



April 20, 2009

ITW Reports Loss of 6 Cents in Diluted Income Per Share From Continuing Operations in the 2009 First Quarter

Illinois Tool Works Inc. reported a 24 percent decline in 2009 first quarter revenues and a loss of 6 cents in diluted income per share from continuing operations. Diluted income per share from continuing operations was \$0.70 in the first quarter of 2008. The significant decrease in revenues and diluted income per share from continuing operations in the 2009 first quarter versus the year ago period was directly attributable to an impairment charge of \$90 million and discrete tax charges of \$28 million as well as dramatic slowing in world wide end markets and macro economic trends. Excluding the \$0.17 per share impact of impairment and the \$0.06 per share of tax charges, diluted income per share from continuing operations would have been \$0.17 in the first quarter. The Company had most recently forecasted its 2009 first quarter diluted income per share from continuing operations to be in a range of \$0.08 to \$0.16. As part of the Company's annual goodwill impairment testing in the first quarter, it adopted a new accounting rule regarding fair value measurements. As a result, an impairment charge of \$90 million was recorded, of which \$78 million was attributed to goodwill and \$12 million related to intangibles. The goodwill charge related to two larger businesses which have been acquired over the last few years: a pressure sensitive adhesives business included in the Polymers and Fluids segment and a PC board fabrication business included in the Power Systems and Electronics segment. In addition, the Company recorded a tax charge of \$28 million during the first quarter related to a reduction in the amount of tax loss carry forwards and additional tax reserves. The Company's first quarter free operating cash flow was strong at \$386 million in the quarter and was only modestly lower than the first quarter of 2008. Free operating cash flow in the first quarter was largely driven by reductions in working capital. "The 2009 first quarter represented historic challenges for our company as end markets continued to weaken in North America, Europe and Asia-Pacific," said David B. Speer, chairman and chief executive officer. "As a result, we continued to take aggressive restructuring actions that we believe provide the important balance between near-term market conditions and investment in longer-term growth initiatives. We spent \$33 million on restructuring projects in the first quarter and we expect to spend an additional \$60 million on restructuring in the second quarter. We remain confident that whenever economic trends and end markets begin to improve, ITW and our relatively short lead-time businesses will benefit in a meaningful and measurable fashion."

Source: Illinois Tool Works Inc.

HFM and ASHFSA Merge to Form New Association

National Society for Healthcare Foodservice Management and the American Society for Healthcare Food Service Administrators consolidated to form the Association for Healthcare Foodservice (AHF). HFM president-elect Kris Schroeder has been appointed president of AHF, while ASHFSA president-elect

Denisa Cate has been appointed president-elect. AHF, which will comprise a membership of healthcare foodservice operators and business partners across North America, will be led by a unified national board of directors, industry advisory board, past presidents' council and working committees. This interim board of directors, consisting of equal representation from both boards, plus members of the ASHFSA-HFM Consolidation Task Force, will also lead the new association through its inaugural year. Mary Rothschild will serve as chair of the Industry Advisory Board. Operator membership in AHF will be restricted to members of self-operated healthcare foodservice facilities, and will also include but not be limited to students, educators, administrators, business partners, chefs and consultants. Existing members of ASHFSA and HFM who meet membership eligibility will automatically roll into AHF membership as of Aug. 1. A joint membership forum will take place on April 28 to review the consolidation plans and answer questions from the membership.

Source: FE&S

Industry Leaders to Discuss Success Strategies during Interactive Keynote at 2009 National Restaurant Association Restaurant, Hotel-Motel Show

The National Restaurant Association announced that five industry leaders behind some of the best success strategies in this fast-changing market will be part of the Keynote Executive Panel – a unique, new event at its 2009 Restaurant, Hotel-Motel Show. Attendees will have the opportunity to ask questions and hold an engaging, interactive discussion with the panelists, who include chef-owner Daniel Boulud; Chipotle founder Steve Ells; Buffalo Wild Wings' Sally Smith; wine maker and restaurateur Joseph Bastianich; and hospitality analytics entrepreneur Damian Mogavero. Award-winning food journalist Steve Dolinsky will moderate the panel, which will be held Sunday, May 17 in the Vista Ballroom, room S406 at Chicago's McCormick Place during NRA Show 2009 (May 16-19). "It is more important than ever for restaurants to redefine their value proposition to the guest," said Michael Kaufman, National Restaurant Association chairman and co-president of Enovo Restaurant Ventures LLC. "At the 2009 National Restaurant Association Restaurant, Hotel-Motel Show, attendees will learn from leaders who are succeeding today. Show attendees will interact with experienced executives from some of the industry's top-performing companies across multiple segments, as they discuss their innovative and profitable strategies in this challenging economy." The event, titled "Seize the Moment: Energize the Guest Experience and Drive Sales in This Economy," will be moderated by 12-time James Beard Award winning food journalist Steve Dolinsky, who will lead the lively, open exchange between the panelists and the audience to identify innovative and profitable steps to deliver positive business results. The panelists are:

- Joseph Bastianich, partner, B&B Hospitality Group. Mr. Bastianich's life has been described as "a chart of culinary adventure that includes becoming one of America's premier restaurateurs — as well as a noted winemaker, bon vivant, street-level philosopher, and eventually, a marathon runner."
- Daniel Boulud, chef-owner, The Dinex Group. While originally from Lyon, France, Mr. Boulud has been established in the New York restaurant community for more than 25 years, building his reputation first as a chef and more recently as a restaurateur. His growing list of restaurants includes the renowned DANIEL in NYC, Daniel Boulud Brasserie at the Wynn Las Vegas Resort, Lumière in Vancouver, and Maison Boulud in Beijing.
- Steve Ells, founder, chairman & CEO, Chipotle Mexican Grill. After culinary school and work in professional kitchens, Mr. Ells founded Chipotle with an idea to demonstrate that food served fast didn't have to be a "fast-food" experience. The chain has since grown into an innovative leader anxiously watched by the entire industry and sought after by a growing base of devoted customers.
- Damian Mogavero, CEO & founder, Averro, LLC. Passionate about hospitality and entrepreneurship, Mr. Mogavero founded Averro to provide restaurateurs with critical decision-making insights. As a leader in performance management, Averro analyzes food and beverage sales data to help operators improve profitability and the guest experience.
- Sally Smith, president and CEO, Buffalo Wild Wings, Inc., and National Restaurant Association Treasurer. Not even the most astute pundits predicted current economic challenges when QSR magazine headlines announced "Sally Smith and her team have performed miracles at Buffalo Wild Wings. And now that the chain has taken off, it intends to soar." Delivering on those promises in the face of unexpected adversity makes Ms. Smith's achievements even more impressive and relevant today.

Preceding the Keynote Executive Panel, National Restaurant Association Chairman and co-president of Enovo Restaurant Ventures LLC Michael Kaufman will hold a welcome address and lead the Faces of

Diversity awards ceremony. The awards program, created by the Association in partnership with PepsiCo Foodservice, celebrates the restaurant industry's successes and proactive efforts to embrace workforce diversity and inclusion. The Keynote Executive Panel is open only to NRA Show attendees, exhibitors and registered news media. The event will start at 2:00 p.m., and doors will open at 1:30 p.m. on Sunday, May 17, 2009. To register to attend the event, visit www.restaurant.org/show.

Source: The National Restaurant Association

Pizza Inn Partners With ROMA Food Enterprises

Pizza Inn, Inc. announced a strategic partnership with Richmond, VA-based ROMA Food Enterprises, a Performance Food Group Company, to serve as the exclusive distributor to more than 100 domestic franchise restaurants throughout the southeast United States. With over 50 years of experience in the pizza and Italian segment, ROMA Foods is the nation's largest and most respected distributor to the pizza industry. Their reputation for product quality, strong fill rates, sound delivery methods and unparalleled service makes ROMA a solid fit with Pizza Inn. "We are excited to begin what we are confident will be a long-term relationship with ROMA," said Charlie Morrison, President and CEO of Pizza Inn. "As a specialty franchise operation, Pizza Inn needed a distributor with the experience to best service the needs of our franchisees. ROMA is a quality company and we believe this partnership is a win for all involved. "This is a marriage made in Pizza Heaven," said Joe Davi, President and CEO of ROMA Food Distribution. "Pizza Inn's long standing traditions, including great pride in their product quality and outstanding customer service, mirrors the values that are important at ROMA Food Distribution and we are honored to be the new food purveyor to their fine restaurants for many years to come. The ROMA family and I thank Pizza Inn for the confidence and trust they have shown in our company and are excited to be part of their ongoing success." "Pizza Inn and their strong franchisees are great addition to the ROMA family," said Craig H. Hoskins, Senior Vice President - Sales, Performance Food Group. "At ROMA, as well as at all of our Performance Food Group Companies, we strive to do business with leaders in the segments we serve. In discussions with Pizza Inn it became clear that we lined up extremely well in terms of operational and cultural fit and are proud to now call Pizza Inn a customer, and plan to continue to build our relationship over years to come."

