SPOTLIGHT

CASTING LIGHT ON TODAY'S PACKAGING TRENDS



INSIGHTS

Over our 40-year legacy of rapid innovation, Sabert has continuously navigated the changing concepts of convenience and value to help people enjoy food in new ways. We take pride in our responsiveness and adaptiveness to the shifting needs of food packaging and the expectations of the foodservice industry. By innovating in this space, Sabert can help reduce food waste and ensure that food is delivered to consumers in a safe and sustainable way. As we look ahead, we know that new food trends will emerge, consumer expectations will continue to evolve, and markets will shift again. But what remains constant is our commitment and passion for consistently reinventing food packaging to nourish and protect our world.

Prep for what the future holds

Amid economic uncertainties, consumers are looking to spend a little less but are still seeking additional value on the menu and in their shopping carts. Their search for dining options is sending consumers online more than ever before. When scrolling through everything from third-party apps to user reviews they are not only are seeking convenience, but also looking for opportunities to save money.

For operators, it's a good idea to future-proofing your operations so you are prepared for anything the future holds. First, meet consumers where they are. Get in front of existing and potential customers on your website and social media. Here, you can offer menu promotions. Then in your operations, consider integrating automated technologies. Make the most of your space and serve customers during non-peak hours with Grab and Go and takeout options.

Here at Sabert, we look forward to working to set you up for success. We'll help by delivering the products and solutions you need to adapt and address the needs of your customers and the industry. That's the complete package.

ALBERT SALAMA Founder & CEO







Celebrating 40 Years at Sabert

After four decades, Sabert is committed to provide quality, customization and innovation in everything we do! We're here to help build sustainable packaging programs for your operations that enhance your brand's reputation and exceeds your consumer's high expectations.

With Sabert, the answer is simple...

Think Strong. Think Quality. Think Fresh. Think Green.

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Grab and Go Grows Up

Consumers are trading in the traditional meal for Grab and Go solutions from a range of operators including grocery, convenience and restaurants.



Convenience is the New Normal

Foodservice operators are keeping up with consumer demand with new and exciting ways to 'meet people where they are'



Right-Sizing Restaurant Space

Restaurants are stepping up their delivery efforts and looking to allocate their resources to accommodate this shift to delivery.



Appetizers Making a Comeback

With the growth of social gatherings, catering is back with appetizers rising to the top of the menu since they offer flexibility to meet consumer preferences.



Saving the Menu with Alternatives

An influx of legislation is being enacted that can impact food packaging, so operators need to be proactive to reduce the risk of disruption.



A Fresh Approach to Grocery

Consumers are being enticed to shop more at grocery stores with an assortment of high quality fresh prepared, made-to-order meals.

TACTICS TO THRIVE AND RECESSION PROOF YOUR OPERATION

WHAT YOU CAN DO FOR





Now is most definitely the time to get proactive, assess your operations and prepare for consumer shifts in behavior. Some simple moves can help you stay on track and support your operations in the event of a recession.

First up, assess your current **food packaging.** Smaller or compartmentalized packaging¹ can reduce your overall costs and minimize food waste — a win-win for environmentally-conscious operators and consumers. Evaluate food portion sizes to see if current packaging can benefit from a resize, and consider ways to get more from your packaging, like combining items or wrapping individually in foil or paper.¹ Stay savvy with your packaging orders: **right-size the number of packages needed per order** to avoid excess inventory. Take some time to review your current inventory:

- What items are you able to restock easiest?
- What is the most efficient order quantity?

ONLINE ORDERING WAS ONE OF THE TOP 10 2022 RESTAURANT TRENDS ACCORDING TO GLORIAFOOD.COM²

If you haven't already, adopt an **online ordering app or system.** It frees up staff, streamlines the overall process and increases opportunities for new and repeat sales. It's also a great way to maximize your output during non-peak hours. Optimize by promoting it on your **website's home page** and **social media accounts.** Speaking of online presence, make sure you're utilizing **emerging technologies.** Feature menu promotions on social media² with special offers and feature menu favorites – visually appealing photos are a bonus! Here's a quick assessment:

- How often are you promoting your website?
- Is your business on Facebook, Instagram, Snapchat or TikTok?
- Are you actively posting and engaging?

