



IFSEA NEWS

Fresh and Bold!

"We enhance the careers of our members through professional and personal growth"



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SOMETHING TO THINK ABOUT

"It is never too late to be what you might have been."

George Elliot



Life on the Weil Side!

Richard F. Weil, MCFE, MCFP Chairman of the Board

2023 FORWARD LOOKING

Happy New Year everyone and wishing you all the best for a great 2023 ahead. Thank you to all our IFSEA members who have renewed their membership for 2023. As we look forward into 2023 a few industry trends I would like to present to you for your consideration as we continue to plan 2023.

First question. Are you doing everything you can to nurture and maintain a robust number of loyal patrons? Striving to bring them back should be a top priority for your operation, because retaining customers is much less expensive than acquiring new ones. Emphasizing the importance of consistently meeting the expectations of your repeat customers and be sure you review the points of service you need to see through the eyes of the guest. Further, today's standard of excellence and how things have changed with competition, and why you must do more than just 'average'.

Additionally, two major challenges facing food service operator's post-pandemic have been COVID-related slowdowns, such as labor shortages, and guest spending predictability with inflation on the rise. While the spike in inflation has cooled, and gas prices are lowering, this past November and December saw a slight dip in restaurant guests across the country, likely related to several months of highly inflated prices. Though consumer attention may have been diverted to spending around holidays, November and December generally serves as a predictive month for future restaurant trends.

According to a Nation's Restaurant News article, this dip in restaurant sales is the largest since July, and in the event that it is trendsetting, food service operators should be prepared to adjust future pricing and menus, even as inflation prices decline. "When comparing November against the growth rate reported for both September and October, sales took a 1.8 percentage point drop. This November's sales growth is the lowest posted by the industry since July's +0.3%." The decline was present, not only in sales growth, but in restaurant traffic as well.

The report comes just as restaurants have been able to level staffing issues and stave off complaints from customers about speed and service. Restaurants will have to balance adequate staffing with the small decline of guests, making sure to not overcompensate with staff cuts to make budgets. "The disparity between job openings and unemployment has eased since July—which recorded 11.2 million job openings but only 5.7 million unemployed workers. Full-service restaurants have also witnessed an increase in staffing levels," states the NRN article.

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Life on the Weil Side!

Richard F. Weil, MCFE, MCFP Chairman of the Board

2023 FORWARD LOOKING

Continued from page 2

While inflation has eased, the effect on the consumer continues to cause customer counts to steady to even decline in many dining categories. Simply put, food service operators must continue to stay at the top of the mind of consumers by seeking differentiation from points of service to quality, and curb appeal from when the guests park their cars to entering into the establishment and every attention to detail in between.

There are some forecasted trends that apply to any restaurant environment, especially in a post-pandemic industry. Covid was unifying in the sense that restaurants had to adapt to customer needs an opinion, and this adaptive growth is key for restaurants in any sector of the industry. This is especially apparent in technological integrations and personalization. From fine dining to “drive-thrus”, consumers are much more comfortable with digital, but eager for an experience that feels unique to them. Another unifier: recession and inflation. It affects how consumers are spending their money and it affects how restaurants handle the cost of labor and menu changes due to rising prices and supply chain issues.

The economic market is unpredictable, and this is especially true while businesses still recover from the effects of inflation and the hangover from the pandemic. There is a “bang-for-my-buck” mentality driving dining choices, as restaurant visitors seek, not only quality food, friendly customer service in a clean environment, but an experience that feels meaningful and memorable.

In summary, the opportunity in 2023 and what may well be beyond, is to still recognize the importance of the basics in consistently great food, service and to up your game again on cleanliness and sanitation from the parking lot to the restrooms. Keeping focused as to what really matters will continue to be a primary recipe for success.

The challenges can be redirected into opportunities. The forward-thinking operators will make 2023 a positive opportunity with not just new and different menu and flavor opportunities, but empowering staff and guests alike to achieve even better guest experiences and operator results. Again, Happy New Year to all our IFSEA members and friends of IFSEA, and I hope you find some of these 2023 tidbits valuable for 2023.

