


|  |
| ---: |
| 28849-8 8/3.25 oz. |
| Old Fashioned |
| Beef Jerky |


|  | SAVE |
| :--- | ---: |
| 28852-2 8/3.25 oz. $S$ <br> Peppered  <br> Beef Jerky  | $S 20$ |

## Sheila G's

|  | SAVE |
| :--- | ---: |
| 20833-0 12/5 oz. | $S Y S 0$ |
| Chocolate Chip | $S$ |
| Brownie Brittle |  |


| $20834-8$ 12/5 oz. | SAVE |
| :--- | ---: |
| Salted Caramel | $S \$ 30$ |
| Brownie Brittle |  |

20832-2 8/4.7 oz.
Almond Sea Salt Thindulgent Chocolate Bark

## 20831-4 8/4.7 oz. <br> Cashew Toffee Thindulgent <br> Chocolate Bark





Food release sprays ensure the quality, performance and value that foodservice operators demand. By covering more pans per can and offering a variety of options to meet your unique needs, these products provide customers the confidence they need to run their operations. These premium products are crafted for Foodservice and Bakery professionals who demand the BEST! Cooking sprays are an essential back-of-house companion.


| 43630-3 6/17 oz. | SAVE |
| :--- | :--- |
| Buttery Oil |  |
| Pan Spray | $\$ 100$ |

[^0]SAVE
$\$ 200$

42174-3 6/14 oz.
Parway-Tryson
Grid Iron Release Pan Spray


```
42747-6 1 Gallon
Sliced
Jalapeño Peppers
```


## SAVE $\$ 100$

SAVE \$100

## SAVE \$100

SAVE
$\$ 700$

88003-9 5 Gallon (320-360) Dill Pickle Spears

88005-4 2 Gallon (550-600)
Bread \& Butter
Pickle Chips

## SAVE <br> \$300

42745-0 1 Gallon Hot Banana Pepper Rings

88017-9 2 Gallon (150-170) Hot Pickle Spears
42745-0 1 Gallon
Hot Banana
Pepper Rings


## Gielow




# Norbest 

## 89214-1 2/8 to 10 lb <br> Gold Label Smoked Turkey Breast

SAVE
$\mathbf{S}_{\mathrm{lb}}$.
SAVE
51 c

| 89218-2 $2 / 5$ to 8 lb. | SAVE |
| :--- | ---: |
| Browned Pan Roasted | S |
| Turkey Breast | lb. |

SAVE
5

89258-8 2/8 to 10 lb Silver Label Smoked Turkey Breast


89215-8 2/8 to 10 lb
Gold Label Skinless
Turkey Breast

## 89229-9 2/8 to 10 lb <br> Silver Label Skinless Turkey Breast

$\begin{array}{r}\text { SAVE } \\ 5_{10} \\ \hline\end{array}$


89231-5 2/8 to 10 lb
Bronze Label Skinless Turkey Breast


## Hormel

> 89103-6 6/2 lbs. Natural Sliced Turkey

# Chef's Best 

## 921046-9 9 lbs <br> Berry-Peach-Honey 2-oz. Sausage

921008-9 48/4 oz
Milano
Sausage Links

SAVE
$\square \bigcirc \underset{\mathrm{lb} .}{\stackrel{G}{8}}$


921214-3 10 lbs
Blue Cheese Beer Brats

Bulk
Chorizo

## SAVE <br> 10

Bulk Luigi's
Hot Italian Sausage

## SAVE <br> 10:

920695-4 4/3 lbs
Bulk Pork
Sausage

## Reser's

87818-1 4/5 lbs.<br>Macaroni<br>\& Cheese



87817-3 8/2.5 lbs. Baked Scalloped Potatoes



## Kronos

88213-4 4 lbs
Classic Hummus

| 59966-2 6/64 oz. 4.5\% Vanilla Soft Serve Ice Cream Mix | $\begin{gathered} \text { SAVE } \\ 0 \text { G } \end{gathered}$ |
| :---: | :---: |
| 59968-8 6/64 oz. <br> 4.5\% Chocolate <br> Soft Serve <br> Ice Cream Mix | $\begin{aligned} & \text { SAVE } \\ & 0 \bigcirc G \end{aligned}$ |
| 59964-7 6/64 oz. 6\% Custom Vanilla Mix | $\begin{aligned} & \text { SAVE } \\ & 0 \bigcirc ? \end{aligned}$ |
| 59990-2 6/64 oz. 3\% Vanilla Shake Mix | $\begin{gathered} \text { SAVE } \\ 0 \end{gathered}$ |
| $\begin{aligned} & \text { 59935-7 18/8 oz. } \\ & \text { 2\% Milk } \\ & \text { Plastic Bottles } \end{aligned}$ | $\begin{aligned} & \text { SAVE } \\ & 0 \bigcirc G \end{aligned}$ |



