

Portion Control vs. Portioned Bulk Condiments

Diamond Crystal Brands understands you have a lot of questions on how to execute your Foodservice Program this fall.

- What will your menu look like upon return?
- How do you ensure your menus are USDA compliant in all service options?
- Will you feed in the classroom? Grab & Go?
- Will my food cost increase dramatically with the “new normal”?
- How do you ensure your staff and students are safe?
- How do you plan a creative menu within your district reopening model that will provide variety, flavor, excitement?

Diamond Crystal Brands can help!! As a leader in portion control condiments, we offer flavors uniquely created to enhance your meals, meet or exceed USDA nutritional requirements and minimize food cost increases.



Diamond Crystal Brands is uniquely positioned to assist with Value, Safety, Nutrition, Sanitation, Waste, Flavor, Variety & Excitement.

PROS & CONS

Portion Control VS. Portioned Bulk Condiments

Portion Control Products

- Food Safety – Minimal risk of surface, airborne, human contamination
- Nutrition – Perfectly portioned for accurate nutritional analysis
- Food Cost – Smaller serving sizes than bulk portioned products, improving overall food cost and reducing waste by students
- Labor Cost – No additional labor required
- Sanitation – No spills or additional cleaning of kitchen utensils required
- Waste – 100% product usage
- Consumption of Meals – Unique flavors allow for student personalization of meals
- Flavor, Variety, Excitement – Ability to offer a variety of flavors without additional staffing costs

Portioned Bulk Products

- Food Safety – Risk of surface, airborne, human contamination
- Nutrition – Inability to accurately control portion amounts with scoops or pour volume
- Food Cost – Over-portioning of bulk, increasing overall food cost and increasing waste by students
- Labor Costs – Requires dedicated staff to portion bulk condiments, removing them from assisting in meal production
- Sanitation – Higher risk of spills by students plus additional cleaning of portioning supplies (scoops, scrapers, sheet pans)
- Waste – Portioned bulk condiments result in a 5% to 7% loss of product – requires staff to scrape containers to maximize product usage

Addressing Common Misconceptions

Portion Control
VS.
Portioned Bulk Condiments

Misconception: It is less expensive to have staff portion bulk condiments into single serve containers for students.

Answer: It is often *more* expensive to portion bulk condiments into single serve containers than purchasing portion control products. Districts must calculate all the costs incurred for portioning bulk products.

- Cost of Single Use Portion Cup
- Cost of Single Use Lid
- Cost of Product
- Labor Cost
- Waste

Misconception: USDA Commodity bulk products such as Ketchup & BBQ sauce are less expensive to portion from bulk into single serve containers.

Answer: The USDA commodity credit for items such as Ketchup & BBQ sauce only equates to \$0.002 per 1 ounce serving.

The examples to follow detail all incurred costs of portioning bulk products vs. purchasing ready to use portion control items.

Cost Analysis – Bulk Ketchup vs. PC

Portioned Bulk Ketchup

Cost Per Serving includes:

Cup	\$0.015
Lid	\$0.01
Product	\$0.025 per ounce
Labor	\$0.04 per ounce
Waste	\$0.01 per ounce

Total Cost per ounce \$0.10

**USDA Commodity Ketchup Bulk portioned into cups is \$0.002 per ounce savings from above analysis.*

**Packaging costs based on 1z plastic souffle cup & lid.*



Portion Control Ketchup

Cost Per Serving:

Diamond Crystal Brands Flavor Fresh Better for You Ketchup Pouch (9 g)



Item #70811

\$0.025

**Cost to provide 2 9g portions to student (3/4 oz) is \$0.05 vs. \$0.10 per ounce portioned bulk.*

Diamond Crystal Brands Flavor Fresh Better for You Ketchup Dip Cup (1 oz)



Item #70825

\$0.09

Cost Analysis – Bulk Mustard vs. PC

Portioned Bulk Mustard

Cost Per Serving includes:

Cup	\$0.015
Lid	\$0.01
Product	\$0.027 per ounce
Labor	\$0.04 per ounce
Waste	\$0.01 per ounce

Total Cost per ounce \$0.102

**Packaging costs based on 1z plastic souffle cup & lid.*



Portion Control Mustard

Cost Per Serving:

