



ON TARGET

OFFICIAL PUBLICATION OF THE COMMERCIAL FOOD EQUIPMENT SERVICE ASSOCIATION

JULY & AUGUST 2014

GET INVOLVED

BY PRESIDENT PAUL TOUKATLY

NEW SESSIONS FOR FALL CONFERENCE

BY EXECUTIVE DIRECTOR HEATHER PRICE

HOW DID YOU GET YOUR START?

BY BARRY DEUTSCH

MANAGEMENT TRAINING

FALL
CONFERENCE
EDITION

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ON THE MENU

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ON TARGET is the official publication of the Commercial Food Equipment Service Association. On Target is published on a bimonthly basis. New advertising prices in On Target are now available through the end of 2014. Lock in your price and lock out your competition. If you have any questions regarding advertising, content or need further information contact Justin Chew at CFESA Headquarters: Toll Free 877-414-4127 or via email at jchew@cfesa.com.

Commercial Food Equipment Service Association

3605 Centre Circle · Fort Mill, SC 29715
336-346-4700 (p) · 336-346-4745 (f)
www.CFESA.com



At our CFESA conference in Chicago last May, one of the items we decided to focus on was increasing member participation. I am happy to say that we have already seen how quickly progress can be made when more people are involved.

Here are a few examples:

When we announced that the World Headquarters would have training kitchens, Mark Wehrenberg from Service Plus in New Jersey, immediately came forward and offered the services of his company in the layout and design of the new kitchens. Mark has made numerous trips to the new facility, and is meeting with the board at our summer meeting in Charlotte to show us some preliminary designs and to gather suggestions. We appreciate Mark's efforts. Although Service Plus was the first company to come forward, many others followed and we also appreciate their offers of help during the design phase of the Training Center.

We realized from the start that funds would be necessary to make our new home a reality. Kirby Mallon of Elmer Shultz Service Inc. put together a team to solicit financial donations from our membership as well as from our allied associations. We want to thank Tina Reese of Commercial Appliance Parts & Service Inc., Scott Hester from RSI, Dan Dibeler from K&D Factory Service Inc, and Patrick Duffy of Duffy's Equipment Service for dedicating their time to this vital effort. As of this moment, all the numbers are not in, but we feel sure that their efforts will be a success. This seems like a good place to express our gratitude to all of you who have made donations, at whatever level you have been able to support us, and we appreciate your generosity. Rest assured that your donation will be put to good use. For those of you who have been thinking of giving but have not come forward yet, please make whatever contribution you can so that we can continue the momentum.

We wanted to ensure that all of our classrooms offered maximum flexibility. An ad-hoc committee was formed that included some of our trainers as well as companies that have handled multiple installations to make sure that all the utilities necessary would be available in each room. Wayne Stoutner of Appliance Installation & Service, John Schwindt of Hawkins Commercial Appliance Service, John Orr from RSI, and Mike Reed from Tech 24 were instrumental in providing that information.

Our good friends at NAFEM, FCSI, FEDA, and MAFSI who have been very supportive, asked for a "punch list" of equipment we would need for the training center. Trainers Paul Pumputis of Duffy's Equipment Service, Dave Duckworth from Commercial Kitchen Parts & Service, Jeff Sliter from Commercial Parts & Service, Tom Slack from AR Repairs Baker's Kneads, and Bill Findlay with Unified Brands worked to put together a wish list of equipment we need. I should mention that NAFEM has not only been generous in equipment, but many of their members have also contributed financially. In addition MAFSI published an article for us in their last MAFSI Matters helping us to promote the facility.



NEW SESSIONS FOR FALL CONFERENCE EXECUTIVE DIRECTOR'S MESSAGE, HEATHER PRICE



We are excited to announce that we have officially moved into the new CFESA World Headquarter and Global Training Facility! Please make sure to adjust your records to reflect the new mailing address: CFESA -3605 Centre Circle- Fort Mill, SC 29715, all emails, phone and fax numbers remain the same.

The Sponsorship Ad-Hoc Committee has been hard at work building up the sponsorship funds to help with the build-out/construction costs of the proposed 4 test/training kitchens. With your support, we will have this project completed in a timely manner and be able to host our first hands-on training in 2015! It is exciting to see the sponsorship list grow and we thank those who have stepped up already. Sponsorship information is located in this edition for your review.

