



A large, semi-transparent circular overlay is centered on the page. Inside the circle, the words "MAKE. THAT. DOUGH." are written in a bold, white, sans-serif font. The circle is defined by a thin, dotted white border.

Tips to Boost
Profitability

Must-Haves for
Takeout and Delivery

Beyond the
Wing Ideas

THE LOCAL DIFFERENCE

Despite incredible challenges, the pizza industry overall has fared well during the pandemic and as the country has reopened – and independently owned pizzerias showed an edge over the larger chains.

Total sales for independent pizza shops in the U.S. increased in 2020 compared to the same time period the previous year, according to PMQ Pizza Magazine.

Independents:

\$18.63 billion in sales
41,879 locations

▲ 0.58%
▲ 0.74%

Chains:

\$27.60 billion in sales
36,213 locations

▼ -0.72%
▲ 0.17%

Info sourced from CHD Expert/ PMQ Pizza Magazine

While this is certainly a positive trend, there are undoubtedly still a variety of challenges small, independent operators are facing, whether it's slim profit margins, keeping up with trends in the takeout and delivery space, or disruption in the national supply chain.

This guide features a variety of ideas that will help your business grow today and that will set you up for success to thrive well into the future. **Let's get that [pizza] dough.**



**BUY LOCAL.
EAT LOCAL.
LIVE LOCAL.**



Easy Online Ordering with Renzi Connect!

Save time and order when it's convenient for you! All items in this guide can be ordered online quickly and easily through Renzi Connect.

Start shopping now at **Connect.RenziFoodservice.com** or contact your Renzi sales consultant for more information!



**GREAT LAKES
CHEESE**



Diced

1/8" x 1/8" x 1/8"



Regular

1/8" x 1/8" x 1 1/4" - 1 3/4"



Fancy

1/16" x 1/16" x 1 1/4" - 1 3/4"



Feather

1/16" x 3/16" x 1 1/4" - 1 3/4"



THE PERFECT PIZZA INGREDIENTS

More Cheese, Please

We get it... that ooey, gooey slice of pizza is what dreams are made of - just remember as shop owners it's important to always weigh and portion to ensure you're not losing money on cheese. It's super easy to over-do it with the "eyeball method" - avoid this at all costs!

Great Lakes Cheese shredded options are a premium, cost-effective way to control flavor and portion size, as well as reduce preparation, clean up and waste. Great Lakes offers a full range of shred sizes, as well as flavor varieties. Plus, most of their mozzarella and provolone is produced right here in New York state - making Great Lakes your favorite local option!

Try some of our favorites!

- #25150 • Great Lakes Cheese **5 Blend Feather Shredded**
- #25160 • Great Lakes Cheese **Diced Mozzarella LMWM**
- #25617 • Great Lakes Cheese **50/50 Mozz/Prov Shredded WM**
- #25862 • Empire Cheese **Regular Shredded Mozzarella WM**
- #25690 • BelGioioso **Pre-Sliced Fresh Mozzarella**

Top It Off

Cup and Char Pepperoni Slices

#22021 • Margherita • 2/12.5#

This Margherita pepperoni has a distinct shape and performance! When exposed to heat, pepperoni can cup and crisp along the edges, providing a perfect way to hold beads of oil or spices and increasing the pizza's overall performance.

Fine Italian Sausage Crumbles

#14202 • Burke • 2/5#

Burke sausage toppings are cooked using a proprietary cooking process using impingement ovens, which sharpens flavors and prevents the off flavors sometimes associated with fluid cooking. Their toppings are also produced with fresh meat, rather than frozen, for exceptional flavor.

Traditional Mini Meatballs

#35186 • Rosina • 2/5#

All Rosina meatballs are oven-baked, fully cooked and are made with only the finest and freshest ingredients. These quarter ounce meatballs are great for pizza - the perfect size and a homemade taste!

Add fresh veggies to your pizza for a burst of flavor and a unique texture!

- #88153 • Renzi Fresh Produce **Jumbo Spanish Onions**
- #88168 • Renzi Fresh Produce **Jumbo Green Peppers**
- #88228 • Renzi Fresh Produce **Sliced Mushrooms 3/16"**

The Dough You Knead

It's a journey that began with two brothers, crafting authentic Italian bread in a coal-fired brick oven, spanning the backyards of three families. The story of Delorio's is a story of quality, pride and tradition.

