



Foodservice East

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OFFERING INFORMED REPORTING & COMMENTARY FOR THE FOODSERVICE PROFESSIONAL

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SIGN UP FOR OUR E-NEWSLETTER

Sign up online for our e-newsletter for updates on what's new as well as new product information and more at www.foodserviceeast.com.

Awareness of South African's wine industry is on the upswing this year as it comes off a record year in which exports rose to new levels, up 10 million liters.

In the years since the end of Apartheid and its sanctions, it's clear that much has changed.

Industry sources attribute this to growing recognition of South Africa as a leading producer of wines globally, in part thanks to heightened awareness from well-known wine writers and publications. Recently, for example, Neil Martin of Robert Parker's *The Wine Advocate*, cited South Africa as the most exciting New World wine producer.

Not the least of all this is, in the words of many importers and distributors, the fact that South Africa is producing wines that "over deliver" in terms of their price/value relationship.

WINE

Continued on page 12

Winemakers anticipate "exciting times ahead"



Awareness rises for South Africa's wine industry

H2B program resumes shortly before season's start

BOSTON – Finding summer help for seasonal businesses in resort areas such as Massachusetts' Cape Cod and the Islands and the Berkshires, the Poconos in Pennsylvania, the Catskills and Finger Lakes in New York and elsewhere across the Northeast has never been an easy task.

This year, however, a temporary hold placed on H2B petitions, the visa program that enables seasonal operators to bring workers into the US from

overseas on a temporary basis, threatened to throw a monkey wrench into hiring plans several months before the start of the summer.

The US Citizenship and Immigration Service placed a temporary hold on all H2B petitions and suspended all premium processing reviews, following a court ruling in Pennsylvania that, if not overturned, could yield serious implications and dramatic changes to the H2B program.

SUMMER HELP

Continued on page 17



Small resort businesses feeling impact

PERIODICAL

New exhibit section planned at IHMRS

98th Show to launch “Hospitality Tabletop: Differentiating by Design”

NEW YORK – The 98th annual International Hotel Motel + Restaurant Show introduces a new exhibit section with TabletopJournal focused on “Hospitality Tabletop: Differentiating by Design” on Level 3 at the Javits Center, Nov. 10-13.

“Hospitality Tabletop will inspire attendees with creative concepts and trend direction that elevates and differentiates the hospitality dining experience and ultimately the profitability of their foodservice operation,” says David Turner, founder and publisher of Tabletop-Journal. “By focusing on just tabletop, the category receives

the focused marketing effort it deserves and makes IHMRS the industry event to see the newest and best in hospitality tabletop design.”

The area will present creative, design-driven tabletop products including dinnerware—both permanent and disposable, glassware, flatware, serve and buffet ware, table linens, table lighting and table accessories for chefs, hotel food and beverage directors, restaurant and club managers, and dealers and distributors. Among the confirmed section participants to date are: Bugambilia, Corby Hall, Dahlgren Duck, Eastern

IHMRS

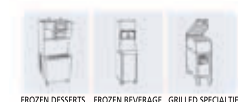
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12,000 sq. ft., space on Level 3 at Javits Center to focus on exhibits, education center and networking space

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BOSTON – Cheeseboy, the quick service grilled cheese concept first opened by Michael Inwald in 1988, opened its first unit outside a traditional food court setting late this Spring on Washington St. at Milk St. downtown.

It's a major change for the company which, from its beginning, has had kiosks or in-line stores. Today, it stretches southward to Jersey City, NJ with units in between in Milford, CT, Providence, RI, West Nyack, NY, Natick and Braintree, MA and units here in South Station and the Prudential Center.

Two more units are expected to open this summer in travel plazas in Milford and Darien, CT, Inwald discloses.

Meanwhile, he adds, the



Cheeseboy opens first non-food court unit

Franchising effort expected to get underway before year-end

company, which has been "building up our infrastructure," hopes to begin franchising this fall as the company seeks multi-unit partners with a love of grilled cheese.

Earlier, Cheeseboy also announced plans to identify and reward 10,000 persons who demonstrated 'acts of kindness' during National Grilled Cheese Month in April.

The program included surprising persons or groups doing a good deed for others or their communities with free grilled cheese sandwich vouchers. The recipients received a coupon for themselves and one to "pay it forward to someone else engaged in a selfless act," Inwald says.

Inwald, who has been a strong supporter of Paul Newman's Hole in the Wall camps, now an international network of camps for children with various illnesses, called Seri-



ous Fun,TM wants to partner with them to support people doing good deeds and will once again volunteer with them this summer.

"From the day we opened the first Cheeseboy restaurant, our company has been focused on giving back and

trying to make a difference in the communities we serve, so it seemed like a natural extension of our culture to recognize 10,000 deserving individuals through our Acts of Kindness giveaway," he declares. "We've always been about more than just grilled cheese."

Each employee was empowered to directly identify and reward deserving individuals near any of the eight locations, and the company also asked Facebook and Twitter followers to share their stories of kindness in exchange for free sandwich vouchers.

The celebration concluded on Cheeseboy's Third Annual Free Grilled Cheese Day when every customer received a free sandwich from 1 to 6 p.m. Additionally, any customer using the chain's Rewards Card either physically or through a smart phone app automatically received a free sandwich of their choosing in May and other rewards.

"It was great for everyone including our own team," Inwald points out. "We've stand for more than just grilled cheese."

To that end, he says, he'd like to reach out to the response groups from the Boston Marathon bombings on Patriot's Day and see how he can work to recognize their actions.

On the chain's menu front, a new sandwich, "Hail to the Roast Chief," was recently introduced with roast beef, melted Provolone cheese, onions, tomatoes and horseradish on Italian bread. It joins the new Cheeseboy ChocoMelt on cinnamon swirl bread with Nutella and American cheese.

Spring program rewarded those doing good deeds



FOOD FOR *Thought*

A culinary
dialogue
of current
perspectives
and techniques

Chef de Cuisine Brendan Dion



**“Constant
change”
drives
Chef Dion
to new
heights**



PHOTOS: CB HAYNES

MADISON, CT – The path to becoming a chef often begins in the dish room.

That was the first step for Chef de Cuisine Brendan Dion at Madison Beach Hotel, a year-old boutique resort here on the six-mile shoreline of Long Island Sound.

He was 13 when he began washing dishes in the kitchen of a family friend's restaurant.

Food was always a topic



“Don’t overcomplicate the food. Let ingredients speak for themselves...”

of interest as Dion was growing up. “My dad taught me to cook Chicken Piccata when I was 12.” As he grew older, he began cooking in restaurants during the summer.

Asked about his culinary perspective, Dion is quick to reply “Don’t overcomplicate the food. Let the ingredients and your own cooking technique speak for themselves.”

Additionally, he says: “Don’t have too many things on the plate.”

Dion’s style is all about using local, sustainable ingredients. “I like to push myself with new dishes, cuisines and even techniques. The weather affects my style. I’ll do heavier French food in the winter and more Mediterranean, New England and contemporary American dishes the rest of

the year.”

The most exciting challenge for Dion in being a chef is the constant change. “No day is the same,” he says. “You push yourself and enjoy the freedom of creativity.”

What he likes least is the lack of time for family and holidays.

In the kitchen, his favorite utensil is his Japanese style Gleastain knife, and the grill is his preferred appliance “because of all you can do on it. We grill breads for crostini for our cheese and charcuterie plates.”

Tapas and smaller plates are assuming a larger role this year on the menu, he notes, and people have become more health conscious, switching to gluten free and heart healthy options.

“We try to be as gluten free as possible anyway,” Dion points out. “I’d say 90 percent of our menu is gluten free – we make gluten free pastas and breads. You have to be really careful for celiac patients and people with nut allergies. It’s a challenge to have people’s lives in your hands. Being a scratch kitchen helps a lot.”

The proliferation of cooking shows on television today has led to a more knowledgeable diner, he points out. “They’re more adventurous, so they’re driving trends. Charcuterie, for example, is huge now. They have much more knowledge of what they’re eating and higher expectations of restaurants, as a result. You really have to execute.”

His farm-to-table approach uses local estate-grown ingredients such as organic produce and seafood from local fishermen.

The property’s signature restaurant, The Wharf, seats around 100 plus more at the bar and accommodates 30 more on an outdoor patio.

Dion recently made what he calls major menu changes to the Port Bar menu, making it more casual and relaxed.



The upscale property offers 33 elegantly appointed oceanfront rooms and suites with private balconies, a full service

spa and in addition to the restaurant and bar, a private “special event” restaurant, Tides on the Sound, on the second floor plus a special event bar, HighTIDE Lounge.

The special dining options are used for winemaker and chef-inspired events and has its own private balcony for outdoor dining.

In warm weather, Ric’s Raw bar on the waterfront deck of the resort offers a full

Local, fresh sustainable food is the emphasis on his farm to table menu



service beverage bar, raw bar selections from New England waters and views of the Sound and West Wharf Beach.

In The Wharf, menu prices range from \$14 to \$42.

“Pastrami Cured” Duck Breast

Beluga Lentils, Roasted Baby Carrots, Foie Gras Espuma, Fig and Balsamic Glace - serves 8

Duck Breast

8ea 6 oz. Moullard Duck Breast

¼ cup fine grind black pepper

¼ cup light brown sugar

1 teaspoon coriander

1 tablespoon kosher salt

Trim excess fat from duck breast, mix all other ingredients and coat each breast with pastrami cure mix. Allow the breasts to cure for 24-48 hours do not exceed 48 hours. At service sear the duck breast at medium high heat in a sauté pan. Finish in 375 degree oven until desired temperature is reached, medium rare to medium is optimal.

Beluga Lentils

2 cups beluga lentils

1ea shallot (minced)

2 sprigs fresh rosemary (minced)

2 sprigs fresh thyme (minced)

¼ cup port

2 strips smoked bacon small dice

6 cups chicken stock

Salt and Pepper to taste

In medium sauce pot render bacon, then add shallot, thyme and rosemary and sauté until shallots become translucent, deglaze with port wine and reduce by half. Add in beluga lentils and chicken stock and simmer until lentils are tender and have absorbed all the stock.

Baby Carrots

24 peeled baby carrots cut in half

1 table spoon extra virgin olive oil

Salt and pepper to taste

Cut each baby carrot in half, toss with extra virgin olive oil, salt and pepper, roast in 375 degree oven for about 15 minutes or until carrots are tender have caramelized.

Foie Gras Espuma

½ cup heavy cream

¾ cup half and half

½ lb of diced foie gras

1 sheet gelatin

Kosher salt to taste

White pepper to taste

1 ea ISI Canister

2 ea N02 cartridge

In small sauce pot bring heavy cream and half and half to simmer, while heating place gelatin sheet in cold water for 5 minutes. Once cream is simmering add in foie gras and

RECIPE

Continued on page 19





Navigating the new terrain in casual dining

NORTH BOROUGH, MA – Bertucci's Italian Restaurant, celebrating 22 years of operation, recently introduced a spin-off concept, 2 Ovens as the company addresses the factors affecting the industry in the 21st century.

