

Today's Restaurant

THE FOODSERVICE INDUSTRY AUTHORITY

VOLUME 29

Appetizers

Scaling your restaurant from 1 to 10 locations



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Top three reasons to join industry leaders November 6-7 in Orlando

Unlock two premier foodservice events for one admission price!

During the first week of November, The Pizza Tomorrow Summit and The Florida Restaurant Show (formerly The Florida Restaurant & Lodging Show) will bring together thousands of leaders and influencers in the restaurant, pizzeria, and foodservice industries. For the second year in a row, one admission gives industry professionals access to both events on Wednesday, November 6, and Thursday, November 7, at the Orange County Convention Center (OCCC) in Orlando, Florida. The Florida Restaurant Show is sponsored by the Florida Restaurant & Lodging Association, and both events are produced by Restaurant Events, LLC.

Register by November 5 for savings of more than 20%!

"We look forward to bringing the industry together to give industry professionals the opportunity to

discover solutions that streamline operations and enhance customer satisfaction while they also forge invaluable connections in one of the fastest-growing markets in the country," said Glenn Celentano, Partner & CEO of Restaurant Events LLC, producers of the event. "Whether you're looking to explore global food trends, harness new technologies, or gain insights from live demonstrations and competitions, these combined events promise to deliver a comprehensive experience for every professional in the industry."

See **TWO SHOWS** page 12

TRN Exclusive

Hurricane preparation for restaurateurs — safeguarding operations & maintaining profit

By Stefan Burkey

Hurricanes pose numerous risks, including storm surges, wind damage, heavy rainfall and flooding. A significant threat to restaurants especially is the potential loss of power. Contrary to popular belief that some areas are immune to hurricanes, history shows otherwise. Since 1850, every part of Florida's coastline has experienced at least one hurricane, so it's important for restaurateurs to plan ahead.

Given the unpredictable nature of the Atlantic hurricane season, which the National Oceanic and Atmospheric Administration forecasts have been above-normal once again for 2024, having a comprehensive hurricane preparedness plan is essential for Florida restaurant owners.

Before a power outage

During a hurricane, access to fresh food, water and electricity may be disrupted for days or possibly weeks. Implementing a complete



Stefan Burkey

emergency response and communication plan is essential.

The most critical factor for restaurant owners is to ensure food safety in the absence of electricity or a cold source. Bacteria thrive in temperatures between 40°F and 140°F, making food stored in powerless refrigerators and freezers potentially hazardous if not

properly managed.

To prepare for an approaching hurricane, restaurateurs should follow these steps:

1. Elevate appliances and relocate food supplies: If possible, place refrigerators and freezers on cement blocks to lift them off the floor to protect against flooding. Move canned goods and other food items stored in the basement or low cabinets to higher ground.

2. Group foods together: This helps maintain cold temperatures longer in both the refrigerator and freezer.

3. Keep the freezer full: Fill empty spaces with frozen plastic jugs of water, bags of ice or gel packs to extend cold temperatures.

4. Freeze perishable items: Freeze items you may not need immediately, such as leftovers, milk, and fresh meat and poultry. This will help them stay at a safe temperature longer.

5. Stock up on both regular and dry ice: Ensure you have a large, insulated cooler and frozen gel packs or ice on hand, as well as dry ice in the event

of an extended outage.

6. Maintain an adequate supply of ready-to-eat foods: Keeping a healthy stock of canned meats, fruits, vegetables and juices as well as dry mixes, nuts and peanut butter may ensure your business can continue operating with minimal disruptions after a storm. These items do not require refrigeration, cooking, water or special preparation and can be utilized when other supplies are limited.

During a power outage

Keep refrigerator and freezer doors closed as much as possible to maintain cold temperatures and keep food in covered containers. In freezers, food in the front, door compartments, or small, thin packages will thaw faster than large, thick items or those placed in the back or bottom of the unit.

The refrigerator will keep food safe for up to four hours. If the power outage extends beyond this period, transfer food to a cooler filled with

See **HURRICANE PREP** page 12



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Appell Pie Longevity and quality

Howard Appell ♦ Today's Restaurant Publisher

When you think of people like Jack Nicklaus and Arnold Palmer in golf or Willie Mays, Hank Aaron and Ted Williams in baseball or Dan Marino and Peyton Manning in football or David Robinson and Shaq in basketball, what comes to mind? Sure, they were great athletes but they had more. They maintained their greatness throughout their careers. They had Longevity.

The success of any business is based on many factors such as location, price, design food quality etc. and the restaurant industry is particularly affected by failing any of the key factors. The athletes mentioned above have all maintained their level of excellence for many years and have earned their status. Can you say the same about your business?

Has your product quality been consistent over the years? Over the past few years many restaurants began to lower their food costs by buying inferior quality food to offset the effects of COVID and supply chain issues. Unfortunately, the results of this decision would be the exact opposite of the intended results. Customers like to go to a particular restaurant because they want the dish they order to be the same every time. When the taste and quality begin to change it drives customers away.

Has your wait staff been trained properly? Sending a new server on the floor to shadow a more experienced server is fine but not the answer to proper consistent service. Servers need to be trained to serve according to the traditions of the industry and the individual restaurant. Servers who present the check and then return to pick up the payment but ask "Do you need change?" will ruin the guest experience. Yes, I need change of my hundred-dollar bill for my twenty fifty-dollar tab.

Another service error that will drive customers away is the coffee refill error.

Have you ever seen a customer ask for a refill of their coffee and your server brings the coffeepot to the table and picks up the cup by the rim not the handle? Never allow your servers to make these mistakes.

Maintaining your consistency will ensure your longevity and success and earn you a place of respect within your community.