Delorio's uses the highest quality ingredients and manufacturing processes, yielding consistent quality products. Whether you make your own pizza dough or are looking for a pre-made option - Delorio's has products that can serve your needs!

NEW! Keto Pizza Shell, Gluten-Free • #36123 • Delorio's • 21/12"

This keto-friendly pizza crust is a low-carb option, with 6 net carbs per serving. Delorio's keto shells are also gluten-free so you can reach a variety of health-conscious consumers. These crusts are delivered frozen, ready to top and bake to reduce kitchen assembly times.

NEW! Dough Ball with 00 Flour • #37499 • Delorio's • 36/12 oz

These frozen pizza dough balls are so easy to work with and can create a variety of menu items, including pizzas, bread, calzones, fried dough, stromboli and more. Save valuable freezer space by ordering dough balls that can result in multiple end products! This Premio pizza dough is made with Italian 00, super-fine, high-protein flour and is formulated for high-temp brick or stone-fired ovens, allowing for a quick New York style crispier pizza crust in minutes!

Pizza Seasoning Garnish • #36801 • Delorio's • 6/1#

This garnish is a special blend of herbs and spices that is the perfect complement to any and all of your pizzas, breadsticks, rolls and more.

Cheesy Breadsticks • #36050 • Delorio's • 144/1.22 oz

A staple in many restaurants and beloved by millions, the breadstick is timeless. These frozen breadsticks are soft and delicious, made from the highest quality ingredients, and delivered frozen and pre-scored, ready to bake and serve.

Your Pizza Headquarters

Renzi Foodservice has all the ingredients you need to create your signature pizza options - from the base to the toppings and everything in between. Try some of these popular products in your shop!

#10863 • Gold Medal **All Trumps High-Gluten Flour**

#10864 • Gold Medal **Hi-Power Enriched, Bromated and Bleached Flour**

#10891 • King Arthur **Sir Lancelot High-Gluten Flour**

#57020 • Red Pack **All Purpose Crushed Tomatoes Concentrate**

#28176 • Angela Mia **Crushed Tomatoes**

#28226 • Red Star **Compressed Fresh Yeast**

#76950 • PCA Corrugated **Kraft Corrugated Pizza Box B Flute 12 x 12**

#76951 • PCA Corrugated **Kraft Corrugated Pizza Box B Flute 16 x 16**

#40206 • Prime Source **White Polypro Pizza Stand 1.5"**

WINGS AND THINGS

Try adding some hype around your chicken wing alternatives – and creating more demand – by featuring them as Limited Time Offers (LTOs) before adding to your permanent menu! Think: sports specials, holidays and seasonal themes!

Want to boost sales of your veggie or cauliflower wing options? Create a fun promo around World Vegetarian Day (October 1). National Hot Sauce Day (January 22) is another great opportunity to feature wing alternatives for a spicy Buffalo sauce themed bonanza!



Chicken Out: New Wing Alternatives

- #52905 • Indian Ridge **Duck Wings with Tips DSPO**
- #53087 • Maple Leaf Farms **2-3 Joint Duck Wings Raw Bulk**
- #53122 • Maple Leaf Farms **Duck Wing Drummettes**
- #11073 • MorningStar Farms **Buffalo Veggie Wings**
- #42260 • Harvest Creations **Breaded Cauliflower Spiced with Tabasco**



Put a Spin On It: Chicken with a Twist

- #53205 • Tyson **Fast Finish Chicken Drumsticks**
- #53261 • Tyson **NAE Fully Cooked Boneless Chicken Thigh Wings 3 Oz**
- #73370 • Holly Poultry **Chicken Wing Thigh Meat**
- #59108 • Boneless Dings **Cooked Boneless Chicken Wing Dings**



Tried and True: Traditional Chicken Wings

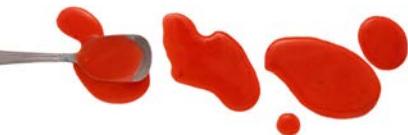
When evaluating traditional wings on your menu, be sure to consider everything when pricing – including the wing sauce, celery, blue cheese or ranch, and containers. This will help you better manage the cost of your raw materials and increase your profitability. **Don't forget - portion, portion, portion!**



Renzi Tip!

List your wings as Market Price on your public-facing menus to allow yourself the flexibility to adapt to potentially changing market conditions.

Spice Up Your Sauce Game!



Extra Hot Cayenne Pepper Sauce

#57233 • Bulliard's • 4/128 oz

Some like it hot! Thick, rich and red with a bit more bite than the original.



