Goals of Purchasing Process

Purchasers desire to obtain:
- The right product
- At the right time
- In the right quantity
- From the right suppliers
- At the right price

Food Quality Standards
- Standards for food quality are set to serve a particular market
  - Determined by the owner and chef/cook
    - Some operators serve fresh fish only, never frozen
    - Some restaurants use only fresh vegetables

Buying by Specification
- Each operation needs a quality of food that fits its market
  - Quality needed varies with the market and the food item being produced
    - Canned vegetables used in a made-up dish need not be of fancy grade
    - Meat for grinding into hamburger may well come from U.S. good, or even lower-graded meat, and still be satisfactory

Mechanics of Ordering
- Best way to place orders
  - Options vary:
    - Calling for competitive prices
    - Dealing with only one or two trusted suppliers
    - Shopping in supermarkets
  - Standing order:
    - Predetermined order that is filled regularly
- Formal Purchase order:
  - Purchase order form
    - Two or three copies

Types of Purchasing
- Buying from a full-line purveyor:
  - Carries a large line of supplies
  - Offers more one-stop shopping
  - Saves time and simplifies billing
- Co-op Buying:
  - Supplies products at cost, plus enough of a mark up to cover the cooperative’s cost
  - Is non profit
  - Is of lower cost than profit purveyors

Beware
- Avoid aligning yourself with a supplier, who, in turn, has suppliers who are not certified by quality inspectors
- A visit to any small food processor soliciting your trade may pay for itself

Buying Meat
- Principal factors in meat buying are:
  - Cut of the meat: what part of the animal
  - USDA grade: fat content, tenderness, and cost
  - Style: carcass, wholesale cut, or ready-to-serve portion

Purchasing Meat
- Beef, veal, pork, and lamb are frequently used on menus
  - Save money by using lower meat grade when moist heat cooking method is used
  - Beef can be purchased as a side of beef
  - Many use selected cuts of meat
  - Meat buyers use the Institutional Meat Purchase Specifications (IMPS) and the Meat Buyer’s Guide published by the North American Meat Processors Association (NAMP)

Government inspection and grades of meat
- Inspection has been mandatory since 1907
- Inspection falls under the USDA Food Safety and Inspection Service (FSIS)
- Quality grades: prime, choice, select, standard, and commercial

Buying and Receiving Meat
- Steps:
  - Get a copy of the Meat Buyer’s Guide
  - Determine exactly what meat the restaurant needs
  - Request bids for purchase specifications
  - Receiver should check the temperature of the meat
  - Look for weight, count, and sizes

Buying Fresh Fruits and Vegetables
- Guidelines:
USDA Beef Quality Grades

- Prime
- Choice
- Select
- Standard
- Commercial
- Utility
- Cutter
- Canner

Selection Factors for Fresh Fish

- No USDA grading program exists
- Eyes should be bright and clean
- No darkening around edges of fish or brown / yellowish discoloration
- No ‘fishy’ or ammonia smells

Young Poultry Products

Young Poultry consists of:
- Chicken - Young chicken, Rock Cornish game hen, broiler, fryer, roaster or capon
- Turkey - Young turkey, fryer-roaster, young hen or young tom
- Duck - Duckling, young duckling, broiler duckling, fryer duckling or roaster duckling
- Goose and guinea - Young goose or guinea
- Pigeon - Squab

Mature Poultry Products

Mature poultry consists of:
- Chicken - Mature chicken, hen, broiler, fowl, baking chicken or stewing chicken
- Turkey - Mature turkey, yearling turkey, or old turkey
- Duck, Goose and Guinea - Mature or old duck, goose or guinea
- Pigeon - Pigeon

USDA Required Safe Handling Instructions for Meat

Safe Handling Instructions

This product was inspected for your safety. Some animal products may contain bacteria that could cause illness if the product is mishandled or cooked improperly. For your protection, follow these safe handling instructions.

- Keep refrigerated or frozen. Store in refrigerator or microwave.
- Keep raw meats and poultry separate from other foods. Wash cutting boards, hands, and utensils after touching raw foods. Rinse thoroughly.
- Refrigerate leftovers within 2 hours.

