



OPERATOR TOOLKIT Q2 2020

Off-Premise Foodservice: Delivery, Carryout, and More



Nestlé Professional is committed to providing the finest ingredients, operational knowledge, and uncompromised support to foodservice operations.

[Click here to read about how Nestlé is stepping up our global response to the COVID-19 pandemic.](#)

The purpose of this toolkit is to provide you with insights and tips to help you with your operation during these times of business uncertainty.

In this toolkit you will find the latest industry insights, thought leadership and ideas to help your foodservice business grow, including information on the following themes.

Food On The Fly

- Trend Articles and Product Brochures
- Food Recipes

Get In On Grab-and-Go

- Trend Articles and Product Brochures
- Food and Beverage Recipes
- Videos



FOOD ON THE FLY

Carryout, Delivery and Meal Kits



Food On The Fly

The foodservice industry is in a state of rapid flux. Beginning in 2015, Americans began spending more money at restaurants than they did in grocery stores.

The way those dollars were being spent has also been changing: According to NPD, 48.5% of 2019 restaurant spending was in off-premise, like carryout, delivery, and drive-thru, spurring overall industry growth by 4%.

Now, for many operators, takeout and delivery stand to become even more important. Other trends that will likely accelerate include mobile ordering, mobile pay, and third-party delivery. These occasions will continue to be vital for future growth.



According to a 2018 survey of 1,000 consumers conducted by Technomic:

- Four in ten (40%) consumers ages 18-34 report having ordered restaurant meals from a third-party delivery service within the past year,
- 28% say they are ordering delivery more often than a year ago.



Meal kits have also changed how consumers look at dining in while enjoying a dining-out flavor experience. If takeout and scratch-cooking had a baby, it would be the meal kit, a curated bundle of chef-inspired, ready-to-cook foods that is putting a new spin on "eating in." Whether customers choose a subscription service or purchase a kit from a supermarket, c-store, or restaurant, these convenience-oriented meals are game changers.

Read more to see how to increase customer satisfaction and sales with carryout and delivery options.

Articles

- [Takeout and Delivery—More Important Than Ever](#)
- [Make Onsite Takeout More Convenient with Grab-and-Go](#)
- [The Well-Traveled Meal](#)
- [Takeout: Maximizing Beverage Sales](#)
- [By the Numbers: Meal Kit Growth](#)
- [The Future of Foodservice at Home](#)

Recipes

- [Mexican Burger](#)
- [Caprese Flatbread](#)
- [Roasted Stuffed Chicken, Gluten Free*](#)
- [Fennel Black Pepper Meatballs](#)
- [Alfredo Primavera with Whole Grain Pasta](#)
- [Cheddar Cheese Chicken Tamales with Roasted Poblano Sauce](#)
- [Southwest Sweet Potato Tots](#)
- [Honey Citrus Pepper Grilled Chicken Wrap](#)
- [Dessert Pizza made with Nestlé Toll House Chocolate Chip Cookie Spread](#)
- [Cannoli made with Nestlé Toll House Chocolate Chip Cookie Spread](#)

Product Brochure

BE PREPARED

with NESTLÉ PROFESSIONAL PRODUCTS

In this disruptive period for our industry, we are here to support you with essential food and beverage products, including shelf-stable and frozen ready-to-heat products, specifically relevant to provide operational convenience for the following needs and more:

- | | | | |
|------------------------|-----------------|-----------------|----------------------|
| • Labor constraints | • Ready-to-heat | • Food Exchange | • Meal kits |
| • Speed in Preparation | • Take-Out | • Grab & Go | • Component assembly |
| • Downsized Menus | • Drive-Through | • Single-Serve | • Family meals |
| • Ready-to-eat | • Delivery | • Pre-packaged | |

Chefmate

- 18-Month on-shelf ambient storage
- Ready to eat
- Just open, heat and serve or simply open and serve
- Damage resistant #10 can steel packaging
- Unlimited versatility (use as entrée, sauce, toppers, ingredients, filling)

TRIO

- 24-Month on-shelf ambient storage
- Ready to heat — just open, pour and stir
- Specially formulated for extended hold times
- Unlimited versatility (use as sauce, ingredient, seasoning)

Stouffer's

- Time-saving, easy preparation
- Packaged in both trays and pouches
- Specially formulated for extended hold times
- On Average 18-Month frozen shelf life
- Heat & serve from frozen or thawed

