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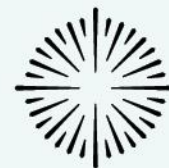
A roundup of noteworthy Canadian foodservice findings for the week of Oct. 31, 2022



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IGNITE COMPANY

A&W Achieves Same-Store Sales Growth

A&W Canada achieved same-store sales growth for the sixth consecutive period, posting a 4.0% increase during its third quarter ending Sept. 11, 2022.

Through the first three quarters of 2022, the burger brand has registered same-store sales growth of 8.9%, while gross sales have increased by 11.9% as compared to 2021.

The brand attributed its same-store sales growth to rising guest traffic and increasing check averages. Industrywide inflation on goods and

labour continues to drive menu prices up, resulting in higher check averages.

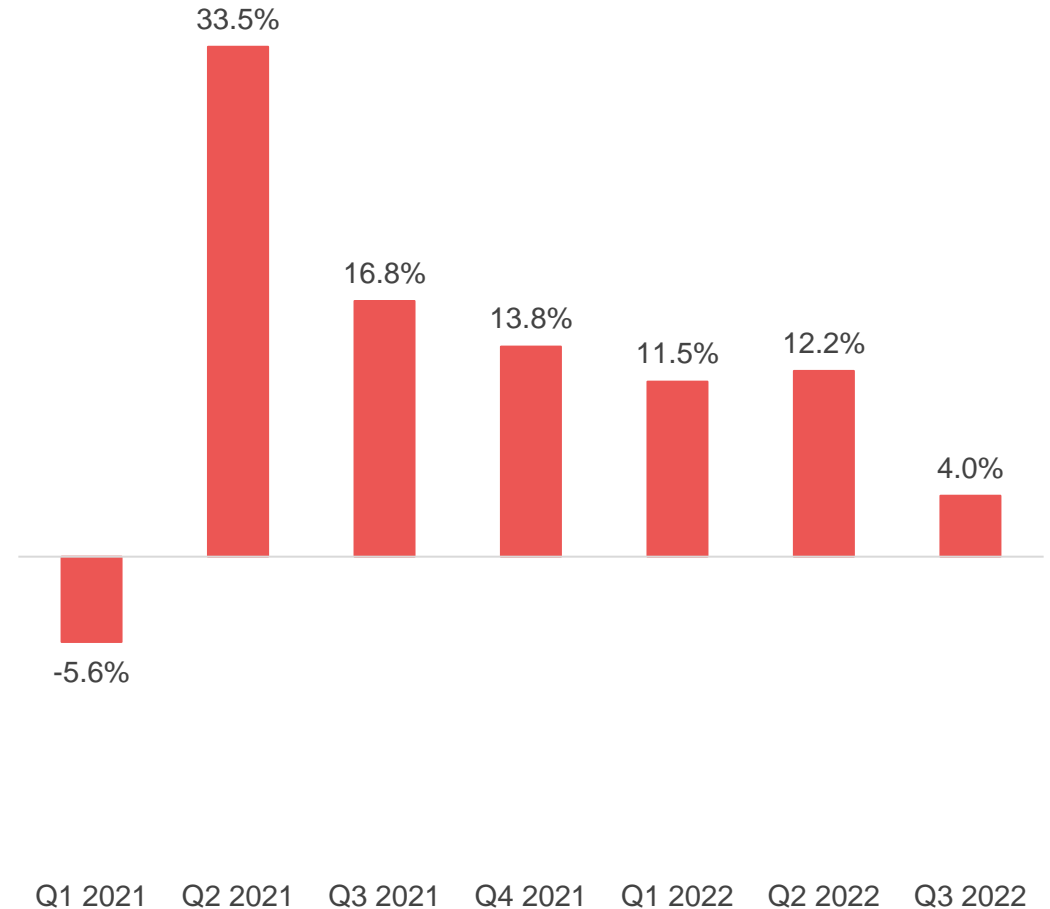
The chain currently operates 1,015 restaurants in Canada, up 21 stores from this time last year.

[Ignite Company clients: Click here for more](#)

Sources: Technomic Ignite Company

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A&W CANADA SAME-STORE SALES
YEAR-OVER-YEAR CHANGE



From Kitchen to Cocktail

Mixologists are increasingly using ingredients more typically found in the kitchen behind the bar. This is both a means of innovation and cross-utilization, allowing operators to get creative with cocktails without having to take on new SKUs. Here are a few ways we're seeing operators take kitchen ingredients in new directions.

