

Reusable Food Serviceware Guide



ACKNOWLEDGEMENTS

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Rethinking Disposable Foodware

This guide provides examples of reusable foodware substitutes for disposable products that contribute to the waste generated by a typical food service business. In addition to providing information about the costs of the products and where to order them, this guide provides cost calculator tools to help you assess potential cost savings you may achieve by replacing disposable with reusable products.

At first glance, single-use disposable plates, cups, cutlery and other foodware seem inexpensive and convenient. But it may be time to take a closer look at your business's use of disposables. Reusable foodware can provide significant benefits, including reducing costs and attracting more customers.

Here's an overview of some of the top reasons many food service operators have replaced disposables with reusables. Check out the three case studies starting on page 22 to see how local food service operators have benefited from making the switch to reusables.

Reducing Your Business Costs

Reusables cost more per item to buy than their disposable counterparts, but they are durable products designed for thousands of uses. Over time, replacing disposable with reusable foodware can dramatically reduce your cost of doing business. You can save money both by reducing the number of disposables purchased and by reducing your trash hauling fees. Keep in mind that when you offer disposable foodware to your customers, you are not just paying to purchase these items. Often, you are also paying to dispose of them.

Restaurants that implement the best management practices provided by the *ReThink Disposable* program use a variety of strategies to cut costs. Simple changes include putting straws and napkins in a dispenser and offering condiments in bulk containers rather than single-use packets. Others include training staff not to give out disposable utensils, napkins, and bags before asking the customer if they want them. These changes cost very little and encourage customers to use no more than they need.

Another relatively easy strategy is providing on-site diners with the option of reusable coffee cups or plates. More advanced strategies include replacing all disposables with durable reusables, and updating the dishwashing facilities.

By taking steps like these, mobile food vendor **Doc's of the Bay** was able to reduce waste by 2,568 pounds and save over \$2,000 annually.

BUSINESS PROFILE

Name: Doc's of the Bay
Business type: Food Truck
Location: Emeryville, CA
On-site dining: 0 seats
Take Out: Yes
Ware washing: Yes, at shared kitchen
Employees: 10

Doc's of the Bay is a popular food truck that travels the San Francisco Bay Area. Doc's serves a range of classic American comfort food in the form of burgers. On average, Doc's will serve 70-100 meals during the lunch shift and 40-60 during the dinner shift. Like most food trucks, Doc's doesn't have on-site dining, but many customers eat nearby at parks or open spaces.



Results:

Recommendation	Products Replaced or Minimized	% Disposable Reduction	Payback Period	Annual Savings (after payback period)	Annual Waste Reduction
Replace disposable food trays with reusable baskets for nearby dining	Paper food tray	21%	12 days	\$1,397	914 lbs.
Eliminate paper burger wrap	Paper wrap	51%	0 days	\$456	1,370 lbs.
Offer napkins in a self-serve dispenser	Paper napkin	64%	18 days	\$175	284 lbs.
TOTAL				\$2,028	2,568 lbs.

Reducing Your Environmental Impacts

In 2012, Americans discarded approximately 251 million tons of trash — over 30% of this trash was containers and packaging.¹ Disposable packaging products consume a tremendous amount of resources — including oil, trees, energy, and water — throughout their lifecycle, from manufacturing through disposal.

Consider disposable cups, for example. Americans use and throw away about 108 billion of them each year! Manufacturing, transporting and disposing of those cups:

- Uses 22 billion gallons of oil
- Produces 26 billion pounds of CO₂
- Requires harvesting over 20 million trees²

Even factoring in the energy and water needed to wash reusable cutlery, plates, and cups, the overall environmental impact of reusables is far less than disposables.

Single-use food foodware is also a significant source of litter. In the Bay Area, a whopping 67% of street litter is food and beverage packaging.³ Much of this trash pollutes local streams, the Bay and the ocean. Eighty percent of ocean debris comes from land-based sources.⁴ Simply put, single-use food and beverage packaging is ending up in our streets, waterways, and oceans.

In California, waste management regulations encourage recycling or composting as a means of keeping single-use disposables out of the landfill. While these are important steps, it makes sense to reduce how much waste we generate first, and then to make sure the rest can be recycled or composted.

With fewer disposables walking out your door, you and your employees can feel confident that fewer natural resources will be squandered and less trash will end up as litter in your community.

Attracting New Customers and Earning Their Loyalty

Food vendors who switch to reusables can also benefit by personalizing and branding their reusable foodware products. Companies that place their logo on coffee mugs, napkin dispensers, and other serviceware benefit by building their brand recognition and displaying their business as supporting initiatives to reduce single-use disposable food and beverage packaging. These restaurants benefit from a positive public perception that helps attract more customers and increases revenue.

You can even get your customers engaged with going green and increase their loyalty by offering a discount when they bring their own cups or containers or charging for the disposable cup. In a 2000 market-research study, 82% of Starbucks customers surveyed stated they liked the idea of reusable cups, and when asked what they liked about them, 59% cited the environmental benefits.⁵

Participating in your local *ReThink Disposable* program can also lead to valuable recognition that you are a green business leader in your community. To learn about how to participate, visit www.rethinkdisposable.org.

¹US EPA, Municipal Solid Waste Generation, Recycling, and Disposal in the United States: Facts and Figures for 2012, November 2014. http://www.epa.gov/solidwaste/nonhaz/municipal/pubs/2012_msw_fs.pdf (Accessed 11-21-14)

²<http://www.thebetacup.com/about> (Accessed July 2014)

³Clean Water Action, Taking Out The Trash: Investigating Sources of Trash in the Bay

⁴California Coastal Commission, Eliminating Land-based Discharges Of Marine Debris In California The Plastic Debris Project. http://www.plasticdebris.org/CA_Action_Plan_2006.pdf (Accessed November 24, 2014)

⁵Starbucks Coffee Company/Alliance for Environmental Innovation Joint Task Force, Report of the Starbucks Coffee Company/April 15, 2000. <http://business.edf.org/files/2014/03/starbucks-report-april2000.pdf> (Accessed November 14, 2014)

How to Use This Guide

This guide can help your business transition from disposable products to reusable alternatives. It provides many examples of widely available foodware, including options for various styles, colors, sizes, and costs. To get you started with ordering, it lists vendors for each product. Please note that prices and styles may change; use this Guide as a tool for finding good options and comparing relative prices — then shop around.

