

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 purveyor

Beware

- Avoid aligning yourself with a supplier, who in turn, has suppliers who are not certified by quality inspectors
- A visit to a 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 discolouration
- No 'fishy' or ammonia smells

Young Poultry Products

Young Poultry consists of:

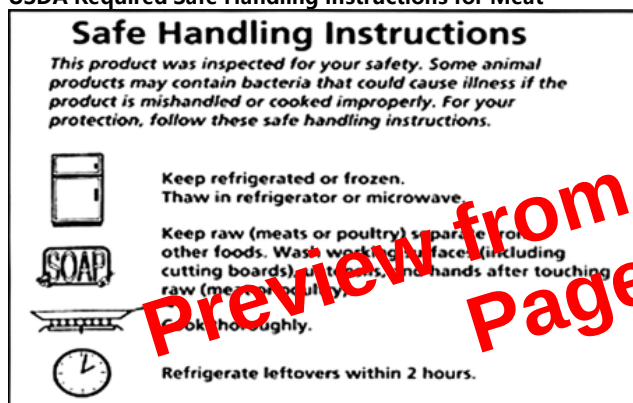
- **Chicken** - Young chicken, Rock Cornish game hen, broiler, fryer, roaster or capon
- **Turkey** - Young turkey, fryer-roaster, young hen or young tom
- **Duck** - Duckling, young duckling, broiler duckling, fryer duckling or roaster duckling
- **Goose and guinea** - Young goose or guinea
- **Pigeon**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



Suggested Storage Times for Raw Meats

Product	Freezer (0°F; 17.8°C)	Refrigerator (40°F; 4.4°C)
Beef, roasts and steaks	6-12 months	3-5 days
Lamb, roasts and chops	6-9 months	3-5 days
Pork, roasts and chops	4-6 months	3-5 days
Beef and lamb, ground	3-4 months	1-2 days
Pork, sausage	1-2 months	1-2 days
Fish	4-6 months	1-2 days
Poultry	4-6 Months	1-2 days

Source: United States Department of Agriculture

Proper Cooking Processes for Meat

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

Meat-Cooking Temperature Chart

Meat	Fahrenheit	Celsius
Beef:		
Rare	120° - 125°	45° - 50°
Medium-Rare	130° - 135°	55° - 60°

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

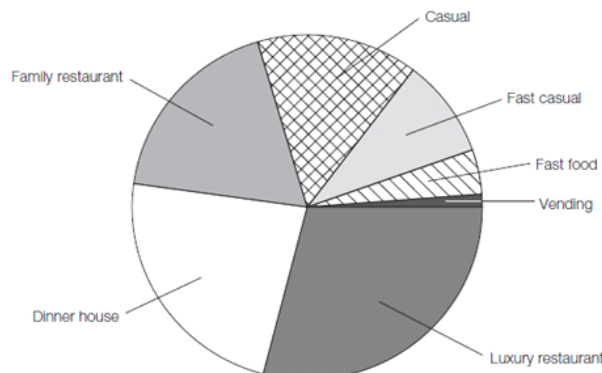


FIGURE 3.3 Different kinds of restaurants require different levels of service.

© John Wiley & Sons, Inc.

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 Foot Requirements

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

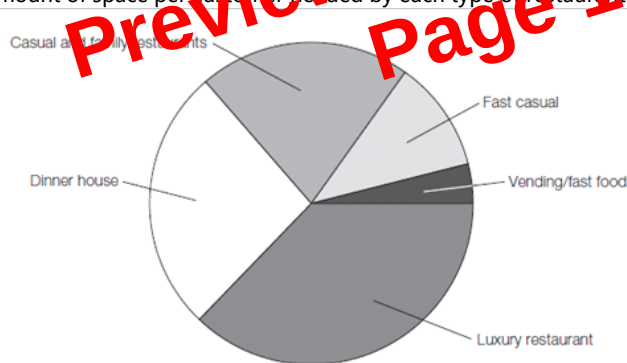


FIGURE 3.5 Different kinds of restaurants have different space-per-guest requirements.

© John Wiley & Sons, Inc.

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

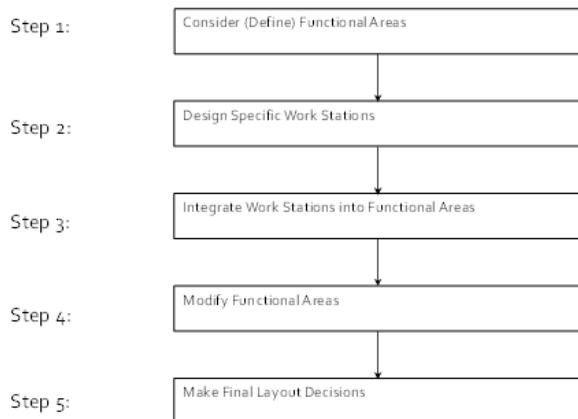
- Expenditures may vary according to the type of restaurant

- 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

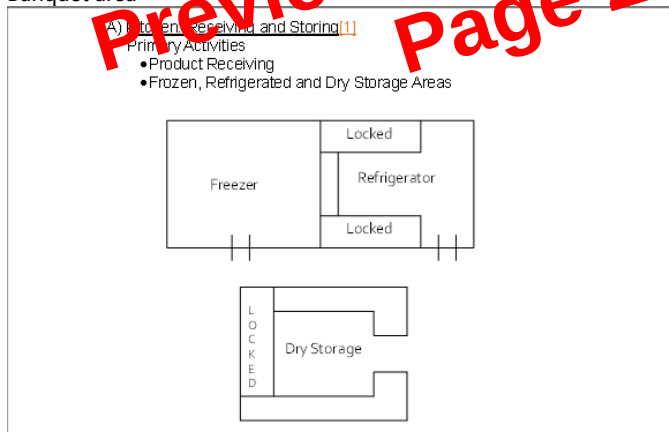
- Walk-in freezer
- Walk-in refrigerator
- Office with windows to enable office users to observe receiving and work preparation areas
- Dry storage area
- Employee locker rooms
- Space for mobile racks, a receiving scale and a can (cart) washing area

Steps in Restaurant Layout Planning



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



(B) Kitchen: Entrée Preparation

Primary Activity: To pre-prepare meat, poultry and seafood entrées.



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 utensils and pots/pans.