



IFSEA NEWS

Fresh and Bold!

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



Life on the Weil Side!

Richard F. Weil, CFE Chairman of the Board

This fall of changes are not scary

No doubt we have all made changes in our lives due to the Pandemic that have no doubt been sometimes scary as humans do not generally like "change". As the country and people and businesses work to deal with our current "normal" I do believe in the positive side of things that we will see a return to positive outcomes. Perhaps not in the next 6 months or even 18 months but we will seek a new level of how we will go forward.

IFSEA also has many positive changes that we believe will benefit our organization now and for many years to follow. The new Branches that are sharing via "Zoom" calls as well possibilities for our future are well documented in this month' newsletter from Ed Manley. Thank you to the new leaders in California/Las Vegas; Florida, Viet Nam etc. We welcome you and your new members to our 119-year young association. This is indeed a positive change for IFSEA and definitely not scary.

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Labor Day September 7, 2020

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SOMETHING TO THINK ABOUT

Action is the foundational key to all success.

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Life on the Weil Side!

Richard F. Weil, CFE Chairman of the Board



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Other changes certainly lie along the lines of business protocols that are well documented and the necessary changes that restaurants, hotels, health care and all food service professionals are dealing with as it relates to COVID-19 protocols. While the Pandemic has been devastating to our industry, I believe we will see positive outcomes from the Pandemic for the industry relating to food handling.

This fall, the call for change relates to certification and the importance of all food service professionals upgrade their food handling skills and certifications. The basic food safety training that have been teaching for many years may include the very popular and effective Serve-Safe™ from the National Restaurant Association, or even local health care training. IFSEA through the Food Service Institute (FSI) and Global Foodservice Institute (GFI) offers many great solutions from Food Handler and more. I am a good example of the need to upgrade as earlier this year Ed Manley convinced me to sit for the MCFE and MCFP exams and lo behold I studied the materials and passed them. Not easy, but this was a change for me that I encourage everyone to upgrade your skills levels and have it reflected with new opportunities and new certifications.

If you know someone and you probably do, who can benefit with this opportunity to upgrade your portfolio do it now! No matter if you are in your 20's, or even 60 or 70 something or more, take the time and make this fall for change and it will make a difference. Not scary!

Bottom line for why to take the time now to make this fall for positive change, positive thoughts, and positive thinking to help us get things back to normal? The best reason is for yourself and everyone else you come to associate with, lead or help your community stay safe and healthy.

Be great everyone and realize that in this case, change is not scary!

LOOKING AHEAD WITH MANLEY

Ed Manley, MCFBD, MCFE, CHP Chair Elect



“AND” Making IFSEA Relevant Again



I just learned, from Sports Illustrated of all places, that Bayer Aspirin was invented in 1899 in Germany, which ads today say can save your life. Just TWO years later, IFSEA was invented in Buffalo by a group from Detroit. Two years younger than aspirin – WHAT??? In late 2017, we decided to save the life of IFSEA. As we approached our third year with frankly not a whole lot to show for the efforts besides money in the bank, we took a deep breath and put our antennae out for new energy to make IFSEA relevant to the current generation of food service and hospitality industry professionals.

TODAY, I am thrilled to say, we seem to be tracking this success. Alysha Brooks was among about 14 IFSEA members that attended the Canadian conference in the

summer of 2017 in Niagara Falls, Ontario. She as everyone else were willing to help continue IFSEA. Alysha had her family as her number one priority, work, and such a busy life while still maintaining her board position with IFSEA albeit a bit on the sidelines understandably. Three years later with her family growing up, she decided it was positive timing to get back to IFSEA, and today she is tearing it up in all facets of IFSEA, and is now the fourth member of the Executive Committee and taking over my job as Director of Development.

And the “And’s keep coming. AND more recently, riding in to town from California, **Chef Mario Bolanos** contacts us with compelling energy for the start-up of the **Las Vegas-SoCal Branch**, and we connected my friend and world renowned **Chef Lucio Arancibia** and **Robert Dennerlein** in Vegas, and they pulled in **Chef Mike Lodi** and **Chef Bill Yee** in the L. A. area, all of those are connecting with various ACF chapters to combine efforts. AND these outstanding culinary leaders in the L.A. area also were long time associates of the late 50-year member Toye Jessica Tong who is missed. AND Keith Green in Marina del Rey is getting Coast Guard Auxiliary members involved and certified. And here comes **Chef Divikar Raju** in Toronto wanting to get some former Canadian CAFP members into IFSEA and certifications. AND **Chef Instructor Thien Tran Le Thanh** at the Ho Chi Minh City, Saigon, Technology University. And Mario has a good lead in Australia. But wait, there’s more, AND **Alysha Brooks** and **Mike LaCroce** are forming a branch in Central N.Y. Oh, and me. AND I just started the IFSEA Florida MeetUp Branch, and I’ve invited all the Members-at-Large to join me because why not. Most of our meetings will be via Zoom, so they will have a chance to network with other members. Zoom is the new IFSEA meeting it seems as you can see from the Las Vegas-SoCal first meeting.