Factors to consider when choosing reusables for your food service business:

Price: Prices can range widely depending on the quality and quantity ordered.

Shop around: Check online retailers, shop at local outlets, and visit membership distributors to find your best deal. Shopping locally gives you the opportunity to examine and handle the product before you buy. Online retailers may offer a wider variety of styles, and very competitive prices.

Quantity: Don't buy more than you need. Factor in your busiest time of service and how frequently dishes can be washed.

Style: Look for items that match your cuisine, customers, and décor.

Space: Consider the product's dimensions carefully to ensure it will fit and function well in the space you have available. If space is an issue, consider buying stackable items.

Durability: To ensure long-term savings, choose items that will last.

Washing: Consider your dishwashing capabilities when choosing each item.

Shipping: When shopping online, factor in shipping charges. Often shipping is free with a minimum purchase. Consider combining orders with nearby restaurants to avoid extra charges and take advantage of quantity discounts.

Quantity discounts: Prices vary widely depending on the quantity of each item you order. All prices listed in this Guide are for low quantities.

Grants: Check with your local city or county solid waste, zero waste, or stormwater agency. Some local jurisdictions provide small grants and technical assistance to businesses that try to reduce waste.

Breakeven Point Calculator

When choosing between a reusable or disposable item, it's important to think beyond the item's initial cost. Disposables are relatively inexpensive to buy, but you have to continually replenish your supply. Those ongoing costs add up fast. Reusables, on the other hand, cost more upfront but will be used over and over again.

Use this calculator to determine your breakeven point for the cost of reusable items. The breakeven point is the number of uses required to recover your investment. As soon as you exceed the breakeven point for a particular item, you'll be saving money.

Breakeven point calculator:

Cost of reusable (each) = \$ _____ ÷

Cost of disposable item (each) = \$ _____

Breakeven point = _____ uses

Example:

Reusable cup = \$1.00 each ÷

Disposable cup = \$0.05 each

Breakeven point = 20 uses

After that you are saving money!

Question: *How do I determine my disposable "item price" if I buy a case?*

Case price (divided by) number of items per case = item price











Calculating Costs vs. Benefits

For a more in-depth analysis of your potential cost savings, use the worksheets on pages 18 and 19 to:







- Track your total purchases of disposables
- Project your annual cost of disposables
- Calculate your annual savings by switching to reusables
- Add annual cost changes such as labor, capital improvements, waste hauling, water, and energy usage
- Determine your payback period by number of days
- Determine the impacts of your changes by quantity, cost savings and items reduced

Tableware

BASKETS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
Tablecraft Classic Basket \$6.73 (12 ct)	9 ³ / ₈ " x 6"	Plastic		Red, Yellow	Restaurant Depot
Tablecraft Chicago Basket \$10.66 (12 ct)	10 ¹ / ₂ " x 7"	Plastic		Black, Green	Restaurant Depot
Tablecraft Oval Side Order Baskets \$6.19 (12ct)	7 ³ / ₄ " x 5 ¹ / ₂ "	Plastic		Red, Green, Black, Brown	Food Service Warehouse
Supera Oval Fast Food Basket \$5.19 (12ct)	7" x 10 ¹ / ₂ "	Plastic		Red	Food Service Warehouse
Supera Oval Fast Food Basket \$3.89 (12ct)	9 ¹ / ₄ " x 5 ³ / ₄ "	Plastic		Red	Food Service Warehouse
American Metalcraft Round Wire Basket w/ Ramekin Holders \$4.16 ea	8" round	Metal		Black	Food Service Warehouse
American Metalcraft Oval Black Wire Mesh Bottom Basket w/ Ramekin Holders \$5.84 ea	11" x 8"	Metal		Black	Food Service Warehouse
Fox Run Wicker Paper Plate Holders \$3.99 (4 ct)	9 ¹ / ₂ " round	Wood		Brown	Kitchen and Company
Polypropylene Wicker Round Basket \$2.83 ea	11" round 1 ¹ / ₂ " high	Polypropylene		Brown	Webstaurant Store
Tablecraft Round Rattan Basket \$39.99 (6 ct)	12" round 2" high	Polypropylene		Yellow, Red, Green, Blue	Webstaurant Store

PLATES






PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
Salad Plate \$29.95 (4 ct)	7"	Stainless Steel		Silver	Clean Planetware
Anchor Hocking Crystal Dinner Plate \$25.99 (12 ct) \$20.49 (12 ct)	Options: 10" 8"	Glass		Clear	Webstaurant Store
Woven Wood Plate \$5.69 (12 ct) \$9.39 (12 ct) \$12.49 (12 ct)	Options: 6" 8" 10"	Wood		Brown	Webstaurant Store
CAC TG-13-BLK Tango Black Oval Platter \$78.99 (12 ct)	11 3/4" x 8" Note: Price varies by color and size.	Porcelain		Black, Blue, Yellow, Red, Brown	Webstaurant Store
Carlisle 8" Kingline Plate \$2.09 ea	8" Round	Melamine BPA Free		Black, White, Tan	Food Service Warehouse
Carlisle - Kingline 3-Compartment Plate \$2.39 ea	10" Round	Melamine BPA Free		White, Tan	Food Service Warehouse
10 Strawberry Street Catering Pack of 12 Dinner Plates \$36.73 (12 ct)	10 1/2" Round Note: 2 case minimum purchase.	Porcelain		White	Webstaurant Store

