

ERIC FABER

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Restaurant Operations & Systems Consultant + Author

EXECUTIVE SUMMARY

Restaurant operations and systems consultant with 40+ years of experience across hospitality, packaging, logistics, and cross-industry systems development. Author of multiple industry playbooks including *The Restaurant Playbook* (Coming 2026, completed manuscript) and *Wheels of Fortune: The Mobile Food Playbook* (Coming 2026, completed manuscript). Applies practical systems engineering and profitability frameworks to help restaurant operators build scalable, profitable, and resilient operations.

CORE COMPETENCIES

- Restaurant Operations & Systems Engineering
- Menu Engineering & Profitability Modeling
- Packaging Integration for Off-Premise Channels
- Food Truck & Mobile Food Strategy
- Delivery Logistics & POS Optimization
- Staffing Systems & Labor Efficiency
- Concept Development & Brand Positioning
- Operational Turnarounds & Margin Recovery

AUTHORSHIP

The Restaurant Playbook — Coming 2026

Wheels of Fortune: How to Build a Profitable Food Truck Business — Coming 2026

The Mobile Food Playbook — Planned 2026

Packaging for Restaurants — Manuscript in development

PROFESSIONAL EXPERIENCE

Founder & CEO | U.S. Restaurant Consultants (1997 – Present)

Lead operational turnarounds, menu engineering strategies, and systems transformation across independent restaurants, emerging concepts, and franchised operations. Design executable models for consistency, margins, and scalability.

Key Highlights:

- Improved EBITDA margins by double digits for operators through systems restructuring.
- Implemented menu engineering transformations that generated 12–28% incremental menu revenue.
- Built scalable systems adopted at regional and national levels.

Founder & CEO | Packaging Resources (1994 – Present)

Connect restaurant packaging strategy to profitability, delivery consistency, and customer experience. Consult on material selection, vendor alignment, and supply chain navigation.

Founder & CEO | U.S. Food Truck Consultants (2017 – Present)

Develop launch frameworks and scalability systems for mobile food operators. Specialize in concept design, equipment specifications, compliance, and revenue modeling.

Principal Advisor | Construction Risk & Resolution (2017 – Present)

Advise homeowners, contractors, and legal counsel in construction dispute strategy, mechanics lien processes, documentation, and resolution pathways. Not general contracting — advisory, investigative, and strategic only.

EARLIER CAREER FOUNDATIONS

(Relevance: Packaging → Supply Chain → Restaurant Systems)

Co-Founder | WinCup (1983–1987)

Early packaging innovation and supply chain leadership; foundational exposure to manufacturing, materials, and production systems that now inform packaging strategy for restaurant and hospitality clients.

VP Sales & Marketing | Scott Paper – Foodservice Division (1986–1989)

Led regional foodservice disposables programs supporting procurement and distribution for restaurants, hospitality, and institutional accounts; developed early frameworks for operational purchasing discipline.

Partner / Packaging Rep & Broker | West Pac Sales (1989–1993)

Supported multi-unit restaurant groups with sourcing, pricing strategy, vendor alignment, and product mix optimization, connecting packaging effectiveness to margin outcomes.

Disposables Buyer | S.E. Rykoff (1981–1983)

Foundational purchasing and supply chain experience; developed early insight into product lifecycle, procurement logistics, vendor negotiations, and foodservice inventory management.

EDUCATION

Executive Education — Wharton School of Business (1987)

Business & Economics — University of California Extension (1981–1984)

Cate School — Diploma

Lycee Francais de Los Angeles