

basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

NATIONAL SENIOR CERTIFICATE

GRADE 12

HOSPITALITY STUDIES

NOVEMBER 2021

MARKING GUIDELINES

MARKS: 200

These marking guidelines consist of 17 pages.

SECTION A

QUESTION 1

1.1 MULTIPLE-CHOICE QUESTIONS

		•	
1.1.1	A✓	M187	F45
1.1.2	C√	M124	F185
1.1.3	C√	M116	F211
1.1.4	D✓	M27	F82
1.1.5	C√	M5-7	F120/7
1.1.6	B√	M93	F192
1.1.7	A✓	M156	F48
1.1.8	D√	M140	F150
1.1.9	B√	M175	F37
1.1.10	B/D√	M15	F134

(10)

1.2 **MATCHING ITEMS**

1.2.1	B√	
1.2.2	D√	M125
1.2.3	E√	
1.2.4	C√	F185-186
1.2.5	A✓	

(5)

1.3 MATCHING ITEMS

1.3.1	E√	
1.3.2	A√	M161
1.3.3	B√	F65
1.3.4	F√	
1.3.5	D√	

(5)

1.4 **ONE-WORD ITEMS**

1.4.1	Ice bucket/cooler/wine cooler/wine bucket/wine bucket stand√	M167	F58
1.4.2	Business plan√	M11	F131
1.4.3	Audio-visual/Auditory√	M20	F140
1.4.4	Diabetes/Diabetes Mellitus/Type 1	M47	F5
	Diabetes√		
1.4.5	Certification/Authenticity√	M158	F53
1.4.6	Offal/Mogodu√	M80	F190
1.4.7	Soya√	M104	F182
1.4.8	Host/Hostess√	M193	F36
1.4.9	Hydration/sponging/Blooming√	M130	F161
1.4.10	Barding√	M86	F199

(10)

1.5 **SELECTION**

1.5.1	B√, C√, E√, F√, G√	Any order	M99	F178	(5)
1.5.2	C√, D√, E√	Any order	M39	F101	(3)
1.5.3	A√. B√	Any order	M114	F206	(2)

TOTAL SECTION A: 40

SECTION B: KITCHEN AND RESTAURANT OPERATIONS; HYGIENE, SAFETY AND SECURITY

QUESTION 2

QUEST	ION 2		
2.1	2.1.1	 Name of goods/products/type of stock/brand name√ Description of goods/products/unique code√ The quantity/volume/mass that was received and issued√ The new balance (total) on the stock/ stock on hand√ Minimum and maximum stock levels/reorder stock levels√ The price per unit/stock price√ A cash column/value√ Date√ Signature/authorisation/person requiring the stock√ Order/requisition number√ (Any 3) 	M36 F95- 97 (3)
	2.1.2	 Less time consuming/saves time/quicker√ Easier to determine quantity of stock/ more effective√ The system can alert the storekeeper of products that need to be reordered/manage and control the flow of stock√ The total cost of stock will be recorded instantly√ Stock will be automatically deducted from the stock list√ Number of errors is reduced/more accurate√ Stock control process can be carried out more often/frequently√ The computer can store the information/easy to retrieve information√ (Any 2) 	M36 F95 (2)
2.2	2.2.1	 Punctuality/integrity/reliability/productivity ✓- Luvuyo was not a functional and cooperative team member/being late for work/not doing his full share of work/ not being reliable and dependable✓ Self-respect and respect for other/commitment/communication/co-operation/tolerance✓- He has failed to respect others/arguing with the guest/he was not aware of the guests needs✓ (Any 4) OR Luvuyo was late for work✓-not a functional and cooperative team member/not doing his full share of work/ not being reliable and dependable✓ No punctuality/integrity/reliability/productivity✓ Arguing with the guest✓- He has failed to respect others/he was not aware of the guests needs✓ No self-respect and respect for others/lack of commitment/ communication /co-operation/tolerance✓(Any 4) 	M30 F86 (4)

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timeously to the customer/efficient when delivering a service and respond in a timely manner/don't keep customers waiting√

- He must show patience/tolerant with the guest√
- He needs to be polite/ friendly ✓
- He needs to be positive when dealing with guests' complaints ✓

