

# FOODSERVICE DIRECTOR

## CONTRACTOR CENSUS 2012

### PERFORMANCE REPORT FOR 38 CONTRACT FIRMS

CONTRACTOR (Home state location)	2011 Revenue	Total Contracts		% Revenue Change '11 vs. '10
		2011	2010	
<b>TIER 1 (3 companies)</b>	\$26,819,000,000	18,009	17,357	6.8%
<b>TIER 2 (13 companies)</b>	\$4,002,310,000	3,480	3,152	6.4%
<b>TIER 3 (22 companies)</b>	\$831,477,000	1,422	1,418	4.5%
<b>TOTAL 38 CONTRACTORS</b>	<b>\$31,652,787,000</b>	<b>22,911</b>	<b>21,927</b>	<b>6.7%</b>
<b>TIER 1: TOP 3 CONTRACTORS</b>				
<b>COMPASS GROUP</b> (Charlotte, N.C.)	\$11,000,000,000	9,976	9,358	11.1%
<b>ARAMARK</b> (Philadelphia)	\$9,019,000,000	3,692	3,647	4.8%
<b>SODEXO</b> (Gaithersburg, Md.)	\$6,800,000,000	4,341	4,352	3.0%
<b>TIER 2: CONTRACTORS WITH ANNUAL FOODSERVICE REVENUE OF \$100,000,000 OR MORE (EXCLUDING TOP 3)</b>				
<b>CENTERPLATE</b> (Stamford, Ct.)	\$966,700,000	250	250	0.0%
<b>DELAWARE NORTH COMPANIES</b> (Buffalo, N.Y.)	\$889,100,000 <sup>a</sup>	96 <sup>a</sup>	96	0.0%
<b>THOMPSON HOSPITALITY</b> (Herndon, Va.)	\$370,000,000	483	438	15.3%
<b>GUEST SERVICES</b> (Fairfax, Va.)	\$330,000,000	99	99	0.0%
<b>VALLEY SERVICES</b> (Jackson, Miss.)	\$246,000,000	398	395	0.4%
<b>OVATIONS</b> (Lutz, Fla.)	\$225,000,000	125	115	12.5%
<b>TRUSTHOUSE SERVICES CORP.</b> (Charlotte, N.C.)	\$210,000,000	410	228	62.8%
<b>CULINART</b> (Plainview, N.Y.)	\$160,000,000	185	181	2.6%
<b>WHITSONS CULINARY GROUP</b> (Islandia, N.Y.)	\$142,490,000	576	569	21.6%
<b>UNIDINE CORP.</b> (Newton, Mass.)	\$129,000,000	154	156	23.3%
<b>METZ &amp; ASSOCIATES</b> (Dallas, Pa.)	\$114,020,000	134	119	12.9%
<b>PARKHURST DINING SVCS.</b> (Harrisburg, Pa.)	\$112,000,000	56	56	12.0%
<b>NUTRITION GROUP</b> (Irwin, Pa.)	\$108,000,000	514	450	5.9%
<b>TIER 3: CONTRACTORS WITH ANNUAL FOODSERVICE REVENUE OF LESS THAN \$100,000,000</b>				
<b>THOMAS CUISINE MGMT. CORP.</b> (Meridian, Idaho)	\$84,000,000	46	49	5.0%
<b>CURA HOSPITALITY</b> (Orefield, Pa.)	\$76,000,000	52	48	34.9%
<b>MMI DINING SYSTEMS</b> (Jackson, Miss.)	\$65,000,000	140	140	0.0%
<b>SOUTHERN FOODSERVICE MGMT.</b> (Birmingham, Ala.)	\$62,497,000	77	97	-8.1%
<b>POMPTONIAN FOOD SERVICE</b> (Fairfield, N.J.)	\$59,800,000	78	75	6.0%
<b>CREATIVE DINING SERVICES</b> (Zeeland, Mich.)	\$58,000,000	61	58	7.4%
<b>TREAT AMERICA FOODSERVICE</b> (Merriam, Kan.)	\$55,000,000	114	108	3.8%
<b>SANESE SERVICES</b> (Columbus, Ohio)	\$52,000,000	115	115	0.0%
<b>EPICUREAN FEAST</b> (Maynard, Mass.)	\$43,000,000	94	96	7.5%
<b>ARBOR MANAGEMENT</b> (Addison, Ill.)	\$39,500,000	83	81	5.3%
<b>PRINCE FOOD SYSTEMS</b> (Houston, N.J.)	\$36,400,000	40	48	-5.2%
<b>CORPORATE CHEFS</b> (Haverhill, Mass.)	\$36,000,000	105	105	2.9%
<b>BROCK &amp; CO</b> (Malvern, Pa.)	\$34,440,000	64	67	-3.0%
<b>QUEST FOOD MANAGEMENT SVCS.</b> (Glen Ellyn, Ill.)	\$25,300,000	74	71	12.4%
<b>FAME FOOD MANAGEMENT</b> (Wakefield, Mass.)	\$21,000,000	31	33	-8.7%
<b>FOOD SERVICES INC.</b> (Milwaukee)	\$19,240,000	37	35	6.1%
<b>LINTONS MANAGED SERVICES</b> (East Norton, Pa.)	\$18,000,000	81	65	11.1%
<b>THE ABBEY GROUP</b> (Enosburg Falls, Vt.)	\$12,000,000	64	66	4.3%
<b>METROPOLITAN FOODSERVICE</b> (Massapequa, N.Y.)	\$11,000,000	4	4	0.0%
<b>SEASONAL SPECIALTIES</b> (Maynard, Mass.)	\$8,700,000	12	10	17.6%
<b>CONSOLIDATED MGMT. CO.</b> (Des Moines, Iowa)	\$7,600,000	40	36	0.0%
<b>ACORN FOOD SERVICES</b> (Newton Square, Pa.)	\$7,000,000	10	11	-6.7%

<sup>a</sup>=2010 data

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### 2011 PENETRATION FOR KEY MARKET SEGMENTS

	TOTAL	Colleges	Hospitals	Long-term Care	Schools	B&I	Correctional	Recreation	Military	Other
COMPASS GROUP	9,976	1,407	1,692	468	1,709	3,751	331	378	0	240
ARAMARK	3,692	491	538 <sup>b</sup>	NA	355	1,500	500	302	6	0
SODEXO	4,341	953	1,301	413	503	1,012	0	54	105	0
<b>TIER 1 TOTALS</b>	<b>18,009</b>	<b>2,851</b>	<b>3,531</b>	<b>881</b>	<b>2,567</b>	<b>6,263</b>	<b>831</b>	<b>734</b>	<b>111</b>	<b>240</b>
<b>TIER 2 TOTALS</b>	<b>3,480</b>	<b>246</b>	<b>88</b>	<b>271</b>	<b>1,412</b>	<b>547</b>	<b>131</b>	<b>399</b>	<b>6</b>	<b>380</b>
<b>TIER 3 TOTALS</b>	<b>1,422</b>	<b>126</b>	<b>83</b>	<b>110</b>	<b>389</b>	<b>552</b>	<b>49</b>	<b>27</b>	<b>4</b>	<b>82</b>
<b>GRAND TOTALS</b>	<b>22,911</b>	<b>3,223</b>	<b>3,702</b>	<b>1,262</b>	<b>4,368</b>	<b>7,362</b>	<b>1,011</b>	<b>1,160</b>	<b>121</b>	<b>702</b>