

DiCarlo FOOD SERVICE

Your
Welcome Back
Game Plan

Come In

WE'RE

OPEN

The Covid-19 crisis has created issues for food service unlike anything we have seen in modern times. DiCarlo is proud to support our customers, family and friends during these times. We have created this booklet to help navigate your way back to a thriving business. *We have been supporting you since 1963 and will continue to be here.*

We are The Local Difference!



Business 101

It's not too late, if you have not done so, do it today!

Financial:

- Request your PPP/SBA loans or seek other funding options.
- Leases- Ask your landlord for rent deferral/renegotiations and review equipment leases
- Seek payment options/deferrals on utilities and other expenses where applicable
- Reach out or petition local/state regarding sales tax deferments, etc.
- Insurance- file a business interruption claim and renegotiate insurance premiums and reduce worker's compensation premiums if reduced labor force. Check on employee coverage options.

Marketing:

- It's a NEW world and our industry is changing daily
- Be seen. Reach out to the consumers
- Use Social Media and all platforms to promote or update or share what precautions being taken
- Use your voice as a business person to influence government to support the industry

Operations:

- Safety, safety, safety
- Review all aspects of the operation including all noted in each section of these insights
- What works for your specific operation or could be possible going forward?
- Turn your inventory/sell what you can... especially perishables
- Keep your distributor in the loop (pre-orders, certain requirements, share overall needs, etc.)
- Staffing- anticipate needs now and in the near future. How do you ramp it up and be ready.

Pre-Planning:

- Do not use old product. Be prepared to share with your guests that your food is fresh. In the coming weeks there will be a rush of restaurants trying to reopen.
- Plan a menu that you can execute flawlessly. Work with your UniPro distributor, or linens and others to ensure they have your required items. Don't get lost when there is a rush of openings
- Create an opening order in advance for your UniPro distributor to ensure stock and availability.
- Review all "touch points." Consider a "touch free" environment for your guests.
- Sanitize/wipe your credit card machine after every use or go touch free.
- Time to get it all together- Clean carpets, floors, windows, front and back of the house thoroughly. Let your guest know you care and have provided a clean and safe restaurant
- Consider continuing 6' social distancing rule.
- Give guests a chance to get comfortable being out.
- Consider distancing your tables or even use floor markings for proper social distancing.



Hospitality & Celebrations

Restaurants are a place to celebrate, create memories, make deals, enjoy great food, gather and enjoy. Service your guests and they will come back. Restaurants that are open AND offering a good experience will come out of this stronger than those deciding to shut down and wait it out.

Hospitality:

- Remember the 5C's
- CARE- Care about your guest
- CUSTOMIZE- Everyone is different and will engage in their own way
- COURTESY- Use your manners, smile
- CLEANLINESS- Enough said!
- COMMUNICATION- Greet, engage, introduce and say goodbye. Always be polite.

Exceeding expectations or How to differentiate:

- Always a clean well organized restaurant
- Always greet your guests as they arrive, if a regular greet by name if possible
- Remember your verbal greetings and sincere Thank You!
- Your Host should explain the "new normal" and stress key points you want guests to know
- All your staff must be well-trained and even happy to be there. Can't fake excitement or hospitality.
- Have a menu that your team can execute perfectly. Might be good idea to pare it down.
- Make sure the food is correct
- Deliver an experience...the right experience for that guest since everyone's expectation may be different
- A Thank You note from the owner or manager with even a personal invite to come back
- Make follow up phone calls to ensure their satisfaction. Call. Do not survey. Remember this is hospitality

Safety, Hygiene & Sanitation

Restaurants have always been a place for social gatherings. Over these few weeks Covid-19 has forced us to rethink everything. Curbside and takeaway have become the new norm. To get people back in our restaurants we need demonstrate to the guests we have a safe environment. By following these steps, you will show your guests you care about their safety. These may in fact even become the new “table stakes” for the industry.