Customer can see when a restaurant has lowered its standards and can sense when there is going to be a problem with the China beginning to chip, flatware patterns becoming mixed, upholstered chair cushions beginning to rip, carpets beginning to show wear and service people showing that they don't care. Customers eat with their eyes first so be consistent with your appearance.

In some areas if a restaurant can manage to stay open for more than ten years in the same location, with the same owners, it is considered a major accomplishment, especially during the last five years. Maintaining your consistency will ensure your longevity and success and earn you a place of respect within your community. You too can become a legend in your neighborhood by providing superior quality, service, food and appearance while never settling for anything less than the best for your customers. Your customers will respond by returning with their friends and family to the place that they feel good about going to, your legendary restaurant.



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P.O. Box 273264, Boca Raton, FL 33427-3264
(561) 620-8888 Fax (561) 620-8821
howard@trnusa.com • www.trnusa.com

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PUBLISHER.....	Howard Appell
ASSOCIATE EDITOR.....	Wesley Paul
CONTRIBUTING EDITOR.....	John Tschohl
CIRCULATION MANAGER.....	Eric Spencer
ADVERTISING MANAGER.....	Howard Mckinney
ART DIRECTOR.....	Jim Pollard
SALES MANAGERS.....	Terri Mckinney
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What's Going On

Important new products, corporate news and industry events

We are closed!

Roti, the Mediterranean fast-casual chain, has declared Chapter 11 bankruptcy. The Chicago-based chain said it plans to use the Chapter 11 process to find new investors or a buyer as it reorganizes its finances.

BurgerFi International, based in Ft. Lauderdale has filed for Chapter 11 bankruptcy. The bankruptcy also includes the company's **Anthony's Coal Fired Pizza & Wings restaurants.** The Chapter 11 filing only affects 67 corporate-owned locations.

Salt Jax Beach is now closed. They closed after Labor Day after being at their 333 1st St N location for over 10 years. The building was sold.

The Mongolorian has closed in Orlando. This was a BBQ – Star Wars-inspired restaurant. It was located in Mills 50 on Colonial Dr.

Danilo's Pasta Bar is now closed. It was owned by seasoned restaurateurs Johnny and Jimmy Tung and located at the East End Market in Orlando. They could re-open in a new location somewhere down the road.

Ella's Americana Folk Art Café has closed in Tampa. Located at 5119 N Nebraska Ave, the restaurant had

been around for over 14 years. The owner was Melissa Deming. It closed Sept 1st 2024.

Mustard Seed in Plantation is closing Sept 21st. From their FB page it reads: "Dear Mustard Seed Bistro family, after serving the South Florida community for over 15 wonderful years, we want to share some important news.

Our lease is expiring at the end of September, and our last night of business at this location will be on September 21."

Yard House on Lincoln Rd in Miami Beach closed Sept 1st., after ten years in business there.



◆◆◆◆
TWB Innovations proudly presents the **Drain Magic Bio Basket**, a groundbreaking product designed to minimize food waste and prevent fats, oils, and grease (F.O.G.) from entering drain lines. Paired with the Drain Magic Bio Puck, this system utilizes "good bacteria" to break down F.O.G., reduce blockages, and eliminate foul odors. Environmentally safe and cost-effective, this innovative tool is a game-changer for commercial kitchens, ensuring smooth operation



Chick N Max, a fast-casual franchise that calls itself the "Home of the Better Chicken Sandwich," is looking to bring as many as 100 restaurants across Florida over the next several years. The announced expansion is targeting more than five dozen metro areas throughout the state, including Jacksonville, Miami, Tampa, Tallahassee, St. Pete, Orlando, and West Palm Bch. The state-wide plans are part of a much broader initiative to expand across the Southeast United States. Chick N Max is also looking to enter various major to mid mid-level markets across Georgia, North Carolina, and South Carolina.

and reduced maintenance costs. TWB Innovations: Phone: 877.692.2006
Email: sales@twbinnovations.com
Online at: twbinnovations.com.



Bad Ass Coffee of Hawaii, a leading coffee franchise with its premium sourcing of Hawaiian coffees and cafés, has announced a three-store

signed agreement for central New Jersey. This agreement is set to ignite further development in the key growth state. The brand's first New Jersey location just opened in Hackensack in late September. Behind the 3-store deal is Jim and Tyler Bowman. Having familiarity with the Bad Ass Coffee of Hawaii brand from frequenting the shops in Florida, the father and son team began looking into the business opportunity. They are currently in site selection targeting cities including New Brunswick, Princeton, and Somerville. Bad Ass Coffee of Hawaii was born on

See **WHAT'S GOING ON** page 6

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Scaling your restaurant from one to ten locations

Monte Silva ♦ Today's Restaurant Contributor

Scaling a restaurant from one location to five or ten can be an exciting yet challenging journey. Here are some common challenges, pain points, failures, and dreams associated with this growth process:

Challenges and pain points

1. Operational complexity: Managing multiple locations increases the complexity of operations, making it

harder to maintain consistent quality and service across all sites.

2. Standardization: Establishing standardized processes, menus, and training programs is crucial but can be difficult to implement uniformly.

3. Capital requirements: Expanding requires significant financial investment for new locations, construction, equipment, and additional staff, which can strain resources.

4. Supply chain management: Coordinating supply needs between multiple locations can lead to logistical challenges and increased costs.

5. Finding the right locations: Identifying and securing profitable locations can be challenging. Market research is essential but can be resource-intensive.

6. Leadership and management: As the business grows, effective leadership becomes crucial. Finding managers who can uphold the restaurant's values and culture is vital.

7. Brand consistency: Maintaining a consistent brand image and customer experience across multiple locations can be challenging, especially as you expand into new markets.