With the move in completed we have turned our focus towards the upcoming CFESA 14 Fall Conference at the Ocean Reef Club in Key Largo, FL. This conference will host two new sessions for the CFESA membership. The first is the Young Executives Council (YEC), which will be held as a luncheon on Monday September 22, 2014 from 12-1pm, and is geared toward the generation of CFESA members (all categories) who are 45 years of age or under. This will be an ongoing series of educational seminars designed to mentor these executives and provide them with practical tools needed to be successful in the commercial food service industry. These meetings will be held during the CFESA conferences and will have intermittent web-based meetings once a month. In turn we look forward to the new ideas and creativity this council will bring back to the whole CFESA membership. There is no additional cost to attend the sessions and you may register on the conference page of the CFESA website. Bruce Hodge, of General Parts Inc., will be the instructor for these courses and we will also bring in specialized guest speakers for different topics.

The second new session during the conference will be the Manufacturer's Networking Stations. We are extending these complimentary stations to all Manufacturers who attend the CFESA conference and will take place during the opening reception on Monday September 22, 2014, from 6-7pm. This opportunity will allow the manufacturers to display their wares and provide the conference attendees with a personal introduction to their teams.

The hotel cut-off date is fast approaching so make sure to reserve your rooms today. The board has put together a great agenda and the complete conference details are available in this edition and on the CFESA website www.cfesa.com. Have a great summer and I look forward to seeing everyone in September!



Heather Price

MEMBER & HEADQUARTER NEWS

NEW CFESA MEMBERS

Join CFESA Headquarters in welcoming three new Affiliate Members and one new Associate Member to CFESA.

NEW AFFILIATE MEMBER

SHARPTEK SUPPLY

751 Rockville Pike, Suite 4A, Rockville, MD 20852
800-971-4495
Matthew Hartenau

OZARKS FOOD EQUIPMENT

630 N. Prince Lane, Springfield, MI 65802
417-862-1779
Steve Paulsell

MIDSTATE RESTAURANT SERVICE INC

9109 SW 30th Terrace, Oklahoma City, OK 73179
405-265-7111
Michael Johnson

NEW ASSOCIATE MEMBER

MODERN STORE EQUIPMENT

2045 Rt. 130 N, Burlington NJ 08016
609-241-7254
Miranda Horn

2014 REGION 2 MEETING - OCTOBER 13 IN HANOVER PARK, IL

Region 2 has scheduled a 2014 Meeting for October 13, 2014, at Everpure, LLC in Hanover Park, IL. Details are still being worked out. Contact Craig Szczuka from Falcon Services at crag@falconservicestl.com to suggest agenda topics, for more information, or to RSVP.

CERTIFICATION NEWS

CFESA congratulates CSI - Coker Service Inc. as well as A R Repair Baker's Kneads Inc. for their recent company certification. Certified CFESA companies must recertify every three years in order to maintain certified status.

2014 REGION 4 MEETING - OCTOBER 16 IN COLUMBIA, SC

Region 4 has started discussions surrounding this year's

regional meeting and would like your input. This meeting will be held at Whaley Food Service in Columbia, SC, October 16 & 17. If you are interested in attending or have agenda ideas please reach out to Carrie Keehn at Carrie.Keehn@whaleyfoodservice.com or feel free to give her a call at (803) 996-9930.

2014 REGION 5 MEETING - OCTOBER 10 IN ROSEDALE, MD

Region 5 has scheduled a 2014 Meeting for October 10, 2014, at EMR 9100 Yellow Brick Rd, Rosedale, MD 21237. On the agenda: new service vehicle options and demonstrations, Vulcan plant tour (if permissible), MAFSI sales representative presentation, Manitowoc New North East Regional Manager invitation and possible presentation, possible training presentation from Ignitior Labs, equipment installation presentation, service vehicle inventory techniques. Also scheduled is an aquarium adventure. Contact John Sappo at john@daubers.com or Bruce Peeling at bpeeling@emrco.com to suggest agenda topics, for more information, or to RSVP.

WILLIAM "BILL" EICHENAUER INDUCTED INTO DECATUR HALL OF FAME

On Thursday June 26, 2014, William "Bill" Eichenauer was inducted into the Decatur Hall of Fame at the Decatur Civic Center. Mayor Mike McElroy said "There are so many people who do so many great things for this community. There's some way that people have to know that it's not what your job is, it's who you are as a person and what you do for others." Bill passed away in 2008 at 78. Bill was designated Citizen of the Year in November 2007.

