

Move to indefinitely postpone Article 20 and not financially burden over 50 food establishments in town, our schools, religious organizations, and our Senior Center.

Ask Climate Advisory Committee to postpone for at least 1 year, so supply chain can ease and prices stabilize.

My Background for Context and Experience

Self Employed for 33 years dealing with Cost of Goods

Current Small Business Owner of a Chocolate Manufacturing business

Former owner of a retail storefront, The Chocolate Truffle in Reading

Small Business Advocate and Mentor to other Small Businesses

Before Covid, the phrase supply chain issues was not part of our everyday life.

Currently we are living a Supply Chain Nightmare with no end in sight.

Costs continue to rise on a monthly, weekly, and daily basis.

Items are out stock.

Items are backordered.

Items are discontinued.

“We have no idea when that item will be in stock again” is now a common phrase.

On page 36 of the warrant, it says “Will it hurt? Not much.”

“Based on the recommendation from local businesses during our one-on-one engagement efforts, the Reading Climate Advisory Committee used a popular online bulk retailer webrestaurantstore.com”

One-on-one efforts led to only 3 business owners having the time to attend the forums and public meetings that were held.

A member from the Climate Advisory Committee informed me that they spoke with Nella’s, Pizza World and Zucca and that’s where they got the idea to use webrestaurantstore. I informed the CAC at a SB meeting that it would be difficult for them to obtain current pricing with known suppliers, because they do not have access.

The site Webrestaurantstore listed in your packet is not a true representation of the suppliers the 3 companies use on average because it doesn’t take into account the increased cost of shipping , minimum order requirements or added fuel surcharges.

A sampling of known popular suppliers in the area:

Sysco foods

US foods

Performance Food Group

Gordon Food Service

J. Stone Diamond foods

Colony Foods

Kosta Provisions

Accardi Foods

Restaurant Depot

Colony Foods, Kosta Provisions and Restaurant Depot are the suppliers used by the 3 local businesses mentioned earlier on an average basis, NOT webrestaurantstore

Cost Comparison

Gordon Choice 8.88 Inch Foam Plates, White, Polystyrene, 125 Ct Package, 4/Case
#275077 | 125 Count/Package, 4 Packages/Case

CASE

\$42.22

\$0.08/each

[Plates, 9 Inch, Molded Fiber, Natural, Round, Wheat Straw#849692](#) | Better Earth | 500
Count/Package, 1 Package/Case

DS

Case

\$0.18/each

\$91.90

9 inch plate example .10 more per unit for non
polystyrene

[Containers, Hamburger, Medium 5.75 x 5.75 x 3.25 Inch, Foam, White, Hinged, Polystyrene](#)

#884420 | Gordon Choice | 84 Count/Package, 6 Packages/Case

Case

\$0.08/each

\$42.64

[Containers, 6 x 6 Inch, Molded Fiber, Natural, Eco-Bamboo, Clamshell](#)#849697 |

Better Earth | 500 Count/Package, 1 Package/Case

DS

Case

\$0.22/each

\$108.95

Standard Hinged Burger size take out container.
.14 per unit higher than non polystyrene.

[Cutlery Kits, Fork/Knife/Spoon, Medium Weight Plastic, CPLA, Compostable, Black, with Napkin](#)#844992 | Better Earth | 500 Count/Package, 1 Package/Case

\$.25/each

Case \$124.96

Cutlery Kits, Fork/Knife/Spoon, Medium-Weight Plastic, White, Polystyrene #248002 | Kitchen Essentials | 3 Pieces/Package, 250 Packages/Case

Case

\$0.18/each

\$44.33

Standard take out utensil kit.

.07 per unit higher for non polystyrene.

[Containers, Take-Out, 8 x 8 x 3 Inch, Molded Fiber, Natural, Square, Clamshell#849668](#) |

Better Earth | 200 Count/Package, 1 Package/Case

DS

Case

\$0.47/each

\$94.00

[Containers, Hoagie, Large 9.63 x 5.13 x 3.25 Inch, Foam, White, Hinged,](#)

[Polystyrene#884400](#) | Gordon Choice | 125 Count/Package, 2 Packages/Case

Case

\$0.22/each

\$55.77

Very popular take out container.

.25 per unit higher for non

polystyrene

[Pans, 24 Ounce Deep, Foil, Round#334491](#) | Novelis | 500 Count/Each, 1 Each/Case

Case

\$0.11/each

\$53.13

[Bowls, 24 Ounce, Molded Fiber, Round, Natural, Fiber#849736](#) | Better Earth |

400 Count/Package, 1 Package/Case

DS

Case

\$0.25/each

\$101.70

Commonly used foil take out bottom.

Vs. non-foil .14 per unit higher

Very popular take out utensil pack from Restaurant Depot. .11 per unit polystyrene. No other alternative to choose from.





**16 oz. cold/hot cup
Foam and Paper
coated from
Restaurant Depot.
No Polystyrene for
both.**



**Foam .11 per unit
Paper .07 per unit**

**Good news here,
but the only lid they
offer for both is #6
Polystyrene.**

Restaurant Depot is a full service supplier for the restaurant industry open 7 days per week and is often used as a back up supplier if you run out of something or it can be used because they have better prices as well.

Restaurant Depot did not offer any earth friendly takeout containers across all categories as the other suppliers did in this presentation.

When restaurants order from a supplier this is a minimum. When the supplier orders from the manufacturer there is a minimum.

Suppliers stock only a handful of manufacturers and during this supply chain crisis, it has caused many problems.

The point of me saying this is to explain that food establishments purchase from many different local suppliers and they are all having challenges that have not occurred in the 33 years I have been in business.

239862	CONT FOAM 1C 6X6X3 WHI HNGD LG 4/125 CT FRST MRK	40.3500	.08
279134	CONT TAKE OUT 6X6 BAGASSE 1/500 CT WRLDCENT	119.5500	.24
402125	MEAL KIT F-K-S-N WHI 1/250 CT WRLDCENT	80.3500	.32
810607	MEAL KIT K-F-S-N-S&P MW WHI PP 1/250 CT FRST MRK	33.8900	.135
332096	PLATE 9" PLANT FIBER 20/50 CT WRLDCENT	173.7500	.17
197485	PLATE FOAM 8.88" WHI 4/125 CT FRST MRK	39.0500	.08

These prices are from Performance Food Group

WRLDCENT is World Centric for earth friendly take out containers

FRSTM RK is First Mark polystyrene products

This is another example from another supplier that to show Polystyrene is less expensive as per the other example from Gordon Food Service.

COVID was a very challenging time for our community businesses and now the current climate presents a more difficult picture because of rising costs and many uncertainties which are too difficult to plan for.

**In respect for our community businesses I am asking for a 1 year delay to be revisited.
Thank you.**