$\begin{array}{lr}89324-8 & 15.5 \mathrm{lb} \\ \text { Pit } & \text { SAVE } \\ \text { Ham } & \$ 500\end{array}$


80957-4 15 lb 14/18 Applewood Buffet Bacon

80958-2 15 lb
18/22 Applewood Buffet Bacon



## Litehouse

## 89877-5 2/1 Gallon Bleu Cheese Chunky Dressing

```
89945-0 2/1 Gallon Caesar Dressing
```



Jalapeño Ranch Dressing

## SAVE <br> \$200

SAVE
$\$ 200$

89887-4 2/1 Gallon Country Ranch Dressing


| 89891-6 $2 / 1$ Gallon | SAVE |
| :--- | ---: |
| Coleslaw | $\$ 500$ |
| Dressing |  |



## 89916-1 2/1 Gallon Honey Mustard Dressing

## SAVE <br> \$200




89918-7 48 ct 2 oz. Homestyle Ranch Dressing

SAVE
8100
89918-7 $48 \mathrm{ct}$.
2 oz. Homestyle
Ranch Dressing

SAVE
$\$ 100$

89990-6 48 ct . 2 oz. Caesar Dressing

SAVE
$\$ 100$

$80981-42 / 7.5 \mathrm{lbs}$
Beef Top Round
Cap Off

SAVE
$15{ }_{\mathrm{lb} .}^{6}$
SAVE

80982-2 2/6.5 lbs Beef Top Round Cap Off With Soy
80984-8 2/7.5 lbs Bottom Round Flat Pastrami

91438-2 60/6.2 oz. Fernando's Beef \& Cheese Taco Burrito

| 91679-1 72/4.25 oz. | SAVE |
| :--- | :--- |
| Fernando's |  |
| BBQ Snack Burrito |  |$\quad \$ 700$



98344-5 2/4.5 lbs
Foster Farms High Sierra Cooked Chicken Tender

91681-7 72/4 oz.
Fernando's Beef \& Bean Burrito

91774-0 4/4 lbs.
Clam
Chowder

| 90846-7 | S/4 los. |
| :--- | ---: |
| Country Sausage |  |
| Gravy |  |$\quad$| SAVE |
| ---: |

## SAVE $\$ 700$

SAVE
$\$ 100$

Zesty Parmesan Tomato Soup

98994-7 4/4 lbs Chicken Coconut Curry Soup

90828-5 3/1 Gallon Alder Salmon Chowder
91779-9 $4 / 4 \mathrm{lbs}$.
Zuppa Toscana
Soup

> 91636-1 $4 / 4 \mathrm{lbs}$. Loaded Baked Potato Soup

## SAVE 8100

SAVE
$\$ 700$

SAVE
\$700

## SAVE $\$ 100$



## SAVE <br> $\$ 100$



| 93467-9 10 lbs. | SAVE |
| :--- | ---: |
| Cooked Beef |  |
| Finger Steaks | $\$ 200$ |


| $93532-0$ $2 / 5 \mathrm{lbs}$. <br> Tempura  <br> Chicken Breast SAVE | $\$ 200$ |
| :--- | ---: |


| 93468-7 10 lbs. | SAVE |
| :--- | ---: |
| Cooked Pork |  |
| Finger Steaks | $\$ 200$ |



# King's Command 

> 91654-4 $40 / 6$ oz. Old Fashioned Cooked Burger

## SAVE <br> $\$ 200$

## SAVE $\$ 200$

 91655-1 Fried Steak

|  | SAVE |
| :--- | ---: |
| $91656-9 ~ 40 / 4 ~ o z . ~$ <br> Homestyle Chicken <br> Fried Steak | $\$ 500$ |

Homestyle Chicken Fried Steak



## 4 Frendz Meats

94583-2 2/5 lbs Bulk Local Ground Beef

|  | SAVE |
| :--- | :--- |
| 93081-8 $2 / 5 \mathrm{lbs}$ | 4-1 Cooked |
| German Sausage | $\$] 00$ |

4-1 Cooked
German Sausage
SAVE
$\$ 100$

91653-6 75/3.2 oz
Old Fashioned
Cooked Burger

92143-7 40/4 oz. Oval Philly Beef Steak

SAVE
$\$ 50$

| 92143-7 40/4 oz. | SAVE |
| :--- | :--- |
| Oval Philly |  |
| Beef Steak | $\$ 50$ |