Umami Condiments

Fortune Teller—Bombay Sapphire, chamomile grappa, lemon juice, grape juice, **miso** syrup, **balsamic vinegar**, tonic and Angostura bitters (Proof in Calgary, Alberta)

Nontraditional Herbs

Dill With Me—Gobernador pisco, green chartreuse, green apricot-olive brine, fresh lime and **dill** syrup (The Acorn in Vancouver, British Columbia)

Spice Infusions

Saffron Gin Martini—fennel-**saffron** gin, Cocchi Americano and mango-**saffron** bitters (Calcutta Cricket Club in Calgary, Alberta)

Cheese Please

Published Martini No. 6—basil-infused Tanqueray 10, carbonic tomatoes and **goat cheese** (Published on Main in Vancouver, British Columbia)



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As Dine-In Recovers, Off-Premise Usage Remains High

Compared to pre-pandemic, share of orders placed for delivery and carryout has increased at both limited-service and full-service restaurants. Consumers are starting to dine in more as restrictions are lifted and concerns around COVID-19 diminish, but carryout and delivery continue to make up a larger share of foodservice orders than in the months leading up to the pandemic.

There will be a new normal in the years ahead, with carryout and delivery remaining key parts of consumers' lives.

Off-premise options will continue to make up a large share of orders, particularly at LSRs, so operators should continue to focus labour and other resources on off-premise programs.

While carryout and delivery will remain important at full-service restaurants, there will likely be a stronger return to dine-in at FSRs compared to LSRs. Therefore, full-service restaurants should prepare to invest more labour and training into dine-in businesses as the pandemic continues to wane.

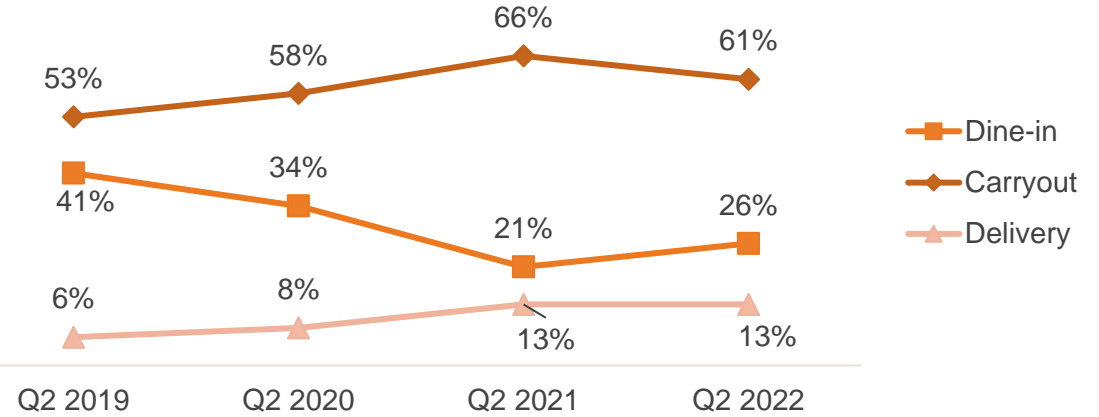
[Ignite Consumer clients: Click here for more](#)

Base: Varies by year and segment

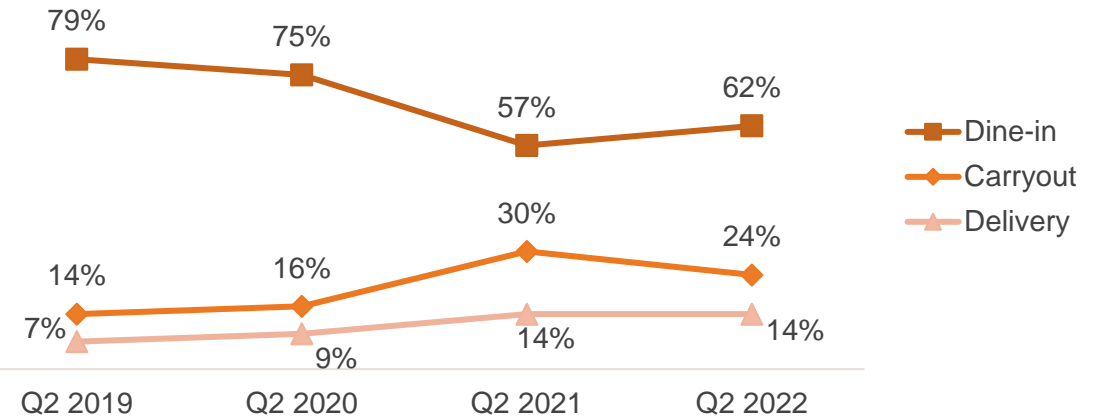
Q: When you consume food or beverages from the following locations, about what percentage of your purchases are for dine-in, takeout and delivery? Total must equal 100% for each location.

