# Campbells





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## What is *Campbell's*® Build-A-Bowl™?

Introducing Campbell's® Build-A-Bowl $^{\text{\tiny{TM}}}$ , an easy and profitable way to satisfy consumer cravings for feel-good meals that are also customizable.

This guide will show you how to easily set up a Build-A-Bowl<sup>TM</sup> station as well as increase sales and profitability using on-hand ingredients and *Campbell's*<sup>®</sup> soup (50-oz. can or frozen) as the foundation.

With  $Campbell's^{\otimes}$  Build-A-Bowl<sup>TM</sup>, consumers enjoy the freedom to create their own flavors by choosing which ingredients they want added to their soup.



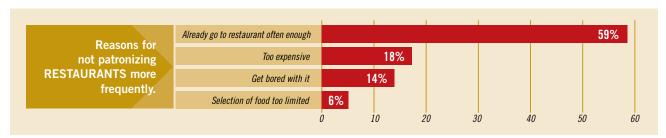
## Campbell's® Build-A-Bowl™ offers what all consumers desire: choice, control and variety.

With Build-A-Bowl<sup>™</sup>, consumers can put a unique twist on the familiar by creating soup flavors they want, the way they want them. For example, consumers may already enjoy a baked-potato bar, so why not offer a Cream of Potato soup bar?

And by utilizing ingredients you already have on hand, Build-A-Bowl™ can help expand your menu without dramatically increasing your foodservice purchases.

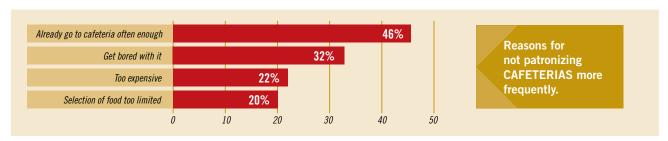
### Consumer insights show importance of menuing Build-A-Bowl™.

**Bored with the familiar.** With consumers citing saturation and boredom as leading barriers to increasing patronage, Build-A-Bowl™ offers the opportunity to try something new every day.



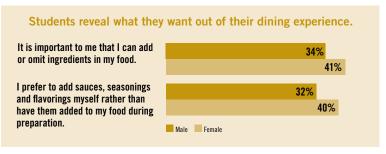
Proprietary research conducted for Campbell's: Out of Home Need State Study 2009

Add more value for the price. With consumers citing price as a top reason for choosing to eat elsewhere, Build-A-Bowl™ offers an opportunity to create more value by making soup a meal as well as an event.



Proprietary research conducted for Campbell's: Out of Home Need State Study 2009

Let students be in charge. Since students like to personalize their food by adding sauces and seasonings, it makes sense to incorporate Build-A-Bowl™ soup bars in dining halls.



2009 Technomic Top 50 Universities Foodservice Report



### Achieve menu variety and reduce foodservice costs.

While consumers will love the control and creativity *Campbell's®* Build-A-Bowl™ menu delivers, you'll appreciate its set-up simplicity and labor-saving efficiency.

Products	Case Code	Product Description	Format	Case Pack	Case Yield
Here are the featured	Canned Soup				
products for Build-A-Bowl™	00016	Tomato Soup	Canned	12/ 50 oz.	150 - 8 oz. servings
menus. Depending on	02046	Cream of Potato	Canned	12/ 50 oz.	150 - 8 oz. servings
your cost parameters and	01036	Cream of Chicken	Canned	12/ 50 oz.	150 - 8 oz. servings
operation needs, use either Campbell's® canned or	Frozen Soup				
frozen soups as a base.	14903	Creamy Tomato Basil Bisque	Condensed	3 x 4 lb. tub	48 – 8 oz. servings
nozen soups as a base.	08166	Cream of Potato	Condensed	3 x 4 lb. tub	48 – 8 oz. servings

#### Ingredient guidelines

To simplify assembly, use our recommended topping-ingredient standards for any Build-A-Bowl™ recipe.