PASSING OF KEITH H. JOHNSON -JACKSON SERVICE COMPANY



On Sunday, July 6th, Keith H. Johnson passed away at the age of 85 after a ten month battle with cancer. He left us in the comfort of his home with family close by. He founded Jackson Service Co. in 1963 with his partner Elden Hubbard providing equipment repairs and chemicals to dish machines. As the business grew so did

MEMBER & HEADQUARTER NEWS, INDUSTRY NEWS

his relationships with manufactures, rep groups, dealers and end users. Keith was a beloved husband of 61 years to Ruth, a loving loving father of Linda (Kris) Schulz, Kirk Johnson, and Keith E. (Corinna) Johnson, and a dear grandfather of Shea, Sydney, Schuyler, Haeli, Kelsey, Kara, Neal, Keith A., and Evan. He is survived by numerous extended family members and loving friends.

CFESA PROFIT SURVEY

CFESA allocates budget money each year to conduct a profit survey of the service company members. The survey is completely free to you as a CFESA member benefit. When you provide your information to the Profit Planning Group, you receive very specific comparisons of your company to the industry norms in expenses, gross margin and employee productivity. It is your roadway for improving results. Your participation also makes your company eligible for points toward CFESA Company Certification. YOUR DATA IS HELD STRICTLY CONFIDENTIAL BY THE PROFIT PLANNING GROUP, which has an unblemished record of confidentiality. The survey can be found at [HTTP://BIT.LY/CFESA14-PROFIT](http://bit.ly/cfesa14-profit)

CFESA HAS OFFICALLY MOVED

Please take note of our new address as CFESA will no longer have access to our old PO box.

CFESA HQ

3605 Centre Circle
Fort Mill, SC 29715

GENERAL PARTS IS ON THE MOVE

Beginning July 17, 2014, the Bensenville, Illinois facility will be moving to their new facility location in Lombard, Illinois. That new address is 1068 Garfield Street, Lombard, Il 60148.

THE NAFEM SHOW 2015

The NAFEM 2013 Show had nearly 19,000 foodservice professionals participating and 10,156 show attendees, up nearly 3% over 2011. Were you there? Would you like to go to Anaheim for the NAFEM Show 2015 for free?



Sign-up for the NAFEM Scholarship Program [HTTP://BIT.LY/NAFEM15](http://bit.ly/NAFEM15) and receive \$500 to offset the cost of your flight and free admission to the show. As an added value to your CFESA membership you can also register for the show and use "CFESA15" during checkout to receive free admission. [HTTP://BIT.LY/NAFEMFREE](http://bit.ly/NAFEMFREE)

Source: NAFEM

DARDEN UNROLLING \$40M OLIVE GARDEN MAKEOVER

During the next three years, 300 older-style Olive Garden outlets are targeted for the chain's new Revitalia-style makeover featuring lighter fare and less cluttered interiors.

Source: www.fermag.com

NEW TEAM MEMBERS AT CFESA

CFESA announced the addition of Justin Chew (jchew@cfesa.com) as the new Director of Marketing as well as Lisa Walker (lwalker@cfesa.com) taking over the Accounting Administrator role. Justin, previously an Account Executive for GMR, has been in marketing for over 10 years and will assume leadership responsibility for the marketing and IT functions within the Fort Mill Headquarters



office. Lisa got her start at Carter Hoffmann Corp as an Engineering Coordinator for 5 years, then went on to pursue accounting.



Continued on page 16

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- Easy parts search and ordering process
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Contact us to order parts:

1 800 822 2303

PartsXpress.ecolab.com

PartsXpressVIP.ecolab.com



Equipment Care

CFESA WORLD HEADQUARTERS AND GLOBAL TRAINING CENTER

SPONSORSHIP OPPORTUNITY

Now that CFESA has started settling into the new building, we are asking for **your** help in making our new headquarters into a state of the art training facility. Many industry leaders have already expressed interest in this exclusive opportunity, don't miss your chance to make a huge impact on future members

Manufacturer Sponsorship

Platinum Level - \$7,500

Sponsors also receive:

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- Display of Platinum Sponsorship on CFESA.com
- CFESA Sponsorship plaque to display at your facility
- Full article in an upcoming *On Target* about your company
- Social Media Spotlight
- eNewsletter Spotlight



Gold Level - \$5,000

Sponsors also receive:

- Display of Gold Sponsorship at CFESA HQ
- Display of Gold Sponsorship on CFESA.com
- CFESA Sponsorship plaque to display at your facility
- Social Media Spotlight
- eNewsletter Spotlight