8. Regulatory compliance: Each location may be subject to different regulations, making compliance an ongoing challenge.

9. Marketing and customer engagement: Developing a cohesive marketing strategy that resonates with patrons across various locales requires careful planning and execution.

respected, leading to widespread recognition and loyalty.

2. Developing a franchising model: Successfully franchising the concept can allow for rapid growth while sharing the business model with other entrepreneurs.

3. Creating economies of scale: Scaling can lead to reduced costs per unit through bulk purchasing and streamlined operations, driving greater profitability.

4. Cultivating a strong company culture: Aspiring to build a supportive and engaging culture that resonates throughout all locations can enhance employee retention and satisfaction.

5. Innovation and experimentation: With increased resources, scaling provides an opportunity to innovate, test new concepts, and expand the menu.

6. Leaving a legacy: Many owners dream of creating a lasting impact on the food industry and building a business that their family or community can be proud of.

7. Enhancing community impact: A larger restaurant group can contribute positively to more communities through local sourcing, charity events, and community engagement initiatives.

Scaling a restaurant is an ambitious endeavor that requires careful planning, strong leadership, and a clear vision to navigate the complexities involved. With determination and strategic oversight, many restaurateurs can turn their dreams of expansion into reality. If you would like help avoiding the pitfalls mentioned above and living out your dream of scaling your restaurant, book a free call with me to see how my 90-day Proven Success Program can help you scale to massive success!

About the Author: I help restaurant owners scale their growth, maximize their profitability, build great systems and teams, and create world class hospitality. With over 25 years of hospitality leadership experience, I have a proven track record of developing and managing successful and profitable multi-venue restaurant operations.

Top Skills: Restaurants • Leadership • Hospitality management • Restaurant management • Business analysis.

<https://calendly.com/montesilva/free-one-on-one-30-minute-call-with-monte?month=2024-09>

Failures

1. Overexpansion: Rapidly opening too many locations without a solid foundation can lead to operational strain and financial losses.

2. Dilution of quality: If the focus on growth leads to compromised quality, customer satisfaction can suffer, damaging brand reputation.

3. Ignoring local markets: Failing to tailor the concept to local tastes and preferences can result in poor performance at new sites.

4. Poor training programs: Inadequate training can lead to inconsistent service and quality, harming the brand's reputation as it expands.

5. Inadequate financial planning: Underestimating costs or overestimating revenue projections can lead to financial strain and potential closure of underperforming locations.

Dreams

1. Becoming a recognized brand: Many restaurateurs dream of building a brand that is well-known and

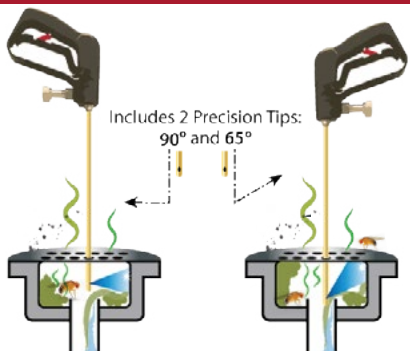
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What's Going On from page 3

the Big Island of Hawaii in 1989 and is dedicated to sharing premium Hawaiian coffees "with a kick" from the Hawaiian Islands through 30-plus U.S. franchise locations – with 100+ additional shops in various stages of development.



Themed "Bar and Grill and Beyond," Fall Scoop highlights 24 new on-trend products designed by US Foods product development experts who leverage a wealth of culinary expertise, industry experience and data-driven insights to bring new product innovation to US Foods Exclusive Brands. As operators remain concerned about rising labor and food costs and attracting new customers, the new Fall Scoop products help operators differentiate their menu with items that help address inventory, labor and time management costs. The products are also highly versatile across a variety of restaurant types from bar and grill to other casual dining concepts and beyond. In addition, 10 products in the Fall Scoop launch are part of the company's "Serve You" product portfolio that features more than 3,300 US Foods Exclusive Brands products that offer plant-forward, gluten-free certified or clean ingredient labels with no ingredients on the US Foods Unpronounceables List®1. Chef's Line® Battered Ricotta and Mascarpone Filled Zucchini Blossoms is one of the new products. Visit Usfoods.com for all details.

◆◆◆◆
MachineQ, a Comcast Company, has announced the launch of an IoT-based power monitoring solution designed to assist enterprises in monitoring and managing their energy consumption, leading to operational efficiencies, proactive maintenance, managed costs, and sustainability efforts. The solution also helps enterprises understand asset utilization, providing actionable data to optimize asset use. The power monitoring solution is particularly relevant for high-energy consumers, such as food service companies, laboratories, and hotels, which consume more energy than typical commercial buildings due to their energy-intensive equipment and asset-intensive operations. Visit MachineQ.com for all details.

◆◆◆◆
US Foods Holding Corp. – one of America's leading food service distributors recently announced the launch of its Fall 2024 Scoop™.

◆ **ConverseNow**, a leading provider of voice AI technology for restaurants, recently announced a new partnership with Adora POS, a leading point-of-sale system for single point and multi-point restaurants. Through this partnership, Adora POS customers now have access to ConverseNow's market-leading voice AI solutions, designed to streamline phone ordering processes and drive consistent upsell strategies. ConverseNow's cutting-edge voice AI technology allows restaurant guests to place orders and have their queries answered using natural human speech, making the ordering process more efficient and customer-friendly. This integration caters to customers who prefer voice interactions over online orders, providing them with a seamless and intuitive experience while allowing restaurant employees to focus on delivering excellent in-store customer service, improving overall efficiency and satisfaction. Vinay Shukla is the CEO and Co-Founder of ConverseNow. For more information about ConverseNow and its voice AI technology, visit www.conversenow.ai.



