Menu Labeling
What NACS C-Stores Need to Know

Butch Galdeira @ Aloha Petroleum
Amy Lane @ Parker’s Corporation
Karsten Summerall @ Parker’s Corporation
Douglas Kantor @ Steptoe & Johnson
Agenda

• What Establishments are “Covered”
• What Food is “Covered”
• Penalties/Enforcement
• Examples of other retailers who comply
• Resources for Determining Nutrition Information
• Additional things to consider
What’s Covered and What’s Not?
What Establishments are “Covered”?

> 20 Locations with same name selling restaurant type food
  • Establishment name = key (not how many owned)
Similar food sold at each establishment
  • Same “general recipe”
  • Prepared in “substantially the same way”
What Establishments are “Covered”?

FACILITY WITHIN A FACILITY

Each treated as unique entity, same rules apply

• 20 or more locations
• Doing business under the same name
• Serving restaurant-type food
• Substantially the same menu items
What Food is “Covered”?  

- Dispensed Beverages  
- Roller Grill  
- Grab & Go  
- Combo Meal/Hot Bar  
- Bakery Donuts  
- Made to Order/Menu Board
What Food is “Excluded”?

- Condiments
  Is it a topping or a condiment?
  On Display? Listed on Menu?
  Self-serve?
  Customer asks?
  Extra charge?
- Temporary (<60 days)
- Market Test (<90 consecutive days; test = key)
Penalties and Enforcement
Who’s Responsible?

• Person with “authority or supervisory responsibility” over the preparations
• Check your franchise contracts
What can they Do?

- Federal/State/Private Rights of Action (class actions?)
- FDA expects to receive “complaints” from the “public”

Federal Legislation:
The Common Sense Nutrition Disclosure Act

- H.R. 772, introduced by Representatives Cathy McMorris Rodgers (R-WA) and Tony Cardenas (D-CA) on January 31, 2017.
- S. 261, introduced by Senators Roy Blunt (R-MO) and Angus King (I-ME) on February 1, 2017.
Dispensed Beverages: How to do it
Dispensed Beverages: Retailer Case studies
Custom Calorie & Nutritional Reports

Both suppliers offer

<table>
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<tr>
<th>Product Name</th>
<th>Calories</th>
<th>Total Fat (g)</th>
<th>Total Carbohydrates (g)</th>
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*Not a significant source of calories from fat, saturated fat, trans fat, cholesterol, or dietary fiber.
Roller Grill: How to do it
Roller Grill: Retailer Case studies

Parker's
fast, fresh & friendly

Aloha Island Mart

NACS
Roller Grill: Examples
Grab & Go: How to do it
Grab & Go: Retailer Case studies

Parker's
fast, fresh & friendly

Aloha Island Mart
Combo Meal/Hot Bar: How to do it
Combo Meal/Hot Bar: How to do it

Combination Meals
- 2 Options → Slash
- More than 2 Options → Range
- Multiple Sizes = Slash or Range
Combo Meal/Hot Bar: Retailer Case studies

Parker's
fast, fresh & friendly

Aloha Island Mart

NACS
**Combo Meal/Hot Bar: Examples**

### Home Cooked Special
1 entrée, 1 small side & 1 yeast roll.

- 540-1,170 cal.
- 570-1,610 cal.

**Price:**
- 1 side: $6.99
- 2 sides: $7.99

### Famous Fill-Up
Choose 2 pork chops, 2 pc. fish, 2 pc. chicken, 2 corn dogs, 2 egg rolls, or 3 chicken tenders. Plus 1 individual side, a yeast roll & 32oz drink.

(Fountain drink or iced tea only.)

- 630-1,970 cal.

### Individual Items
- Potato logs (3) 3.99 440 cal.
- Wing 1.59 200 cal.
- Drumstick 1.79 200 cal.
- Thigh 1.99 200 cal.
- Breast 2.99 200 cal.
- Pork chop 2.49 230 cal.
- Fish filet 2.49 240 cal.
- Livers or Gizzards 3.49 270 cal.

### Family Meal
Choose tenders only or bone in chicken:
- Includes wings, breasts, thighs & drumsticks.
- Plus your choice of 2 large sides & 4 biscuits.
- Serves family of 4.

- 630-720 cal.
- 730-850 cal.

**Price:**
- 8pc: $19.99
- 12pc: $23.99

### Chicken Tenders

- 1: 1.29 130 cal.
- 3: 3.49 390 cal.
- 5: 5.79 650 cal.
- 10: 10.99 1,300 cal.
- 20: 20.99 2,600 cal.