Silver Level - \$3,000

Sponsors also receive:

- Display of Silver Sponsorship at CFESA HQ
- Display of Silver Sponsorship on CFESA.com
- CFESA Sponsorship plaque to display at your facility
- Social Media Spotlight



Bronze Level - \$1,000

Sponsors also receive:

- Display of Bronze Sponsorship at CFESA HQ
- Display of Bronze Sponsorship on CFESA.com



Manufacturer Sponsor Info
<http://bit.ly/cfesa112>

Member Sponsorship

Platinum Level - \$1,200

Sponsors also receive:

- Display of Platinum Sponsorship at CFESA HQ
- Display of Platinum Sponsorship on CFESA.com
- CFESA Sponsorship plaque to display at your facility
- Full article in an upcoming *On Target* about your company
- Social Media Spotlight
- eNewsletter Spotlight



Gold Level - \$750

Sponsors also receive:

- Display of Gold Sponsorship at CFESA HQ
- Display of Gold Sponsorship on CFESA.com
- CFESA Sponsorship plaque to display at your facility
- Social Media Spotlight
- eNewsletter Spotlight



Silver Level - \$500

Sponsors also receive:

- Display of Silver Sponsorship at CFESA HQ
- Display of Silver Sponsorship on CFESA.com
- CFESA Sponsorship plaque to display at your facility
- Social Media Spotlight



Bronze Level - \$250

Sponsors also receive:

- Display of Bronze Sponsorship at CFESA HQ
- Display of Bronze Sponsorship on CFESA.com



Member Sponsor Info
<http://bit.ly/cfesa113>

HOW I GOT MY START

BY: BARRY DEUTSCH, PRESIDENT, R & B COMMERCIAL SERVICE, ALBUQUERQUE, NM

The short answer to that is a jobs posting board at The Unemployment Office. Yes that is a fact and I'll get to that in a moment but first a little background on my earlier years.

Even when I was just a little kid I knew that I wanted to work with my hands (preferably outdoors) and hoped that I would never have to wear a tie or sit at a desk. I was always the one helping my dad fix things around the house, maintaining the family cars and trucks and before long I was repairing bicycles for friends in my neighborhood.

I grew up in Queens, NY, and fortunately the high school I attended had a vocational studies program that centered on electro-mechanical technology. I enrolled in the 2 year course where I learned aspects of electricity, welding, sheet metal, motor repair and other technical subjects. Upon graduation, I entered the Air Force and became an avionics instrument system repairman. After 2 years on active duty I signed on with the California Air National Guard and continued as a weekend warrior maintaining C-130 cargo planes. But I needed a full time job and started looking in the aerospace industry thinking that I had enough experience to land something in avionics. Well the only job offer I received and took was an assembly line position soldering circuit boards on a bench. I lasted 5 days, I hated it and walked out thinking I could collect unemployment insurance [I had just come off military active duty] while I wait for something to open up in the aerospace field.

So off I trudge to the local unemployment office to apply for benefits. I was quickly informed that since I just voluntarily left the assembly line job, my application was probably going to be denied. I was pointed to a jobs posting board that was on a wall in the same office. I really needed a job, I had no money to speak of and now that I probably wouldn't get any unemployment benefits I was feeling a little desperate.

I remember it like it was yesterday, the posting read "Driver/laborer needed". The people at the unemployment office called the company that had posted the ad and setup an interview for me. The company was Valiant Restaurant Equipment in Santa Monica. It was a very small company that sold new and used equipment as well as performed repair and service work. I was hired that same day, and quickly started learning by apprenticing with the 2 technicians that worked there. One of the guys knew appliances, the other was a refrigeration tech. My career took off from there as I moved on to work for Golden State Appliance and then relocated to Albuquerque where in 1986 I started R & B Commercial Service.

From the moment I walked into that first restaurant kitchen I realized there would always be a need for food equipment service technicians. Between the volume of product being produced, to the abuse of the equipment by the staff, and the ambient conditions in the kitchen, to the advancement in technology, it's been my career since. I do sit at a desk these days more then I want to, but I still very much enjoy working with my hands and getting out in the field on occasion.

I was very fortunate to have been pointed to that jobs posting board 38 years ago this summer. Who would have ever thought?



