



January 28, 2008

Spiegelau Announces Oneida Partnership

Maximilian Riedel, CEO of Spiegelau U.S.A. has appointed Oneida Global Foodservice, a division of Oneida Ltd., its exclusive sales, marketing and distribution partner for the foodservice segment throughout the United States. This will enable a high level of market penetration in the food service and hotel industry for this already popular, premium restaurant stemware brand. “This agreement allows Oneida to continue bringing world class, high value added products to our customers and enables us to enhance the presence of Spiegelau in synergy with our current luxury brand portfolio,” says Foster Sullivan, President of Oneida Global Foodservice. “Partnership with Spiegelau is a tremendous achievement, which significantly augments Oneida’s premium brand strategy.” “Spiegelau’s Platinum Glass has made it a preferred brand with restaurants and hotels seeking style, quality and durability for their tabletop,” says Maximilian Riedel. Using Platinum in the production process eliminates impurities and removes all imperfections in the glass, which is why top restaurants are huge fans of the stemware. The collective strength of Spiegelau and Oneida in the marketplace will make for a very powerful combination that is sure to capitalize on distribution relationships. The Spiegelau brand will be a key component to Oneida’s premium strategy that will compliment their portfolio. This exclusive partnership was effective on January 1, 2008.

Source: Oneida Global Foodservice/Spiegelau U.S.A.

Berkshire Hathaway Buys Equipment Makers with Marmon Group Acquisition

Warren Buffett got into the foodservice equipment manufacturing business in December when Berkshire Hathaway bought a 60% stake in Marmon Holdings, a diverse conglomerate owned by Chicago's Pritzker family since 1953. The Marmon Group comprises more than 125 companies, all operated independently, including three equipment makers—Prince Castle, Silver King Refrigeration and Q-Matic. Prince Castle manufactures hot food holding cabinets, toasters and a broad line of food processing devices. Silver King makes a broad line of commercial refrigerators, freezers, coolers and beverage dispensers. Q-Matic's line includes conveyor pizza ovens. In addition, the acquisition includes Marmon's Catequip S.A. and Cat'Serv S. a. r. l., both of which provide sales and service in Europe for North American foodservice manufacturers. Buffett's company agreed to pay \$4.5 billion for the stake in Marmon Holdings and said it would acquire the remaining shares of Marmon within six years. Marmon's annual revenues are about \$7 billion, according to a joint statement from the two companies. Berkshire Hathaway's '06 revenues were about \$98 billion.

Source: Berkshire Hathaway

ENODIS Announces New Marketing Leadership

Enodis plc has promoted Caitlin Rodgers to director of marketing for Enodis USA. She is responsible for developing the company's integrated marketing strategy and directing all related activities, including new product development launches, advertising, promotions and public relations. Caitlin reports directly to Jim Weaks, Enodis USA president. With more than 13 years of food and equipment marketing expertise, Rodgers brings invaluable insight to her current position. She joined Enodis in 2003 as director of marketing communications, managing all integrated communications campaigns, including the launch of the company's successful EnerLogic™ program last year. Prior to that, she was director of marketing communications for Scotsman Ice Systems, an Enodis company and a global leader in ice machines—a position she held for more than four years. Rodgers earned her MBA from Lake Forest Graduate School of Management in Illinois. In addition, Maribeth Kelly has been promoted to marketing coordinator. Under Rodgers' supervision, she will manage marketing and trade show communications to ensure integrated corporate messaging. Kelly has been a marketing assistant with Enodis for the past three years. She earned her undergraduate degree in communications from the University of South Florida.