Among them, says Chef Jeff Tenner, vice president and executive chef, are new economic challenges, lifestyle changes and greater consumer access to education and information about food.

"Today's successful restaurants," he observes, "are the ones that have continued to evolve and keep pace with the changing consumer."

The economic landscape also "continues to evolve and the use of disposable income is always a moving target. In the last five years, consumers began to want more for their dollar, but that 'more' is no longer about portion size, it is about 'quality' and authenticity."

Lifestyles, too, are changing with most families today consisting of two working parents and "increasingly busy lives outside the home. Family meals," Tenner points out, "are now more often consumed in restaurants. That means



Today's consumers want transparency from food providers

that today's kids and the elusive millennial generation are very comfortable eating out."

Today's average consumer, Tenner adds, is "far better educated and informed about their food – how it's made and where ingredients come from. This has forced the whole industry through the entire supply chain to keep up with this demand.

"Some of this is driven by the 'farm to fork' trend but it's also influenced by food safety, animal rights and general manufacturing practices."

Bertucci's new 2 Ovens concept with an initial unit in Shrewsbury, MA and a second to come in Newton, is a broad-

er concept than Bertucci's in culinary approach and is targeted to older millennials, age 21 to 34 and older Gen-Xers.

"Millennials want to hang out, grab some drinks, socialize," Tenner says. "We became obsessed with the idea of what we could make in a brick oven. Why not make everything, not just pizza?"

The initial unit, he discloses, is getting everyone, not just the target audience. The demographic gets younger later in the evening after 9 p.m. and there is no children's menu.

2 Ovens' menu offers everything from pizza, sandwiches and salads to dishes such as maple mustard salmon with skillet Brussels sprouts, black pepper shrimp with spicy pineapple, cucumber wasabi dressing and a half chicken roasted with piri piri sauce.

The pizzas, he adds, use Bertucci's original dough and sauce, but the ovens, which are hotter, create a different end result.

The food is less Italian-

A new concept, 2 Ovens, specifically targets millennials



inspired than Bertucci's and "more snacky, noshing, drinks. There is no stove, grill or fryer – everything is from the brick ovens. But the flavors are from all over the world." 2 Ovens is also smaller with 90 to 100 seats, communal seating and high tops.

Bertucci's menu at its 95 restaurants continues to evolve as well, with four new pizzas this year, says Tenner who previously was chef and culinary director for Legal Sea Foods. He earlier owned Lindbergh's Crossing and Ciento

Tapas Bar in Portsmouth, NH.

The new Bertucci's pizzas include Butternut Squash and Blue Cheese, Potato and Bacon, Spicy Salami and Roasted Mushroom and Asiago. "We're getting our hand-crafted feel back and we're training the staff about the changes. Casual dining is tough. It's competitive around price versus handcrafted food that's seasonal."

As a chef, he continues, "it's really important to have that connection with the food. Our tomatoes, for example, are a blend of four different varieties. They go from farm to can within six hours of being picked to trap the freshness of the field."

"I go to California each year to visit the packer/ We have 90-plus restaurants and it's important to take care in our core ingredients. Our tomatoes are from a boutique tomato farmer who grows all the tomatoes that go into our sauce for an entire year."

Today, he notes, there is more opportunity for chefs to evolve in their profession. "We're responding to trends such as greater awareness of health, and here we have the Mediterranean Diet and lots of vegetables."

Bertucci's refreshes concept for 21st century

Restaurants today are becoming the family dinner table

Successful restaurants, says Tenner, "continue to evolve"





Reyneke Capstone 2010 declares its presence

Like the Reyneke Syrah Stellenbosch 2010, this beautiful South African wine has strong character and steps forward to let you know "I'm here!" These wines are grown without pesticides or artificial fertilizers in order to create less CO₂ gas and less harm to the environment. Capstone is a blend of 70 percent Cabernet Sauvignon, 18 percent Merlot and 12 percent Cabernet Franc. Drink with hearty dishes, red meats, and stews. Learn more about Reyneke at www.indigowinegroup.com.

Anchor Distilling Company introduces a new vodka

Anchor Distilling Company introduces Hophead Vodka, a continuation of its tradition of artisan craftsmanship. David King, president and the mind behind King's Ginger Liqueur and No. 3 London Dry Gin, notes that Anchor had been looking for a vodka for some time but couldn't find "the right fit" and adds, "we have all these hops and a distillery on site. Why not combine the two?" The result, Hopheads, is aromatic without the traditional bitterness of hops. Go to www.anchordistilling.com.



High premium Chinaco tequila from blue agave

Available in the US for 30 years, Chinaco ultra high premium tequila comes from Mexico's blue agave plant grown in only five states and is the only licensed distillery in Tamaulipas. Made from 100 percent blue agave, it contains no corn fillers. Combine 2 oz. of Blanco Tequila with an oz. of fresh lime juice, an oz. of organic agave nectar and shake with ice. Serve with lime wheel on the rim. Visit <http://www.chinacotequila.com>.

Mud House partners on new lightweight packaging

New Zealand Vineyard Estates enters the lightweight category thanks to a new partnership with O-1 Glass on a lightweight (407g) bottle said to be about 10 percent lighter than the prior bottle with a total reduction of up to half a ton per container of wine exported. The move is part of a larger sustainability program for the makers of Mud House and



Jam Jar Sweet Shiraz 2012

A "simple" red Shiraz from South Africa's Western Cape, is full of berry flavors - blueberry, blackberry and dark chocolate. Jammy without being sugar-sweet, it delivers juicy flavor and balanced sweetness that works well with everything from a burger to a chocolate pudding dessert or cheeses. Visit www.capeclassics.com.

Blanc de Blancs Cremant d'Alsace Brut with deep roots

Domaine Lucien Albrecht's Blanc de Blancs Cremant d'Alsace Brut is one of the oldest Alsatian family-owned estates, dating to 1425. In the early 1970s, a major owner of Alsatian hillside vineyards, the winemaker Lucien Albrecht, father of the current proprietor, Jean, and one of three founding 'fathers' of Cremant d'Alsace, made history in 2004. The winery received an unprecedented four Gold Medals at the Concours National de Crémants de France. The Blanc de Blanc today is made with 80 percent Pinot Auxerrois, 10 percent Pinot Blanc and 10 percent Chardonnay for a light, delicate palate. Go to www.pasternakwine.com.



Waipara Hills wines. Go to www.nzve.co.nz.



Spanish sparkling Cava from Paul Cheneau®

The Paul Cheneau line of Spanish sparkling Cava reflects French style influences from winemaker Arsene Beauny who sought to create a balance between Champagne and Bordeaux. Choose from the elegant Brut, Brut Reserve, Rosé and Demi Sec. For information, visit www.pasternakwine.com.

Valdo introduces Oro Puro, D.O.C.G.

Pierluigi Bolla, president of Bolla, seeks to make Prosecco a wine to be enjoyed throughout a meal and not just for celebratory occasions. New Oro Puro, D.O.C.G. takes it to new levels of complexity and quality, made from grapes from the best hillside estate vineyards. Valdo, says the



winners, seeks to take Prosecco to new levels of excellence. Visit www.pasternakwines.coim.

A Shiraz with a long and rich heritage

From the tip of South Africa comes a Shiraz by Groot Constantia, a winery with a tradition dating to 1685 when Cdr. Simon van der Stel arrived at the Cape Supply Station with a background in viticulture. He learned winemaking and today, Groot Constantia is South Africa's oldest wine estate and a destination for tourists. The Groot Constantia Shiraz 2010 is rich, plummy, with black pepper, currant, hints of smokiness and violets. Visit <http://www.grootconstantia.co.za>

G.A. Schneider known for Rieslings

G.A. Schneider's 2011 Niersteiner Hipping Auslese is the kind of wine that makes a forthright, bold introduction, grabbing attention with rich and forward flavor. The family has been making wines since 1806 on steep hills above the Rhine River. Two generations work together to produce the wines from grapes grown in rich red soil.

At Weingut Schäfer, tradition = innovation

Since 1709, this family has been making wines, mainly focusing on Riesling and Pinot Noir. 24 acres are cultivated, largely for red wine, and two generations work together, with a third showing interest in helping. Winemaker Volker's father, Karl-Ludwig, was the first Pinot Noir enthusiast with Volker following in his footsteps. The velvety Pinots have nuances of ripe strawberries and are low in tannin. Go to www.wein-schaefer.de

World's most expensive bottle experience

Armand de Brignac Dynastie, an extremely rare, one of a kind collection of Armand de Brignac Brut Gold Champagne that includes every available bottle format, from the standard 750-milliliter bottle to our exclusive and world-record breaking 30-liter Midas, is now available for \$500,000 at Hakkasan Las Vegas, a new culinary and nightlife venue at the MGM Grand Hotel & Casino. Said to be a one-of-a-kind experience, the collection is detailed at www.armanddebrignac.com.

Tequila Cream Elixir offers new twist

New from Casa 1921, LLC us 1921 Tequila Cream, a new variation that blends 100 percent blue



agave, milk, a dash of coffee with its Blanco v a blend of all natural flavors for a Tequila cream liqueur. Aromatic, it is rich and spicy with caramel, cinnamon, nutmeg, honey, milk, chocolate and coffee notes. "1921" commemorates the end of the Mexican Revolution when the company was born.

New flavors plus new look for Iceberg Vodka

Iceberg Vodka, expanding in the US, introduces three new flavor-infused beverages and a cold-activated label on clear bottles with a maple leaf that turns red when chilled to 39 degrees F. New flavors -Cucumber, Chocolate Mint and Crème Brûlée- are made with natural essences and may be served on the rocks or in cocktails. A redesigned website offers a new Recipes page. Go to www.iceberg.ca.



Paulaner ships microbrewery to NYC

An entire micro brewery was shipped to New York from Munich as Paulaner Brewery prepared to open its first US Bräuhaus expected to produce 1,000 litres of beer daily. Jürgen Schenk, chief executive of Paulaner Bräuhaus Consult GmbH in Munich teamed with former hotel executive Rudy Tauscher to open the brewery which makes Paulaner Weissbier, the most popular beer of its kind in the world and available in 70 countries worldwide. Visit www.paulaner-brauhaus-consult.com.

Boston Showcase celebrates 100 years

NEWTON HIGHLANDS, MA – Boston Showcase Company, celebrating its 100th anniversary, recently completed a project at the \$400 million Albert Sherman Center at UMass Medical Center School's Worcester, MA campus, providing 150 items from heavy duty equipment such as an Irinox Blast Chiller to a Wood Stone pizza oven with a curved face.

"Soupremacy" program launches at Metz

DALLAS, PA – "Soupremacy," a new program that gives students the opportunity to choose their favorite combinations of ingredients to enhance their choice of made-from-scratch soups at school, launched at Metz Culinary Management this year, says Ryan McNulty, C.E.C. and director of culinary management for the provider of dining and environmental management services for clients in schools and colleges as well as other facilities. The initiative is said to minimize food waste by letting students enhance their soup selections while meeting mandated USDA nutrition standards.