Vinay Shukla

◆◆◆◆
Global Bites, a new food truck park located at 2455 FL-16 in St. Augustine,

is set to opening in October. Co-owner Bhairavi Patel, who reported the information to Business Debut first, said that the park currently has 11 food trucks signed up to serve permanently on the property. Each truck offers a different type of cuisine, Patel reported. They plan to have a total of 18 trucks along with beers and wine. There will be places to sit and eat lunch or dinner. There will be games and events also outdoor and indoor seating. **This is a permanent spot for food trucks to stay with on-site commissary, electricity, ice, storage, dishwashing, meal prep area, 24-hour security surveillance, and many more provided amenities.** They can be reached at 904.422.9999 and are the largest Food Truck Park in northeast Florida.



◆◆◆◆
C3 Complete, an award-winning provider of technology, telecom, and information security services, has announced its acquisition of TRACI.net. "We are excited to welcome TRACI.net's dedicated employees as well as their valued customers and partners to the growing C3 ecosystem," commented Rick Mancinelli, CEO of C3 Complete. "This acquisition will also enhance C3's Voice and SD-WAN service offerings, allowing us to cost-effectively serve an even wider range of organizations." Originally founded in

See **WHAT'S GOING ON** page 14

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Commercial Kitchen Stop celebrates grand opening of new retail store

Palm Springs, FL – Commercial Kitchen Stop, a leading Foodservice Equipment & Supplies dealer, announced the successful grand opening of its new retail store located at 2180 S Congress Ave in Palm Springs, Florida.

The new retail location marks a significant step forward for the company, providing an enhanced, convenient way for local customers to access a wide range of smallwares, while also showcasing the company's growing strength in this product category. The grand opening event, held on September 5th, featured a full day of activities and concluded with an exciting VIP party. The event highlighted Commercial Kitchen Stop's commitment to making foodservice equipment and supplies easier to purchase, in line with their motto: "We have a healthy disregard for the impossible."



Event highlights & partnerships

Throughout the day, guests enjoyed a lively atmosphere complete with a DJ, live food demonstrations, and a showcase of new supplier products. Eaton Marketing sponsored the event by cooking up an incredible salad and smash burgers on Evo display equipment griddles for both staff and customers, providing a delicious and memorable experience.

The day's event also featured amazing cocktails crafted by Cocktail Kingdom, Dugan & Dame, and Copalli Rum. Additionally, Fortessa exhibited their premium smallwares, while Rational hosted a "Rational Live" cooking demonstration serving gourmet

appetizers. Parpan provided freshly baked bread and delectable desserts. Commercial Kitchen Stop was also thrilled to partner with Reppsource, who showcased a wide variety of top-tier smallwares brands including Anchor Hocking, Steelite, and Bon Chef.

A thriving turnout & continued growth in smallwares

John Graff, also known as Bucky, the Smallware's Category Specialist at Commercial Kitchen Stop, was instrumental in making this event a reality. With the support of our exceptional sales team, who drove customer attendance, the marketing team's organizational efforts, and Alexandra Dupuis'

assistance in leveraging relationships with sponsors, the event was a tremendous success.

"We are thrilled with the turnout and the overwhelming support from our amazing customers," said Ryan Giffin, a company representative. "This event underscores our continued efforts to strengthen our presence in the smallware's category, to better serve our clients with exceptional value."

The opening further highlighted Commercial Kitchen Stop's unique capabilities as a full-service dealer, offering everything from equipment delivery and installation, Design and Build, to ware washing solutions with Brilliant Supply, and smallware's purchasing with the support of a dedicated specialist.

Giffin said, "Thank you to our sponsors, we would like to extend our sincerest thanks to all our partners and sponsors who made this event possible: Eaton Marketing, Cocktail Kingdom, Dugan & Dame, Copalli Rum, Fortessa, Rational, Parpan, and Reppsource. Your support helped make the day an incredible success."

About Commercial Kitchen Stop: Commercial Kitchen Stop is a full-service Foodservice Equipment & Supplies dealer with a mission to simplify the purchasing process for clients. Based in Palm Springs, Florida, the company provides innovative solutions and customer service to businesses both locally and nationwide. Visit the company online for more info at <https://commercialkitchenstop.com/about-us>.

"This event underscores our continued efforts to strengthen our presence in the smallware's category..."

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We are Closed!

Hawkers Asian Street Food, based in Orlando has recently filed for Bankruptcy. The company has locations in Florida, Georgia, North Carolina, Texas, Virginia and Tennessee.



Farm & Haus Cafe has closed after many years in business at 526 S. Park Ave in Winter Park. Owners were Brittany and Patrick Lyne. This was a nice little Farm-to-Fork restaurant. The economy claims another place in our industry.



Chuck Lager Legendary Kitchen is now closed. This one is Chef Viviani. Located at 8151 International Drive in Orlando, it wasn't open very long. In Florida they have a location in Tampa and another in Wesley Chapel still in operation.



Another new tenant has been announced for Orlando Crossings to open in 2025. Hocca Bar which is a Brazil-based restaurant chain will join the center located at 5251 International Drive.



The Florida Restaurant Show will be held this year once again at the OCCC in Orlando, November 6-7. If you want to launch your new product, acquire new business, increase your market share, or expand your reach look no further. **This event is your best business-to-business option if restaurant or foodservice operators are your target audience.**

The Florida Restaurant Show is the only comprehensive industry event devoted to the Southeast U.S. Restaurant and Foodservice markets. The Show will provide a strategic forum to demonstrate food products, technology, and equipment as well as discuss service solutions with current customers and new prospects.