CFESA MANAGEMENT TRAINING

BY: LINDA RILEY

Have you ever wondered if management is the career direction that is right for you? Are you already a manager and secretly wish you had a little help in communicating with your team or your customer base? Are you a company owner and are wanting your team members to be able to ascertain their strengths and improve in their challenged areas? Then this is the course for you!

Ron Canestro is an experienced speaker, former CFESA President and Service Company owner. He understands the workings of our industry. During the course, he demonstrates how to successfully operate at a management level by applying real-life and textbook ways of approaching industry type problems. Using interactive discussions and peer participation each student will be given the tools for self-improvement, team building and communicating with customers.

When: October 22 - 24, 2014
Registration Cut-Off Date is October 7, 2014



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MON, SEPTEMBER 22, 2014 -
WED, SEPTEMBER 24, 2014

ROOM BLOCK:

COMMERCIAL FOOD EQUIPMENT
SERVICE ASSOCIATION (CFESA)

WEBSITE:

[HTTP://BIT.LY/CFESA115](http://bit.ly/cfesa115)



WHERE:

OCEAN REEF CLUB
35 OCEAN REEF DRIVE, SUITE 300
KEY LARGO, FLORIDA 33037
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1-800-843-2730

CHECK-IN:

4:00PM

CHECK-OUT:

11:00AM

BOOK BY DATE:

AUGUST 14, 2014

ROOM RATE:

\$179 PER NIGHT

KEY-NOTE SPEAKER

Building a Team That Works Without You
By: Bryan J. Dodge

This is Bryan Dodge's most popular and requested educational program. He will energize you to unleash your full potential by engaging you to new skills in how to lead today's generation. People do not want to be managed; they want to be coached and mentored in these ever-changing times.

The goal of this training is to give you the tools to create a culture that stands strong during tough times. You will learn effective communication and team building skills that will form the chemistry of a winning team that will step up and accomplish more when you are not with them. Bryan will help you identify your bad habits that deteriorate overall team progress and help you eliminate them. The end result is creating the momentum needed to succeed in the marketplace today. He will conclude with a segment on work/life balance. Bryan's program is refreshing and entertaining, yet informative and educational. His dynamic teaching method keeps his audiences fully engaged.





2014 FALL CONFERENCE

With the Fall conference quickly approaching, now is the time to book your conference registration and hotel. The spring conference brought many excellent opportunists to network and connect with some of the top industry leaders. The Fall conference promises to be one for the books.

As an added benefit, CFESA is now offering a **\$100 discount** on multi-registration.

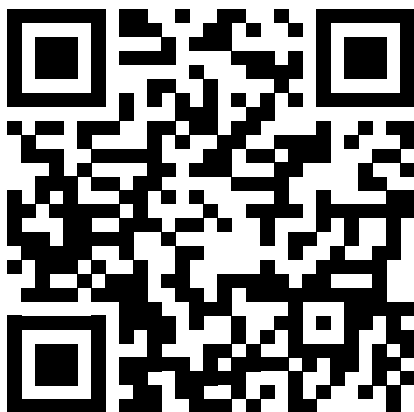


Whether it be Bryan's keynote on Building a team, or the Analytics of Training rotating workshops we have setup, you are sure to find something that will be beneficial as well as educational.



CFESA has also decided to help you focus on the networking by offering multiple chances to meet and connect with your peers, as well as some of the leading industry manufacturers. We will need your help to make those connections a reality. If you would like to help sponsor this year at the fall conference please contact Justin Chew at jchew@cfesa.com for additional information and current needs. Sponsorship spots are filling up very quickly so make sure you read more about this opportunity on page 15 and contact Justin soon. Please note that we will be going paperless this year meaning you will need to download the event app found on page 14. The app is still being updated but feel free to login now and begin planning your conference.

At this years conference, you will need to download the mobile app to access Fall Conference information.



On the lighter side of things, we have recently added 3 new optional activities to the agenda for you to pick from. As always, we will have our annual Golf Tournament but this year you will also have the option to decide between Snorkeling, Kayaking and a guided bike tour around the island. For more information regarding the agenda please see page 16.