91990-2 2/5 lbs
Raw Bulk
Breakfast Sausage

SAVE
$\$ 700$


# Daily's 

## SAVE <br> :200





| 91006-7 12/10 oz. | SAVE |
| :--- | :--- |
| J\&J Snack Foods |  |
| Brauhaus |  |
| Soft Pretzel |  |
| 91871-4 80/4 oz.  <br> J\&J Snack Foods  <br> Bavarian Gourmet  <br> Pretzel Bun  | SAVE |
| 90954-9 12/12 oz.  <br> Minute Maid  <br> Strawberry  <br> Lemonade Cup  |  |


| Vimute Maid. | Minute Maid |
| :---: | :---: |
| SOFT FROZEN EMONADE <br> STRAWBERRY | Frosit |
| 90940-8 12/12 oz. <br> Minute Maid <br> Lemonade Cup | $\begin{aligned} & \text { SAVE } \\ & 50 \$ \end{aligned}$ |



| 95611-0 20 lbs <br> Smoked Dry Rub <br> Ribs (Ends \& Pieces) | $\begin{aligned} & \text { SAVE } \\ & 40{ }_{\mathrm{lb}} \mathrm{k} \end{aligned}$ |
| :---: | :---: |
| 97949-2 40/4 oz. <br> Western Sausage On A Stick | $\begin{aligned} & \text { SAVE } \\ & \$ 250 \end{aligned}$ |
| 94132-8 36/3.2 oz <br> German Corn Dogs | SAVE <br> $\$ 100$ |


| 91373-1 10 lbs. <br> 5.3 oz. Chicken Fried Steak |  |
| :---: | :---: |
| 91335-0 7.5 lbs. 8 oz. Chicken Fried Steak |  |
| 91378-0 8.25 lbs. 11 oz. Chicken Fried Steak |  |


| 91354-1 30/4 oz. | SAVE |
| :--- | :--- |
| 4 oz. Chicken | -7 |
| Fried Chicken |  |




## Ray's Meats <br> 



## SAVE <br> $\$ 350$

## Jon Donaire

92184-1 4/36 oz Mudd Pie Ice Cream Cake
98243-9 $4 / 42.5 \mathrm{oz}$.
Rich's
7"Carrot
Cake

## SAVE <br> $\$ 50$

## 98237-1 4/33 oz <br> Rich's <br> 7" Double Layer Red Velvet Cake

SAVE
$\$ 750$

92186-6 4/36 oz Jon Donaire Turtle Ice Cream Cake

## 92187-4 4/36 oz

Jon Donaire
Cookies \& Cream Ice Cream Cake

| 98238-9 4/31.5 oz. | SAVE |
| :--- | :--- |
| Rich's |  |
| 7" Double Layer | SAV |
| Chocolate Cake |  |


| 98240-5 4/34 oz. | SAVE |
| :--- | :--- |
| Rich's |  |
| 7"Double Layer | $\$ 50$ |
| German Choc. Cake |  |


| 99973-0 4/46 oz. | SAV |
| :---: | :---: |
| Rich's |  |
| 8"Variety |  |
| Pack Cake |  |



SAVE $\$ 350$ SAVE $\$ 50$

$$
49 / \text { FROZEN }
$$



# Butcher Boy 

91416-8 72/4 oz. BBQ Snack Burrito

SAVE
$\$ 200$

91412-7 72/4 oz
Beef, Bean \& Red Chili Burrito

SAVE
200

## Posada

91399-6 4/142 ct Mini Chicken Tacos

91567-8 4/142 ct Mini Chorizo \& Queso Taco


SAVE $\$ 300$


## 92286-4 6/2 lbs. Whole Battered Mushrooms

 Mozzarella Sticks
## SAVE 200


#### Abstract

92275-7 6/4 lbs 3 1/4" Breaded Mozzarella Sticks


## SAVE <br> $\$ 300$

## 92280-7 4/2.5 lbs 5/8" Beer Battered Onion Rings

## SAVE $\$ 300$

 SAVE $\$ 100$

SAVE
92281-5 4/2.5 lbs 3/8" Beer Battered Onion Rings


# Golden Tiger 

| 97056-6 120/1 oz. | SAVE |
| :--- | ---: |
| Chicken |  |
| Potstickers | $\$ 500$ |


97063-2 4/3 lbs. Asian Chicken Fried Rice
SAVE
$\$ 200$
97062-4 4/3 lb Asian Vegetable Fried RIce