It will be co-located with the Pizza Tomorrow Summit, offering attendees a chance to explore innovations and trends in both the restaurant and lodging sectors. For all



details see the full page ad on page 5 of this issue.



IHG Hotels & Resorts and Flag Luxury Group Announced that the former Wyndham Orlando



TRN FEATURED RESTAURANTS ORLANDO

Featured

The B.H. Bunn

"The World's First Automatic Package Tying Machine was invented by our grandfather Benjamin H. Bunn in 1907. Staying a family business for over 108 years, the third generation continues to improve strength, quality and longevity utilizing the latest manufacturing technologies while maintaining the original concept, stated John Bunn, 4th generation in the new Equipment Engineering & Design department." Mr. Bunn always said, "Build the best Tying Machine in the World, provide the best Customer Service with product knowledge and promptness, you will have customers for life."

SECURITY: Did you know the BUNN Knot cannot be duplicated by hand under tension load! Unfortunately, many restaurants that offer delivery (the drivers) such as Pizza Restaurants, Bakeries, etc., admit to opening the boxes to taste the food they are delivering! These BUNN Knots cannot be opened and then reclosed by the drivers or anyone else.

The U.S. House of Representatives has Returned to Bunn Tying Machines to Handle All Its In-House Mail Needs.

Bunn Tying Machines, once the main means of securing bundles in a variety of industries, have been making a comeback lately as packagers look for cost effective, environment-friendly and safer solutions. Facing federal recycling requirements and sky-rocketing costs, the legislature decided to replace plastic packaging materials with Bunn Machines, which are easier to use and require only bio-degradable twine to operate.

"Postal employees will be able to open packages with a letter opener or simply untie them," said John Bunn, President of the company founded by his grandfather more than a century ago. "The resurgence of Bunn Tying Machines results from lower costs to the packager and a lower cost to the environment" he added.

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Benjamin H. Bunn Founder

First

Bunn Tying Machines are characterized by simplicity of operation. The operator positions the package on the front table, then presses the foot trip by means of a unique revolving arm which carries the twine around, securing the



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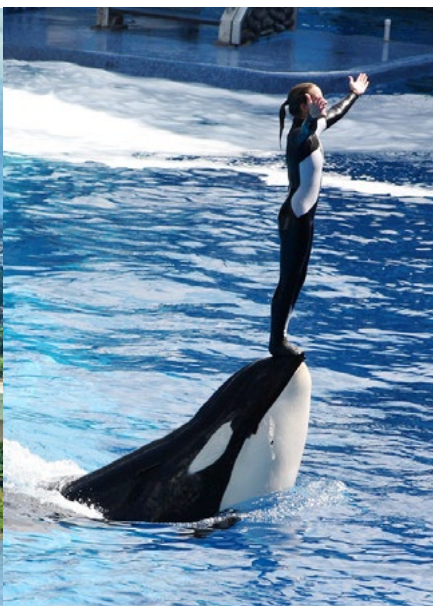
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“With over 1,500 different variations, we continue to be the World’s leader in String Tying Machines.”

— President John Bunn

most secure way to ensure that a package actually arrive intact at its destination. Bunn Tying Machines, which are 100 percent American-made, have demonstrated greater longevity than competing solutions, which also do not offer the benefit of local service and training.

Bunn’s highly-praised service and training programs are carried out from the company’s head office in Lakeland, Florida, and through a rapidly expanding network of distributors. and environment friendly.

“With over 1,500 different variations, we continue to be the World’s leader in String Tying Machines, stated President John Bunn. “B. H. Bunn can still supply parts and twines for its’ customers that have machines built over 80 years ago which is unprecedented in the industry today,” he added. The B. H. Bunn Company offers standard and custom String Tying Machine solutions for a wide range of industries. Bunn Tying Machines and Bunn Twines are Environmentally Friendly and a sensible alternative to plastic strapping.

“Knot Idea’s” BUNN was Green when Green was just a Color!

About The B.H. Bunn Company: For more information you can about the company, you can call them toll free at 800-222-BUNN(2866) or 863-647-1555. Fax: 863-686-2866. You can also email Machine sales: info@bunntyco.com or Parts & Twine at: cs@bunntyco.com. Visit the Bunn company website online at www.bunntyco.com.

© 2024 B.H. Bunn Company.

package. The Bunn Tying Machine automatically adjusts the length of twine so there is no waste of materials. The Bunn tying machine also maintains tension control for all size bundles, which helps make the machine the

is being demolished to make way for new hotels including the **InterContinental Orlando Hotel**. The property will offer over 700 rooms with **5 restaurants**, 100,000 sq. ft. of meeting space plus additional amenities. Completion is slated for 2028. Jolyon Bulley, Chief Executive Officer, Americas at IHG Hotels & Resorts, said: “We’re delighted to be working with Flag Luxury Group and Unicorp National Developments to bring the pioneering InterContinental brand to Orlando. The city’s energy and expansive entertainment experiences continue to make it one of the most exciting destinations in the country. InterContinental Orlando will be an incredible addition to our luxury and lifestyle portfolio in the Americas.”

blends the rich flavors of Puerto Rican cuisine with the delicate nuances of Japanese dishes, creating a unique and unforgettable dining experience.

Whether you crave the bold spices of Puerto Rico or the exquisite artistry of Japanese sushi, our menu offers the best of both worlds under one roof.” Lewis has many years of culinary experience.



He had been the food and beverage manager at the World Center Marriott in Orlando and has 2nd place. His first, The Escobar Kitchen at The Bravo Markets is located at 13024 Narcoossee Rd. in Orlando.