2014 FALL CONFERENCE AGENDA

MONDAY, SEPTEMBER 22

7:30a – 8:30a

Yoga on the Beach

8:00a – 12:00p

Registration is Open

8:30a – 9:50a

Service Managers Meeting
(Manufacturers Only)

9:00a – 10:00a

Future CFESA Board of Directors
Workshop - Tony Rapanotti

10:00a – 12:00p

NAFEM / CFESA Liaison Meeting
(Open to all Conference Attendees)

12:00p – 1:00p

Young Executives Luncheon -
Bruce Hodge
(Open to all 45 and under)
Pentair Sponsored

1:00p – 3:00p

Committee Meetings
- Business Technology - Education Training
- Marketing - Member Services

3:15p – 5:00p

Board of Directors Meeting
(Open to all Conference Attendees)

5:30p – 6:00p

First Timers Reception
(By Invitation Only)
Sponsorship Opportunity Available

6:00p – 7:00p

Opening Reception & Manufacturer
Networking Stations
Vulcan Sponsored

TUESDAY, SEPTEMBER 23

8:00a – 9:00a

Breakfast

9:00a – 10:30a

Membership Meeting

10:30a – 10:45a

Morning Networking Break

10:45a – 12:00p

Key Note Speaker: Bryan Dodge
“How to beat your best year ever”

12:00p – 1:00p

Luncheon & Update from Allied
Associations
Sponsorship Opportunity Available

1:00p – 5:00p

Rotating Workshops

- Analytics of Training
Jason Rykken
- How to Promote the CFESA
Advantage (Part 2)
Gary Potvin
- A New Profit Source
Carol Wallace
- New Technology
Mike Orlando

7:00p – 9:00p

Glow in the Dark Volleyball
Sponsorship Opportunity Available

WEDNESDAY, SEPTEMBER 23

8:00a – 9:00a

Breakfast

9:00a – 10:00a

Panel Discussion

10:00a – 10:15a

Morning Networking Break

10:15a – 11:00a

Optimizing Supply Chain
Processes - Guest Speaker

11:00a – 12:00p

Key Note Speaker: Bryan Dodge
“Building a Team That Works
Without You”

12:30p

Optional Activities

- Golf Tournament
Sponsorship Opportunity Available
- Snorkeling Tour
- Kayaking Tour
- Bicycle Tour

7:00p - 8:00p

Presidents Closing Reception
Bonfire & Corn-hole Tournament
Sponsorship Opportunity Available



Scan the above image to be taken
directly to the Mobile Conference






CFESA

Annual Conference Sponsorship Opportunity

SEPTEMBER
22 - 24, 2014

2
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4




Golf Sponsorship

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-  Prize Sponsorship
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Luncheon Sponsorship

-  ~~Young Executive Luncheon~~
-  Update from Allied Associations

Reception Sponsorship

-  First Timers Reception
-  ~~Opening Reception & Manufacturer~~
-  Presidents Closing Reception

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Contact Justin Chew
for additional info
jchew@cfesa.com

Continued from page 4

While our new World Headquarters encompasses the efforts of our membership, in the background there is movement on all the committee action items due to the active registered members of each committee.

In previous *On Target* issues we have mentioned how Mike Via from RSI and Cassidy Martin of General Parts have been working with the NRA's education wing. Because of their efforts, CFESA, through our CFESA Cares program is now researching sponsorship opportunities available for the program.

During a break between speakers in Chicago, Bill Hagar of Hagar Restaurant Service and I had a conversation about a local community college he had been working with. In his conversations with the college, Bill had expressed the need and difficulty in finding quality trained technicians. The administration from Oklahoma City Community College (OCCC) were very interested in putting together a program to train hot side technicians in the same way the HVAC technicians are trained at many colleges across the country. Bill immediately saw that this was something that CFESA should be involved in. Due to Bill's efforts, CFESA is now working with OCCC to develop a nationally accredited education program that would include apprenticeship programs for hot side technicians. We believe that once this program is up and running it will be able to be copied across the country.

While CFESA is busy, and while these are important projects, that is not the point I wish to make. The point is how much we can get accomplished when membership is involved. Please don't think that with so many people already involved we won't need you, nothing could be further from the truth. Get involved! Let us hear from you! Let us know what we are doing right, but more importantly let us know where we can improve. Give us your ideas and input and volunteer to help us make those improvements. CFESA is your organization, it will be as good as you make it.



Paul Toukatly

MCDONALD'S GROWTH IS OVER

For McDonald's (MCD), something important has been lost -- the ability to grow in an era when diners are looking for food variety at a fair price. When considering the Oak Brook, IL-based burger seller, it is necessary to avoid suggesting end times are at hand. The chain has almost \$90 billion in system sales, which makes it the world's largest food brand by that measure, and an annual corporate profit above \$5 billion, with more than 35,000 stores globally. But the Golden Arches have gotten to a growth plateau, maybe even a peak, and investors have to accept that. Traffic, though massive at what executives say is 70 million customers a day, has stagnated. And growth for any business, especially a publicly traded one, is key to its ...

