



May 15, 2008

Presidential Candidate Senator John McCain to Address 2008 National Restaurant Association Restaurant, Hotel-Motel Show Attendees

U.S. Sen. John McCain (R-Ariz.), the presumptive Republican Party nominee for president, will address restaurant-and-foodservice professionals attending the 89th annual National Restaurant Association Restaurant, Hotel-Motel Show at McCormick Place in Chicago. After his remarks, McCain will meet with a small group of restaurant and hospitality industry CEOs and mayors, sponsored by the Travel Business Roundtable. The roundtable is a closed event. Senator McCain will address the NRA Show attendees on Monday, May 19, 2008, at 10: 15 – 10:35 a.m. in the Grand Ballroom, S100, of McCormick Place Chicago, IL. It is open to NRA Show registered attendees and exhibitors and registered media. Credentialed members of the media may register on-site in the Press Center (N226, McCormick Place) during the Show. For more information, please contact the Association's Media Relations staff at (202) 331-5902 or mdonohue@restaurant.org.

Illinois Tool Works Agrees to Biggest Acquisition in 9 years, \$2B Cash for Britain's Enodis

Illinois Tool Works Inc., a conglomerate known for making dozens of mostly small acquisitions every year, landed an agreement for its biggest deal since 1999 when British restaurant equipment supplier Enodis PLC accepted its \$2 billion buyout. The all-cash offer trumped an offer that Enodis agreed to last month from Manitowoc Co. Inc., leading investors and analysts to speculate about a possible bidding war. Manitowoc, based in the Wisconsin town of the same name, said last week it was considering its position and would make an announcement later. Illinois Tool Works, a Glenview, Ill.-based manufacturer of engineered products with more than 800 business units in 49 countries, made an offer that was 8.5 percent above the Manitowoc bid. Enodis would be its most expensive acquisition since 1999, when it paid \$3.8 billion for consumer products maker Premark International. "The Enodis price seems rich but so did Premark," said Citigroup analyst David Raso in a note to investors, pointing out that the Premark deal proved beneficial. Acquiring Enodis, which supplies fryer systems to restaurants including McDonald's Corp., would nearly double Illinois Tool's food equipment business and make the combined food equipment business nearly a fifth of its total revenues. The company had \$16.3 billion in revenue last year. Morningstar analyst John Kearney noted that buying a company with \$1.6 billion in annual sales amounts to a typical year's worth of acquisitions for Illinois Tool, which bought 40 companies last year. "They are paying a little bit more for it than they historically do for acquisitions, but it seems like a good deal," he said. "It fits in well with their existing food business." Both Enodis and ITW said the transaction will create an industry leader in food-service equipment. "We believe that the combination of ITW food equipment and Enodis will create an expanded global food-equipment platform with very complementary strategic, operational and geographical growth positions," said ITW Chairman and Chief Executive David Speer. "The collective businesses will have a significantly enhanced product portfolio in addition to greater scale to compete even more effectively and successfully in the global food-equipment industry." The offer from Illinois Tool Works, which was recommended by Enodis' directors, is conditional on ITW obtaining antitrust clearance from European Union and U.S. regulators by Nov. 4. Executives of the two companies said on a conference call

that they expect to close it in August. Enodis owns a portfolio of 30 brands and its range of food-service products includes cooking equipment, refrigeration units, and ice and beverage dispensing equipment that are used in fast-food restaurants, institutions, grocery stores and supermarkets. It has manufacturing facilities in North America, Europe and Asia, and employs 6,800 workers. The company generates 71 percent of its revenue in the Americas. "This higher offer underlines the regard which Enodis has built in the global food-service industry," said Enodis Chairman Peter Brooks. Manitowoc's foodservice division produces ice and beverage dispensers and industrial refrigerators. It has 11,000 to 12,000 employees worldwide. ITW's food-equipment business comprises washing equipment, cooking and food processing equipment, refrigeration equipment and ventilation and pollution control systems. It employs 60,000 workers in 52 countries.

