



Fast-Growing Marco's Pizza Reduces Cheese Waste by 80% with the Randell Cheeser Station®

"The Randell Cheeser (Station) has been a game-changer for cutting down our cheese waste drastically."

— Desiree Holcomb, Marco's Pizza Franchisee

THE GROWTH OF MARCO'S PIZZA

Marco's Pizza is one of the fastest-growing pizza chains in the country.

Established outside Toledo, Ohio, in 1978, the popular chain has grown beyond the Midwest and now has a footprint across 34 states, as well as locations in Puerto Rico and the Bahamas.

In the wildly competitive world of fast-casual pizza chains, Marco's credits its successful growth in part to the quality of its ingredients.

"The main thing that sets us apart from other chain pizzas is our dedication to freshness. Like fresh cheese, never frozen. All of our veggies are freshly chopped in store, dough made every day in store. We really pride ourselves in that fresh aspect and having a premium product."



Desiree Holcomb, Marco's Pizza Franchisee



Scan or click the QR code to hear Desiree's success story at Marco's Pizza.



THE CHEESE WASTE CHALLENGE

Squeezed margins are a grim reality in foodservice and a major obstacle to growth.

Profits are drained by everything from ingredient inflation (cheese, flour, meat) to rising energy costs and wage pressure. Some margin compressors are unavoidable, but others can be addressed.

For example, Marco's Pizza locations faced the common challenge of preventable cheese waste. When cheese falls off the pizza and onto the floor during prep, each shred doesn't seem like much – until it adds up to a sizable hit every week.

Since the price of cheese can be a moving target, this is a costly problem that's also an unpredictable budget line item.

"Unfortunately, preventable cheese waste is a challenge we see a lot in pizza restaurants. The good news for operators is that there's a solution to that problem."



**Dave Rademacher, Product Manager,
Electrolux Professional Group**

Marco's Locations Were Losing
60–70 lbs
of Cheese *Every Week.*

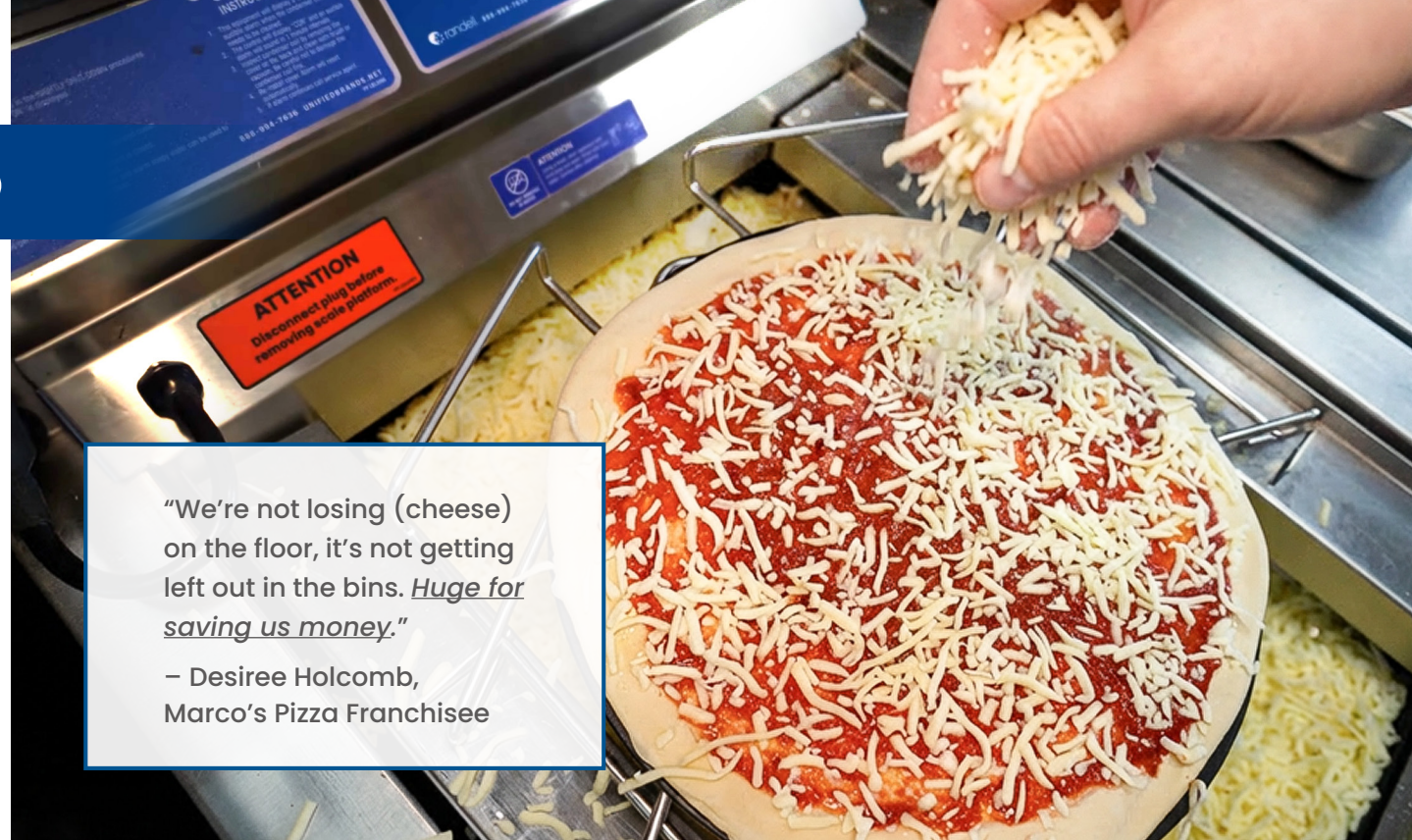
At **\$2.00–\$2.50 per pound**, that adds up to
\$9,000 in preventable cheese waste per year.