NYLO Hotels opens property in NYC soon

NEW YORK – NYLO Hotels opens its second conversion property in Manhattan this summer at 77th and Broadway, the Upper West Side. The property will be home to three restaurants, a second offshoot of Ed Schoenfeld and Joe Ng's successful Red Farm, Serafina Upper West Side and Geisha Table. It will be the chain's fifth hotel.

FFVP program seen as increasing consumption

WASHINGTON – United Fresh applauded an independent evaluation of USDA FFVP Fresh Fruits & Vegetables Program showing increased fruit and vegetable consumption in school children without increasing calories. The program gets a high five from 97 percent of students who want it to be continued. "We are thrilled that this evaluation confirms what we have seen in dozens of FFVP schools all over the country in the last 10 years. Schools officials, parents and children always tell us how much they like the FFVP and that it is making a positive difference in children's lives," says Dr. Lorelei DiSogra, United Fresh vice president of nutrition & health. "Now we have the evidence that the FFVP, which serves more than four million low-income elementary school students every day, is effective and increases their fruit and vegetable consumption at school and at home."

Zoe's Kitchen expanding in Pennsylvania

BIRMINGHAM, AL – Zoe's Kitchen, expanding rapidly in the Southeast and Midwest, recently opened its first Pennsylvania unit in Collegeville with others coming in Bryn Mawr, Newtown, and Marlton, NJ. The concept features better-for-you, Mediterranean inspired fare.

Area Four opens food truck spin-off

CAMBRIDGE, MA – Chef Michael Leviton's Area Four restaurant in Kendall Square recently went mobile with a food truck with fresh egg frittata sandwiches and more.

Burtens Grill founder opens new suburban concept

WESTFORD, MA – Kevin Harron, president of the 10-unit Burtens Grill chain with units from MA to SC, partners with

Nick Harron and Cornerstone Square developer Robert Walker to launch Evvia Cucina, a 152-seat Italian-inspired pizza bar and kitchen with artisanal pizzas from scratch, pastas, panini, salads and desserts along with 16 draft beers and 22 wines by the glass. The concept is designed for highly sophisticated restaurant goers who "want a lot from their neighborhood restaurant," Kevin Harron notes.

Compass Group launches software tool

Compass Group and FirstCarbon Solutions launched a software tool to support Compass' CarbonFOODprint™ toolkit, a web-based tool designed to lower food operations staff to lower their environmental impact and operational costs. The tool is in use in the Northeast at Green Mountain College, decreasing waste disposal and energy and water usage.

Fundraising underway for Boston Local Food Festival

BOSTON – The Sustainable Business Network of Massachusetts is working to raise \$20,000 to bring the Boston Local Food Festival back for a fourth year this Oct. 6 on the Rose F. Kennedy Greenway. The free annual event celebrates farmers, specialty producers, chefs, retailers and non-profits. Visit <http://www.fundraise.com/sustainable-business-network-of-greater-boston-inc/the-boston-local-food-festival-2013>

Tavern Road opens in Boston's Fort Point

BOSTON – Louis and Michael DiBiccari opened Tavern Road in the Fort Point Channel this Spring, a tribute to their uncle, Adio DiBiccari, a master sculptor whose studio was located on Tavern Road near the Museum of Fine Arts. The Channel's local artists group, Project Super Friends, was enlisted to create his works in their personal mediums to grace the walls.

Philadelphia chefs head for Costa Rica

ARENAS DEL MAR – Hosting its second Guest Chefs series, Arenas Del Mar Beachfront & Rainforest Resort will welcome eight chefs from Philadelphia this fall, pairing their meals with wine and rum tastings and organic coffee.

Among the chefs from mid-September through Nov. 20 are Kevin Sbraga, Sbraga, with Christina Rando and Al Sotack, Franklin Mortgage Bar; Josh Lawlor, The Farm and Fisherman; Steve Howells, Blackfish; Jason Chichonski, Ela; Chip Roman, Blackfish; and Jen Carroll, previously at 10 Arts.

Packages include three dinners, two cooking classes, coffee, rum and wine tastings, and can be part of a promotion where guests stay three nights but pay for two.

Boston Harbor Hotel named one of top 10 US hotels

BOSTON – Boston Harbor Hotel was named one of the top 10 properties in the continental US by Travel + Leisure magazine recently, the only Forbes Five Star hotel in the city and New England to be so recognized.

NRA Chair Phil Hickey urges CIA grads to be a spark for others looking to become enter industry

HYDE PARK, NY – Phil Hickey, CEO of Jocks II, Inc., operator of Jocks & Jills sports-themed restaurants, urged Culinary Institute of America graduates to "be the spark" for others, noting that "to get to this point, someone put a spark in you." The industry needs new leaders, he told them. "We need you to inspire."

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Our News Bytes page offers breaking news, 24/7 and our Wine of the Week offers a suggestion each week that will enhance your wine and/or wine by the glass list.

Fleming's wine by the glass program offers educational experience for customers



PROVIDENCE — Wine consumption per capita in the US is outpacing France and Italy's for the first time in nearly 20 years, according to Vinexpo, with America now accounting for 13 percent of global wine consumption.

Millennials make up the largest growing demographic of that wine market today, Wine Market Council research shows, and their reasons for choosing wine as the beverage of choice are attributed to the varieties of wine by the glass available and the ability to pair wines with food.

Despite the growing interest in and demand for wine, the average restaurant wine list offers just 25 selections, if that, a recent Napa Technology 2012 Wines by the Glass Survey notes.

However, one restaurant chain, Fleming's Prime Steakhouse & Wine Bar, takes its own unique approach with a national program that offers 100 wines by the glass.

At Fleming's restaurant here, Wine Manager Jody Torres is seeing customers who are increasingly savvy about their wine choices. Attributing this to the amount of information now available online, he notes that customers research wines at the restaurant on iPads with descriptions and tasting notes of the wines on the restaurant's extensive list.

"They can make their selection based on what they read about the wines on their smart phones," Torres estimates that 75 percent of Fleming's wine sales are from wines by the glass.

As a further boost to educating the guests, the restaurant offers a variety of options for wines by the glass, ranging from flights, in which the guest can sample three 2 oz.

pours, comparing wines from various regions, to a 4 1/2 oz. pour and a 6 oz. pour. The 2 oz. pours are priced at a third of the regular menu price. A 'Big Pour' — a glass and a half, is also available. All the wine by the glass also are sold by the full bottle.

The list is heavily concentrated on California, Washington and Oregon wines, he notes, but also has wines from Chile, Australia, France, Portugal and elsewhere around the globe. Prices range from \$10 to \$15 for the full pour for whites and \$9 to \$22 for reds.

At the chain's headquarters, Maeve Pesquera, national director of wine, notes that "it's clear that choice and selection in most restaurants are limited compared to the growing wine demand.

At Fleming's we are not just meeting demand, we're exceeding it in an innovative way."

The chain claims to be the only restaurant company nationwide offering such an extensive choice of wines by the glass. The program, which took a year to create, offers a list divided by varietals and emerging 'trend-setters' such as sweet wines, interesting white varietals, Rieslings, Moscato and Sauvignon Blancs. There are 30-plus wines priced at \$10 or less on the by-the-glass list.

Selling wines, Torres points out, "has a lot to do with staff education too. That helps build trust between servers and guests."

Today's customers, he adds, are embracing sweeter wines this year such as Moscatos and Port. I see this as linked to becoming more educated. Blush wines from California are becoming more popular too, and so are Pinot Noirs from Oregon, Washington and California."



Two MA schools receive grants to jumpstart healthy nutrition & physical activity programs

CHELSEA, MA – Two Massachusetts school systems recently received grants to help raise awareness of and sustain healthy nutrition and physical activities.

Sokolowski Elementary School here was selected to receive \$3,700 from New England Dairy & Food Council for Fuel Up to Play 60, a national program that offers schools up to \$4,000 to increase awareness of and access to nutrient-rich foods and physical activity opportunities.

The funding comes from the Council along with dairy farmers of Massachusetts.

Additionally, Minuteman High School, Lexington, MA, also received \$2,867 from the

program.

Both schools tasted Smart Choice Whole Grain baked goods supplied by Muffin Town/J.S.B. Industries in Chelsea and took part in fitness and nutrition-themed games to spark excitement about wellness.

More than 70,000 schools are participating in Fuel Up to Play 60, developed by the National Dairy Council, local Dairy Councils and the National Football League in conjunction with the U.S. Department of Agriculture. Students are encouraged to eat nutrient-dense foods and achieve at least 60 minutes of physical activity daily. Visit FuelUpToPlay60.com for information on applying for the program.

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CONSUMER WINE HABITS DRIVE INNOVATION AT FLEMING'S

WINE DEMAND IN THE US IS GROWING

CONSUMERS WANT VARIETY

BUT

AVERAGE LIST OF WINES

A TRULY DIVERSE WINE LIST:

Fleming's

WINES

Continued from page 1

Additionally, South Africa is home to the most Fair Trade-accredited wineries worldwide (65 percent), engaging in sustainable winemaking, and is also developing various programs to empower native South Africans to become involved in the wine industry.

The country's winemakers are growing in number and now include more than 30 native African producers along with older, established names such as Ken Forrester, Hamilton Russell, and Bouchard Finlayson, to name a few.

However, the diversity of the wines, reminiscent in some ways of those from the Languedoc (think numerous red blends and crisp whites), is said to confuse American consumers and old memories of the early days of the native Pinotage persist for some buyers who haven't yet discovered the huge improvements in that varietal in recent years.

At Wines of South Africa's New York office, which opened last January, Director Annette Badenhorst notes that the US is still "a virgin market" that needs education in what the country has to offer both consumers and trade.

The mantra is the diversity South African wines offer along



From sustainable practices to great price/value relationships, the industry grows

Wineries reach out to bring in native South Africans

with their price/value ratio. Chenin Blanc from one of the country's many regions can be distinctively different from that produced in another area of the country. The main point, she notes, is that "our Sauvignon Blanc and other varietals can compete well with their international competitors. We are

very diverse and offer value price point-wise."

This year will see the group bring major producers to the US to educate Americans, and particularly millennials, on the value these wines have to offer.

Opinions are changing already as more restaurant operators discover food-friendly

wines with value pricing. Sandy Block, Legal Sea Foods' Master of Wines, who has been at the forefront for some time now of promoting South African wines, calls what's happened since 1994 nothing short of a "quality revolution."

In recent years, he's featured a list of South African

wines in various promotions throughout the chain. The whites, such as Chenin Blanc, are crisp with great minerality and earthy, ripe fruit and pair well with seafood. Pinotage, the cross between Pinot Noir and Cinsault, has undergone major quality improvement in recent years, says Block, who does not think the country's reds receive deserved recognition. South African Chardonnay and Sauvignon Blanc also play well on restaurant lists, he notes.

Restaurant groups and chains have been at the forefront of bringing South Africa's wines to American consumers. Stuart Roy, national director of wine and spirits for Smith & Wollensky, for example, is currently working on adding a South African page to the chain's wine list.

Independents are also gravitating to the country's offerings. At the Lodge at Moosehead Lake in northern Maine, resort co-owner Linda Bortis agrees that the wines are "truly great," noting that her only problem has been one of availability.