AND Supporting the industry and its people in dire straights

The International Food Service Executives Association, the Global Foodservice Institute and the Food Service Institute have teamed up to provide one free professional certification from their array of 12 certifications, which cost \$219 each, to **anyone** who has lost their job or had their salary drastically reduced due to Covid-19 AND IFSEA has FREE membership through 1/1/2022. www.ifsea.org, scroll down to Join Now, select Membership Application – FREE. Once approved we send the individual certification information. Contact ed@ifsea.org for help.

How about all the AND’s that will make a difference!

From the Mind of a Millennial

Alysha Brooks, Director of Development



My monthly newsletter is something that I believe many of us should be looking at as a new idea to help you in your professional as well as personal life. Plant a linktr.ee in your email address, Instagram and Facebook accounts or on your business card!

What the heck is a linktr.ee?

It's a free and an incredible tool that individuals and businesses are both using to share their favorite links all in one place! I have built my own, (see photo). You can also check it out by going to linktr.ee/trainingbyalysha.

I love linktree because I don't have to choose which of my several jobs and hobbies I want to share! It's an entire business card in one place plus some! You can even link a "contact me" into your linktree and not ever worry about throwing out 100 business cards because you had to switch your phone number or email. How do you build your own?

Go to linktr.ee

Click on "Sign up free" at the top of the page

Fill out the information

Verify your email

Set up your list

Now that you have built your link list, what do you do with it?

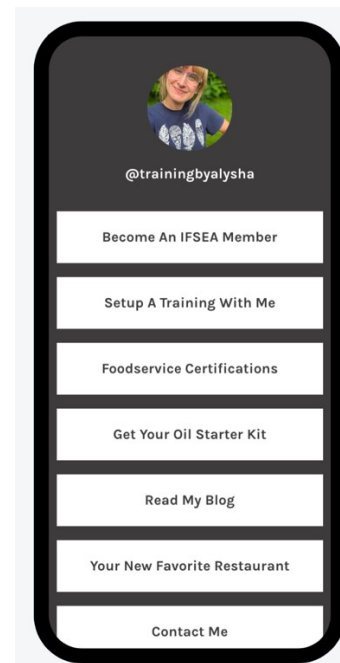
Add the link to your email signature instead of listing all your jobs or changing it depending on the person your emailing.

Add it to your Facebook page and Instagram page under the website url option.

Create a QR code and put it on the back of your business card along with the link to make your business card clean and simple. See my friend Mike's card for an example.

To use a QR Code - Open your phone camera and pretend to take a photo of the QR code, the camera will scan the code and will ask if you want to go to the website connected with the QR (practice on the example business card)

Camera isn't opening the QR? Download an app that scans QR and barcodes.



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From the Mind of a Millennial

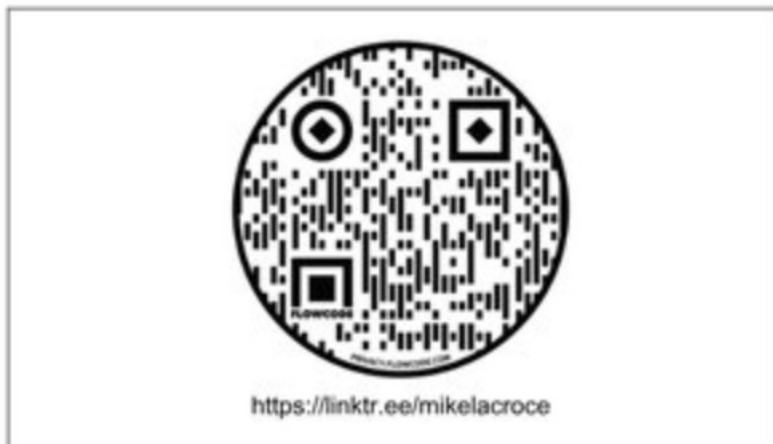
Hey, my fellow millennials did you know...

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Business cards - standard matte: Front side



Business cards - standard matte: Back side



Don't forget to follow us on all our social media platforms!

