



# In-store checklist to reduce spoilage in refrigerated display cabinets

This checklist gives you actionable steps to reduce waste in your display cabinets. It covers everything from stock management to delivery options, plus helpful backup product suggestions. Follow these steps and you can cut down on waste, save money, and increase customer satisfaction.

## Train your people

- Conduct regular training sessions on proper handling and rotation of products. Share case studies or success stories to motivate your team.
- Encourage open communication so your team reports issues and concerns promptly.

## Use 'first-in first-out' principles

- Before refilling stock, check expiration dates and organise products by expiration date.
- Rotate your stock. Move older items to the back of the cabinet and newer items to the front.
- Re-check expiration dates weekly to prevent items from expiring and going unnoticed.

## Position products strategically

- Position high-demand items at eye level and in easily accessible locations.
- Use visual signage and labels to draw attention to specific products, encouraging customers to make purchases and minimizing products being overlooked.

## Set responsible stock levels

- Calculate your spoilage rate by store for refrigerated display cabinets. A commonly used formula is the total number of spoiled units, divided by the total units.
  - Target the best practice range of 7 to ten percent.
  - Less than 7 percent is too low. More than ten percent is too high. Review your cabinet management strategies.

## Have 'frozen-to-chilled' sandwiches on standby

- Confirm the backup products and quantities needed.
  - Great as part of your daily standard range or as a weekend or public holiday backup.
  - Like meat pies, frozen-to-chilled sandwiches are transported and stored frozen and served fresh. Products are thawed as needed (less waste).
  - Select from quality sandwiches, wraps, toasties, croissants, turkish, and ciabatta breads.
  - Vegan and gluten free options also available.
  - Toasted products are pie warmer friendly.
  - Consider mixed box options to offer consumers choice and encourage repeat purchases.

## Use distributors to leverage extensive product range and flexible delivery options

- Distributors operate a vast network Australia-wide and can deliver products multiple times a week so you carry less stock on hand.
- Distributors offer lower minimum order quantities across thousands of products (e.g. pies, sandwiches, cups etc.) so you can purchase efficiently.

## Monitor and adapt

- Establish a regular schedule to monitor product performance.
- Analyze sales data, customer feedback, and observe customer behaviour to identify improvements.

**Contact us to find out more about improving your operational efficiency or to place an order!**



For more information on the Everyday Cafe range, please call us on 1300 722 748 or email [info@thehandmadefoodco.com.au](mailto:info@thehandmadefoodco.com.au)  
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