"If I give them exposure and people start asking distributors if they have them, that might help start to improve that situation," she adds.

"My guests come from all over the world and are well traveled," she adds, noting that she believes they would try the wines if they were on the list.

Boston Sommelier Society



director David Singer observes that while South Africa has “some amazing wineries,” old negative images still remain from long ago for some buyers. Today’s wines, he notes, are better than ever, food-friendly, value priced and “often over deliver.”

Marc Sachs, a longtime Boston “wine sherpa,” restaurant consultant and former Uno Chicago Grill beverage director who, in that post, replaced a Woodbridge Chardonnay with one from South Africa’s Indaba, speaks highly of the “great

represents great value. The Chenin Blanc is unique; so is the Sauvignon Blanc, and the Chardonnays are delicious.”

The country’s winemakers have upped their game, even though, historically, says one, Peter Finlayson of Bouchard Finlayson, South Africa has produced great wines. He notes that today, the country enjoys “one of the strictest quality control systems in the world.” All wines must be certified and passed by a board of qualified tasters.

“The impact of this continuous strict selection process is gradual but no doubt positive. Secondly, the proliferation of percentage tweaking in expanding wine quality is a ripple effect process generally spread by younger winemakers who enjoy the opportunity to migrate from cellar to cellar during their training years. This process allows for improvements through the sharing of knowledge executed by these “migrating enthusiasts,” Finlayson explains.

“Thirdly, the massive expansion and investment into the country’s small winery industry over the past 30 years has matured into a finally grown-up body of experienced producers!” Competition, he adds, “has forced attention to detail and the results are evident. The plant improvement scheme started some 30 years ago has also presented vineyards with

age, thereby losing the vigor and wild flavors derived from young vines.”

Combining all factors, Finlayson believes, has catapulted the industry forward.

Similarly, winemaker Ken Forrester at Ken Forrester Vines in the Stellenbosch region sees a story to be told about the country’s beauty and unique terroir at the southernmost tip of the African continent where the Atlantic and Indian Oceans meet.

Forrester points out that the industry’s history across the continent is a long one, dating to Dutch settlers in 1658. “Five major geographical regions that comprise the wine-lands are mainly within a two hour drive from Cape Town. These regions are further broken down into specific areas of origin and within these areas there are specific wards, so a truly complex ‘area of origin’ almost along the lines of the French Appellation Controlee ensures the provenance and integrity of these wines.

“Possibly the best known wine region of South Africa is Stellenbosch, with almost 200 producers and although the area is approximately 10 percent of the total plantings of South Africa, this is the most awarded region with easily two thirds of all of the industry’s awards.”

Nearly all of the major South

African “Classed Growths” names such as Kanonkop, Meerlust, Rust en Vrede, Thelema, Ken Forrester, De Toren, Glenelly (owned by Bordeaux ‘luminary’ May-Elaine de Lencquesaing) De Morgenzon and Ra’ats, hail from Stellenbosch the second oldest town in South Africa (after Cape Town).

Forrester points out that at the same time, a group of young and not so young renegades have taken up residence in the Swartland and here “there is a wonderful source of old vineyards and now great wines are being made by Chris and Andrea (ex-UC Davis) Mullineux, Adi Badenhorst at Secateurs and Eben Sadie, the Swartland pioneer. Exciting times lie ahead for South Africa. There are literally scores of other great wines and each area of origin is so diverse that specialist producers such as Hamilton

Russell for Chardonnay and Pinot Noir and Cape Point Vineyards for Sauvignon Blanc are becoming commonplace.”

“A brand new organization is just emerging, called Premium Independent Wineries of South Africa, PIWOSA and here a group of high quality, specialist producers are getting together to share a marketing platform, to talk about quality and some of the very best wines that SA has to offer. Watch this space with a launch planned in the UK market this summer and the US and Canadian markets next year, 2014. Go see www.PIWOSA.co.za.”

“The varietals seemingly leading this quality revolution are predominantly Chenin Blanc, with some Chardonnay and Sauvignon support on the whites as well as white blends and Rhone styled reds, like Grenache, Mourvedre and Syrah with good showings from Cabernet and some excellent Bordeaux blends.”

At the Chenin Blanc Association, Ina Smith, manager, is in full agreement. “We have thus seen wonderful increases in quality in the recent past and some great wines from the pioneers, producers like Ken Forrester, Bruwer Raats, Jean

WINES

Continued on page 21

Chenin Blanc and Pinotage play a growing role along with Sauvignon Blancs and Chardonnays

value” offered by South African wines today. Sachs remembers the days before the end of Apartheid when restaurateurs in areas such as Cambridge, MA refused to sell South African wines, viewed then as ‘politically incorrect.’

Today, he says, South Africa “has good winemaking that



Ken Forrester, now 55 and one of South Africa’s better known wine-makers, gave up a successful hospitality industry career in both hotels and restaurants to buying farm in the Stellenbosch region in 1993 and with his friend, winemaker Martin Minert, becoming known as a key player in the renaissance of Chenin Blanc.



Knife sterilizer cabinet from Edlund

Edlund introduces the Helios KSUV-18 Knife Sterilizer Cabinet with ultraviolet light to provide

superior sterilization of knives and independent lab testing indicate 99 percent reduction of E. coli bacteria in as little as three minutes. Wall mounted, the stainless steel cabinet has a UV filtered Plexiglass door to protect operators from rays while allowing full view of knives inside. Go to www.edlundco.com.

Meet SS-709-T waste oil transport

New from Worcester Industrial Products is SS-709-T, a Shortening Shuttle for the best waste oil transport. The unit fits a lower fryer drain and tall dumpster. Like Shortening Shuttle on Facebook and order online at www.ShorteningShuttle.com.

Valrhona intros new "Blond" chocolate

Valrhona creates a new category – "Blond" – with its Dulcey blond chocolate couvertures in 3 kg bags. The winner of Le Grand Prix d'Innovation at the SIRHA food trade show, and Readers' Prize from La Toque, a pastry chef/artisan bakers' publication, the product has a delicate, sweet taste, marrying biscuit flavors with a pinch of salt, creamy texture, hints of caramelized milk and blond color.



Greek vinaigrette in two convenient sizes

Marzetti introduces new extra virgin olive oil and feta cheese in 1.5 oz. packets and gallons. Packets are packed four per case. The vinaigrette is one of nine robust, non-separating authentic Greek dressings, perfect for salads year-round. Recipes such as tuna salad stuffed tomatoes, Greek style bowtie pasta salad and more are available. Visit www.MarzettiFood-service.com.

Additionally, Valrhona expands the palette further in its White Chocolate line with Opalys 33%, a versatile new white chocolate with a flavor profile of fresh milk (10% more than Ivoire) and natural vanilla. Visit www.valrhonaprofessionals.com.

New Samosa Cakes from Jens & Marie

A new veggie burger, Samosa Cakes, joins Jens & Marie's SW Black Bean & Sweet Potato veggie burger. The fully cooked product should be heated to a minimum internal temp of 165 degrees and may be deep fried after defrosting for two or three minutes until golden brown or sautéed in vegetable oil and finished in a 375 degree oven for four to six minutes. The low fat products may be kept frozen 12 months from manufacturing date and contain no trans fats, saturated fats or cholesterol. For info, contact jensandmarie@cox.net.

Steamable seafood entrees ready-to-eat in minutes

Australis introduces healthy, sustainable steamable seafood entrees under The Better Fish® brand in six varieties, all sustainably produced with all natural ingredients. Choose from Seafood Pomodoro, Seafood Teriyaki, Rosemary-Parmesan, Seafood Veracruz, Seafood Penne with lobster sauce, Seafood Risotto and Mediterranean Seafood. A 12-oz. unbleached

Kraft paper steam pouch cooks in less than 8 minutes and retains moisture for consistent results. Australis Barramundi was named one of the Top 12 Food & Nutrition Trends last year and is low-fat, mercury-free, and heart-healthy. Visit www.thebetterfish.com.

High Line Foods introduces FPI®

Battercrisp® Shrimp

New High Liner Battercrisp® Sauce & Serve Shrimp is formulated to let shrimp stay crispy-crunch when sauced. The tail-off shrimp may be sauced with sweet Mojito and lime glaze, spicy aioli, sweet Thai chili and spicy Asian cream coconut sauces. Designed for high volume operations, the shrimp is versatile and can be served on salads or sauced with stir fries, tacos, shrimp rolls and more. Visit www.highlinerfoods.com.

Hand crafted lineup of meats from Pulaski

In Linden, NJ, Pulaski Meat Products uses recipes from the Old World made by hand by an elite group of Polish butchers. Available to retailers, wholesalers, and distributors, the line of smoked and non-smoked meats also come with a private label program. Choose from Kielbasa, Smoked Baby Back Ribs, Kriana, Spicy Kababnosy, Beer Kabanosy, Weselna and Polska Kielabsy in the Smoked Sausage line, it also has a Smoked Ham lie with Old Fashion Ham, Hunt-



No broken lumps in Culinary Crab™

Phillips Foods introduces new a new line - Culinary Crab™ in Culinary Jumbo and Super Lump sizes of 100 percent natural blue swimming crab. Named Best New Product in Foodservice at the International Boston Seafood Show, Culinary Crab™ offers prices below average market pricing for comparable grades. The products maintain shape and form in all cooking applications with no broken lumps and have an 18-month shelf life when stored below 38 degrees F. Culinary Crab comes packed 12 one pound cans to a case. Go to www.phillipfoods.com.



ers Ham, Cottage Ham, Boneless Smoked Country Style Ham and Smokey Mountain Carving Ham. Additionally, choose from Smoked Pork Loins, Back Ribs, Pancetta and various types of Bacon. Go to www.pulaskimeats.com.



Norwegian Skrei™ launches in US market

The Norwegian Seafood Council introduced Norwegian Skrei™ recently to chefs from New York's top seafood and sustainable restaurants at Chef Peter Hoffman's Back Forty West. The lean premi-

um quality cod is available only from January through April. For information and serving suggestions, go to www.SkreifromNorway.com.

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New England Coffee offers single serve cups

New England Coffee introduces a new line of Single Serve Coffee Cups made with 100 percent Arabica coffee for use in single cup coffee makers. Four varieties are available: Donut Shop Blend™, a light roast; New England Breakfast Blend®, a medium roast combining beans from Central and South America; Colombian Supremo®, a medium roast of Colombian beans, intense and rich; and French Roast, dark roasted, rich and aromatic. The cups use a mesh filter system for superior brew and boxes contain 12 each. Go to www.newenglandcoffee.com.

New product line from Bob's Red Mill

A new line of ancient grains and seeds, Grains of Discovery™ is available from Bob's Red Mill with two new offerings, seven existing products and nine gluten-free items. In addition to Organic Amaranth and Chia, it offers Organic Farro, Organic Kamut®, Millet, Organic Quinoa, Sorghum, Organic Spelt, and Teff. The gluten-free



Chipotle Ranch Dressing joins Marzetti line

Marzetti introduces new Chipotle Ranch Dressing for adding Southwest flavor to salads, specialty pasta and more. It blends buttermilk, oil and vinegar with garlic, onion, chili and Chipotle pepper. Recipes are available. Go to www.marzettifoodservice.com.

grains are milled in a dedicated gluten-free facility. Visit www.bobsredmill.com.

