

REUSABLE TRAYS *The Cost-Effective Choice... and they save the environment!*

We've been in the meals on wheels equipment business for 25 years and have seen the advantages and disadvantages of old and new tray products.

In the past, there were two types; **polystyrene foam and aluminum**. Foam trays leaked, spilled and sometimes even cracked, but were cheap and spacious. Aluminum trays were costlier, but more stable and spill free. Over time more and more programs chose aluminum trays. Today, foam trays are used in only a small fraction of programs.

In the early 1990's reusable trays, made of **high-strength plastics** capable of withstanding repeated use and washings, entered the market. These trays had the advantage of lower cost per meal, lower environmental impact, and substantially improved appearance. The main drawback was the need to return trays to the kitchen for sanitizing prior to re-use. This required a more systematic approach to materials handling, which many programs lacked. In spite of this, use continues to grow.

In recent years, **lightweight plastic trays with clear, heat-sealed lids** were introduced. They have the advantage of being dual ovenable, but the disadvantage of high cost. The trays are considered recyclable, but many end up in a landfill or incinerator.

The latest tray innovation is the **plastic-coated cardboard tray with clear, heat-sealed lids**. It has the advantage of dual ovenability. Their disadvantage is being non-recyclable in most of the country.

While every program decides what trays to use based on their own resources and abilities, we still believe... REusable Trays are the best buy, and best for the environment. They require minimal effort to return and sanitize, but this cost is largely offset by the hidden costs of disposable trays (inventory maintenance, frequent issuing of payments to tray vendors and the accounting costs associated with such payments, shipping and distributing).

WOW! Compare for yourself.
Using REusable Trays saves you big bucks!

HERE'S WHAT YOU START WITH...
QUANTITY OF TRAYS USED IN ONE YEAR PER CLIENT!

"When you get past the initial resistance and actually look at what's involved in using reusable trays, they're just as easy as any other kind of tray."

BEFORE

REUsable Cardboard Plastic Aluminum

AFTER

REUsable Cardboard Plastic Aluminum

HERE'S WHAT'S LEFT AFTER ONE YEAR!
REusable Trays save landfill space and the environment too!

At the end of the year you still have your original REUsable trays.

Let's compare...

The lowest average cost of the three most common disposables (including lidding) to both the most economical and the highest performing/largest capacity versions of REUsable trays.

Not counting weekends, there are 261 delivery days in a year. Each client uses one disposable *every* day.

You would only need two REUsable trays for each client, as there is usually one tray being delivered and one being returned.

No matter which disposable tray you compare to any size or model of our REUsables, you'll save money AND the environment!

	LOWEST AVERAGE COST EACH	SERVING DAYS	COST PER CLIENT IN FIRST YEAR	COST PER CLIENT IN SECOND YEAR	COST PER 100 CLIENTS FOR 2 YEARS
DISPOSABLES:					
COATED PAPER	\$.15	261	\$ 39.15	\$ 39.15	\$ 7,830.
PLASTIC (CPET)	\$.22	261	\$ 57.42	\$ 57.42	\$ 11,484.
ALUMINUM	\$.27	261	\$ 70.47	\$ 70.47	\$ 14,094.
REUsables: (2 TRAYS PER CLIENT)					
LEEDS Standard Tray & Lid	\$ 7.50	261	\$ 15.00	\$ 0	\$ 1,500.
MONROE Deep Tray & Raised Lid	\$ 16.25	261	\$ 32.50	\$ 0	\$ 3,250.

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www.mowstore.com

7 Railroad St. • P.O. Box 575 • So. Deerfield, MA 01373

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