




Industry Trends

Chapter 2
A Guide for Purchasing
Foodservice Equipment

Chapter 2 Objectives

- Identify the trends in the foodservice industry
- Use knowledge of trends to make decisions regarding the selection of equipment



Eight Trends Impacting School Foodservice

▪ Trend 1 Customer expectations	▪ Trend 5 Manufacturing of foodservice equipment
▪ Trend 2 Alternate food production systems	▪ Trend 6 Equipment distribution
▪ Trend 3 Innovative serving systems/New Technology	▪ Trend 7 Changes in regulations governing CNP
▪ Trend 4 Food safety initiative	▪ Trend 8 Changes in leadership role of the CNP professional

Trend 1: Customer Expectations

- How are our customers different from those we had 10 years ago?
- Why are they different?
- How can we meet their needs?



Trend 2: Alternate Food Production Systems



- How do we prepare our food today?
- What are some of our concerns regarding the safety of food?

Trend 2: Alternate Food Production Systems

- Make vs. buy
- Labor availability and cost
- Menu flexibility requirements
- Cost control demands
- Space demands
- Quality control and "fresh prepared" expectations



Trend 3: Innovative Serving Systems

- Food court concepts
- Retail, commercial, and/or self branding
- Kiosks
- Packaged "componentized" foods
- Food boutiques
- Marche' concepts

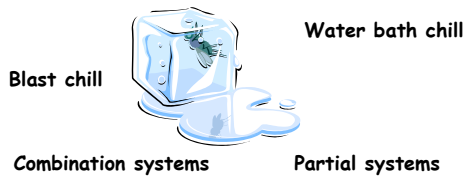


Centralized Food Facility May Be The Answer, But

- Consider:
 - Satellite rethermalization
 - Geographic boundaries and limitations
 - Temperature retention and food safety
 - Labor availability
 - Cost



Chilled Food Systems



Trend 3: New Technology

- Combination oven-steamer
- Induction cooking
- Holding cabinets
- Boiler-less and variable temperature steaming
- Hot air tumble fryer
- Cooking with light
- Combination convection-microwave oven

Trend 4: Food Safety Initiative

- HACCP will eventually be mandated in retail foodservices including schools.
 - Equipment requirements that follow will be:
 - Increased chilling requirements
 - Implementation of chilled food systems
 - Monitoring technology
 - Greater emphasis placed on ease of cleaning and sanitizing all equipment

Trend 5: Manufacturing of Foodservice Equipment

- Challenges:
 - To produce quality equipment
 - To provide value added features
 - To support profitability of equipment in foodservice operations
 - To design equipment that withstands substantial use by many users
 - To provide reliable component parts
 - To update with electronic, programmable controls



Trend 6: Equipment Distribution

- Changing channels of distribution
 - Channel depends on:
 - The specific needs of the purchaser
 - Accessibility of each option
 - Experience of the buyer



Trend 7: Changes in Regulations Governing Child Nutrition Programs


- U.S. Dietary Guidelines
 - Production methods
 - Food safety standards for holding, preparing, chilling, and heating food
- Environmental regulations
 - Determine ventilation requirements, energy efficiency, and disposal of waste
- Building codes and local health department codes
 - Guide selection of equipment



Trend 8: Changes in Leadership Role of the CNP Professional

- You and your employees have:
 - Great insight
 - Survey tools from the National Food Service Management Institute
 - Understanding of regulations governing the school foodservice program
 - Expertise on the planning team
 - Guiding principles of what is truly best for your program

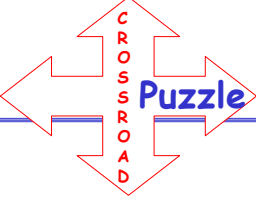




Activity Stop

What trends are having an impact on your Child Nutrition Program?

- Make a list of specific trends
- Indicate how you plan to deal with these trends in your facilities planning



Puzzle

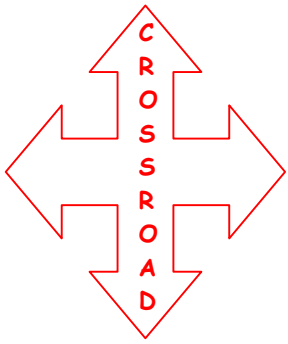
Take a few minutes to review some of the terms from Chapters 1 and 2 of *A Guide for Purchasing Foodservice Equipment*.