Source: Illinois Tool Works Inc./Enodis

Irvine Robbins, Founder of Baskin-Robbins, Passed Away Last Week

Irvine (Irv) Robbins, co-founder of Baskin-Robbins passed away last week in Rancho Mirage, Calif. He was 90 years old. Robbins, and his brother-in-law Burton (Burt) Baskin, founded the Baskin-Robbins ice cream chain in 1945, which today is the world's largest chain of ice cream specialty shops with more than 5,800 stores in 34 countries. According to Srinivas Kumar, Chief Brand Officer – Baskin-Robbins Worldwide, "All of the Baskin-Robbins employees, franchisees and licensees are saddened by the loss of Irv Robbins. Along with his brother-in-law Burt Baskin, Irv was a pioneer in both the ice cream and franchising business and leaves behind a great and enduring legacy." Kumar continued, "Irv's passion and his vision – "we sell fun, not just ice cream" -helped to create an iconic American brand that is now universally loved and respected around the world. His dream and love of ice cream put smiles on millions of faces and we are honored to continue his tradition of providing guests with irresistible flavors and treats."

Burt Baskin and Irv Robbins had a long history with ice cream. As a teen, Robbins worked in his father's ice cream store, while Baskin produced ice cream with his own machine for his fellow troops during World War II. Following the war, the two ice cream-loving entrepreneurs capitalized on America's love of ice cream, but opted to pursue separate ice cream business ventures at the request of Robbins' father Ernie. The concept of Baskin-Robbins was created when Robbins opened the first shop, Snowbird, in Glendale, Calif. In 1945. The shop featured 21 flavors and emphasized high quality ice cream sold in a fun, personalized atmosphere. Baskin later opened Burton's in Pasadena, Calif. in 1946, and by 1948, their businesses had grown to a chain of six stores. The ice cream chain became known as Baskin-Robbins in 1953 when the founders joined forces and decided to create a uniform identity and image. Baskin and Robbins consolidated their stores under the name Baskin-Robbins 31 Ice Cream, with the "31®" concept, offering a new ice cream flavor for every day of the month. The founders placed a giant 31 outside of every store, ringed with pink and brown polka dots, representing chocolate and cherries, to promote their variety of delicious flavors. The company's flavor library includes more than 1,000 flavors including popular favorites Jamoca® Almond Fudge, Robbins' favorite, and Named the top ice cream and frozen dessert franchise in the United States by Entrepreneur magazine's 29th annual Franchise 500® ranking, Baskin-Robbins is the world's largest chain of ice cream specialty shops. Headquartered in Canton, Mass., Baskin-Robbins is part of the Dunkin' Brands, Inc. family of companies.

Source: Baskin-Robbins/Dunkin' Brands, Inc.

John Gainor to Succeed Charles Mooty as President, Chief Executive Officer at International Dairy Queen, Inc.

Charles W. Mooty, President and Chief Executive Officer, announced the beginning of his leadership transition and implementation of his succession planning for International Dairy Queen, Inc. by naming John P. Gainor, as President and CEO effective July 1, 2008. Mooty will retain his role as Chairman of the Board through the end of the year.

Gainor, 51, joined the company in 2003 and served as Chief Supply Chain Officer leading all supply chain functions for the company including purchasing, logistics, distribution, dairy, frozen novelties, equipment and supplies. Prior to joining IDQ, Gainor held various executive positions in the food-service industry and has extensive experience with franchisors in the quick service restaurant business both domestically and internationally. Under Gainor's leadership, the Dairy Queen system has consistently achieved margin reduction commitments by the franchisor for the cost of goods purchased by franchisees. "Becoming President and CEO of IDQ is a great honor and privilege," states Gainor. "I am excited to build upon Chuck's vision of developing pride and unity within the Dairy Queen system. We have a highly respected group of employees across the globe who are truly committed to servicing and elevating our franchisee community. I look forward to the challenges and opportunities which we will face in this highly dynamic industry." Mooty, 47, has served as President and CEO of IDQ since January 2001 and has been with the company for 21 years. Under his leadership, the Dairy Queen® system has realized seven consecutive years of same store sales growth and franchisee profitability increases. "We have an incredibly talented management team here at IDQ which has positioned us well for this leadership transition," Mooty states. "I know that John will create great impact to our franchise system given his track record and masterful job of rebuilding our supply chain. He is a strong, effective leader who brings a wonderful breadth of knowledge within the quick-service restaurant industry and has proven his ability to develop effective franchisee relationships."