Source: Pizza Inn, Inc.

Krispy Kreme Narrows Loss in Year

Krispy Kreme Doughnuts, Inc. sustained a loss of \$4,061,000 for the year ended Feb. 1, which compared with a loss of \$67,051,000 during the previous year. Revenue for the year was \$383,984,000, down 11% from \$429,319,000 during fiscal 2008. "We are seeing early signs of progress toward achieving a number of our strategic goals," said Jim Morgan, chairman, president and chief executive officer. "We earned an operating profit for the fourth quarter and also for the year, our first annual operating profit since fiscal 2004. We've also made measurable progress in implementing our initiatives." Other progress includes the opening of the company's first new small retail concept shops, reaching sufficient scale in several markets to begin using a more comprehensive marketing portfolio, domestic franchisees opening five new small retail shops, and enhancing off-premise route profitability by closely focusing on door economics. For the fourth quarter ended Feb. 1, the company sustained a loss of \$303,000, which compared with a loss of \$31,815,000 during the same quarter of the previous year. Revenue for the quarter was \$91,768,000, down 17% from \$110,948,000 during the same quarter of the previous year. "While there is still much work to be done, we continue to believe our strategies are the right ones, and our extraordinarily committed employees will continue to successfully implement those strategies," Mr. Morgan said. "We look forward to seeing the benefits of those strategies more fully reflected in our financial results in the quarters and years ahead."

Source: Foodbusinessnews.net



Round Table Pizza Lays the Foundation for Expansion in the Gulf Coast Countries

Round Table Pizza has signed a long-term development agreement with United Arab Emirates partner Ghassan Wehbe. Mr. Wehbe, who currently operates 7 Round Table Pizza restaurants in Dubai, has acquired rights to expand to 17 locations within the UAE. Additionally, Mr. Wehbe and Round Table Pizza are laying the groundwork for further development in other Gulf Coast countries and Lebanon based on their success. “We are excited to extend Round Table Pizza to a broader global audience,” says Round Table President Rob McCourt. “Our founding principles of providing families with a comfortable place to dine and serving premium pizzas are universally appealing.” Founded in California’s San Francisco Bay Area, Round Table Pizza has prospered as the market share leader in one of the most competitive markets in the United States. This summer, Round Table celebrates 50 years of success in bringing families together to share a wonderful meal. Of the company’s 500 restaurants, 75% are owned and operated by franchisees. Round Table is uniquely structured to provide its partners with the tools and flexibility necessary to launch successful international restaurants. “Mr. Wehbe has faithfully represented our brand’s core values in the UAE and his commitment has paved the way for further growth,” notes Mr. McCourt. “I lived on Round Table Pizza as a university student and knew its founder,” recalled Mr. Wehbe. “Round Table’s quality is second-to-none and we’ve worked hard to further that reputation in the UAE. Since Dubai is a business and tourist hub, Round Table Pizza’s name is renowned throughout the Middle East.”

Source: Round Table Pizza

U.S. Bank Introduces Franchise Loan Program for McDonald’s® U.S. Franchisees

U.S. Bank has announced a new lending program featuring financial products and solutions for McDonald’s U.S. franchisees. The program will be available to McDonald’s U.S. franchisees in mid-April, and financing options will be available for purposes such as restaurant acquisitions, rebuilds and relocations, equipment purchases and restaurant improvements. “We’re pleased to offer this special franchise lending program to McDonald’s restaurant Owner/Operators,” said Rick Hartnack, vice chairman of consumer banking at U.S. Bank. “At U.S. Bank, we’re known for the high quality products and services we provide for small business owners, and this program is truly an extension of that.” U.S. Bank’s franchise lending program is available to McDonald’s U.S. franchisees in the 24-state region where U.S. Bank operates branches, including Arizona, Arkansas, California, Colorado, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Minnesota, Missouri, Montana, Nebraska, Nevada, North Dakota, Ohio, Oregon, South Dakota, Tennessee, Utah, Washington, Wisconsin and Wyoming. In addition to loans and lines of credit, U.S. Bank provides a full range of products and services to small business owners, including checking and savings accounts, payroll services, credit cards, investments, cash management products and payment services.