BOWLS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
International Tableware 4" Nappie/Oatmeal Bowl \$47.39 (36 ct)	8 oz 10 oz 12 1/2 oz 16 oz 18 oz	Ceramic		White	Food Service Warehouse
International Tableware - Nappie/Oatmeal Bowls - Cancun Collection \$96.89 (36 ct)	12 1/2 oz	Ceramic		Black, Blue, Orange, Red Green, Yellow	Food Service Warehouse

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Woven Wood Bowl</u> \$5.89 (12 ct) \$9.96 (12 ct) \$14.49 (12 ct) \$3.29 ea	6" round 8" round 10" round 12" round	Wood		Brown	Webstaurant Store
<u>Cambro Camwear Nappie Bowl</u> \$57.99 (48 ct)	12½ oz	Plastic		White	Webstaurant Store
<u>Carlisle Dallas Ware Nappie Bowl</u> \$1.19 ea (10 oz) \$1.39 ea (13 oz) \$1.59 ea (14 oz) \$2.39 ea (16 oz)	Various sizes 10 oz - 16 oz	Melamine		White, various colors	Food Service Warehouse
<u>Libbey Moderno 6" Glass Cereal Bowl</u> \$25.99 (12 ct)	6" round	Glass		Clear	Webstaurant Store
<u>American Metalcraft Round Stainless Steel Double Wall Serving Bowl</u> \$2.89 ea \$2.99 ea \$3.09 ea	8 oz 10 oz 16 oz	Stainless Steel		Silver	Webstaurant Store

UTENSILS






PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Windsor Dinner Knife</u> \$3.69 (12 ct)	8"	Stainless Steel		Silver	Webstaurant Store
<u>Marquis Flatware Dinner Knife</u> \$13.49 (12 ct)	8¾"	Stainless Steel		Silver	Webstaurant Store
<u>Windsor Dinner Fork</u> \$1.69 (12 ct)	7"	Stainless Steel		Silver	Webstaurant Store
<u>Marquis Flatware Dinner Fork</u> \$12.49 (12 ct)	8½"	Stainless Steel		Silver	Webstaurant Store
<u>Windsor Dessert Spoon</u> \$1.89 (12 ct)	4⅝"	Stainless Steel		Silver	Webstaurant Store

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Marquis Flatware Teaspoon</u> \$8.68 (12 ct)	6 ³ / ₈ "	Stainless Steel		Silver	Webstaurant Store
<u>Windsor Iced Tea Spoon</u> \$1.89 (12 ct)	8"	Stainless Steel		Silver	Webstaurant Store
<u>Windsor Demitasse Tasting Spoon</u> \$1.19 (12 ct)	4 ⁵ / ₈ "	Stainless Steel		Silver	Webstaurant Store
<u>Chinese Soup Spoon</u> \$7.69 (12 ct)	5"	Ceramic		White	Webstaurant Store
<u>Town Chopsticks</u> \$3.59 (10 ct)	10 ³ / ₄ "	Plastic		Black, Red, Ivory	Webstaurant Store



RAMEKINS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Ramekin - Fluted</u> \$93.20 (36 ct) \$97.90 (36 ct)	2 oz 3 oz	Ceramic		White	Big Tray
<u>Sauce Cup</u> \$2.49 (12 ct)	2½ oz	Stainless Steel		Silver	Big Tray
<u>Carlisle Ramekin</u> \$1.61 ea	1½ oz	Melamine		Bone, Green, Blue	Big Tray
<u>Carlisle Ramekin</u> \$1.75 ea	2 oz	Melamine		Bone	Big Tray
<u>Melamine Ramekin</u> \$4.98 (12ct)	2 oz	Melamine		Black, White, Bone	Webstaurant Store

TRAYS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Cambro School Compartment Tray</u> \$75.19 (24 ct)	10" x 14½"	Co-Polymer Plastic (BPA free)		Various	Food Service Warehouse
<u>Winco Compartment Mess Tray, Stainless Steel</u> \$139.20 (24 ct)	10 ⁹ / ₁₆ " x 13 ⁵ / ₈ "	Stainless Steel		Metal	Global Industrial
<u>Cambro Non-Skid Plastic Tray Polythread</u> \$6.99 (24 ct)	10 ⁹ / ₁₆ " x 13 ⁵ / ₈ "	Polypropylene		Brown, Black	Food Service Warehouse
<u>Update International Fast Food Tray</u> \$17.19 (12 ct)	10" x 14"	Plastic		Red, Orange, Green, Brown, Black	Food Service Warehouse
<u>ECOLunchbox Camping Tray</u> \$15.00 <u>ECOLunchbox Kid's Tray</u> \$12.00	Camping Tray: 8¼" x 9¾" Kid's Tray: 7" x 8½"	Stainless Steel		Silver	ECOLunchbox

Drink Service GLASSES/TUMBLERS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Diamond Tumbler</u> \$13.49 (12 ct) \$15.49 (12 ct) \$17.49 (12 ct) \$23.99 (12 ct)	10 oz 12 oz 16 oz 24 oz	Plastic		Clear, Green, Blue, Red	Webstaurant Store
<u>Carlisle - Stackable Tumbler</u> \$0.39 ea \$0.59 ea \$0.99 ea	5 oz 12 oz 16 oz	Plastic (BPA-free)		Clear	Food Service Warehouse
<u>Libbey Gibraltar Cooler Glass</u> \$77.99 (36 ct) \$66.99 (24 ct)	12 oz 16 oz	Glass		Clear	Webstaurant Store











PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Anchor Hocking Pint Glass</u> \$18.27 (24 ct)	16 oz	Glass		Clear	Webstaurant Store
<u>Preserve Everyday Cup</u> \$8.00 (4 ct)	16 oz	Plastic (100% recycled and BPA Free)		Green, Blue, Red, Orange, Purple	Preserve

