



# RestaurantChains.net

January 27, 2009

Data reflects change and activity during the most recent four-month period from September 19, 2008 to January 19, 2009

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Over the years they have developed a sound system of integrating four separate revenue centers. Having

## Restaurantchains.net Alerts Newsletter

[member\_name\_first]:

A weekly newsletter covering public and private restaurant chains featuring under-reported unique facts relating to growth. Pertinent information is gathered, verified and analyzed in-house using proprietary methods created in our research and library departments.

In order to receive specific personnel for companies mentioned along with full profiles, you must be a client.

*Regarding growth stories listed:*

We publish net unit growth from (each company has their own four-month cycle and companies have varied verification dates, **percentages are not annualized** as a result) one four-month period to the next. This is performed by re-verifying **net growth figures** of approximately 1,000 companies per month. Once our researchers identify the following growth results from our research efforts, we highlight a new round of results each week in our newsletter. Featured growth stories are only a fraction of the growth stories received by clients.



### TOP TEN GROWING CONCEPTS

**NEW!** The January Top 10 list of the fastest growing concepts with less than 50 units.

See the story and who made the list. [Continued...](#)

### GROWING CONCEPTS

**Growing Concepts that have grown by at least 5% (if less than 50 units).**

Dallas, TX-based **DAVE & BUSTER'S** (founded 1982) has increased by 2 units for the Dave & Buster's concept, from 49 to 51 (4% concept growth), entering into the state of OK. The company also operates 1 Jillian's unit. Overall company growth was from 50 to 52 (4% growth). These are family/casual restaurant and entertainment facilities, serving American cuisine. All locations have a full bar and have space for 400-500 people or more. Private party space is available. Trading areas are AZ, CA, CO, FL, GA, HI, IL, KS, MD, MI, MN, MO, NC, NE, NY, OH, OK, ON, PA, RI, TN, and TX. A new location is planned for Glen Allen, VA later this year.

Los Angeles, CA-based **TACONE FLAVOR GRILL** (founded 1996) has

doubled the amount of locations in the past year (currently 21 locations), The Greene Turtle offers franchisees a complete system of training, development and execution. The company just opened its 21st location.

[Continued...](#)



Genghis grill is growing rapidly. Currently with 25 locations, they are opening stores at a rapid pace. With a successful franchise system in place this company is poised for continued growth.

[Continued...](#)

increased by 1 unit, from 28 to 29 (4% growth) and entered HI. These are fast casual sandwich shops, located in mall food courts. Per person check average is about \$3-\$8. Catering and online ordering are available. Trading areas are AZ, CA, GA, HI, MI, NV, SC, and TX. More than 90% of stores are franchised.

Ventura, CA-based **YOLANDA'S MEXICAN CAFÉ** (founded 1982) has increased by 1 unit for the Yolanda's concept, from 3 to 4 (33% concept growth). The company also operates the 2-unit Snapper Jack's Taco Shack. Overall company increase was from 5 to 6 (20% growth). These are family/casual Mexican restaurants, open for lunch and dinner, with an \$8-\$20 per person check average. Locations have a full bar and seating for about 200. Catering and banquet services are available. All the units are in CA.

**NEW!** See the 4th quarter 2008 expansion and pull-out list by state.

[See the results...](#)

See prior quarter's results on the home page:

[www.restaurantchains.net](http://www.restaurantchains.net)

#### EMERGING CONCEPTS

##### Concepts with 20 units or less who grew by at least 2 units.

Sherman Oaks, CA-based **LUCKY STRIKE LANES** (founded 2003) has increased by 2 units, from 18 to 20 (11% growth). These are bowling alleys, serving a full menu of family/casual American cuisine. Per person check average is about \$10-\$30. Full bar is available. Seating is for about 250. Trading areas are CA, CO, DC, FL, IL, KY, MA, MI, MO, NV, NY, ON, PA, and WA.