Foldable spoons from EcoTensil

EcoTensils are made in the US from renewable paperboard and come in sanitary stacks. They use no GMO corn products. Use for bite-size products for demos, catered events and more. From mini-tasting utensils to mid-size to ice cream spoon tasters, the green products offer bigger bowls than other tasters, sanitary dispensing and perfect size to replace small cups. Check out www.ecotensil.com.

New alternative to dairy cheese

Follow Your Heart Vegan Gourmet Shreds are dairy and lactose-free said to taste and melt like traditional cheeses. The three varieties are Cheddar, Mozzarella and Fiesta Blend. The soy, gluten and cholesterol-free product is formulated with organic palm fruit oil said to be sustainably grown. Go to www.followyourheart.com.

Vermont Smoke and Cure debuts in New England

Vermont Smoke and Cure, a Hinesburg, VT smokehouse since 1962, introduces its products to restau-

rants and foodservice institutions in Boston and much of New England through Paul W. Marks Company, Everett, MA, for the first time. Products include bacon, ham, sausage, and smoked pepperoni, RealSticks™ and naturally raised, Certified Humane™ and single sourced varieties. Visit www.vts-mokeandcure.com or email info@paulmark.com.



Reduce carbon footprint with micro-filtration

Vivreau's on-site water bottling systems help operators reduce their carbon footprint and bottle their own chilled, still and sparkling water with its advanced micro-filtration. Systems are plumbed into on-site water lines allowing hotels, restaurants and conference facilities to offer guests a premium water product. The system eliminates the need for plastic bottled water and pre-bottled mineral water. Products include the V3 Main Bottler and the Mini Bottler, each with advanced micro-filter technology, designed to chill and bottle still and sparkling water. The system includes designer glass bottles. Visit www.vivreau.com.

Beverage management system from Outfox

Outfox Solutions, an online service provider, helps operators save money with Smart Buying total back office systems. A new Beverage Management System helps manage and increase beverage profits by allowing bar managers to update inventory availability, automatically calculating inventory availability, dollar valuation and calculating suggested reorder, generating orders electronically and more. Outfox lets clients see real time competitive bid prices on a

single computer screen and place supplier orders from the same screen, ending the need for spread sheets, increasing productivity and highlight favorable opportunities. The online system interfaces with POS/accounting systems. See www.outfoxsolutions.com.

High protein, lower carb Greek flatbread

Kontos Foods introduces new high-protein, lower-carbohydrate Greek Lifestyle Flatbread with 15 grams of protein, 21 grams of carbs and only 190 calories per serving. Go to www.kontos.com.

belVita breakfast biscuits introduced

Mondelez International introduces new belVita breakfast biscuits for foodservice and vending, made with 18 to 20 grams of whole grain. Each package offers three grams of fiber as well as B vitamins and iron. There are no artificial flavors, hydrogenated oils, HFCS or sweeteners. The biscuits are packed in eight boxes of eight packs with each pack containing four bis-

cuits, in choice of Golden Oat or Blueberry flavors. Visit <http://www.foodservice-snacks-desserts.com/productsandbrands/snacks/breakfastbiscuits>.



Long Range Systems intros feedback survey

Restaurant management can respond immediately to service issues thanks to Long Range Systems' new LRS Survey, a tablet-based tool that captures real-time feedback from customers. An Android tablet with a custom survey and custom-fitted case with credit card and check slip holder transfers guest responses via Wi-Fi to a manager's mobile device. Learn more at www.pager.net.



La Brea offers new 3.6 Ciabatta rolls

La Brea Bakery introduces new par-baked 3x6 Ciabatta rolls for foodservice. The pre-sliced, thaw and serve roll has a smooth moist

texture and rich flavor. Visit www.labreabakery.com/foodservice for recipe suggestions.



Nemco introduces countertop boiling unit

Extend menus using Nemco's new countertop boiling unit, designed to serve up pasta, corn on the cob, shellfish, veggies and more. The new boiled has 12 minute preheat and fast recovery. Twin baskets hold a variety of pastas and can be used to reconstitute foods or reheat frozen items. The unit's removable control-panel assembly is designed for easy cleaning. One year parts and labor warranty is included. Go to www.nemcofoodequip.com/



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H2B program resumes shortly before season's start

VISAS

Continued from page 1

The USCIS move came about thanks to a US Labor Department decision to suspend prevailing wage rate determinations as the result of federal court litigation. Ac-

cording to the Federal Register, "The Department of Labor is delaying the effective date of the Wage Methodology for the Temporary Nonagricultural Employment H2B Program final rule (the Wage Rule), in order to address legislation that prohibits any funds from being used to implement the Wage Rule for the remainder of fiscal year (FY) 2013. The Wage Rule revised the methodology by which the Department calculates the prevailing wages to be paid to H2B workers and United States (U.S.) workers recruited in connection with a temporary labor certification for use in petitioning the Department of Homeland Security to employ a nonimmigrant worker in H2B status."

The delay, which already caused some businesses to cut back on services, is over and applications are being processed, says Jane Nichols Bishop of peakseasonworkforce.com, a Cape Cod resource that traditionally helps resort

area operators supplement the American workforce for seasonal jobs.

Applications filed were temporarily frozen, a situation viewed, says Nichols Bishop, as a "temporary" hold was "a bump in the road" that would delay getting foreign workers to their job sites.

Nichols Bishop, who had applications "stuck" since early March, was left with 53 clients whose efforts to obtain the visas were temporarily stymied.

On the Cape and the Islands, she points out, H2B visas are not "optional" for many operators of small hotels, inns and restaurants. "There are not enough people to do the jobs. We have more seals and Great Whites than workers who will take seasonal jobs."

As a result of the delay, she notes, one restaurant client cut Sunday brunch because the American staff was "stretched too thin."

"The bottom line," she declares, "is people are just not

One resort area operator was left with 53 job applicants whose requests were stymied when the halt occurred. Others were forced to eliminate brunch for lack of help



there (in resort areas). They want year-round work." Another restaurant was forced to delay the opening of an upstairs seating area as the kitchen staff couldn't keep up with demand due to the shortage of the international workers.

However, now USCIS is approving petitions and work is underway to quickly send everything to workers in their home countries so they can schedule US Embassy interviews. On the down side, many embassy interviews have been pushed into mid-to-late June, creating delays.

"We had workers going to the US Embassy for interviews to pick up the slack through the end of June," she notes. "Employers are coping. Some are working management staff and owners to pick up the slack. One couple stopped doing a meal service (breakfast, lunch, brunch) while they waited for H2B staff to arrive. It's a rough start to the season and lost revenue is hard to recoup."

Meanwhile, US Department of Labor is issuing new prevailing wages, Nichols

Bishop points out, and some of them are "way above" the proposed \$2.12 an hour increase."

At the National Restaurant Association, Vice President Labor and Work Force Policy Angelo Amador declares: "This is a lesson on how you can destroy a program." It's been over-regulated, he adds, and now NRA "is getting letters about the conflicting decisions in the Department of Labor that have raised a very big question."

Operators this summer have run out of time. "One place I know had 26 cooks coming from overseas and now they've been told those applications are frozen. There's no quick fix and it's a Catch 22 situation."

At the Massachusetts Restaurant Association, retiring President and CEO Peter Christie says the program, which is limited to 60,000 visas, was never large enough to serve the whole country.

"They start filling jobs on the West Coast and by the time they come to the Northeast, the number of workers is almost gone."

Meanwhile, his members

have run ads in the US with little or no response. "Our industry desperately needs these workers and we need immigration reform to give those 12 million illegals a chance. Those who, like our forefathers who came here for better lives deserve a chance. We need to find a way. There's a lot of hate going on now."

At the Massachusetts Hotel-Motel Association, President and CEO Paul Sacco was in Washington earlier this year lobbying Congress to increase the number of H2B visas as part of the immigration reform package.

Some members have shut down early because of lack of help, he notes, and one 47-room inn closed permanently after 25 years in business. "It's affecting smaller operators," Sacco says, adding: "Some of them call in friends and family to help do the cleaning. We're the third largest industry in the country. We need to make it easier for people to come here to work."

Farther north in Maine, Greg Dugal at the Maine Innkeepers Association recalls "we went from over 100 H2B visa

employer properties to about 65 when the returning worker provision was eliminated. Many converted to J-1 visas (for college students) though they have their own share of problems.

"Our issue is in our high tourist traffic and low population destinations like Ogunquit and Bar Harbor where there are no options."

Many of the association's H2B employer members have already received their employees and others were impacted by the freeze, he adds. "Most businesses really have no options at this point."

Low population density on the Cape and Islands means residents want full-time jobs, not seasonal ones.



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CARNEGIE ABBEY CLUB – In Portsmouth, RI, **Andy McWilliams** was promoted to executive chef from executive sous chef of this prestigious private golf club with a waterfront course. He focuses on locally grown produce, meat and seafood and recently joined with **Trace & Trust®**, becoming the first property in the nation to offer traceable fish and beef through Kingston Trawlers and New England Grace Fed Meats.



LINGLE

WENTWORTH BY THE SEA HOTEL & SPA – **Kenneth Lingle** becomes executive chef at this New Castle, NH iconic property, along with **Gabriel Cogley**, who was named food and beverage director. Lingle joins the property from eight years at a sister property, **Sagamore Resort**, Lake George, NY and most recently, executive chef/general manager at

Inn at Erowest, a Relais et Chateaux Inn on Lake George. Cogley brings a decade of experience to his post including six years at **Sea Island Resorts** (The Cloister and The Lodge), Sea Island, GA.

FORUM – In Boston's Back Bay, **Matthew Barros** moves from chef de cuisine at **Market by Jean-Georges Vongerichten** at the **W Hotel** to executive chef at **Forum**, now undergoing renovations following the Boston Marathon bombings and will reopen with a new chef, new menu and new look.



O'BRIEN

SMITH & WOLLENSKY – **Jack O'Brien** moves to national director of operations for this Boston-based chain with responsibility for management and operations at its nine locations. A former regional executive chef with **China Grill Management**, he most recently was director of operations with **Charlie Palmer Group**.

CURA HOSPITALITY – This senior living and hospital foodservice management company named **Chris Fitz** director of retail and culinary services from formerly served sister company **Parkhurst Dining** on college and corporate campuses. Fitz was recently applauded for his achievements while serving on The Washington Hospital (Washington, PA) café renovation team where he was instrumental in the redesign of the café space that now affords additional seating, several points of sale, scratch and made-to-order cooking, and health-focused branding and merchandising. The café continues to outpace

retail sales projections as a result of these improvements, which also includes a variety of on-the-go fresh food offerings, and healthy inspiration points (HIP). HIP offers guests healthier snack alternatives such as pre-packaged assorted nuts, fruit and fat-free sweets positioned near the register so they are more likely to purchase a healthier snack.

