

They Said It

- RADM Thompson, Chief, Navy Supply Corps –
“Certifications provide a reason to choose, a way to separate one person from another”
A Department of Defense study said –
Although military have equal or better training and experience than jobs require, they don't hold the Credentials civilian employers recognize
- *The program (certifications) will expand the professionalism* of the Military Enlisted Force
- and will improve *personal and professional readiness*

Tom Gauzer, former CS2 (E-5).

- Tom Gauzer got this job in Syracuse, NY because of his MCFE. The Executive Chef works for him.
- “I interviewed for the HACCP job at the college, waiting to hear back - better hours, \$60K, closer to home, etc. etc.”
- “I met with the client of the Nursing home for Sodexo today. The DM wants me to be the GM for a new Senior Living Center outside New York City.
- 2008 – CS2. Left Navy, joined reserves as an LN2, made LN1. Worked for Navy JAG. Got a GS-11 job.
- January 2013 – Promoted to CIO, DOD Freedom of Information Act - GS14, \$108,000 a year.



They Said It

- “I retired and work for Flour Bluff High School, in the Nutrition Department. I lost my certificates, but when you get me copies, they are supposed to give me a pay raise.”

Timothy Teel
CS1 (E-6), U. S. Navy (Ret)



They Said It

- “The certifications I earned through the Symposium were hugely helpful in getting a bank loan to expand my catering business, which is now my full-time business.

Ken Hughley
CSCS (E-8), U. S. Navy (Ret)
Honolulu, Hawaii

Steve Fontanilla Kaiser Hospital (Navy retired)

- I am the Executive Chef/Cafe Supervisor here at Kaiser Hospital in Hawaii. I really believe because of my certs (CFE/HAACP/CPFM) and other qualifications I obtained, I was able to get this job. They were so impressed with my resume and certs.....they waited until I retired. CS1 Villanueva also retired and landed a job at Zippy's as a Corporate Chef. So, you can share your stories with the success of former students who retired and landed Manager/Executive positions.

Margo King-Prine Area Manager, Fort Sill, OK

- “I will be in charge of all DFACs at Ft. Sill, which numbers 7 right now with more to be built. I have only been there for 2 months. **A lot of this had to do with your certifications** on my resume, my 15 years management experience at an Air Force Base, **but mostly my credentials from training I had from your classes.**”



Chef Eric Kornbluh

- “While seeking a new opportunity in Las Vegas, I had two specific times when the certifications helped me. Once, the Executive Chef had also received HACCP and MCFE certifications from Ed, so when I noted his lapel pins we had a bonding moment. They offered me the job though I didn’t take it. For a national restaurant chain, they stated they were very impressed with the certifications. Plus the knowledge has helped me to do a better job.”

Eric Kornbluh, former Executive Chef
California Hotel & Resort, Las Vegas

CSC Tony Littlejohn

- "Thank you ever so much Mr. Manley for your encouragement and teaching method that is remarkable. I wish my college professor made it that plain. I learned so much and I feel so much better. I really enjoyed getting back into the food service scene. I was a galley rat and I wanted to do everything and know everything about the food industry. I have that feeling again and I am ready to move forward with my new certifications."

CSC Tony Littlejohn, Naval Hospital Great Lakes, IL

Captain Mary Kolar, U. S. Navy (Ret)

- Just a short note to let you know about my new job.

Next week I will become the Director of Public Operations at an art museum. Among my responsibilities will be supporting a restaurant. One of the reasons I was hired was the expectation that I will bring in more reception business which is a money maker for the non-profit museum.

During the hiring process, I let the interviewers know about my Master Certified Food Executive and HACCP certifications. I don't know how much these qualifications influenced the hiring decision, but they were likely an additional positive in my favor.

CS2 Bobbie Gunderson

- "You did a wonderful job educating us. I would advise that everyone should take this course."