LOOKING AHEAD WITH MANLEY

Ed Manley, MCFBD, MCFE, CHP President Emeritus



IT'S A FAMILY AFFAIR

So this month it's all about ME, and my family – lol. During my years with IFSEA, my wife Geri worked with me, managing the office and conference registration. Son Mike managed the office and did a bit of everything at the annual conferences. After the untimely passing of Geri, I rescued and married Judy from the cold and snowy Montreal, where she was President of the Canadian Association of Foodservice Professionals (CAFP), our sister organization at that time, and she also did a bit of everything at the annual conferences but MOST famously she created and managed the IFSEA tradeshow that were so popular with vendors and military alike.

Some members may know Judy and I split 8 years ago, and I'm delighted to announce that we are back together living in a condo on the Intra-Coastal Waterway in Pompano Beach (Fort Lauderdale area) about 2 miles from my first job after retiring from the Navy. We are having a grand tour of the hemisphere in January with a week each in Las Vegas, Cabo San Lucas, Puerto Vallarta, plus DC for the 20th Enlisted Aide of the Year Award working with Robert Irvine on that, and finally Orlando as guest of the NAFEM conference, which has over the years awarded multiples of past Chairs and most recently Richard Weil and I the Doctorate of Foodservice at their last conference prior to COVID. If you are in or near any of those cities noted above, or will be at NAFEM, let me know, we would love to catch up.

I'm in the process of re-building the training and testing for IFSEA and Global Foodservice Institute certifications, with a modern platform, updated videos, and expanded marketing. This is a huge project which will start one test at a time in the next month or two. Please pay attention and help us promote certifications to an industry that can surely use educated and motivated people right now. Certifications are making a big difference in healthcare right now, with IFSEA's CFM. What they don't know is stunning to me, so we ARE making a difference for them and their residents. We DO matter!

We've had quite a time since 2017 trying to build IFSEA back to some form of its historic beginnings, and we continue to think IFSEA has a place in the industry and in the lives of young people who may truly see the benefit of networking and joining IFSEA. Thanks to all of you who contributed in the past and this past year. We hope you had great holidays and the best to everyone for a wonderful New Year moving forward. Yes indeed we are a big family in IFSEA and my family has truly loved our association with everyone for so many wonderful years!

From the Mind of a Millennial

Alysha Brooks, MCFBD, MCFE, CHP
Director of Development



What Clubhouse can do for us!

Happy New Year! I'm so excited for 2023 and the meetups we have scheduled!

We are going to move to a different format from Zoom and pivot to a process called "Clubhouse". Let's look at what Clubhouse can do for us! Here is a short and sweet look at the app – I will only explain to you what you need to see and how it can help you! While this may appear to be a process, it is not difficult, I promise you.

Again, it may seem intimidating at first, but it's a very simple app to use and I think once you get used to it, you will find it to be a fun and educational place.

Find the app on your app search and download. The first screen you will see when downloading is a "hallway" when signing up on the Clubhouse app.

As you scroll down your "hallway" you will see various "rooms" you can join.

Just like if you were at an in-person conference, searching for the different seminars you can join, listen to, and learn from.

At the bottom of your screen, you will see the icons.

- The first icon (globe) is the hallway.
- The second is for Houses which we haven't used yet.
- Then you have search of course.
- The calendar shows any events that the clubs you follow, have coming up
- Last is your profile page.

This is my profile page. I got here by clicking the last icon at the bottom of the screen.

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From the Mind of a Millennial

Alysha Brooks, MCFBD, MCFE, CHP
Director of Development



What Clubhouse can do for us!

(Continued from page 5)

Your profile is yours! This is a great place to have all your experience, past accolades, any business information you want to include, etc.

Anything that is in your profile, is searchable. What that means is, if someone were to search foodservice, I would pop up.

Emoji icons are searchable as well.

Many times, I'll listen in on these conversations while working or doing the dishes. They have clubs for self-care, motivation, entrepreneurship, some foodservice, a lot of mastermind groups, and even Sunday prayer if you have been unable to attend your church services.

Clubhouse is not considered a social media app, instead it's considered an information and reading app where people go to learn and grow. It's setup like social media and depending on the clubs you follow; you'll see the same types on content but it's easy to clear out the ones you're not interested in and find more of the helpful rooms.