SAVE<br>$\$ 200$



| 91580-1 $2 / 6$ lbs. SAVE <br> Roasted  <br> Chicken Wings $\$ 100$ |  |  |  |
| :---: | :---: | :---: | :---: |
| 99250-3 $2 / 5 \mathrm{lbs}$ SAVE <br> Buttermilk <br> Chicken Breast Fillet $\$ 100$ |  |  |  |
| 99242-0 $2 / 5 \mathrm{lbs}$ SAVE <br> Tater Chip $\$ 100$ <br> Chicken Tenders $\$ 10$ | 92825-9 10 lbs SAVE <br> Fajita  <br> Chicken Breast Strips $\$ 700$ | 91494-5 2/6 lbs. <br> Chicken <br> Wing Ditties | SAVE $\$ 100$ |
| 98314-8 10 lbs. SAVE <br> Gold'N'Spicy $\$ 700$ <br> Chicken Breast Strips  | 98340-3 $2 / 5 \mathrm{lbs}$. SAVE <br> Thigh  <br> Chicken BoneZ $\$ 700$ | 98448-4 49/3.25 oz. <br> Chicken <br> Breast Patties | $\begin{aligned} & \text { SAVE } \\ & \$ 700 \end{aligned}$ |
|  |  | $\begin{aligned} & 92860-62 / 5 \mathrm{lbs} . \\ & 4-1 \\ & \text { Beef Franks } \end{aligned}$ | $\begin{aligned} & \text { SAVE } \\ & \$ \supseteq 00 \end{aligned}$ |
|  |  | $\begin{aligned} & 92679-02 / 5 \mathrm{lbs} . \\ & 5-1 \text { Beef } \\ & \text { Kielbasa } \end{aligned}$ | $\begin{aligned} & \text { SAVE } \\ & \$ 500 \end{aligned}$ |
| 99217-2 $2 / 5 \mathrm{lbs}$. SAVE <br> $320 \mathrm{ct}$. Corn Dog $\$ 100$ <br> Nuggets $\$ 10$ | $93362-22 / 5 \mathrm{lbs}$ SAVE <br> $8-1$ $\$ 500$ <br> Beef Franks $\$ 0$ | $\begin{aligned} & 92678-2 \quad 2 / 5 \mathrm{lbs} . \\ & 5-1 \\ & \text { Beef Franks } \end{aligned}$ | $\begin{aligned} & \text { SAVE } \\ & \$ 200 \end{aligned}$ |
| 99373-3 $12 / 4$ oz. SAVE <br> 3"Piña Colada $\$ 750$ <br> Cheesecake $\$ \square$ | chucka |  |  |
| 99374-1 12/4 oz. SAVE <br> 3'Peach Bellini <br> Cheesecake $\$ 750$ | 98736-2 $12 / 4$ oz. SAVE <br> $3^{\prime \prime}$ Coconut $\$ 750$ <br> Cheesecake $\$ \square$ |  |  |
| 99376-6 12/4 oz. SAVE <br> 3"'Strawberry $\$ 150$ <br> Margarita Cheesecake $\$ 1$ | 99239-6 $12 / 4$ oz. SAVE <br> 3"Strawberry $\$ 150$ <br> Cheesecake $\$ \square$ |  |  |
| 99377-4 12/4 oz. SAVE <br> 3"Mojito <br> Cheesecake $\$ 750$ | 98740-4 12/4 oz <br> SAVE <br> 3" Huckleberry <br> Cheesecake <br> $\$ 750$ |  |  |
| 98737-0 12/4 oz <br> 3" Key Lime <br> Cheesecake | 99378-2 $56 \mathrm{ct}$. SAVE <br> New York  <br> Cheesecake Bites $\$ 150$ | 99379-0 56 ct . <br> Chocolate <br> Cheesecake Bites | SAVE $\$ 150$ |




90179-3 8/38.8 oz 14" Supreme Pizza

90182-7 8/36.3 oz 14" Four Cheese Pizza

SAVE \$/,80

SAVE
\$480


## Wild Mike?s

| 90145-4 8/36.58 oz. | SAVE |
| :--- | ---: |
| 14"Pepperoni | $\$ / 480$ |
| Pizza |  |

SAVE $\$ 120$ 9"Pepperoni Pizza

SAVE
$\$ 120$

90196-7 8/37.67 oz 14" Combination Pizza


|  | SAVE |
| :--- | ---: |
| 95337-2 $3 / 5 \mathrm{lbs}$. | 5 |
| Sweet Potato |  |
| Fries |  |



91035-6 6/5 lbs Deli Wedge Fries

SAVE
$50^{6}$

The State Fair Crispitos filled tortillas are a crowd pleaser. Easy to prepare and ready to satisfy consumers with trendy flavors and the portability.

- Fully cooked for quick preparation, lower labor costs, as well as heat-and-serve convenience. Great as snacks, appetizers, or entrées.
- Hand-rolled tortillas are packed with protein fillings.
- Unique fun, kid-friendly menu offerings.
- Can be baked, fried or microwaved for added convenience.