MUGS/CUPS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Libbey Warm Beverage Mug</u> \$20.40 (12 ct) \$22.64 (12 ct) \$29.93 (12 ct)	7 oz 10 oz 13 oz	Glass		Clear	Webstaurant Store
<u>Libbey Espresso Cup</u> \$19.99 (12 ct)	2¾ oz	Glass		Clear	Webstaurant Store
<u>Ceramic Coffee Mug</u> \$90.25 (36 ct)	8½ oz	Ceramic		Cream	Blue Ribbon Supply
<u>Ceramic Coffee Mug</u> \$59.50 (36 ct)	11 oz	Ceramic		White, Black	Blue Ribbon Supply
<u>Vertex China – Stackable Coffee Cup – Argyle Collection</u> \$44.39 (36ct)	8 oz	Porcelain		White	Food Service Warehouse
<u>Hall China – Cappuccino Cup (Stackable)</u> \$93.39 (12 ct)	7 oz	Ceramic		White	Food Service Warehouse
<u>Tango Mug</u> \$106.99 (36 ct)	8 oz	Porcelain		Red, Black, Blue, Plum, Yellow, White	Webstaurant Store






Self Service Customer Station

CONDIMENT DISPENSERS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Tablecraft Squeeze Bottles</u> \$12.19 (12 ct)	24 oz	Plastic		Red, Clear, Yellow	Food Service Warehouse
<u>Squeeze Bottles with Cap</u> \$0.75 ea	12 oz	Plastic		Red, Yellow	BarProducts.com
<u>Carlisle Condiment Dispense Rail/ 2 Pumps and 2 Jars</u> \$94.99 ea	Two 2.5 qt Jars	Stainless Steel, Plastic		Metallic	Webstaurant Store
<u>Tablecraft Recycled Green Glass Salt & Pepper Shaker</u> \$54.49 (24 ct)	4 oz	Glass, Metal		Green Tint	Food Service Warehouse
<u>2 oz Paneled Salt & Pepper Shakers w/Flat Stainless Steel Tops</u> \$41.39 (72 ct)	2 oz	Glass, Metal		Clear	Food Service Warehouse
<u>Tablecraft 2-ring Chrome Plated Condiment Rack</u> \$7.69 ea	2 3/4"	Metal		Metallic	Food Service Warehouse
<u>Condiment Jar with Lid</u> \$0.81 ea	7 oz	Plastic		Clear	Webstaurant Store
<u>Soy Bottle</u> \$19.84 (12 ct)	6 oz	Glass, Plastic Lid		Clear w/ Red Lid	Big Tray
<u>GET Viva Mexico Molcajete Bowl</u> \$1.61 (12 ct) \$32.99 (12 ct)	4 oz 10 oz	Melamine		Black	Webstaurant Store
<u>Libbey Sugar Pourer</u> \$1.69 ea	12 oz	Glass		Clear	Webstaurant Store

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Dripcut Sugar Pourer</u> \$12.54	12 oz	Glass		Clear	Big Tray
<u>Cheese Shaker, Swirled Glass, Perforated Metal Top</u> \$0.89 ea	6 oz	Glass, Metal		Clear	Big Tray

COFFEE-CREAM DISPENSERS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Thermos, Stainless Steel</u> \$27.70 ea	1 liter	Stainless Steel		Silver w/ Black	Big Tray
<u>Beverage Server, Vacuum (Hot & Cold)</u> \$37.90 ea	2 liter	Stainless Steel		Silver w/ Black	Big Tray
<u>Thermal Swirl Server</u> \$7.39 ea \$9.99 ea	1.24 liter 1.9 liter	Plastic		White, Black	Webstaurant Store
<u>Creamer Server</u> \$33.99 (12 ct)	3.5 oz	Ceramic		White	Webstaurant Store
<u>Bell Creamer</u> \$1.29 \$1.89	3 oz 5 oz	Stainless Steel		Silver	Webstaurant Store
<u>Royal Industries Stainless Steel Creamer</u> \$3.09 ea	5 oz	Stainless Steel		Silver	Food Service Warehouse

NAPKIN DISPENSERS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Tork 32XPS Stand Napkin Dispenser</u> \$20.99 ea	Width 8" Depth 5.4" Height 19.5"	Plastic		Black	Amazon
<u>Tork Xpressnap Tabletop Napkin Dispenser</u> \$10.26 ea	Width 5.8" Depth 7.8" Height 6.2"	Plastic		Black	Amazon
<u>San Jamar Venue Tabletop Fullfold Napkin Dispenser</u> \$21.49 ea	Width 7.5" Depth 6.125" Height 6.25"	Plastic		Black	Webstaurant Store
<u>San Jamar - Fullfold Venue Stand Mount Napkin Dispenser w/ Control Face</u> \$36.99 ea	Width 8" Depth 3" Height 17.5"	Plastic		Black	Webstaurant Store

STRAW DISPENSERS

Straw dispensers can accommodate unwrapped straws with a diameter of .230" to .265", 7½" to 8¾" long.
Toothpick dispenser holds unwrapped round toothpicks.

