



2019 ISSUE 01



the **Power** of

••••••

Bears DRAFT

ACKAGED

second best co rock & rye - 10 paloma - 9 gin and tonic_ 9

Vines

When potent ideas, people and inspiration combine, amazing new opportunities for success come alive.

That's the power of X. And it's what this year's Libbey Professional Insights are all about.



High demands and limited resources call for creative solutions.

2 What's Old X MADE NEW

Honoring heritage, while shaking everything up.



Healthy, real food full of flavor. No boring diets here.



How convenience, quality and enriching experiences can coexist.

You can also receive Insights throughout the year at foodservice.libbey.com/insights

IN CONTRASTS

For our **fourth year** of Libbey Professional Insights, we're going beyond helping you prepare for the trends and expectations of 2019. We went broader, bolder and more future-looking to identify the major factors that will influence your business for the next decade – helping simplify today's complex and contrasting web of information.

Today, there are tons of seemingly contradictory trends and guest preferences. But Libbey[®] has looked at how they can play off each other to form powerful, straightforward opportunities for your success.

Throughout the year, we'll be releasing additional Insights issues, exploring the following themes.

New stackable World[®] Porcelana dinnerware lets you take storage vertical to save space.

"Wherever any guest is sitting, their view needs to be **100% Instagram-able.** Everything is organized, stacked and photo-ready."

Nicholas Murray Director of Beverage and Food Renaissance Toledo Downtown Hotel, First Hospitality Group As restaurant footprints shrink, staff is harder to come by, wage pressures increase and the economy poses an ever-changing set of challenges, it's all about making the most of less. Today's and tomorrow's success goes to those who are the most resourceful – who maximize every square foot, employee and morsel for unforgettable experiences that keep guests coming back for more.

Inside this issue, explore how the right tableware can help you seize the most from every opportunity.





PORCELANA DINNERWARE

Steep rim is deep enough to hold sauces and aids grip for servers.



Pleasing soft white color creates a clean aesthetic without looking harsh.

Porcelana SKUs available (7³/4" and 10¹/2" plates), compatible with other stackable Porcelana items (7 SKUs)

2 new stackable



Get more eye-catching use out of your dinnerware collection. New stackable additions to our top-selling World® Porcelana provide a clean, modern aesthetic, while minimizing storage space. Their minimalist style sets an ideal canvas for your creations. And versatile sizes you've asked for help flexibly accommodate everything from full meals to apps and shareables, across multiple day parts.

IN LESS SPACE



MORE



"We maximize the area where we generate revenue, so you'll notice in Second Best the kitchen is smallish, storage is minimal so that we can maximize the square footage in the dining space."

Will Lee, Partner and Beverage Director Second Best, Detroit

5 Gallery SKUs available, rocks to cooler sizing - versatility for any beverage

 $8^{3}/_{4}$ oz. rocks; 12 oz. double old fashioned; 111/₂ and 13³/₄ oz. beverage; 16 oz. cooler



Based on our popular Endeavor™ glassware, with added faceted look, creates a refined retro or modern vibe.

X

Inner ridge allows balanced stackability - withstanding the real way glassware is bussed and stacked. Exclusive DuraTuff® thermal treatment strengthens the upper portion of the glass.

hen time and space is tight, glasses get stacked - whether they're designed to or not. That's why we designed Gallery from Libbey Glassware for consistent, durable stacking – delivering performance with flair. A unique faceted design proves you don't have to sacrifice style for functionality – looking just as good stacked on the bar as they do on their own.



Do Mole X USE LESS

Never underestimate flatware's impact on your presentations - the undeniable impression it leaves with its feel, weight, design and finish. Libbey's finest flatware, Master's Gauge™ 18/10, brings your venue's character to life in new ways, adding refinement that can be seen and felt.

> *ریس!* Silver Forest No. 954

This continually growing collection is crafted to the highest standards for the best experience – feeling more balanced in the hand and polished to perfection on every edge.

> New! Tessellate No. 949

> > new!

Atlantica No. 953



. روسیا Santorini Mirror

No. 947



No. 948

new!

new! Saddlebrook

No. 946

Santorini Satin

MORE



WITH FINE DETAILS

Santa Cruz™ Copper

WITH LESS EFFORT

Create unique interactive experiences for guests, while lightening the workload for your timestrapped staff. Serveware additions to our popular Infinium® Wake[™] premium plastic tableware help you go big and bold with "make your own" bars and "family-style" dining, providing guests new, convenient options.

Like all Infinium products, Infinium Wake delivers the worry-free, replacement-reducing, virtually unbreakable durability of 100% BPA-free Tritan[™] copolyester.

INFINIUM

INFINIUM WAKE Trendy bowl

shapes lend themselves to creating more upscale buffets, available in clear or new trend-forward onyx color.

X

Large and lightweight bowls and platters for banquets/buffets are easier for waitstaff to carry, and bowls nest for easy, compact storage.



62% of consumers say the ability to customize their meal is important. SOURCE: Technomic

10 new Infinium Wake serveware SKUs available, including 3 bowl and 2 platters - each in two color options.

> All Infinium products feature a groove on the bottom that helps standing water drain from washed dishes.

Do Mole X USE LESS



Overve guests wherever they want to go, any time, with durable, universal go-anywhere products.

Infinium[®] Torque premium plastic drinkware from Libbey[®] Glassware and aluminum serveware from World[®] Tableware are versatile MVPs that look great while serving on the porch, rooftop, at the bar, poolside – virtually anywhere – bringing the same upscale experience while getting the most from every corner of your property.

INFINIUM



INFINIUM TORQUE New, modern

"twisted" shape creates a unique, upscale look.

5 Infinium Torque SKUs available, from shot glass to cooler sizes

11/2 oz. shot; 10 and 12 oz. rocks; 12 oz. beverage; 16 oz. cooler



ALUMINUM SERVEWARE Add an unexpected touch of eclectic style to intrigue your guests. These

aluminum sheet

pans and ramekins

are a great way to

serve appetizers and entrées.

Three aluminum

ramekins fit across

the 1/4 sheet pan, so staff can leave

more sauce for

dippable dishes without as many return trips.

X





Outdoor seating can increase revenue by up to 30%. SOURCE: Simons Advisory Group

Special thanks to

Nicholas Murray Renaissance Toledo Downtown Hotel First Hospitality Group

Will Lee, Eric Sanderson, Megan Long Second Best, Detroit

And all of our 2019 Libbey Professional Insights partners



When the long day ends, you remember why you do it.

It's houses full and spirits lifted. Glasses raised and moments shared. A job done right and an experience well-served. Libbey[®] knows how much grit, gusto and ingenuity it takes to transform a vision into success – to set yourself apart and achieve

Big Profits. Rave Reviews. Full Houses.

Like you, we never stop striving to serve the experience to its fullest – supporting you with forward-looking solutions that seize the opportunities of today and tomorrow.

That's the power of





MORE STYLE IN LESS SPACE With chic designs that stack away neatly.

MORE IMPACT WITH FINE DETAILS

Make unforgettable impressions with Libbey's finest flatware.

MORE VERSATILITY WITH LESS EFFORT With do-it-all products that put less demand on your staff.



EXPLORE THE COMPLETE LIBBEY TABLEWARE COLLECTION

A diverse family of Libbey® brands provide versatile options designed to enliven any dining experience. Discover the possibilities at **foodservice.libbey.com**



Printed on paper containing post-consumer waste Please recycle this booklet L-7089 Printed in the USA