Source: U.S. Bancorp

Einstein Noah Restaurant Group Announces the Appointment of James P. O'Reilly as Chief Concept Officer

Einstein Noah Restaurant Group announced the appointment of James P. O'Reilly as Chief Concept Officer, effective immediately. As Chief Concept Officer, Mr. O'Reilly will report directly to Jeff O'Neill, Chief Executive Officer and President, and be responsible for all aspects of store branding and concept development including advertising, merchandising, promotion and innovation. Additionally, he will assume responsibility for Einstein Noah's information technology department, as well as restaurant development and real estate. Mr. O'Reilly comes to Einstein Noah after a twelve year career with Yum! Brands, the largest restaurant company in the world in terms of system restaurants. Most recently he served as SVP of U.S. Marketing and immediately prior, served as Chief Marketing Officer for KFC in the United States. Throughout his tenure, Mr. O'Reilly held various senior-level marketing positions at the company's core concepts namely Pizza Hut, KFC, and Taco Bell and his lengthy domestic experience was complimented by international assignments including the United Kingdom, Canada, the Caribbean and Latin America. He received Yum's Global Chairman's award in 2005 and was also voted Marketer of the year (as Marketer for the Next Generation) by Brand Week Magazine. Jeff O'Neill, Chief Executive Officer and President of Einstein Noah, stated, "We are pleased to welcome James to Einstein Noah as Chief Concept Officer and look forward to his contributions. He will be a key driver of our Corporate branding and development strategy and I am confident that his world class experience will have a significant and positive impact on our Company." James O'Reilly added, "I am very excited to join Einstein Noah and believe the Company is well positioned in the marketplace. The Company has strong brands that resonate with a loyal customer base and our current market penetration suggests a business that can flourish over the next decade. I look forward to working with this strong and experienced team and believe we can create significant value over the coming years."

Source: Einstein Noah Restaurant Group

Ken Myres Named Tony Roma's President

The Board of Directors of Romacorp, Inc. announced that Ken Myres has been promoted to President of Romacorp effective immediately. The announcement was made by John Morgan, Chairman of Board of Romacorp. Mr. Myres was previously Executive Vice President and Chief Operating Officer for the parent company and franchisor of the Tony Roma's brand. "During the past few years, Ken has been an integral part of the Romacorp team and today's announcement reflects his dedication and continuous efforts to improve company and franchise operations and promote the overall growth and strength of the Tony Roma's brand," said Mr. Morgan. "I would like to thank the Board for this wonderful opportunity and I am honored to be leading a great team of people at Romacorp and Tony Roma's franchise partners around the world," said Mr. Myres. Mr. Myres continued, "Having just concluded fiscal year 2009, and notwithstanding the difficult economic environment, the company is in the best financial shape in over ten years. The company just ended the year with no debt and a significant positive cash balance. My commitment to the company and the Board is to continue to take the necessary steps to strengthen and enhance the overall Tony Roma's experience for our guests, franchise partners, employees and all our stakeholders."

Source: Romacorp, Inc.

Winston Shelton Named IACP Awards of Excellence Lifetime Achievement Award Winner for 2009

Winston Industries is pleased and proud to announce that company founder Winston L. Shelton is the honored recipient of the 2009 IACP (International Association of Culinary Professionals) Lifetime Achievement Award. The IACP Awards of Excellence are presented annually to honor IACP members who are experts and leaders in their field, and whose outstanding achievements and unending pursuit of excellence embody the highest standards of the association. The IACP Lifetime Achievement Award recognizes a culinary professional who has made noteworthy and lasting contributions to the culinary

industry and who has demonstrated a continuing commitment to the culinary arts as a lifetime career. Past Lifetime Achievement Award winners have included Paul Prudhomme, Judith Jones, Jacques Pépin, Marcella Hazan, Dr. Sam P. Arnold, Marcella Hazan, Diana Kennedy, Freida Rapaport Caplan, Chuck Williams, Anne Willan, CCP, Ingrid Espolid Hovig, Ella Brennan, Maggie Waldron, Julia Child, and Edna Lewis.

The award was presented to Mr. Shelton at the IACP Gala Awards in Denver, Colorado, at the conclusion of the 2009 IACP International Conference.

Source: Winston Industries, LLC

U.K. Pub Owners Face Rising Debt Tab

As the recession prompts U.K. pub crawlers to drink at home more often, two of the country's biggest pub owners are selling or closing hundreds of locations to pay the tab from a decade-long expansion. Punch Taverns PLC and Enterprise Inns PLC together own nearly a third of the U.K.'s 56,000 public houses. The two emerged as leaders of the pub industry by borrowing heavily when credit was cheap, snapping up thousands of the cherished British drinking halls, which have long served as both an extension of the living room and the social nexus of neighborhoods here. Beer consumption in U.K. pubs fell nearly 10% last December. But now the credit crunch and the recession have combined to force a retrenchment. Consumers are increasingly likely to buy their beer at the supermarket, where it costs about £1 (\$1.49) a can, rather than pay about £3 for a pint at the local pub. A ban on smoking in pubs that took effect in 2007 is also keeping some people home. Punch and Enterprise saw their 2008 revenue fall 8.2% and 4.5%, respectively, from 2007. As cash flow from their pubs has dwindled, the debt accumulated by Punch and Enterprise has become problematic. These days, the companies are relying largely on proceeds from pub sales to pay down billions in debt.