Standards & Policy:

- It's critical to receive/maintain a superior health score. Whether letter grades such as A, B, C or others that use a numeric system. Your job is to score an “A” or 100%. Post it. Guests need to know your score. Market all your precautions and procedures being used.
- Follow all CDC and health department guidance on food safety and handling.
- If asked remind guests there is currently no evidence COVID-19 being transmitted through food.
- All staff should be retrained and held accountable for the “New Norm” and “new standards”.
- Establish a sick employee policy. Make sure if an employee is sick, they stay home. Your guest will notice and will be hypersensitive.
- Limit access to your kitchen to only approved staff and suppliers.
- Make sure all employees, management and ownership have taken and passed ServSafe classes. Promote it! Visit <https://www.servsafe.com> for more information.
- Limit the number of your suppliers. If you are “shopping” the best price, now is the time to reduce your suppliers to a small amount that are best in class UniPro distributors that follow all CDC, and health department guidance on food safety, sanitation and distribution.
- Ensure your teams are washing their hands all the time. Use hand sanitizers. Have training and even a timer for washing hands properly. Limit the use of employee cell phones usage at work
- If you have menu's clean and sanitize them after each use. Guests will notice or ask.
- Operators may need a “starting kit”- Include gloves, sanitizers, wipes, masks, thermal temperature equipment, aprons, signage, etc. as well as ALL THE INSIGHTS!

Operations:

- Create “How to” or “Turnkey” programs for best of class Curbside or To-Go programs.
- Ensure all staff wears gloves and maybe masks. Get creative with graphics on the masks.
- Have hand sanitizer stations or bottles throughout the restaurant. Especially in self-service areas such as beverage or condiments stations. Maybe even gloves at self-serve beverages.
- Set up sanitizer stations for your staff to keep separated from those serving.
- Consider switching from the old “red bucket” or towel sanitizer to sanitizing table wipes. This will ensure your tables are cleaned with the proper sanitizing solution and impress guests.
- Consider after bussing/cleaning the table place a small sign signifying sanitation was completed.
- Be sure to also clean seats.
- Ensure proper glove use. Suggest or mandate a certain color glove such as blue or purple. Guests can easily see them in use. Especially consider for open kitchen/window concepts.
- Follow best practices for cleaning and sanitizing incoming cases. Remember the virus can be transmitted on corrugated cartons, etc. Use gloves.
- Make sure rest rooms are always clean. Assign a person. Post a cleaning schedule check sheet. Make sure soap, sanitizer and paper towels are always full. Empty the trash often. Have sanitizer station outside after the guest exits the restroom.

Sanitizing and Cleaning Products



Table Turner Surface Wipes

#558700 12/80 ct.

Clear and clean tables/surfaces in one easy step. Recommended for all types of hard, non-porous surfaces, including glass, mirror, stainless steel, plastic, tile, sealed stone or wood, and more. Environmentally friendly.



Disinfectant Wipes

#513700 12/60 ct.

These are not for hands. Provides an alternative to traditional disinfectants by delivering fast acting, broad spectrum disinfection. The active ingredient, hydrogen peroxide, breaks down into environmentally-friendly water and oxygen just minutes after use.



Ready to Use Sanitizer Surface Spray for Food Contact

#558516 6/32 oz.

Kills 99.999% of germs in 60 seconds. Great for restaurants, bars, cafeterias, institutional kitchens, fast food operations and food storage areas. Spray and leave, no rinsing required.



Hand Sanitizer

#558674 4/1 gal.

Contains 80% alcohol. Use to refill your dispensers. Kills germs!



Bleach

#547952 6/1 gal.

Disinfects, sanitizes and deodorizes.



Glass Cleaner with Ammonia

#548112 4/1 gal.

Your front door is the first impression you make on customers. Keep your glass sparkling and looking good!



All Purpose Citrus Cleaner & Degreaser

#548460 4/1 gal.

Use on walls, floors, counter tops and kitchen surfaces. Removes dirt and grime from hard surfaces including ceramic tile, marble, linoleum, vinyl, plastic and metals.



KILL GERMS



Hand Sanitizer

#558655 12/16 oz.

Contains 80% alcohol. Kills germs! Bottle has a flip top cap.



Pink Liquid Hand Soap

#548169 4/1 gal.

Your customers are counting on a clean experience in your restrooms. Make sure your hand soap is full at all times.



All Purpose Lavender Cleaner

#548508 4/1 gal.

