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nam, and Thailand.

But not all imports are created equal. Factories differ in quality control, ethical labor practices, and ability to respond to demand shifts. Some suppliers jump from factory to factory chasing low prices, meaning the gloves inside the box today may not be the same as last time. At Elara, we don't do that. Our supply model is built on stable, long-term partnerships. We audit factories, test materials, and track how our gloves perform in real kitchens. That's how we keep quality up—even when the market goes sideways.

When tariffs hit, buyer behavior shifts quickly. Some stockpile inventory, hoping to beat price increases. Others panic and start swapping products without checking specs. Almost everyone gets more price-sensitive. That's understandable—but dangerous.

Stockpiling too much ties up cash and risks expiration. Understocking leads to operational chaos and pre-

mium “spot buys.” The real strategy? Be flexible. Plan for temporary substitutions. Work with a partner who knows the market and has options at the ready.

We've spent the last year helping customers rework their glove programs. In many cases, we've found gloves that better fit the task—at a lower cost—without compromising safety.

At Elara, gloves are our focus. It's not just a product line—it's what we do. And in a crowded, price-driven market, specialization is what protects operators. While some distributors bundle gloves with napkins and cutlery, our focus is squarely on disposable protection.

We offer a wide range of gloves because foodservice isn't one-size-fits-all. A prep cook handling raw meat needs a heavy-duty glove. A sandwich shop employee changing gloves every few minutes needs a lightweight hybrid. We match the glove to the task—helping you avoid overbuying and

overspending.

For example, our Digifit gloves are a great match for high-volume environments, while our FineFit2G nitrile line is built for chefs who need precision and sensitivity. And when gloves are used improperly—like not changing them when switching tasks—we offer training tools to support your managers and frontline staff.

During times of market stress, some operators get tempted to cut corners. We get it. But gloves aren't the place to gamble. We've seen what happens when operators go for the lowest price: recalls, negative press, even lawsuits. That's why we're here—not just to sell gloves, but to educate and support.

We're proud that our customers consistently tell us: Elara shows up. We stay in touch, give straight answers, and solve problems. That matters when supply chains get messy.

If you're feeling the pressure of tariffs and don't have a clear glove strategy, now is the time to act. Start by

evaluating your current glove lineup to ensure you're using the right glove for each task and not overpaying for options that offer more than you need. Have a conversation with your distributor to confirm they are sourcing from reliable partners and have contingency plans in place. Make sure your team is properly trained on glove usage, since even the best glove won't be effective if it's not used correctly. Most importantly, don't try to navigate this alone—reach out for support and guidance from experts who know the market.

We're here to help you get it right. We're always happy to provide samples, answer questions, and help you build a glove strategy that works—no matter what the market throws at you. Reach out to your Elara Sales Representative or contact us directly at heythere@elarabrands.com. You'll also find product info, training resources, and more at elarabrands.com.

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adding acidity and texture. Adding pico de gallo, crispy toppings, or roasted veggies not only diversifies the menu but also enhances flavor and presentation.”

Barilla Professional offers ongoing support to foodservice operators by providing creative solutions and practical tips for enhancing dishes. One such suggestion from Chef Walker involves adding pasta water to Mac & Cheese to improve consistency and texture. “Incorporating a bit of pasta water into the Mac & Cheese cooking dish helps to coalesce the dish, and this technique ensures a creamier, more cohesive final product.” Barilla's commitment to supporting chefs goes beyond product quality by offering insights that help operators deliver consistently satisfying meals, even when facing tight budgets and evolving culinary demands.

With that on-going support from the Barilla Professional team, Houston-based Trulucks, known for its upscale seafood, featured Barilla Love Heart Shaped Pasta in their Valentine's Day menu, pairing it with brie, lobster, and a triple cheese blend. The result was a luxurious yet comforting dish that showcased both creativity

and quality. Chef Walker concluded, “This dish exemplifies how even an indulgent menu item can be executed with consistency when using quality ingredients.”

To consistently deliver quality, choosing the right pasta manufacturer is crucial. Barilla's pasta line, with over 40 cuts including Classic Semolina, Whole Grain, Gluten-Free, and Legume options, allows chefs to meet a diverse range of customer needs without compromising quality. Chef Walker concluded, “Barilla's focus on quality ingredients ensures consistent performance, especially for high-volume operations.”

As food costs continue to rise, restaurants must innovate to maintain quality and value. Barilla's versatile pasta offerings provide a reliable foundation for creating both traditional and unique dishes that meet consumer expectations and operational needs.

For more insights on Barilla for Professionals' pasta solutions and how they can support your foodservice operation, visit <https://www.barillaforprofessionals.com/en-us/> or reach out to their team directly at BarillaforProfessionalsUS@barilla.com for support and product information.

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at night, Snack Packs featuring crispy tots hold beautifully in hot cases, making them irresistible impulse buys during peak late-night hours.

One of the key strengths of Stuff Tots is that they are proudly produced in the United States. This commitment to domestic manufacturing ensures not only consistent quality and freshness but also avoids potential tariff complications that can arise when sourcing from overseas. By utilizing 100% U.S.-sourced ingredients, Stuff Tots maintains its promise of quality while supporting local suppliers. This approach not only simplifies logistics but also gives operators peace of mind, knowing they are offering a product that meets high American standards.

Stuff Tots are a go-to solution for operators in Grab & Go, QSR, stadiums, and schools. The convenience factor is unmatched—fully cooked and easy to prepare, they can be integrated seamlessly whether as a breakfast option, a side dish, or a late-night snack. Schools appreciate their clean label and gluten-free profile, while stadiums benefit from their portability and indulgent flavor. In QSR settings, they can be paired with mini sandwiches or offered as a premium snack, proving their adaptability and broad appeal.

Stuff Tots continue to innovate with bold new flavor profiles in the pipeline: 3 Cheese Jalapeño—perfect for breakfast or a spicy late-night snack; Bacon, 3 Cheese & Jalapeño, a crowd-pleaser with a spicy kick; and the All American Cheese Burger flavor with fry sauce for dipping are also set to debut. Additionally, Chorizo + Cheese + Eggs are all set to make their debut in '26.

To learn more about adding Stuff Tots to your menu, contact them at Stephen@stuffedtots.com or call 503-333-7700.