Automation is another **emerging tech option** to use to your advantage. Integrate it where possible, such as kitchen tools like automatic frying or baking machines where you just need to add ingredients.²

AS ONLINE FOOD ORDERS INCREASED AND IN-HOUSE DINERS DECREASED, RESTAURANT OWNERS CREATED VIRTUAL KITCHENS TO MEET THESE EVOLVING NEEDS²

Virtual brands, also known as ghost or cloud kitchens, provide off-premise options without brick-and-mortar risks to help mitigate costs — a great solve for tight budgets, a limited staff or partial menu.²

When consumers are scaling back spending, you can still bring the appeal with the right approach. A few simple tweaks can provide the products and services to meet them right where they're at.

FOOD-AT-HOME PRICES ARE UP 13% YEAR-OVER-YEAR COMPARED TO AN 8.5% INCREASE FOR FOOD AWAY FROM HOME⁴

To-go options are a must. Consumers are shifting from outof-home entertainment to "hometainment"³ – and products sales that complement this trend are growing, so think about items that pair well with streaming, gaming or watching sports.

% OF CONSUMERS SAID THEY ARE COOKING MORE AT HOME³

Offer **ready-to-eat (RTE)** and **ready-to-heat (RTH) entrees and sides,** and customers can take your brand home with them:

- Heat and entertain a small family or group of friends
- Simplify their weeknight with an at-home restaurant experience
- Enjoy a familiar brand without extra cost, on their schedule

Excite customers and add to their semi-homemade experience with eatertainment, seasonal limited time offers and menu offerings. Or provide grab and go options — they're seen as less expensive by consumers and provide the excitement (and relief!) of a prepared meal from your establishment. And if you don't have one already, consider a robust loyalty program to reward customers for returning.

Value meals and bundles are another option. In fact, Restaurant Dive reports that while menu prices have increased over the last few months, the overall jump is lower than food-at-home prices, according to the Consumer Price Index.⁴



SOLUTIONS FOR this MONTENT

TO RIGHT-SIZE PORTIONS REDUCE FOOD WASTE

Kraft Collection Paper Square Bowls

Available in a variety of sizes: 12 oz., 16 oz., 24 oz. and 32 oz. Made from 100% recyclable paperboard base.



PK25016D300



CWCF1000, CWCK1000, CWCS1000

TO BUY IN BULK

Green Collection Compostable Fork, Knife & Spoon

Cutlery takes up minimal storage and can be more economical when purchased in bulk.

TO COMPARTMENTALIZE COMBINE FOOD

Hot Collection Take-Out Containers

Provide a variety of food within each container and minimize food migration.

H58080030F180



TO BE USED /@> MULTIPLE SOLUTIONS

Hot Collection Dual Ovenable Containers

applications and temperatures ranging from freezer to oven.



TO BE BRANDED and REUSED BY CONSUMERS

Catering Collection Mozaïk® Rectangle Platter

Reusable which improves sustainability and brand image.



2308PP

Food packaging costs are soaring — so what can you do? gReveal.

210 Restaurant Food Trends in 2022 to Help Grow Your Business. Gloria Food.

35nacks & Beverages Among Fast-Growing Categories Despite Inflation. CSN News.

44ow bad is restaurant inflation? Here's what the data shows. Restaurant Dive.