CS2 Bobbie Gunderson, MCFE, CHM, CPFM
Naval Air Station, Whidbey Island

FS1 Jason Chambers, U. S. Coast Guard

- I have another plug that you can add to the benefits of getting certified. On Friday, one day after the symposium, I heard an ad about a job fair in Seattle for a Hawaiian cruise ship line. I went on Monday. I just wanted to see what was out there. If I had applied, they said I would be hired on the spot. If I had the documentation for the MCFE, CPFM and CHM, they would have added \$500.00 a month more to the offer. That is **\$6000.00 a year more** for 11 letters. They wanted HACCP trained management personnel and made that quite obvious.

CSC Tony Littlejohn

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CSC Tony Littlejohn, Naval Hospital Great Lakes, IL

CSC Mark Adams, Navy (ret)

- I landed a great Kitchen Manager job with a BBQ restaurant in Rochester. They told me later they would have hired me on the spot because of my resume and certifications.

He told me that he had no idea what the MCFE and CPFM were but was impressed that I was both of them. He liked the AA in Food Service.

We are working with HACCP daily and I am glad I took the course because we deal with numbers like 250 racks of ribs, 120 Chicken halves, 120 lbs of chicken wings, 300 pounds of pork butt and 100 pounds of brisket daily.

FS3 Martin Betts

- "I rejoined my unit today (after a Symposium the prior week) and the guys were amazed at the volume of knowledge I brought back. They are very interested in attending, specifically my chief."

FS3 Martin Betts, MCFE, CHM, CPFM
Coast Guard Cutter Spencer

Wes Krohn

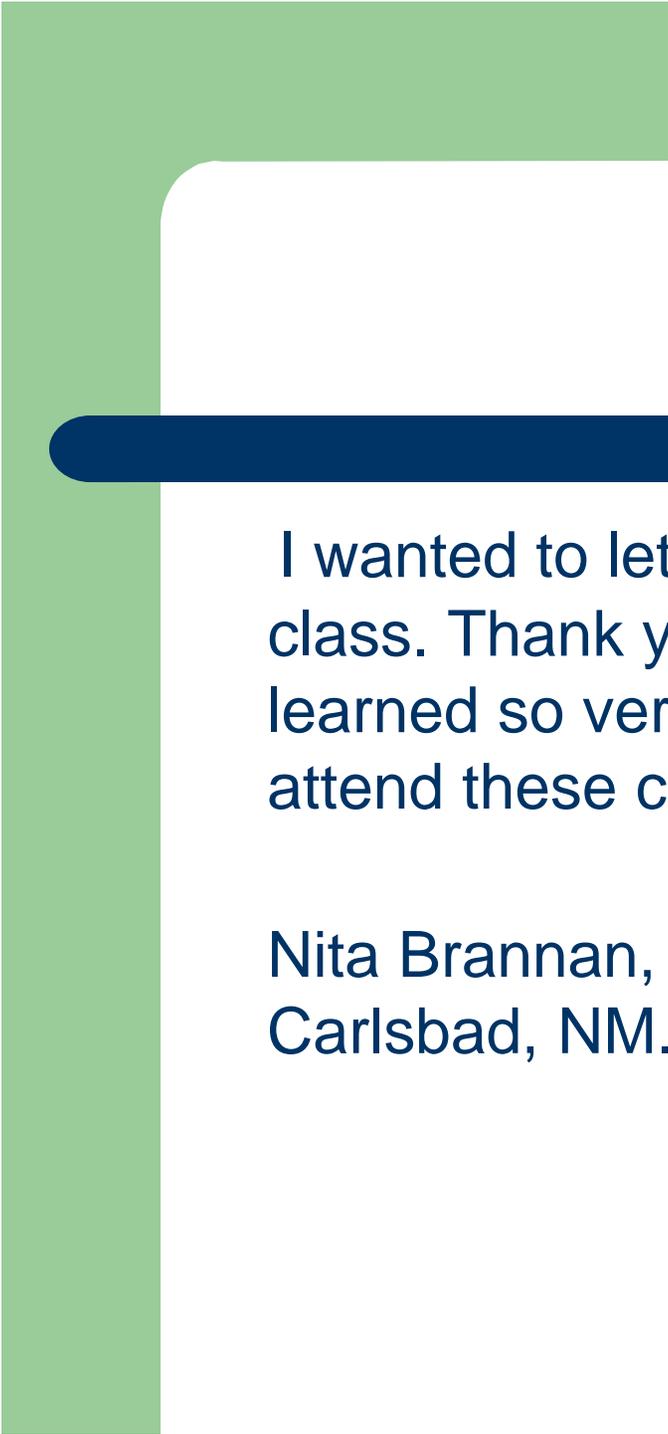
- "The MCFE exam is quite comprehensive and definitely NOT a pushover. It is, however, achievable and all of those eligible should schedule an opportunity to take it sooner rather than later. I applaud Ed for making this available throughout the IFSEA area and believe the organization and the industry will be much better for it."

