Foodservice Disposables

US Industry Study with Forecasts for 2019 & 2024

Study #3313 | August 2015 | $5500 | 343 pages
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INDUSTRY STRUCTURE
1 US Foodservice Disposables Market Share, 2014 .......... 224
Gains in foodservice disposables will be boosted by sustained revenue growth in the dominant limited service restaurant market, and better growth for fast casual restaurant and coffee/snack shop revenues.

US demand to rise 3.9% annually through 2019

Demand for foodservice disposables in the US is projected to increase 3.9 percent per year to $21.9 billion in 2019. Gains will be boosted by sustained revenue growth in the limited service restaurant segment, which accounts for about 80 percent of the total for disposables, despite representing only about half of overall restaurant revenues. Better growth for fast casual restaurant and coffee/snack shop revenues will boost demand for cups, dinnerware, and other products. Meanwhile, growth in the quick service restaurant (QSR) segment -- the largest outlet for disposables -- will be restrained by slower growth in QSR revenues brought on by the shift in consumer preference away from traditional fast food due to health concerns and perceptions of low food quality.

Retail outlets to be fastest growing market

Outside of restaurants, foodservice disposables are used in a variety of outlets. Prospects in these markets vary, but the best outlook will be for retail outlets, including grocery stores, warehouse clubs, and convenience stores. Retail stores will continue to expand their selections of prepared foods in order to better compete with restaurants that offer takeout meals. Convenience stores will continue to be a favorite destination for coffee and fountain drinks, although carbonated soft drink sales are expected to remain sluggish. To compensate for this sluggishness, and to be more competitive with the proliferation of coffee shops, convenience stores and other retail outlets are adding beverages such as gourmet coffee drinks, chai tea, fruit-infused teas, and smoothies.

Packaging to be fastest growing product segment

Packaging products, including clamshells, paperboard cartons, and other containers, are expected to register the fastest growth among the major product types. Value gains will be driven by green-minded replacement of foam clamshells with molded pulp containers and other sustainable alternatives. Specialty plastic containers will also post above average growth due to increased takeout and catering services offered by full service restaurants, which tend to use higher value containers, especially in catering, where the appearance of the container can often be an important component in meal presentation.

Expanded menu offerings in many restaurant segments have prompted the development of new packaging formats, such as salad containers with compartments that hold add-in toppings and dressings; these containers are primarily used by fast casual restaurants and supermarkets. Bags for rotisserie chicken that can be placed in the oven have replaced two-piece plastic containers in some instances.
Demand for foodservice disposable packaging is projected to increase 4.1% per year to nearly $10.3 billion in 2019. Growth will be driven by continued growth in foodservice revenues. Additional gains will be aided by continued revenue growth in the limited service segment for containers, bags, and packaging films. Limited service restaurants account for less than 55% of restaurant revenues, they generate 80% of disposables used, and disposables are widely used for packaging foods consumed both on- and off-site.

Other trends supporting packaging demand will include expanding menu options in limited service restaurants and longer hours boosting sales from breakfast and late-night snacking and to customers who do not eat at conventional mealtimes. Additional gains will be aided by continued solid revenue growth for full service restaurants, which generally feature more sophisticated food choices than traditional quick service restaurants. The popularity of takeout food from full service restaurants will provide a further boost to packaging demand, especially because these restaurants tend to use higher value disposable containers, such as two-piece containers that snap closed, designed to maintain food temperature and minimize leakage problems. Increased catering activity by full service restaurants will also necessitate greater requirements for packaging. Beyond eating and drinking places, favorable opportunities for packaging will exist in the retail market as grocery and other food stores expand their offerings of prepared foods.

Environmentally friendly packaging, including degradable and recycled content products, is expected to post robust gains, reflecting growing environmental awareness among consumers, increased production capacity for degradable materials, increased legislative regulations, and the growing acceptance of degradable and recycled materials among consumers. Additionally, new innovations in packaging will aid gains, including a trend toward single-use packaging for fresher, higher-quality food products.