### Extras
- Biscuit/Yeast roll 0.99 300/150 cal.
- Small Side 1.99 25-450 cal.
- Large Side 2.99 50-900 cal.
- Egg rolls (2) 3.99 360 cal.
- Corn dogs (2) 3.99 310 cal.

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2,000 calories a day is used for general nutrition advice, but calorie needs vary. Additional nutrition information available upon request.
Bakery/Donuts: How to do it
Bakery/Donuts: Retailer Case studies
Made to Order/Menu Board: How to do it
## Made to Order/Menu Board: What not to do

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<th>Sm</th>
<th>Cal</th>
<th>Md</th>
<th>Cal</th>
<th>Lg</th>
<th>Cal</th>
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<td>22</td>
<td>1.59</td>
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<td></td>
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<tr>
<td>COFFEE BY THE POUND</td>
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<td></td>
<td></td>
<td></td>
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<td></td>
<td>6.99</td>
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</table>

Coffee & Milk
Available in Caramel or Mocha Swirl

Coffee with a shot of Espresso

One shot .99 extra shot.99
Made to Order/Menu Board: Retailer Case studies

Parker's
fast, fresh & friendly

Aloha Island Mart

NACS
**Turkey Pesto Panini**
Roasted turkey, Swiss cheese, house-made pesto, purple onions, olive oil & avocado on panini flat bread. 1,450 cal.

**Market Panini**
Make your selection & ask an associate to press your panini on the grill.

**Caprese Panini**
Mozzarella cheese, tomatoes, fresh basil, purple onions & balsamic vinegar on Italian panini bread. 750 cal.

**The Cuban Panini**
Pork Carnitas, Swiss cheese, sliced ham, yellow mustard & pickles on panini flat bread. 670 cal.

**Ranch, Chicken & Bacon**
Chicken breast, bacon, American cheese and creamy ranch dressing on Italian panini bread. 920 cal.

**The Italian Panini**
Classic hard salami, pepperoni, ham, provolone cheese, banana peppers & Italian dressing on flat panini bread. 1,200 cal.

**Classic Ham & Cheese**
Sliced ham & American cheese on Italian panini bread. 760 cal.
Made to Order/Menu Board: Examples

**Full Breakfast**
2 eggs, grits & 1 biscuit.
Choose 4 pc. bacon, 4 sausage links, 2 smoked sausages, 2 sausage patties, or 1 scoop corned beef hash.
1,080-1,290 cal.

Price: $5.99

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**Filler Up**
2 eggs, 1 biscuit & sausage gravy.
Choose 2 pc. bacon, 3 sausage links, 1 smoked sausage, or 2 sausage patties.
740-980 cal.

Price: $4.99

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**Breakfast Bowl**
2 eggs & grits.
Choose 2 pc. bacon, 3 sausage links, 1 smoked sausage, or 1 sausage patty.
690-850 cal.

Price: $3.99

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**Individual Items**
- Biscuit: $1.99
  - 300 cal.
- Gravy: $1.29
  - 140 cal.
- Hash Browns (2): $1.49
  - 200 cal.
- Eggs (2): $1.49
  - 160 cal.
- Bacon (2): $1.49
  - 140 cal.
- Grits: $1.49
  - 390 cal.
- Cheese Grits: $1.79
  - 500 cal.
- Smoked Sausage: $1.79
  - 180 cal.
- Sausage Patty (2): $1.79
  - 380 cal.
- Sausage Link (3): $1.79
  - 300 cal.
- Corned Beef Hash: $1.99
  - 220 cal.
- Fish filet: $2.49
  - 240 cal.

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**Fish & Grits**
2 cornmeal encrusted fish fillets & grits.
630 cal.

Price: $4.99

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**Egg Casserole**
Egg, bacon, sausage & cheese.
480/950 cal.

Price: $1.99

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**Biscuits & Gravy**
2 biscuits & sausage gravy.
880 cal.

Price: $3.99

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**Biscuits**
Chicken, smoked sausage, or sausage patty.
430-490 cal.