Heavy duty deodorizer and all purpose cleaner. With a fresh lavender scent, this product cleans and deodorizes in one easy step.

Promoting

Now more than ever it is time to promote your restaurant. Here are a few simple tips:

Media/Resources:

- Promote your restaurant on all forms of social media including those with algorithm data. Be sure all things are posted correctly. Use Video and clips where possible.
- Monitor your social media to ensure areas to improve and what is being said.
- Use Yelp and other online social media outlets. Post lots of picture of your food online.
- Set up your restaurant's Google + account to provide details when your business is searched
- Target adds to help when people are looking for good restaurant close to home.
- Promote a "Local" campaign for customers in radio, local magazine, separate website, etc.
- Call Chamber of Commerce for a great way to stay connected or promote your business locally
- Use Local media, TV, etc. Send food to station. Provide "local" story. Sponsor a remote telecast, etc.



Systems:

- Make sure you have a good website that is up to date. Have current menu, hours and all contact information.
- Show off your refreshed, clean, safe restaurant and cheerful staff.
- Review the on line ordering for overall ease, pictures, videos, etc. Maybe zero contact options.
- Review your phone system –enough lines, “on hold” music, “Thank You” and advertising.

How to/Suggestive Selling:

- If you have been closed or only providing limited service, consider a small re-opening event. This will help give the kitchen some needed refreshers and also promote your business to locals
- Collect as many emails as possible and “TALK TO YOUR GUESTS.” Utilize On Line orders or even the old fish bowl business card drop in FREE lunch promo helps to collect email addresses.
- Discounts if needed such as BOGO- buy one get one, or a free dessert or appetizer.
- If you do not have a rewards program it might be the time to establish one. This can create loyalty intention with incentives.
- When guests order something include a featured side or app that is cost effective. Give them a little note or explain you wanted to share something you really like with them as a Thank You.
- Capitalize on the “family” connection by offering kids free meal or a free dessert.
- Consider LOCAL sourcing and tools provided by your UniPro distributor.
- Consider cross merchandising with other LOCAL businesses that compliment your restaurant. I.e., bring movie ticket or hairdresser receipt to get a drink, etc.
- Review your social responsibility/community give back programs. Maybe sponsor first responders, health care, etc. with donations or meals.
- “Chalk the Walk” campaign to draw folks in as walking by using color chalk/graphics/humor
- Create daily specials, package deals, bundles, kits, key staples to add on to your order like eggs, milk, bread, etc. to increase your overall ring.
- Offer DIY cooking kits, recipe tips and how to or even a chef cooking class.



Blue Nitrile Gloves Powder-free

Medium #545215 10/100 ct.
Large #545217 10/100 ct.
XL #545219 10/100 ct.



Vinyl Gloves Powder-free

Medium #545605 10/100 ct.
Large #547438 10/100 ct.
XL #547432 10/100 ct.



Synthetic Gloves Powder-free

Large #547446 10/100 ct.
XL #547448 10/100 ct.



Vinyl Gloves Powdered

Medium #547433 10/100 ct.
Large #547435 10/100 ct.
XL #547467 10/100 ct.



Black Nitrile Powder-Free Gloves

Large #545286 10/100 ct.
X-Large #545288 10/100 ct.



Can Liners

- Clean Can Liner 24x33 12-16 gal. #545563 1/1000 ct.
- Black Heavy Can Liner 40x46 1.3mil #545661 100/40-45 gal.
- Black Heavy Can Liner 38x58 1.3mil #545674 100/60 gal.
- Clean Can Liner Hi-Density 33x40 16MIC #545687 250/33 gal.
- White Can Liner Hi-Density 40x48 16MIC #545693 250/45 gal.
- Clear Can Liner Hi-Density 38x60 16MIC #545697 200/60 gal.



Face Masks Disposable 3-ply

#545375 50/50 ct.