Source: Enodis USA

Tijuana Flats Corporate Buys Bay Area Franchises

Fast casual Tex-Mex restaurant company Tijuana Flats Inc. has acquired five previously franchised locations in the Tampa market. The company has taken majority ownership of each location, while the previous franchise owners remain as minority partners, a release said. No financial terms were disclosed. The stores in the Tampa Bay market have combined annual sales of nearly \$7 million, making it one of company's more profitable markets, the release said. Tijuana Flats plans to add five locations throughout the Tampa market over the next two years. The company has 60 locations in Florida, Indiana, North Carolina, Pennsylvania and Virginia. The deals are strategic in the Maitland-based company's efforts to build its presence and position in the Tampa Bay market, as it expands its reach throughout Florida and the East Coast, executives said in the release. The company also recently acquired previously franchised locations in the Florida Panhandle and the territories for Palm Beach and Broward counties, citing that as a way to quickly develop 10 to 15 more locations within those markets over the next four years. In 2007, Tijuana Flats added 17 restaurants throughout the country, including 15 franchise-owned and two company-owned. In May 2007, it said it is no longer selling new franchises and is instead concentrating on developing company-owned restaurants. For 2008, Tijuana Flats plans on growing by 20 to 24 locations throughout the southeast, roughly a 50/50 mix between company-owned and existing franchise partner developments. Five of the first seven restaurants to open in 2008 are company owned.

Source: Tampa Bay Business Journal

Starbucks Unveils Leadership Structure to Execute Transformation of Company

Howard Schultz, chairman, president and chief executive officer of Starbucks Coffee Company announced the Starbucks leadership team who will be directly responsible for executing the Company's transformation agenda. The changes are designed to focus the organization on providing customers with a superior Starbucks Experience and building on Starbucks legacy of innovation. Schultz will continue to work with Martin Coles, chief operating officer; Pete Bocian, chief financial officer and chief administrative officer; and Paula Boggs, executive vice president, Law and Corporate Affairs; as well as the following direct reports in new roles and/or positions: Terry Davenport will be promoted to senior vice president, marketing, and will lead a new Marketing and Brand Strategy function. Davenport and his team will be responsible for the Company's overall marketing plan and calendar, product development, consumer insights and innovation for food and beverage and unifying Starbucks brand to the customer; Harry Roberts, a former Starbucks executive, is returning to the Company as senior vice president and chief creative officer. In this newly created role, Roberts and his team will be responsible for the customer in-store experience, including creative expression, merchandise strategy and the overall "look and feel" of the Company's stores; Michelle Gass will assume the role of senior vice president, Global Strategy, office of the ceo, and will work to implement all aspects of the transformation plan; Chet Kuchinad has been

promoted to executive vice president, Partner Resources, and will lead the Company's development and execution of its innovative human resources strategy; An executive will be hired to lead Global Real Estate Design and Architecture and an executive will be identified to head the Public Affairs function, which includes Global Communications and Corporate Social Responsibility. With the Company's renewed focus on customer engagement, Chris Bruzzo has been named to the newly created position of vice president, chief technology officer, and will also serve as acting chief information officer. Bruzzo will leverage technology to create innovative ways for Starbucks to connect with our customers and build loyalty programs. In this capacity, Bruzzo will report to Coles. "As the leader of this talented senior executive team, I accept full responsibility for and am totally committed to the in-store customer experience," Schultz said. "I will be directly engaged in ensuring a superior experience for our customers. Everything that touches the customer will be a priority. Change will not happen overnight. It will evolve over time, but I ensure you a positive change will occur. I, along with our dedicated partners (employees), will strive to exceed the expectations of our customers every day."

Source: Starbucks Coffee Company/BusinessWire

Ruby Tuesday Announces Expansion in Manila

Casual dining chain Ruby Tuesday, Inc. announced it has signed a franchise agreement with Entrepreneurial Recipes, Inc. for the planned development of three Ruby Tuesday restaurants in the metropolitan area of Manila in the Philippines. Ruby Tuesday, Inc., a publicly traded company, currently owns, operates and franchises 948 casual dining restaurants, including 893 in the United States and an additional 54 international locations. Mark Ingram, Ruby Tuesday's President of Franchising, said, "We are very pleased to be partnering with such experienced operators in Manila for the expansion of our brand." In addition to Guam, Hong Kong and South Korea, the Philippines becomes the fourth country in the Pacific Rim with Ruby Tuesdays under development. "This latest franchise expansion will allow us to offer our high-quality dining experience in the fast-growing business climate of these Southeastern Pacific countries," Ingram added. Principal investors in Entrepreneurial Recipes are Vashi Gagoomal, Patricia Del Rosario and Joseph C. Tan, Esquire. They have extensive experience in the restaurant business in the Philippines and have financial interests in a number of Hong Kong-based restaurants. All are established restaurateurs, with franchise experience, and will be owner/operators of the Manila Ruby Tuesday restaurants.