Campbell's® Soup	8 oz.
Protein	¼ cup
Vegetable #1	2 tbsp.
Vegetable #2	1 tbsp.
Dry garnish for crunch	2 tbsp.
Sauce or fresh herbs	1 tsp.



## Campbell's® Build-A-Bowl™ recipes.

Introducing our recipes for expanding menus. Try *souping up* your menu with these suggested descriptions sure to tempt consumer appetites.

#### **CAMPBELL'S® CREAM OF POTATO**

- Turkey Pot Pie Soup: This rich-and-creamy taste of home combines diced turkey, peas, carrots and saltine crackers.
- Loaded Potato Soup: This indulgent favorite combines roasted russet potatoes with Swiss cheese, sour cream and smoky bacon bits.
- Buffalo Chicken Soup: With chicken, hot sauce, diced carrots, aged blue cheese and French-fried onions, this spicy classic is hard to forget.

#### CAMPBELL'S® CREAM OF CHICKEN

- Chicken Corn Chowder: Filled with potatoes, corn, red peppers, green peppers and scallions, this hearty chowder is sure to satisfy.
- Creamy Chicken Tortilla Soup: This zesty favorite mixes tender chicken with diced chipotle peppers, black beans and crispy tortillas.
- Turkey Dinner Soup: With diced turkey, stuffing and tangy cranberry sauce, why wait until late November to enjoy a little taste of Thanksgiving?

#### **CAMPBELL'S®** TOMATO

- BLT Soup: Deliver an upscale take on traditional tomato soup by adding crumbled bacon, diced tomatoes and iceberg lettuce.
- Chicken Parmesan Soup: Capturing all the taste and texture of an all-time favorite, this delicious variation features mozzarella cheese, grated Parmesan and Italian seasonings.
- Cheeseburger Soup: Melted cheddar cheese, sizzling ground beef and an assortment of burger toppings come together in this
  reimagining of an All-American classic.

Make prep quick and easy with the Build-A-Bowl<sup>™</sup> recipe-ingredient chart found on the following page.

## **Build-A-Bowl**™ Recipe-Ingredient Chart



Turkey Pot Pie Soup		Loaded Potato Soup		Buffalo Chicken Soup	
Diced Turkey	¼ cup	Broccoli	½ cup	Diced Cooked Chicken	½ cup
Peas	2 tbsp.	Sliced Mushrooms	½ cup	Fried Onions	2 tbsp.
Diced Carrots	2 tbsp.	Bacon Bits	1 tsp.	Crumbled Blue Cheese	1 tbsp.
Crumbled Saltine Crackers	2 tbsp.	Shredded Swiss Cheese	½ cup	Hot Sauce	½ tsp.
Parsley	½ tsp.	Sour Cream	1 tsp.	Diced Celery	1 tbsp.
		Chives	1 tsp.	Carrots	1 tbsp.
			(a	Loz	aded Potato Sol

Campbell's® Crean	n of Chicken				
Chicken Corn Chowder		Creamy Chicken Tort	tilla	Turkey Dinner Soup	ı
Corn	2 tbsp.	Chipotle Peppers	1 tbsp.	Diced Turkey	½ cup
Cream of Corn	⅓ cup	Diced Tomatoes	2 tbsp.	Stuffing Mix	½ cup
Scallions	1 tsp.	Corn	2 tbsp.	Peas	1 tbsp.
Potatoes	½ cup	Black Beans	1 tbsp.	Cranberry Sauce	1 tsp.
Green Peppers	1 tbsp.	Diced Chicken	¼ cup	Parsley	1 sprig
Red Peppers	1 tbsp.	Pace® Salsa	1 tsp.		
		Fried Tortilla Strips	1 ¼ cup		
					Chicken Corn Chowder