If you are a paid member - join our Members Only Facebook Community!

Facebook - www.facebook.com/IFSEA.HQ

Instagram - www.instagram.com/ifsea.1901

LinkedIn- www.linkedin.com/company/ifsea

Members Only - www.facebook.com/groups/ifseamembers

IFSEA FAMOUS

MEET MARIO BOLANOS

Chef Mario Bolanos is an Executive Chef who “loves the challenge of cooking.”

At seventeen years old Chef Mario began working as a dishwasher at the Aliante Golf Course in Las Vegas, Nevada. That was his introduction to the “world of culinary” and the rest was history, since then he has spent his time perfecting his culinary techniques.

In 2009, he graduated from Los Angeles Harbor College for Culinary Arts and throughout his education continued his culinary experience by working at a wide range of restaurants in the Los Angeles area including the Marriott in Torrance, California.

Chef Mario moved to St. George, Utah from 2010 to 2019, where he studied to be a part-time fire captain and first responder for Diamond Valley Fire Department. Through the fire department he continued to build his culinary experience by assisting them with their food-related events.

In the last 12 years he has perfected his culinary techniques which has grown his passion for the industry. He is currently the Vice President of membership for CCAC Los Angeles chapter American Culinary Federation Branch and the President of the Las Vegas IFSEA Branch.

When COVID-19 hit, Mario was working as a sous chef for the Oaks Christian Schools.

Chef Mario brings to IFSEA information on Hospitality Training and Certifications, Social Media Development, Marketing/Advertising and Foodservice Specific resources.



IFSEA is happy to have you as a member Mario!

Thank you for all you have done for IFSEA in your short time with us!

Citrus BBQ Chicken

Yield: 8 servings

Total: 50 min (plus 1 hour to overnight for marinating)

Active: 50 min

Ingredients

4 skin-on chicken leg quarters, cut into 8 pieces

1 1/3 cups ketchup

2 tablespoons light brown sugar

Juice and zest of 1 orange

Juice and zest of 1 lemon

3 cloves garlic, grated

1 tablespoon Dijon mustard

2 tablespoons Worcestershire sauce

2 teaspoons ground cumin

1 1/2 teaspoons smoked paprika

Kosher salt and freshly ground black pepper

Directions

Put the chicken in a large resealable plastic bag. Whisk the ketchup, brown sugar, orange zest and juice, lemon zest and juice, garlic, Dijon, Worcestershire sauce, cumin, smoked paprika, 1 teaspoon salt, and a few grinds of black pepper together in a 4-cup liquid measuring cup (or alternatively a medium bowl) until combined.

Remove 1 cup of the sauce and add the remaining sauce to the resealable plastic bag with the chicken. Seal and toss the bag to evenly coat the chicken. Marinate the chicken in the refrigerator for 1 hour and up to overnight.

Meanwhile, add the remaining sauce to a small saucepan. Bring the sauce to a boil over medium-high heat. Reduce the heat to low and simmer until the sauce thickens, about 10 minutes. Reserve reduced sauce for glazing and serving.

Prepare a grill for medium-high heat.

Remove the chicken from the marinade and allow any excess marinade to drip off. Arrange the chicken skin-side down on the grill, leaving some space between each. Cook until deep grill marks form and releases easily from the grill, about 4 minutes. Flip the chicken skin-side up. Cover the grill and cook until an instant-read thermometer inserted into the thickest part of each thigh reads 165 degrees F, 20 to 25 minutes more.

Brush the skin side of the chicken with some of the reduced sauce. Flip the chicken pieces and brush the other side of the chicken with the sauce and continue to cook, sauce-side down, for an additional minute. Flip and grill for 1 minute more. Transfer the chicken to a platter and let rest for 5 minutes.

Serve the chicken with the remainder of the sauce.

? Did ? You ? Know ?

HORSERADISH



Horseradish has nothing to do with horses and it is not a radish (it's a member of the mustard family). The name may have come from an English adaptation of its German name. In early times the plant grew wild in European coastal areas; the Germans called it meerrettich, or sea radish. The German word meer sounds like mare in English. Perhaps mareradish eventually became horseradish. The word horseradish first appeared in print in 1597 in John Gerarde's English herbal on medicinal plants.

Horseradish, a member of the mustard family, is native to eastern Europe, and it may have originated in Asia, Germany, or the Mediterranean area. It has been used for so long, that no one knows for sure when and where it originated. The ancient Greeks used it, so did the Jews in their exodus from Egypt in 1500 BC. It is one of the 5 bitter herbs of the Jewish Passover. It was originally used for medicinal purposes.