Source: Ruby Tuesday/BusinessWire

National Restaurant Association Announces 2008 Kitchen Innovations Award Recipients

Record-breaking number of equipment products to receive award and be showcased at the 2008 Restaurant, Hotel-Motel Show in Chicago. The National Restaurant Association announced 25 recipients of the prestigious 2008 Kitchen Innovations* (KI) Award. This year's KI Awards address the growing needs of foodservice operators, including energy/water conservation, improving productivity and food safety. Each of the cutting-edge products will be showcased in the interactive KI demonstration area at the National Restaurant Association Restaurant, Hotel-Motel Show at Chicago's McCormick Place, May 17-20. "This year's unprecedented number of innovations illustrates that foodservice equipment manufacturers have stepped up to meet the needs of the restaurant industry," said William C. Anton, FMP, convention chairman for the 2008 Show, and chairman and founder of Anton Airfood, Inc. "The 2008 KI Award recipients provide solutions to the many challenges facing restaurateurs and culinary professionals, including utility costs, labor, quality and efficiency." The 2008 Kitchen Innovations Award recipients are: Advanced Composite Materials, LLC - Silar® Microwave Grilling and Speed Cooking; Cambro Manufacturing Company - Camtherm Hot/Cold Bulk Food Holding Cabinet; Campus Products, Inc. - CPI Stemshine GP8A; Carter-Hoffmann, a Middleby Company - EnduraHeat Transport Carts; Ecolab, Inc. - Apex TSC Dishmachine; Electrolux Professional NA - S90 Full Surface Induction Range; Everpure, LLC - Exuber Pro; Follett Corporation - Ice Manager* Diverter Valve System; Frymaster, LLC, an Enodis Company - Protector* Fryer; Garland Commercial Ranges, an Enodis Company - Garland Restaurant Range; Garland, an Enodis Company - HE Broiler; Goslyn, LP - Goslyn Grease Recovery Device; Groen, Unified Brands - Tri-Res20 with Tri-Res Boilerless Technology; Henny Penny Corporation - WaveClean*

Automated Cleaning System in SmartCombi*; Lincoln Foodservice Products, LLC, an Enodis Company - 8005 Return Toaster; Market Forge Industries - Eco-Tech Plus* Steamer; OilFresh* Corporation - OilFresh OF1000 Series Oil Extending Catalytic Device; Paloma Industries Inc. - Pulse Combustion Gas Fryer; Revolutionary Cooling Systems - Stock Chiller; San Jamar - Saf-T-Wash* Food Sanitizer; Stellar Steam – Polaris; Sterilox, a division of PuriCore - Sterilox Model 2100; Twirl Pasta Company - Twirl Pasta/ Cucina 2000; Unified Brands - AVTEC - EchoArch Ventilation Systems, and Vulcan - C24EA3-C24EA5 Counter Steamer. The 2008 Kitchen Innovations Award recipients were selected by an independent, expert panel of multi-unit operators and food facilities consultants.



Carl Karcher, Founder of Carl's Jr. Chain, Died at 90

Carl Karcher, who borrowed \$311 to buy a Los Angeles hot dog cart in 1941 and turned it into a fast-food empire with more than 3,000 Carl's Jr. and Hardees restaurants in 13 countries, has died. He was 90. Karcher died January 11, 2008 at St. Jude Medical Center in Fullerton, California, according to a PR Newswire statement. No cause was given. The Orange County Register reported this week that Karcher, who suffered from Parkinson's disease and the after-effects of a stroke, had been hospitalized for pneumonia. Like Ray Kroc of McDonald's and Dave Thomas of Wendy's, Karcher was a giant in the fast-food industry. He introduced salad bars, char-broiled chicken-breast sandwiches and self-service beverage stations, which are now common, according to Nation's Restaurant News, an industry publication. "Carl certainly had the bearing of a bona fide fast-food pioneer," Richard Martin, executive news editor of Nation's Restaurant News, said in an interview. "He's probably one of the last -- if not the last -- of that era." A tall John Wayne-like figure with a gravelly voice and a strong handshake, Karcher was familiar to Southern Californians after starring in Carl's Jr. television ads in the 1980s. He later appeared as a cartoon character in commercials for the chain, known for its bright yellow "happy star" logo. Karcher was ousted in 1993 as chairman of the company he founded, Carpinteria, California-based CKE Restaurants Inc., amid mounting personal debt and a dispute with the company's board over a proposed merger. He was brought back as chairman emeritus a year later. He retired from the board in 2004, citing health reasons.