HOW THE CHEESER STATION HELPED

To combat preventable cheese waste, Marco's Pizza turned to the [Randell Cheeser Station](#).

The Cheeser Station's refrigerated holding bin accommodates 30 pounds of cheese with a stainless steel grate to hold the pizza during preparation. Whoever is preparing the pizza sets it on the grate and reaches down into the holding bin to get the right amount of cheese.

Any pieces that don't land on the pizza end up back in the holding bin, not on the floor.



"We're not losing (cheese) on the floor, it's not getting left out in the bins. Huge for saving us money."

– Desiree Holcomb,
Marco's Pizza Franchisee

The impact extends beyond the drastic cheese savings, which create a payback period of as little as 6 months.



A More Consistent Product

A tare scale option helps staff always put the exact same amount of cheese on every pizza. That consistency leads to a better brand reputation in the eyes of customers.



Better Quality Cheese

With a deeper refrigerated bin to house the cheese, Marco's found the Cheeser Station retained the quality of the cheese better than a standard prep table.



Easy to Use for Staff

The simplicity of the Cheeser Station makes it easier to train new employees on, or when Marco's wants to add another person to the line during rushes.

50+ lbs of cheese
is saved per week with
the Cheeser Station



PAIRED WITH A RANDELL PREP TABLE

Marco's Pizza got even more out of their prepping by pairing the Cheeser Station with a [Randell Raised Rail Prep Table](#), also known as a make line.

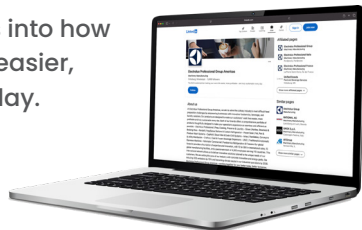
Staff add the cheese on the Cheeser Station, then easily slide the pizza directly onto the Raised Rail Prep Table to add the toppings. Marco's Pizza said their prep is much more efficient and ergonomic because they can fit what they need in the prep table, rather than wasting time and energy constantly reaching underneath for toppings.

"It really streamlines the process in the kitchen when you can have your Randell Cheeser and your Randell make line right next to each other. With the two together, it really streamlines efficiency through rushes."



Desiree Holcomb, Marco's Pizza Franchisee

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Part of



How Can I Learn More?

Whether you're running a single-location pizzeria or scaling a multi-unit franchise, the Cheeser Station is engineered to solve a problem that costs pizza operations thousands of dollars a year.

Ready to stop losing money on the floor? Visit [TheCheeserStation.com](#) or [Randell.com](#) to explore specs, or connect with an Electrolux Professional Group expert at [electroluxprofessionalgroup-americas.com/contact-us](#).



Scan the QR Code to use an ROI Calculator and see how much you can save!