The bite and aroma of the horseradish root are almost absent until it is grated or ground. During this process, as the root cells are crushed, volatile oils known as isothiocyanate are released. Vinegar stops this reaction and stabilizes the flavor. For milder horseradish, vinegar is added immediately.

An estimated 24 million pounds of horseradish roots are processed annually in the U.S. to produce 6 million gallons of prepared horseradish.

Horseradish has also been known as 'redcole' and 'stingnose'.

Tulelake, California, is known as the Horseradish Capital of the World.

Horseradish was used to produce Horseradish ale in the 17th century.



Recipe Box

Spicy Crab Cakes with Horseradish

Servings: 6 (4 inch patties)

4-5 slices white sandwich bread
3/4 cup chopped fresh parsley
1 large egg yolk
2 teaspoons lemon juice
2 teaspoons Worcestershire sauce
1 1/2 teaspoon Tabasco sauce
2 Tbsp plus 1 teaspoon Dijon mustard
1/2 teaspoon paprika
1/2 teaspoon chopped fresh or dried thyme
1/2 teaspoon celery seeds
1/4 teaspoon freshly ground black pepper
5 Tbsp olive oil
1/4 cup chopped onion
1/4 cup chopped green bell pepper
1/4 cup chopped red bell pepper
1 pound cooked fresh Dungeness crabmeat, picked over and drained



HORSERADISH MAYO

1 cup mayonnaise
2 Tbsp prepared horseradish
2 Tbsp fresh lemon juice
2 teaspoons grated lemon zest
1/8 teaspoon freshly ground black pepper
Kosher salt

- 1 Tear up the bread and pulse in a food processor to make fine, soft crumbs (about 4 cups). Transfer the bread crumbs to a shallow pan and mix in 1/2 cup of the parsley.
- 2 In a food processor, combine the egg yolk, lemon juice, Worcestershire sauce, Tabasco sauce, mustard, paprika, thyme, celery seeds, and black pepper. Pulse to combine. With the motor running, add the oil through the feed tube in a slow, steady stream until the mixture emulsifies and forms a mayonnaise-type sauce. Transfer sauce to a bowl.
- 3 In a large bowl, combine the onion and bell pepper with the remaining 1/4 cup of parsley. Add the mayonnaise-type sauce and crabmeat and mix lightly. Using a rubber spatula, fold in 1 cup of the bread crumb mixture. Do not overwork the mixture. Gently form 6 cakes and flatten them into patties about 1/2 inch thick. Dredge the patties lightly in the remaining bread crumb mixture. Cover the crab cakes with plastic wrap and refrigerate for an hour or longer.
- 4 Heat a large non-stick skillet on medium heat and add about 2 Tbsp of butter to the pan. Working in batches, fry crab cakes gently 4 to 5 minutes on each side, until they are golden brown and heated through. Add more butter to the pan if necessary.
- 5 To prepare the horseradish mayo, combine all ingredients in a small bowl and mix well. Taste and adjust seasoning. Cover and refrigerate.

Recipe Box

Grilled Tuna with Fresh Horseradish

Serves 2



- 2 (8 ounce) fresh tuna steaks
- 1 teaspoon vegetable oil
- 2 tablespoons soy sauce
- 2 tablespoons seasoned rice vinegar
- 1 tablespoon finely grated raw horseradish root, or more to taste
- 4 cherry tomatoes, sliced
- 1/2 teaspoon hot chile paste
- 1 tablespoon minced green onion

Directions

Preheat an outdoor grill for high heat, and lightly oil the grate. Lightly oil steaks with vegetable oil.

Stir soy sauce, rice vinegar, horseradish, cherry tomatoes, and hot chile paste in a bowl until well combined. Let sit for 20 minutes.

Place steaks over hottest part of the grill and cook for 3 minutes per side. Transfer to a plate. Spoon soy sauce mixture over steaks and garnish with green onion.

Crab Fritters with Horseradish

Serves 5



- 3/4 cup light mayonnaise
- 1 tablespoon Dijon mustard
- 1 tablespoon prepared horseradish
- 2 cloves garlic, peeled
- 2 tablespoons fresh lemon juice
- 1 tablespoon chopped fresh chives
- 2 cups oil for frying
- 1 cup hush puppy mix
- 1/2 cup milk
- 1 egg
- 1 pound cooked lump crabmeat

Directions

In the container of a food processor, combine the mayonnaise, mustard, horseradish, garlic, and lemon juice. Process until well blended. Transfer to a bowl, stir in chives, cover and refrigerate until ready to serve.