Though the two companies' shares have risen slightly in recent weeks, their stocks are still down sharply from a year ago, Punch's by 82% and Enterprise's by 69%. The sales come amid general alarm in Britain about pub closures. In recent weeks, the industry has frequently cited a statistic indicating that 39 pubs are closing a week as the recession picks up steam. About half of those closings involve pubs that are independently run, while 40% or so come from pub aggregators such as Punch and Enterprise. Punch and Enterprise have £4.5 billion and £3.7 billion in debt, respectively. Both companies aim to sell more than 200 pubs this year, significantly more than analysts had expected last fall.

The companies will continue to shed a similar number next year, the analysts believe, though that will hinge on how much cash they receive from the sales. "The absolute magnitude of the debt they have means they will need to reduce it just to ensure that when they negotiate any debt facility, they'll be in a slightly better position," says Charles Stanley Securities analyst James Dawson. Increasingly, Enterprise's plan is to sell pubs that aren't performing well to buyers who will redevelop the sites as office buildings or restaurants, or even knock them down for housing complexes. The pub company, which owns more than 7,000 locations, has sold 150 pubs so far this year, more than double the number sold in 2008. "If we can get a better price for a building that is no longer viable as a pub, then clearly we would sell it for alternative use," says Enterprise Chief Executive Ted Tuppen. "Basically what the current recession has highlighted," he adds, "is the accelerated closure of pubs that would have been unviable over time." Enterprise currently has securitized bonds of £1.6 billion and a bank syndicated facility of £1 billion that expires in 2011. The company's plan to sell off its pubs is partly aimed at reducing the £1 billion bank syndicated facility so the entire amount doesn't have to be refinanced, says KPC Peel Hunt analyst Paul Hickman. "They'll need to have made those debt reductions before the end of 2010. The pressure on them is in this year and next year," Mr. Hickman says. The current focus at Punch -- which leases 7,560 locations and manages another 864 -- is to sell its pubs to current tenants. The bulk of Punch's debt is securitized. The company bought up thousands of pubs over the years and set up a program that secured its debt against the pubs already under its ownership.

Source: The Wall Street Journal



CIA ProChef Graduate Named 2009 Military Chef of the Year

Michael Ray Edwards, a certified 4 Star Military Executive Chef, recently was named Military Chef of the Year. Edwards, a graduate of the ProChef Certification program from The Culinary Institute of America, accepted his Military Chef of the Year certificate from Dr. Tim Ryan, president of the CIA. Edwards, who is personal chef to Admiral Michael Mullen, chairman of the Joint Chiefs of Staff, claimed victory in the annual competition over rival chefs who had been in the field upwards to 25 years. A native of Woodstock, NY, Edwards is currently enrolled in the Culinary Enrichment and Innovation program (CEIP), a culinary leadership program created by the CIA and Hormel Foods. A previous Military Chef of the Year winner, Travis W. Smith, is also a CIA ProChef graduate. Edwards recently appeared in a segment of the Pentagon Channel's ReCon Show, which focused on the CIA's ProChef Certification program.