◆◆◆◆
◆ **SeaWorld Orlando’s Seven Seas Food Festival: Running from February 1 to March 2, 2025**, this festival will offer a diverse range of seafood dishes and live entertainment. The event will be held

◆◆◆◆
◆ **Escobar Kitchen** has opened in the Camden Thornton Park building at 420 E. Church Street in Orlando. Owned and operated by Lewis Escobar, the new restaurant serves up his recipes for Sushi and Asian Cuisine. “Our newly opened restaurant perfectly



at SeaWorld@ Orlando, located at 7007 SeaWorld Drive. For details call 800.958.6092.

◆◆◆◆
What’s Going On information can be emailed to

terri@trnusa.com. Thank you.



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KBP Brands purchases 85 SONIC Restaurants

Adds fourth brand to restaurant portfolio

Leawood, KS - KBP Brands, one of the largest and fastest-growing franchise operators in the United States, has acquired 85 SONIC restaurants across six states including Delaware, Georgia, Kentucky, North Carolina, South Carolina and Virginia. This purchase brings KBP's total restaurant portfolio, which also includes KFC, Taco Bell, and Arby's, to more than 1,000 restaurants in 32 states.

"Our SONIC partnership diversifies KBP's portfolio with another time-tested, beloved restaurant brand, bolsters our geographic density in the southeastern U.S., and expands our relationship and growth with Inspire Brands. We're thrilled to add SONIC to the KBP family," said Mike Kulp, CEO of KBP Brands.

Owned by Inspire Brands, which also owns KBP-partner Arby's, SONIC is the nation's largest drive-in restaurant brand. SONIC's distinctive menu of made-to-order American classics, drinks, and ice cream offerings complement KBP's

portfolio of iconic restaurants.

This 85-unit acquisition is among KBP's largest and is expected to increase annual company revenue to more than \$1.5 billion. KBP employs more than 21,000 people in its restaurants and Kansas City-area headquarters. Mark Everett, Executive Vice President of KBP, will lead operations and growth for KBP's SONIC locations. Mark brings more than 20 years of operations, retail and sales experience to KBP. Previously, he served as Group Vice President at Target Corporation where he led the company's largest geography and one of the highest volume regions, which was responsible for over \$4B in annual sales. **TR**



Michael Kulp

About KBP Brands: KBP Brands owns and operates more than 1,000 KFC, Taco Bell, Arby's, and SONIC restaurants across 32 states. Based in Leawood, Kansas, the company's geographic reach and expertise running multi-unit businesses has resulted in customer satisfaction and growth for 25 years. KBP Brands is one of the largest and fastest-growing restaurant ownership groups in the U.S. For more information visit kbpbrands.com.

Donato's to develop new Florida locations

Columbus, OH - Donatos Pizza the premium pizza franchise famous for its abundantly topped pizzas spread Edge to Edge® recently announced a new franchise partner in Panama City. In addition, Donatos Pizza has identified additional locations within the strategic growth of northern and central Florida including Pensacola, Tallahassee, Gainesville, Lake City, and Destin-Ft. Walton Beach.

"Donatos is an opportunity for entrepreneurs looking to join a brand with a strong legacy and a cutting-edge approach to the pizza industry," said Vice President of Development and Franchising at Donatos Pizza, Jeff Baldwin. "Our franchise partners benefit from a dedicated team that helps with everything; each step of the business model has been vetted, measured, and proven."

Donatos Pizza expanding Edge to Edge in Florida

The premium pizza franchise will begin in key markets in the panhandle and look to open over 10 locations over time. The brand has already introduced its presence in Florida with six opened franchised locations in Jacksonville, Orlando, Sarasota, and Naples. The recent Florida development and announcement of future franchising plans showcase the strength of the Donatos Pizza franchise model and

their ability to allow new communities to "taste the difference" of their amazing Edge to Edge® pizzas.



"With our goal of 10+ new locations, 300 new jobs will be created in the area," said Vice President of Development and Franchising at Donatos Pizza, Jeff Baldwin. "We are committed to making a positive impact in every new market we enter, fostering local partnerships, and supporting neighborhood initiatives. With our continued growth and franchise opportunities throughout the panhandle, we are excited for more communities to fall in love with Donatos Pizza." **TR**

About Donatos Pizza: Donatos Pizza, founded by Jim Grote in 1963 in Columbus, Ohio, is a family-owned business known for its famous thin-crust pizzas with abundant toppings spread Edge to Edge®. Headquartered in Columbus, Donatos and its franchise partners operate over 175 stores. Donatos Pizza is also served in nearly 300 non-traditional locations nationwide, including select Red Robin restaurants. Committed to quality, community, and customer satisfaction, Donatos Pizza has received numerous awards and accolades.

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Two shows for one admission price from page 1

Here are the top three reasons to attend in 2024:

1. Explore twice the exhibitors in expanded product categories for every business need. With the 2024 exhibit hall nearly doubling in size, attendees will have access to 250+ vendors featuring thousands of products and services. Exhibitors include The Restaurant Store, Sysco, Gordon Foods, Performance Foodservice, Finn Foodservice, Fiero Group, Ken's Foodservice, California Milk Advisory Board, Horizon Food Brokers, Ice Cream Equipment Specialists, the ACF's Central Florida Chapter, Today's Restaurant News and many more! From the latest food & beverage products and immersive initiatives for the evolving pizza and restaurant industry to cutting-edge kitchen equipment, technology (including new AI-based solutions from companies like Pizza Cloud), and distribution services; attendees can explore ways to optimize operations under one roof with one pass. New for this year will be the Operator's Choice Award, where experienced restaurant operators and media will judge and select the most innovative products prior to the event, and the selected products will be on display at the show for all-attendee voting.