P/C Condiments

- Heinz Ketchup #470510 1000/ 1.3 oz.
- Hunt's Ketchup #470515 1000/ 9 gram
- Gulden's Spicy Mustard #460410 1/500 pk.
- Heinz Yellow Mustard #470500 500/.2 oz.
- Yellow Mustard #460390 500/4.5 gram
- Relish #470544 200/ 9 gram
- Malt Vinegar #470555 200/9 gram
- Cocktail Sauce #401457 100/ .75 oz.
- BBQ Sauce Cup #464520 100/1 oz.
- Tartar Sauce Cup #470537 100/.75 oz.
- Chunky Blue Cheese Cup #460011 96/1.5 oz.

P/C Salad Dressings

Pouches:

- Fat-Free French #401286 60/1.5 oz.
- Fat-Free Italian #401362 60/1.5 oz.
- Fat-Free Honey Dijon #401384 60/1.5 oz.
- Fat-Free French #401286 60/1.5 oz.
- Fat-Free Ranch #460716 60/1.5 oz.
- Fat-Free Rasp Vinaigrette #460706 60/1.5 oz.
- Lite Italian #460700 60/1.5 oz.
- Lite Buttermilk Ranch #460713 60/1.5 oz.
- Buttermilk Ranch #460702 60/1.5 oz.
- Honey Mustard #460015 100/1 oz.
- French #460704 60/1.5 oz.
- Balsamic Vinaigrette #460705 60/1.5 oz.
- Thousand Island #460708 60/1.5 oz.
- Golden Italian #460711 60/1.5 oz.



Cups:

- Caesar #460717 60/1.5 oz.
- Creamy Italian #460718 60/1.5 oz.
- Blue Cheese #460703 60/1.5 oz.
- Chunky Blue Cheese Cup #460011 96/1.5 oz.



New Norms

- All drinks might go in a To-Go container with lids. Even when consumed on premise.
- At full-service restaurants condiments should NOT be left on the table.
- Always deliver cleaned condiments such as salt and pepper shakers or use ramekins for any condiment previously that would be out on table... but now served with the meal.
- Self-service condiments- consider holding behind counter and asking if any are needed with an order rather than having them in an open and shared location.
- Use pre-packaged condiments for to-go and if extras are requested.
- Napkin dispensers may not be on the tables going forward.
- Any self-serve areas like beverages, salad and condiment bars might be reconsidered/removed.
- Silverware- Bring out with the meal while wearing gloves or after the guests are seated vs. already on table. Consider wrapping or putting them into a sleeve for hygiene.
- Use tamper evident/tamper proof packaging for To-Go.
- Consider a plastic shield at your cashier or in areas the public is in close proximity to food.
- Expand your waiting area or consider moving it outside if possible.
- Consider plate covers for meals coming out to the tables.

Clear Plastic Straws

Jumbo 7.75" #546805 4/500 ct. wrapped
 Jumbo 7.75" #546825 24/500 ct. wrapped

Giant 7.75" #545224 24/300 ct. wrapped
 Giant 10.25" #545222 4/300 ct. wrapped

Flex White Plastic Straws 7.75"
 #546832 25/400 ct. wrapped



Green Compostable Straw 8"
 #545922 24/500 ct. wrapped

Jumbo White Paper Straw 7.75"
 #546850 4/500 ct. wrapped

Jumbo Black Paper Straw 7.75"
 #546855 4/500 ct. wrapped

Giant White Paper Straw 10.25"
 #545221 4/300 ct. wrapped



Paper Cold Cups

546691 Paper Cold Cup Squat 12 oz. 1200 ct. Lid #546234
 546704 Paper Cold Cup 22 oz. 1200 ct. Lid #546234



Hot Cups

546500 Hot Cup 8 oz. Bean Design 20/50 ct.
 546502 Hot Cup 10 oz. Squat Bean Design 20/50 ct.
 546504 Hot Cup 12 oz. Vines 20/50 ct.
 546506 Hot Cup 16 oz. Bean Design 20/50 ct.
 541902 Foam Cup 8 oz. Lid #542052 1000 ct.
 541952 Foam Cup 10 oz. Lid #542108 1000 ct.
 541956 Foam Cup 12 oz. Lid #850390 1000 ct.
 541958 Foam Cup 16 oz. Lid #850390 1000 ct.
 541964 Foam Cup 20 oz. Lid #850390 500 ct.