Source: Bloomberg.com/The Associated Press/BusinessWire

McDonald's Will Focus on Existing Stores to Boost Profit

McDonald's Corp. said it will focus on increasing comparable-store sales rather than opening new outlets to boost profit. A gain of 1 percent in same-store sales raises McDonald's pretax income by \$115 million with "minimal" capital investment, Chief Financial Officer Pete Bensen said at a Cowen & Co. conference in New York. Comparable-store sales consist of revenue at stores open at least 13 months. The strategy, responsible for 55 consecutive months of higher global sales through November, might have generated slower U.S. gains in December. A franchisee survey last week indicated comparable-store sales may have increased by 1.8 percent, the weakest growth since McDonald's sales rebounded in 2003. Thirty-one franchisees who operate 195 U.S. restaurants said December comparable-store sales advanced 1.8 percent, according to consultant Richard Adams, who conducted the survey. Competition from Burger King

Holdings Inc. and Wendy's International Inc. hurt sales of McDonald's double cheeseburgers, a popular item on its dollar menu, Adams said Jan. 11.

Source: Bloomberg News Service

Champion Industries Announces Recent Promotions

Effective immediately, Scott Cherevaty has been promoted to Director of Sales for Champion Dish Machines from his previous role as Sales Manager. Scott joined Champion in April 2004 and has been an important contributor to Champion's recent sales and market share growth. Scott will be responsible for leading sales efforts in the U.S. which includes managing sales representatives and regional managers. Also, Will Means has been promoted from his current role as Sales Development Coordinator to Regional Sales Manager. Will began his career at Champion in July of 2007. His responsibilities in this new role include managing the several territories in the eastern region.

Source: Champion Industries

Pizza Hut Rolls Out Nationwide Mobile Ordering

Pizza Hut has deployed a mobile ordering system that ratchets up the competition in the industry's battle to sell more pizzas using the latest technology. The unit of Yum Brands Inc. this week introduced new cell phone services that let customers order from any of its 6,200 outlets nationwide via text message or the mobile Web. All the top U.S. pizza delivery chains -- Domino's Pizza Inc, Pizza Hut and Papa John's International Inc. -- have invested in online and mobile ordering as a way to boost sales in one of the restaurant industry's most competitive segments. "We wanted to provide maximum accessibility," Bernard Acoca, Pizza Hut's director of digital marketing, said. "We have a core group of customers that is very tech savvy. They use their phones for everything ... We want to be where the consumers are." Within five years, Pizza Hut aims to earn half its revenue from orders placed via computers and mobile phones, he said. Pizza Hut is not the first to offer mobile ordering services, but the Dallas-based company says its service is the broadest and most comprehensive. Domino's in September gave customers with Web-enabled phones the option to place mobile orders at nearly half of its 5,100 U.S. restaurants. "We're glad (Pizza Hut is) offering this. We think it's good for the pizza category," Papa John's spokesman Chris Sternberg. In November, Papa John's was first to offer a text ordering option for customers at all its 2,700-plus U.S. restaurants. Sternberg said the third-largest pizza chain has offered, but not marketed, mobile Web ordering for about two years. He said the service has been limited by older technology in many cell phones. Papa John's was first to offer online ordering in 2001 and such orders now account for some 20 percent of sales, he said. "Online users are the sweet spot now," said Sternberg, who said text messaging will be the next big thing, led by people aged 14 to 25. "We definitely think that's where folks are heading. We think we're on the front end of the text wave."