Wesley Krohn, MCFE

The Krohn Group, Retired Army Warrant Officer

CSC Sterling Woods JRB Fort Worth, TX

Ed, thanks for coming to the Naval base and providing the excellent training. Although I have been in the Food service industry for many years, I gained tons of new knowledge and hopefully the certifications that I earned can make me more marketable when I pursue civilian employment. Once again thanks and have a Fine Navy Day.



Nita Brannan

I wanted to let you know that I truly enjoyed your class. Thank you for a very rewarding 4 days. I learned so very much and it was so good for me to attend these classes.

Nita Brannan, Manager, School Foodservice,
Carlsbad, NM.

Senior Chief Michel Stokes

- I just want to say thanks; your class was great and very challenging. I know that the certification will help me in the future. The information covered opened my eyes to a lot of how business is done in the civilian world. Food safety is of a huge issue and I wish to thank you enhancing my knowledge.

CSCS Michel Stokes, Food Service Director
Naval Hospital Jacksonville

CSCS Todd Mears

- I like how you put it, IFSEA certifications are for top level managers that are not looking at becoming Master Chef's, however, do seek to work in the food service industry. And since sanitation is the backbone of all food service operations, both civilian and military, them getting CPFM and CHM is very important.

CSCS Todd Mears, MCFE, CHM, CPFM,
Naval Hospital Bremerton, WA

CS2 (SW) Jefferson Sands

- I received my MCFE certificate in the mail, and out of all of my awards, I'm proud of that certificate most. It sits alone on my coffee table in the living room, and thank you so much for taking out the time to spend with me and my fellow service members (all branches) to ensure we were properly trained. The information was first hand and first rate.
- My only regret is that most of my fellow service members are getting out before they receive this training, I honestly believe, the opportunity should be afforded to all service members in supply rates as well as the medical field for some. Again, thank you.

Gordon Morris

- I find that, without a doubt, the most important aspect of this whole experience, (aside from meeting you), is that there is a sudden flurry at work to do all the little things we hadn't gotten to yet. What a great teacher and reminder this course was of exactly how a top notch operation should be run, and, once reminded we are driven to plan it in for completion.
- Many things can be done immediately, which gives us our immediate gratification, but just as many things are planned for implementation later.
- Food Service Director, Kamehameha School, Honolulu

CS1 Justino Abad, MCFE CHM CPFM

- I salute you for working so diligently in helping us in the Navy make our culinary profession more challenging and meaningful. I speak for everyone in saying that we truly enjoyed your class and we hardly noticed the time because you made it fun and interesting. Good luck and hope we get to be in one of your classes again.

CS1 Justino E. Abad, LPO, SECNAV Mess

CS1 Lasandra Siddeeq-Singleton

- Your program helps sailors gain more knowledge than they learn in Navy schools. The enlisted personnel love you because you are on another level. You're like a breath of fresh air! A breath that CS's need. The program is great for sailors such as myself. Thanks.

CS2 Laura DeFilippo

- I just wanted to tell you THANK YOU for the awesome training. I was very lucky to be able to have my command send me. I know I will really use a lot of the information given through the forum, if not now, when I some day open my own business.
 - Laura DeFilippo, MCFE, CHM, CPFM

Lisa Montoya

- I just wanted to thank you, for the great insight into the HACCP. As you know that it is now mandatory for School Food Service to implement HACCP by 2006/ 2007. I did not know how I was going to be able to train my employees as I did not know HACCP myself. With your seminar I now have the tools that I need to proceed with training of my staff. I recommend any one in School Food Service to attend this symposium on HACCP.