Source: foodservice.com

RAISING CHICAGO'S MINIMUM WAGE WON'T HELP ITS ECONOMY

The NRA and a Chicago restaurateur said in a Chicago Sun-Times op-ed that raising the city's minimum wage to \$13 will hurt its economy and increase unemployment.

Source: restaurant.org

RESTAURANTS REALLY CAN DETERMINE THE FATE OF CITIES AND NEIGHBORHOODS

A new study released today by planning and design firm Sasaki Associates found that food is a major driver of the American urban experience: Eighty-two percent of urbanites appreciate their city's culinary offerings, and a new restaurant is the top reason nearly half of those surveyed would venture out to explore different parts of their city. The majority of city residents also consider food and restaurants to be the most outstanding aspect of cities they love to visit.

Source: restaurant.org

Submit industry articles to Justin Chew (jchew@cfesa.com)

INDUSTRY CALENDAR

ACFSA (ASSOCIATION OF CORRECTIONAL FOOD SERVICE AFFILIATES) ANNUAL INTERNATIONAL CONFERENCE

AUGUST 10, 2014 - AUGUST 14, 2013
ST. LOUIS, MISSOURI

JACKSON SERVICE TRAININGS

AUGUST 13, 2014

GREAT LAKES CULINARY CENTER
SOUTHFIELD, MI

IF YOU ARE INTERESTED IN ATTENDING THIS CLASS PLEASE CONTACT
CHRIS COLEMAN VIA EMAIL CHRIS.COLEMAN@JACKSONWWS.COM

2014 SOUTHBEND FACTORY CERTIFICATION CLASS

SEPTEMBER 8, 2014

KANSAS CITY CONVENTION CENTER
KANSAS CITY, MO

CONTACT FABRETTI@SOUTHBENDNC.COM FOR ADDITIONAL
INFORMATION

JACKSON SERVICE TRAININGS

SEPTEMBER 16, 2014

COMMERCIAL SERVICES, INCORPORATED
CHESTERFIELD, MO

IF YOU ARE INTERESTED IN ATTENDING THIS CLASS PLEASE CONTACT
CHRIS COLEMAN OR GREG FUGATE VIA EMAIL
CHRIS.COLEMAN@JACKSONWWS.COM & GREG.FUGATE@
JACKSONWWS.COM

CFESA FALL 2014 CONFERENCE*

SEPTEMBER 22, 2014 - SEPTEMBER 24, 2014

OCEAN REEF CLUB

35 OCEAN REEF DRIVE, SUITE 200

KEY LARGO, FLORIDA 33037

*HOTEL CUTOFF DATE - AUGUST 14, 2014

CFESA 2014 REGION 5 MEETING

OCTOBER 10, 2014

ROSEDALE, MD

CFESA 2014 REGION 2 MEETING

OCTOBER 13, 2014

HANOVER PARK, IL

CFESA 2014 REGION 4 MEETING

OCTOBER 16, 2014

COLUMBIA, SC

COFFEE FEST

OCTOBER 17, 2014 - OCTOBER 19, 2014

OREGON CONVENTION CENTER

PORTLAND, OR

CFESA MANAGEMENT TRAINING*

OCTOBER 22, 2014 - OCTOBER 24, 2014

CFESA WORLD HEADQUARTERS &

GLOBAL TRAINING FACILITY

FORT MILL, SC

*HOTEL CUTOFF DATE - OCTOBER 7, 2014

NAFEM SHOW 2015

FEBRUARY 19, 2015 - FEBRUARY 21, 2015

ANAHEIM CONVENTION CENTER

ANAHEIM, CA



Scan the above image to be taken
directly to the Training Calendar

COMPANIES WITH TECHNICIAN CERTIFICATIONS IN MAY & JUNE 2014

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WWW.3WIRE.COM

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EQUIPMENT REPAIR**
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WWW.WEARETHEONE.COM