Source: BusinessWire

Red Robin Gourmet Burgers Announces Intent to Acquire 4 Red Robin Franchised Restaurants

Red Robin Gourmet Burgers, Inc. announced that it has agreed to acquire the assets of 4 Red Robin franchised restaurants for a total of \$8.1 million. In addition to these four existing restaurant locations, the Company also expects to acquire the development rights to the territories formerly subject to exclusivity provisions in their respective franchise agreements. Three of these franchised restaurants are located in northern Indiana, and one franchised restaurant is located in South Plainfield, New Jersey. The total cash purchase price is expected to be approximately \$5.8 million for the Indiana locations, and approximately \$2.3 million for the New Jersey restaurant. These transactions are subject to purchase price adjustments, and less any assumed indebtedness. The combined revenue from these four restaurants was \$10.7 million in 2007. The Company currently expects the acquisitions, if completed, to close in the second quarter of 2008. The Company anticipates funding the purchase through borrowings under its credit facility. The closing of the acquisitions is subject to completion of due diligence satisfactory to the Company, necessary licensing

approvals, lease consents and transfers, and negotiating a definitive acquisition agreement, among other customary closing conditions.

Source: Red Robin Gourmet Burgers, Inc.



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Starbucks Testing \$1 Coffee, Free Refills

Starbucks Corp. is testing \$1 coffees and free refills, The Wall Street Journal reported on January 23, 2008, as the global coffee chain faces increasing competition from fast-food rivals. The report said Starbucks is experimenting with a "short" \$1 cup as well as free refills for brewed coffee in its Seattle-area stores. Starbucks charges around \$1.50 to \$4.00 for a coffee, depending on size and flavor. Starbucks was not immediately available for comment, but the report quoted the company's spokeswoman. Shares in Starbucks have lost around half their value over the past year amid worries about U.S. consumer spending, over-expansion, and competition from fast-food rivals such as McDonald's Corp. who offer specialty coffees. The report said that \$1 undercut regular coffee prices at both McDonald's and Dunkin' Donuts, a unit of Dunkin' Brands Inc., which start in the low \$1 range. Starbucks announced a management reshuffle earlier this year, bringing Howard Schultz back into the chief executive position. It also said it would close underperforming U.S. outlets and speed up international growth.

Source: The Wall Street Journal/Starbucks Corp.

Domino's USA Announces New Leadership Changes

Domino's Pizza, Inc. announced several significant promotions and leadership changes in the operational divisions of the Company's U.S. business. All moves are effective immediately, and all positions report to President of Domino's U.S.A. Patrick Doyle. Director of Corporate Operations Asi Sheikh will join the Domino's U.S.A. Leadership Team and the Domino's Pizza LLC Leadership Council as Executive Vice President, Team U.S.A. Sheikh, 43, will lead all of Domino's U.S. company-owned stores. Sheikh joined Domino's Pizza in 1984 as a pizza delivery driver while working his way through college in North Carolina. "Asi has demonstrated time and again his ability to drive results in one of the most competitive markets in the world," Doyle said. "No Domino's Pizza operator in the world has driven better results with that many stores over so many years. He has accomplished that by building a world-class, deep team of operators. I'm really excited to see the results he'll drive with all of Team USA." Scott Hinshaw, who has been EVP of Team USA since September 2007, becomes Executive Vice President, Franchise Operations and Development. "With this appointment, I'm putting the best possible person in charge of the core of our business. Scott is an operator. He has managed stores; he has supervised stores," Doyle said. "By combining Franchise Operations and Development under Scott, I'm convinced he'll be able to do within our franchise system the same thing he did with Team USA -- develop the best possible pool of franchisees to lead and build great Domino's stores. He knows what it takes to drive great performance and he'll ensure that his team is getting our franchisees the resources and training they need to produce outstanding results." Domino's Pizza Chairman and CEO David Brandon, commented on the moves: "In these two promotions, we will now have two strong store operators on the company's Leadership Team and Leadership Council. They will provide all store operators with a strong voice at the highest level of decision-making in our

company. When I appointed Patrick to the role of President-Domino's USA in September, I challenged him to build a great team -- one that would be accountable, and one that would bring operations expertise to the table. He's done that." Doyle also announced that Jim Stansik, is moving into a new role as Executive Vice President of Franchise Relations. "Jim has exceptional credibility in our system," Doyle said. "Over 22 years with Domino's, he has built deep relationships with our franchisees based on open, direct communication and integrity. Jim will play a critical role in ensuring that our franchisees' voices and opinions are heard as our Leadership Council makes decisions for our system. He will help to unify and lead our system as we make the changes necessary to drive performance moving forward."

