

Garner Foods/Texas Pete

MISSION STATEMENT

**WE MAKE
COOKING
AND EATING
COOL**

**WITH
PRODUCTS
THAT ARE
HOT**

Embraced By Major Foodservice Chains



The Choice Of National Chains

- Consistent quality
- Packaging for front or back of house, grab & go
- Affordable pricing
- Insightful culinary, marketing support
- Spicy but never overpowering

Top C-Store Chains Count On Texas Pete®

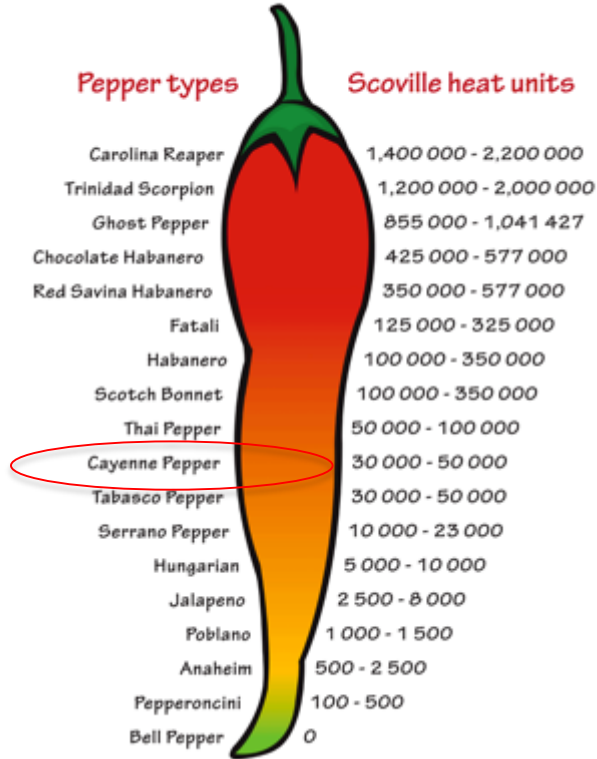


The Choice Of National Chains

- Adds flavor options for c-store menus
- Perfect packaging for grab & go
- Brand appeal for c-store demographics

Scoville Units

Scoville Scale



Texas Pete® Hotter Hot Sauce = 3,000 - 3,500

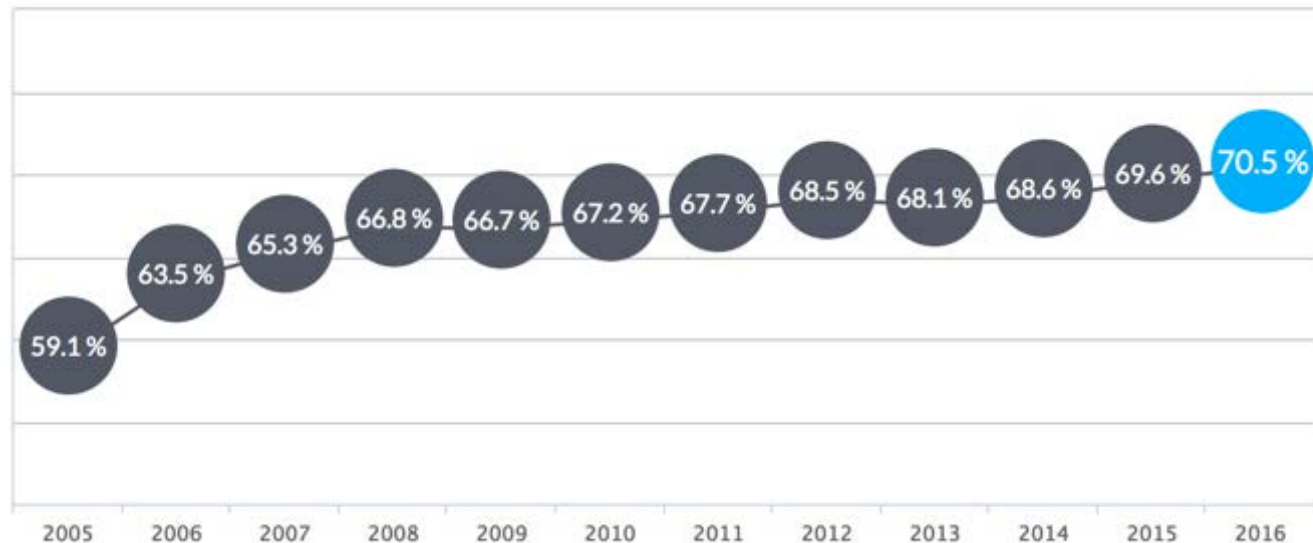
CHA! Sriracha Sauce = 1,200 - 1,800

¡SABOR! = 500 - 700

Texas Pete® Original Hot Sauce = 340 - 740

Let's Face It. We Love Spicy!