Grab and Go Grows Up



EcoSnap™ Paperboard Containers

 151172 | 300/cs | 151171 | 300/cs | 151170 | 300/cs | 151169 | 280/cs

 5122060\$\sqrt{300} | 300/cs | 5122081\$\sqrt{300} | 300/cs | 5122092\$\sqrt{280} | 280/cs | 5122092\$\sqrt{300} | 300/cs | 300/cs | 5122092\$\sqrt{300} | 300/cs | 300/cs | 5122092\$\sqrt{300} | 300/cs | 30

Unique locking mechanism confirms a secure lid fit

- Stackable design for easy merchandising, storage and transport
- Smooth wall lid for premium product presentation
- Snap on locks provide ease of use for operators and consumers
- Premium water-based grease barrier provides performance and durability across bakery items and greasy foods

Since 2019, grab and go meals are up¹

72%









While convenience always drives consumer action, consumer spending is heavily influenced by inflationary pressures, active lifestyles, and health consciousness. As a result, many are choosing to trade the traditional meal for freshly prepared Grab and Go meal solutions.

Grab and Go experienced a boom when consumers sought alternatives to in-person dining. Pre-prepared, packaged items can ease on-site demand for dining staff, streamline production and expand customer reach. Continued popularity and growth is positively impacting grocery, convenience, and restaurants.

While there are many considerations to capitalize on this strategic opportunity, a good first step is to determine what food applications best suits your business. Home meal replacement, healthy salads and sandwiches are preferred by consumers. An important next step is to decide which packaging works best with your food choice. Packaging aesthetics are important for Grab and Go to appeal to consumers and maximize impulse sales. Additionally, to ensure a positive dining experience, packaging must be versatile to accommodate on-shelf, transport, reheating and dining. Lastly, collect feedback and be flexible.



Paper Square Bowls

 Bundling Suggestion:









Paper Square Bowls make take-out, delivery and retail merchandising easy, secure and presentation ready

- PFAS-free grease resistant base for protection against oily foods such as dressed salads
- Low profile square design provides up to 40% more merchandising space*
- Clear PET stackable lid with audible lock ensures lid is secure and safe for mess-free delivery



Convenience is the New Normal



Kraft Fluted Clamshells

These clamshells offer superior food protection for a variety of on-the-go applications

- Optional push-in vents help keep fried foods crispy during transport
- Direct food contact safe with a grease barrier for superior grease resistance
- Custom printing available to promote your brand
- Available in 5 different stock sizes for a variety of food applications

68%

of consumer said that convenience is the leading reason to use a mobile app²









to make quick and easy meals at home by including meal kits and fresh-prepared meal can also easily curate customized catering events with a few simple clicks on supermarket's websites.

needs of convenience-seekers, it's equally important for foodservice to ensure they provide food that is packaged effectively and todays' consumers, your packaging should incorporate eco-friendly and sustainability,



8" On-The-Go Round Bowls

11080240N240 | 240/cs 11080320N240 | 240/cs 11080480N240 | 240/cs 5112081N240 | 240/cs

Ergonomic bowls with easy-to-apply lids help increase back-of-house efficiencies

- Ergonomic grooves improve handling to be more convenient for consumers
- Splash-resistant lids help to ensure a mess-free delivery
- Clear recyclable PET

Bundling Suggestion:









Pulp Folding Cartons

42050160FPC300 300/cs 43070240FPC200 200/cs 43080320FPC150 150/cs 47080020FPC150 | 150/cs



All-in-one compostable containers with locking lid flaps provide quality and performance for dine-in, take-out and delivery meals

- Four flaps fold down to serve as the lid and are secured by a double-locking system
- Temperature tested for use with hot or cold foods
- Certified home and industrial compostable

Bundling Suggestion:



Pulp Square & Rectangle



Compostable



Right-Sizing Restaurant Space



Black Hot 42 & 48 oz. Rectangle Trays

1002338 | 408/cs 1001055 | 402/cs

Polypropylene is a versatile solution for a multitude of menu items

- Reheatable and refrigerator friendly for convenience and style
- Premium strength; versatile PP ideal for large portions and heavier foods
- Ideal for film sealing

In the next four years, restaurant delivery sales will rise an average of 12% a year to

\$76







Many consumers have adopted new dining habits based on their current lifestyles which has replaced the need to dine out and increased the demand for delivery. Restaurants need to react quickly to these trends and step up their delivery efforts. This has led to a shift in restaurant layout and floor plans. Restaurants can now allocate their resources to accommodate smaller dining rooms that serve the same number of diners with a new focused area for takeout, delivery and/or drive-thru orders. It is important that these designated areas are well-designed so that it does not interfere with the foot traffic by the kitchen staff or the dining rooms.

