



# RestaurantChains.net

October 28, 2008

Data reflects change and activity during the most recent four-month period from June 20, 2008 to October 20, 2008

## QUICK LINKS

[NEWSLETTER SIGN-UP](#)

[TESTIMONIALS](#)

[NEWSLETTER ARCHIVE](#)

[CURRENT CLIENTS](#)

[OFFERINGS & PRICING](#)

[FAQ](#)

[GLOSSARY](#)

[NEW WEEKLY RESTAURANT OPENING REPORT](#)  
(1072 last week)

[RESTAURANT CHAINS.NET WEBSITE](#)

[RESEARCH LAB](#)

[FOODSERVICECLUB](#)  
A networking group for foodservice professionals.

[CONFIDENTIAL M&A SERVICES](#)

[ADVERTISING PROGRAMS](#)

## FRANCHISE SPOTLIGHT

[Display your company](#)



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

## 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 October Top Ten list of the Fastest Growing Concepts with less than 50 units.**

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

**The August 2008 Top 20 Fastest Growing Concepts with between 50 and 100 units. On the left side of the page you will find the heading please support our sponsors.**

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

The Restaurantchains.net 2008 Top 200 PIZZA chains (by worldwide unit size).

Published in association with PMQ Magazine. See the whole story.

[Continued...](#)

centers. Having 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 24 locations, they are opening stores at a rapid pace. With a successful franchise system in place this company is poised for continued growth.  
[Continued...](#)

## GROWING CONCEPTS

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

The Minnesota-based pizzeria chain, **PUNCH NEAPOLITAN PIZZA** (founded 1996) has increased by 1 unit, from 5 to 6 (20% growth). These quick serve restaurants are open for lunch and dinner, with seating for about 60. Beer and wine are served. All units are in MN.

Bloomington, MN-based **LEEANN CHIN INC** (founded 1980) has increased by 4 units for the Leeann Chin concept, from 33 to 37 (12% concept growth). The company also operates the 5-unit Chin's Asia Fresh. Overall company increase was from 38 to 42 (11% company growth). These are fast casual Chinese restaurants, open for lunch and dinner, with a \$4-\$10 per person check average. Beer and wine are served. Seating is for about 80. Catering and delivery are available. Trading areas are MN and WI.

Texas-based **DIXIE HOUSE CAFÉ** (founded 1983) has increased by 1 unit, from 5 to 6 (20% growth). These family/casual, American restaurants are open for breakfast and lunch, with a \$6-\$12 per person check average. Seating is for about 200. All units are in TX.

**MALONE'S** of Lexington, KY has increased 1 unit for the Malone's concept, from 2 to 3 (50% concept growth). Other concepts are Regatta (1) and Sal's (1). Overall company growth is from 4 to 5 (25% growth). Locations are upscale serving steak and seafood and a full bar is offered. The check average is around \$15-\$50+. All are located in KY.

**O'NATURAL'S** based in Portland, ME (founded 2001) has increased by 1 unit, from 5 to 6 (20% growth) and expanded into NC. These are fast casual restaurants serving beer and wine. Seating is for about 60. Catering and banquets are offered. Locations are in FL, KS, MA, ME and NC.

**TED'S CAFE ESCONDIDO** of Oklahoma City, OK has increased by 1 unit, from 4 to 5 (25% growth). These are family/casual Mexican restaurants with full bar and seating for about 200. The per person check average is around \$8-\$20. Catering and banquets are offered. All are located in OK.

**NEW!** See the 3rd 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.

**STIR CRAZY** of Chicago, IL (founded 1995) has increased by 2 units, from 12 to 14 (17% growth) and expanded into WI. These are family/casual Asian restaurants with full bar and seating for about 250. The per person check average is around \$8-\$20. Banquets are offered. Locations are in FL, IL, IN, MI, MO, NY, OH and WI.



**BEVERAGE MANAGEMENT  
MADE EASY**

## REPEAT GROWERS

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

Destin, FL-based **TROPICAL SMOOTHIE CAFE** (founded 1997) has increased by 15 units, from 257 to 272 (6% growth) and entered into NJ and PA. We featured this concept on 6/27/07 (7% growth). This is a quick serve juice/smoothie concept, open for breakfast, lunch and dinner hours. Per person check average is \$3-\$8. Catering is available. Most units have seating for about 50. Trading areas are AL, AR, AZ, CA, FL, GA, HI, IA, IL, IN, KY, LA, MI, MN, MO, MT, NC, NE, NJ, NM, NV, NY, OH, OR, PA, SC, TN, TX, VA, WA, and WI. More than 90% of units are franchised.

Ste-Therese, PQ-based **CHEZ CORA** (founded 1987) has increased by 5 units, from 92 to 97 (5% growth). We wrote about this concept on 4/3/07 (6% growth), 10/16/07 (3% growth), and on 6/10/08 (2% growth). These are family/casual restaurants, open for breakfast and lunch, with a \$6-\$12 per person check average. Beer and wine are served. Seating is for about 125. Trading areas are AB, MB, NB, NL, NS, ON, PE, and PQ. All stores are franchised.

