

LIBBEY
PROFESSIONAL
INSIGHTS 2019

ISSUE 03

Keep it Clean X MAKE IT TASTY

The image is a composite of two scenes. On the left, a chef in a kitchen is shown in a warm, orange-toned setting, wearing a large, textured, woven hat and glasses, carefully drizzling a liquid from a small bottle onto a plate of food. On the right, a modern bar area is depicted with a white countertop, several blue velvet bar stools with gold legs, and several gold cylindrical pendant lights hanging from the ceiling. The background features dark wood paneling and geometric light fixtures. A large, dark blue diagonal shape separates the two scenes, with white lines forming a grid pattern over it.

the *Power* of
X

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.



Scott Bowman is owner and chef at Fowl & Fodder in Libbey's hometown, Toledo, Ohio, which focuses on serving healthy, gourmet fare at an approachable price point. He is passionate about improving the food his community

eats, transforming quality organic and local ingredients into a scratch-made menu and a unique fast-casual dining experience.



Gerti Begaj and Kyle Schutte are managing partner and executive chef, respectively, of BESA in Detroit, serving progressive American cuisine in the city's historic Vinton Building. The leadership share a vision of serving exceptional hospitality, as represented by the name – a word from the owners' Albanian descent that means “our guests before ourselves.” This philosophy is represented in BESA's inventive, sophisticated-yet-fun menu, unrivaled service, and commitment to humane and quality ingredients.



SCOTT BOWMAN
Fowl & Fodder
CHEF AND OWNER

“

THE WAY YOU MAKE
SOMETHING TASTE GOOD,
DON'T MESS WITH IT
TOO MUCH. START WITH
REALLY HIGH-QUALITY
INGREDIENTS THAT BRING
OUT THE FLAVORS THAT
ARE ALREADY THERE.”



KEEP IT *Clean* X MAKE IT *Tasty*



An aesthetically and tactilely intriguing faceted surface gives Syracuse® Status dinnerware a modern sophisticated vibe, ideal for showcasing authentic food and quality ingredients with a high-end look. (See more on page 9)

The new definition of “health food” is real food – quality, unprocessed, ethically sourced ingredients that still taste amazing. And today, guests are more attuned than ever to what their diet puts in their bodies – plus how those choices affect much more than themselves.

Operators who share and support their guests’ will be rewarded with repeat business and raving customers.

Inside this issue, explore how the right tableware can highlight every bit of your food and drinks’ goodness – putting it center stage in fresh, exciting ways.



Partially faceted options beautifully frame your dishes.

REAL, FLAVORFUL
INGREDIENTS THAT

Shine

Guests crave wholesome ingredients that are better for them and the environment while being amazingly flavorful and fresh. Let your thoughtfully sourced ingredients stand out on welcoming white dinnerware. New Zipline and Status additions introduce bold, contemporary options.

Both of these new additions are part of Libbey's already diverse range of Syracuse® dinnerware in premium Royal Rideau™ body color - roughly 200 SKUs featuring this inviting shade that is bright without being stark.

Syracuse®
CHINA



STATUS
Distinctive, tactile faceted surface introduces a bold, sophisticated look to white dinnerware.



Wide assortment of modern and traditional shapes provide a rich variety of presentation options.

18 SKUs in diverse shapes, including standard and deep coupes, and a range of square, rectangular and circular shapes.

"It's important to me that the plate be a canvas. I want the guest to see it and say, 'This person has intention, this was plated with intention. It must be cooked with intention. It must be sourced with intention.'"

Kyle Schutte, Executive Chef
BESA, Detroit

ZIPLINE
Zipper-like texture puts a bold spin on traditional white dinnerware.



Modern coupe shapes and unique asymmetrical design draw the eye into the entrée.

13 SKUs



Shine

SERVE THE
FRESHEST EXPERIENCE

Your clean eating deserves equally clean dinnerware. Serving your healthier ingredients on Libbey® dinnerware with exclusive Microban® technology supports a 99.9% cleaner surface. This powerful protective technology is featured on versatile Constellation™ dinnerware.

Constellation's vast offering of more than 100 SKUs spans three distinctive designs and Universal Accessories that all work together seamlessly, providing the flexibility to serve up new fresh and trend-forward experiences.



WITH MICROBAN® TECHNOLOGY



"We love bright whites because they give everything on the plate a pop of color. A nice clean plate can showcase and highlight the dish on it."

Scott Bowman, Chef and Owner
Fowl & Fodder, Toledo



CONSTELLATION
RIGEL

Banded and solid-white options seamlessly mix and match – creating versatile combinations that punctuate special dishes with a splash of color.