2. Take advantage of world-class education tailored for foodservice success. Attendees to both The Pizza Tomorrow Summit and The Florida Restaurant Show will have access to 40+ hours on complimentary sessions at the

two-day education program. Industry-leading subject matter experts will provide practical and relevant lessons for foodservice professionals on such topics as restaurant profitability, sustainability, marketing strategies, navigating labor challenges, improvement of day-to-day operations and insights on how to future-proof business.

All attendees are invited to register separately for the Restaurant Management 201, a returning workshop led by Darren Denington, Owner, Service with Style, and Alison Anne, Leader, Restaurant Revolution. This half-day workshop will guide entire management teams through the process of becoming a cohesive team with strong leadership. Attendees will gain the knowledge, skills, and systems needed for a team to properly run a business' daily operations, while still having the time and focus to manage the business details that will drive success. New this year is The Restaurant Marketing Playbook. Led by Rev Ciancio, Restaurant Chief Marketing Officer & Owner, Yeah! Management, and Chip Klose, Restaurant Coach, Restaurant Strategy, this workshop is geared toward restaurant owners and operators or marketers, giving them a framework and playbook to apply to their business immediately to increase profitability. Separate registration is required for both workshops.

3. Experience exciting competitions and interactive demos at both shows.

The Culinary Innovation Theater

will host a variety of live demonstrations, interactive presentations, and culinary competitions. The line-up of chef demonstrations includes Maneet Chauhan, award-winning Indian chef, owner of eet in Disney Springs, author, television personality, and founding partner and president of Morph Hospitality Group; Chef Glenn Cybulski, Executive Director of non-profit Chefs Feeding Kids; Michelin Trained Private Chef Alex Trim; White House Chef and Author Andre Rush; Sommelier Brian Connors and many others. In partnership with the ACF Central Florida Chapter, attendees will also learn new culinary techniques, and witness the creativity that drives innovation in the restaurant industry at three sanctioned ACF live-action showpiece competitions: a Mystery Basket Fruit & Vegetable Carving, Cake Decorating, and a Rapid-Fire Mystery Basket Cooking Competition.

At The Pizza Tomorrow Summit, The US Pizza Team will be hosting the **2024 Galbani Professionale Pizza Cup & Acrobatic Trials (GPPC)**. This event will bring a cross section of the nation's most talented pizzaioli and pizza athletes together in spirited culinary and acrobatic competition, all presented by USPT Platinum Sponsor Galbani Professionale. The GPPC will consist of 2 culinary categories, **Non-Traditional and Best Cheese Pizza**, as well as the full litany of **Pizza Athletics** for your entire staff. All entries will be scored by expert judges on basic pizza metrics such as crust bake, topping distribution, appearance and of course, FLAVOR.


"Each year, the team at Restaurant Events is driven to produce an

experience that brings the industry together and propels it forward. We focus on actionable insights and innovative solutions. We're committed to building communities through exceptional events that address the dynamic challenges within our ever-evolving industry," said Celentano. "These events add an experiential component to the show that offer real-time inspiration for improving menu offerings, cooking methods, and guest experiences."

With The Pizza Tomorrow Summit and The Florida Restaurant Show once again sharing the same location, attendees can tap into a more diverse and growing network of foodservice professionals. From restaurant owners to pizza chefs and suppliers, this year's event will provide unmatched opportunities to connect with industry peers, thought leaders, and innovators. This extended network will help attendees to share best practices, build valuable partnerships, and learn from others' successes.

Want to exhibit at or attend this year's event?

For The Pizza Tomorrow Summit, check out exhibitor information. For The Florida Restaurant Show, check out exhibitor information.

To attend, register by November 5 for savings of more than 20%. Register as a buyer or non-buyer, team, or a team with workshops. Admission includes access to all exhibits, sessions, demonstrations and competitions. Only the two workshops require a separate registration. For the most up to date information and to register, visit the Pizza Tomorrow Summit or Florida Restaurant Show website. 

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Hurricane prep from page 1

ice or frozen gel packs, ensuring the temperature remains at 40°F or below. Add more ice as needed when it begins to melt.

A fully stocked freezer will retain its temperature for about 48 hours, while a half-full freezer will do so for around 24 hours. If the power outage is expected to be prolonged, utilize dry or block ice. Twenty-five pounds of dry ice will keep a 10 cubic foot freezer below freezing for three to four days.

After a power outage

Thawed food can be safe for patrons to consume if it remained at refrigerator temperature and can be refrozen if ice crystals are still present. Never taste food to determine its safety, and always treat water of uncertain quality before use by boiling, bleaching or filtration through clean cloths.

Discard items such as meat, poultry, fish and eggs if your refrigerator was without power for more than four hours as well as any items that may have been in contact with floodwater. Dairy products (except for hard cheeses), cut or cooked produce, opened juices, gravies, creamy dressings, batters and doughs should be thrown out as well. Toss any items that may have been contaminated by juices from raw meat or have an


unusual odor, texture or color.

If a refrigerator or freezer was submerged due to flooding, even partially, it is unsafe to use and must be discarded.

Post-hurricane: Returning to normalcy

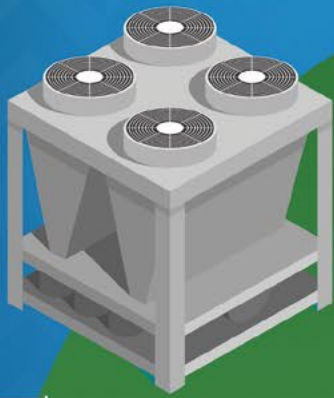
Every restaurant should develop detailed plans for restoring systems and facilities after a storm to expedite recovery and minimize downtime.

Document and photograph all extraordinary expenses incurred during and after the storm. Consult with insurance professionals before hiring restoration agencies or signing contracts to confirm that costs are covered by your policy.