546041 Java Sleeve Brown 12 & 16 oz. 1000 ct.
 545318 4 Cup Carrier Molded Fiber 300 ct.



Plastic Clear Cups

543666 Kid's Combo Cup 12 oz. 250 ct.
 543280 Plastic Tumbler Clear 8 oz. 25/20 ct.
 543285 Plastic Tumbler Clear 10 oz. 25/20 ct.
 543554 Plastic Cup Clear 5 oz. 2500 ct.
 543556 Plastic Cup Clear 7 oz. 2500 ct.
 543558 Plastic Cup Clear 9 oz. 2500 ct.
 543563 Plastic Cup Clear 12 oz. Lid #543590 1000 ct.
 545237 Plastic Cup Clear 12 oz. Lid #545237 20/50 ct.
 543566 Plastic Cup Clear 16 oz. Lid #543588 25/20 ct.
 545256 Plastic Cup Clear 16-18 oz. Lid #541727 20/50 ct.
 543566 Plastic Cup Clear 20 oz. Lid #541729 20/50 ct.
 545258 Plastic Cup Clear 24 oz. Lid #541727 24/25 ct.

How To:

In the “NEW” norm, accuracy, getting repeat business, menu refinement, staffing, delivery and other factors are important. Even before Covid-19 curbside, takeaway and delivery have been growing in popularity. It is critical to get it right as well as to ensure that your takeaway business does not overpower the dine in business. Remember, this is hospitality. Even for To-Go business. A bad experience can cause lost business and bad press. Make it special. Create a celebration. Exceed your guest’s expectations ...and they will come back.

Curbside/To-Go:

- Understand how much take away you can handle, too much you end up hurting the dine in guest and their expectations
- If possible, have a separate area from dine in where to-go orders are assembled.
- Have a dedicated to-go staff.
- Consider convenient in and out parking, processes and entrances. Have proper signage.
- Have the proper take out packaging. If you are casual to fine dining, is a foam box the best impression you can make?
- Think about liquids. If a guest is ordering soup, ensure it arrives without spilling. Put it in the correct sealed container and then place it in a zip lock bag for added protection. Your guest will appreciate all this.
- Be accessible to your guests, what options do they have to place orders. Curbside, call ahead on-line delivery. Make ordering easy. One click!
- When using a third party and for even in-house delivery, make the packaging tamper proof.
- Have appropriate to-go flatware. Use your distributor professional sales representative to help identify the proper items to build a To-Go packaging platform
- High quality To-Go packaging. Perhaps, compostable may be required or preferred by guest.
- Re-heating instructions are a nice touch

Souffle Cups & Lids



542079	Souffle Cup 1 oz. Clear	10/250 ct.	542107	Lid for Souffle Cups 1.5/2/2.5 oz.	25/100 ct.
542105	Lid for Souffle Cup 1 oz.	25/100 ct.	542089	Souffle Cup 3.25 oz. Clear	10/250 ct.
542082	Souffle Cup 1.5 oz. Clear	10/250 ct.	542091	Souffle Cup 3.25 oz. Black	10/250 ct.
542084	Souffle Cup 2 oz. Clear	10/250 ct.	542109	Lid for Souffle Cup 3.25/5/5.5 oz.	25/100 ct.
542087	Souffle Cup 2 oz. Black	10/250 ct.	542093	Souffle Cup 4 oz. Clear	10/250 ct.

Get it Right:

- Remember serve HOT FOOD HOT, COLD FOOD COLD!
- Make sure the food is correct/Get the order right.
- Remember appreciation and “Thank You” from ALL staff
- This is your opportunity to brand your business, To-Go bags of quality and or design become walking advertising as guest repurpose them for use in public.
- Write a personal note on a takeout box thanking the guest and include snippet of information or story about the item they chose to build a connection.
- Before orders are placed Capture information about any dietary restrictions, preferences
- When orders are placed, ask if they are celebrating anything. Include a free dessert.
- Wine pairing to help create the special occasion
- If legal in your area, ask for a cocktail order
- Send a Thank You note from owner/manager and invite guest back.
- Use To-Go/takeaway as springboard to dine in on a future date with a “bounce back” card or free something or even discount next visit in a certain time frame
- Consider partnering with LOCAL other business for other discounts or promotions
- Follow up calls ensuring everything was to their satisfactions, Call, do not survey.
- If you use a third party such as Uber Eats, Grub Hub, etc. Test them. Have a friend/family member order a meal. See how it arrives. Don't let a third party hurt YOUR business.