Never argue with guests/the customer is king/the customer is always right√

- Stay calm/control emotions/ he needs to be mindful of the tone of his voice/body language when dealing with the customer✓
- Find solutions to the problem✓
- He needs to be reliable with regards to guests request/not making empty promises ✓
- He needs to ensure that guests receive value for money/ receive what they ordered ✓
- He must recognise guests as soon as they arrive✓
- He must display accuracy in taking and delivering guests orders√
- Listen and pay attention ✓
- Helpful/willing to assist✓
- Be alert to guest's needs ✓
- Respectful towards guest√
- Make a good first impression/good appearance ✓
- Accept his mistake and be apologetic ✓

(Any 4) All water should be chemically treated/purified or boiled✓

2.3 2.3.1

- Provide bottled water√
- Do not serve food and water that has been contaminated/ avoid fish or shellfish obtained from contaminated water√
- Foods need to be cleaned and cooked properly/use treated water to wash fruit and vegetables✓
- Avoid serving raw and undercooked food e.g. uncooked fish or shellfish ✓
- Cover food to prevent flies✓
- Thorough hand washing facilities with antiseptic soap/sanitizer is important ✓

Staff should get vaccinated ✓

F78

M25

M25

M32

F90

(4)

Send infected/sick workers home ✓

(4) (Any 4)

2.3.2

- People using unsafe water supplies/ living in areas with poor sanitation/ people who eat shellfish and vegetables from water known to harbour the bacteria will be infected faster√ due to the possible intake of cholera bacteria√
- Children, the elderly and malnourished people ✓ are at risk because they have a weaker immune system √/low levels of stomach acid that can't fight off the bacteria ✓
- People living with someone who has the disease√may be F78 infected/ higher risk of becoming infected ✓ (Any 3) (3)

TOTAL SECTION B: 20

SECTION C: NUTRITION AND MENU PLANNING;

FOOD COMMODITIES

QUESTION 3

3.1	3.1.1	Leg chop✓ Rib cutlet✓	M94 F194 (2)
	3.1.2 (a) (b)	Marinating ✓ Chemical tenderising ✓ (Any 1) • Marinating is steeping meat into a seasoned liquid mixture ✓ for	M86 F200 (1)
		 15 minutes to 2 hours√ Acid, oil, spices and herbs are used to tenderise the meat fibres√ OR 	
		 Chemical tenderising – sprinkle meat tenderisers over meat √/cover meat with acid, fresh pineapple or paw-paw √ to break down the meat fibres for 15 minutes to 2 hours √ (Any 2 relevant to 3.1.2 (a)) 	M86 F200 (2)
	3.1.3	 Greyish light red/pinkish colour meat√ Flesh feels firm/not leave a dent when pressed on√ Fine grain texture√ Fat normally white or creamy white/ fat should not be oily√ Bones are red and porous, rib bones speckled√ Fresh smell /no strange/unpleasant smell√ (Any 3) 	M83 F189 (3)
3.2	The rApperent coloutingMeat	meat will have freezer burn \(\square \) meat surface will be dehydrated/dried out \(\square \) earance of greyish-brown spots on the surface of the meat/change of our \(\square \) juices/sarcoplasm will ooze out of the meat after thawing \(\square \) e will be ice crystals on top of the meat \(\square \) (Any 2)	M84 F199 (2)
3.3	Gammon	:: 150-250 g✓ : 120-150 g ✓ utlet includes the bone; the gammon is without bones✓ (Any weight within the range)	F204 M96 (3)

3.4 3.4.1 (a) To prevent changes in the ratio/proportions of ingredients ✓ Incorrect proportions can change the characteristics of the pastry √ it becomes too hard/soft/crumbly /tough/ dry/dough M118 becomes sticky/ to ensure a successful end product√ F212 (Any 1) (1) (b) • Over-handling/over-mixing of the dough will cause it to shrink✓ Heat from hands can melt the shortening that can be absorbed by flour preventing proper rising/small volume✓ M118 Dough/Crust will be tough **OR** hard pastry crust ✓ F212 (Any 2) (2) (c) • Cold shortening remains hard and forms layers between pastry layers/ prevents shortening from melting√ Better rising√ M118 Flakiness will be compromised if conditions are warm√ F212 (Any 2) (2)