Today, more than 70% of American restaurant menus include items described as spicy.





Key Chicken Wing Flavor Trends

Fastest growing flavors on chicken wings within U.S. restaurants

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	4 Year Growth
PARMESAN	1.4%	1.9%	2.2%	2.3%	2.4%	2.7%	2.7%	3.7%	5.7%	5.8%	6.6%	7.7%	108.2%
ASIAN	1.5%	2.1%	2.4%	2.3%	2.3%	3.0%	2.7%	2.6%	2.8%	3.3%	3.8%	4.8%	84.2%
BOURBON	1.1%	1.2%	1.4%	1.7%	1.6%	1.5%	1.8%	1.9%	2.0%	2.1%	2.8%	3.2%	67.4%
SPICY BBQ	1.2%	1.1%	1.4%	1.5%	1.8%	1.8%	1.6%	1.8%	2.2%	2.4%	2.6%	2.8%	56.8%
THAI	1.0%	1.4%	1.4%	1.4%	1.7%	2.3%	2.7%	3.1%	3.1%	3.9%	4.2%	4.7%	53.2%
SESAME	0.8%	1.7%	1.9%	1.7%	1.9%	1.7%	1.8%	1.7%	2.2%	1.9%	2.0%	2.5%	52.1%
LEMON	1.1%	1.4%	2.0%	2.0%	2.4%	2.3%	2.4%	2.3%	2.9%	3.1%	3.3%	3.3%	42.1%
GARLIC	5.7%	6.9%	7.8%	8.3%	8.8%	9.5%	9.4%	9.9%	12.4%	12.1%	12.7%	13.9%	40.9%

* Datassentials, 2017

On Trends Wing Ideas

Fastest growing flavors on chicken wings within U.S. restaurants



NEW Parmesan Wings

- Texas Pete® Wing Sauce
- Sprinkled Parmesan Cheese



NEW Asian Wings

- Texas Pete® Fiery Sweet
- Sprinkled sesame seeds



NEW Honey Sriracha Wings

- CHA! by Texas Pete®
- Natural Honey, OR, substitute Maple Syrup

Our Most Popular

Texas Pete® Hot Sauce



- Texas Pete® Original Hot Sauce is the #1 best seller
- Proprietary cayenne pepper blend
- Additional flavors include Garlic and Hotter Hot
- **63% lower sodium** compared to Frank's Red Hot Sauce
- #1 hot sauce in U.S. Military, all branches
- 7gm packets, 3oz, 6oz and 12oz tabletop bottles, ½ gallon, and
- 1-gallon jugs
- Original flavor has just 90mg of sodium per tsp
- Perfect back-of-house ingredient

New Bottle Design



- **New flip-top bottle**
 - 6, 12 oz. Original Hot Sauce
 - Hotter Hot Sauce
 - 12 oz. Honey Mustard
 - New, consistent design across bottle offering
 - Ease of use for operators and customers
 - Screw off cap/top for pouring
 - Flip top for drizzling or dashing

Texas Pete[®] Quality & Value

- More pepper particulate, less runny
- Proprietary cayenne pepper blend = bold, but balanced
- Family-focused commitment
- 1/3rd the price of Tabasco[®]
- 63% lower sodium than Frank's[®] Red Hot Sauce
- Ideal back-of-house ingredient
- Bottles, plastic jugs, PCs
- Culinary and marketing support



Texas Pete® Application Devices

Squeeze Bottles

- Tables, condiment stations, counters, BOH

Pumps

- Condiment stations

Spray Bottles

- Spritz on profits and flavor
- Won't make food soggy
- Great for fries, onion rings, veggies

Contact Garner Foods Representative to order:



Here To Help You Sell More

TEXAS PETE TABLETOP CADDY
Customer Favorites All in One Place



For every two bottles of Texas Pete® purchased
RECEIVE ONE TABLETOP CADDY

Custom-Designed Contract to Fit
YOUR RESTAURANT'S NEEDS

Maintenance and Handling
INSTRUCTIONS PROVIDED

KEEP IT TOGETHER

Texas Pete® wants to reward you for choosing our sauces. Our new tabletop caddy is designed to hold a variety of Texas Pete® sauces, along with your favorite ketchup, salt and pepper, and more. Our Texas Pete® Tabletop Caddy is a special addition to any restaurant table that is easy to clean and easy to move for table bussing.

Receive one tabletop caddy per two bottles of Texas Pete® product purchased (minimum order of two cases of Texas Pete® product to qualify). We can custom design a contract to fit your restaurant's unique needs, and we provide maintenance and handling instructions with every caddy.

