

# VALUE ANALYSIS

## DETERMINING COST PER USABLE OUNCE

### PURCHASING FACTORS

Rank the following Purchasing Factors in order of importance from 1 to 6, where 1 is the most important to your business, and 6 is least important.

- Great taste and flavor       Ease of use (i.e. recipe prep, cook time)
- Natural, organic, green       Nutrition (i.e. low in sodium, no preservatives, etc.)
- Loyalty       Product Cost

### CURRENT PRODUCT(S) PURCHASED

Client Name: \_\_\_\_\_

Brand Name: \_\_\_\_\_

Primary Ingredients: \_\_\_\_\_

Distributor: \_\_\_\_\_

**Carmelina 'e ... San Marzano®**

Brand Name: Carmelina 'e...San Marzano

Primary Ingredients: Italian Tomatoes, Tomato Puree

Distributor: \_\_\_\_\_

|   |  |
|---|--|
| <b>A.</b> Pack size (cans per case and net weight per can):                 |  |
| <b>B.</b> Ounces Per Case (= _____ Ounces per can X _____ of Cans Per Case) |  |
| <b>C.</b> Percent Yield After Cooking (Comparable Bostwick)                 |  |
| <b>D.</b> Yield of Useable Ounces After Cooking ( <b>B X C</b> ):           |  |
| <b>E.</b> Distributor Price:  |  |
| <b>F.</b> Cost Per Usable Ounce ( <b>E ÷ D</b> ):                           |  |
| <b>G.</b> Serving Size (Ounces of product used per plate):                  |  |
| Cost Per Plate (= <b>F X G</b> ):   |  |

|  |                |
|--|----------------|
| <b>A.</b> Pack size (cans per case [6] and net weight [91oz.] per can):            | <b>6/91oz.</b> |
| <b>B.</b> Ounces Per Case (= <u>91</u> Ounces per can X <u>6</u> of Cans Per Case) | <b>546 oz.</b> |
| <b>C.</b> Percent Yield After Cooking (Bostwick 9.5)                               |                |
| <b>D.</b> Yield of Useable Ounces After Cooking ( <b>B X C</b> ):                  |                |
| <b>E.</b> Distributor Price:   |                |
| <b>F.</b> Cost Per Usable Ounce ( <b>E ÷ D</b> ):                                  |                |
| <b>G.</b> Serving Size (Ounces of product used per plate):                         |                |
| Cost Per Plate (= <b>F X G</b> ):  |                |