

Restaurant

Startup & Growth

NOVEMBER 2011

Helping Restaurants Profit And Grow

DISTRIBUTOR

Roundtable focuses on foodservice equipment. School foodservice operators are keenly interested in front-of-the-house service equipment and food presentation equipment that appeals to today's young diners, according to a Y-Pulse LLC Dream Kitchen Roundtable Discussion with school foodservice operators. Equipment that is versatile enough for multiple uses and that adds cost efficiency to operations is also in demand.

Above all, these foodservice operators want to deal with manufacturer equipment representatives who deeply understand school foodservice operations, are honest, can answer how the equipment will serve their needs and who will take the time to provide in-depth training and service after the sale.

When it comes to equipping new facilities and those being remodeled, the roundtable participants noted that very few plans get executed exactly as planned and school foodservice directors enjoy working with consultants who are collaborative and work together in reviewing and adjusting design specifications at critical points in the process.

Foodservice operators also said they'd like more help in extending their existing platforms without having to resort to a remodel or wholesale remaking

10 | GOOD RESTAURATEURS ARE ALWAYS LEARNING

the Power of the Brand —
Positively

Page 16

RecipeMapping

Page 36

Restaurant
owner.com

A Startup's
Educational Resource
From Your Local
Distributor