Campbell's® Toma	to				
BLT Soup		Chicken Parmesan So	ир	Cheeseburger Soup	
Diced Bacon	1 tsp.	Diced Chicken	¼ cup	Cooked Ground Beef	⅓ cup
Diced Tomato	1 tbsp.	Shredded Mozzarella	¼ cup	Cheddar Cheese	¼ cup
Shredded lettuce	¼ cup	Grated Parmesan	1 tsp.	Diced Tomato	1 tbsp.
Croutons	¼ cup	Italian Seasoning	⅓ tsp.	Shredded Lettuce	¼ cup
		Croutons	¼ cup	Croutons	¼ cup

## How To Execute Build-A-Bowl™ Menu



### Simple ways to give consumers more selection with Build-A-Bowl™ recipes.

You can execute the Build-A-Bowl™ concept in a number of ways:

## Transform existing menu items into Build-A-Bowls™

Try offering Build-A-Bowls<sup>™</sup> featuring ingredients from menu favorites.

**Campbell's® Case Study:** One restaurant menued its top-selling sandwich — featuring roasted turkey, stuffing and cranberry sauce — as a soup.

The Result: The operator was able to charge an additional fifty cents per cup above the menu's regular soup price, and it became one of the restaurant's top-selling soups.

How you can do it: Top a bowl of Campbell's® Cream of Chicken soup using the ingredients in our Turkey Dinner Build-A-Bowl<sup>TM</sup> recipe.



Turkey Dinner Soup

**Exhibition Cooking** allows you to prepare Build-A-Bowls<sup>™</sup> in front of consumers. And since they love a show, put your culinary flair and fresh ingredients on full display – and charge more for it.

**Insight:** Besides being an antidote for menu fatigue, consumers see exhibition cooking as an affordable luxury.

**Salad Bar or Buffet** provides the opportunity to menu soup as a low-cost entrée by allowing consumers to add their favorite toppings.

**Insight:** Some operators promote baked- or mashed-potato topping stations as part of their menu offerings. Why not use *Campbell's®* Cream of Potato soup as a base instead of potatoes?

To see pricing and promotion suggestions turn to page 7.

### Overview of Build-A-Bowl™ Station Set-Up.

To deliver the product fast with the right presentation and execution, servers must have an efficient station set-up and assembly system. Below are recommended set-up requirements:

- (3) full steam-table wells
- (2) seven-quart inserts for soup
- (3) one-third pans for protein
- (6) one-sixth pans for additional toppings
- (2) squeeze bottles for sauces
- separate bowls for dry toppings
- basket for bread bowls or bread

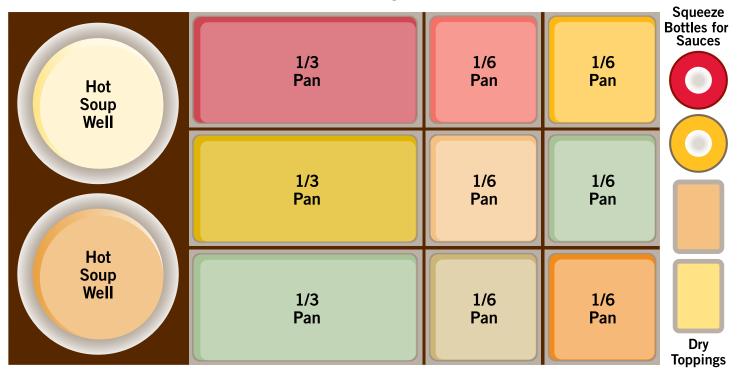
Make set-up a consistent process with the Build-A-Bowl™ station set-up chart on the following page.