Source: Domino's Pizza, Inc./BusinessWire

ENODIS Taps MacFarland to Lead Merco

Enodis plc has promoted Peter MacFarland to president of Merco. He is responsible for overall growth and development of the Merco brand and core product lines, comprised of a wide range of countertop, holding, warming and display equipment for the foodservice and retail grocery industries. He reports directly to Bob Nerbonne, group president of the Americas for Enodis. MacFarland is a seasoned foodservice marketing professional and comes to Merco from the Garland Group, another leading Enodis brand. He served as vice president of sales and marketing for Garland and most recently led the highly successful launch of the new Restaurant Range by Garland. Prior to working for Enodis and Garland, MacFarland was president of MagiKitch'n for the Blodgett Corporation.

Source: Enodis plc

Embassy Suites Launches New Hotel Concept

Embassy Suites Hotels, the upscale, all-suite brand of 190 hotels, is launching a new restaurant concept, Flying Spoons. Part European-style café and part American coffeehouse, this new concept in hotel food and beverage expands upon the "fast casual" concept made popular by Panera Bread and other bakery-cafes and creates a new segment, "Hip Casual." Embassy Suites is accommodating the changing needs of guests by providing a range of convenient, fresh dishes and beverages to fit a variety of schedules: from eating on the go to eating smaller, more frequent meals. This new concept was first introduced as "Marketplace" in 2006 as a part of the brand's new Design Option III prototype. Flying Spoons is the evolution of that concept and is designed to meet the needs of developers and owners looking to give business and leisure guests a complete food and beverage solution for every situation and hotel location, from airport to suburban and urban/city center hotels. The new concept offers hotel developers flexibility and cost efficiencies not afforded with a traditional hotel restaurant. Flying Spoons will be located in the hotel lobby and shares space with the brand's complimentary cooked-to-order breakfast and Manager's Reception, a reduced labor model and reduced square footage. The restaurant will cost an estimated 30 percent less to develop than a traditional atrium restaurant. The brand's first Flying Spoons will debut in late 2008 at the Embassy Suites Jackson-North/Ridgeland, Miss., which will also be the brand's first Design Option III prototype to open.

Source: Ehotelier.com

Oregon Restaurant Association Taps COO to Be CEO

Steve McCoid is the new president and chief executive officer of the Oregon Restaurant Association. The association's board of directors selected McCoid to replace Mike McCallum, who moved on to be the chief strategy officer of the National Restaurant Association. McCoid has served as chief operating officer for association for the past nine years. McCoid will assume his new role on March 1. The association's director of government affairs, Bill Perry, will become vice president of government affairs. Bob Petow, director of business development, becomes vice president of business development and president of the member services corporation. Oregon Restaurant Association represents more than 2,000 members and 3,400 establishments statewide. The association provides buying programs for thousands of restaurant companies in the areas of worker's compensation insurance, property and casualty insurance, health insurance and

credit card processing. Through its education foundation, the association trains more than 50,000 industry employees annually in food safety and safe alcohol service.

Source: Portland Business Journal



Au Bon Pain Changing Ownership

Casual dining concept Au Bon Pain said it is partnering with LNK Partners, a private equity firm focused on the consumer and retail sector, to recapitalize the company. Boston-based Au Bon Pain, which currently operates 226 bakery cafes in the area, said the White Plains, N.Y.-based investment firm will support Au Bon Pain's expansion strategy in the United States and in selected global markets. In the recapitalization transaction, which is expected to close in the first quarter, LNK and Au Bon Pain management will acquire a majority ownership interest in the company. LNK and its affiliates will invest more than \$100 million of equity. Compass Group plc, a foodservice company that owned the company from 2000 to 2005, will remain an equity and strategic partner. An investor group led by PNC Mezzanine Capital, which structured and arranged financing support for management's 2005 acquisition of Au Bon Pain, and including AlpInvest Partners N.V., will sell its interest in the company. "Au Bon Pain is poised for significant growth, building on the brand's 30 years of success in the U.S. and internationally," said Henry Nasella, a founding partner of LNK Partners.

Source: Boston Business Journal

Tim Hortons Aim to Keep Pushing into U.S.