Source: International Dairy Queen

BD's Mongolian Restaurant Chain Sold. Partner to Help Back Expansion

Ferndale restaurateur Billy Downs, who grew his do-it-yourself BD's Mongolian Grill franchise from one Royal Oak store in 1992 to 33 -- including one in Mongolia -- has sold his company. Downs said he has been seeking a partner who could provide financial backing for expansion, which had happened more slowly than he had projected.

Kinderhook Industries LLC, a private equity firm based in New York City, and restaurant industry veterans Rodger Head and Clyde Culp bought BD's Mongolian Grill for an undisclosed amount, Kinderhook and BD's Mongolian Grill announced Wednesday. "It's part of the evolution of the brand," said Downs, who will continue to manage day-to-day operations at the company. "I'm real happy with the team that's come together and wants to take it to the next level." Head will be Mongolian Grill's new CEO. Downs said the company's headquarters will remain in Ferndale for the time being. Kinderhook is a manager of private equity funds with \$470 million of capital. Together with Head and Culp, they own and operate Duke and King Acquisition Corp., a 97-unit Burger King operation based in Minneapolis. Ten of the 33 BD's restaurants are company-owned and in Michigan, Illinois and Colorado. Twenty-two are domestic franchised locations in 11 states, and one franchise location is in Mongolia. BD's Mongolian Grill, which is changing its name from BD's Mongolian Barbeque, is a do-it-yourself Asian restaurant where customers select their own stir-fry ingredients from a large food bar of meats, seafood and vegetables, which they then hand to grillers for cooking.

Source: Detroit Free Press

Papa John's Hits Online Milestone

Sometimes during peak hours, the phones are silent in Andy Freitas' pizza restaurants, yet the cooks are busy keeping pace with hungry customers. That's because orders are rolling in through the Internet. "It's pretty amazing not to hear a phone ring on a busy night," said Freitas, an operating partner with the largest Papa John's franchisee in the Washington, D.C., market. In the past seven years, Louisville-based Papa John's International Inc. has made a lot of dough from online ordering — more than \$1 billion to be exact. The nation's third-largest pizza operator trumpeted the \$1 billion milestone last week, noting that its U.S. online sales have been growing at an average clip of more than 50 percent per year. In 2001, the chain's online sales totaled \$20.4 million. Last year, its online sales approached \$400 million. "It took us seven years to reach our first billion in online sales, and at our current pace and growth rate it will take us less

than three years to hit our next billion," said Jim Ensign, vice president of marketing communications at Papa John's. Other chains in the fiercely competitive pizza industry are tapping into the technology craze to give customers ways to order pies other than through the standard phone call or trip to a restaurant. Domino's Pizza Inc. put its own twist on online ordering early this year by introducing a "Pizza Tracker," which lets customers keep tabs on the progress of their orders. Consumers can find out when their pies are in the oven, on the way and even the first name of their delivery person. The tracking system has given a "big bump" to the growing online business, said Jenny Fouracre, a spokeswoman for Ann Arbor, Mich.-based Domino's. She wouldn't disclose specific online sales numbers. Domino's also lets customers place orders from Web-enabled mobile devices. Pizza Hut said its online orders have grown sixfold in the last three years. Company spokesman Chris Fuller said the online segment is a significant part of the overall business but wouldn't give specifics. Pizza Hut, the nation's biggest pizza chain, also allows customers to order via text messaging and mobile Web. The unit of Yum Brands Inc. soon will unveil a new method for ordering pizzas, dubbed "Pizza Hut Shortcut," that it says will be the fastest in the industry. Customers will be able to download a "widget" onto their computers that will let them place their favorite pizza orders with just one click. Since launching its Web-based ordering in 2001, Papa John's said it has invested more than \$15 million in online ordering technology. Customers can place online orders up to 21 days in advance. Another function lets consumers repeat their most recent orders with just one click. Papa John's said more than 20 percent of its sales come from online or through text messaging, an option it introduced last year. The company said text sales are meeting expectations but won't offer specifics.