Lisa Montoya, MCFE, CHM, CPFM Food Svs. Dir.
Truth or Consequences, NM Schools

CW3 Ellen Magras

- "You are a great instructor. It truly was a great opportunity and I will encourage all within my span to attend. The training is great and everyone that attends the Symposium WILL pass. You are fully prepared to do just that. Trust me." "I see you are working hard to get the information out. It will pay back in large dividends, not only for the organization, but also for the Soldiers who are gaining this prestigious recognition and knowledge."

CW3 Ellen Magras, MCFE, CHM, CPFM
U. S. Army, Fort Benning, GA

CSCS Bill Bergman

"I have had the opportunity to attend a certification class through IFSEA and can state that I believe it is well worth the time and effort to attend. I was able to complete three certifications, which I think will help me be a better Culinarian, as well as a mentor for my area CS's. I have set-up a class with Ed Manley for my local area which netted 25 CS's, 72 certifications. I feel strongly that this program can only improve our sailors level of knowledge and inspire them to new heights. I will continue to push for my area CS's to attend the training and complete certification to better themselves, as well as the Navy's foodservice. Thanks and Go Navy."

CSCS(SS) Bill Bergman, MCFE, CHM, CPFM

CSCS Fernando Colon-Aldecoa

- I think is a great deal, and stand by it. I'll tell you, I have seen a significant increase in SANITATION levels (raised) here on the King's Bay (Submarine) waterfront.

It's making my job easier.

CSCS Travis Swatsworth

- Thank You so much for your wonderful teachings, I was truly impressed with the course and how well you conducted it making it fun as well as a great learning experience.

The team at the Presidential Retreat in Thurmont were grateful for the opportunity and look forward to seeing you up here again in the near future.

CSCS(SW)Travis K Swatsworth MCFE,CHM,CPFM

CWO5 Paul T. Jones

- I completed your class, earning the MCFE, CHM and CPFM. Thank you for a great week of training. Your presentations for each course of study was very educational, concise, and added a great deal to my level of expertise.
- The knowledge was greatly helpful when I became co-owner of a Five Guys Burgers and Fries franchise, with 2 locations and soon 4.

CS1 Blue Crane, NavSta Newport

- Thank you very much for the time and energy you took to train us. I am grateful I finally listened to the few people I would say have mentored me and left a lasting impression. I came to work today feeling a little more confident and have just a little more self pride. Thank you for that.

CS2 Pete Urton, Navy Consolidated Brig, Charleston, SC. New restaurateur!

- I received a phone call from my old boss that she was ready to sell her restaurant in Ohio. I contacted a banker which requested a business plan and letters showing my culinary experience and training.
- Then he asked if I had any **certifications that would speed up the process** and shorten the time of finding out about the loan. I told him yes - I had Customer Service Certification, ServSafe, and ServSafe Alcohol, and 3 IFSEA certifications.
- **I showed him proof of my MCFE, CHM, CPFM from the IFSEA Symposium. That took care of everything** - no letters, no business plans or anything. Thanks to Ed and IFSEA my process and all my paperwork was cut by about 90%.

SGM Ray Arnold, MCFE, CHM, CPFM

- You've been such an inspiration to all of the military's food service professionals. Your tireless efforts to continually elevate us to higher levels of competence have been phenomenal. Keep doing the outstanding job of promoting professionalism and excellence in food service.

As Tina Turner said, "You're simply the best, better than all the rest."

Jim Ford

- Thanks for the most intense four days I have spent in a long while. It was rewarding to learn that my decisions are based on sound business practices and recognized procedures.
- Even though I have been involved in Food Service for forty one years, I find a new confidence in what I do thanks to the course and certification.
- Your presentation and style made me aware of my strengths and shortcomings and gave me the focus I need to improve both myself and my program.
- Jim Ford , MCFE, CHM,CPFM
Food Service Coordinator, Zuni Public Schools

CW4 Martha Longino

- Thanks for your support of the Soldiers. Everyone here enjoyed the class and learned a lot from you. I will continue to try to get Soldiers to use your program.