Secure-It Label 1x3"

#680286 2/250 ct.

These 1" x 3" tamper-evident labels feature a strong adhesive and special cuts to break if tampered with. Most often used for delivery items to ensure the food is delivered to the customer without tampering.



Microwave 1 Compartment Container Combo Pack

#555582 150 ct. 36 oz. capacity 8.5"x 8.5"x 2.9" with dome lid

- Combo pack with microwavable black base and clear anti-fog microwavable dome lid.
- Can be used with cold and refrigerated foods, hot foods, heat lamps, warming units and microwaves



Microwave 3 Compartment Container Combo Pack

#555540 150 ct. 21/6/6 oz. capacity 8"x 8"x 3"

- Combo pack with microwavable black base and clear microwavable lid.
- Can be used with cold and refrigerated foods, hot foods, heat lamps, warming units and microwaves



"Microraves" Container Combo Packs

#555620 200 ct. 7"x 6"x 3" 20 oz. capacity

#555666 126 ct. 9"x 6"x 2.5" 24 oz. capacity

- Combo pack with microwavable black base and clear microwavable lid
- Clear vented dome lid with anti-fog technology which allows steam to dissipate, keeps food crispy
- All components are recyclable curbside



"Microraves" Container & Lid Combo Pack

#555542 200 ct. 6.6"x 5.8"x 2.4" 16 oz. capacity

- Combo pack with microwavable black base and clear microwavable lid.
- Clear vented dome lid with anti-fog technology which allows steam to dissipate, keeping foods food crispy.
- All components are recyclable curbside



Microwave Black Bowl 8.5" Round 24 oz. and Lid

#555572 150 ct. 24 oz. capacity

#555574 150 ct. lid for 24 oz. bowl

- Great for soups, rice, pasta dishes and other prepared entrees and sides.
- Consumer re-usable, eligible for recycling



Microwave Container with Lid 12 oz.

#553241 1/150 ct. 6x4.5"



Microwave Container with Lid 24 oz.

#553241 1/150 ct. 7.5x5x2.25"

Microwave Container with Lid 38 oz.

#555318 1/150 ct. 8x6" rectangle



Microwave Container with Lid 48 oz.

#553711 1/150 ct. 9" round

Microwave Container with Lid 24 oz.

#555310 1/150 ct. 7" round



Microwave Container with Lid 38 oz. 2 Comp

#553247 1/150 ct.

Steam Trays

- 542712 1/50 ct. Full Steam Tray Medium
- 542714 1/50 ct. Full Steam Tray Deep
- 542715 1/50 ct. Full Steam Tray Shallow
- 542716 1/100 ct. Half Steam Tray Medium
- 542718 1/100 ct. Half Steam Tray Deep



- 542720 1/50 ct. Lid for Full Steam Tray
- 542722 1/100 ct. Lid for Half Steam Tray



BioPak Earth Containers

- #1 Brown 26 oz. #556073 1/450 ct.
- #8 Brown 45 oz. #556074 6/50 ct.
- #3 Brown 66 oz. #556072 4/50 ct.



Compostable Hinged Containers

- 9x9x3" #525304 1/300 ct. 1comp.
- 9x6x3" #525306 1/300 ct. 1comp.



Medium Weight White Cutlery Kits

- #544002 1/250 ct. fork, knife, spoon, napkin
- #544003 1/250 ct. fork, knife, napkin, salt & pepper



Heavy Weight Black Cutlery Kits

- #544004 1/240 ct. fork, knife, spoon, napkin, salt & pepper

Paper Shopping Bags with Handle

- 533005 1/250 ct. 10x5x13" brown
- 533010 1/250 ct. 13x7x17" brown
- 540820 1/250 ct. 10x6.7x12" brown
- 540775 1/250 ct. 13x7x17" white



Plastic T-shirt Bags

- 540775 1/500 ct. biodegradable
- 540805 1/350 ct.



