



**Gourmet Coffee  
Foodservice  
Solutions**



## **Optimize Gourmet Coffee Foodservice Operations**

- **Increase brand recognition** – custom print cups for maximum market exposure
- **Create new and exciting menu items** – wide range of packaging options based on your needs
- **Grow sales** – go beyond beverages by offering grab 'n' go offerings to increase impulse sales
- **Sustainable, green solutions** – insight & solutions to deliver on your environmental commitment



**DELIVERS**

**Gourmet Coffee  
Foodservice Solutions**



Order/Pick-Up  
Counter



For additional information,  
contact your Dart representative  
or call 1-800-248-5960

[www.dartcontainer.com](http://www.dartcontainer.com)

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# Streamline & Control Inventory

Use packaging across multiple venues



Bakery Case



Grab 'n' Go



# GO BEYOND Traditional Coffee



On any given day, **more than one half of the American population drinks tea.**

“For the first time in the NCDT’s 67-year history, more than half (59%) of coffee cups consumed daily are now classified as gourmet, versus 46% in 2012.”

“Thirty-nine percent of younger consumers drink gourmet coffee – suggesting new opportunities for coffee companies.”

Tea Association of the U.S.A. Inc. (2017).  
Tea Fact Sheet – 2016-2017.

National Coffee Association USA (2017).  
Infographic: National Coffee Drinking Trends 2017.

National Coffee Association USA (2017).  
Infographic: National Coffee Drinking Trends 2017.



## Solo® Paper Hot Cups

- + Leak-resistant lid fit
- + Use with the Optima® reclosable lid
- + Made with 90% plant-based renewable resources



## Duo Shield® Insulated Paper Hot Cups

- + Air pocket insulation to keep beverages hot and hands comfortable
- + No need for sleeves or double cupping



## Fusion® Cups

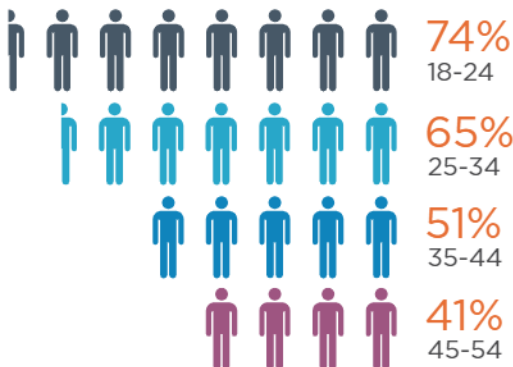
- + Superior graphics create an upscale image
- + Thermo thin core maintains proper beverage temperature



# GROWTH IN Healthy Options

## Consumers Purchasing Smoothies

(Within Age Bracket)



The daily snacking trend has risen 83% among consumers. Over half of those snack choices are driven by health and wellness goals. This explains the 10% growth in yogurt snacking purchases and the popularity among all age groups to choose a smoothie when on-the-go.

The Fare Conference (2015). Foodservice Handbook. The Business of Food.

The French's Food Company LLC (2016). Snacking in America.

The National Association of College & University Food Services (2017). Campus Dining Today.



### ClearPac® SafeSeal™ Containers

- + Exceptional clarity for maximum merchandising
- + Tamper-evident and tamper-resistant design features to ensure product safety



### Cup Inserts

- + Clean Lift™ post/divider allows for easy removal



### Bare® by Solo® Eco-Forward® RPET Deli Containers

- + Made from a minimum of 20% post-consumer recycled-content material



# GROWTH IN Iced Beverages



“Market penetration for cold brew rose to 21% in 2017 among those drinking coffee daily in the U.S., up from 15% in 2015, according to NCAUSA.”

Thirty-seven percent of US consumers are interested in cold brew because they enjoy trying new styles of coffee preparation.

Iced tea’s growth has been well above the soft drinks average over the past five years and is expected to continue this momentum, exceeding 45 billion liters by 2021.”

National Coffee Association USA (2017). Can Cold Brew Perk Up the Coffee Market?

Mintel (2015). US Cold Brew Coffee Sales Grow 115% From 2014-2015.

Nutraceuticals World (2017). Iced Tea Market to Grow 22% by 2021.



## Conex ClearPro® Cups

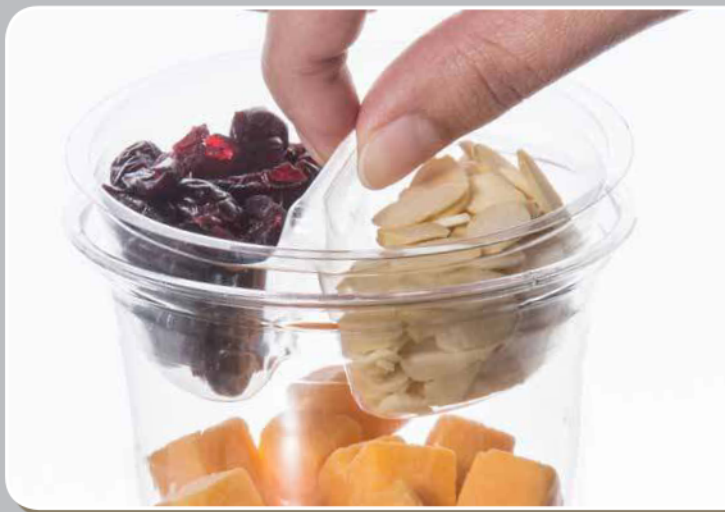
- + Made from #5 polypropylene
- + Custom printable

## Solo® UltraClear™ PET Cold Cups

- + Exceptional product visibility
- + Multiple lid options



# CAFÉ Grab 'n' Go



More than half of shoppers (54%) agree it's important to see a product through its packaging.

Sixty-five percent of millennials value the ability to grab 'n' go.

“Sixty-nine percent of those surveyed about their most recent visit to a coffee concept reported getting their coffee and snacks to go, while 30% dined in”

Mintel (2014). Food Packaging Trends. *US-July 2014*.

The National Association of College & University Food Services (2017). *Campus Dining Today*.

Food Management (2017). *What does today's consumer expect from a coffee concept?*



## ClearSeal® Clear Plastic Hinged Lid Containers

+ Perimeter seal completely seals trays for maximum freshness

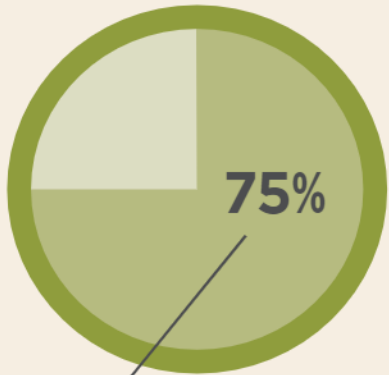


## PresentaBowls Pro® Square Bowls

+ Upscale square design  
+ Dual-use for hot or cold applications



# SUSTAINABILITY Matters



**Over 75% of millennials** surveyed said that the inherent sustainability of a product is important to them, and they would pay more for products that meet this expectation.

Progressive Grocer (2016). PG Seafood Study Forecasts Healthy Outlook.



## **Bare® by Solo® Eco-Forward® SSPLA Paper Hot Cups**

- + Compostable in a commercial composting facility
- + Made with 100% plant-based renewable resources



## **Bare® by Solo® Eco-Forward® RPET Clear Cups**

- + Made with at least 25% post-consumer recycled PET
- + Available custom printed or Bare® environmental stock print