## **Build-A-Bowl™ Station Set-Up Chart**



## **Station Diagram**



## Pan & Utensil Chart

	Ingredient	Service Pan	Utensil
Soups	Campbell's® Soup, hot	7 qt round insert	6 oz ladle
	Campbell's® Soup, hot	7 qt round insert	6 oz ladle
Protein/	Chicken, cooked, diced 1/2"	1/3 or 1/6 pan	1/4 cup
Cheese	Turkey, cooked, diced 1/2"	1/3 or 1/6 pan	1/4 cup
	Ground beef, cooked	1/3 or 1/6 pan	1/4 cup
	Shrimp cooked	1/3 or 1/6 pan	1/4 cup
	Cheddar cheese, shredded	1/3 or 1/6 pan	1/4 cup
	Swiss cheese, shredded	1/3 or 1/6 pan	1/4 cup
	Mozzarella cheese, shredded	1/3 or 1/6 pan	1/4 cup
	Blue cheese, crumbled	1/6 pan	tablespoon
	Parmesan cheese	1/6 pan	tablespoon
	Bacon, cooked, crumbled	1/6 pan	tablespoon
Vegetables	Chipotle peppers, diced 1/4"	1/6 pan	tablespoon
	Tomatoes, fresh, diced 1/4"	1/6 pan	tablespoon
	Corn, frozen, thawed	1/6 pan	tablespoon
	Black beans, canned, drained	1/6 pan	tablespoon
	Creamed corn, canned	1/6 pan	1/4 cup
	Potatoes, cooked, cubed 1/4"	1/6 pan	1/4 cup
	Green peppers, diced 1/4"	1/6 pan	small tongs

	Ingredient	Service Pan	Utensil
Vegetables	Red peppers, diced 1/4"	1/6 pan	small tongs
	Peas, frozen, thawed	1/6 pan	tablespoon
	Carrots, fresh, diced 1/4"	1/6 pan	small tongs
	Celery, diced 1/4"	1/6 pan	small tongs
	Broccoli florets, fresh	1/6 pan	small tongs
	Mushrooms, sliced 1/4", sautéed	1/6 pan	small tongs
	Iceberg lettuce, shredded	1/6 pan	small tongs
Dry	Tortilla strips, sliced 1/4", fried, drained	dry	small tongs
	French-fried onions, canned	dry	small tongs
	Stuffing, dry or cooked	dry	tablespoon
	Saltines, crumbled	dry	tablespoon
	Croutons	dry	tablespoon
Garnish	Sour cream	squeeze bottle	-
	Cranberry sauce	1/6 pan	teaspoon
	Pace® Salsa	1/6 pan	teaspoon
	Scallions, thinly sliced	1/6 pan	small tongs
	Chives, fresh, chopped	1/6 pan	small tongs
	Parsley, fresh, chopped	1/6 pan	small tongs
	Hot sauce	squeeze bottle	-
	Italian seasoning	dry	teaspoon

## **Pricing, Promotions and Support Materials**



### Make the most of this scalable opportunity.

Below are suggestions for maximizing profit and exposure with *Campbell's*® Build-A-Bowl™.

#### RECOMMENDED PRICING

Retail pricing of a finished *Campbell's*<sup>®</sup> Build-A-Bowl<sup>™</sup> recipe varies based on region, type of operation and operator implementation. However, here are two basic examples of Build-A-Bowl<sup>™</sup> pricing:

#### **Display or Exhibition Cooking**

Since different ingredients cost more than others, base the price on the type of ingredient and the amount used.

#### Salad Bar or Buffet

Similar to a deli, calculate average price per ounce for ingredients and then charge consumers by the ounce or pound.

#### The Profit Potential of Build-A-Bowl™.

	Soup Cost	Toppings Cost	Soup & Toppings	Selling Price	Profit
Soup*	\$0.48			\$2.99	\$2.51
Soup* with Toppings	\$0.48	\$0.31	\$0.79	\$3.69	\$2.90

\*Soup cost based on \$0.06 per ounce of canned soup

#### **PROMOTIONS**

Promote Build-A-Bowl<sup>™</sup> as a daily special, feature two at a time or promote it once a week. For example: every Wednesday is Build-A-Bowl<sup>™</sup> Day.