Source: Technomic Ignite Consumer featuring the 2022 Canada Delivery and Takeout Consumer Trend Report

AVERAGE SHARE OF LSR ORDERS



AVERAGE SHARE OF FSR ORDERS



Dessert Flavour Insights From Around the World

Flavour plays a key role when it comes to choosing a dessert from a dining venue, regardless of whether the preparation is an ice cream, a pie or a parfait.

Technomic recently polled consumers across 25 countries to gain insight into their most-liked dessert flavours as part of the new *Dessert Global Menu Category Report*.

Here are some highlights that illustrate the variety of flavours consumers enjoy around the world for their end-of-meal and midday treats.

Avocado may not be top of mind as a

preferred dessert flavour for many in the West, but it's quite popular in Southeast Asia—including in Singapore, where 34% of consumers enjoy the buttery fruit with their sweets.

Consumers on average prefer regular caramel over the salted variety by a fairly wide margin—42% to 22%, respectively. But there are a few markets where operators might be better off menuing the salted version based on diners' likes, including the U.K., South Korea and France.

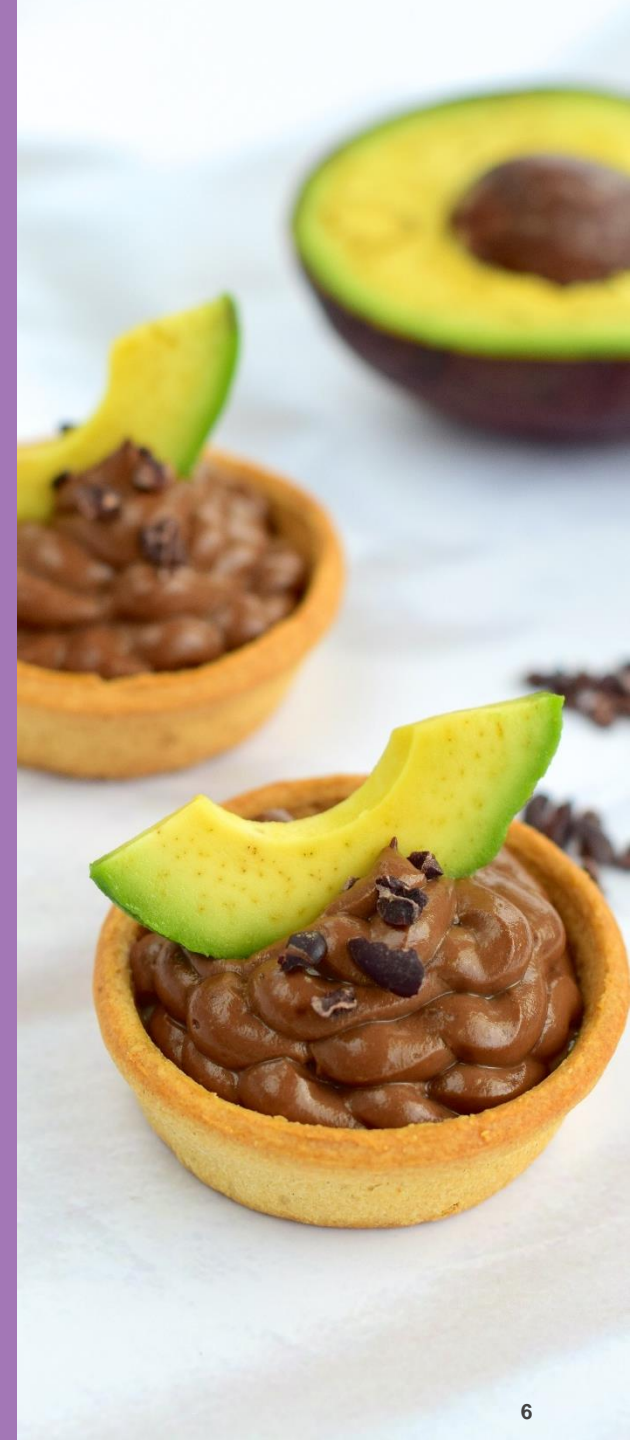
Chocolate is no doubt the undisputed heavyweight champ of dessert flavours globally, with a 66% consumer

preference on average. But there are a handful of markets where the flavour may not be a go-to option for operators due to significantly lower percentages—including Saudi Arabia (26%) and China (43%).

Only Technomic's Global Menu Category Report series offers 360-degree views, international insights, menu and operator trends, sizing and expert analysis on key global restaurant products such as dessert, breakfast, burger, pizza, chicken and beverage.

[Learn more here.](#)

Source: Technomic Global Foodservice Navigator Program
Image Source: Shutterstock



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