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Vollrath Straw Boss Single Sided Bulk Straw Dispenser</u> \$74.99 ea	Width: 9" Depth: 4" Height: 7"	Stainless Steel		Silver	Webstaurant Store
<u>Vollrath Straw Boss Single Sided Bulk Straw Dispenser</u> 57.99 ea	Width: 9" Depth: 4" Height: 7"	Stainless Steel		Red, Black, Oak	Webstaurant Store
<u>Acrylic Straw Dispenser</u> \$19.49 ea	Width: 11" Depth: 5½" Height: 6¾"	Acrylic		Clear	Webstaurant Store
<u>Cal Mil Classic Toothpick Dispenser</u> \$9.59 ea	Width: 3¾" Depth: 3¼" Height: 5¼"	Acrylic		Clear	Webstaurant Store




ORGANIZATION

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Four Compartment Cutlery Box</u> \$4.79 ea	Width: 21" Depth: 4" Height: 12"	Polyethylene		Black, Grey	Webstaurant Store
<u>Four Hole Stainless Steel Flatware Cylinder Holder</u> \$20.49 ea	Width: 12" Depth: 10 1/4" Height: 8 1/2"	Stainless Steel		Silver	Webstaurant Store
<u>Cal Mil 6-hole Black Space Saver Silverware Display</u> \$83.99 ea	Width: 11" Depth: 8" Height: 20"	Plastic		Black	Webstaurant Store
<u>Steril-Sil Four Hole Stainless Steel Flatware Cylinder Holder - Under Bar</u> \$85.99 ea	7 1/2" x 20"	Stainless Steel		Silver	Webstaurant Store

WATER PITCHERS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Cambro Camwear Stackable Pitcher with Lid</u> \$4.99 ea	1 liter	Polycarbonate		Clear	Webstaurant Store
<u>Clear Plastic Beverage Pitcher</u> \$2.79 ea	32 oz	Plastic		Clear	Webstaurant Store
<u>Stainless Steel Water Pitcher</u> \$12.99 ea	2 quart	Stainless Steel		Silver	Webstaurant Store
<u>Montgomery Glass Beverage Dispenser with Metal Stand</u> \$34.99 ea	2.75 gal.	Glass/Metal		Clear	Webstaurant Store

Bussing

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Carlisle (4401103)</u> <u>15" x 20"</u> <u>Comfort Curve™ Bus</u> <u>Box</u> \$10.49 ea	15" x 20" Depth: 7"	Polypropylene BPA-free		Black, Grey	Food Service Warehouse
<u>Thunder Group (PLBT005B)</u> <u>5" Black Bus Tub</u> \$4.82 ea	21½" x 15 ¾" Depth: 5"	Polyethylene		Black, Grey	Food Service Warehouse
<u>Supera (BSC-31BK)</u> <u>31" Aluminum 3-Tier</u> <u>Heavy Duty Bus Cart</u> \$56.69 ea	Width: 37" Depth: 16" Height: 31"	Plastic/ Aluminum		Black w/ metal	Food Service Warehouse

Reusable To-Go Ware

TO-GO FOOD CONTAINERS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Food Storage Container</u> <u>Round – Mini</u> \$2.00 ea	8 oz	Plastic (BPA-free) Note: Made with 100% recycled #5 plastic and recyclable.		Green, Orange, Blue	Preserve
<u>Food Storage Container</u> <u>Round – Small</u> \$2.80 ea \$3.00 ea	19 oz 25 oz	Plastic (BPA-free) Note: Made with 100% recycled #5 plastic and recyclable.		Green	Preserve
<u>Preserve 2 Go</u> \$5.50 ea	9" x 9" x 2 ¾"	Plastic (BPA-free, 50% recycled)		Clear Green, Apple Green Note: This item can be personalized with your logo.	Preserve sales@ preserveproducts.com
<u>GET Reusable</u> <u>Eco-Takeouts Container</u> <u>3-Compartment</u> \$42.99 (12 ct) \$48.99 (12 ct)	9" x 9" x 2 ¾" 9" x 9" x 3 ½"	Plastic (BPA-free)		Green, Clear Note: This item can be personalized with your logo.	Webstaurant Store mike@ walterzebrowskiassoc.com

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>GET Reusable Chinese Eco-Takeouts Container</u> \$30.41 (12 ct)	4" x 4" x 4¼"	Plastic (BPA-free)		Green, Clear	Amazon
<u>Reusable Eco-Soup Containers</u> \$30.99 (12 ct)	16 oz	Plastic (BPA-free)		Green, Clear	Webstaurant Store




REUSABLE TRAVEL MUGS

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Splendid On the Go Travel Mug</u> \$4.61 ea (for order of 12+)	16 oz	Plastic		Asparagus, Cobalt, Rust Red, White	Splendids
<u>Journey Travel Cup with Straw</u> \$3.19 ea (for order of 12+)	16 oz	BPA-free Plastic		Various color options	Splendids
<u>Vacuum Insulated Stainless Steel Tumbler</u> \$23.95 ea Lid - \$6.95 ea	16 oz	Stainless Steel		Metallic	Klean Kanteen
<u>Steel Pint Cup</u> \$37.95 (4 ct)	16 oz	Steel		Metallic	Klean Kanteen

PERSONALIZED REUSABLE MUGS/CONTAINERS

All prices are based on a 100 quantity order. Imprint charges are a one-time fee \$45-\$65

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>"On the Go" Travel Mug</u> \$5.44 ea	16 oz	Acrylic BPA-free		Green, Blue, Red, White	Bargain Mugs
<u>Journey Travel Cup w/ Lid and Straw</u> \$5.25 ea	16 oz	Stainless Steel, BPA-free Polypropylene inner		Various (lid/straw)	Bargain Mugs

PRODUCT	SIZE	MATERIAL	PHOTO	AVAILABLE COLORS	VENDOR
<u>Domed Stainless Steel Tumbler</u> \$7.40 ea	16 oz	Stainless Steel, BPA-free Plastic inner		Various (lid/ straw)	Perfection Promo
<u>16 oz Spirit Tumbler</u> \$4.08 ea	16 oz	Acrylic		Orange, Clear, Clear w/ colored lid	Perfection Promo
<u>Pack and Go Lunchbox</u> \$6.99 ea	5½" x 8¾" x 2½"	BPA-free Polypropylene		Red, Green, Blue	4imprint USA
<u>Take Out Lunch Container (heat resistant)</u> \$10.23 ea	2¼" x 7⅞" x 5⅞"	BPA-free PLA Plastic		Black, Blue	4imprint USA
<u>Preserve 2 Go</u> \$5.50 ea	4" x 4" x 4¼"	Plastic (BPA-free, 50% recycled)		Clear Green, Apple Green Note: This item can be personalized with your logo.	Preserve sales@ preserveproducts.com
<u>GET Reusable Eco-Takeouts Container 3-Compartment</u> \$42.99 (12 ct) \$48.99 (12 ct)	9" x 9" x 2¾" 9" x 9" x 3½"	Plastic (BPA-free)		Green, Clear Note: This item can be personalized with your logo.	Webstaurant Store mike@ walterzebrowskiassoc.com

Cost Benefit Calculation Worksheets

Use the following worksheets to do a cost-benefit analysis and estimate the payback period of switching from disposable foodware products to reusable alternatives.