Diamond Crystal Brands Flavor Fresh Better for You Mustard Pouch (5.5 g)

Item #70823
\$0.025



Diamond Crystal Brands Flavor Fresh Mustard Pouch (4.5 g)

Item #72011
\$0.02



Cost Analysis – Mayonnaise vs. PC

Portioned Bulk Mayo

Cost Per Serving includes:

Cup	\$0.015
Lid	\$0.01
Product	\$0.06 per ounce
Labor	\$0.04 per ounce
Waste	\$0.015 per ounce

Total Cost per ounce \$0.14

**Packaging costs based on 1z plastic souffle cup & lid.*



Portion Control Mayo

Cost Per Serving:

Diamond Crystal Brands Flavor Fresh Better for You
Mayonnaise Pouch (12 g)

Item #78011

\$0.05



Diamond Crystal Brands Flavor Fresh
Mayonnaise Pouch (9 g)

Item #78030

\$0.04



Cost Analysis – BBQ Sauce vs. PC

Portioned Bulk BBQ Sauce

Cost Per Serving includes:

Cup	\$0.015
Lid	\$0.01
Product	\$0.06 per ounce
Labor	\$0.04 per ounce
Waste	\$0.01 per ounce

Total Cost per ounce \$0.135

**USDA Commodity BBQ Bulk portioned into cups is \$0.002 per ounce savings from above analysis*

**Packaging costs based on 1z plastic souffle cup & lid.*



Portion Control BBQ Sauce

Cost Per Serving:

Diamond Crystal Brands Flavor Fresh Better for You BBQ Pouch (12 g)



Item #76009
\$0.042

Diamond Crystal Brands Flavor Fresh Better for You BBQ Dip Cup (1 oz)



Item #70809
\$0.096

Cost Analysis – Ranch Dressing vs. PC

Portioned Bulk Ranch Dressing

Cost Per Serving includes:

Cup	\$0.015
Lid	\$0.01
Product	\$0.06 per ounce
Labor	\$0.04 per ounce
Waste	\$0.01 per ounce

Total Cost per ounce \$0.135

**Packaging costs based on 1z plastic souffle cup ^ lid.*



Portion Control Ranch Dressing

Cost Per Serving:

Diamond Crystal Brands Flavor Fresh Better for You Ranch Dressing Pouch (12 g)



Item #73014
\$0.046

Diamond Crystal Brands Flavor Fresh Better for You Ranch Dressing Dip Cup (1 oz)



Item #70808
\$0.11

Diamond Crystal Brands Can Help

As a leading manufacturer of portion control products, Diamond Crystal Brands offers 19 different flavors from packets to dip cups. Each flavor is uniquely created to enhance the School Nutrition Program while meeting the USDA requirements. Meal consumption will increase, staff will be complimented and students will benefit.

Dip Cups – Diamond Crystal Brands leads the market in unique dipping flavors. Our Better for You Dip Cups are Reduced Calorie, Low or Fat Free and Low Sodium. Also, these items are TFF, Gluten Free and contain no HFCS. While these nutritional claims are often synonymous with no flavor, our products certainly break this perception. From our *NEW* Chick’n Dippin’ to Dynamite Sauce, we definitely offer a product your students will love.

Dressings – Diamond Crystal Brands offers a large variety of salad dressing flavors in both pouches and dip cups in our Better for You product category. From the tried and true favorites Ranch, Italian, French, Balsamic Vinaigrette and 1000 Island to the spiced up Buffalo Ranch and Jalapeno Ranch, you can ensure that your student’s individual tastes are satisfied.

Standards Ketchup, Mayo, Mustard – Diamond Crystal Brands offers a variety of nutritional benefits and case packs to meet the needs of any district foodservice program.

This is certainly an unprecedented time in history. We applaud all you have done to continue feeding students. Your extraordinary ability to completely redesign your foodservice model, virtually overnight, speaks volumes on your commitment to the children you serve. Diamond Crystal Brands is honored to partner with true heroes and look forward to this continued partnership. Reach out to me with any questions. We are ready to provide samples, nutritional data, menu suggestions, and more to keep your district foodservice program #1.

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