Ghost Chili Sauce

#11461 • Ventura • 4/0.5 gal

A spicy tomato-based sauce flavored with ghost chili peppers, garlic, jalapeño peppers, cumin and lime juice.



Mango Habanero Sauce

#58455 • Sweet Baby Ray's • 4/64 oz

A spicy orange-red medium bodied glaze with habanero/mango aroma and flavor and bits of chipotle.



Nashville Hot Sauce, Gluten-Free

#67239 • Sweet Baby Ray's • 4/64 oz

A vibrant, moderately spicy red sauce comprised from a blend of savory spices and chili sauce.



Buffalo Wing Sauce

#67137 • Sweet Baby Ray's • 4/1 gal

A full-flavored sauce with the perfect blend of cayenne pepper and garlic, with a rich, buttery finish.



Serrano Chili Sauce

#56186 • Kogi • 4/65 oz

A killer combination of roasted serrano peppers, crushed sesame, garlic and soy.



Sweet Teriyaki Wing Sauce

#56159 • Sweet Baby Ray's • 4/64 oz

A perfect balance of salty and sweet with garden spices added to a traditional Asian-inspired recipe.

PLANT-POWERED PIZZA

Be sure to incorporate some plant-forward options on your menu to appeal to consumers with specific dietary preferences or health goals!

Gluten-Free Crust

Cold Press Cauliflower Shell, Gluten-Free, 10"

#36902 • Delorio's • 24/10"

Vegan Cheese

Vegan Shredded Cheddar Cheese, Gluten-Free, SPO

#25548 • Green Grove • 6/2#

Vegan Shredded Mozzarella Cheese, Gluten-Free, SPO

#25550 • Green Grove • 6/2#

Plant-Based Meat

Vegan Plant-Based Beef Crumbles, Gluten-Free

#11464 • Beyond Meat • 2/5#

Incogmeato Chick N' Tenders

#11072 • MorningStar Farms • 1/10#



THINK BEYOND THE SLICE

While pizza may be your main attraction, stand out from the competition with your alternative offerings, like delicious and high-quality subs and salads! Oh...and don't forget the dessert!

By evaluating your inventory and choosing products with low-prep needs, you can save on labor cost and maximize your profitability across the board.



Subs and Sammys

Pre-Sliced White Sub Rolls, 12"

#37012 • Costanzo's Bakery • 6/6 ct

This value-added item is a great option for pizza shops! Costanzo's thaw-and-serve, sliced white sub roll is a hearty and delicious addition to your menu. With easy-to-execute pre-sliced items like sub rolls, deli meats and produce – you can expand your menu offerings and minimize additional labor needs.

Renzi Tip!

Be sure to promote your sub and sandwich offerings so people know you offer more than just the pizza essentials! Try adding a signature sandwich to your menu (bonus points if it's unique and Insta-worthy!) – and include party sub platters as an alternative option to your pizza packages.

Pair with these favorite ingredients!

Sliced Oven-Roasted Turkey Breast

#10527 • Jennie-O • 6/2#

Sliced Ham

#19113 • Farmland by Smithfield • 6/2#

Sliced Roast Beef

#22139 • Deli Brand • 6/2#

Shredded Lettuce 1/8"

#88130 • Taylor Farms • 4/5

Dry Wax Paper Wrap 18 x 20

#76997 • Durable • 1/1,500 ct

Plain White Sub Bag 18"

#77943 • Brown Paper Goods • 1/1,000 ct

Salads and Greens

Whether you're serving salad as part of a pizza combo or as a full entree option for those looking for lighter fare - your ingredient choices can help you boost profits! Save on labor time and gain 100% product yield with value-added produce from Taylor Farms!

Compare this chopped option against full romaine heads and the benefit is easy to see!

#88137 • Taylor Farms Chopped Romaine Lettuce



PRODUCT	Chopped Romaine 6/2#	Romaine Heads 24 Ct
SERVINGS / BOX	64 / 3 oz Servings	64 / 3 oz Servings
YIELD	100%	30%
LABOR	0 Minutes	30 Minutes
GROSS WEIGHT	12 lbs	40 lbs
NET WEIGHT	12 lbs	12 lbs

Make your salads shine!

