



Simple Solutions to Key Operator Challenges



KEY CHALLENGE #1: Cost & Risk of Foodborne Illness

- A foodborne illness outbreak has been shown to cause a long term sales decline of 10.5% for the average restaurant. Source: Economics and Epidemic Disease
- The average cost of a foodborne illness is nearly \$75K in lost work and medical bills. Source: Nations Restaurant News



Choose products that make it easy to enforce behaviors that **prevent cross-contamination** and **time-temperature abuse**.



KEY CHALLENGE #2: Rising Food Costs

- Food cost pressures continue for 2008: “higher ingredient costs due to elevated agricultural commodities prices.” Source: Fitch 10/1/2007
- Implementing food safety tools that can reduce food cost by even 1% can save the average chain restaurant over \$10,000 per year or nearly \$7 million per chain. Source: R&I Magazine



Choose products that help **reduce waste** through proper storage and rotation practices.



KEY CHALLENGE #3: Employee Injury Trends

Trend: Ergonomic and pain-related injuries are the most rapidly growing workers comp claims in the foodservice industry.

- Annual costs for the industry are \$1 billion with an average cost of \$20,000 per claim. Source: National Council on Compensation Insurance
- Higher medical costs and lost time due to more extensive care and therapy make these the most expensive types of injuries for the industry – especially true with an aging workforce. Source: National Council on Compensation Insurance



Choose products that **increase efficiency** and ergonomics, while reducing fatigue.



KEY CHALLENGE #4: Cost of Training & Retention

- The true costs of retaining and training the average restaurant employee is \$2500 in an industry with an average 107% turnover per year. Source: The People Report, November 2006



Choose products with **easy to implement** elements such as color-coding and integrated safety features.



KEY CHALLENGE #5: Increasing Visibility of Health Inspection Scores

- More and more consumers are checking posted and online health inspection scores. Today, all 50 states have at least some municipalities posting web health inspection reports. Source: www.allfoodbz.com



Choose products that make it easier for employee and managers to do the food safety checks **reduce the most frequent & critical violations**.



KEY CHALLENGE #6: Consumer Confidence in Safe Food Handling

- Consumer confidence in the food safety at restaurants is at it's lowest point since 1989 – “only 42% of consumers feel safe about meals eaten away from home.” Source: Investors Business Daily, August 2007



Choose products that **show consumers a strong commitment** to food safety.