



LIBBEY PROFESSIONAL INSIGHTS 2019

ISSUE OF Clean X MAKE IT TASTY

When potent ideas, people and inspiration combine, amazing new opportunities for success come alive.

the Power of

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.** 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.

CHEF AND OWNER

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

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)

KEEP IT

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.

MAKEIT

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.

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Keep it Clean X MAKE IT TASTY



Partially faceted options beautifully frame your dishes.

INGREDIENTS THAT

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.





"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.

X

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

13 SKUs

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STATUS

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

X

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.



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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.



"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 solidwhite 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).

Keep it Clean X MAKE IT TASTY

LIBBEY PROFESSIONAL INSIGHTS - 2019 ISSUE 03

COUPES SET THE

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.

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.

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.

X

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® Reflections™ in Aluma White™

ALL THE

WITHOUT THE BOOZE

H₂0, 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





(





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



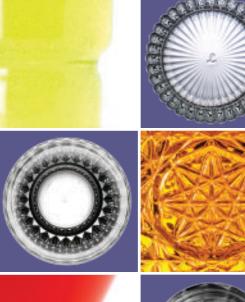
Taking a cue from culinary trends, today's non-alcoholic and low-ABV options are showcasing freshness, clever flavor combinations and originality proving they can still be exceptionally complex and intriguing. Guests are even enjoying low-alcohol seltzers, another healthier, lower calorie choice that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

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

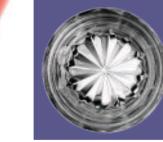


LEFT TO RIGHT:

Infinium[®] premium plastic mixing glass, shot glass in Libbey's classic Hobstar design and Master's Reserve[®] Symmetry rocks glass









ТОР ТО ВОТТОМ/ 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

YOUXLIBBEY.



ISSUE ©1 *Do Mohe* x use less ISSUE ©2 *What's Old* x made new ISSUE ©3 *Keep it Clean* x make it tasty ISSUE ©4 *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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