For preparation appliances vary so adjust accordingly. Conventional Oven 16-18 minutes at $375^{\circ} \mathrm{F}$ from FROZEN. 10-14 min. from THAWED. Deep Fry 5-5 $1 / 2$ minutes at $350^{\circ} \mathrm{F}$ from FROZEN.
Convection Oven 12-15 minutes at $350^{\circ} \mathrm{F}$ from FROZEN. Instructions are approximate. Heat until internal temperature reaches $140^{\circ} \mathrm{F}$.


##  Fair




91009-1 60/4 oz
Extra Large
Triangle
Croissant Dough

90907-7 24/3.75 oz.
Cheddar and Green Onion Bollo Roll

## SAVE

$\$ 700$

## 5" Deep Dish Pie Shell

|  | SAVE |
| :--- | ---: |
| 91150-3 $84 \mathrm{ct}$. |  |
| 5"Deep Dish | $\$ 700$ |
| Pie Shell |  |

## National Food



91028-1 168 ct .
1.5-oz. 5"

Pie Tops
SAVE $\$ 100$


97812-2 6/5 lbs Frozen Whole Egg With Citric


91039-8 12/16 oz Southwest Quinoa Blend

## SAVE <br> 60 §



## SAVE $\$ 200$

SAVE
$\$ 200$

92659-2 10 lbs
2 oz. Golden Ale Battered Cod

90697-4 10 lbs
3 oz. Pubhouse Battered Pollock

SAVE
$\$ 200$

SAVE
\$200


92835-8 4/2.5 lb
Sea Legs Supreme Crab Style Surimi Salad


92971-1 4/2.5 lb Pacific Mate Flake \& Chunk Crab Surimi


```
91689-0 10 lbs
1/4" Diced Cooked Sausage
```


## SAVE <br> $\$ 700$

## SAVE <br> $\$ 100$

92106-4 10 lbs
Bacon Cheddar Skinless 5-1 Sausage

## SAVE <br> $\$ 100$



93476-0 4/2.5 lbs. Shredded Pork Without Sauce


## John Morrell

SAVE $50^{4}$


59 / FROZEN


## Baker Boy

90982-0 $144 / .89$ oz.
2" Buttermilk
Biscuits

|  | SAVE |
| :--- | ---: |
| 98989-7 144/.5 oz. | $\$(S O O$ |
| Mini Cake Donut |  |
| w/Cinnamon \& Sugar |  |



91160-2 6/5 lbs
Tater Gem
Fries

95040-2 60/2.46 oz. Philly Style Sliced Hamburger Buns

91649-4 60/3.1 oz 8" Philly Hoagie Sliced Bread

91423-4 6/4.5 lbs. Savory Lattice Cut Fries


92427-4 2/5 lbs Braised Chicken Thighs

## SAVE

5) 

## 91496-0 10 lbs.

1.5 oz. 10 ct. Cooked Sausage Patties


92817-6 12/1 lb. Extreme Supreme Guacamole

SAVE
\$400


# Cascade Glacier 

New Product
93888-6 384 oz Party Animal Ice Cream

SAVE
$\$ 700$


Rizzuto Foods


## SAVE

${ }^{5} 125$

90929-1 16 ct 16" Freezer to Oven Crust

SAVE
$\$ 150$


91283-2 32 ct
5.5" Focaccia Bambino Rolls

SAVE
$\$ 15$


La Brea

| 93259-0 | $12 / 17 \mathrm{oz}$. |
| :--- | ---: |
| French | SAVE |
| Loaf | $\$ / 400$ |


| 93830-8 12/18 oz. | SAVE |
| :--- | ---: |
| Whole Grain | $\$ / 800$ |
| Loaf |  |


| 93267-3 12/16 oz. | SAVE |
| :--- | ---: |
| Rosemary |  |
| Olive Round | $\$ / 400$ |

# Aqua Star 

92400-1 $4 / 2.5 \mathrm{lbs}$
1-2 oz.
Pub Style Cod

91401-0 2.5 lbs Panko Breaded Scallops

SAVE
20
SAVE
20

92404-3 4/2.5 lbs
2-3 oz. Breaded Homestyle Cod Fillet

92619-6 2 lbs
Ocean Horizons 21/25 Cooked, Peeled \& Deveined Tail On Shrimp

SAVE 20
${ }^{\text {S10 }} 15^{6}$


| 94885-1 10/6 ct. | SAVE |
| :---: | :---: |
| 4.5"Hawaiian | \$5 00 |
| Split Top Buns |  |


| 94938-8 10/6 ct. <br> 4.5 Cornmeal <br> Hamburger Buns | SAVE |
| :--- | ---: |
|  | $\$ 500$ |