Coffee and doughnut retailer Tim Hortons Inc. plans to keep pushing further into the United States and into urban areas of Canada, the company's chief executive said. Paul House said in a presentation at a consumer conference in New York that the Canadian-based restaurant chain still plans to have up to 500 stores in the United States this year to increase brand loyalty and recognition. House said Tim Hortons will also focus its expansion efforts in Western Canada and Quebec, areas of its main market where it is currently underrepresented. Further movement into urban areas of Toronto, Vancouver and Montreal is also planned. "We are emerging regionally as a player in the U.S.," House said at the Cowen and Co. annual consumer conference. He added that Tim Hortons plans to build on existing markets and move into adjacent regions. Tim Hortons, which has been working to build brand recognition in the United States, had 352 restaurants south of the border as of the end of September. The Oakville, Ontario-based chain already has more than 2,750 in Canada. Named after Tim Horton, the National Hockey League player who co-founded the chain, the company sees more than 90 percent of its revenue from its Canadian operations. "The business in Canada has achieved brand loyalty and recognition achieved by few others," said House. "Forty percent of our customers visit us at least four times a week."

Source: Tim Hortons Inc.

Caribou Coffee Announces Management Changes. Chief Financial Officer Resigns

Caribou Coffee Company, Inc., the second largest U.S.-based company-owned gourmet coffeehouse operator based on the number of coffeehouses, announced that George Mileusnic, the Chief Financial Officer, has resigned to pursue other interests. Caribou Coffee is pleased to announce that Kaye R. O'Leary has been named the acting Chief Financial Officer effective immediately. Ms. O'Leary is a seasoned financial professional who before joining Caribou Coffee was the Chief Financial Officer of Buca, Inc. Ms. O'Leary while at Buca, Inc. was instrumental in leading a complete restructuring of the financial systems and processes for the company.

Source: Caribou Coffee Company, Inc.

Burger King Corp. Appoints Robert Perkins Vice President Inclusion and Talent Management

Burger King Corp. announced the appointment of Robert Perkins as vice president, inclusion and talent management. In this newly created position, Perkins will oversee BKC's internal and external inclusion strategies, and be responsible for ensuring progress against objectives in each of the company's inclusion pillars. These four pillars consist of workforce, community, guests and operators/suppliers. Perkins will also be responsible for BKC's talent management group. He will oversee management development, including talent assessment and reviews, leadership development and training, and succession planning. He reports to Pete Smith, chief human resources officer. "Robert's unique experience enables us to merge our talent management and inclusion departments under one person and most effectively deliver against our people strategies," Smith said. "We also believe Robert can maximize the opportunities around our inclusion initiative as we incorporate inclusion into our business strategies. Our inclusion pillars were designed to reinforce the importance of working as one cohesive group, while respecting and embracing all the differences we bring to the BK® brand every day. In addition, Robert will work closely with the Diversity Action Council to elevate the importance of inclusion among our employees and franchisees."

Source: Burger King Corp., Miami

RA Sushi Marks First Mid-Atlantic Restaurant

RA Sushi Bar Restaurant opened its first mid-Atlantic location in Baltimore's Harbor East neighborhood Jan. 21. The restaurant chain, which touts its contemporary design and hip music, will open a 5,700 square-foot store that seats 175. The restaurant also will feature 30 outdoor seats during the summer months. Its signature rolls include the Tootsy Maki, a trio of crab, shrimp and cucumber wrapped in seaweed and topped with tempura bits, for \$8. Dinner menu items include beef filet medallions with wasabi mashed potatoes for \$23 and halibut with shiitake mushrooms and spinach for \$18.50. Based in Scottsdale, the chain has 17 locations in California, Illinois, Texas and Florida. Bryan Benavidez, former general manager at the San Diego RA Sushi, will be the restaurant's general manager.