Chicago, IL-based **POTBELLY SANDWICH WORKS** (founded 1977) has increased by 10 units, from 199 to 209 (5% growth) and entered into KY. We wrote about this chain on 9/25/07 (7% growth), 2/12/08 (26% growth), and on 7/1/08 (8% growth). These quick serve sandwich shops are open for lunch and dinner, with a \$3-\$8 per person check average. Seating is for about 40. Catering, delivery, and online ordering are available. Trading areas are DC, IL, IN, KY, MD, MI, MN, NJ, OH, PA, TX, VA, and WI.

Fort Myers, FL-based **RIB CITY GRILL** (founded 1989) has increased by 3 units for the Rib City Grill concept, from 23 to 26 (13% concept growth). The company also operates the Veranda Restaurant in Fort Myers. Overall company increase was from 24 to 27 (13% company growth). We featured this company in our 9/11/07 newsletter (13% growth) and again on 6/10/08 (26% growth). The Rib City Grills are family/casual BBQ restaurants, open for lunch and dinner, with an \$8-\$20 per person check average. Catering is available. The Veranda is an upscale restaurant and reception facility. Trading areas are CO, FL, MI, OH, OR, UT, and WA. About half of the Rib Crib locations are franchised

**FAMOUS DAVE'S** headquartered in Minnetonka, MN (NASDAQ: DAVE - founded 1995) has increased by 2 units, from 170 to 172 (1% growth) and expanded into DE and ID. These are family/casual BBQ restaurants with full bar. Seating is for about 250. The check average is around \$6-\$15+. Catering is offered. Locations are in AR, AZ, CA, CO, DE, FL, GA, IA, ID, IL, IN, KS, KY, MA, MD, MI, MN, MO, MT, ND, NE, NH, NJ, NV, NY, OH, OK, PA, SD, TN, TX, UT, VA, WA, WI and WV. More than 70% of locations are franchised. We reported on this concept in our 3/25/08 newsletter (7% growth).

**ELEPHANT BAR RESTAURANTS** based in La Mirada, CA (founded 1993) has increased by 3 units, from 48 to 51 (6% growth). These are family/casual restaurants with full bar and seating for about 300. The per person check average is around \$10-\$20. Banquets are offered. We wrote about this concept in our 2/26/08 newsletter (7% growth) and again on 7/22/08 (7% growth). Locations are in AZ, CA, CO, FL, IL, KS, MO, NM, NV, OH and OK.

**SIR CORP** headquartered in Burlington, ON has increased 1 unit for Jack Astor's concept, from 28 to 29 (4% concept growth). Other concepts for this company are Alice Fazooli's (5), Canyon Creek Chophouse (8), Far Niente (1), Four/petit Four Bakery (1), Loose Moose (1) and Reds (1). Overall company growth is from 45 to 46 (2% growth). These are family casual restaurants with full bar and seating for about 200. We reported on this concept in our 6/17/08 newsletter (7% company growth). Locations are in AB, NC, NS, NY, ON and PQ.

### 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.

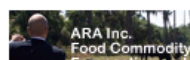
There is a company that has a device (picture a palm pilot) you just point at the bottle. The accuracy and speed of the system are second to none. Liquor cost savings of 15-30% are common [Continued...](#)



**jump out of the fish bowl and stay in constant contact...**

**no templates** **no design fees** **no generic looking emails**

**Restaurant eMarketing - [www.restaurantmarketing.com](http://www.restaurantmarketing.com)**



## Pork Spending

The chart of the week is US pork production. As one can tell from the chart below, pork production typically increases during the fall. As pork production seasonally increases into the fall the value of the pork cutout (index of pork prices) typically moves lower. [Continued...](#)

SPONSORED BY



[WWW.JOEDUNBAR.COM](http://WWW.JOEDUNBAR.COM)

COST CONTROL

## Restaurant Cooperative

You have probably heard lately about restaurant cooperatives. There is now a significant, bonifiable approach available.

With \$5 billion plus in annual purchase power and 400 manufacturers imagine the mammoth savings in pricing we receive.

You don't change your current deals, distributors, sales people or items purchased. We are vendor neutral.

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



**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 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...](#)

---

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...](#)

Contacts:

Publisher:  
Keith Gellman  
[keith@restaurantchains.net](mailto:keith@restaurantchains.net)

Editorial concerns:  
Maura O'Neill  
[maura@foodservicereport.com](mailto:maura@foodservicereport.com)

Francine Graham  
[francine@foodservicereport.com](mailto:francine@foodservicereport.com)

This email was sent to [email]. To ensure that you continue receiving our emails, please add us to your address book or safe list.

[manage](#) your preferences | [opt out](#) using TrueRemove<sup>™</sup>

Got this as a forward? [Sign up](#) to receive our future emails.

email marketing by

**Restaurant  
eMarketing**

ONLINE ORDERING - EMAIL MARKETING - POST DINE SURVEYS  
VISIT US ONLINE AT [WWW.RESTAURANTEMARKETING.COM](http://WWW.RESTAURANTEMARKETING.COM)

**Let Restaurant eMarketing handle your email marketing for your restaurant(s)  
60 Day Free Trial... Contact us today at 888-415-6669**