



# FLASH

Fall 2022



## Industry Update



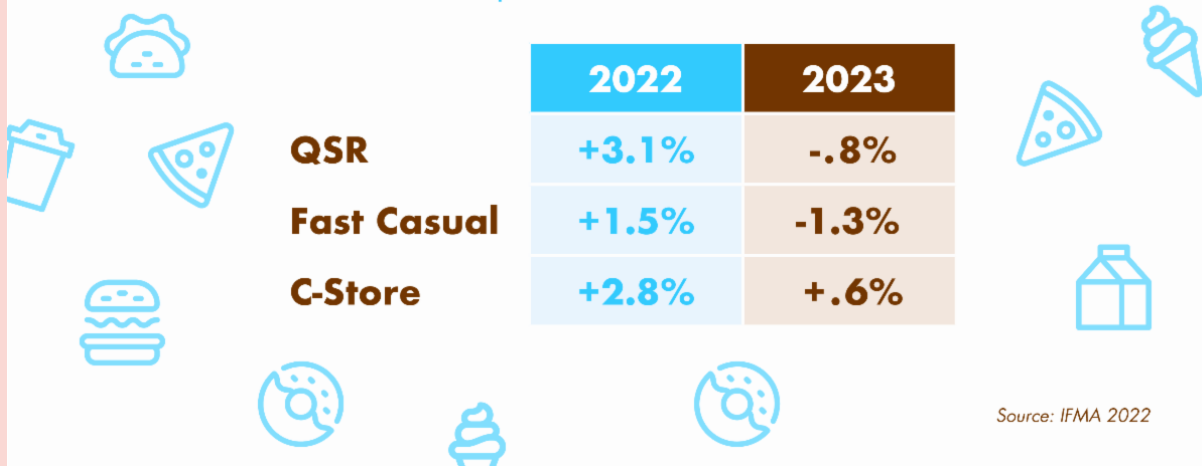
The foodservice industry continues to rally despite the many headwinds it's battling. Through August, QSR spending was up 4%, with even stronger results in specialty segments such as coffee/tea, (+13%) and snacks (+8%). C-Stores also enjoyed an 8% bump in spending versus last year.

With inflation reaching record levels and gas prices peaking this summer, it's no surprise that traffic continues to struggle. Consumers, squeezed by increased housing costs due to higher mortgage rates and rental shortages, as well as rising menu prices, are understandably pausing to consider when, where and how often they can afford to dine out.

Here's a quick snapshot of how consumers are expected to react over the next year:

# PROJECTED CONSUMER SPENDING

adjusted for inflation



	2022	2023
<b>QSR</b>	<b>+3.1%</b>	<b>-.8%</b>
<b>Fast Casual</b>	<b>+1.5%</b>	<b>-1.3%</b>
<b>C-Store</b>	<b>+2.8%</b>	<b>+.6%</b>

Source: IFMA 2022



While guests often cut back on ancillary menu items to curb check averages, they appear unwilling to forego their coffee fix, especially those cold varieties. This category has transitioned from a luxury treat to a menu must-have!

**% increase  
in servings**

**+15%**

**ICED  
COFFEE**

**+24%**

**COLD BREW**

Source: NPD 8/2022



## What's Trending **Now**

## SOPHISTICATED COFFEE VARIETIES

MATCHA LATTE +**481**%

NITRO COLD BREW +**458**%

COLD BREW +**246**%

FRENCH PRESS +**170**%



## MILK ALTERNATIVES

Oat Milk  
+**2,404**%

Almond Milk  
+**212**%

Plant-Based  
Milk  
+**201**%



## COFFEE FLAVORS **OLD & NEW**



## KanPak Supports New Sustainability Goals

Recently, KanPak parent company Golden State Foods announced its newest sustainability objectives and key goals:

**Climate  
net zero**  
by 2050

**22%  
reduction**  
in scope 1, 2 and 3  
by 2030

All facilities  
**zero waste  
to landfill**  
by 2030

**30% water  
reduction**  
by 2030



To deliver against these goals, our Sustainability Council established a network of 14 Sustainability Coordinators, each with responsibility for specific facility locations. The coordinators are tasked with reporting data, monitoring progress and implementing programs to support key objectives.



## Meet our New Head of **STRATEGIC SOURCING**

Trisha McRoberts serves as Group Vice President, Strategic Sourcing. In this newly created position, Trisha has implemented strategic sourcing strategies and created a centralized sourcing group across all KanPak and Golden State Foods manufacturing facilities.

As Trisha sets about revolutionizing our supply chain strategy, her key priorities include:

- Investing in sustainability, packaging innovation, technology, and diversity programs.
- Encouraging a “one team” approach: best practices sharing, innovation forums, talent development and retention, knowledge transfer, and team engagement across businesses.
- Implementing supplier segmentation and performance reviews.
- Identifying key opportunities to expand minority-owned business partnerships.
- Driving financial leadership through payment terms, cost savings/avoidance, and end-to-end waste minimization.

Trisha previously served as Head of Americas Procurement for McCormick and Company, Inc., where she led a team of 27 members focused on end-to-end supply chain solutions and maximizing a unified procurement value proposition across the Americas.



# Pumpkin Pie Milkshake Recipe

**Try KanPak/Golden State Foods Chef  
Mike Bongiorno's signature Pumpkin Pie  
Milkshake, his favorite treat for the  
season.**



Senior Corporate  
Executive Chef  
**Mike Bongiorno**

## INGREDIENTS

**1¾ cup pumpkin pie with crust**

**1 cup half & half**

**2 tsp. pure maple syrup**

**½ tsp. ground ginger**

**¼ tsp. nutmeg**

**1 tsp. cinnamon**

**1½ quarts premium vanilla ice cream**

**2 to 4 tbsp. bourbon (optional)**

**Caramel sauce (optional)**

- Add pumpkin pie, half & half, maple syrup, ginger, nutmeg, and cinnamon in a blender and pulse to combine.
- Add ice cream and blend until smooth, adjusting the amount depending on desired thickness.
- Pulse in the bourbon, if using, and divide between four chilled glasses.
- Top with whipped cream, cinnamon sugar, and caramel sauce, if desired.

Call or email us today for additional market insights and to learn how KanPak can help take your beverage and dessert menus to the next level!



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