Heat the oil in a heavy saucepan or deep fryer to 375 degrees F (190 degrees C). Stir together the hush puppy mix, milk and egg until smooth. Fold in the crab. Drop tablespoonfuls of the batter into the hot oil. Fry until golden brown, 2 to 3 minutes, turning once if needed. Drain on paper towels. Serve fritters with the garlic sauce.

Recipe Box

Fried Green Tomatoes with Shrimp Remoulade

Serves 6

1/2 cup Creole mustard 1/2 cup olive oil
2 tablespoons ketchup
1 teaspoon Worcestershire sauce
2 teaspoons prepared horseradish
2 cloves garlic, chopped
1 tablespoon lemon juice
2 teaspoons minced onion
2 teaspoons chopped green onion
2 teaspoons paprika
1/4 teaspoon ground black pepper
1/8 teaspoon cayenne pepper
2 teaspoons chopped fresh parsley
24 cooked medium shrimp, shelled and deveined

1 cup buttermilk
1 egg
2 cups yellow cornmeal
3 large green tomatoes, sliced 1/2 inch thick
1/4 cup olive oil, or as needed
2 cups mixed salad greens
3 tablespoons chopped green onion



In a medium bowl, stir together mustard, 1/2 cup olive oil, ketchup, Worcestershire sauce, horseradish, garlic, lemon juice, onion and 2 teaspoons of green onion. Season with paprika, pepper, cayenne pepper and parsley. Gently stir in the shrimp until evenly distributed. Cover and refrigerate until needed.

In a shallow bowl, whisk together the buttermilk and egg with a fork. Spread the cornmeal out on a plate. Heat 1/4 cup of olive oil in a large skillet over medium heat. Add more if needed to maintain an even coating of oil in the bottom of the skillet.

Dip the tomato slices in the buttermilk and egg, then dip into the cornmeal to coat thoroughly. Fry slices in the hot oil until golden brown on each side, about 5 minutes per side. Transfer to a paper towel-lined plate and continue breading and frying the remaining tomato slices.

To serve, arrange salad greens on six plates. Top each one with two slices of fried green tomato, then spoon some of the shrimp remoulade over the tomatoes and sprinkle with the remaining green onion to garnish.

PUNOGRAPHY

I haven't done the hokey pokey in years. As you get older, you just forget what it's all about.

I just read an advert for a job inspecting mirrors; I could really see myself doing that.

I have an irrational fear of speed bumps; but I'm slowly getting over it.

Picasso once had a job as a stadium illustrator; he always drew a big crowd.

The invention of the pickaxe was ground breaking.

I had to fire a masseuse today; she was rubbing people up the wrong way.

I have a very successful business building yachts in the attic; sails are going through the roof.

I often get a lift from an old school friend who always drives in reverse gear; we do go back a long way.

People keep telling me I'm too sceptical, but I don't believe them.

I found some great puns at the drapers while I was looking for new material.

I've ordered a reversible jacket; I can't wait to see how it turns out.

I used to enjoy archery, but it has its drawbacks.

Will glass coffins prove popular? Remains to be seen.

I don't like my tennis coach's serve, so I keep returning it.

I swallowed some food colouring by accident and now I feel like I've dyed a little inside.

I used to hate maths but then I realised decimals have a point.

Last year I joined a support group for anti-social people. We haven't met yet.

I was almost crushed recently by a pile of books, but I've only got my shelf to blame.

I've just been on iTunes trying to sync 'The Titanic'.

Dry erase boards are remarkable.

What's the bear minimum? One bear.

I went to a duck fancying club once. It was pretty fowl.

I've had amnesia for as long as I can remember.

Deja Moo: the feeling that you've heard this bull before.

I went to buy some camouflage trousers the other day but I couldn't find any.

RANdom STuff

Don't use a big word when a singularly unloquacious and diminutive linguistic expression will satisfactorily accomplish the contemporary necessity.

Take The... Older then Dirt Quiz

Do you remember?

1. Blackjack chewing gum and Teaberry.
2. Wax Coke-shaped bottles with colored sugar water.
3. Candy cigarettes.
4. Soda pop machines that dispensed glass bottles.
5. Coffee shops or diners with table-side jukeboxes.
6. Home milk delivery in glass bottles with cardboard stoppers.
7. Party lines on the telephone.
8. Newsreels before the movie.
9. P.F. Flyers.
10. Butch wax.
11. TV test patterns that came on at night after the last show and were there until TV shows started again in the morning. (There were only three channels, if you were lucky).
12. Peashooters.
13. Howdy Doody.
14. 45 RPM records.
15. S&H green stamps.
16. Hi-fi's.
17. Metal ice trays with lever.