★ Don't feel like crunching the numbers by hand? Access the online cost benefit calculator at www.rethinkdisposable.org.

This cost calculator tool will help you estimate:

- Implementation costs
- Financial impacts
- Paypack period
- Projected annual savings

WORKSHEET #1 – Estimate your current annual usage and projected annual cost for a specific disposable product. Estimate the percent reduction in disposable product and projected annual impact of switching from the disposable product.

Instructions:

1. Enter the name of the disposable item you are considering replacing.
2. Enter the case quantity of the item.
3. Enter the cost per case of the item.
4. Enter the estimated number of cases you purchase per year.
5. Enter the unit cost (Column 2 ÷ Column 3).
6. Enter the projected annual usage (Column 2 x Column 4).
7. Enter the projected annual cost (Column 6 x Column 5).
8. Enter the estimated % reduction of disposable product when you implement the reusable option.
9. Enter the projected annual usage after reusable products are implemented (Column 6 x Column 8).
10. Enter the estimated annual cost of disposables after reusable products are implemented (Column 9 x Column 5).

WORKSHEET #1

1. Item	2. Case Quantity	3. Case Cost	4. Estimated Cases Used Per Year	5. Unit Cost	6. Projected Annual Usage	7. Projected Annual Cost	8. Estimated % Reduction of Disposable Product	9. Projected Annual Usage After Reusable Products Are Implemented	10. Estimated Annual Cost of Disposables After Reusable Products Are Implemented
Cups	1,000	\$50.00	24	\$0.05	24,000	\$1,200	50%	12,000	\$600

WORKSHEET #2 – Do a cost-benefit analysis and estimate the payback period of switching from a disposable product to a reusable one. This worksheet will help you understand the cost of implementation and any annual cost savings.

Instructions:

1. Enter the name of the disposable product.
 - 1a. Enter the projected annual quantity reduction (Worksheet 1 Column 9 - Worksheet 1 Column 6).
 - 1b. Enter the projected annual cost impact (Worksheet 1 Column 10 - Worksheet 1 Column 7).
 - 1c. Transfer the estimated percent reduction from Worksheet 1 Column 8.
- 2a. Input your set-up costs, including, cost of the reusable product and costs of any new equipment and infrastructure.
- 2b. Input any annual on-going costs, including, any labor costs, ongoing purchases (dish soap, sponges, replacements due to loss or breakage, and anticipated increases in regular bills).
- 2c. Input any ongoing savings **as a negative** here, such as, reductions in your waste hauling fees.
- 3a. Calculate the payback period for any set-up costs (Column 2a ÷ Column 1b x 12 months).
- 3b. Calculate your annual cost savings after payback period (Column 1b + Column 2b + 2c). This number takes into account your annual on-going costs from 2b.

WORKSHEET #2

ITEM	1. Impact of Disposables Reduction			2. Costs of Reusables			3. Cost-Benefit Analysis	
	a. Annual Quantity	b. Annual Cost	c. Percent Change	a. Set-up Costs	b. Annual Ongoing Costs	b. Annual Ongoing Savings	a. Payback Period (months)	b. Annual Cost Impact After Payback Period
Cups	-12,000	-\$600.00	-50%	\$100.00	\$125.00	-\$180.00	2	-\$655.00

How to interpret your results

Your results are divided into three categories:

- Impact of your disposables reduction,
- Cost of new reusables, and
- Savings or cost of making the switch

In the example above, a restaurant reduced its disposable cup usage by 50% (Column 1c) by providing reusable cups. Their **quantity reduction** (Column 1a) is negative because this is how many disposable cups they did NOT buy. They bought 50% less and they also had a negative **annual cost** (Column 1b) of -\$600.00. They had a set-up cost of \$100.00 (Column 2a) which reflects the purchase of reusable cups. **Annual ongoing costs** (Column 2b) were \$125.00 in this example, which includes items like sponges, soap, labor, and replacements for loss or breakage. **Annual ongoing savings** (Column 2c) will be entered as a negative, reflecting any savings on waste, energy and water bills. In the example above, the savings equaled -\$180.00 annually.

The **Cost-Benefit Analysis** area of the table reflects a two-month **payback period** (Column 3a) which is the period of time required to pay back the “**set-up costs**” before the restaurant owner begins to accrue savings. The **annual cost impact after payback period** (Column 3b) is negative, because it reflects a savings of \$655.00 per year.

When you interpret your own results, be aware that if you do not receive a negative figure in the annual savings area, it indicates that your **annual ongoing costs** outweigh the cost savings reaped through the reduction of disposables.

Conclusion

These worksheets can help you compare the cost of using specific reusable foodware to the cost of a specific disposable product. Depending on your implementation plan, there may be other cost-related factors and potential savings to consider. These factors may include impacts on your water, energy, and waste hauling bills.

Please refer to the three case studies starting on page 22 to see examples of cost-savings calculations using actual data associated with the implementation of the *ReThink Disposable* program recommendations.

Questions about the worksheets? Contact the *ReThink Disposable* program at **(415) 369-9160**.