THE ORIGINAL SOUPMAN – **Lloyd Sugarman** becomes CEO of this restaurant and retail line of soups company. The franchisor of 17 Johnny Rockets units, he plans to expand both sides of the business as well at **Al's Famous New York Restaurant and Delicatessen**. Sugarman succeeds **Arnold Cassale** who remains on the board and will be involved on the retail side.



GRECO



MADUFF

SUBWAY – **Suzanne Greco**, vice president of Research and Development, is now also vice president of operations, while veteran food safety specialist, **Wendy Maduff**, joins the team as the brand's director of global product safety. Maduff most recently was principal microbiologist with **ConAgra Foods**.

HICKORY LANE AMERICAN BISTRO – In Philadelphia's Fairmount neighborhood, **Trevor Martin** moves to chef following the departure of Chef **Mark Zagorski** who joined GuestCount Hospitality's **Square Peg**. Zagorski succeeded Chef Matt Levin.

STEEL & RYE – In Milton Lower Falls, MA, **Ted Gallagher** takes over the bar operations. Most recently, he was at Boston's **No. 9 Park**.



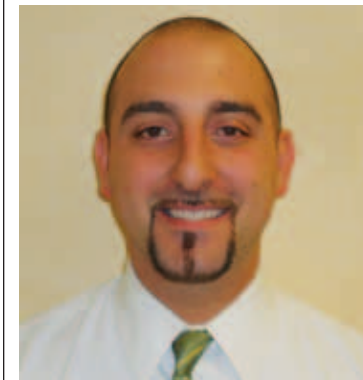
LUGAR

AMERICAN HOTEL & LODGING ASSOCIATION – **Katherine Lugar** was named president and CEO of this trade association replacing **Joe McInerney** who stepped down. She previously was executive vice president with the Retail Leaders Association. Plans call for strengthening AHLA's government affairs and public affairs programs, focusing on advocacy in Washington.

CLOVER – Former Chef de Cuisine **Mike Sutton** of Boston's **O Ya** joined the team at **Clover**, operator of food trucks and brick and mortar new ventures in Harvard and Inman Squares. He will reportedly oversee the group's expansion into suburban Burlington, MA, **CloverBUR**.

IFMA – The International Foodservice Managers Association's 2013 Silver Plate winners include several Northeast operators: **Ken Toong**, executive director, auxiliary services, University of Massachusetts, Amherst, MA; **John Metz, Jr.**, CEO, executive chef and co-founder, Sterling Spoon Culinary Management; **Jay Silverstein**, vice president,

Conference & Dining Services, Credit Suisse, and **James Purdum**, Penn State University general manager, Hospitality Services.



COVINO

WATERFORD HOTEL GROUP – **Anthony Covino** was named general manager, **Residence Inn by Marriott**, in Mystic, CT from that post at the **Four Points Sheraton**, Norwich, CT most recently.

THE PALM – In Boston, **Karen Mitchell** joins this restaurant gearing up to re-open in mid-May in its new downtown/waterfront location at International Place. Previously, she served as executive chef for **Legal Sea Foods** in Boston and Bethesda, MD for more than a decade, directing 50-plus managers and mentoring new chefs in other locations in the 32-unit company.

VEGGIE PLANET – In Cambridge, MA's Central Square, **Christian Simone** was named chef, succeeding **Brian Van Etten**.

WESTIN COPLEY PLACE – This Boston property elevated Executive Sous Chef **Dan Pogue** to executive chef.

WATERFORD HOTEL GROUP – **Alan Miller** was promoted to general manager of **Courtyard by Marriott**, Norwich, CT from prior posts as guest service manager for the **Mystic Marriott Hotel & Spa** in Groton and assistant front office manager at the **Marriott Hartford Downtown**. In other appointments, **Christopher Beattie** becomes g.m. of the **Residence Inn by Marriott** in Danbury, CT from operations manager with **Homewood Suites by Hilton** in Ithaca, NY. He also recently assisted with **Wa-**

terford's Operation Task Force team.

CHOW FUN FOOD GROUP – **Lou Cruz** returns to this Providence, RI restaurant group as executive chef at **Ten Prime Steak & Sushi** from executive chef, CAV.

COLUMBUS HOSPITALITY GROUP – **Mark D'Alessandro** was elevated to vice president-operations and remains general manager of the group's **Mistral** restaurant in Boston.

LINEAGE – In Brookline, MA, **Alex Sáenz**, most recently opening chef at **Ten Tables** in Provincetown, MA, was named chef de cuisine.

HENNY PENNY - This Ohio-based restaurant chain hired **Benjamin Leitgang** as corporate chef from chef-manager of all aspects of foodservice for Honda Manufacturing of North America, a client of Compass Group North America.



PULLMAN

INTERCONTINENTAL HOTELS – **Ian Pullman**, most recently general manager at the **Fairmount Waterfront**, Vancouver, BC, joins Boston's **InterContinental® Hotel** in that role, succeeding **Tim Kirwan**, who continues with the chain as director of business development. Boston. His career in the industry began in Ireland with **Conrad Hotels** in 1990.

APPLEBEE'S – In Kansas City, MO, **Peter Czizek** becomes vice president of culinary and menu strategy for this brand from vice president of food and beverage research and development for **Dave & Buster's** in Dallas.

New exhibit section planned at IHMRS



A new tabletop section includes a pop-up concept bar for networking

IHMRS

Continued from page 2

Silver, Front of House, Hospitality Glass, Masa, Rosenthal-Sambonet, Service Ideas,

Steelite, WWRD and Vertex.

Other features will include Tabletop Matter Awards, presented to companies in recognition of outstanding new products

Hospitality Tabletop Theater, with educational events covering the future of tabletop design, the beverage only experience and the greening of tabletop

Hospitality Tabletop Concept Lobby Bar – a pop-up space on the exhibit floor “highlighting trend direction and facilitating exhibitor and attendee networking.”

Hospitality Media Group (HMG)'s Phil Robinson, Group show director notes that the Show is “delighted to partner with Dave to develop Hospi-

tility Tabletop and so appreciate his passion for and knowledge of the category.”

On Nov. 9, the Hospitality Leadership Forum, a day-long conference and exhibition event, kicks off prior to the three day IHMRS, which again this year is co-located with Boutique Design New York (BDNY), featuring suppliers of high-end, unique and innovative interior design products for hospitality. The combined market presents more than 1,000 hospitality industry suppliers and is expected to draw in excess of 22,000 trade visitors. Go to www.ihmrs.com and www.bdny.com for complete details or contact Phil Robinson at 212-754-7920.

“Pastrami Cured” Duck Breast with Lentils, Carrots, Espuma

RECIPE

Continued from page 5

simmer for another two minutes. Next puree mixture with either a small emersion blender or in a blender. Add gelatin and strain through chinoise. Chill mixture for 2 hours and add to ISI canister. Charge twice with NO2 cartridges and shake well before using.

Fig & Balsamic Glace

½ cup fig vinegar

½ cup balsamic vinegar

In small sauce pot add both vinegars and reduce at very low heat. Reduce until glace consistency is achieved, allow to cool and reserve for service.

“Pastrami Cured” Duck Breast with braised beluga lentils, roast baby carrots, foie gras espuma and fig and balsamic glace

This is a dish with great balance. The duck breast has great flavor from the cure. The pepper gives it spice while the sugar adds a nice layer of sweetness. The foie gras espuma balances very well with the rich and creamy flavor of the foie gras foam. The lentils give a nice layer of rich earthiness and the carrots add another layer of sweet that goes very well with tart and sour flavor of the fig and balsamic glace.

This is a great dish for the cold days of fall and winter in the North East.

This was a dish I first experimented with a couple of years ago but had never made it to a menu and was put on the back burner. In early No-

vember I was tasked with creating a menu for Scotch dinner that Madison Beach Hotel was to be hosting. After tasting the scotches I was going to be pairing food with this dish immediately came to mind. After the completion of the Scotch

dinner and the numerous complements that were received it was decided that this dish needs to become a fixture on our winter dinner menu that is launching in early January 2013.

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SUPPLIERS CORNER

New York Ravioli & Pasta intros new foodservice program

NEW HYDE PARK, NY – New York Ravioli & Pasta Company, celebrating its 20th anniversary this year, introduces its first season product paired with a suggested sauce, says President David Creo.

The initial offering is a Jumbo Round Crab and Lobster filled ravioli with a suggested Roasted Artichoke Cream Sauce.

Operators can boost customer traffic and buzz with the new time limited specials, all based on recipes from Northern and Southern Italy.

Creo, a former restaurateur, developed his first ravioli while working in a restaurant which began wholesaling the product to other establishments and customers. “My partner, Psul Moncada, and I decided to become entrepreneurs,” he recalls.

They began with six to

eight filled raviolis and today, have expanded the offerings to 35 along with a separate line of children’s products, Jolie’s Raviolis, named for Creo’s daughter, and available in “kid-friendly” shapes such as bears, cars, rocket ships, stars and cars.

Initially offered at retail, the children’s products are now available to foodservice operators. The children’s line is made with no additives, preservatives or artificial colors, is trans fat free, with non-GMO flour and low fat Ricotta cheese. The line has its own Facebook page.

“We’re looking to develop the Jolie raviolis for institutional use,” Creo adds.

The regular lineup, made with 100 percent whole milk Ricotta cheese, has a wide variety of fillings from wild mushroom and truffle, lobster with squid ink stripes, and sundried tomato and smoked Mozzarella to Prosciutto and Provolone.

“Often, people don’t recognize the quality that goes into making great products,” Creo points out. “When the economy tightens up, they may switch to cheaper items but that doesn’t bring customers back. People want to enjoy their food when they go out. Our products are not mass produced and they’re made with high quality ingredients.”

The challenges to growth for manufacturers today, he says, include maintaining a clean state-of-the-art facility. “We are big on keeping our HACCP plan up-to-date.”

The company has had requests for a gluten-free line of pastas and is working on that currently. “We’re not in production yet,” Creo notes, “but we are in process of developing it.”

New York Ravioli and Pasta also offers tortellini, stuffed shells, manicotti, round and square raviolis and agnolotti, and is looking to develop a pre-cooked pasta line, he discloses.



SHAFIR



RAINERT

Kettle Cuisine founder transitions to chairman

CHELSEA, MA – Jerry Shafir, founder and CEO of Kettle Cuisine, producers of high quality all natural soups for foodservice for 27 years, recently announced plans to transition to chairman of the board as Executive Vice President of Sales, Marketing and Innovation Joe Rainert moves up to chief executive officer.

He joined this company this winter from an 18-year career with Bakkavor in the United Kingdom where he ran soup, sauce and ready-meal businesses. He earlier ran a Michelin-rated British restaurant.

Mary Masters elevated at Martignetti Companies

Martignetti Companies recently promoted Mary Masters to vice president of its Classic Wine Imports Division of Massachusetts. A portfolio manager with the company since 2006, she has more than 20 years of experience in the fine wine sector, concentrating on the distribution tier.

Culinary Software president honored

BOULDER, CO – Culinary Software Services, Inc. President Brian Bennett was named a Top 300 Small Business leader by Business Leader Magazine last year for building a successful business, delivering superior financial

results, innovation and active participation in philanthropic and community causes.