The Color Orange was Named After the Fruit

The word orange itself was introduced to English through the Spanish word "naranja", which came from the Sanskrit word nāranga, which literally means "orange tree". The English dropped the leading "n" and eventually we got the word "orange". It was around the early 16th century that the word orange gradually started being used to not only refer to the fruit, but also what we now know of as the color orange. Before "orange", the English speaking world referred to the orange color as "geoluhread", which literally translates to "yellow-red".



Purchasing for Profit

Vendor/Supplier Relations Treating Your Purveyor With Care

by Robert Dennerlein

(Editor's note, Robert Dennerlein was a Past President of the Las Vegas Branch many years ago, and has recently rejoined IFSEA. Welcome back Robert and thank you for allowing us to publish this edited article. He wrote this article for another new IFSEA member, Chef Lucio Arancibia, who does a monthly newsletter. He is also in process in writing a purchasing book with Ed Manley who will coordinate to create a purchasing certification program from the book.)

I am excited to post my first article on Purchasing for Profit. It is my desire that the articles published in Purchasing for Profit will assist the industry with practical wisdom and best practices I put to use over the past 40 years of my purchasing career. This month's article is entitled "Vendor/Supplier Relations".

The relationship between vendor and purchasing is critical and one that sets the stage for a win-win situation for both food service operator and purveyor.

Purchasing is not a game that pits the buyer against the purveyor. A relationship that promotes adversarial posturing should be avoided for 2 simple reasons. It is costly, and no one wins. On the flip side of the coin a relationship that encourages mutual trust and honesty sets up your operation for success.

In purchasing, some main objectives are:

1. Purchase the best possible product that fulfills your requirements at the lowest price.
2. Ensure adequate quantities of product are on hand.
3. Maintain investment and inventory at a minimum.
4. It has always been my philosophy that a vendors' main responsibility is to make the purchasing department/process more efficient and profitable.

To this end, the purveyor can be a valuable asset in obtaining these goals. Buyer Beware: In the vast majority of cases the purveyor knows their business much better than you know the commodity markets itself. A produce purveyor specializing in fresh fruits/vegetables and processed produce knows their commodity intimately. Buyers should not think they can outsmart a vendor at their own game. A buyer can and should use the vendor for maintaining top quality, lowering the cost of goods, and a consistent and reliable resource and source for products goods and services.

1. One way is for the vendor to assist the operation with the creation of specifications to ensure the appropriate grade, quality and market form is the most appropriate for your menus.
2. Over my forty plus years I have seen too often a restaurant place an item on the menu only to find out the product is seasonal and thus only available a few months out of the year. A vendor not only can assist with seasonality but provide the operator peak availability for specific items which coincide with the best time of year to purchase specific items.
3. I know too many so called purchasers (order givers would be more appropriate) who squabble and waste valuable time and don't even bother to check deliveries or have food checked in by a non-qualified person such as a dishwasher or porter. I know first-hand that a smart vendor knows which operations check their orders accurately and which operations do not. Still think you can outsmart your purveyor? It just is not so and it will

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Purchasing for Profit

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cost the operation dearly long term.

4. If you are having quality issues with the purveyor it is a good possibility the operation may not have good specifications, if any at all. Professionally written specifications bring clarity to both operator and vendor as to what is exactly expected. Specifications take time to prepare but in the long run are well worth the effort.

Over the years I have learned to build vendor relations in a positive way. A few rules of thumb.

1. Build a relation of trust and honesty. If you cannot trust a distributor it is best to avoid doing business with them.
2. Have the vendor educate you through facility tours, visiting farms or manufacturing plants and supplying market information such as weekly market conditions via periodicals/ publications. These are all good ways to learn about the commodities you purchase.
3. Have the vendor run usage reports for the operation to assist in setting par stocks.
4. The more you know and understand the market and your distributor the more chance you have for lowering your cost of goods. In addition, the relationship with the purveyor will be enhanced.
5. If you have any questions on Purveyor Relations feel free to submit an email back back to me with my contact information below.

Best wishes for a more profitable purchasing operation. Have a profitable day!

Robert Dennerlein - robertdennerlein@hotmail.com.

About Robert Dennerlein:

After 40 years of purchasing for the foods service industry Robert retired in 2020 to pursue writing a purchasing book for the Foods Service Industry. The book is scheduled to be published later this year. Robert's purchasing expertise covers a diverse range of venues to include independent restaurants, entertainment venues, gourmet retail centers, luxury resorts, casinos and educational facilities. Robert is once again a member of IFSEA where he held prior leadership positions in the Las Vegas IFSEA branch including branch President.