Paper Hero Sub Bags

- 533015 1/1000 ct. 4x2.5x16"



Food Trays

- 538602 1/1000 ct. 1 lb. red plaid
- 538607 1/1000 ct. 2 lb. red plaid
- 538606 1/500 ct. 3 lb. white

Round Aluminum Pans & Lids

- 542702 1/500 ct. 7"
- 542900 5/100 ct. 7" board lid
- 542704 1/500 ct. 8"
- 543000 5/100 ct. 8" board lid
- 542706 1/500 ct. 9"
- 543100 5/100 ct. 9" board lid



Oblong Aluminum Pans & Lids

- 537222 1/1000 ct. 1 lb.
- 537224 1/1000 ct. Clear Dome Lid for 1 lb.
- 537223 1/500 ct. 1.5 lb.
- 537228 1/500 ct. Clear Dome Lid for 1.5 lb.

Heavy Duty Plastic Deli Soup Containers with Lid



- 8 oz. #553535 240 ct.
- 16 oz. #553545 240 ct.
- 32 oz. #553540 240 ct.

White Paper Soup Containers with Lid



- 8 oz. #546256 10/25 ct.
- 12 oz. #546522 10/25 ct.
- 16 oz. #546524 10/25 ct.



Take-out Trays

- 551050 1/50 ct. Take-Out Tray 12x21x3.5"
- 551052 1/50 ct. Take-Out Tray 16x12x3.5"



Stackable Catering Trays & Bowls

- 543027 25/12" Caterware Tray 12" Plastic
- 543050 25/12" Caterware 12" Dome Lid
- 543030 25/16" Caterware Tray 16" Plastic
- 543052 25/16" Caterware 16" Dome Lid
- 543033 25/18" Caterware Tray 18" Plastic
- 543055 25/18" Caterware 18" Dome Lid

- 543011 25/160 oz. Black Bowl PET 160 oz.
- 543013 1/25 ct. Clear Lid for 160 oz. Bowl
- 549080 1/25 ct. Clear Bowl PET 80 oz.
- 546570 1/25 ct. Clear Lid for Bowl 80 oz.

UNDERSTANDING RISK FACTORS

HOW NOVEL CORONAVIRUS ENTERS



EMPLOYEES



CUSTOMERS

HOW NOVEL CORONAVIRUS SPREADS



NOVEL CORONAVIRUS
IS SPREAD BY DROPLETS

MADE WHEN INFECTED PEOPLE COUGH, SNEEZE OR TALK¹



TOUCHING

CONTAMINATED PEOPLE, OBJECTS OR SURFACES

Right for the Times:

There has never been a better time to look at your menu. Evaluate what sells and what doesn't. Consider what may require extensive prep or lots of special ingredients. You don't have to give up what you make that is unique or special. However, with these uncertain times it may be wise to "skinny things down" for a bit. What will customers appreciate and even demand? How can you thrive?

Safety, labor saving, packaging, etc.:

- Simplify your menu, reduce slow moving high labor items from your menu.
- Consider using speed scratch instead of full scratch.
- Consider pre-portion instead of cutting in house on items such as steaks and seafood
- Consider pre-washed and processed produce.
- In some cases, look for high quality pre-made items instead of back of the house prepared. Remember you can always garnish to make it your own.
- Consider what ingredients can be used in multiple meals/dishes
- Review all To-Go packaging for tamper evident and quality.
- Products with safety seals or wrappers (i.e., straws, cutlery, cups, etc.)
- Product integrity- What holds up or travels well for To-Go or delivery?
- What items sold best during curb side timing you want to feature in the dining room
- Can you offer individually wrapped/packed/sealed items to customers
- Consider selling grocery items you stock or even specialty items they can only get from you
- Sell grocery, refrigerated, produce or COP boxes of product To-Go
- Consider selling beer or wine
- Who else is doing what? Use great ideas from competitors. Keep up with competition on social media and web posts.

DiCarlo FOOD SERVICE

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DEPOT CENTERS:
BELLMAWR, NJ SOUTH KEARNY, NJ WESTBOROUGH, MA

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