94938-8 10/6 ct Hamburger Buns

|  | SAVE |
| :--- | ---: |
| 94948-7 $8 / 36$ oz. | $\$ 700$ |
| 3/4"Wheat | $\$ 10$ | 3/4" Wheat Frontier Bread

$\$ 100$

## SAVE

$\$ 700$
94940-4 8/36 oz 3/4" Rye Swirl Frontier Bread

94946-1 8/36 oz
3/4" Sourdough Frontier Bread

|  |  |
| :--- | :--- |
|  |  |
| 94947-9 $8 / 36$ oz. | SAVE |
| 3/4" White |  |
| Frontier Bread | $\$ 700$ |

## URM Chemicals



## ONLY \$3,850 <br> MULTI-USE UNDER COUNTER DISHWASHER

## Cnergys <br> ENERGY STAR

Each ENERGY STAR qualified commercial dishwasher can save businesses around 90 MBTUs, an average of \$850/year on their energy bills. In addition, businesses can expect to save more than \$200/year and 52,000 gallons per year due to reduced water usage

## ONLY \$3,650

## UPRIGHT DISHWASHER

» ES = ENERGY SAVINGS
» 37 RACKS/34 GALLONS PER HOUR
") POWERFUL 1 ½ HP PUMP
" LARGE DOOR OPENING - $201 / 2$ "
» DUAL SCREENS PROTECT THE PUMP
" SAME QUALITY, SAME GREAT RESULTS
» LESS WATER, ENERGY \& CHEMICALS
Energy Star Rated Tall Model AF-ES


RSW US RBOUT OUR $\mathbb{A} \mathbb{A} \mathbb{A} \mathbb{A} \mathbb{A} O P T H O N S!$
Ron Wright: 509.220.1729


Kyle Ray: 509.714.7895



|  | SAVE |
| :--- | :--- |
| 775764-4 6/32 oz. | SAVE |
| Purfill Surfe | $\$ 425$ |
| Sanitizer |  |


| $775371-82 / 1200 \mathrm{ml}$ | SAVE |
| :--- | ---: |
| Prime Source |  |
| Antibacterial Plum | $\$ 500$ |
| Hand Soap |  |


| 775370-0 2/1200 ml. |  |
| :--- | ---: |
| Prime Source | SAVE |
| Pomeberry Foam | $\$ 500$ |
| Hand Soap |  |


| $777626-32 / 1200 \mathrm{ml}$ | SAVE |
| :--- | ---: |
| Purell Hand |  |
| Sanitizer Refill | $\$ 500$ |



| 48887-4 1 Gallon | SAVE |
| :--- | :--- |
| URM | $\$ 700$ |
| Low Temperature |  |
| Detergent |  |


| 45209-4 1 Gallon | SAVE |
| :--- | :--- |
| URM |  |
| Drain Digestant | $\$ 100$ |
| Cleaner |  |

43081-9 1 Gallon URM
Liquid Metal Safe Soap

| 43085-0 5 Gallons | SAVE |
| :--- | ---: |
| URM |  |
| Green Pot \& Pan |  |
| Detergent |  |

43084-3 1 Gallon URM
Green Pot \& Pan Detergent

## SAVE $\$ 100$

SAVE
$\$ 100$


43132-0 5 Gallons URM
Low Temperature Rinse Additive

| 43121-3 5 Gallons | SAVE |
| :--- | ---: |
| URM |  |
| Low Temperature | $\$ 500$ |
| Rinse Additive ES |  |


| 43120-5 1 Gallon | SAVE |
| :--- | :--- |
| URM |  |
| Low Temperature | $\$ 100$ |
| Rinse Additive ES |  |

43125-4 1 Gallon
URM
Klean It
Degreaser

43144-5 1 Gallon Intercon Surefoot EZ

SAVE
$\$ 500$


SAVE
$\$ 100$

SAVE
$\$ 100$


## Berry

|  | SAVE |
| :--- | :--- |
| 55394-1 1 Each | SAV |
| 12" 3M Film | \$ 00 |
| Seal Wrap |  |
|  | SAVE |
| 55398-2 1 Each | $\$ 100$ |
| 18" 2 2M Film |  |
| Seal Wrap w/Cutter |  |



|  |  |
| :--- | :--- |
| 49390-8 10/10 Roll <br> 60 Gallon Gray <br> Can Liners | SAVE |
|  | $\$ 725$ |


|  | SAVE |
| :--- | :--- |
| 49370-0 10/25 RoIl | Sallon Natural |
| Can Liners | $\$ \mathbf{2 5}$ |


|  |  |
| :--- | :--- |
| 49389-0 10/10 Roll <br> 40-50 Gallon Gray <br> Can Liners | $\$ 725$ |