After graduating from the Culinary Institute of America (CIA) in 1978 in Hyde Park, NY, Robert was an Assistant Purchasing Instructor at CIA and then moved to Ithaca New York where he held the position of Director of Purchasing for Cornell University's School of Hotel Administration in Ithaca New York.

Currently, Robert remains a highly respected Food Service Purchasing Consultant while working to complete the writing of the above noted Purchasing book for the Hospitality Industry.

Robert resides in Las Vegas, NV with his wife Kristy. During their leisure time they enjoy domestic and international travel and look forward to resuming travel after the COVID pandemic. Robert and Kristy are active in their Church and Community. Robert is currently on the Board of Directors for Broken Chain Ministry, an organization that assists with needs of the homeless and underprivileged in the Las Vegas area.

SEPTEMBER

September is the ninth month of the year in the Julian and Gregorian calendars, the third of four months to have a length of 30 days, and the fourth of five months to have a length of less than 31 days. In the Northern Hemisphere September is the seasonal equivalent of March in the Southern Hemisphere.

In the Northern hemisphere, the beginning of the meteorological autumn is on 1 September. In the Southern hemisphere, the beginning of the meteorological spring is on 1 September.

September marks the beginning of the ecclesiastical year in the Eastern Orthodox Church. It is the start of the academic year in many countries, in which children go back to school after the summer break, sometimes on the first day of the month.

September (from Latin *septem*, "seven") was originally the seventh of ten months on the oldest known Roman calendar, with March (Latin *Martius*) the first month of the year until perhaps as late as 153 BC. After the calendar reform that added January and February to the beginning of the year, September became the ninth month, but retained its name. It had 29 days until the Julian reform, which added a day.

Ancient Roman observances for September include *Ludi Romani*, originally celebrated from September 12 to September 14, later extended to September 5 to September 19. In the 1st century BC, an extra day was added in honor of the deified Julius Caesar on 4 September. *Epulum Jovis* was held on September 13. *Ludi Triumphales* was held from September 18–22. The *Septimontium* was celebrated in September, and on December 11 on later calendars. These dates do not correspond to the modern Gregorian calendar. In 1752, the British Empire adopted the Gregorian calendar. In the British Empire that year, September 2 was immediately followed by September 14.

September was called "harvest month" in Charlemagne's calendar. September corresponds partly to the *Fructidor* and partly to the *Vendémiaire* of the first French republic. On Usenet, it is said that September 1993 (Eternal September) never ended. September is called *Herbstmonat*, harvest month, in Switzerland. The Anglo-Saxons called the month *Gerstmonath*, barley month, that crop being then usually harvested.

September's birthstone is the sapphire.

The birth flowers for September are the forget-me-not, morning glory and aster.



*From the Richard Weil
photo album*



L-R ?, Ed Manley, Pete Lambert,
Faye Asano, Dennis Farley,
Dick Weil, Bill May,
Maryellen Thomas

L-R Don McIntosh, Dick Weil, Carol Farley,
Joy Haskins, Karen Demaree,
Bob Mathews, Maryann Weil



L-R Dave Kinney, Rosy Bass, Karen Demaree,
Bill May, Dick Weil, Laurel Schutter



L-R Richard Weil,
George Baggott, Mikey

From the San Antonio Conference 1994



Rochelle and Matt Trupiano



Rochelle Trupiano and Dave Orosz



Laurel Schutter and Bob Mathews



Rosemary Bass, Matt Trupiano and
Dennis Farley



Matt Trupiano and Dave Mehus

All About UMAMI

Umami or savory taste is one of the five basic tastes (along with sweet, salty, sour, and bitter). It can be described as a pleasant "brothy" or "meaty" taste. Umami has a mild but lasting aftertaste associated with salivation and a sensation of fullness on the tongue, stimulating the throat, the roof and the back of the mouth. Umami substances have been considered to be "flavor enhancers." Umami occurs in many foods naturally or after cooking, aging, or fermentation. Foods rich in umami include cheese, seaweed, dried fish and mushrooms.

Culinary Uses

- Brush on beef, poultry, pork, tofu seafood, veggies, or any protein.
- Add to soups, stews, stocks, broths, chilis, purées, marinades, rubs, glazes, pasta and grains.
- Enhance your salads with Umami croutons.
- Pair Umami Base with dips and spreads. Use it in sour cream, mayo, cream cheese, dressings, or create a compound butter to add a secret ingredient profile.
- Mix into sauces such as bolognese, mushroom sauce, Neapolitan pizza sauce, barbecue sauce, port sauce, or red wine sauce.
- Blend a teaspoonful of Umami Base in your regular ketchup and dipping sauces too. In Slovenia, tarragon is used in a variation of the traditional sweet nut roll, called potica.