By implementing a few proactive measures, restaurant owners in Florida can weather a hurricane with minimal stress and loss. 

About the Author: Stefan has more than 20 years of experience as an insurance professional and underwriter focused on designing insurance risk reduction programs and developing cutting-edge management technology for agents and clients across the United States. As the Hospitality Practice Leader for HUB Florida, Stefan provides guidance and vast experience to his team of hospitality professionals on delivering best in class insurance placement solutions for owners, developers, and operators of limited-service hotels to full-scale resorts. HUBInternational.com.

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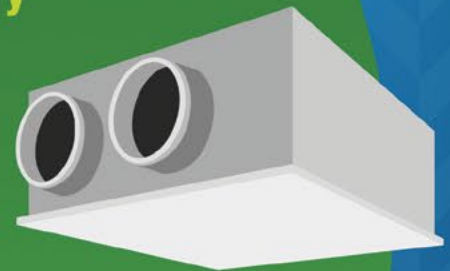
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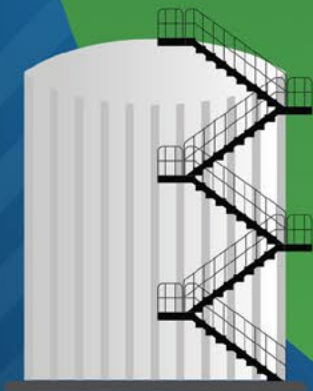
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Reduce your A/C load by up to 20%. Cut HVAC costs by working with your A/C system to prevent energy waste.



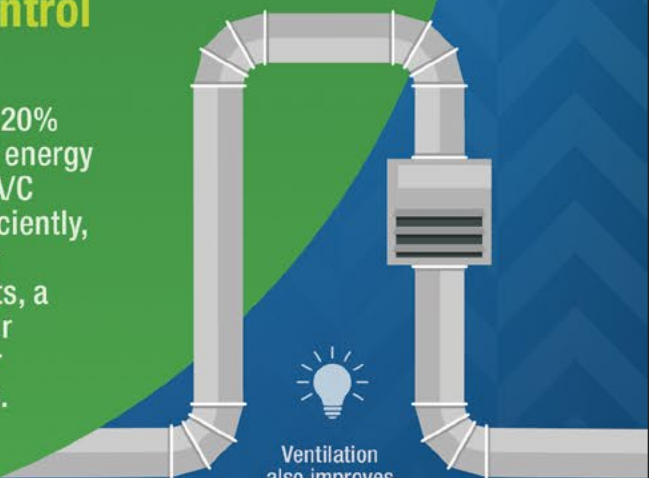
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What's Going On from page 6

1987 as Mainframe Voice Messaging Service, TRACI.net became an internet services provider (ISP) in 1997. Always an early mover, the company launched its first Hosted VoIP solution in 2004. Since that time, TRACI.net has grown to become a trusted communications consulting and services partner to hundreds of small and medium-sized businesses. "Our team could not be more excited to join forces with one of our industry's most highly regarded teams," says Darin Gull, President of TRACI.net. "Our partners and customers will immediately gain access to a broad range of additional services including Information Security, Cloud Solutions, Managed IT Support, Global Connectivity, and Expert Network Engineering." C3 Complete is a Platinum Sponsor of the upcoming CVx EXPO 24 which will be held in Scottsdale, AZ from November 12-14. Members of the newly combined team will be in attendance, and C3 will be exhibiting in Booth 4001. For more information, or to schedule a one-on-one meeting with C3 Complete, email dmorra@c3-complete.com. Founded in 2009, C3 Complete is an award-winning technology consultancy headquartered in Delray Beach.

◆ The Hatco IRNG-PC2F Rapide Cuisine® Countertop High-Powered/ Heavy-Duty Dual Front-to-Back Induction Range offers back-of-the-house power with heavy gauge stainless steel housing, side impact protection and a scratch-hiding cooktop surface, while its Magnetic Power System (MPS) delivers the highest power in its class for commercial foodservice. Visit HatcoCorp.com for all ordering information.



◆ Slipaway Food Truck Park & Marina is currently under construction at the foot of the Cape Coral Bridge. The waterfront destination will feature 10 food trucks, 30 boat slips and more. The space will accommodate regular seating for 300 guests and up to 500 guests for special events. The concept plans to offer live music, shady outdoor seating pavilions along with other amenities. There should be about eight buildings on the Central Pavilion, which will offer over 130 seats and a waterfront bar. It's scheduled for completion Mid 2025. **TR**



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TR Today's Restaurant

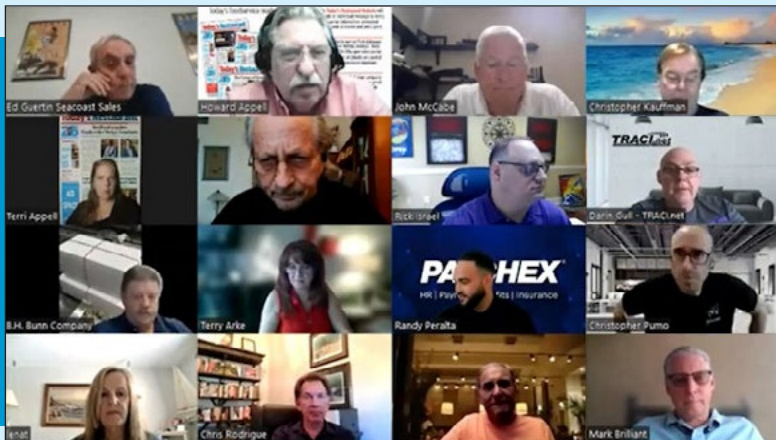
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