Sliced Red Onions 1/4"

#89159 • Fresh • 2/4#

Diced Tomatoes 3/8" Tray

#88408 • Freshway • 2/5#

Garlic Cheese Croutons Country Cut Packet

#73404 • Fresh Gourmet • 125/0.5 oz

Balsamic Vinaigrette Dressing PC

#78311 • Ken's • 60/1.5 oz

Sweets and Treats

Highlight your dessert offerings to boost your profitability! Individually wrapped and thaw-and-serve options from David's Cookies are the perfect way to increase check averages with doing as little as taking the items out of the freezer.

NEW! The Ultimate Combo - Brookies!

Sliced Brookie Bar • #51651 • David's Cookies • 4/24 ct

Is it a brownie or a cookie? It's actually both - a fudge base topped with a chocolate chip cookie. You get the best of both worlds in one tasty bite! Perfect for a counter item or an add-on to pizza combos.

#51584 • Chocolate Chip Cookie, Gluten-Free, IW

#51635 • Snickerdoodle Cookie, Gluten-Free, IW

#51585 • Chocolate Chip Brownies, Gluten-Free, IW

#51656 • Chocolate Cake Overload Single Slice IW

#860050 • Edible Chocolate Chip Cookie Dough Cup 12 Oz

#860051 • Edible Peanut Butter Cookie Dough Cup 12 Oz

#860052 • Edible Triple Chocolate Cookie Dough Cup 12 Oz

David's®
Cookies





TAKE IT ON THE GO WITH ECO-FRIENDLY ALTERNATIVES

Consumers are navigating toward takeout and delivery options more than ever before – and it's important to make sure your establishment stays at the top of their list! Ensure your food travels well and delivers a quality at-home dining experience with the right takeout containers.



- #77349 • **Handi-Foil Round Foil Container with Dome Lid, 7"** • 1/250 ct
- #77351 • **Handi-Foil Round Foil Container with Dome Lid, 9"** • 1/250 ct
- #77357 • **Handi-Foil Clear Container, Deep Hinged, 6"** • 1/500 ct
- #77358 • **Handi-Foil Clear Container, Shallow Hinged, 9"** • 1/250 ct
- #77354 • **Handi-Foil Round Foil Container with Foil Lids, 7"** • 1/200 ct
- #77569 • **Handi-Foil Gold/Black Round Container with Lid, 7"** • 1/50 ct
- #77570 • **Handi-Foil Silver Round Container with Lid, 7"** • 1/50 ct
- #77598 • **Galligreen Sugarcane Hinged Container, 9x6x3** • 1/200 ct
- #77604 • **Galligreen Sugarcane Hinged Container, 6x6** • 1/200 ct
- #77606 • **Galligreen Sugarcane Hinged Container, 9x9** • 1/200 ct
- #77653 • **Galligreen Compostable Vented Soup Bowl Lid, 12-32 Oz** • 1/500 ct
- #77654 • **Galligreen Compostable Soup Bowl, 12 Oz** • 1/500 ct
- #77658 • **Galligreen Compostable Soup Bowl, 16 Oz** • 1/500 ct
- #78277 • **Galligreen Takeout Box #1 Kraft PLA Compostable SPO** • 1/300 ct
- #78278 • **Galligreen Takeout Box #4 Kraft PLA Compostable SPO** • 1/160 ct
- #78279 • **Galligreen Takeout Box #8 Kraft PLA Compostable SPO** • 1/200 ct



SAY FAREWELL TO FOAM!

A circular icon with a diagonal line through a white styrofoam container, indicating that such items are prohibited.

Don't forget: Polystyrene foam will no longer be permitted for you to use as takeout containers in New York state, effective January 1, 2022. If you haven't already, now is the time to shift to alternative to-go options and adjust your pricing accordingly to offset the potential impact on your bottom line.

To learn more about what this regulation does and does not include, visit: www.dec.ny.gov/chemical/120762.html.

RENZI SUPPLIES AND EQUIPMENT

Get your must-have items shipped right to your door in 48 hours with Renzi Supplies and Equipment! Check out some of our favorite pizza shop essentials below. Learn more at RenziFoodservice.com/SuppliesEquipment.



Winco Seamless Aluminum Pizza Screens

- 12" • Renzi S&E • 685505
- 14" • Renzi S&E • 685506
- 16" • Renzi S&E • 675017



Winco 36" Wood Pizza Peel

Renzi S&E • 643525



Dexter Sani-Safe 20 Inch Pizza Rocker

Renzi S&E • 393319



Winco Pizza Delivery Bag

Renzi S&E • 588895



Taylor 2-Pound Digital Portion Scale

Renzi S&E • 588558



Delivering the Difference

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