Source: The Culinary Institute of America

Outback: Canadian Closures Market Specific

Outback Steakhouse's closure last week of all nine corporate Ontario, Canada, restaurants was a market-specific move with no direct implication for other regions, officials of the 970-unit casual-dining chain said. "Each market is expected to carry itself in terms of sales and profits, and Ontario specifically has had challenges," Steve Nilsen, Outback vice president of international marketing, said in a statement to Nation's Restaurant News. "An economic downturn and increasing cost of raw materials combined to put pressure on profitability in Ontario." Asked if Outback has closed multiple units in any other markets in recent days, or if it had plans for additional closures, he noted that he cannot comment on future plans for the company, "except to say that this is not the first time restaurants have closed. "We always have to look after our Outbackers [employees] and customers, and the long-term health of the company requires the occasional closing," Nilsen said. "It is a natural consequence of operating so many restaurants in so many markets." As of Dec. 31, Outback listed 689 corporate and 107 franchised or joint-venture Outback restaurants in the United States and 129 corporate and 53 franchised or joint-venture outlets in 20 foreign countries. The March 23 shuttering of Ontario restaurants came just weeks after Outback parent, OSI Restaurant Partners LLC, reported a fourth-quarter net loss of \$506.4 million on a 10-percent drop in corporate revenue and millions in asset impairment charges for reduced goodwill and closed restaurants. For the year ended Dec. 31, the multi-concept company that operates or franchises 1,491 restaurants worldwide, posted a net loss of \$739.4 million, compared with a loss of \$22.6 million in fiscal 2007. Full-year revenues dipped 4.9 percent to \$3.96 billion. Nilsen said his company's arrangement to have Canadian operator SIR Corp., which operates the Jack Astor's and Canyon Creek concepts, accept gift cards from the closed restaurants was based on SIR's "overlapping geographic coverage and several dining choices for our customers." The Outback marketing executive declined to comment on whether Outback would reimburse SIR for the value of gift cards redeemed or if SIR had agreed to a lesser degree of reimbursement in exchange for the possible marketing benefit of driving new guests, if any, to its restaurants.

Source: nrm

CRFA Names O'Reilly Chairwoman

Brenda O'Reilly has been elected chairwoman of the 33,000-member Canadian Restaurant and Foodservices Association. O'Reilly is the owner/operator of O'Reilly's Irish Newfoundland Pub in St. John's, Newfoundland. Last year she opened Yellowbelly Brewery and Public House in a restored heritage building on the same street; she also owns a catering business called Food on the Run. "I'm very proud to be representing such a vibrant industry where the entrepreneurial spirit is alive and well," O'Reilly said. "Restaurants are an important part of every community in Canada, from Newfoundland to British Columbia. They're gathering spots for people of all ages, they attract tourists, they contribute to the local economy, and they create amazing opportunities for both entrepreneurs and employees." One of Canada's largest business associations, CRFA represents independent and chain restaurants, bars, contract and social caterers, hotels and other foodservice providers. Canada's \$60 billion foodservice industry employs more than one million people. CRFA's top priority is government affairs, representing the interests of foodservice operators at the federal level and in every province. The association also sponsors four hospitality-industry trade shows.

Source: FER

Emeril Lagasse is Taking it Up a Notch... up North With New Pa. Restaurant

The television chef who punctuates his cooking with "Bam!" next month will open Emeril's Chop House, his first restaurant in the Northeast. The Bethlehem, Pa., restaurant — part of the new Sands Casino Resort Bethlehem — will be Lagasse's 11th. The restaurant's menu will draw from the dishes served at his other properties, including the dry-aged beef at his steakhouses in New Orleans and Las Vegas, as well as signature dishes such as barbecue shrimp and crabcakes. The restaurant — which is built on the site of a former steel mill — also features a bar that allows diners to eat overlooking the open kitchen. And much of the produce used will be purchased from local growers. "We just don't want to be an in-and-out kind of restaurant," Lagasse said in a telephone interview. We're actually looking to build quite a relationship with the local community."

Source: The Associated Press/USA Today

Red Mango Revs up Franchising Efforts

The Red Mango frozen yogurt chain's recently hired head of franchising outlined an aggressive growth plan that includes the opening of 550 locations over the next five years, with the Dallas area and New York City as prime initial targets. James Franks, formerly a director of franchising for Baskin-Robbins who joined Red Mango as vice president of franchising in March, this week announced a series of franchise seminars for the brand beginning in New York on May 4 and Dallas on May 11. Red Mango's franchising arm is based in Dallas, though the franchisor is based in Sherman Oaks, Calif. The company said it is looking for multiple-concept franchisees, as well as entrepreneurs and first-time business owners. The two-year old Red Mango USA chain currently includes about 43 units in California, New York, Washington, Illinois, Hawaii, New Jersey, Nevada and Utah, about three-quarters of which are franchise owned. This year, the chain is expected to add about 40 units, mostly franchised. However, four franchise locations in the Los Angeles area closed in recent months, which company officials blamed on poor real estate choices. "Despite the economy, we're experiencing the strongest franchise growth in our company's history," Franks said. "And our commitment to enter and expand in these markets with the right franchisee is already supported with our new franchise offices in Dallas. We will double the size of our franchise network this year, and our efforts in these target markets will be instrumental to that success." The first Red Mango store in Dallas is scheduled to open later this year. New York is home to 10 units, and company officials say there is room for more development there. Following the seminars in New York and Dallas, the company plans to host similar events in Los Angeles, where the concept first debuted and there are nine stores, and in Seattle, where five Red Mango locations are open.