Gene Williamson joins Homer Laughlin China

NEWELL, WY – The Homer Laughlin China® named Gene Williamson, former key account manager with Onei-

Cape Cod Biofuels names new vp

SANDWICH, MA – Ed Miles becomes vice president of business development for Cape Cod Biofuels from director of sales, Eastern New England Region, with Baker Commodities and earlier, EcoPlus, a North Carolina manufacturer of wastewater management treatment technology.

Cape Cod Biofuels works with more than 700 restaurants in New England, picking up and refining used cooking oil into biofuels which are sold to Loud Fuel, which blends it with oil and supplies it to homeowners, transportation fleets, commercial fishing vessels and other industries. The company

is the only American Society for Testing and Materials (ASTM) certified biofuel producer in Massachusetts, passing all government fuel standards.



MILES



Cape Cod Biofuels & Catania-Spagna partner

Cape Cod Biofuels, Sandwich, MA and Catania-Spagna, a leading foodservice distributor, formed a partnership that allows Cape Cod Biofuels to pick up restaurants’ waste cooking oil and recycle it into biofuels, and to deliver new oil from Catania-Spagna to restaurants on Cape Cod and the South Shore. Restaurant clients who select the new oil delivery receive a discount on each case or can opt for payment for used oil at the current market value. Left to right are Bill Reilly, Catania-Spagna account executive; Stephen Basile, Catania-Spagna vice president of sales; Ed Miles, Cape Cod Biofuels vice president of business development; and Marc Watson, founder and co-owner, Cape Cod Biofuels. Four different oils are available: soy, canola, canola/cottonseed blend and a higher end ultra-canola product.

da, vice president of sales, Foodservice Division.



WILLIAMSON

Love and Quiches taps national retail sales manager

NEW YORK – Love and Quiches recently named John Josko national retail sales manager. He brings more than 25 years experience to the post, most recently as national vice president of sales and marketing for Daystar Desserts LLC.

Elara Foodservice Disposables taps Rodriguez

JERICHO, NY – Elara Foodservice Disposables names Darci Rodriguez vice president of sales from 18 years in sales at FoodHandler, Inc. She rejoins Elara president, Dan Grinberg, FoodHandler original founder, with whom she worked previously. Elara's mission includes providing a meal to a hungry person for every case of products sold.

Gaylord Industries names new sales reps

TUALATIN, OR – Gaylord Industries, manufacturers of ventilation products and services, extended its sales representation across the entire US.

In the Northeast, additional or new sales coverage now includes MAFSI Region 2, Upstate New York and Western Pennsylvania as well as MAFSI Region 3, New York Metro.

The new rep is PBAC – M & W, formerly known as Posternak Bauer Associates, serving New York State, northern New Jersey and Fairfield, County, Connecticut

Awareness rises for South Africa's wine industry

WINES

Continued from page 13

Daneel, Eben Sadie, Johan Malan, Jeff Grier and Zakkie Bester. New names, like Chris Mullineux, his wife Andrea, Se-

bastian Beaumont, Chris Boustred, Tyrell Myburgh, Carl van der Merwe, Adi Badenhorst and Myles Mossop, are using carefully selected old vineyards with low yields and terroirs especially good for expressing

Chenin Blanc. They offer special single-vineyard wines and even some excellent blended white wines (especially in the Swartland area) with Chenin in a leading role."

Chenin Blanc, she points out, has emerged as "the possible signature white wine grape of South Africa." Although the wines are planted across a broad spectrum of geographic regions, Chenin represents the "majority planting" and totals 18 percent of the planted crop – double that of Loire plantings, Smith adds.

It is believed, she notes, that Chenin was the first wine made in South Africa in 1659 from cuttings from northern France.

Today, producers are isolating the best Chenin vineyards. The most intensely flavored wine, Smith explains, come from older vines which have been "carefully managed for balanced yields."

A key driver in the increased quality of the grape, she continues, was the formation of the association whose aim is "to ensure that South African Chenin Blanc takes its rightful place with the other great white wines of the world." The group represents 80 percent of all quality producers, seeking "to assist in lifting quality levels across all styles of Chenin Blanc."

The number of styles has contributed to consumer confusion, Smith notes, and the group is undertaking a major research three-year project

with the Institute for Wine Biotechnology and the Sensory Research Unit of the University of Stellenbosch to identify key sensory and chemical features of the styles.

At The Distell Group, a leading purveyor of Scotch, whiskey, and wines that range from vintages for everyday drinking to super-premium, Callie van Niekerk, head of winery operations, notes that advances in vineyard management coupled with favorable weather prior to the 2013 harvest produced "an absolutely outstanding vintage" for the Cape with yields up as much as eight percent over 2012.

Most noteworthy, however, says van Niekerk, is that ripeness in both red and white wines was achieved at lower levels of sugar. "Ripening at lower sugar levels means we can make wines of refinement and elegance," he points out, adding that preliminary tastings "more than amply bear this out."

Today, he adds, the goal worldwide among winemakers is the creation of "refreshing, well-balanced, food-friendly wines."

Distell's head of grape and wine buying Erhard Wolf adds that many new systems and ways of measuring ripeness are leading Distell to "express terroir with better balance in the fruit and lower sugar levels, while reducing water usage" with better intra-vineyard irrigation monitoring.

Importers share views on wines

As the palates of today's wine consumers move increasingly toward balance, the wines of South Africa, are moving in the same direction.

Voila - a match made in heaven! Interviews with several importers South African wines point to the growing quality of the country's wines, which is leading to broader acceptance in the US marketplace where it share of sales remains around one percent.

At Cape Classics, a leading importer of the wine based in New York, Molly Choi, executive vice president, sales and marketing, declares: "Everything about South African wines is about balance so they're fantastic partners for food."

As consumers explore new wines, Choi urges restaurateurs to "hold their hands and help them be empowered to make these choices. You have the opportunity to give them great experiences. And we are seeing savvy diners move beverage programs."

Her company, she adds, seeks to "capture and move people toward Chenin Blanc. It's like Pinot Grigio but richer, fuller. I call it Pinot Grigio with muscle. It goes brilliantly with a lot of foods. In an oaked form, it's amazing."

The Chenin Blanc Association, adds Cape Classic's Choi, came about because the grape was under-appreciated. "It's a fun grape with a lot of potential. We've created a consumer campaign and 'Cheninista' is my Twitter handle."

Fifteen years ago, she observes, there were no black students studying winemaking although unskilled black workers made up the majority of farm employees.

Companies such as Cape Classics tried to motivate

change, creating a scholarship program to excite and involve students at higher levels. The company's Indaba Scholarship has supported 10 students, she points out, two of whom went on to become winemakers. "Allison Adams was our second student and after doing her grunt/assistance work, is now Kumkani's winemaker," she adds.

Mzokhona Mvemve, the first Indaba student, became Indaba's winemaker upon graduation and later created his own label before moving into the agricultural sector for the government, Choi says.

In Atlanta, importer Worthwhile Wine's Tom Lyons notes that over the past 15 years and especially, the past five, there's been "a definite upswing in quality," due to a number of factors such as:

• Younger winemakers whose total exposure to wines is "post-Apartheid, truly international experience and who see their country and what wines from it should express differently, are the citizens of "Rainbow Nation," a nation of incredible diversity and complexity, and they make wine in one of the most diverse wine regions in the world, giving them the mindset that matches the terroir."

• Investments in better components, better fitting clones, different yeasts, and oak, better technology across the board and all crucial to improved quality."

• Sustainable practices – "wines made with care for the earth and for the people who work the earth will consistently deliver better quality, complexity and distinctiveness. Workers treated in a way that gives them a sense of concern for where they work and a feeling of belonging, act with more conscientious effort."

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Old-fashioned muesli from Bob's Red Meal

Bob's Red Mill Natural Foods, Inc. introduces new Gluten Free Muesli, one of the few versions now available and created in response to customer demand. A hearty, wholesome mix of whole grain glutenfree rolled oats, sunflower and pumpkin seeds, dried cranberries and apples, brown rice puffs, almonds and coconut it may be served as a hot or cold breakfast cereal, packed with protein, fiber, vitamins and minerals. Each serving provides 17 grams or more of whole grains, a significant amount of the recom-

mended daily whole grain intake of 48 grams. Learn more about the wide range of gluten free products at www.bobsredmill.com.

Nantucket Pasta Goddess serves hand-crafted pastas

Liliana Dougan, the Nantucket Pasta Goddess, saw a need for "a better pasta that didn't skimp on taste or texture" yet was gluten-free to meet the needs of celiac patients or simply those seeking a healthier diet. Her pastas- all gluten-free, come in such choices as lemon tarragon tagliatelle, butternut squash ravioli, rosemary lemon gnocchi, and more. Visit www.nantucketpastagoddess.com.

Udi's full range of bread & baked good options

Udi's Gluten Free offers a broad variety of bread and baked good options for foodservice operations, both commercial and non-commercial. Choose from breads, bagels, muffins, pizza crusts, cookies, granola and tortillas. Products are available in a variety of pack sizes. Visit <http://foodservice.udisgluten-free.com/contact>.

Hiro Sake a versatile line for restaurants

Hiro Sake, a versatile line of sake, comes in two new gluten-free, sulfite-free and histamine and allergen-free variations – Hiro Junmai Ginjo (Blue) or Hiro Junmai Red. The beverages may be drunk hot or cold, straight up, or as a white spirits replacement in cocktails. Japanese sake contains only half the alcohol of traditional spirits and is 43 calories per ounce. Mix equal parts



of Hiro Junmai Red with dark spiced rum and apple cider, heat on the stove or microwave in a mug and sprinkle with cinnamon. Garnish with a cinnamon stick. Visit www.drinkupny.com



Gluten-free organic soy sauce from San-J

San-J organic gluten-free Tamari soy sauce, gluten-free reduced sodium Tamari soy sauce and gluten-free Tamari soy sauce are available from Tamari's gluten-free, kosher foodservice program. The sauces are in 64 oz. and 5 gallon sizes. A portion pack for to-go meals comes in 1/4 oz. 200 size. Other items include a line of gluten-free Asian sauces including Thai Peanut, Szechuan, Teriyaki and Orange Sauce are all natural, certified gluten-free and kosher. The company also makes gluten-free brown rice cracker in four variations. Go to www.san-j.com.

Less than 150 calories in pint of Arctic Zero®

There's a low fat, gluten-free alternative to traditional ice creams in Arctic Free®s frozen desserts which are also fat-free and suitable for lactose intolerants. The kosher dessert is non-GMO, has eight grams of fiber and 14 grams of why protein per pint, and is low glycemic and suitable for persons with Type 2 diabetes. It's available in seven delicious flavors including

cookies & cream, strawberry and vanilla maple, and also comes in seasonal offerings. The company also makes Arctic Zero Bars with 85 calories a bar, and all of the attributes of the frozen desserts. The bars are packed four to the box. Go to www.arcticzone.com.