Here are some additional suggestions:

- Menu as a combo meal (include side salad or thick slice of bread with herb butter)
- Plan a grand opening and use local or in-house media to advertise
- Throw a Build-A-Bowl<sup>™</sup> party and offer mini samples in 4-oz. cups
- Post information about the concept beyond your dining room like in local publications and websites
- Offer sampling to encourage awareness, interest and trial

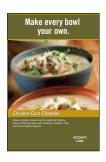


#### **SUPPORT MATERIALS**

Put the power of the *Campbell's®* brand power to work for your business. To get the tools to help build a highly profitable soup business, contact your Campbell sales representative, call 1-800-TRY SOUP (879-7687) or go to www.campbellfoodservice.com.

Campbell's® Build-a-Bowl™ program offers point-of-sale materials for your dining room and recipe cards to keep handy in the kitchen.







## **CREAM OF POTATO SOUP**

## **TURKEY POT PIE SOUP**

YIELDS: 12 Servings SERVING SIZE: 8 oz. or 1 cup plus toppings

Ingredients	Quantities	Preparation Instructions		
Campbell's® Condensed Cream of Potato 02046	1-50 oz. can	1. Prepare all ingredients and set up station.		
Water	1-50 oz. can	2. In a soup pot, mix soup with water, heat to 165°F. Hold hot for service.		
Turkey, cooked, diced 1/2 inch	1 lb., 3 oz.	For each serving:		
Peas, cooked	12 oz.	Ladle 8 oz. hot soup into a 10 oz. bowl.  The soup with		
Carrots, fresh, diced ¼ inch	12 oz.	<ul> <li>Top soup with:</li> <li>- ¼ cup turkey</li> <li>- 2 tbsp. crumbled saltine crackers</li> </ul>		
Saltine crackers, crumbled	5 ½ oz.	- 2 tbsp. peas - ½ tsp. chopped parsley		
Parsley, fresh, chopped	2 tbsp.	- 2 tbsp. diced carrots		

## **LOADED POTATO SOUP**

YIELDS: 12 Servings SERVING SIZE: 8 oz. or 1 cup plus toppings

Ingredients	Quantities	Preparation Instructions
Campbell's® Condensed Cream of Potato 02046	1-50 oz. can	1. Prepare all ingredients and set up station.
Water	1-50 oz. can	2. In a soup pot, mix soup with water, heat to 165°F. Hold hot for service.
Broccoli florets, blanched	1 lb., 12 oz.	For each serving:
Mushrooms, sliced thin ¼ inch, sautéed	13 oz.	<ul> <li>Ladle 8 oz. hot soup into a 10 oz. bowl.</li> <li>Top soup with: <ul> <li>½ cup broccoli</li> <li>1 tsp. crumbled bacon</li> </ul> </li> </ul>
Swiss cheese, shredded	13 oz.	
Bacon, cooked, crumbled	2 oz.	- ¼ cup sliced mushrooms - 1 tsp. sour cream
Sour cream	3 oz.	- ¼ cup shredded Swiss cheese - 1 tsp. chopped chives
Chives, fresh, chopped fine	½ 0Z.	

## **BUFFALO CHICKEN SOUP**

YIELDS: 12 Servings SERVING SIZE: 8 oz. or 1 cup plus toppings

Ingredients	Quantities	Preparation Instructions
Campbell's® Condensed Cream of Potato 02046	1-50 oz. can	1. Prepare all ingredients and set up station.
Water	1-50 oz. can	2. In a soup pot, mix soup with water, heat to 165°F. Hold hot for service.
Chicken, cooked, diced ½ inch	1 lb., 3 oz.	For each serving:
French-fried onions, canned	5 oz.	Ladle 8 oz. hot soup into a 10 oz. bowl.  The state of the state
Blue cheese, crumbled	7 oz.	■ Top soup with: - ½ cup cooked chicken - 1 tbsp. celery
Celery, diced ¼ inch	6 oz.	- 2 tbsp. French-fried onions - 1 tbsp. carrots
Carrots, fresh, diced ¼ inch	4 oz.	- 1 tbsp. blue cheese - ½ tsp. hot sauce
Hot sauce	2 tbsp.	