Activity Stop

What trends are having an impact on your *Child Nutrition Program*?

- Make a list of specific trends that are having an impact on your *Child Nutrition Program*.
- Indicate how you are planning to deal with those trends in your facilities planning.



Puzzle Clues - Chapters 1 & 2

Kiosks

Mission

Holding

Combination

ASFSA

Employees

Light

Boutique

Reheating

Fryer

Water

Marches

Cabinets

Flexibility

HACCP

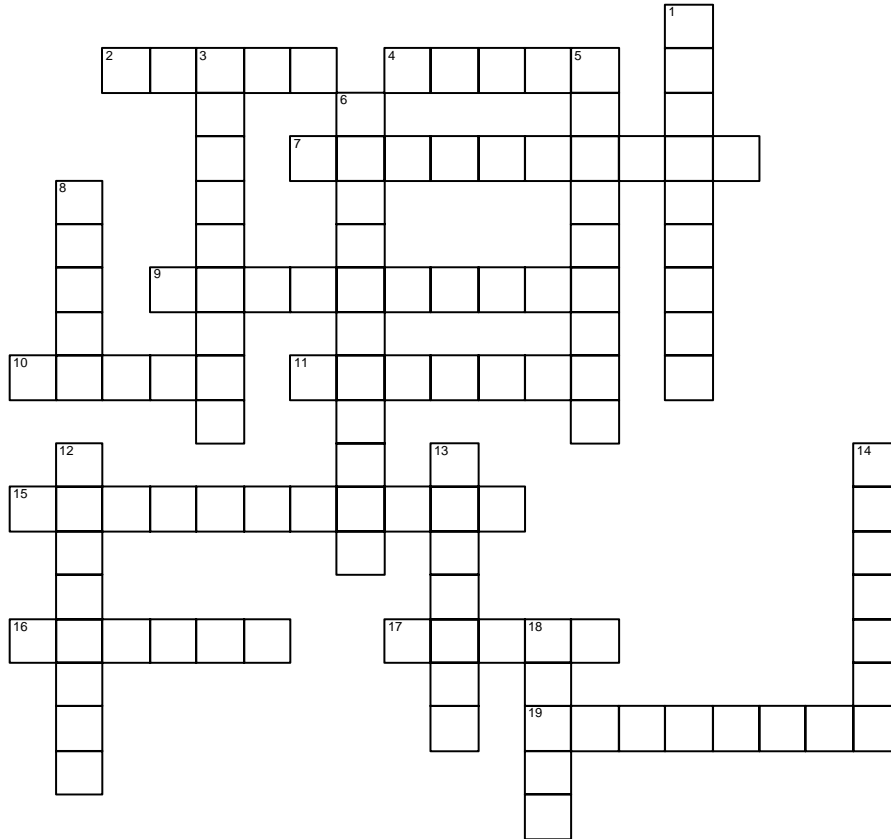
NAFEM

Blast Chill

Consistent

Food Court

Crossword Puzzle for Chapters 1 & 2



Across

2. Abbr. for North American Food Equipment Manufacturers.
4. Hot air tumble _____.
7. System in which foods are rapidly chilled by circulating cold air.
9. Self-branding foods are _____.
10. _____ and bath chill.
11. A statement that affirms an organization's philosophy and goals.
15. System incorporating blast and chill system.
16. Free standing structures used for point of service.
17. Cooking with this has the speed of a microwave, but cooks and browns naturally.
19. Holding _____.

Down

1. You and your _____ have the best insight into what type of equipment you need.
3. Foodservice system in which students select from various specialty stations.
5. Rethermalization involves _____ to the appropriate temperature.
6. A guiding principle in meeting future foodservice needs.
8. Abbr. for American School Food Service Association.
12. A process used in Step 2 of "At the Starting Line".
13. Cabinets used to maintain the temperature of cooked food.
14. Foodservice system based on European open air marketplaces.
18. Food safety system for reducing the risk of foodborne illness.