Source: nrm

Foodservice Yearbook International 2009 Global Buyer's Guide

For decades, FYI has been regarded worldwide as a "One-Stop Shop" for purchasing and specifying, the Foodservice Yearbook International reaches buyers at the very beginning of the decision-making process. FYI is the original and most widely used annual buyers' guide in global foodservice. It reaches close to 100,000 buyers, consultants, exporters and foodservice professionals around the world, and with more than six readers per copy. Also, the latest buying patterns survey showed that our readers refer to FYI eleven times per year, and these contacts have produced actual sales for the advertisers. The Foodservice Yearbook International contains the most comprehensive listing of exporting suppliers and manufacturers to the foodservice world with more than 1,300 manufacturers' listings and over 3,000 product listings. Bonus circulation at selected major global trade shows during 2009. The Foodservice Yearbook International's targeted audience of 16,166 readers control over 80% of the world's \$1.5 trillion annual foodservice volume. The readers of FYI are buying-empowered professionals at global and regional headquarters of hotel and restaurant chains, major hotel and restaurant locations, consultants, contract caterers, cruise-ships/airline/rail/amusement caterers, supermarket and c-store chain headquarters and a global network of distributors, in over 140 countries worldwide. The targeted circulation of Foodservice Yearbook International allows you to consolidate your advertising budget into one magazine that reaches the entire foodservice world. For more information, please contact mschacher@globalfoodservice.com

Mexican Restaurants, Inc. Announces Sale of La Señorita

Mexican Restaurants announced the sale of its La Seniorita concept, comprising five restaurants and one franchisee restaurant in the State of Michigan, to Hacienda Mexican Restaurants for \$2.6 million in cash. Curt Glowacki, Chief Executive Officer, stated, "We are pleased to announce the sale of Michigan-based La Seniorita to Indiana-based Hacienda Mexican Restaurants, which we view as a winning combination for both companies. For the La Seniorita employees and customers, it provides them with an owner located in their trade area that can be more attuned to their needs in these difficult economic times. For Mexican Restaurants, it will help us focus on our strategies of building Mission Burrito and enhancing our core concepts in our Southwestern-based trade area. The proceeds of this sale will be applied to reducing our existing bank debt."

Source: Mexican Restaurants, Inc.

Chili's Partners with Curves

Chili's Grill & Bar, one of the restaurant chains operated by Brinker International, is partnering with fitness chain Curves as part of an ongoing goal to target casual diners who seek healthy fare. Dallas-based Brinker said Chili's continues to appeal to health-conscious consumers by adding new items to the restaurant's guiltless grill menu and promoting an online sweepstakes at iVillage.com. Prizes include a \$500 Chili's gift card and a one-year membership to Curves valued at \$700. The sweepstakes runs from April 6 to May 31, 2009. As part of the joint-promotion effort, Curves members received coupons for Chili's guiltless grill menu items. The restaurant chain says more than 1 million coupons have been distributed to Curves members.

Source: Dallas Business Journal

Dunkin' Donuts Opens in Great Wolf Lodge

Dunkin' Donuts has opened a shop at the Great Wolf Lodge in Concord, N.C., marking the launch of efforts to establish a presence for the chain in a range of hotel and lodging locations. The Great Wolf Lodge is one of North America's largest indoor water park resorts. In addition to resort-style locations such as the

Great Wolf Lodge, Dunkin' Donuts said new effort will focus on larger airport hotels and vacation ownership locations throughout the East, Midwest and Southwest portions of the United States. Store models will be fully modifiable to include full retail shops, kiosks, self-serve hot coffee stations and snack bars, Dunkin' said. Products offered for sale will be prepared in the property's own kitchen, allowing food and beverage teams to manage inventory. "Millions of Americans rely on our world-famous coffee to keep themselves running," said Kevin Houser, vice-president of development at Dunkin' Donuts. "By adding Dunkin' Donuts, hotels and resorts not only provide an improved alternative to the usual retail coffee concepts currently offered in lodging properties, they allow travelers to continue to enjoy an important part of their daily lives even when they are away from home."