Filipino cuisine all gluten-free from Kusina

Kusina's full line of gluten-free, all natural, heat and serve specialties includes chicken empanada, Vegetable Lumpia, Chicken Sisig, Chicken Lumpia, Chicken Adobo, Pork Adobo and Vegeta ble Pancit. Try these delicious items and explore Filipino twists on Asian eggrolls



Lobster Mac and Cheese from Linda Bean

Linda Bean's Maine Lobster introduces gluten-free lobster mac and cheese with rice pasta, lobster meat and Vermont and Colby cheeses. The Maine dish contains no trans fats and is a good source of calcium and Vitamin A. Visit www.lindabeansperfect-maine.com.

and spring rolls, specialties with Moroccan influences, and empanadas with anti-biotic-free chicken. Go to www.ramarfoods.com or call Rom Chisan at 805-660-6162.

Organic powdered peanut butter from Betty Lou's

Betty Lou's organic powdered peanut butter has only one gram of fat per serving, no cholesterol and is low sodium. The product line includes Chocolate Peanut Butter as well as regular. Preparation is simple - mix the powdered peanut butter with water to create. The sustainably harvested coconut sugar enhances the natural sweetness of the premium, custom-roasted organic peanuts, and sea salt rounds out the flavor profile. Go to www.bettylousinc.com.

From Kosherfest comes Holy Macaroon!

Urban Nosh introduces on the go snacks such as Holy Macaroon!, gluten-free coconut covered in chocolate and topped with coconut flakes and almonds. Go to www.mazeltloff.com.



New gluten-free items from Kedem Food Products

New items this year include gluten-free Yehuda crackers and gluten-free Yehuda matzoh-style meal and farfel. The company also has a new certification for the Sephardic community, Star-SP.

Caribbean Liquid Sugar sweeteners Stevia-based

Lil' Shuga! and Nesugar™ Light from Caribbean Liquid Sugar are gluten-free with no GMOs, and are kosher, vegan and preservative-free. Nesugar is reduced sugar syrup, said to have up to 75 percent fewer calories than sugar alone. Visit www.caribbeanliquidsugar.com



Celebrate the International Year of Quinoa

2013 brings the UN's International Year of Quinoa, an initiative to enable exchange of information and generate programs for sustainable development of global quinoa cultivation. Indian Harvest offers four Bolivian quinoas

in white, red and black varieties, all gluten-free: Golden Jewel Blend®, Mountain Red Blend™, Rio Medley™ and Sunrise Blend with Quinoa Flakes®. Visit www.indianharvest.com.



Vintage cocktail mixers all gluten-free

Powell & Mahoney, Ltd. vintage original cocktail mixers offer an all-natural, hand-crafted line of cocktail mixers that are gluten-free. Mixers include low-cal Margarita, Peach Bellini, Hot Toddy and many more. Visit <http://powellandmahoney.com>.

Tasty snack crackers from Blue Diamond

Blue Diamond introduces a variety of Artisan Nut Thins® with whole grain goodness from brown rice, no wheat or gluten, nutrition from seeds, and delicious flavors. Flax-Seed provides 400 mg of ALA Omega-3 and Multi-Seeds have 21 g of whole grains. Sesame seed offers a good source of fiber. Go to www.bluediamond.com.



All natural gluten-free preserves and jellies

All Bonne Maman preserves and jellies are gluten-free with no additives, natural sugar and perfect fruit. No artificial flavors, fructose, or corn syrup are used in the 13-oz. jars with original flavors such as strawberry and apricot and newer ones like the Mirabelle Plum. Go to www.bonnemaman.us.

Muffin Town introduces new gluten-free choices

Chelsea, MA-based Muffin Town introduces new whole grain gluten-free individually wrapped 3 oz. muffins and 2 oz. Snack'N Loaves in blueberry, chocolate chip and coffee cake varieties for foodservice, packed 24 four packs to a case or 72 individually wrapped snack loaves to the case. Go to www.muffintown.com or call 617-716-6117.

Liquid dietary supplement to enhance energy

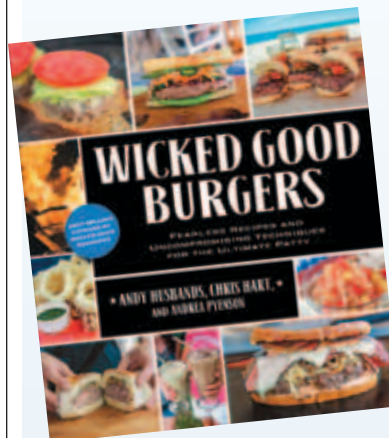
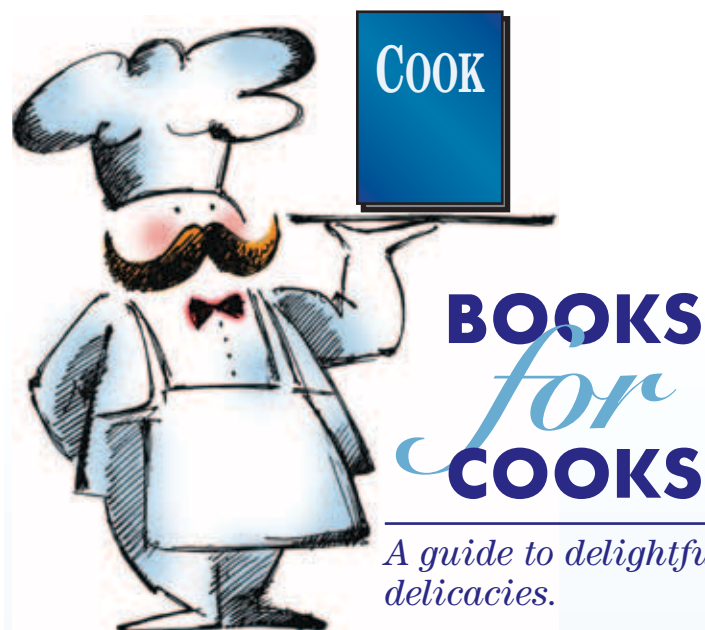
Genesis Today introduces Organic Acai 100, a pure dietary supplement from USDA certified organic wild-harvested acai berries sustainably sourced from the Amazon rainforest. The product is certified kosher, vegan and is also gluten-free, wheat-free, dairy-free, GMO-free and soy-free. Acai berries are said to enhance energy, appearance and overall health by supplying vitamins, minerals, essential fatty acids and antioxidants. See www.genesistoday.com.

Love and Quiches intros Peek-A-Boo chocolate truffle

Peek-A-Boo Chocolate Truffle lava cake from Love and Quiches has a heart of chocolate ganache which becomes a rich, molten chocolate sauce when warmed gently. The dessert is made without wheat flour so is gluten-free, Kosher dairy and an intensely chocolate addition to dessert menus. Visit www.loveandquiches.com.

Devotion Vodka first sugar and gluten-free spirit

Devotion Spirits, Inc. maker of protein-infused Devotion Vodka, introduces what it says is the first sugar-free, gluten-free flavored vodka family. Flavors are Blood Orange, Black and Blue and "The Perfect Cosmo." Black and Blue has a mix of Oregon blackberries and California blueberries for a berry profile. "The Perfect Cosmo" allows addition of a splash of sugar-free cranberry juice to two oz. for a sugar-free Cosmopolitan. For information and recipes, go to www.devotionvodka.com.



Wicked Good Burgers, Andy Husbands, Chris Hart, and Andrea Pyenson, Fair Winds Press, \$22.99

Lovers of great burgers will want to learn from masters such as Andy Husbands, award-winning chef-owner of Boston's Tremont 647 and leader of IQUE, an award-winning BBQ team, Chris Hart, BBQ competitor on IQUE who won the Jack Daniel Invitational World Championship in 2009, along with food writer Andrea Pyenson. They offer "fearless recipes and uncompromising techniques for the ultimate burger."

They begin with grinding the meat, burger blends, shaping, cooking methods, equipment – the basics before going on to actual recipes.

These include side items such as Gram's Bread and Butter Pickles, and even a Perfect Turkey Burger, Glo's Bean Salad, and Red Hots, the BBQ team's topping of jalapeno peppers, fresh pineapple and seasonings to add a spicy

kick, in addition to numerous other toppings and side dishes. Joanne Chang of Boston's Flour Bakery's Burger Buns recipe is also included.

The \$100 Burger from Wagy brisket and short ribs, combined with foie gras takes honors as the most over the top burger in the book. Other unexpected choices include the Homage to Island Creek Oysters Burger, described as "the ultimate surf and turf combo" in which ground pork and beef chuck meet fried oysters. The burgers top lettuce and are then covered with two slices of bacon and three fried oysters and the top of the bun.

Other 'not your everyday burgers' are the Belted Cow Bistro Veal Parmigiana Burger from Chef John Delpha of Belted Cow Bistro in Essex Junction, VT: Bacon Cheeseburger Soup (for leftover cheeseburgers); a Beet Burger for vegans; the Duck Burger from duck legs confit; an All-American Bison Burger; Lamb Juicy Lucy with mint, Feta cheese and Greek yogurt; the Yellowfin Tuna Burger with fresh ginger and homemade mayo; a Banh Mi Burger made with boneless pork shoulder or butt; the Caribbean Goat Burger seasoned with molasses, cumin, cinnamon and brown sugar; and the Koh Hum Scallop Burger, reflecting Andy's love of Thai flavors.

All are illustrated with Ken Goodman's mouthwatering photography.

Fresh Off The Boat, Eddie Huang, Spiegel & Grau, \$26.00

Eddie Huang, owner of New York's Baohaus in the East Village, offers a memoir both hilarious and heart-wrenching of growing up in suburban Orlando, the oldest son of a hustler father who owned steak and seafood restaurants and hysterical Taiwanese mom, both 'fresh off the boat'. Always the underdog, he grew up obsessing about football, enamored of food, and always in search of his place in the world. His journey took him down numerous paths from law school to stand-up comedy spots to a trip to Taiwan, which, he says, "got me into food in a way I'd never experienced it before."

Always feeling like "the Chink, an outsider," he became a lawyer in mid-town Manhattan, only to find out it was not for him. As a sideline, he promoted parties and learned about Middle Eastern cuisine and at night, became a stand-up comedian, using his sets as a way to clarify bullying. It wasn't, he says, about "black, yellow or white, but bullying. It applied to any and everyone who was ever picked on."

This led to a spot, found on Craigslist, on The Food Network's Ultimate Recipe Showdown. New York gave him new confidence and he liked that "food took priority." He calls it "the best eating city not called Tokyo or Taipei and we owe it to people Fresh Off the Boat." At 27, he made the decision to open a restaurant.

Baohaus opened with only five items, not one "inspired by famous chefs, farms or trends." They made \$260 the first day. Today they make that in an hour.

Huang's objective was to become a voice for Asian Americans. Within 24 hours of opening, the restaurant was compared with Momofuku.

Today he only uses natural, hormone and antibiotic-free meats because "it's the right thing to do." He describes the style of service as "the anti-Danny Meyer." When The New York Times review appeared, business began to skyrocket. Fresh Off the Boat will inspire, while making you cry, laugh and applaud.

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