Vendor Information

Local Restaurant Suppliers:

Blue Ribbon Supply

451 E. Jamie Court
South San Francisco, CA 94080
(650) 873-3500
www.blueribbonssupply.com

Cash and Carry

Bay Area Locations:
Oakland, Sacramento, San Jose,
Santa Rosa, Stockton
www.smartfoodservice.com

East Bay Restaurant Supply

Oakland
49 4th Street
Oakland, CA 94607
(510) 465-4300
Sacramento
522 N. 12th Street
Sacramento, CA 95811
(916) 440-0620
www.eastbayrestaurantsupply.com

Jetro (Restaurant Depot)

Oakland
440 High Street
Oakland, CA
(510) 628-0600
San Francisco
Chevron Tower
San Francisco, CA
(415) 392-1333
www.restaurantdepot.com

Online Restaurant Suppliers:

Bar Products.com

www.barproducts.com

Big Tray (*San Francisco based*)

www.bigtray.com

Food Service Warehouse

(Colorado)
www.foodservicewarehouse.com

Global Industrial (*Nationwide*)

www.globalindustrial.com

Webstaurant Store (*Nationwide*)

www.webstaurantstore.com

Foodservice Distributors:

BiRite Foodservice Distributors

123 S. Hill Drive
Brisbane, CA 94005
(415) 656-0187
www.birite.com

Grainger Industrial Supply

San Leandro
444 Doolittle Drive
San Leandro, CA
(510) 638-1100
San Francisco
750 Brannan Street
San Francisco, CA
(415) 864-4700
www.grainger.com

Sysco (*Fremont Locations*):

48811 Warm Springs Blvd.
Fremont, CA
(510) 438-8600
900 Stewart Avenue
Fremont, CA
(510) 226-3000
www.sysco.com

TriMark USA

505 Collins Street
South Attleboro, MA 02703
508-399-2400
www.trimarkusa.com

Online Retail Outlets:

Amazon

www.amazon.com

Clean Planetware

www.cleanplanetware.com

Eco Lunchboxes

www.ecolunchboxes.com

Kitchen and Company

www.kitchenandcompany.com

Klean Kanteen

www.kleankanteen.com

Preserve

www.preserveproducts.com

Splendids

www.splendids.com

Promotional Printing:

4imprintUSA

www.4imprint.com

Bargain Mugs

www.bargainmugs.com

Perfection Promo (*San Francisco*)

250 King Street
San Francisco, CA 94107
(415) 508-5640
www.perfectpromo.com

Print Globe Promotional

www.printglobe.com

Walter Zebrowski Associates

(for GET Reusable Eco-Takeouts Containers)
www.walterzebrowskiassoc.com

CASE STUDY: CAFÉ AND SHOP



BUSINESS PROFILE

Name: The Sacred Wheel
Business type: Café and cheese shop
Location: Oakland, CA
On-site dining: 23 seats
Take Out: Yes
Ware washing: Done by hand by staff

Sacred Wheel is a popular café and cheese shop in the Temescal neighborhood of Oakland. In addition to their well-stocked cheese case, Sacred Wheel offers made-to-order soups, sandwiches, salads, sides, specials and drinks. Sacred Wheel typically serves 70-100 customers per day. Both indoor and outdoor seating are available to customers.

Jena Davidson, Co-owner: *“As our business grew, so did the amount of trash. We were using compostable products, which it turns out are not composted in Oakland and were instead going to the landfill.”*

Packaging Practices prior to ReThink Disposable:

- ➔ All food and beverages were served on disposable food service ware
- ➔ Customers were always given disposable utensils and napkins when ordering food to go without being asked if they needed them
- ➔ Customers were always given a lid and straw for drinks



- ➔ Disposable tasting spoons were used for samples

Jena, the co-owner of Sacred Wheel, had switched to compostable disposable packaging, because she thought this was the best thing to do for the environment. However, she found out that the compostable plastics Sacred Wheel was using to serve food and beverages couldn't be composted in Oakland and were instead being sent to the landfill. Jena reconsidered and realized that real dishes were the best option for Sacred Wheel and are also more eco-friendly.

Recommendations implemented:

- ➔ Replace disposable tasting spoons, cups, bowls, cutlery and condiment cups with reusable dishware for on-site dining
- ➔ Offer napkins in a self-serve dispenser
- ➔ Make straws available upon request only
- ➔ Ask before giving customers disposable items like utensil and napkins for to-go orders



Jena and her staff implemented all of the **ReThink Disposable** recommendations with great success! Working together, the Sacred Wheel team was able to split up the dish washing responsibilities without adding any extra staff time. This kept costs low and allowed Sacred Wheel to recover the full savings from reduced disposable purchases. In addition to these savings, Sacred Wheel was able to reduce waste hauling costs. Customers love the changes and were glad to see Sacred Wheel being proactive about waste reduction.



Jena Davidson, Co-owner: *“By switching from expensive recyclable and compostable packaging to real dishes, I was able to save money and do the best thing for the environment. And right away customers started commenting on how happy they are with the changes!”*



Results:

Recommendation	Products Replaced or Minimized	% Disposable Reduction	Payback Period	Annual Savings (after payback period)	Annual Waste Reduction
Offer napkins in a self-serve dispenser	Paper napkin	16%	2.6 months	\$17	21 lbs.
Offer straws upon request only	Compostable plastic straw	100%	0 days	\$132	15 lbs.
Replace disposable tasting spoons with reusable spoons	Plastic spoon	100%	9 days	\$73	12 lbs.
Replace disposable cups with reusable cups	Compostable plastic and paper cups	86%	27 days	\$644	186 lbs.
Replace disposable bowls with reusable bowls	Compostable bowls	20%	3.2 months	\$130	211 lbs.
Replace disposable cutlery with reusable cutlery	Compostable plastic cutlery	64%	6 days	\$676	100 lbs.
Replace disposable condiment cups with reusable condiment cups	Compostable and plastic condiment cups	57%	27 days	\$266	57 lbs.
Ask before giving out disposable items	Utensils, napkins and lids	N/A	0 days	\$714	N/A

TOTAL	\$2,652	602 lbs.
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THE BOTTOM LINE:

- **\$3,768 total annual savings**
- **602 pounds of waste reduced annually**
- **No additional labor required**
- **Improved presentation**
- **Satisfied customers**
- **Won an award!**

+ \$1,116 savings in annual waste hauling costs =
\$3,768 total annual savings

CASE STUDY: FOOD TRUCK



BUSINESS PROFILE

Name: Doc's of the Bay
Business type: Food Truck
Location: Emeryville, CA
On-site dining: 0 seats
Take Out: Yes
Ware washing: Yes, at shared kitchen
Employees: 10

Doc's of the Bay is a popular food truck that travels the San Francisco Bay Area. Doc's serves a range of classic American comfort food in the form of burgers. On average, Doc's will serve 70-100 meals during the lunch shift and 40-60 during the dinner shift. Like most food trucks, Doc's doesn't have on-site dining, but many customers eat nearby at parks or open spaces.