3.4.2 • Blind baking is done when a pre-cooked filling is used✓

 To keep the crust from blistering/rising/remains flat/keep shape√

To ensure the pastry case is cooked thoroughly ✓ M117
 To help the crust to become crispy/prevents soggy bottom ✓ F209

(Any 3) (3)

3.5 • Crisp√

Hollow and dry inside/dry centre/well cooked√

Light in weight√

Light brown/golden brown/straw colour√

Even sized√

Well puffed/good volume√

Neatly shaped/good shape√

(Any 3) (3)

M124 F186

3.6 RAKED ALASKA F

	BAKED ALASKA	PAVLOVA	
Ratio of egg	1:1√/Equal quantities	1:2√/ Double the amount of	
whites:		sugar to egg whites	
sugar	(1)	(1)	
Components	(a) Base: Sponge cake√	(a) Base: Meringue√	
used to	(b) Filling: Ice cream√	(b) Filling: Cream/	
assemble		Mascarpone/fruit curd√	
each dessert	(c) Topping: Meringue√	(c) Topping: Fruit/any	M141
		fruit√	F151
	(3)	(3)	(8)

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3.7	3.7.1	 Chop or break the chocolate into smaller even pied. Melt over indirect steam by putting the chocolate marie/double boiler/mixing bowl on top of a sauce. Stir occasionally√ Remove from the stove once water starts boiling overheating√ OR Chop or break the chocolate into smaller even pied. Melt in the microwave by putting the chocolate in 	ate in a bain pan√ ag to prevent (Any 2) ces√	M145
		heat in 30-second bursts√ stirring in between√	(Any 2)	(2)
	3.7.2	 Commercial dark chocolate/70% or higher cocoa r Couverture- any colour√ Baking chocolate- any colour/baker's covering/con Unsweetened/bitter chocolate√ 	npound√	M144 F156
			(Any 1)	(1)
3.8	3.8.1	Glazing/Candied/Crystallization of sugar√		M153 F168 (1)
	3.8.2	 Fruit is cooked repeatedly/multiple times✓ In a highly concentrated sugar syrup✓ until it form the outside/fine layer of sugar crystals on the outside layer of sugar crystals of sugar crystals on the outside layer of sugar crystals on	ide√	M153 F168 (2)
			(Any 2)	(2)
	3.8.3	 Prevents food from spoiling√ Increases the safe storage period of food√ Increases availability of food that are out of season Easy to store/no refrigeration is necessary√ Saves time and labour /no preparation necessary√ Preserved food can be eaten on its own/no necessary√ Transportation of food is easier√ Improves the appearance/give it a nice shine/ varied Improves the taste/unique taste√ 	cooking is	
		 Limits the availability of water for microbial growth Heat destroys micro-organisms and enzymes√ 	√ (Any 2)	M149 F166 (2) [40]

QUESTION 4

4.2

4.1.1	pastry√that has b	een deep-fried i	snack/pie√made with pu n oil/baked/air fried√ with ury, spicy or sweet√		07
4.1.2	 Several snac Food items of function/men People may be may eat more Guests might of the function 	ks per person m an be costly if p u is not well plan be hungry at the e/it may not be fil t become uncom	time of the finger lunch a lling enough for the guest nfortable to stand for the messy fingers√	nd so s√	3
4.1.3(a) (b)		• •	late/sugar coated√	M7 F16 (1)	6
	 Fruit fritters√ 	s/barquette with a fruit filling/fruit tartlets√ udel slices√			
	 Mini toffee ap 	ples√	?-fruit based mini/cockta i	M7 F16 i l snack) (2)	6
4.1.4	 UNSUITABLE DI Cocktail steal pies ✓ Smoked Troucheese Blining Marinated Version Skewers ✓ 	k and kidney at and Cream	 ONE INGREDIENT Steak/Kidney/red meat/offal√ Trout/Caviar/fish√ Venison/game meat meat√ 	M9 t/red F17 (3) (6)	78
4.2.1	= F	Food Cost + Labe R15 000 + R4 40 R22 400√	our Cost + Overhead Cos 0 + R3 000√	M6 F2′ (3)	1
4.2.2	= F = F		it OR Total Cost + 50%✓ R22 400 x 50% or 50÷10	00√ M6 F2 ⁻ (4)	1