To increase space utilization, restaurant operators will need to evaluate all aspects of their operations including food packaging. Right-sizing packaging to fit menus and to save space are key to efficiently maximize storage and prep areas. Simple ways to incorporate this is to leverage clamshell packaging where bases and lid are attached or employing multiple base products that use the same lid. Workflow, preparation space and function should all be evaluated to determine the most efficient options. Aesthetics and quality are also important to deliver the best customer experience since the dining experience is moving to people's home.



Clear Hot Hinged Containers

H52060190F450 | 180/cs H52080280F180 | 180/cs H52090370F180 | 180/cs H53090300F264 | 264/cs H58080030F180 | 180/cs H58090030F180 | 180/cs

A good addition to any take-out and delivery program. Designed with perforated lids that tear away easily for on-the-go meals

- Reheatable and refrigerator friendly, these containers offer convenience and style
- Durable, recyclable and stackable design makes transit and storage safe and easy

Bundling Suggestion:









Pulp Plus™ 16 oz. Oval Bowl

497BB300PLS | 300/cs

Pulp Plus™ is enhanced with improved added PFA moisture resistance, and longer shelf life in refrigerated applications

- Oval bowl shape is ideal for burrito and grain bowls
- PFAS-Free formula meets upcoming legislation and performance quality
- Microwave and oven safe
- Extended refrigeration time, up to 7 days for grab and go and supermarket applications
- Natural look highlights food quality

Bundling Suggestion:

Pulp Square & ectangles









Appetizers Making A Comeback



Clear Onyx Round Platters

1912 | 36/cs C1912 | 25 sets/cs 1916 | 36/cs C1916 | 25 sets/cs 1918 | 36/cs C1918 | 25 sets/cs

Recyclable clear round platters that are presentation ready at an affordable price for any business or social event

- Clear round platters that offer value without sacrificing quality
- Base and lid are clear PET, the most widely recycled plastic worldwide
- Secure locking lids provide reliability in transit

20%

of sales at restaurants are represented by catering and are more profitable than other offpremise orders⁴







Larger at-home social gatherings are gaining popularity as people once again open their homes for celebrations. This has led to increased party tray sales which has fueled in-store bakery, deli entertaining and fresh-prepared items as well as appetizer and small plate solutions from restaurants. Appetizers and sampler platters provide the opportunity for customers to experiment with food choices on a smaller scale which can lead to new purchases in the future.

Appetizers are a growing opportunity since operators have the ability to easily upsell and personalize to align with consumer preferences. Current food trends are driving inspiration to create wow-worthy options

that appeal to shoppers' tastebuds. These trends include international inspirations, vegan varieties, new twists on old classics, and healthy ingredient swaps.

Operators can boost their revenue and customer satisfaction with the consideration of the right packaging. Packaging that supports both function and aesthetics is vital to capitalize on catering platters and family size meals. As an operator, it is also essential to offer a variety of sustainable packaging like those from Sabert's Green Collection that preserves food quality while also providing an elevated at-home dining experience.





7" x 18" Rectangle Platter

C1318432F67 | 67 sets/cs C9318432F67 | 67 sets/cs

Recyclable clear or black catering platter for operators who want total confidence in customizable merchandising options

- Ideal for "family meal kits"
- Enhanced merchandising: Rectangle shape and deep walls facilitate food displays
- Audible button locks for fast, easy and secure closure

Mini Mozaik® Tasting Solutions

MMS200B | 200/cs | MMTG200C | 200/cs | MMTF500S | 500/cs | MMTS500S | 500/cs

Elegant bite-size appetizer and dessert solutions that offer a perfect tasting portion every time