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<th>2014</th>
<th>2019</th>
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<td>% beverage cups</td>
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<td>cents/unit</td>
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<td>35.0</td>
<td>35.1</td>
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Source: The Freedonia Group, Inc.
Sample Profile & Table, & Study Coverage

**COMPANY PROFILES**

**Fabri-Kal Corporation**  
600 Plastics Place  
Kalamazoo, MI 49001  
269-385-5050  
http://www.f-k.com

**Annual Sales:** $390 million (estimated)  
**Employment:** 850 (estimated)  
**Key Products:** drink cups, portion cups, plastic food containers, and corresponding lids

Fabri-Kal Corporation manufactures stock and custom thermo-formed plastic packaging primarily for the foodservice market. The privately held company is among the largest plastic thermoformers in North America.

The Company is active in the US foodservice disposables industry via the production of drink cups, portion cups, plastic food containers, and corresponding lids fabricated from such materials as polypropylene, polystyrene, and polyethylene terephthalate (PET). Fabri-Kal also manufactures GREENWARE foodservice items using INGEO polylactic acid (PLA) made by NatureWorks LLC (Minnetonka, Minnesota), a joint venture between Cargill Incorporated (Minneapolis, Minnesota) and PTT Global Chemical Company Limited (Thailand). INGEO PLA is a 100 percent renewable resin derived entirely from corn, and is fully compostable in municipal and industrial composting facilities.

**Foodservice Products** -- Drink cups from Fabri-Kal comprise GREENWARE, KAL-CLEAR, NEXCLEAR, and RK products, as well as children’s cups. GREENWARE cups are available in sizes from 7 to 24 ounces with straw-slotted and dome lids. Fabri-Kal’s KAL-CLEAR

**TABLE IV-5**

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<th>Item</th>
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<th>2024</th>
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<td>$ disposables/000$ revenue</td>
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<td>530</td>
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<td>565</td>
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Source: The Freedonia Group, Inc.

**STUDY COVERAGE**

The Freedonia study, *Foodservice Disposables*, presents historical demand data (2004, 2009, 2014) plus forecasts (2019, 2024) by product and market. This study also details market environment factors, examines the industry structure, evaluates company market share, and profiles 34 competitors in the US industry.
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Related Studies

World Corrugated Boxes
This study analyzes the world corrugated box industry. It presents historical demand data (2004, 2009 and 2014) and forecasts (2019 and 2024) by raw material (e.g., containerboard, adhesives, inks, waxes), market (e.g., food and beverage, nonfood nondurables), world region and major country. The study also considers market environment factors, details industry structure, evaluates company market share and profiles industry players.

#3339 November 2015 $6400

Produce Packaging
Demand for produce packaging in the US is forecast to increase 3.2 percent annually to $6.0 billion in 2019. Plastic containers and stand-up pouches will be among the fastest growing package formats, based on their aesthetic appeal and capability to increase brand marketing and recognition. Corrugated boxes will remain the leading type. This study analyzes the $5.1 billion US produce packaging industry, with forecasts for 2019 and 2024 by packaging type, application and end user. The study also evaluates company market share and profiles industry players.

#3319 August 2015 $5300

World Cups & Lids
Global cup and lid demand will rise 5.2 percent annually to $30.2 billion in 2019. The important foodservice market will see faster-than-average growth as Western-style fast food restaurants and coffee shops become more prevalent. Central and South America and the Asia/Pacific region will be the fastest growing markets. This study analyzes the $23.4 billion world cup and lid industry, with forecasts for 2019 and 2024 by product and market for six world regions and 18 major countries. The study also evaluates company market share and profiles industry competitors.

#3283 July 2015 $6400

Beverage Containers
US beverage container demand will rise 1.9 percent yearly to 283 billion units in 2019, valued at $31.5 billion. Plastic will remain the dominant and fastest growing material, supported by increased consumption of bottled water, which will become the leading beverage container market by 2019. However, growth in plastic bottles will slow due to environmental concerns. This study analyzes the 258 billion unit US beverage container industry, with forecasts for 2019 and 2024 by material and market. The study also evaluates company market share and profiles industry players.

#3297 June 2015 $5300

Meat, Poultry & Seafood Packaging
US demand for meat, poultry, and seafood packaging will rise 3.8 percent annually to $10.9 billion in 2019. Flexible packaging will outpace rigid based on performance and sustainability advantages of pouches and high barrier films. Fresh and frozen will remain the dominant market, while the ready-to-eat segment will grow the fastest. This study analyzes the $9 billion US meat packaging industry, with forecasts for 2019 and 2024 by technology, raw material, product, application, and market. The study also evaluates company market share and profiles industry players.

#3263 April 2015 $5300

About The Freedonia Group

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