Suggested Storage Times for Raw Meats

<table>
<thead>
<tr>
<th>Product</th>
<th>Frozen (°F; °C)</th>
<th>Refrigerate (°F; °C)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beef, roast and chops</td>
<td>0-11 (-18 to -24)</td>
<td>35-45 (1.5° - 7.5°)</td>
</tr>
<tr>
<td>Lamb, roast and chops</td>
<td>0-6 (-18 to -2)</td>
<td>35-45 (1.5° - 7.5°)</td>
</tr>
<tr>
<td>Pork, roast and chops</td>
<td>0-4 (-18 to -15)</td>
<td>35-45 (1.5° - 7.5°)</td>
</tr>
<tr>
<td>Beef and lamb, ground</td>
<td>1-4 (-17 to -20)</td>
<td>1-3 (1.5° - 1°)</td>
</tr>
<tr>
<td>Pork, sausage</td>
<td>1-2 (-17 to -24)</td>
<td>2-3 (1° - 1.5°)</td>
</tr>
<tr>
<td>Fish</td>
<td>0-4 (-18 to -15)</td>
<td>35-45 (1.5° - 7.5°)</td>
</tr>
<tr>
<td>Poultry</td>
<td>0-6 (-18 to -2)</td>
<td>35-45 (1.5° - 7.5°)</td>
</tr>
</tbody>
</table>

Source: United States Department of Agriculture

Proper Cooking Processes for Meat

- Broiling / Grilling
- Roasting
- Frying ( sauteing )
- Braising
- Stewing

Meat-Cooking Temperature Chart

<table>
<thead>
<tr>
<th>Meat</th>
<th>Fahrenheit</th>
<th>Celsius</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rare</td>
<td>120° - 125°</td>
<td>45° - 50°</td>
</tr>
<tr>
<td>Medium-Rare</td>
<td>130° - 135°</td>
<td>55° - 60°</td>
</tr>
</tbody>
</table>
Common Denominators

- Some common factors:
  - Human needs met by the restaurant
  - Menu prices and cost per seat
  - Degree of service offered
  - Space provided for each customer
  - Rate of seat turnover
  - Advertising and promotions expenditures
  - Productivity per employee
  - Labour and food costs

Utility versus Pleasure

- Include:
  - What is the purpose of a particular restaurant
  - Pleasure dining increases as service, atmosphere, and quality of food increases
  - Pleasure increases as menu price increases

Degree of Service Offered

- Restaurant service varies from none at all to a maximum in a high style luxury restaurant

Time of Eating and Seat Turnover

- The seat turnover and speed of eating correlate with the restaurant classification but not perfectly
- Turnover is also highly correlated with the efficiency of the operation

Square Food Requirements

- Amount of space per customer needed by each type of restaurant

Menu Price and Cost per Seat

- Menu pricing correlates highly with the
  - Degree of service offered
  - The time of eating
  - The labour cost
  - The amount of space offered the customer
  - Cost of the restaurant itself

Correct Number of Seats

- Theoretically, a given location will support a given number of seats with a particular concept
  - Surveys show that 40~50% of all table service customers arrive in pairs; 30% come alone or in parties of three, and 20% in groups of four or more
  - It is better to build too small than too large

Advertising and Promotion Expenditures

- Expenditures may vary according to the type of restaurant
- The total number of parking spaces including their length/width
- Parking lot access to public thoroughfares adjoining a parking lot
- The number, location and size of handicap parking spaces
- The amount of landscaped areas on the restaurant’s lot
- Restaurant signage (square feet relative to the building’s exterior) and its location
- Location of emergency building exits
- Number of handicap accessible entrance doors
- Fire department access points
- Specifications for areas where trash and garbage are contained until removal

Components in Receiving and Storing Areas
- Walk-in freezer
- Walk-in refrigerator
- Office with windows to enable office users to observe receiving and work preparation areas
- Dry storage area
- Employee locker rooms
- Space for mobile racks, a receiving scale and a can (cart) washing area

Steps in Restaurant Layout Planning

1. Consider (Define) Functional Areas
2. Design Specific Work Stations
3. Integrate Work Stations into Functional Areas
4. Modify Functional Areas
5. Make Final Layout Decisions

Functional Areas For Hilotown Restaurant
- Small storage areas
- Kitchen with maximum flexibility to prepare ‘from scratch’ and convenience foods
- License to sell alcoholic beverages (bar is needed)
- Ala carte dining area
- Banquet area

- [Diagram of kitchen layout]

(a) Kitchen, Food Preparation
- Primary Activities: To prepare meat, poultry, and seafood entrees.
- Frozen, Refrigerated and Dry Storage Areas
- Locked

(b) Kitchen, Food Preparation
- Primary Activities: To prepare meat, poultry, and seafood entrees.
- Note: A sink may be needed (seafood preparation) as well as a meat slicer. Under-counter shelving for pan storage.

(c) Kitchen, Multi-Purpose Table
- Primary Activity: A mobile table can be used for miscellaneous preparation activities and for banquet plate assembly.
- Note: A drawer and under-counter shelving provide storage for small dishes and utensils.