- Our mozaik minis transform tiny treats into big ideas
- Looking to reduce portions, use minis to help grow profits and reduce food cost at your next event

Bundling Suggestion:







Bundling Suggestion:









Saving the Menu with Alternate Solutions



Clear UltraStack® Square Platters

Recyclable clear catering platter allows operators to adhere to regulations without compromising on quality

- Clear platters merchandise food and improve recyclability
- Secure stacking prevents tipping with deep walls for extra-strength
- Audible button lock for fast, easy and secure closure

over 20%

of U.S. States have passed PFAS legislation impacting food packaging⁵







An influx of legislation is being enacted that can impact food packaging. Navigating restrictions can be confusing and cumbersome for distributors or operators and it is important not to lose focus on maintaining food quality and customer experience. Therefore, the foodservice industry must monitor upcoming packaging use and material composition regulations affecting takeout containers and other service-ware.

The encouraging news is that operators don't have to settle for poor packaging substitutions. Instead, the successful recipe is to identify the best options based on

usage. Considerations for food temperature, moisture content, reheating specifications, and storage time will help determine the right packaging while meeting legislation guidelines.

Sabert offers a broad range of alternate solutions, such as clear PET and PP products that offer recyclability and longer shelf life. We are also committed to having all Pulp and Kraft products impacted by escalating PFAS bans, compliant by the end of 2023. With a wide assortment of material types

and product attributes available, operators can be proactive to reduce the risk of disruption.





Pulp Plus™ Containers

4108240D300PLS | 300/cs 49148F300NPLS | 300/cs



Pulp Plus™ is enhanced with improved moisture resistance, and longer shelf life in refrigerated applications

- PFAS-Free formula complies with legislation, while meeting the performance expectations
- Helps reduce "soggy" bottoms with warm foods
- Extended refrigeration time, up to 7 days works for grab and go and supermarket applications
- Natural look highlights the importance of food quality

Bundling Suggestion:









Pulp Max™ Containers

49032D300MAX | 300/case 49148F300MAX | 300/case



Pulp Max™ is our ultimate PFAS-Free pulp solution, providing outstanding resistance to moisture, oil and grease

- Ideal for hot, cold, oily, saucy, and heavy foods for takeout and delivery
- PFAS-Free formula complies with legislation, while meeting the performance expectations
- Great for quick service, fast casual and supermarkets
- Maintains integrity for up to two hours, with enhanced resistance to moisture, oil and grease

Bundling Suggestion:









A Fresh Approach to Grocery



Bone White 68 oz. Large Rectangle Tray 94127CPWHT | 150/cs

Oven and microwave safe CPET makes heating prepared meals fast and easy

- Tested to withstand hot temperatures without cracking or warping
- Film sealable bases ideal for home meal replacements and prepared meal kits
- Crystal clear PET lids work great for retail, delivery and storage
- No added colorant increases recyclability

grocery deli-prepared foods represents a good value compared to eating out or ordering takeout⁶







Grocery is where foodservice meets retail and the days of viewing a grocery store as just a place to buy ingredients are no longer. Consumers are increasingly looking to grocery stores to also provide high quality freshly prepared, made-to-order meals. Bakery and prepared food can be used as tools to draw customers in who are economizing restaurant dining and looking to reduce the effort of feeding the family. For workers returning to the office, grocery stores can also be a popular lunch destination, opening the opportunity to increase sales of ready-to-eat food options.

To take advantage of this mindset shift, Rick Stein, FMI VP of Fresh Foods, recommends grocers "expand customer loyalty by enticing shoppers with freshness and assortment." He further recommends that grocers try to think, look and act like a restaurant when marketing these options.

Food packaging that helps consumers see and feel confident about what they buy is essential. From preserving freshness to making the food look great, proper food packaging can support several food applications.



