

**Ed Manley, MCFBD**

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**From:** "Foodservice Institute and E. H. Manley and Associates" <hq@vetsupportnetwork.org>  
**Date:** Saturday, April 8, 2017 1:46 PM  
**To:** <ed@ehmanley.com>  
**Subject:** Knowledge is Power - Here's Some Useful Tidbits to Grow on



## Veteran's Support Network - 501C(3) Charity

VSN is now partnered with the Military Hospitality Alliance (MHA)  
 and E. H. Manley and Associates (EHMA),  
 to provide charitable contribution funds for training & certifications for  
 homeless veterans, the Military Culinary and Enlisted Aide of the Year competitions.

## What's Going On In Your Industry?

### **EDUCATION EDGE - April 2017 from E. H. Manley and Associates**

**14<sup>th</sup> Military Culinary Competition at the Tropicana Las Vegas with Chef Irvine**  
 Stay tuned, trying to nail down Chef Irvine and the Trop for dates. Fall date pending. Grateful  
 to have funding already from Hilton Worldwide and the Las Vegas SW Rotary Club.

#### **Protect guests with safe produce handling**

Because fresh produce often is eaten uncooked, everyone who handles it must  
 be careful to prevent cross-contamination. Here are some tips to keep in mind.

#### **I moved to just south of West Palm Beach, Florida**

If you need to mail something, or meet with me, send me an email for my new address. Living  
 with son Mike and grandkids - time for some family. I look forward to

putting a gathering together for my IFSEA and other South Florida amigos.

### **Krispy Kreme parent to acquire Panera Bread**

JAB Holdings, the Luxembourg-based parent of companies including Krispy Kreme Doughnuts and Keurig Green Mountain, will acquire Panera Bread in a cash and debt deal valued at \$7.5 billion, the companies said Wednesday. St. Louis-based Panera operates about 2,000 US restaurants. [Reuters](#)

### **Classes in progress - USS Wasp, Bahrain, then maybe Sicily**

I'm doing two classes in a row for the Wasp at the BAE Shipyard in Norfolk, back to back to get 17 or so through, while they still feed the crew.

Heading to Bahrain in July and working on dates for Sigonella.

I updated the roster of Navy students who got promoted to E7, E8 or E9 in FY16 and FY17, which shows that 35% of those who got promoted to those ranks had earned our certifications.

Not to mention the people who let me know about the jobs they got after the military. Army can get 50 promotion points and logically all service personnel would benefit similarly, but I guess they have a better plan as I'm doing nothing with them, just Navy.

If you haven't been promoted, a couple of weeks of effort to break the tie between you and others in promotion boards. Any leader that says no, better have another plan for you, otherwise, it is YOUR job to get promoted, not theirs.

The only bad plan is NO plan.

I'm working on a new portal for the online classes for those individuals whose commands think they have a better plan for people to get education and promotions, or those who don't have the time to sit in class. We just reached 4000 students since 2003, so anyone who says it isn't worth doing must be full of it, I'd have been out of business years ago, instead of the 11,000 certifications we've helped people earn.

Those who "don't support" my program can't tell you of a better plan - many more people have degrees than have certifications, what ELSE you got?

### **A restaurateur's tips to cut costs, increase profits**

The right cost and pricing structure, proper portioning and effective inventory management are key areas for keeping costs under control and boosting profits, writes restaurateur and TracRite Software President Jeff Hands. When ingredient costs rise, take a strategic approach to menu price increases to avoid turning off patrons, he writes. [Restaurant-Hospitality.com](#)

### **Career Advice**

Yesterday I gave my students a few minutes of how to build your resume and thus your career. Getting an Associate degree helps when they just ask if you have a degree. But so many have a BS that you need at least that.

I suggest getting above those masses by getting a Masters, MBA being the most useful. Don't get a culinary degree, costs too much for too little pay.

You CAN get a management degree from the top culinary schools (CIA, J&W, etc).

Start college with the general subjects so you can declare a major later.

Earning a bunch of credits, stopping without a degree, indicates on your resume that you may not be focused, a quitter. Keep going.

### **Most managers don't know what motivates employees**

There is a disconnect between what managers believe motivates employees and what actually motivates them, writes Susan Fowler. Managers will often ascribe their motivations and beliefs to others, she notes, and oftentimes organizational constructs prevent managers from directly affecting pay, title or bonuses. SmartBrief/Leadership

### **Schlotzky's top chef shares tips for women leaders**

Maira Morales has had a high-profile culinary career and now serves as executive chef at Schlotzky's. She offers advice for women who want to become leaders, starting with the need to keep learning and traveling to stay current and gain broader perspectives. FastCasual.com

### **McDonald's beefs up test of never-frozen meat**

McDonald's has expanded its test of never-frozen quarter-pound beef burgers to more than 300 restaurants in the Dallas market. The test is designed to gauge consumer demand and determine whether changes to the supply chain and restaurant operations make the change feasible nationwide.

Chicago Tribune

### **Michelle Obama planted seeds of change in the food world**

Former first lady Michelle Obama's local food legacy will live on in the White House Kitchen Garden and the groups she has influenced on efforts to fight childhood obesity and promote healthy eating. Since launching the garden in 2009, food retailers have increased their focus on local produce, and more than 42,000 restaurants have signed onto NRA's Kids LiveWell program.

SmartBrief/Food & Beverage

### **Your to-do list could be holding you back**

To-do lists can be trouble when they "don't provide context about the tasks, they don't give you a timeline, and they're easy to ignore," writes Stephanie Vozza.

For instance, don't put habitual items on your to-do list or tasks that someone else can do. Fast Company online

### **The French Laundry's remodeled kitchen combines form, function**

The team at celebrated California restaurant The French Laundry christened the remodeled kitchen during Saturday dinner service, after four years of cooking out of temporary kitchens during the renovation. The new design features more

windows, elevated counters and a ceiling modeled after flowing tablecloths designed to improve acoustics. [San Francisco Chronicle](#)

**[Make sure employees know their value](#)**

Leaders should help employees understand exactly what their roles in the company are and the value they bring, writes David Grossman. "Challenge your employees to think about what they do and how they contribute in context of your team's goals, as well as the organization's overall strategy," he writes. [LeaderCommunicator Blog](#)

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