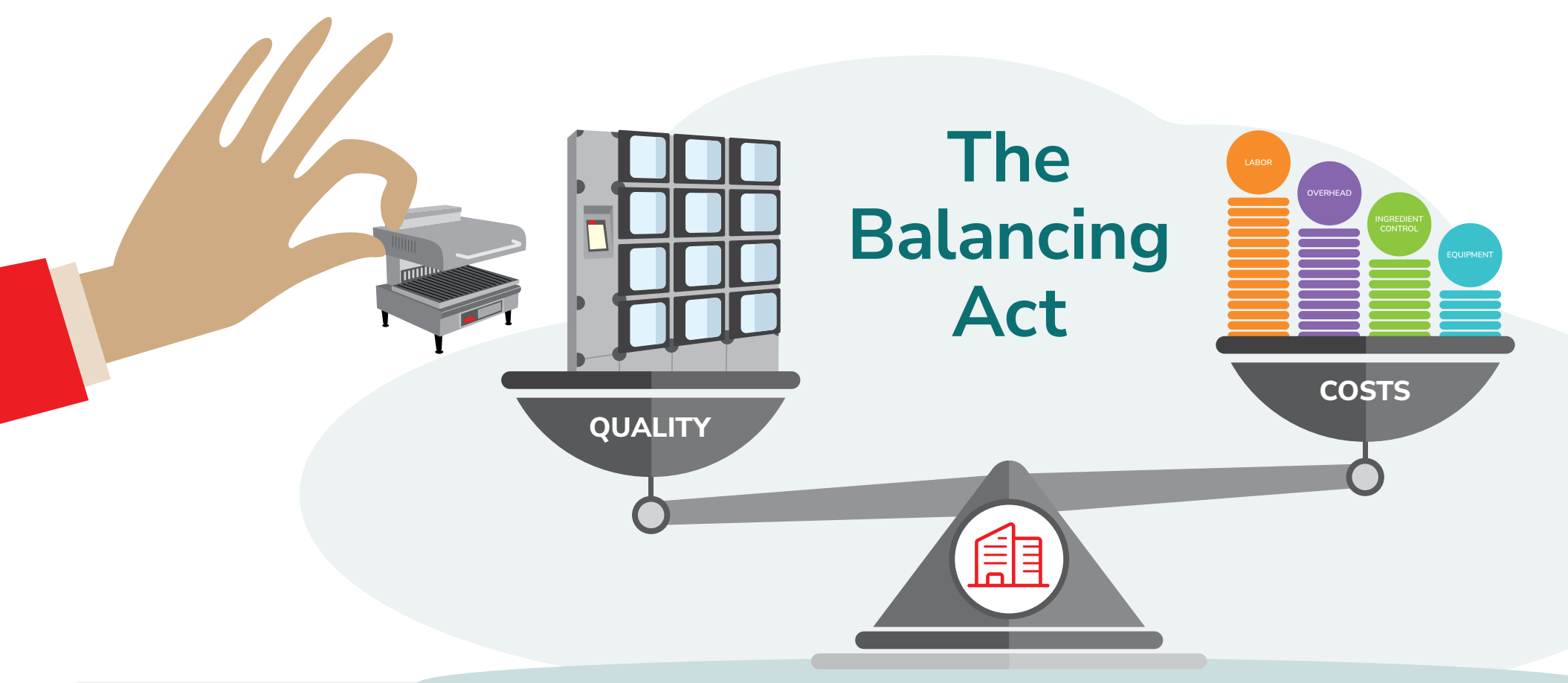


# The Balancing Act

## Leveraging Hatco Equipment To Optimize Cost and Quality in Foodservice



The business and industrial segments of foodservice are anticipating tighter operating margins in 2024 and beyond. The imperative to optimize cost is stronger than ever. A chief concern of operators is that cost cutting leads to a loss of quality. With the right foodservice equipment you can strike a balance between the two. There is a range of Hatco products that can help you enhance revenue, increase efficiency and achieve long-term financial stability — effectively tipping the scale.



### Costs hang in the balance

#### Labor

Despite a recent workforce squeeze, labor remains the largest portion of business spend. Managing labor is about optimizing performance. Foodservice equipment that reduces the reliance on human hands is twofold: It reduces the number of employees necessary to perform a task, but also allows the employees you do have to focus on more value-driven tasks. Through automation and smart features, your team is less burdened with monotony and free to thrive.

#### Overhead

Most overhead costs are static and predictable. Energy, on the other hand, is volatile with prices subject to macroeconomic factors out of your control. As an operator, your advantages can only come in managing usage. Foodservice equipment can help you wrestle back some control of energy costs with energy efficient technology, zone heating, automatic on-and-off functionality, power save modes, high-quality insulation, LED bulbs and more.

