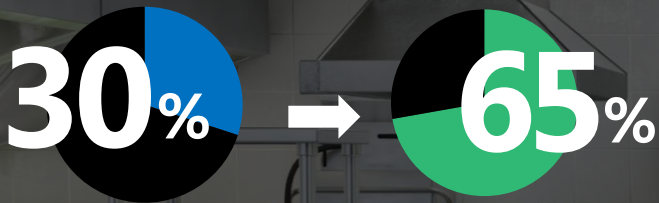


30% of central kitchens control 65% of all operator purchases.



Note: Top 25 U.S. chains are not included in this metric.

The growth of prepared foods has outpaced the foodservice industry by 5 to 1.

5X

Operators are not able to keep up with this demand UNLESS they have a "middleman" to assemble salads, sandwiches and to bake pizza and sweet/savory treats.

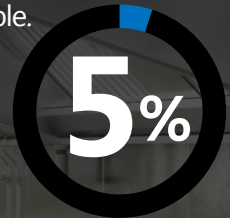
The target food cost for central kitchens is an alarming 15%, maybe 25% on a good day. Waste tolerance is low.

Labor accounts for nearly two thirds (65%) of a central kitchens' cost of sales. **2/3**

Finding an independent central kitchen that serves foodservice operators is like finding a needle in a haystack.

FSIP estimates it takes four hours to research and call foodservice operators to find a SINGLE independent kitchen. Getting the name of the central kitchen? Nearly impossible.

Only 1 in 20 operators (5%) are likely to reveal the name of their foodservice commissary.



Central kitchens are only loyal to brands that can PROVE foods will not be recalled for food safety reasons —

this is a death sentence for central kitchens. TRUST in suppliers is critical to this elusive group.

FSIP'S TAKE



The payoff? Central kitchen/commissary purchases account for **\$12 billion**, which is LARGER than the purchases of five non-commercial segments. This indisputable buying power makes them one of your most promising sales targets.

Source: Foodservice IP's Central Kitchens 2020 report