I am confident that I have a better trained group of Soldiers. They will definitely be ready for deployment to Afghanistan and ready to enforce food safety everyday.

Sgt Darnell Mullen

- You are a lifetime reference for me. I like being educated. I soaked it in like a sponge!!

Sgt Darnell Mullen, Fort Lewis

CSCM Carlouis Chester

- Thanks Ed for caring so much about the food service industry, you really did a great job in teaching us the material. I don't know if we would have been able to achieve the results we received if you hadn't put such a great effort into teaching us. Keep up the charge!

Food Service Director, Naval Station,
Newport, Rhode Island

Ernest Micks, FSO, Offutt AFB

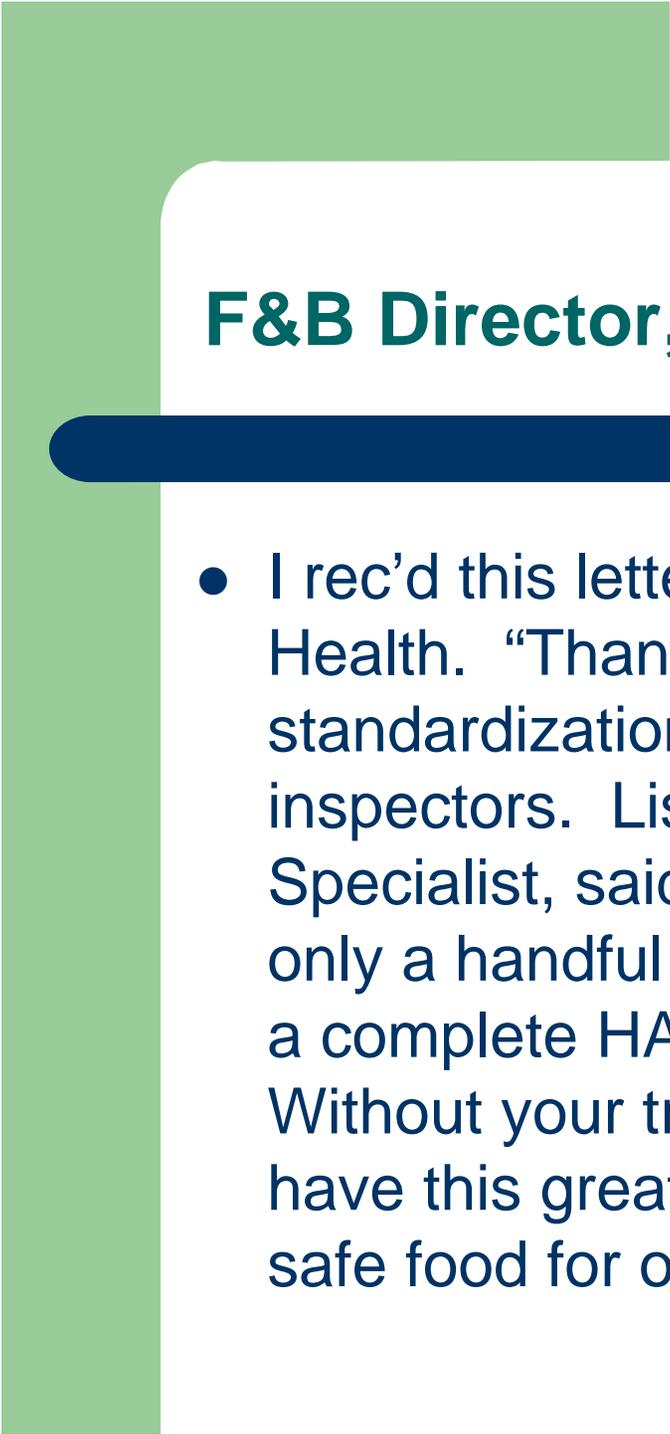
- The most intensive class I have attended in 40 years in the business. What an awesome symposium, Colin did a terrific job and shared some great life experiences with us. The information from class and books is extremely important and can be used to make our base food facilities top notch and safer. Three very important certifications.