I hope we all can talk and share ideas more frequently. If you have ANY questions at all about clubhouse, shoot me an email, text, or phone call (even though it's hard to talk when my kids are home) and I'd be happy to help you!

I will have more information on email to everyone prior to the dates that are listed below.

Our January we have several meet ups on the books, feel free to join as you can as the meetups will be:

- Monday, January 9th at 10:00 a.m. EST – 1 hour
- Wednesday, January 18th at 10:00 a.m. EST – 1 hour
- Monday, January 23rd 10:00 a.m. EST – 1 hour

Going forward we will see how the members and group want to have these Club House meet ups and will schedule accordingly. Along with these times, I will be opening rooms randomly in the afternoons and evenings. I will also be talking to a few people to setup some fun topics! If you are interested, let me know!

Alysha Brooks alysha@ifsea.org

2023 is going to be a good year! I can feel it!



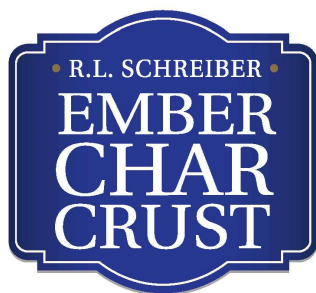
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? Did ? You ? Know ?

CLEMENTINES

A clementine (*Citrus × clementina*) is a hybrid between a mandarin orange and a sweet orange, so named in 1902. The exterior is a deep orange colour with a smooth, glossy appearance. Clementines can be separated into 7 to 14 segments. Similar to tangerines, they tend to be easy to peel. They are typically juicy and sweet, with less acid than oranges. Their oils, like other citrus fruits, contain mostly limonene as well as myrcene, linalool, α -pinene and many complex aromatics. Most sources say that the clementine came to exist because of accidental hybridization, with the first fruits discovered by Brother Clément Rodier (after whom the fruit was named in French and then English) in the garden of his orphanage in Misserghin, Algeria. However, there are claims it originated in China much earlier; one source describes it as nearly identical to the Canton mandarin widely grown in the Guangxi and Guangdong provinces in China.



The clementine is not always easy to distinguish from varieties of mandarin oranges. As such, it should not be confused with similar fruit such as the satsuma or honey sweet orange, or other popular varieties.

This variety was introduced into California commercial agriculture in 1914, though it was grown at the Citrus Research Center (now part of the University of California, Riverside) as early as 1909. Clementines lose their desirable seedless characteristic when they are cross-pollinated with other fruit. To prevent this, in 2006 growers such as Paramount Citrus in California threatened to sue local beekeepers to keep bees away from their crops.

Clemenules or Nules - A high-quality popular, seedless, easy to peel clementine with a very pleasing sweet flavor. A mutation of the Spanish Fina variety, Clemenules is the most widely planted clementine in Spain, where it is widely planted and matures from mid-November to mid to late-January. Also widely planted in California, where it matures from October to December.

Nadorcott - A patented, late-season variety that is seedless when grown in isolation from all other citrus. Compared to the Clemenules or Nules variety, the Nadorcott is distinguished by its more red-orange color, thinner peel, and flavour that is decidedly less sweet and more tart and bitter than the Clemenules. The patent was filed in January 1997.

Recipe Box

Clementine Clafoutis serves 6



Butter as needed
1/2 cup flour, more for dusting pan
3 eggs
1/2 cup granulated sugar
Pinch salt
3/4 cup heavy cream
3/4 cup milk
5 to 15 clementines, peeled and sectioned,
about 3 cups
Powdered sugar

Heat oven to 350 degrees. Prepare a gratin dish, about 9 by 5 by 2 inches, or a 10-inch round deep pie plate or porcelain dish, by smearing it with butter, just a teaspoon or so. Dust it with flour, rotating pan so flour sticks to all the butter; invert dish to get rid of excess.

In a large bowl, whisk eggs until frothy. Add granulated sugar and salt and whisk until combined. Add cream and milk and whisk until smooth. Add 1/2 cup flour and stir just to combine.

Layer clementine sections in dish; they should come just about to the top. Pour batter over fruit to as close to top of dish as you dare; you may have a little leftover batter, depending on size of your dish. Bake for about 40 minutes, or until clafoutis is nicely browned on top and a knife inserted into it comes out clean. Sift some powdered sugar over it and serve warm or at room temperature. Clafoutis does not keep; serve within a couple of hours of making it.