#### Ingredient Control

Proper management of ingredients is more important than ever. With cost of goods sold (COGS) accounting for about one-third of total sales in the restaurant industry, there is no room for error.<sup>1</sup> It is essential to move perishable products rapidly, but it is also important that equipment is flexible in cases of supply chain disruption. Food waste is an issue of worldwide proportions, but it can be mitigated at the operational level. Sensor technology ensures accuracy and allows for analysis. Foodservice equipment that maximizes visibility and freshness of product is the modern approach to ingredient control.

#### Equipment Investment

Purchasing equipment is a cost that operations don't take lightly. You must ask yourself, where does the return on investment (ROI) begin and the costs of old equipment end? Outmoded equipment has maintenance and repair costs. Time and revenue loss are compounded when there are malfunctions or breakdowns. Older equipment typically uses more energy and requires more labor to operate. A carefully considered equipment investment can turn those tides.

### Quality worth its weight

The tastes and preferences of customers are ever evolving. Technology and globalization grant more options than ever, and nowhere is this easier to see than with food. Quality becomes the great differentiator and counterbalance to a competitive marketplace. Quality of sourcing, quality of preparation and quality of service can all be boosted with the right foodservice equipment.



Model: IRNG-PC1-36

#### Rapide Cuisine® Induction Cooktops

- Programmable modes save labor
- Cook faster and more efficiently than gas
- Precision cooking reduces mistakes, preventing food waste
- Kitchen durability with front-of-the-house design elegance

#### Drop-In Induction Dry Well

- Easy-to-use control panel makes training staff easier
- Sensor automatically turns unit off when not in use
- Two heat zones hold "just made" food integrity longer
- Can be top or bottom mounted into a countertop



Model: IWELB-FUL-A



Model: SAL-1

#### Electric Salamander Grill

- Automatically transitions from cook to hold mode to prevent burning and give operators flexibility to multitask
- Heating elements are only on when in use to save energy costs
- Adjustable upper housing gives 4.4 inch (114 mm) of vertical movement to accommodate a variety of food items
- Small footprint fits nearly anywhere for greater flexibility

#### Flav-R 2-Go® Locker Systems

- Contactless pickup frees staff to focus on other tasks
- Minimal footprint frees up valuable real estate
- Adaptable to any genre of food
- Customizable countertop, floor mount and built-in options, plus models designed specifically for holding pizza



Model: F2G-34-A



Model: HZMS-36D with dual slant shelf

#### Heated Zone Merchandisers

- Customers grab food themselves, no labor required for service
- Automatic energy-saving mode when food not present
- Holds hot packaged food products at ideal, safe-serving temperatures
- Zoned heating allows specific heating for specific food items

#### Intelligent Heated Display Cabinets with Humidity

- LCD touchscreen display and USB port for multi-unit ease
- Eco-friendly, money-saving LED lighting
- Programmable humidity, temperature and timers specific to food type keeps food costs in check
- Cutting edge air flow pattern designed to maintain consistent cabinet temperature preserves food moisture and quality



Model: IHDC-45 with accessory arms and risers



Model: ITQ-875-1C

#### Intelligent Toast-Qwik® Conveyor Toasters

- Intuitive touchscreen panel with 12 programmable product settings for increased automation
- A Power Save mode to conserve energy
- Patented ColorGuard Sensing System to monitor and adjust the chamber for consistent toast results
- Durable, portable and easy-clean design

#### Flav-R-Savor® Portable Energy Efficient Cabinets

- Caster wheels allow a single employee to easily move and position cabinet
- Thermostatically-controlled heat plus the highest quality insulation for energy efficiency
- Temperature and humidity controls mean hot food lasts longer
- Lower profile designed for under-the-counter flexibility



Model: FSHC-7W1-EE

### Put your thumb on the scale

Costs weigh heavily on the decision makers in the business and industrial segments of foodservice. Tenable and proactive responses to cost do not have to be at the expense of quality. In fact, continuous innovation and strategic investment in foodservice equipment can tilt the scales in the operator's favor.

The ability to extract business value from foodservice equipment hinges on the tools you select. Hatco is an industry leader in delivering measurable and lasting results for hospitality's greatest foodservice challenges. Optimize the cost and quality of your foodservice equipment by contacting a **Hatco rep** today.

[Find a Hatco Rep](#)



<sup>1</sup> National Restaurant Association (NRA), *QSR & Business Conditions Survey*, 2022.