Packaging Practices prior to ReThink Disposable:

- ➔ Burgers served in a disposable food tray
- ➔ Each burger was wrapped in paper
- ➔ Each customer received a stack of napkins

Zak, the founder and owner of Doc's, knew spending on disposable products was significant and was concerned about the environmental impact. However, he wasn't sure how some of the ReThink Disposable recommended practices would work for a food truck. He and his staff did a survey asking customers what they would think if Doc's implemented specific practices to reduce waste. The response was positive, and Doc's agreed to test some of the strategies to reduce disposable usage.



Recommendations implemented:

- ➔ Replaced disposable food trays with reusable baskets for nearby dining
- ➔ Eliminated paper burger wrap
- ➔ Offered napkins in a self-serve one-at-a-time dispenser

The **ReThink Disposable** recommendations had never before been applied to a food truck and this pilot was a success! Doc's replaced disposable food trays with reusable baskets for customers who eat near the truck. Staff no longer wraps each burger in paper or gives each customer a stack of napkins. Instead, burgers come unwrapped and customers take their own napkins from a dispenser that releases only one at a time.



Zak Silverman, Owner: "Not only did eliminating paper wrap for burgers cut costs, but we're now able to produce burgers faster and have increased the number of people we can serve during a busy lunch shift. And the food looks better!"

Results:

Recommendation	Products Replaced or Minimized	% Disposable Reduction	Payback Period	Annual Savings <i>(after payback period)</i>	Annual Waste Reduction
Replace disposable food trays with reusable baskets for nearby dining	Paper food tray	21%	12 days	\$1,397	914 lbs.
Eliminate paper burger wrap	Paper wrap	51%	0 days	\$456	1,370 lbs.
Offer napkins in a self-serve dispenser	Paper napkin	64%	18 days	\$175	284 lbs.
TOTAL				\$2,028	2,568 lbs.



Brandon Smukey, Truck Manager:

“ReThink Disposable has been a huge

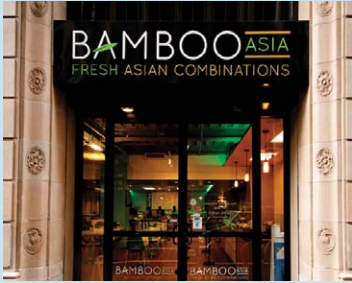
success for Doc’s of the Bay. The recommendations are working fabulously and we’re seeing benefits well beyond the \$2,000 annual savings. The food looks better than it ever has and customer response has been really positive.”

The Bottom Line:

- \$2,028 annual reduction in disposable food service ware costs
- 2,568 pounds of waste reduced annually
- Increased production speed, which means bigger events and more customers
- Improved presentation
- Satisfied customers



CASE STUDY: FAST CASUAL RESTAURANT



BUSINESS PROFILE

Name: Bamboo Asia
Business type: Fast casual restaurant
Location: San Francisco, CA
On-site dining: 48 seats
Take Out: Yes
Ware washing: Done by staff
Employees: 18

Bamboo Asia is a fast casual Asian restaurant in the Financial District of San Francisco. They serve Asian-fusion specialties from India, Vietnam and Japan to about 400 customers per day.

Packaging Practices prior to ReThink Disposable:

➔ All food and beverages were served on disposable food service ware. Sebastiaan, the manager of Bamboo Asia, was using expensive plastic bowls and trays and wanted to explore cheaper and more environmentally-friendly options. Since many customers dine on-site, there was significant potential to reduce costs and waste. Sebastiaan also wanted to enhance the café's bamboo theme.

Recommendations implemented:

➔ Offer reusable bowls and trays for customers dining on-site

Sebastiaan wanted to pilot test the **ReThink Disposable** recommendations by investing in a small number of bowls and trays to start. Even with this small pilot test the financial savings and waste reduction at Bamboo



Asia were huge! Customers love the look of the new bamboo bowls and trays. The staff is able to wash these dishes with the back-of-the-house dishware and did not need to increase staff time. Bamboo Asia's transition to reusable bowls and trays for some on-site dining is a great example of how even a small change can result in big impacts!



Sebastiaan Van De Rijt, Manager:

“Customers really like the new bowls and trays, and I've been able to cut back on disposable purchases. We're transitioning to a higher-end experience and the bamboo bowls have helped achieve that goal.”

Results:

Recommendation	Products Replaced or Minimized	% Disposable Reduction	Payback Period	Annual Savings <i>(after payback period)</i>	Annual Waste Reduction
Replace disposable bowl with reusable bowl for on-site dining	Plastic bowl	16%	1.2 months	\$3,444	764 lbs.
	Plastic lid	5%		\$1,557	431 lbs.
Replace disposable trays with reusable trays for on-site dining	Plastic tray	4%	3.6 months	\$174	39 lbs.
TOTAL				\$5,175	1,234 lbs.



The Bottom Line:

- **\$5,175 total annual savings**
- **1,234 pounds of waste reduced annually**
- **No additional labor required**
- **Improved presentation**
- **Satisfied customers**



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