13" Round CPET Baking Tray

3130110D75 | 75/cs

Bundling Suggestion:











Dual ovenable trays can withstand high heat applications and are bakeable in either a conventional or microwave oven

- Oven and microwave safe CPET makes heating meals fast and easy
- Tested to withstand hot temperatures without cracking or warping
- Crystal clear PET lids work great for retail, delivery and storage

Consumers are thinking

DOES YOUR OPERATION ALIGN?

Environmental and ethical practices are top decision makers for today's consumers, and the numbers continue to rise. These guidelines will help move your operation into sustainability mode.

FOODSERVICE GO-TO GUIDE



TALK TO STAFF²

- Share your vision regarding eco-friendly actions and how it benefits both staff and guests
 - Consumers are choosing restaurants based on their eco-friendly practices
- Empower staff to implement products and appliances to avoid waste
- Teach your crew how to maximize all parts of food products
- Educate team on compost and recycling — bring in a local expert to advise



CHOOSE ECO-FRIENDLY DISPOSABLES²

- Consider replacing disposables with recyclable, renewable and reusable alternatives
- Many products are available made from natural elements:
- Bamboo, sugarcane, PLA or paper
- Avoid waste of paper menus, create a QR code version of your menu



REDUCE WASTE AND DONATE²

- Control inventory and order accurately
- Reduce portion sizes if guests are not finishing meals
- Use portion control tools
- Fortify or flavor stocks and sauces
 - Create items like carrot top pesto
 Use overripe fruits to create baked goods and other desserts
- Conduct a food waste audit
- Identify local organizations to donate leftover food



JOIN A RECYCLING PROGRAM

- Reassess your recyclable packaging and containers; select best fit for you based on local restrictions
- Learn how to recycle and explore recycling programs in your area at https://earth911.com/



green

Consumer Top Priorities

ACTIONS CONSUMERS ARE TAKING TO LEAD A MORE

SUSTAINABLE LIFESTYLE³



RECYCLE OR COMPOST HOUSEHOLD WASTE

75[%]



REDUCE FOOD WASTE

69%



LIMIT THE USE OF SINGLE-USE PLASTIC

64%



CHOOSE BRANDS WITH ENVIRONMENTALLY SUSTAINABLE PRACTICES/VALUES

40%

WHAT DO CONSUMERS CONSIDER

SUSTAINABLE PRODUCTS¹

65%

MADE FROM NATURAL MATERIALS OR RENEWABLE RESOURCES

52%

USES MINIMAL OR RECYCLABLE/COMPOSTABLE/ BIODEGRADABLE PACKAGING

60%

MADE FROM RECYCLED OR REPURPOSED RESOURCES OR MATERIALS

TOP 5 ENVIRONMENTALLY

SUSTAINABLE OR ETHICAL PRACTICES³ ACCORDING TO CONSUMERS:

- 1. Producing sustainable packaging and products
- 2. Reducing waste in manufacturing process
- 3. Committing to ethical working practices
- 4. Reducing carbon footprint
- 5. Respect for human rights



WHAT DO CONSUMERS NEED TO ADAPT A MORE SUSTAINABLE LIFESTYLE'

46%
MORE CLARITY ON

HOW TO DISPOSE/

RECYCLE

38%

CLEARER INFORMATION ON THE SUSTAINABILITY OF PRODUCTS AND SERVICES **37**%

MORE CLARITY ON THE ORIGINS OR SOURCING OF PRODUCTS

36%

INCREASED AVAILABILITY
AND RANGES OF ETHICAL OR
SUSTAINABLE PRODUCTS











THINK STRONG

THINK QUALITY

THINK FRESH

THINK GREEN

For more packaging options, or for more information, visit www.SABERT.com or call 1(800) 722-3781.









- 1 Hubert The Rise of Grab-and-Go in Foodservice November, 2022 2 Intouch Sight Mobile Ordering Trends Fall 2022 3 Cowen and Co. Restaurant Delivery March, 2019 4 Toast Voice of the Restaurant Industry Survey September, 2022 5 FPI enacted legislation tracker 2022

6 - FMI The Food Industry Association - The Power of Foodservice at Retail - 2022