**COOLING: CCP:** Cool to 70°F. or lower within 2 hours and from 70°F. to 40°F. within 4 more hours. Place in shallow pans with a product depth of 2 inches or less and refrigerate or place shallow pans of product into icebath, immerse pans into ice up to product level and stir frequently. Cover and label product.

**REHEATING: CCP:** Reheat to 165°F. or higher for 15 seconds, within 2 hours.

## **CREAM OF CHICKEN SOUP**

## **CHICKEN CORN CHOWDER**

YIELDS: 12 Servings SERVING SIZE: 8 oz. or 1 cup plus toppings

Ingredients	Quantities	Preparation Instructions
Campbell's® Condensed Cream of Chicken 01036	1-50 oz. can	1. Prepare all ingredients and set up station.
Water	1-50 oz. can	<ul> <li>2. In a soup pot, mix soup with water, heat to 165°F. Hold hot for service.</li> <li>For each serving:</li> <li>Ladle 8 oz. hot soup into a 10 oz. bowl.</li> </ul>
Creamed corn, canned	1 lb., 11 oz.	
Potatoes, cooked, cubed ¼ inch	1 lb., 11 oz.	
Corn, whole kernel	12 oz.	■ Top soup with:  - ¼ cup creamed corn  - 1 tbsp. diced green pepper
Green peppers, diced ¼ inch	4 oz.	- ¼ cup potatoes - 1 tbsp. diced green pepper
Red peppers, diced ¼ inch	4 oz.	- 2 tbsp. corn - 1 tsp. scallions
Scallions, thinly sliced ¼ inch	1 oz.	

## **CREAMY CHICKEN TORTILLA SOUP**

YIELDS: 12 Servings SERVING SIZE: 8 oz. or 1 cup plus toppings

Ingredients	Quantities	Preparation Instructions
Campbell's® Condensed Cream of Chicken 01036	1-50 oz. can	1. Prepare all ingredients and set up station.
Water	1-50 oz. can	2. In a soup pot, mix soup with water, heat to 165°F. Hold hot for service.
Chicken, cooked, diced ½ inch	1 lb., 3 oz.	For each serving:  Ladle 8 oz. hot soup into a 10 oz. bowl.
Chipotle peppers, diced ¼ inch	2 ½ oz.	
Tomatoes, diced ¼ inch	15 oz.	■ Top soup with: - ¼ cup cooked chicken - 1 tbsp. black beans
Corn, cooked, whole kernel	12 oz.	- 1 tbsp. diced chipotle peppers - 1 tsp. <i>Pace®</i> salsa
Black beans, canned, drained	8 oz.	- 2 tbsp. diced tomatoes - 1¼ cup fried tortilla strips (5-6 str
Pace® Salsa	¼ cup	- 2 tbsp. corn
Tortilla strips, sliced ¼ thick, fried, drained	6 ½ oz.	

## **TURKEY DINNER SOUP**

YIELDS: 12 Servings SERVING SIZE: 8 oz. or 1 cup plus toppings

Ingredients	Quantities	Preparation Instructions
Campbell's® Condensed Cream of Chicken 01036	1-50 oz. can	1. Prepare all ingredients and set up station.
Water	1-50 oz. can	2. In a soup pot, mix soup with water, heat to 165°F. Hold hot for service.
Turkey, cooked, diced ½ inch	1 lb., 3 oz.	For each serving:  Ladle 8 oz. hot soup into a 10 oz. bowl.  Top soup with:  - ¼ cup turkey  - 1 tsp. cranberry sauce  - 1 tsp. peas  - 1 sprig parsley
Peas, cooked	4 oz.	
Stuffing mix, dry	5 oz.	
Cranberry sauce, canned	4 oz.	
Parsley, fresh	12 sprigs	- ½ cup dry stuffing

**COOLING: CCP:** Cool to 70°F. or lower within 2 hours and from 70°F. to 40°F. within 4 more hours. Place in shallow pans with a product depth of 2 inches or less and refrigerate or place shallow pans of product into icebath, immerse pans into ice up to product level and stir frequently. Cover and label product.