$\left.\begin{array}{ll}\text { 55402-2 1 Each } \\ \text { 18" } \mathbf{2 M} \text { Classic } \\ \text { Cling Film } & \text { SAVE } \\ & 7\end{array}\right\}$


| $776460-8 \quad 20 / 50 c$ 12/14 oz. Clear Plastic Cups | $\begin{aligned} & \text { SAVE } \\ & \$ 150 \end{aligned}$ |
| :---: | :---: |
| 776462-4 20/50 ct. <br> 16 oz. Clear Plastic Cups | $\begin{aligned} & \text { SAVE } \\ & \$ 150 \end{aligned}$ |
| 776464-0 20/50 ct <br> 20 oz. Clear Plastic Cups | $\begin{aligned} & \text { SAVE } \\ & \$ 150 \end{aligned}$ |
| 776428-5 20/50 ct. <br> 24 oz. Clear Plastic Cups | $\begin{aligned} & \text { SAVE } \\ & \$ 150 \end{aligned}$ |

776422-8 20/50 ct 12 oz. Hot White Cups

| 776488-9 20/50 ct. <br> 16 oz. Hot <br> White Cups | $\begin{aligned} & \text { SAVE } \\ & \$ 750 \end{aligned}$ |
| :---: | :---: |


|  |  |
| :--- | :--- |
| $776448-3$ 15/40 ct. SAVE <br> 20 oz. Hot  <br> White Cups  | $\$ 150$ |

776424-4 20/25 ct.
$\mathbf{2 4}$ oz. Hot
White Cups

SAVE
S 50


|  | SAVE |
| :--- | :--- |
| 776468-1 10/100 ct. | SAV |
| 12/16/20 oz. Universal | $\$ \square 0$ |
| Black Travel Lids |  |


| 776430-1 10/250 ct. | SAVE |
| :--- | :--- |
| $\mathbf{2 ~ o z . ~ P l a s t i c ~}$ | $S 50$ |
| Portion Cups |  |

776450-9 25/100 ct.
$\mathbf{2}$ oz. Plastic
Portion Cup Lids


776168-7 3/800 ft 7" 1-Ply Brown Automatic Towel Rolls

${ }_{50}^{50}{ }^{504}$
776150-5 $8 / 1000 \mathrm{ft}$.
2-Ply White
Jumbo Bath Tissue

776154-7 80/550 sheets
2-Ply White
Standard Bath Tissue


SAVE
$\$ 100$

$777030-81000 \mathrm{ct}$. .
Heavy Weight
Black Forks
$777031-61000 \mathrm{ct}$.
Heavy Weight
Black Knives

## 777023-3 1000 ct.

Medium Weight
White Soup Spoons


SAVE
$50^{\circ}$ SAVE
254


| 777033-2 1000 ct. | SAVE |
| :--- | :--- |
| Heavy Weight |  |
| Black Soup Spoons |  |$\quad$ SO

777028-2 1000 ct.
Medium Weight
White Teaspoons

776167-9 3/800 ft
7" 1-Ply White Automatic Towel Rolls

| 776146-3 $16 / 250 \mathrm{ct}$. | SAVE |
| :--- | :--- |
| White |  |
| Multifold Towels | 50 |

776155-4 16/250 ct Brown Single Fold Towels

SAVE $50^{6}$

776158-8 6/800 ft
7.9" Brown

Hardwound Roll Towels

## SAVE $50^{4}$

776164-6 30/100 ct 1/8 Fold 2-Ply White Dinner Napkins

SAVE $75^{\text {c }}$


777027-4 1000 ct . Medium Weight White Knives

SAVE $25^{4}$

777024-1 1000 ct
Medium Weight
White Forks

776774-2 20/50 ct.
8oz.
Foam Bowls

## SAVE <br> $50^{6}$

SAVE
8 oz
White Cups
$50^{6}$

776828-6 25/40 ct
10 oz.
White Cups


44 0z. Profit Pal Foam Cups

776822-9 20/25 ct
8 oz. Squat
Foam Containers

SAVE


SAVE $50^{6}$
Genpak
775993-9 4/125 ct.
Harvest Fiber 10.25" Natural White Plates
775940-0 4/125 ct. Natural White Plates

## SAVE <br> $\$ 700$

Harvest Fiber 10.25"
3-Compartment
Natural White Plates

| 777563-8 2/100 ct. | SAVE |
| :--- | ---: |
| $8.25 " \times 8 "$ Foam |  |
| 1-Compartment |  |
| Hinged Containers |  |


| 777573-7 2/100 ct. | SAVE |
| :--- | :--- |
| 9.25" x 9.25" x 3" | SAV |
| Foam 1-Compartment | $S(\$)$ |
| Hinged Containers |  |