MINOR'S
TRUSTED BY CHEFS

- 9 to 12-Month shelf life
- All products are ready to eat for both hot and cold applications without the added step of cooking
- Scratch-like flavor and consistency
- Versatility for options across your menu

SWEET EARTH
UNSWEETENED CHOCOLATE

- 100% Plant Based Proteins
- 0 mg Cholesterol
- Juicy burger texture that maintains its integrity during multiple preparation methods
- Shelf-Life: 4 Days Chilled (8 Months Frozen)

HOT POCKETS

- 420-Day frozen shelf life
- Heat & serve from frozen or thawed
- Portable, on-the-go option
- Wrapped skus in 4oz/8oz Sandwich formats and a 3oz Stix format

COFFEE MATE

- 24-Month shelf-life: powders
- 9-Month shelf-life: liquid singles & pumps
- Three easy-to-use packaging formats: pumps, canisters and singles
- Available in a wide assortment of delicious flavors
- Non-dairy, cholesterol-free, lactose-free, and gluten-free
- Shelf-stable: ships and stores ambient

NESCAFÉ

- 24-Month on-shelf ambient storage
- 100% real coffee
- Multiple product formats and sizes with patented flavor/aroma capture process
- Convenient single-serve sticks or hand-mix bulk product with hot water in hot beverage dispenser (i.e. Cambro)
- Cold-water soluble for when hot water is not an option

Nestlé
TOLL HOUSE CHOCOLATE CHIP COOKIES

- 15 to 27-Month shelf life
- Made with real Nestlé cocoa using sustainably sourced cocoa beans
- Premium package and packet design
- Leading foodservice brand

Vitamin Enhanced Waters:
• 6-Month ambient storage

EVERAGES
JUICES

SANDWICHES
PREPARED FOODS

GET IN ON GRAB-AND-GO

Increasing Sales with Prepared Foods



Get In On Grab-And-Go

Hungry but time-strapped, consumers are cooking less and buying more fresh foods prepared by someone else—at supermarkets, c-stores, restaurants, and other foodservice establishments.

They're making meal decisions based on a growing supply of accessible and appealing options that cross all channels, providing convenience, quality, and variety.



According to Datassential:

- Grab-and-go (prepared foods for takeout that don't need to be pre-ordered) in restaurants at all price points grew 67.1% between 2013 and 2017,
- Penetration, however (the number of establishments offering some type of grab-and-go) was only 0.4%, indicating plenty of room for additional growth.



There are a lot of ways to do grab-and-go, from dedicated “express” selling areas adjacent to dine-in, to kiosks, carts, and pantries. Anything that can be packed up for pickup or served quickly at the point of purchase is fair game for a grab-and-go program. Above all, food must hold well and remain appetizing throughout its intended window of availability.

Continue reading to learn how to make takeout more convenient and portable with grab-and-go options.

Articles

- [Get in on Grab-and-Go](#)
- [It's a Grocery. It's a Restaurant. It's a Grocerant!](#)
- [Sandwiches and Salads: Grab-and-Go Classics](#)
- [Increase Sales with Off-Premise Dining](#)
- [Satisfy Snackers with Grab-and-Go Beverages](#)

Recipes

- [Shaved Vegetable Salad with Basil Buttermilk Dressing](#)
- [Lemon Oregano Chicken Salad](#)
- [Cold German Potato Salad](#)
- [Albacore Tuna Salad](#)
- [Spicy Cold Kimchi Noodles](#)
- [Mediterranean Falafel](#)
- [Quinoa Salad with Spicy Pumpkin Vinaigrette, Gluten Free*](#)
- [Stouffer's Menu Inspiration](#)
- [Yogurt Parfait made with Nestlé Toll House Chocolate Chip Cookie Spread](#)
- [Pumpkin Pie Smoothie](#)
- [Very Berry Iced Tea](#)
- [Peach Tea Smoothie](#)

Product Brochure



Videos



Deli sales are taking on new importance as the trend for “fresh-prepared” foods and “grocerants” builds momentum. Discover 14 tactics to make your deli sales soar in this webinar.



Growing Prepared Food Sales with Plant Forward Options: view this webinar, and identify ways to win with this Plant-Forward trend.



Stouffer's Chicken Pot Pie: see how simple it is to serve homemade taste.



Preparing Stouffer's White Cheddar Mac & Cheese in an easy, versatile and efficient takeout format.

CONTACT INFORMATION

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