**BEVERAGE MANAGEMENT  
MADE EASY**

#### REPEAT GROWERS

##### Concepts previously written about in the past 18 months.

Mclean, VA-based **VAPIANO** (founded 2002) has increased by 2 units, from 38 to 40 (5% growth) and entered into FL. These are fast casual Italian restaurants, open for lunch and dinner, with a \$10-\$30 per person check average. Full bar is available and seating is for about 150. Trading areas are DC, FL, and VA. Most locations are in Europe. About 80% of the units are franchised. We featured this concept on 8/19/08 (12% growth).

Sharon, PA-based **QUAKER STEAK & LUBE** (founded 1974) has increased by 3 units, from 27 to 30 (11% growth) and entered SC. These family/casual American restaurants are open for lunch and dinner, with an \$8-\$20 per person check average. Locations have a full bar and seating for about 200. Catering, banquet and online ordering services are available. Trading areas are FL, GA, IA, IN, NC, NY, OH, PA, SC, TN, WI, and WV. More than 90% of units are franchised. We featured this concept on 5/13/08 (12% growth).

Jackson, MS-based **NEWK'S EXPRESS CAFÉ** has increased by 5 units, from 15 to 20 (33% growth). These fast casual sandwich shops are open for lunch and dinner, with a \$6-\$12 per person check average. Beer and wine are served. Seating is for about 60. Catering is available. Locations are franchised and located in AL, MS, TN, and TX. We wrote about this concept on 4/15/08 (56% growth).

Dallas, TX-based **FOGO DE CHAO CHURRASCARIA** (founded 1979) has increased by 3 units, from 17 to 20 (18% growth) and entered into AZ, FL, and MO. These are upscale Brazilian steakhouses, open for lunch and dinner, with a \$15-\$50+ per person check average. Locations have a full bar and seating for about 350. Trading areas are AZ, CA, DC, FL, GA, IL,

IN, MD, MN, MO, PA, and TX. We wrote about this concept on 12/4/07 (15% growth) and again on 8/19/08 (20% growth).

### Who likes to count inventory?

Ask any operator, manager or supervisor and they will almost always tell you that the counting of anything is tedious and mostly a drag. The best part of doing inventory is when you have counted the last item and can process the numbers.

There is a company that has a device (picture a palm pilot) you just point at the bottle. The accuracy and speed of the system are second to none. Liquor cost savings of 15-30% are common [Continued...](#)



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### COMMODITIES PRICING

### Ground Beef and Beef Trimming Prices

90% beef trimming prices have a tendency to trend inversely with the US dollar index meaning when one market is tracking higher, the other usually moves lower. [Continued...](#)

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### COST CONTROL

### Restaurant Cooperative.

Are you tired of huge price increases when oil and corn go up but no price declines when they reverse?

You have probably heard lately about restaurant cooperatives. Imagine the flexibility and savings in you could receive by joining our group who negotiate and establish pricing for you with our group buying power.

There is now a significant bonafide approach we offer and ~~membership~~ is free.

Participants in the program include large and small restaurant operators. Driving the cooperative are regional, national, global manufacturers, suppliers and vendors who provide specific cost savings for members in the group.

To become a cooperative member, you don't need to change your current deals, distributors, sales people or items purchased.

[Continue to learn more...](#)

If you are a supplier, vendors or manufacturer and want to expand your offerings to our members. Please contact us directly: [keith@restaurantchains.net](mailto:keith@restaurantchains.net)



**Food Cost Control** Developed to help food cost control wizards improve their craft

What other data do we offer?

As you now know, this newsletter is free. But behind the newsletter is where the real time data lies. It comes from a dynamically changing

where the real-time data lies. It comes from a dynamically changing directory that contains 16,000 corporate decision makers, 11,000 personal emails in 7300 restaurant concepts. We are the only company on the planet who stays in such close contact with the restaurant chain world.

*Just say NO to dead data.*

To know more including pricing options, [Continued...](#)

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Newsletter Sponsorship, download media kit.

You may have noticed our new design and sponsor sections. In addition, we have created a location on the newsletter for franchisors to advertise their concepts. This newsletter is sent to more than 48,000 foodservice professionals each week. See the breakdown of our newsletter readers and download a media kit. [Continue to download...](#)

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