CSC David Zander

- If I have not expressed it before, I will do so now. I thank my Lord every day for you coming into my life.
- When we met three years ago I had ZERO direction on where or what I wanted to do after the military. After going through your symposiums and interacting with you over the past three years, and you getting me intimately involved with IFSEA, I finally do have direction and know where I want to go and what I intend to pursue.
- So THANK YOU my friend. You are truly a HERO to myself and many many Navy CS's that you have helped get certifications they would have never normally achieved.

CS2 James Wilcox

- I am a firm believer in continuing education. Your symposium was great!! I sure would do it over again if I had the chance. I am a dedicated cook and am willing to learn anything to further my career options inside and outside of the navy. Your class offered everything I wanted and then some. I will be so happy to pay this money.



Gordy Morris

F&B Director, Kamehameha Schools, Hawaii

- I rec'd this letter May 31, 2012 from the Dept. of Health. "Thank you for letting us use your kitchen for standardization of HACCP inspection training for our inspectors. Lisa Whitlock, the FDA Retail Food Specialist, said that, in her 20 years, she has seen only a handful of operations that have implemented a complete HACCP program."
Without your training, back in 2006, we would not have this great HACCP facility today, which provides safe food for our kids and school staff.

Michel Stokes USN(Ret)

- I regularly read your articles and think highly of the opportunities you continue to give our Sailors and Soldiers across the nation. Your new letters provide them with current, up to date, information which make them better chefs and informed culinary specialists. This ultimately enhances morale throughout the Culinary Specialist community that benefits every service member.
- Thanks for your continued service to our service members.

Robert Irish

- Thanks to you pushing me 4 years ago to get my HACCP, CPFM and CFE done, and with my BS, I was able to get \$16,000 more than a Chief got who only had CFE. I've been with Aramark now for 2 years, since I retired, and I have just been promoted to GM, at \$70,000 plus \$4,000 more because I teach for them. Without you I would not have gotten the job!

Robert Irish, CS1 (Navy Ret)

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- Jim Ford , MCFE, CHM,CPFM
Food Service Coordinator, Zuni Public Schools

- I got a job as Asst. Director of a large school district in the Syracuse area, responsible for 15 schools, feeding over 9,000 students.

- I'll be directing other areas of operations, but **HACCP & in-service training will be the big ones.**
- **. The CHM designation (in particular) and the MCFE and CPFM played a significant role in my hiring.**

Duncan Sproule, MCFE, CHM, CPFM

Reginald Hughes

I was promoted to Director of Contract Operations and I now oversee the commissaries, food service, mailroom, switchboard, and custodial contracts. Last month we went up against some big companies and Goodwill Industries of Lower South Carolina came out on top. I have to give credit to you and Frank for the credentials I was able to display, they were very impressed when I spoke of HACCP, CPFM and MCFE. I think this was one of the factors that went into our organization being chosen for this contract, so I thank you for that.

Araceli Searles

- After attending your class, I am leaving the business on solid financial grounds, we actually made money the past 2 years, despite the economy. We have put your advice and wisdom into action.
- Thank you and keep doing what you do best for people.

Lisa Montoya

- I just wanted to thank you, for the great insight into the HACCP. As you know that it is now mandatory for School Food Service to implement HACCP by 2006/ 2007. I did not know how I was going to be able to train my employees as I did not know HACCP myself. With your seminar I now have the tools that I need to proceed with training of my staff. I recommend any one in School Food Service to attend this symposium on HACCP.
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- Food Service Director, Kamehameha School, Honolulu

Renee Graham

I took my Symposium certificates to work at Turning Stone Casino and asked if they would get me anything. In my next paycheck I had a 25 cent raise which may not seem like a lot but that is \$500 a year, and the Symposium cost \$400! Instant payback.

Renee Graham, MCFE
Student, Morrisville State College

CS1 Michael Megill

- I applied online for a Sanitation Supervisor job at one of the casinos in Las Vegas because it said that HAACP Manager was what they were looking for.

CS1 Michael M. Megill, MCFE, CHM, CPFM
United States Navy