Source: The Business Journal of Phoenix/Baltimore Business Journal



Metromedia Restaurant Group Names Gaylin as VP of Business Development

Metromedia Restaurant Group (MRG) announced the appointment of Alan Gaylin as vice president of business development. His duties will encompass managing brand growth, development and real estate for the MRG family of brands, which includes Bennigan's Grill & Tavern, Bennigan's SPORT, Bonanza, Ponderosa, Steak and Ale and The Tavern concepts. "We're extremely excited to have Alan on our team," said Clay Dover, president and CEO of MRG. "He has managed some of the most recognized brands in casual dining and will be a vital asset in the development of our entire network." Gaylin brings more than two decades of successful restaurant experience to the newly created post, having served in every role from concept and menu development to real estate strategy and operational management. Gaylin previously served as a consultant on operational growth to franchisors across the country. Prior to that, he was president of ALG Hospitality, a Houlihan's franchisee with development agreements for 13 locations in several states. He also served at the highest levels on the corporate side, holding positions as the chief operating officer and senior vice president of operations for Houlihan's Restaurant Group and director of operations for the Italianni's concept at T.G.I. Friday's, Inc. among others. "I have long admired the concepts that make up the MRG family, and I've paid considerable attention to the direction, concept revolutions and adaptability each has made in a changing industry," Gaylin said. "I look forward to joining an incredible team as the company secures its position as a market leader across all brands." Gaylin currently resides in Phoenix, Ariz., and will relocate to the Dallas area.

Source: Metromedia Restaurant Group/BusinessWire

Ruby Tuesday Announces New Texas Franchisee

Casual dining chain Ruby Tuesday, Inc. announced the establishment of another Ruby Tuesday franchise in Texas. The agreement with franchisee Bramble Restaurants Ltd. is for the development of four restaurants in the McAllen-Brownsville region in Southeastern Texas. Ruby Tuesday, Inc., a publicly traded company, currently owns, operates and franchises more than 900 casual dining restaurants in the United States and around the world. David Bramble, the principal owner of Bramble Restaurants, Ltd., is a successful commercial real estate developer as well as an experienced restaurant franchisee. Richard Flaherty, Ruby Tuesday's Regional Vice President of Franchise Development, said, "We are very excited to have David on board as one of our franchisees. He is an established and successful businessman and restaurateur who is eager to develop our high-quality casual dining brand. We anticipate the opening of the first Ruby Tuesday in the McAllen area within the next twelve months."

Source: Ruby Tuesday, Inc.

Joe's Crab Shack Introduces Executive Chef/Director of Culinary and New Menu Items

Joe's Crab Shack announced the addition of its new executive chef and director of culinary, Matthew Dunn, as well as eight new menu items. The new selections advance the restaurant's goal of providing its customers with the highest-quality menu offerings that are best described as "seafood with an attitude™" Joe's Crab Shack hired Dunn to oversee menu development for the 119 restaurants nationwide. Dunn worked under Stephan Pyles at Star Canyon. During his tenure with Pyles, Dunn earned national praise for his work as concept chef with Star Canyon and went on to become executive chef of Stephan Pyles Restaurant. "We are excited to have Matthew Dunn, a chef who epitomizes 'seafood with an attitude,' on board at Joe's Crab Shack," said Robin Ahearn, vice president of marketing and menu for Joe's Crab Shack. "Matthew brings a strong, diverse culinary experience and understands our focus on providing high-quality food in a casual, relaxed setting." To complement its new menu, the interior of Joe's Crab Shack locations will receive a refreshed look and feel. "Our new interior and menu options are examples of our commitment to provide customers with the highest-quality seafood and exceptional service, while keeping the atmosphere everyone knows and loves about Joe's Crab Shack," Ahearn added. New menu items include: GARLICKY MUSSELS; SURF N' TURF BURGER; BIG EASY SHRIMP PO'BOY; SEASIDE PLATTER; BIG SHRIMP PLATTER, and SEA TURTLE SUNDAE.

Source: Joe's Crab Shack

19 Year Old Entrepreneur Makes \$8 Million Offer to Buy Moby Dick Chain

Through his investment company, Javan Capital Partners LLC, 19 year old Artin Afsharjavan, owner of the Bethesda Persian restaurant Javan, has made an offer to purchase the kabob chain Moby Dick House of Kabob for \$8 million in cash. The offer is for acquisition of Moby Dick House of Kabob holdings, its 13 locations and name rights. Artin Afsharjavan said, "My goal is to fund the expansion of the Moby Dick House of Kabob chain across the eastern United States to major metropolitan areas. Moby Dick's current owners have done a good job, establishing a fantastic brand and growing the chain to its present size with locations in and around the Washington DC area. However, with our capital resources and their management we can expand rapidly beyond Moby Dick's' current size."

Source: Javan Capital Partners LLC



If you would like to have news about your company, please send all editorial contributions to Mario Schacher: mschacher@ariteam.com

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