Source: FoodBusinessNews.net

Real Mex Restaurants Appoints Richard E. Rivera as CEO. Industry Veteran Cites Freshness and Authenticity

Real Mex Restaurants, Inc. announced the appointment of Richard (Dick) E. Rivera as President and Chief Executive Officer ("CEO") and Chairman of the Board, effective immediately. Doug Tapley, a member of the Board of Directors for RMR, said: "Dick is a seasoned veteran with unparalleled experience, and we are thrilled he is taking the helm at Real Mex. With more than three decades of operating and management experience, including Darden Restaurants, Inc. (NYSE: DRI), RARE Hospitality (NYSE: RARE), and TGI Friday's, he has a proven record of leadership and a vision that will enable Real Mex to grow." Since December 2008, Steve Tanner, previously the Company's Chief Financial Officer ("CFO"), has been serving as the company's interim CEO. Mr. Tanner will resume his role as CFO for RMR. "Steve has been tireless in leading RMR during a challenging period and we are grateful for his tenacity and his dedication to the organization. He has kept the business on track in a difficult economic climate and we look forward to working with him in the future," Tapley added. "I have been a fan of El Torito, Chevy's and other RMR restaurant operations for a long time. Their fresh, high-quality, authentic Mexican food is what today's consumer is looking for. I am excited to be joining an organization that is so committed to its employees and guests and look forward to building on all that has been achieved at Real Mex Restaurants," Rivera said.

Source: Real Mex Restaurants

Starbucks Appoints Olden Lee as Interim Executive Vice President, Partner Resources

Starbucks Coffee Company named Olden Lee as interim executive vice president, partner resources. He will oversee the strategy for human resources and succeeds Chet Kuchinad who resigned effective today due to a family illness. "I want to thank Chet for his six years of service, particularly his leadership of partner resources over the last year," said Howard Schultz, chairman, president and ceo. "We wish him well on his future endeavors – both personal and professional." Lee has been a director on Starbucks Board since 2003. Lee worked for PepsiCo Inc. for 28 years serving in a variety of positions, including senior vice president of human resources for Taco Bell and senior vice president and chief personnel officer of the KFC division. Currently, Lee is founder and principal of Lee Management Consulting, a management consulting firm. "Starbucks is fortunate to have Olden lead our partner resources strategy as he brings a wealth of experience and valued perspective to the role," added Schultz. "Olden will remain a member of our board as we welcome him to our executive team and he assumes daily leadership operation of the partner resources team. His familiarity with Starbucks will ensure a smooth transition and he will leverage the work already underway." The search begins immediately to find a permanent leader for the partner resources organization.

Source: Starbucks Coffee Company

Burger King to Beef Up 2010 Ad Budget

Fast food chain Burger King plans to increase its U.S. advertising spending, but not until next year, in order to communicate value offerings, marketing promotions and to support the launch of new “flame-broiled” products. “The company estimates between a 20 to 25 percent increase in its 2010 national media presence versus 2009 through the incremental allocation of restaurant level funds to the national level coupled with the current deflationary media buy environment,” said Russ Klein, Burger King president, global marketing, strategy and innovation, in a statement. “We are confident that this increase will enable the brand to continue its record positive comparable sales growth trend.” New products on the griddle include extra-thick burgers, bone-in-ribs, grilled fish sandwiches and new grilled chicken sandwich varieties. The fast food chain hopes to “disrupt” the out-of-home eating market with these high-quality value offerings, according to a recent statement. Burger King’s U.S. measured media spend (excluding online) in 2008 was \$272 million, per Nielsen. For the first two months of this year, the company spent \$46 million. The two-month outlay already ranks as a 30% increase over the same period in 2008.

Source: BrandWeek

Jamba Juice to Raise \$1 Million for Schools

Jamba Juice announced the kick-off of its latest promotion, School Bananananza '09--a 6 week long program that begins its year-long efforts to raise more than \$1 million for schools nationwide. In an effort to support and give back to local schools, participating Jamba Juice locations will sponsor a "Jamba School of the Week" where, with a flier, 20 percent of all sales of any Jamba Juice product will be donated back to that school. Every week, for 6 weeks, a different school will be showcased--allowing a multitude of schools throughout the country to participate in this exciting promotion. Coinciding with the 20 percent school give-backs, the Jamba Juice mascot, Bananaman, will be road-tripping across the country in his Jamba Bananavan--making guest appearances at schools and local events, encouraging communities to show their support of schools by sippin' on Jamba Juice smoothies. Passing out school fliers, smoothies, coupons and Summer-hire applications (Jamba has approximately 4,000 positions to fill!), Bananaman will represent healthy, happy fun everywhere he goes--he may even challenge you to a dance-off! "Jamba Juice has been an avid supporter of school fundraising for years," says James White, CEO at Jamba Juice. "The School Bananananza '09 is Jamba's way of involving schools across the country, with the goal to raise dollars for programs where funds may be lacking. We work hard to promote a healthy, active, give-back to the community lifestyle, and that's what the Bananananza is really all about."

Source: QSR



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

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