



LIBBEY
PROFESSIONAL
INSIGHTS

2019 ISSUE 01

Do More X USE LESS



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.



Thriving

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.

THIS ISSUE

01

Do More X USE LESS

High demands and limited resources call for creative solutions.

ISSUE 02

What's Old X MADE NEW

Honoring heritage, while shaking everything up.

ISSUE 03

Keep it Clean X MAKE IT TASTY

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

ISSUE 04

Slow it Down X MAKE IT FAST

How convenience, quality and enriching experiences can coexist.

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



Do More

X USE LESS



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.



MORE

Style

IN LESS SPACE

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.

WORLD®
TABLEWARE



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.



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



Style

When 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.



“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

8¾ oz. rocks;
12 oz. double old fashioned;
11½ and 13¾ oz. beverage;
16 oz. cooler

GALLERY GLASSWARE

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.



MORE

Impact

WITH FINE DETAILS

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.

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.

Santa Cruz™
Copper
No. 939

new!
Tessellate
No. 949

new!
Santorini Satin
No. 946

new!
Atlantica
No. 953

new!
Saddlebrook
No. 948

new!
Silver Forest
No. 954

new!
Santorini Mirror
No. 947

7 *new* Master's Gauge patterns available, for 18 total and more on the way.

Master's
GAUGE™
COLLECTION

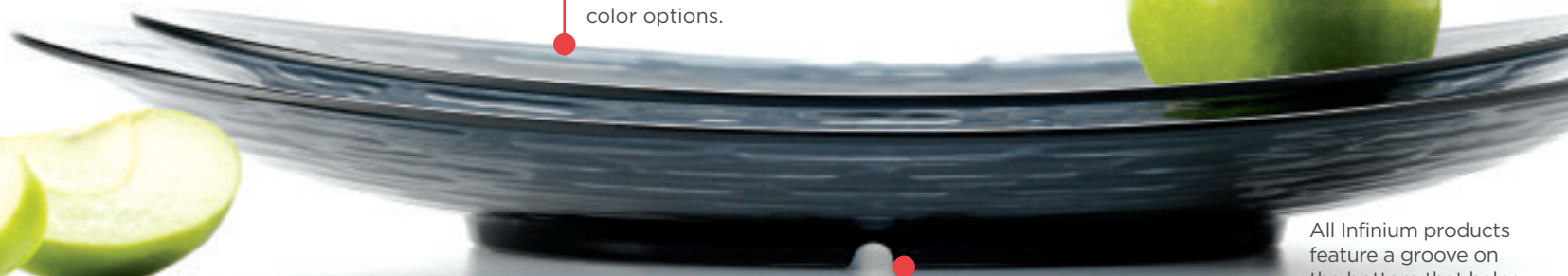


MORE
Versatility
WITH LESS EFFORT

Create unique interactive experiences for guests, while lightening the workload for your time-strapped 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®



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.

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

Versatility

Serve 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

1½ 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.

X

Three aluminum ramekins fit across the 1/4 sheet pan, so staff can leave more sauce for dippable dishes without as many return trips.



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

You X LIBBEY®



Do More x USE LESS

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



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