 SAVE
$\$ 700$


777555-4 4/100 ct
Clear/Black Sandwich
SAVE 6" x 6.25" x3" Hinged Container


777557-0 2/75 ct Clear/Black 8" x 8" Hinged Container

777550-5 2/75 ct Clear/Black 9" x 9" Hinged Container

SAVE
$50^{\epsilon}$
776796-5 20/25 ct 16 oz. Foam Containers


775990-5 20/50 ct
Harvest Fiber 12 oz.
Natural White Bowls

## SAVE <br> $\$ 100$

775992-1 20/50 ct. Natural White Plates


| 778020-8 4/250 ct. | SAVE |
| :--- | :--- |
| 100\# 1 Ib. |  |
| Red Check |  |
| Food Trays |  |


| \#200 2 lb . Red Check Food Trays | $\begin{aligned} & \text { SAVE } \\ & 50 \$ \end{aligned}$ |
| :---: | :---: |
| $\begin{aligned} & \text { 779114-8 } 2 / 250 \\ & \text { \#250 } 2.5 \text { Ib. } \\ & \text { Red Check } \\ & \text { Food Trays } \end{aligned}$ | $\begin{aligned} & \text { SAVE } \\ & 509 \end{aligned}$ |


| 700492-2 $2 / 250 \mathrm{ct}$. | SAVE |
| :--- | :--- |
| \#300 3 lb. |  |
| Red Check |  |
| Food Trays | $S O G$ |



775836-0 20/50 ct.
10 oz. Hot Food
Compostable
Containers
775838-6 20/25 ct. 32 oz. Hot Food Compostable Containers

| 775813-9 $20 / 50 \mathrm{ct}$. | SAVE |
| :--- | ---: |
| 8 oz. Hot Eco | $\$ 500$ |
| White Containers | $\$ 2$ |



| $779113-0$ 2/250 ct. | SAVE |
| :--- | :--- |
| \#500 5 Ib. |  |
| Red Check |  |
| Food Tray | 50 |

775641-4 1000 ct .
\#40 6 oz. Red Check Food Trays


779111-4 4/125 ct.
\#50 8 oz.
Red Check
Food Trays
 SAVE 50 g

## Eco Products


775437-7 $12 / 500$ ct.

| SAVE |
| :--- |
| White Café Xpressnap |
| Dispenser Napkins |



720344-1 1 ct . 3' x 5'x 3/8" Black Anti Fatigue Mat

## SAVE <br> $\$ 100$

725705-8 500 ct
Kraft
Java Jackets

## SAVE <br> 50

775865-9 9/250 ct. 1-Ply Blue Windshield Towels

## SAVE <br> $\$ 100$



SCA

## Tissue

SAVE
Natural Xpressnap Dispenser Napkins


725961-7 1 ct 10" Black Chef's Knife


SAVE
$\$ 390$

725963-3 1 ct .
7" Black
Santoku Knife


725964-1 1 ct 12" Black Slicer Knife



## Handgards

## 57072-1 500 ct <br> Sandwich <br> Resealable Bags

| 57073-9 50 ct <br> Quart <br> Resealable Bags | SAVE |
| :--- | :--- |
|  | SAVE |
| 57074-7 $200 \mathrm{ct}$. <br> Gallon <br> Resealable Bags | $\$ 50$ |

R3 - Kerry • Nestlé • Tyson Schreiber - Ajinomoto Windsor Intercon • PepsiCo - Ventura Lamb Weston Wild Mike's Norbest • Handgards • Litehouse Gielow • Kraft/Heinz U.S. Bakery • Smithfield American Food Group - Ivar's Dole - Rose Packing • Brakebush Norpac Continental Mills Cyrus Pies - Wheat Montana Tim's Chips • Daily's • ConAgra Simplot - Oregon Ice Cream Lyons Magnus C.F. Sauer Cheese Merchants • Bell-Carter Aryeta Berry - Baker Boy Burke • Darigold - Trident Fresca Mexican - Reser's HandiFoil - InnovÂsian Cuisine J\&J Snack • National Foods Rirreuto - Kronos • Trilliant Unilever - Rich's • B\&D Foods Chuckanut Bay • Hormel Foster Farms - Houston's B\&G Foods • A. Zerega Aqua Star • C.H. Guenther Idahoan - Angus Meats • Tree Top Nathan's - Vanee • Deli Express Ray's Meats • Highliner Sugar Foods • Jack Link's Par-Way Tryson•Saputo Sweetwater Bakery • Seneca Custom Culinary • 4 Frendr Meats



[^0]:    43626-1 6/21 oz
    Non-GMO Pan Spray