Source: The Associated Press



Former T.G.I. Friday's Executive to Lead Applebee's Chain

IHOP Corp., which bought Applebee's International Inc. last year, has named former T.G.I. Friday's executive Michael J. Archer as president of the Lenexa-based casual dining chain. Archer, who was most recently president and chief operating officer of Friday's, will report to the IHOP chief executive officer and chairwoman, Julia Stewart. Archer replaces Dave Goebel, who resigned as president and chief executive officer of Applebee's when IHOP acquired it last year for \$2.1 billion. IHOP said Archer, who will be based at the recently opened Applebee's Restaurant Support Center, will focus on all aspects of the troubled dining chain "developing tactical and strategic plans to improve results in all areas of the business. "(Archer) possesses a keen understanding of the restaurant industry, particularly the grill and bar category that Applebee's competes in, and is a motivational, hands-on leader ideally suited to the needs of our organization," Stewart said in a release. She stressed that she will continue to be closely involved in "defining the company's strategic direction and implementing key initiatives" focused on marketing and operations. Last month, the Glendale, Calif.-based IHOP said first-quarter profit rose 22 percent, in part because of results from Applebee's. It was the first full quarter results to include Applebee's.

Source: The Kansas City Star

CEO: Raving Brands Moving Ahead with New Concept

Atlanta-based Raving Brands sold two of its brands in the past year, announced an agreement to sell a third and has several lawsuits pending from disgruntled franchisees. In an interview this week, though, Raving Chief Executive Officer Martin Sprock said his company is undeterred in its efforts to build new franchise concepts. Raving, former owner of Moe's Southwest Grill, has six brands left — Planet Smoothie, Doc Green's, Shane's Rib Shack, Flying Biscuit, Boneheads and Monkey Joe's. One or more of those could be sold in the next 12 to 18 months, Sprock said. But Raving likely will launch a new brand, too, he said. The company also is considering changing its name for a fresh start from the negative press attracted by the lawsuits, he said. "It doesn't make you happy and it doesn't make you feel good," Sprock said about the lawsuits. "It's disappointing. But we're not going to allow a small group of people to get in the way of doing something great." The company made its name in fast-casual dining, a growing segment that fits somewhere between fast-food and full-service. Fast casual restaurants typically price meals between \$7 and \$10, turn around food orders in a matter of minutes and don't have a full-fledged wait staff. Raving's biggest hit has been Moe's, known for its quirky menu names, like the Homewrecker Burrito, and colorful decor. The first Moe's opened in late 2000 in Buckhead. Within seven years, Moe's grew to more than 350 locations. In 2005, Fast Casual magazine listed Raving atop its "Movers and Shakers" list, putting it ahead of Panera Bread and Chipotle. But in April of last year, Raving announced it was selling Moe's to Focus Brands, another Atlanta-based restaurant group. In March, Raving sold a second brand, Mama Fu's Asian House, to the largest Mama Fu's franchisee. It had 17 outlets at the time. A deal is pending to sell PJ's Coffee, which has about 50 outlets, to a PJ's franchisee. Raving could sell other brands, but it's also in the early stages of a new concept, Sprock said. "We probably will sell another couple of brands over the next 12 to 18 months," Sprock said, sitting down for an interview at the Buckhead Boneheads, a grilled fish and spicy chicken restaurant. "And we may bring one on," he said. "We may develop a new one. It depends on what kind of space we want to be in and what the market is missing." The new brand could be announced in the next three to six months, Sprock said. He would not say which existing brands could be on the table, but he said Raving is looking to keep brands backed by enthusiastic franchisees. "We have three brands right now that I don't think you can pry away from us and any of the partners anytime soon," Sprock said. "And we've discussed that. We would like, maybe next time, to not sell our lead dog as early."

Source: The Atlanta Journal-Constitution



Granite City Food & Brewery Plans Major Expansion

Casual dining restaurant Granite City Food & Brewery is planning a major expansion thanks to a capital infusion from United Properties. The St. Louis Park-based restaurant chain says it has signed a \$66 million development and funding deal with the Bloomington-based development company. The deal will help the chain add 22 restaurants, most of them in new states for the company, including Michigan, Indiana, Ohio, Kentucky, Oklahoma and Texas. Granite City says those new restaurants would be developed and built by United Properties from 2009 to 2012. Granite City now has 25 restaurants in 14 states. The expansion plan follows Granite City's announcement on Monday that it lost \$4.3 million, or 27 cents a share, in the first quarter. Revenue was \$24 million, up 32 percent from a year earlier.