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4.2.3	 Property rent√ Tax√ Water√ Electricity/gas√ Depreciation of equipment/maintenance of equipment Cleaning materials√ Stationery√ Post and telephone services/Wi-Fi√ Advertising√ Uniforms√ 	ent√	
	 Linen: tablecloths, napkins, or chair covers/laundry cost√ Transport/delivery costs/fuel√ 		
	 Insurance√ Security systems/company√ 	(Any 2)	F20 (2)
4.3 4.3.1	 Gel formation will be influenced by: Gelatine concentration/amount of liquid/gelatine√ Setting temperature 10-15⁰ C√ Whipping of the gelatine mixture√ Adding of ingredients: amount of sugar/acid/salt strawberries√ Length of time before unmoulding/setting time√ 	t/number of (Any 2)	M131 F163 (2)
4.3.2	 Allow gelatine mixture to thicken to a consistency egg white before adding the strawberries to e distribution√ Ensure that the strawberries are free of liquid√ Small quantities of strawberries should be used√ Strawberries must be sliced evenly√ 	•	M131 F162 (2)
4.3.3	 Cover the dish to prevent absorption of other flavour. Keep the dish covered to prevent cross contaminate. Keep refrigerated until served to keep the gelate keep gel below 28 °C to prevent melting. If kept for longer periods, the gel becomes firmer but water which will result in loss of texture and volume and shrinks. //must be served within 24 hours. Do not store in the freezer. 	ion√ inous state/ ut loses	M130 F160 (3)

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4.4 Food:

- Limited variety of flavours ✓ e.g., garlic sauce and garlic bake
- Little variety of textures ✓ e.g., mushroom soup, corn soufflé and Hungarian goulash all soft textures/no crunch ✓
- No variety of temperatures ✓all the dishes on the menu are hot e.g. cream of mushroom soup and chocolate sponge pudding both hot✓
- No variety of colours ✓/no green or red incorporated in the menu, only cream and brown colours ✓e.g., cream of mushroom soup and cauliflower au-gratin✓
- Too many rich dishes/high in fat ✓ e.g. cream of mushroom soup, cream/bacon in potato bake, cauliflower au gratin with butter on top. ✓
- Not all food groups are included/not good nutritional balance ✓: fruit group is not included ✓

Management:

- Time of the year/winter/June

 ✓, the dishes are suitable because they are all hot/comfort food
- Availability of the ingredients on the menu√, the ingredients are all available during that time of the year/June/ winter√
- Cost/budget is R200pp: ✓ the price of the menu is realistic for the dishes/food on the menu ✓
- The type of meal is dinner/4-course/time of the day, ✓ the dishes are suitable for a dinner menu/4-course ✓

Customers:

- The choice of dishes on the menu will not be suitable

 ✓ for people who follow a special dietary requirement e.g., religious reasons, diseases, vegetarians ✓
- Suitable for older people or children ✓ as the ingredients are of mushy soft texture/easy to chew ✓

 Not suitable for small children ✓ as the dishes are too sophisticated or too strongly flavoured ✓ (3 x 2)

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M43 F2

(6)

- 4.5 Kosher menus must not include meat from the hindquarter of the animal√
 - Milk and milk products and meat served in the same meal is not allowed √/no consumption of milk products before 6 hours has lapsed after eating meat √
 - Shellfish, birds of prey and snails are prohibited✓
 - Pork and pork products are forbidden√
 - All food must be kosher and prepared/slaughtered according to the religious law/meat must be washed and soaked√
 - Separate kitchen/storage areas/preparation areas/and separate utensils must be used√
 - Only kosher products/ingredients may be used✓
 - Only kosher wine may be used in preparation√
 - Parev products can be combined with either meat or milk products or used as a neutral food in menu planning before or after meat/milk dishes
 (Any 4)
 (4)
 [40]