R.L. Schreiber's Umami Base

A concentrated brick red all-purpose viscous smooth paste imparting balanced flavor – boosting savory notes that add intrigue to any dish. R.L. Schreiber's Umami Base brings out the savoriness of protein from meat, fish, dairy and vegetables. R.L. Schreiber's Umami Base:

- Gluten-Free
- Vegan
- No added MSG
- Zero Fat
- Zero Cholesterol
- No artificial flavors or colors
- Free of any big 8 allergens: Milk, Soy, Wheat, Tree Nuts, Eggs, Fish, Shellfish, Peanuts

SAVORY FLAVOR EXPLOSION

UMAMI'S meaty, brothy, savory flavor enhancer creates perceptions where sodium seems saltier, sugar sweeter, sour & bitter less biting.

- ✔ Suitable for Vegans
- ✔ Free of big 8 allergens: Milk, Soy, Wheat, Tree Nuts, Eggs, Fish, Shellfish, Peanuts



- ✔ No MSG added
- ✔ Gluten-free





About R.L. Schreiber

R.L. Schreiber, Inc. is a third-generation owned-and-operated family business manufacturing and distributing flavor solutions to the foodservice industry. Passionately crafting superior quality flavor and soup bases, gravies, stocks & broths, seasonings, herbs, spices, and custom blends, R.L. Schreiber is known as the Gold Standard for distinctive culinary creations. For over 52 years, their excellence in service is displayed through their nationwide local Independent Purveyor network by personally delivering products on a customized schedule in their fully-stocked mobile ingredient warehouses, providing free samples, rotating inventory, offering flavor advice, no minimum orders, and building lasting relationships. R.L. Schreiber occupies a state-of-the-art 125,000 square foot FDA/USDA-inspected SQF Certified facility that focuses on food safety, product consistency, and innovative research & development of over 1,000 flavor products. Our mission is simple—to provide customers with unsurpassed quality products and personalized distribution services, and partner in their success. R.L. Schreiber is The Reason to Season.®



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Labor Day September 7, 2020

The first Monday in September is celebrated nationally as Labor Day. So how did we get the holiday and why is no one quite sure who created it?

1908-WTUL-labordayThe Labor Day holiday grew out of the late 19th century organized labor movement, and it quickly became a national holiday as the labor movement assumed a prominent role in American society. Here's how it all started, with the facts, as we know them, supplied by the Labor Department, the Library Of Congress, and other sources.

1. The idea first became public in 1882. In September 1882, the unions of New York City decided to have a parade to celebrate their members being in unions, and to show support for all unions. At least 20,000 people were there, and the workers had to give up a day's pay to attend. There was also a lot of beer involved in the event.
2. The New York parade inspired other unions. Other regions started having parades, and by 1887, Oregon, Massachusetts, New York, New Jersey, and Colorado made Labor Day a state holiday.
3. How did the Haymarket Affair influence Labor Day? On May 4, 1886, a bomb exploded at a union rally in Chicago's Haymarket Square, which led to violence that killed seven police officers and four others. The incident also led to May 1 being celebrated in most nations as Workers Day. The U.S. government chose Labor Day instead to avoid a celebration on May 1 and New York's unions had already picked the first Monday in September for their holiday.
4. Two people with similar names are credited with that first New York City event. Matthew Maguire, a machinist, and Peter McGuire, a carpenter, have been linked to the 1882 parade. The men were from rival unions; in 2011, Linda Stinson, a former U.S. Department of Labor's historian, said she didn't know which man should be credited - partially because people over the years confused them because of their similar-sounding names.
5. Grover Cleveland helped make Labor Day a national holiday. After violence related to the Pullman railroad strike, President Cleveland and lawmakers in Washington wanted a federal holiday to celebrate labor - and not a holiday celebrated on May 1. Cleveland signed an act in 1894 establishing the federal holiday; most states had already passed laws establishing a Labor Day holiday by that point. Sen. James Henderson Kyle of South Dakota introduced S. 730 to make Labor Day a federal legal holiday on the first Monday of September. It was approved on June 28, 1894.
6. The holiday has evolved over the years. In the late 19th century, celebrations focused on parades in urban areas. Now the holiday is a celebration that honors organized labor with fewer parades, and more activities. It also marks the perceived end of the summer season.



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