Source: The Associated Press

China May be KFC's Salvation as U.S. Faces Recession

With a possible U.S. recession looming, Colonel Sanders is turning to China to fill the breach, offering a menu of fried dough and preserved egg porridge alongside the chicken that turned KFC into an American icon. Beset by falling sales at home, Yum! Brands Inc, owner of the Kentucky Fried Chicken and Pizza Hut brands, is mounting an expansion drive in China that could make the country its biggest source of profit within a decade. But like many foreign firms in China, from mobile phone makers to clothing designers, the U.S. fast food giant has discovered it can't rely on a foreign brand name for growth and must instead adapt to local tastes and lifestyles. So KFC has given a Chinese twist to its menu by adding dishes similar to the food that tens of millions of Chinese grab from street stalls or hole-in-the-wall restaurants on their way to work every day. "We felt that we could not just copy a model in a foreign country," Sam Su, the Taiwan-born, U.S.-educated head of Yum's China division, told a forum in Shanghai late last year. "In a market like China, everyone should try to create new models." The formula is apparently working. Yum's sales in China grew 12 percent in the first quarter compared with 5 percent in other international destinations and 3 percent in the United States. Yum's KFC was the first foreign fast food company to move into China, opening its first outlet in 1987. Since then, Yum has become China's biggest restaurant chain with some \$2 billion of annual sales and over 2,500 KFC and Pizza Hut stores. That dwarfs the roughly 900 outlets of McDonald's Corp, its nearest rival in China's \$28 billion fast food market. And the drawcard isn't necessarily Colonel Sanders secret recipe of herbs and spices. Chinese customers are often not even interested in fried chicken. He Qi, a 35-year-old employee at a Shanghai advertising agency, says she visits KFC three or four times a week to eat fish, porridge and egg tarts. "I avoid touching fried stuff because it's bad for one's health," she says. EXPANSION PLAN: Yum intends to increase its lead and plans to add 425 restaurants in China this year. McDonald's has said it aims to open at least 125 stores in the country during 2008. David Novak, chief executive officer of Yum, has said he envisages eventually having over 20,000 restaurants in China. "We're in the first inning of a nine-inning ball game in China," Novak told investors in a conference call in February. So far, investors are welcoming the China strategy. Operating profit at Yum's China division surged 30 percent to \$375 million last year, accounting for over a quarter of the firm's total operating profit of \$1.36 billion, which rose 8 percent. Novak has predicted China's contribution could reach 40 percent by 2017, exceeding 30 percent for the United States at that time. Despite sliding U.S. revenues, which dropped 7 percent last year, Yum's shares are up about 29 percent since the start of 2007, while the Dow Jones Industrial Average is flat. The portly, white-haired figure of Colonel Sanders helped draw Chinese to KFC restaurants in the late 1980s, when China was opening up to the world and customers were eager to experience Western lifestyles for the first time. But in the last few years, Yum has increasingly designed products and services specifically for local consumers. This strategy has had problems as well as opportunities. "It's a lot more difficult to standardize Chinese food. It's much easier with hamburgers," said Shaun Rein, managing director of the China Market Research Group, adding that another problem was finding the right managers to run all the outlets. This year Yum plans a nationwide launch of its breakfast services, now available at about half of KFC stores, and will test 24-hour KFC restaurants and expand home delivery services to target the huge nocturnal populations of China's crowded cities. It will also add 85 Pizza Hut restaurants and expand the chain's home delivery service. Yum's China manager, Su, has successfully transformed Pizza Hut, a business that was languishing in China, into an upscale restaurant chain targeting China's 250 million middle-class consumers. "Pizza Hut is the cheapest of the cheapest restaurants in the United States, but in China, Pizza Hut is seen as a classy, up-scale place for dining," Rein said. "Yum has reinvented the Pizza Hut brand in China ... They know who's spending the money."