TOTAL SECTION C: 80

SECTION D: SECTORS AND CAREERS; FOOD AND BEVERAGE SERVICE

QUESI	ION 5			
5.1	5.1.1	 Be willing to take risks/have courage✓ Have an ability to identify business opportunities calculated risks to achieve success✓ Be committed and determined/be hardworking/ be able handle pressure/be disciplined✓ Have a sense of responsibility and love of achievements Be creative/ unique✓ Self-reliant✓ Be able to adapt/be a problem solver✓ Be future-orientated/plan ahead/goal orientated✓ Be confident in achieving success✓ Have good organising and management skills/good leskills✓ Marketing skills✓ Have high levels of energy/stamina✓ Have a sense of humour✓ Communication skills✓ Be passionate/optimistic about the type of business yestarting✓ 	e to nt√ eadership	F8 (4)
	5.1.2	 Information on packaging should be clear/easy to read Name of product must be clear/product easy to identify/brand/logo/contact details√ The packaging must attract the attention of the custon Interesting pictures√ Colours must be bright/interesting√ Writing must be clear, bold and eye catching√ Packaging can be collectors' items/reusable contained Information on nutrition must be indicated √ Packaging must be clean and hygienic√ Packaging must be suitable for the product/protect the product/easy to handle/strong enough√ Size of the packaging should not mislead the custome quantity√ Packaging must be environmentally 	ner√ rs√ er on the	M17 F135
		friendly/recycleable/biodegradable	(Any 2)	(2)

5.1.3	 Pay staff salaries ✓ Control banking procedures ✓ Oversee the auditing of funds ✓ Ensure payment of VAT ✓ Keep accounting records, keeps track of money congoing out/do bookkeeping ✓ Safeguard the business's assets/financial stable ✓ Prepare financial reports ✓ Draw up budgets ✓ Prepare cash flow forecast/determine profit and lost of the procedures for purchasing, receiving, requisitioning ✓ 	ss√	
	 Ensure stocktaking is done on regular basis√ Take care of debtors√ Deal with financial queries√ Pay accounts√ 	(Any 4)	M 6 F123 (4)
5.1.4	 Promotional videos/DVD/Projectors✓ Digital shows✓ Electronic bill boards✓ Social Media✓ : Facebook✓/Instagram✓/WhatsApp✓/Twitter✓/Tikte e-mails✓ Websites/YouTube✓ Telephones/Tele-marketing✓ Cell phones✓ 	ok√	
	 SMS√ Radio√ TV√ 	(Any 2)	M20 F140 (2)
5.1.5	 (1 mark for good/bad) Joyce's slogan is a good/yes marketing tool✓ Name is in bold/striking/eye-catching/attention grab Different lettering/large font/neat✓ Does not contain too many words✓ It relates to the product/rusks✓ Joyce's slogan is a bad/no marketing tool ✓ 	(1) obing	
	 Spelling mistake of the word rusks√ It does not give a clear description of the product√ 	(2)	M19 F142 (3)

- 5.2 Complaints should always be handled positively and professionally ✓
 - The restaurant manager must control their emotions/be calm /don't raise vour voice√
 - Polite and friendly✓
 - Maintain eye contact√
 - Positive body language ✓
 - Helpful/show your understanding and willingness to resolve the matter, according to the establishment/take guest complaints into consideration√
 - Listen and pay attention√
 - Do not argue with the customer ✓
 - Acknowledge the complaint and thank the guest for bringing the matter to their attention/respect opinion of guest√
 - Attend immediately/act promptly/offer a solution ✓
 - Apologise sincerely✓
 - Resolve the situation by inviting the person to discuss the issue in privacv√
 - Never place the blame on yourself or on somebody else✓
 - Never promise something they cannot provide ✓
 - guest informed of the attention the the problem receiving/progress√
 - Report and record the handling of the problem according to the policy of the establishment√

(Any 5) (5)

- M183 Depending on the seriousness of the complaint or policy of the F45 establishment a free drink/meal or discount can be offered✓
- 5.3 Staff members should stay calm✓
 - Apologise to the guests√
 - The kitchen may be closed during water cuts due to hygiene reasons ✓
 - Guests must be informed √ that food and beverages can only be served if there is clean cutlery, crockery and glasses√
 - Restaurants should adjust their menu to suit the situation√
 - Hand sanitisers should be readily available for the use of guests√
 - Bottled water must be made available in restaurant√
 - Specific provisions/arrangements must be made for the use of toilets e.g., collection of water from Jo Jo/ water tanks/boreholes ✓
 - Use available water sparingly ✓
 - Make sure that all taps are closed during the water cut to prevent flooding at a later stage√
 - Plan in advance according to expected water cut schedule e.g. have disposable cutlery, crockery available /have containers with water available√

Follow the correct procedures to report the matter/report to the manager/

municipality√ (Any 4)

5.4	IDENTIFY THE NON-REVENUE- GENERATING AREAS (A–F)	NAMES OF THE AREAS	
	B√ D√	Front Office/reception area✓ Maintenance✓	
	E√	Bookings office /marketing/call	
	(3)	center√ (3)	

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M2 F112

M187

F45 (4)

(6)

[30]

QUESTION 6

	A 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
6.1	Alcoholic:
n ı	AICOMO
O. 1	/ (100110110.