Vegan Clementine Cupcakes makes 12



2 1/4 cups King Arthur Unbleached All-Purpose Flour
1 cup sugar
3/4 teaspoon salt
1 teaspoon baking powder
1/2 teaspoon baking soda
2 tablespoons Cake Enhancer, optional, for moist texture
1 cup peeled, diced seedless clementines
1 teaspoon vanilla extract 1/3 cup vegetable oil
1 cup orange juice or tangerine juice

Frosting

2 1/4 cups confectioners' sugar, sifted
pinch of salt
2 to 3 tablespoons freshly squeezed orange juice, enough to make a soft, spreadable frosting

Instructions

Preheat the oven to 400°F. Lightly grease and flour the wells of a muffin pan; or line the pan with paper liners, and grease the liners. **To make the cupcakes:** Whisk together all the dry ingredients, then stir in the chopped clementines or tangerines. In a separate bowl, whisk together the vanilla or Fiori, vegetable oil, and orange juice. Stir the wet ingredients into the dry ingredients; don't over-mix, stir just until everything is moistened.

Spoon the batter into the prepared muffin cups, filling each nearly full. A level (to slightly heaped) muffin scoop of batter for each cupcake works well here.

Sprinkle the tops with coarse white sparkling sugar, if desired. If you plan on icing the cakes, skip the sparkling sugar. Bake the cupcakes for 15 to 18 minutes, until they've domed nicely. They won't brown; that's OK. to test for doneness, stick a toothpick into the center of one of the cupcakes in the middle of the pan; if it comes out free of moist crumbs, the cupcakes are done. Remove the cupcakes from the oven, and after 5 minutes transfer them to a rack to cool.

To make the frosting: Whisk all of the ingredients together, adding 3 tablespoons orange juice to start. Dribble in more, a bit at a time, until the frosting is as soft as you like it. Drizzle and spread the frosting over the cooled cupcakes.



From the Vine

L a g r e i n

Lagrein is a red wine grape that hails from northern Italy's Trentino-Alto Adige region. It is a cousin of Pinot Noir and Syrah. It typically puts forth a fairly red to dark berry fruit flavor on the palate, along with a rugged earthiness and a good bit of pepper. Lagrein can be a little rougher around the edges than its Pinot Noir and Syrah relatives, with a fairly tannic profile. As a wine with a more acidic nature, it tends to put its best foot forward with food. Give Lagrein a go with fish, poultry, game, or a few slices of dry-cured speck, its favorite hometown ham (basically Alto Adige's version of prosciutto or similar to Spain's famed jamón).

Lagrein (pronounced lah-GRAH'EEN, lah-GRINE or lah-GRI'NE)[1] is a red wine grape variety native to the valleys of South Tyrol, northern Italy. Along with Marzemino, it is a descendant of Teroldego, and related to Syrah, Pinot noir and Dureza.

The name suggests its origins lie in the Lagarina valley of Trentino. It was mentioned as early as in the 17th century, in records of the Muri Abbey near Bolzano.

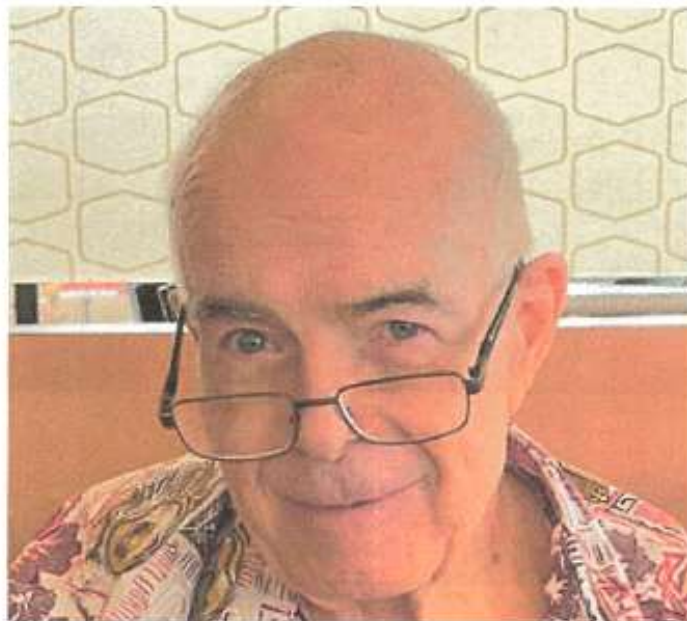
The variety is ferociously vigorous, with drooping canes and a tendency to grow lateral shoots, making canopy management a key issue in cooler areas. It is a generous yielding variety, so overcropping can also be a problem. In the Peter May/Victoria cultivar at least, the variety is deeply coloured, tannic and has very good acidity at ripeness. Unusually, even the free run juice is tannic.