Source: Reuters/Washingtonpost.com

Grill Concepts Debuts Daily Grill Branded Restaurant in Boston

Grill Concepts, Inc. announced the opening of its first Daily Grill-branded, upscale, casual dining concept in the New England market at The Shops at Prudential Center in Boston. The 6,700 square-foot, company-owned Daily Grill - Boston is the second of four to six planned restaurant openings in 2008. "Prudential Center is one of New England's top shopping and dining destinations with more than 60,000 visitors each day, and we believe it is an ideal location to enter the New England market and attract new customers with our freshly prepared, home-cooked meals," said Philip Gay, chief executive officer. "We look forward to serving this community and are very excited for our future prospects as we progress with our expansion plans throughout this year." Quintessentially American in ambiance and cuisine, Daily Grill has received rave reviews for its straightforward, classic American cuisine, prepared using home-cooking techniques and with fresh ingredients purchased daily. Daily Grill's menu features Certified Angus Beef, unique appetizers, fresh seafood and sumptuous desserts, among others, to delight the palates of its patrons. For those who appreciate great American food made from scratch, Daily Grill invites guests to come and experience dining the way it was meant to be, one great meal at a time, by people who care.

Source: Grill Concepts, Inc.



american recruiters
It takes 3 to 6 months to hire the right candidate.
Start Now!
847-303-0560

Gordon Food Service Chairman Paul Gordon dies at 84

Paul B. Gordon, who grew Gordon Food Service Inc. into one of the largest family-owned food distributors in North America, has died. He was 84. Gordon died Tuesday at his home in Kent County's Ada Township following a brief battle with cancer. The company, which is based in the Grand Rapids suburb of Wyoming, distributes food to restaurants and institutions in 15 states and Canada. It also operates 127 GFS Marketplace stores. Last month, Forbes magazine listed Gordon Food Service as No. 46 among the country's largest privately owned companies, with estimated sales of \$5.9 billion in 2007. Gordon's grandparents started the business in 1897, delivering eggs and butter from a horse-drawn cart. After serving in the Navy during World War II and graduating from the University of Michigan, he joined the business in 1948 as a salesman. He followed his father, Ben Gordon, as president in 1965. Under his direction, the company developed its frozen food business and its retail presence, while expanding its work force from a few hundred employees to more than 10,000. Paul Gordon served as president until 1991, when a son, Dan Gordon, succeeded him. The elder Gordon continued to guide the company as chairman of the board of directors. "I have never met anybody who achieved so much and was loved by so many," B. Joseph White, president of the University of Illinois and a 20-year member of the company's board, told The Grand Rapids Press.

Source: The Associated Press/chicagotribune.com

2008 National Restaurant Association Restaurant, Hotel-Motel Show Exhibit Space Officially Sold Out for Third Consecutive Year

The National Restaurant Association announced that its 2008 Restaurant, Hotel-Motel Show has attracted nearly 2,200 exhibiting companies and that exhibit space is officially sold out for the third year in a row. The 2008 Show, to be held May 17-20 at McCormick Place in Chicago, will feature more than 605,000 square feet of exhibit space, which was expanded from last year by reconfiguring the exhibit floor. NRA Show 2008 is expected to draw more than 70,000 restaurant-and-hospitality industry professionals from 115 countries to explore the hottest trends—from food and beverages to eco-friendly equipment and cutting edge technology—as well as capitalize on the best opportunity of the year to network, learn from leading experts and meet celebrity chefs and restaurateurs. "It is more important than ever for restaurant operators to stay up-to-date with the latest cost-management strategies, equipment and menu trends and foodservice technology to battle increasing economic challenges," said William C. Anton, FMP, convention chairman for the 2007 Show, and chairman and founder of Anton Airfood, Inc. "The NRA Show offers more opportunities than any other event and this is clearly reflected in our exhibit space selling out for the third consecutive year. Our exhibitors know that the health of the \$558 billion restaurant industry is tied to their own, and that our Show is the best place to find opportunities and to help boost the vitality of the restaurant community." NRA Show 2008 features include 65+ free education sessions on key industry issues, culinary showcases with leading chefs from around the world, celebrity book signings, and much more. The new International Wine, Spirits & Beer Event (IWSB), launching this year, focuses on beverage alcohol products, trends, profitability and responsibility in an industry-first professional environment.