ARMSTRONG REPAIR CENTER
BELLAIRE, TX
WWW.ARMSTRONGREPAIR.COM

ASC1, INC
WEST ALLIS, WI
WWW.ASC1INC.COM

**COMMERCIAL APPLIANCE PARTS &
SERVICE INC**
TAMPA, FL
WWW.COMAPP.COM

**COMMERCIAL APPLIANCE SERVICE
INC**
SACRAMENTO, CA
WWW.COMMERCIALAPPLIANCE.COM

**COMMERCIAL KITCHEN PARTS &
SERVICE**
SAN ANTONIO, TX
WWW.COMMERCIALKITCHEN.COM

**CONE'S REPAIR SERVICE INC
DBA DAN CONE GROUP**
MOLINE, IL
WWW.CONES.COM

CSI - COMMERCIAL SERVICES INC.
CHESTERFIELD, MO
WWW.CSISTLOUIS.COM

DUFFY'S EQUIPMENT SERVICES
SAUQUOIT, NY
WWW.DUFFYSEQUIPMENTSERVICE.COM

**ECOLAB EQUIPMENT CARE
(GCS SERVICE INC)**
ST. PAUL, MN
WWW.EQUIPMENTCARE.COM

ELMER SCHULTZ SERVICES INC
PHILADELPHIA, PA
WWW.ELMERSCHULTZ.COM

EMR SERVICE
ROSEDALE, MD
WWW.EMR.CO

FAGOR COMMERCIAL INC
OPA LOCKA, FL
WWW.FAGORCOMMERCIAL.COM

**FESCO
(FOOD EQUIPMENT
SERVICE COMPANY)**
KNOXVILLE, TN
WWW.FESCO-TENN.COM

GENERAL PARTS LLC
BLOOMINGTON, MN
WWW.GENERALPARTS.COM

GOODWIN TUCKER GROUP
DES MOINES, IA
WWW.GOODWINTUCKER.COM

HAGAR RESTAURANT SERVICE
EL PASO, TX
WWW.HAGARSERVICE.COM

HI.TECH COMMERCIAL SERVICE
LAS VEGAS, NV
WWW.HITECHNV.COM

HORIZON EQUIPMENT LLC
SEYMOUR, IN
WWW.HORIZONEEQUIPMENT.COM

**INTERSTATE FOOD
EQUIPMENT SERVICE**
SOMERVILLE, MA
WWW.IFESSVC.COM

JENSON REFRIGERATION INC.
MURRAY, UT
WWW.JENSONUTAH.COM

KITCHEN TECH INC.
DUMFRIES, VA
WWW.KITCHENTECH.COM

PARTS TOWN LLC
ADDISON, IL
WWW.PARTSTOWN.COM

QUICK SERVANT COMPANY INC
ELKRIDGE, MD
WWW.QUICKSERVANTCOMMERCIAL.COM

RSI - REFRIGERATED SPECIALIST INC
MESQUITE, TX
WWW.RSIDFW.COM

SAM SERVICE INC
ALBANY, GA
WWW.SAMSERVICEINC.COM

SERVICE SOLUTIONS GROUP
NASHVILLE, TN
WWW.SERVICESTG.COM

TECH-24
ALEXANDRIA, VA
WWW.MYTECH24.COM

WHALEY FOODSERVICE
LEXINGTON, SC
WWW.WHALEYFOODSERVICE.COM

To support quality service, CFESA has a program in which technicians are tested and certified only upon successful completion of an exam. Our technicians are awarded seals of excellence in electricity, gas, steam or refrigeration and given certificates noting their CFESA Certified Technician status in that area. Once a technician has passed 3 of 4 tests, they are awarded a Master Technician Certification. The CFESA Certified Master Technicians are among the most knowledgeable technicians in the industry. Restaurant owners and foodservice managers alike recognize the value of a highly educated technician when they request a CFESA Certified Technician to perform their maintenance and repairs.

If you are interested in having a technician test in the area of Electric, Gas, Steam or Refrigeration you may visit the CFESA website and download the CFESA testing forms, proctor guidelines and other important documents that relate to the CFESA testing programs. You may also contact Testing Administrator Linda Riley at CFESA Headquarters 336.346.4700 or via email at Lriley@cfesa.com.

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	DIAL FAN SPEED ECG Mfg. Blodgett Mfg. P# # 11064	10264	\$60.76	In Stock	<input type="text"/>
	FUSE, 20A, 600V, CLASS CC Mfg. Blodgett Mfg. P# # 11476	11476	\$88.08	In Stock	<input type="text"/>
	RELAY, 200T, 120 VAC Mfg. Blodgett Mfg. P# # 16241	16241	\$108.00	In Stock	<input type="text"/>
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