FOR MORE INFORMATION ABOUT THE TEXAS PETE® TABLETOP CADDY PROGRAM, CONTACT YOUR GARNER FOODS SALES REPRESENTATIVE.



*Part of purchase required and must be submitted by end of purchase time period. If purchase does not meet these agreed upon terms in contract, customer will be treated as if caddy not covered.

GARNER FOODS | 674 W 4th STREET | WASHINGTON, CALIFORNIA 95770
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Texas Pete® Table Caddies

- One table caddy free per 2-case bottle purchase

Texas Pete® Wing Sauces

Texas Pete® Wing Sauces are ready to use, available in four flavors: Mild, Extra Mild, Restaurant Blend and Hot






Better, more consistent coating because ours contain butter or margarine, reducing time, labor and increasing customer satisfaction

Extra Mild Wing Sauce has no Frank's comparison

Hot flavor is oil-free; made with Butter Buds®; has a bolder, balanced flavor. Restaurant Blend is made with natural butter; rich flavor; oil free

Extra Mild and Mild are made with liquid margarine

Texas Pete® Hot Sauce/Wing Sauce Comparisons

Product	Frank's Original	Frank's XTRA Hot	Frank's Buffalo Wing	Frank's Hot Buffalo Wing
Texas Pete® Original Hot Sauce	No comparable product offered by Frank's			
Texas Pete® Garlic Hot Sauce				
Texas Pete® Hotter Hot Sauce				
Texas Pete® Hot Wing Sauce				
Texas Pete® Mild Wing Sauce				
Texas Pete® Extra Mild Wing Sauce	No comparable product offered by Frank's			
Texas Pete® Restaurant Blend Wing Sauce	No comparable product offered by Frank's			

Packaging Built For Grab & Go



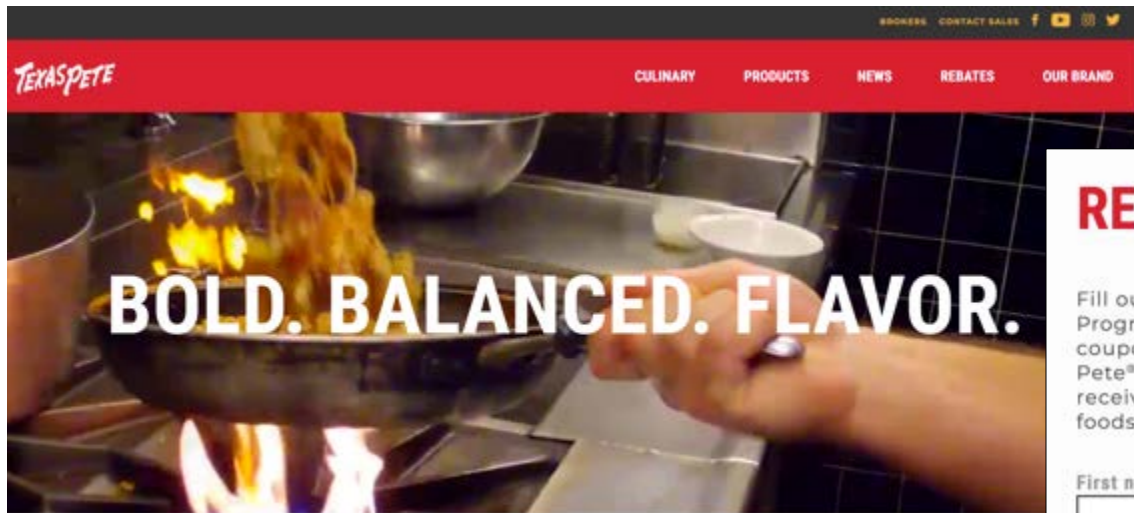
NEW, Texas Pete® Dry Spice



Texas Pete® Dry Spice

NEW, multi-use dry spice lets operators take Texas Pete® flavor everywhere:

- Spicy fries, onion rings, proteins, veggies
- Ingredient for sauces, salad dressings, dips
- Add Kosher Salt as a spicy rim salt for drinks



WHY TEXAS PETE?

REQUEST REBATE

Fill out the form below to qualify for the Texas Pete® Loyalty Program and up to \$200 in rebates. You'll be able to download coupons that can save money on your next order of Texas Pete® foodservice products. When you sign up you'll also receive regular email updates on the latest Texas Pete® foodservice rebates, special offers, recipes and new products.

First name *

Last name *

Your title *

Name of your operation *

Type of operation *

of units *



Thanks!
Let's Heat Up More Sales For YOU!