Lagrein produces wine which has high acidity and low pH, and is also highly tannic, which is why blending with less tannic varieties works so well. Eric Asimov says Lagrein produces "congenial, straightforward wines that can be deliciously plummy, earthy and chewy, dark and full-bodied but not heavy, with a pronounced minerally edge."

As a single varietal wine, Lagrein can be extremely astringent. To manage this, winemakers give the wine long periods of barrel maturation (>18 months) or for younger fresher wines, pre-fine the juice to remove tannins before fermentation. Lagrein produces a very deep yet intense red color in wine, with notable hues of purple which can be seen especially in the macerated juice. The variety typically shows a rich berry-fruit mid palate, savory tobacco/leather/mushroom notes and some sour cherry astringency on the finish.

IN MEMORIAM

John L. Williams



Williams, John L. of Henderson, NV, Braintree, MA and Mililani, HI. Age 81. Devoted husband of Gertrude Hara-Williams of Henderson, NV. Pre-deceased by sister Janet and brother H. James (Jim), John leaves a sister-in-law Alice (Pinkie) Williams, dearest friends Tom and Patricia Underwood of Vancouver, WA, many nieces and a nephew including Deirdre Fisher of Agoura Hills, CA; Wendy Keenly of Bradford, RI; Jay Williams of Bedford, NH; Ginny Williams of Arlington, MA; Marsha Roos of Wollaston, MA and Michelle Smith of Jonesboro, AR.

John served as a 1st Lieutenant in Vietnam with the 5th Army. He continued his service through the American Legion Post 11 Kau Tom (Oahu) Hawaii as Chaplain, Vice-Commander and the Hawaii State Commander. He enjoyed being an active leader of the youth baseball program.

After graduating both University of New Hampshire and Michigan State University, John became a Certified Food Executive (C.F.E) working for Hyatt Regency Waikiki Beach, S.E. Rykoff & Co., and HFM Food Service as a Merchandiser, Materials Manager and Procurement Specialist. From 1995-1997 he was President, Aloha Hawaii branch of the International Food Service Executives Association (IFSEA) and an active member of IFSEA Hawaii Chapter's Worthy Goals Scholarship Committee as part of his commitment to education and career development of the food service industry.

A 25+ year member of St. John Apostle & Evangelist Roman Catholic church in Mililani, HI. His funeral was held at Blessed Sacrament Catholic church, Jonesboro, AR and interment is planned at the U.S. Department of Veterans Affairs, Massachusetts National Cemetery.

IFSEA Meetups!

The next time your branch gathers for a Meet-up, be sure to snap a few photos and send them to me at mattifsea@gmail.com.

ALOHA HAWAII

Christmas Get Together December 11, 2022 at Pah Ke's Chinese Restaurant.



Standing L - R: Cheryl Ho, Brian Kunihiro, Joyce Lee, Jesus & Eris Guillen, Gwen Ishizu

Seated L - R: Brian & Stella Yasuda, Anne Komatsu, Chantal Weaver, Peter Pao,
Delphine Kanoa, DJ Watson, Nancy Miura

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RANdom STuff



Stopped by a roadside stand that said lobster tails \$2. I paid my \$2. and he says, once upon a time there was this lobster....

Great chefs always use butter, that way there's no margarine for error.



I had this delicious omelette this morning. I seasoned the eggs with sugar, oil and chocolate, and threw in a little flour for texture.



Mownalisa