X

Made with Libbey's brightest-ever porcelain body color, Lunar White™

53 SKUs, including solid white and two banded color options (apple butter and steel blue).

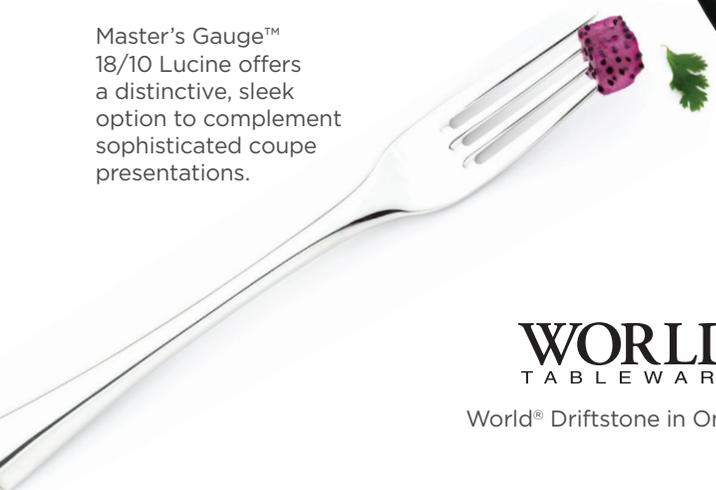
COUPES SET THE Stage

FOR HEALTHY ALTERNATIVES

Guests' growing desires for refined yet relaxed dining experiences continues to encourage more polished casual environments.

With this shift comes a bigger, bolder opportunity for the coupe, in all its forms. Coupe plate's minimalist aesthetic delivers a blank canvas that naturally draws the eye to the food, making sure the entrée - and its rich, wholesome ingredients - are the star.

Master's Gauge™ 18/10 Lucine offers a distinctive, sleek option to complement sophisticated coupe presentations.



WORLD
TABLEWARE

World® Driftstone in Onyx



Coupe glasses used in creative new ways to serve up fresh options in stunning form, such as this vibrant dragon fruit salsa in the Retro Cocktails coupe glass.



MANY USES

Libbey's range of coupe plates are ideal for artfully presented and sauced entrees, soups, pastas, sharing plates and more. Serve your ingredients in any form you desire.



ENDLESS STYLES

Our range of patterns provides a full spectrum of aesthetics to suit your venue's unique vibe, putting your creations on a stage you can call your own.

Syracuse
CHINA

Syracuse® Reflections™ in Aluma White™





ALL THE
Taste
 WITHOUT
 THE BOOZE

H₂O, 2.0: NEW FLAVOR FOR THE ORIGINAL HEALTH DRINK

More guests are choosing healthier teas over soda, helping make teas the highest margin beverage in a restaurant outside of alcohol. But the story - and profit opportunity - doesn't end there. Answer guests' desire for a better, tastier option in other ways, such as organic smoothies or activated charcoal lemonade.

You can even elevate your water service by infusing a lively variety of herbs, spices, fruits and vegetables. Libbey's extensive beverageware selection helps you give new invigorating form to life's most essential drink, with premium, eye-catching presentations that definitely warrant a water service price above free.

NEWTON
 Unique, on-trend design creates a sturdy yet chic modern aesthetic for serving these on-trend, healthy options.

X
 Straight sides with an indented contour around the middle and narrower bottom section supports a more comfortable grip and consistent, attractive stacking - ideal when space is at a premium.

5 NEW SKUs, including rocks; double old fashioned; beverage; cooler

SWERVE HYDRATION BOTTLE
 Slender design and sweeping curves add a unique modern aesthetic.

X
 Ideal for versatile use as a carafe for serving infused waters, iced teas and more.



GOVERNOR CLINTON® glass



Taking a cue from culinary trends, today's non-alcoholic and low-ABV options are showcasing freshness, clever flavor combinations and originality – proving they can still be exceptionally complex and intriguing. Guests are even enjoying low-alcohol seltzers, another healthier, lower calorie choice that still has some kick.

Without high-proof spirits dominating the drink, there's more room to experiment and build nuanced flavor profiles. Consider incorporating house-made syrups and tonics, fermented ingredients and non-alcoholic spirits.



LEFT TO RIGHT: Infinium® premium plastic mixing glass, shot glass in Libbey's classic Hobstar design and Master's Reserve® Symmetry rocks glass



TOP TO BOTTOM/ LEFT TO RIGHT: Newton, Misc Tumbler, Gibraltar®, Winchester, Hobstar, Flashback, Series V, Gallery, Perception®

A TUMBLER FOR EVERY DRINK, STYLE AND SETTING

Libbey's expansive selection of tumblers are an ideal way to showcase these healthy, colorful beverage alternatives.

MATCH ANY VIBE – A range of designs, profiles and even distinctive textures on the bottom make a statement from drink prep to the last sip.

SERVE ANYTHING – No matter the drink or portion, you'll find the right shapes and sizes to accommodate them.

ENJOY ANYWHERE – Versatile glass and go-anywhere materials allow you to serve the best experience to every seat, inside and outside.



Putting guests first.
Thoughtfully sourcing ingredients.
Serving with intention.
Broadening horizons.

And making it all taste amazing.

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

You X LIBBEY®



ISSUE 01 *Do More* X USE LESS

ISSUE 02 *What's Old* X MADE NEW

ISSUE 03 *Keep it Clean* X MAKE IT TASTY

ISSUE 04 *Slow it Down* X MAKE IT FAST



**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



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