Latin American Fried-Chicken Heading to Wal-Mart

Latin American fried-chicken outlet Pollo Campero is teaming with Wal-Mart to expand its reach to the nation's growing Hispanic population. A restaurant bearing the Guatemalan chain's mascot chicken in a cowboy hat now sells its famed product inside a Wal-Mart Supercenter in Rowlett, Texas. Officials with the chain's fledging U.S. arm hope to expand into more than 20 Wal-Mart locations across the country by the end of 2009. Pollo Campero offers Wal-Mart an opportunity to reach out to its diverse range of shoppers as it customizes some aisles in its mammoth stores to sell culturally attuned products. The Guatemalan chain has more than 40 locations in the U.S.

Source: The Associated Press.

Pizza Inn Announces Multi-Unit Domestic Franchise Agreement with Six Unit Development Plan Set for Houston, Texas

Pizza Inn, Inc. announced the signing of a multi-unit development agreement to open six new operations in the Houston, Texas market beginning late summer 2008. Pizza Inn has awarded the franchise agreement to Four Star Foods, a subsidiary of King Fuels, Inc. of Houston. The development plan calls for the opening of two Pizza Inn delivery/carry-out concepts (DELCOS) and four Pizza Inn express units in the Houston market beginning August of this year. The first unit will be located at 392 N. Sam Houston Parkway in Houston as part of a co-branded food service concept. "This is an important step in our domestic development plan," stated Ward Olgreen, Sr. Vice President of Worldwide Franchising for Pizza Inn. "Our reputation for serving a quality product coupled with King Fuels experience in the areas of co-branding and food service makes this the perfect operational and brand fit." King Fuels operates over 40 locations and provides supplies to over 250 locations, representing six major petroleum brands. "Four Star Foods is excited about its partnership with Pizza Inn," stated Mr. Zaki Niazi, President of King Fuels, Inc. "Our goal is to complement our convenience store operations while expanding Pizza Inn's market share within the Houston area. We feel that partnering with a brand of Pizza Inn's quality will better satisfy our convenience store consumers while creating the opportunity for new trial."

Source: Pizza Inn, Inc.

Pans & Company, Pollo Campero Create Joint Venture for Expansion of Restaurants in Spain and Central America

The Spanish multinational company Eat Out, owner of the chains Pans & Company, FresCo, Bocatta, Dehesa Santa María and Pastafiore, among others, have signed a formal agreement to create a joint venture with the Guatemalan firm Pollo Campero for an expansion in Central America. Through this alliance, Pollo Campero will develop the restaurants for the Spanish enterprise in Guatemala and El Salvador, starting with Pans & Company. At the same time, Eat Out will support the expansion of Pollo Campero restaurants throughout the Iberian Peninsula over the next seven years. The plan calls for opening more than 100 restaurants, with 25 percent of the restaurants owned by the company and 75 percent owned by franchisees. Both groups have agreed to the creation of joint ventures to develop their projects at an international level. In Spain, Eat Out will provide the majority of the capital for the new venture. Eat Out belongs to the Group Agrolimen, and has 600 restaurants across Spain, Portugal, Andorra, Italy, Dubai, India and Saudi Arabia, with annual sales of about 300 million euros (\$470 million) and more than 95 million customers. Pollo Campero is part of the Guatemalan multinational Multi Inversiones, which, besides other lines of business, develops Pollo Campero restaurants across Europe, the U.S., the Middle East and Asia, with Korea and China as primary areas of development. Currently, Pollo Campero has 300 restaurants in Guatemala, Costa Rica, Honduras, Nicaragua, Ecuador, Mexico and El Salvador, as well as Spain, China, Indonesia and the U.S., where they are planning their first restaurant inside a Wal-Mart store. Pollo Campero has annual sales of about 285 millions euros (\$446 million) and more than 85 million customers a year. The formal signing of the agreement between Eat Out and Pollo Campero was celebrated April 29, during an event in Barcelona.

Source: BUSINESS WIRE

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



Thank you for reading The Global Foodservice E-newsletter from American Recruiters!

Craig Wilson
847-303-0560 Ext. 203
cwilson@ariteam.com

Michael Page
847-303-0560 Ext. 201
mpage@ariteam.com

Ted Agins
847-303-0560 Ext. 202

tagins@ariteam.com

Mario Schacher
847-303-0560 Ext. 208
mschacher@ariteam.com

John Daschler
847-303-0560 Ext. 207
jdaschler@ariteam.com