Price: 2 for $3.50

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*2000 calories a day is used for general nutrition advice, but calorie needs vary. Additional nutrition information available upon request.*
# Made to Order/Menu Board: Examples

## PRICE MENU

### Breakfast

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<th>Calories</th>
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<td>330-490</td>
<td>French Toast (3)</td>
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<td>330-590</td>
<td>Scrambled Eggs</td>
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<td>130-330</td>
<td>Omelet</td>
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<tr>
<td>380-600</td>
<td>Breakfast Panini</td>
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<td>240-1580</td>
<td>Breakfast Hoagies</td>
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<td>160-360</td>
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<td>290-460</td>
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### Snacks

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<td>490</td>
<td>Warm Chocolate Chip Cookie</td>
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<td>660</td>
<td>Cinnamon Bun</td>
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### Freshly Made Beverages

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<td>200-1300</td>
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<td>80-500</td>
<td>Iced Latte</td>
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<td>280-870</td>
<td>Hot Latte/Hot Chocolate</td>
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### Lunch & Dinner

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<th>Calories</th>
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Additional nutritional details
Additional nutritional details: Retailer Case studies
### Additional nutritional details: Examples

#### Pastry Brochure

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<th>Servings Per Container</th>
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<th>Calories From Fat (Cal)</th>
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<th>Saturated Fat (g)</th>
<th>Trans Fat (g)</th>
<th>Cholesterol (mg)</th>
<th>Sodium (mg)</th>
<th>Carbohydrate (g)</th>
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<th>Total Sugars (g)</th>
<th>Protein (g)</th>
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<td>4</td>
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<td>300</td>
<td>49</td>
<td>2</td>
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**Nutrition Disclaimer:** Customer modification or selection of alternative ingredients may increase or decrease the nutrient values listed. These values are estimates derived using data from the supplier. Actual nutrient values may vary based on product freshness, preparation, origin, manufacturers’ formulations, etc., and are by nature based on statistical averages. Although we provide nutritional information for our recipes, the information provided is for informational purposes only. No information offered by or through us shall be construed as or understood to be medical advice or care. None of the information provided by our Company shall be used to diagnose or treat any health problem or disease. Please discuss any concerns with your physician or registered dietitian.
Creating Calorie & Nutritional Reports
## Creating Calorie & Nutritional Reports: Software

<table>
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<th>Software/Company</th>
<th>Menu &amp; Recipe database</th>
<th>Food production &amp; inventory control capabilities</th>
<th># nutrients analyzed</th>
<th>Sources of food nutrient profiles</th>
<th>Able to add to database</th>
<th>Cost &amp; cost for updates</th>
<th>Free technical support</th>
<th>Contact Info</th>
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<td>Free for 90 days</td>
<td><a href="http://www.calcmenu.com">www.calcmenu.com</a></td>
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<td>-Nutritional Software Library $495&lt;br&gt;-$995</td>
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</tr>
</tbody>
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Creating Calorie & Nutritional Reports: Companies

- Brooker Laboratories
  Contact: Daniel Brooker
  1-877-545-3207
  www.brookerlaboratories.com

- Cindy Farricker, MS, RD, CDE
  425-455-8595
  eatsmart@earthlink.net

- Compu-Food Analysis, Inc.
  Contact: Dagmar Francis
  1-800-738-3294
  http://compufoodanalysis.com

- Energyent, Inc.
  Contact: Jinny Elder
  760-632-0732
  energyent@aol.com
  www.energyent.com
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Aloha Island Mart

NACS
### Pastry Cards

**Aloha Nut Plain**

**Ingredients List**

- Remarkably enriched flour (wheat flour, malted barley flour, niacin, iron, thiamin mononitrate, riboflavin, folate acid), homogenized half & half (milk, cream), water, eggs, margarine (liquid and partially hydrogenated soybean oil, water, salt, soy lecithin, vegetablemono & diglycerides, sodium benzoate [a preservative], citric acid, natural & artificial flavor, beta carotene [color], vitamin a palmitate), butter (pasteurized cream), saf gold instant yeast (yeast, sorbitan monostearate, ascorbic acid), sugar, sea salt.

**Serving Size**

1 Pastry

**Recipe / Preparations**

N/A

**Reheating Instructions**

N/A

**Shelf Life**

1 Day (Same day as delivery)

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### Recipe Cards

**Aloha Breakfast Bento**

**Ingredients List**

- Rice, egg (may contain citric acid), bacon (water, salt, sugar, sodium phosphate, sodium erythorbate, sodium nitrite), sausage link (pork, water, salt, spices, dextrose, sugar).

**Serving Size**

1 Bento

**Recipe / Preparations**

- 1 1/2 cups (12 oz) – cooked rice
- 2 – whole egg
- 2 strips – bacon
- 2 links – sausage

Fill bento container with 12oz of cooked rice flattened. Reheat breakfast links and bacon strips to 165°F or above. Cook eggs to 205°F or above. Place cooked breakfast links, eggs, and bacon on rice and cover.

**Reheating Instructions**

Reheat to 165°F, maintain at 140°F.

**Shelf Life**

Three days refrigerated at 40°F or below. Four hours in food warmer at 140°F or above.
Questions?