**REHEATING: CCP:** Reheat to 165°F. or higher for 15 seconds, within 2 hours.

## **TOMATO SOUP**

## **BLT SOUP**

YIELDS: 12 Servings SERVING SIZE: 8 oz. or 1 cup plus toppings

Ingredients	Quantities	Preparation Instructions
Campbell's® Condensed Tomato 00016	1-50 oz. can	1. Prepare all ingredients and set up station.
Water	1-50 oz. can	For each serving:
Iceberg lettuce, shredded	7 ½ oz.	
Tomato, diced	7 ½ oz.	<ul><li>Ladle 8 oz. hot soup into a 10 oz. bowl.</li><li>Top soup with:</li></ul>
Croutons	4 ½ oz.	- 14 cup shredded lettuce - 14 cup croutons
Bacon, cooked, crumbled	2 oz.	- 1 tbsp. diced tomato - 1 tsp. crumbled bacon

## **CHICKEN PARMESAN SOUP**

YIELDS: 12 Servings SERVING SIZE: 8 oz. or 1 cup plus toppings

Ingredients	Quantities	Preparation Instructions
Campbell's® Condensed Tomato 00016	1-50 oz. can	1. Prepare all ingredients and set up station.
Water	1-50 oz. can	<ul> <li>2. In a soup pot, mix soup with water, heat to 165°F. Hold hot for service.</li> <li>For each serving:</li> <li>Ladle 8 oz. hot soup into a 10 oz. bowl.</li> </ul>
Chicken, cooked, diced ½ inch	1 lb., 3 oz.	
Mozzarella, shredded	13 oz.	
Parmesan, grated	1 ½ oz.	■ Top soup with: - ¼ cup cooked chicken - ¼ tsp. Italian seasoning
Italian seasoning, dried	1 tbsp.	- ¼ cup shredded mozzarella - ¼ cup croutons
Croutons	4 ½ oz.	- 1 tsp. grated parmesan

## **CHEESEBURGER SOUP**

YIELDS: 12 Servings SERVING SIZE: 8 oz. or 1 cup plus toppings

Ingredients	Quantities	Preparation Instructions
Campbell's® Condensed Tomato 00016	1-50 oz. can	1. Prepare all ingredients and set up station.
Water	1-50 oz. can	<ul> <li>2. In a soup pot, mix soup with water, heat to 165°F. Hold hot for service.</li> <li>For each serving:</li> <li>Ladle 8 oz. hot soup into a 10 oz. bowl.</li> </ul>
Ground beef, cooked, crumbled	13 oz.	
Cheddar cheese, shredded	13 oz.	
Tomato, diced, ¼ inch	7 ½ oz.	<ul> <li>Top soup with:</li> <li>¼ cup shredded lettuce</li> </ul>
Lettuce, shredded	7 ½ oz.	- ½ cup cheddar cheese - ½ cup croutons - 1 tbsp. diced tomato
Croutons	4 ½ oz.	

**COOLING: CCP:** Cool to 70°F. or lower within 2 hours and from 70°F. to 40°F. within 4 more hours. Place in shallow pans with a product depth of 2 inches or less and refrigerate or place shallow pans of product into icebath, immerse pans into ice up to product level and stir frequently. Cover and label product.

**REHEATING: CCP:** Reheat to 165°F. or higher for 15 seconds, within 2 hours.