- Aperitifs ✓
- Cocktails ✓
- Spirits ✓
- Wines✓
- Beer/ciders√
- Digestive/Shooters ✓
- Speciality coffees ✓

Non-alcoholic:

- Mocktails√
- Carbonated drinks√
- Water/mineral waters✓
- Juices√
- Squashes√
- Cordials ✓

Milkshakes/ smoothies/crushers√

F17

M165

M190

M194

F36

F37

F60

M159 M162-163 F52 F58 (4)

M156

F49

(2)

Hot beverages/coffee/tea✓ (Any 4) (4)

6.2 Carry hot plates√

- Crumbing down√
- Serving of wine ✓
- Dab spills√
- Handle cutlery after polishing√
- Fold a lily with the service cloth to go underneath coffee pot/juice jug√

(Any 2)

6.3 6.3.1

Angels on Horseback	Dry Sparkling wine✓
Crayfish cocktail	De-alcoholised Chenin Blanc√
Beef Goulash	Merlot✓
Bread and Butter pudding	Port√
_	

- 6.3.2 De-alcoholised wines are wines from which the alcohol has been removed/ filtered out√
 - These wines are made in the same way as normal wines ✓
 - Before the wines is bottled, the alcohol is removed using a cold filtration process√
 - These wines contain less than 0,5% alcohol-by-volume ✓

(Any 2) (2)

nospitality Studies		NSC – Marking Guidelines	DBE/November 2021	
6.4	6.4.1	Mocktail: is made up of a variety/mixture ✓ of alcoholic drinks ✓ It is a cocktail without alcohol ✓	of two or more non- (Any 2)	M160 F 62 (2)
	6.4.2	 People of all ages/all religions could be ser Mocktails could be served or sold at any tir Mocktails don't need to be served with a m There are no closed days for the sale of m The establishments made more money as No need for a liquor licence/no need to resaving money√ Can sell it as a take-away√ 	me of day√ eal√ ocktails√ sales increased√	M168 F55
				(3)
6.5	6.5.1	 Conduct a stocktake of consumables/ com Clear the bar top and clean the counters at Pack away all equipment/glasses/chairs ✓ Wash and polish glasses/used equipment ✓ Remove all empty bottles ✓ Empty the liqueur trolley and return stock to Restock the bar from the cellar/make a ligordering ✓ Washing floors ✓ 	nd sink√ ∕ o the bar cupboard√	
		 Cashing up√ Empty the rubbish bin√ Switch off the lights/urn, ice-machine, etc.√ 	(Any 4)	M182 F40 (4)
	6.5.2	 Return condiments to the kitchen/buffet curstation/remove from the table ✓ Control that lids are tightened/Cover them Cleaning bottles/containers/lids ✓ Re-filling containers before storing ✓ 		M182 F40 (3)

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6.6 6.6.1 A – Bain Marie ✓ B – Chafing dish ✓

M174 F31 (2)

6.6.2

A (Bain Marie)	B (Chafing dish)
 Uses heat and water to keep food warm/warm up food√ 	 Uses heat and water to keep food warm/warm up food√
 Uses steam from boiling water, electricity/gas 	 Use steam from boiling water created by wax candles or flammable gel/spirit burners√
 Has deep and shallow inserts/ containers/bigger volume 	 Has shallow inserts/ containers/smaller volume√
 Flat lids on containers√ 	 Dome shaped lids√
 Used on a countertop or built in the serving area or in the kitchen counter√ 	 Used on a buffet table in the serving area√
Bain marie is difficult to move because it is heavy	Can be moved/portable to different areas where needed because it is lighter ✓
 More expensive to purchase√ 	Less expensive ✓

M174 F31

(Any 2 each)

(4) [**30**]

TOTAL SECTION D: 60 GRAND TOTAL: 200