

Strong Growth For Regional Contractors

CONTRACT CENSUS HIGHLIGHTS

■ The **40** companies in our survey manage foodservice at **21,694** accounts in various markets. The largest number of contracted accounts among the core non-commercial segments is in B&I, with **7,162**. That is followed by schools, 3,715; hospitals, 3,410; colleges, 3,087; and long-term care, 1,190. In addition, there are 1,320 recreation accounts, 934 correctional accounts, 137 military installations and 739 other types of contract-managed units.

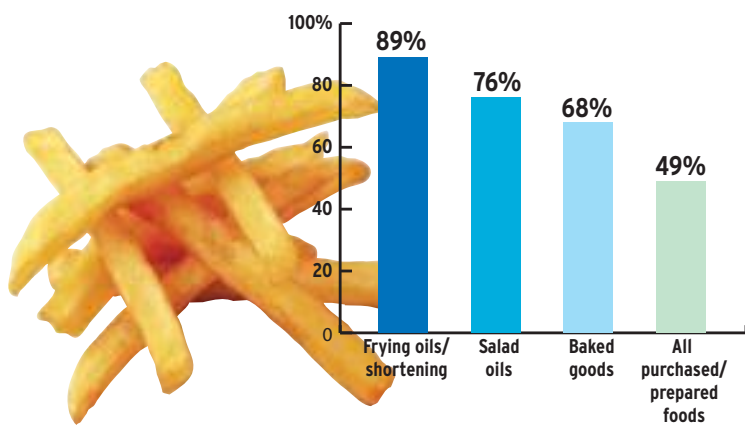
■ Overall, revenue increased only slightly among the survey participants, just **0.7%**, mostly because the three Tier 1 companies shrunk by **0.4%**. Tier 2 and Tier 3 companies, conversely, experienced fairly robust growth: **7.5%** and **5.9%**, respectively, in 2010. (Editor's note: Due to a change in its reporting methods Delaware North Cos. is listed as a Tier 2 company this year. Last year's revenue figures were corrected to reflect that change.)

■ Among the largest contractors, Aramark and Sodexo reversed roles again, as far as revenue growth/decline. Aramark, which reported a decline in revenue of **5.9%** in 2009, grew by **2.5%** last year. Conversely, Sodexo reported a **14.3%** decrease, versus **4.1%** growth in 2009. Meanwhile, Compass Group, the largest contract company in the U.S., reported **8.8%** growth last year, after a **2.2%** increase in revenue in 2009.

■ Among the companies with more than \$50 million in revenue, the growth leaders were Thomas Cuisine Management Corp. (**23.1%**), Delaware North (**18.4%**), Ovations (**17.6%**), Thompson Hospitality (**13.0%**) and Whitsons Culinary Group (**10.8%**).

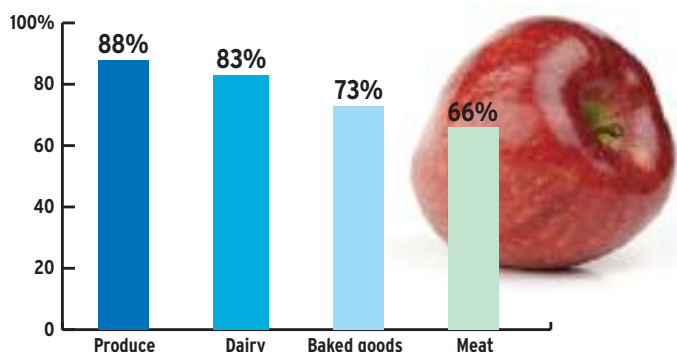
CUTTING THE (TRANS) FAT OUT

All but three of the companies in our survey say they have eliminated trans fat from at least some foods. Frying oils lead the way, with **89%** of contractors now using cooking oils without the artificial fat. The percentages, by product:



BUYING LOCAL GAINS STRENGTH

Ninety percent of the companies in our survey say they source at least some local products. The percentages, by product type:



PERFORMANCE REPORT FOR CONTRACT FIRMS

| CONTRACTOR (Home state location) | 2010 Revenue | Total Contracts | | % Revenue Change |
|--|----------------------------|------------------|-----------------|------------------|
| | | 2010 | 2009 | |
| TIER 1 (3 companies) | \$25,105,000,000 | 17,357 | 16,468 | -0.4% |
| TIER 2 (8 companies) | \$3,278,800,000 | 1,814 | 1,810 | 7.5% |
| TIER 3 (29 companies) | \$1,362,400,753 | 2,523 | 2,050 | 5.9% |
| GRAND TOTAL - 40 CONTRACTORS | \$29,746,200,753 | 21,694 | 20,328 | 0.7% |
| TIER 1: NATIONAL CONTRACTOR CHAINS | | | | |
| COMPASS GROUP (Charlotte, N.C.) | \$9,900,000,000 | 9,358 | 8,686 | 8.8% |
| ARAMARK (Philadelphia) | \$8,605,000,000 | 3,647 | 3,524 | 2.5% |
| SODEXO (Gaithersburg, Md.) | \$6,600,000,000 | 4,352 | 4,258 | -14.3% |
| TOTALS: | \$25,105,000,000 | 17,357 | 16,468 | -0.4% |
| TIER 2: MIDSIZE CONTRACTOR CHAINS | | | | |
| CENTERPLATE (Spartanburg, S.C.) | \$966,700,000 ^a | 250 | 300 | 0.0% |
| DELAWARE NORTH COMPANIES (Buffalo, N.Y.) | \$889,100,000 | 96 | 91 ^b | 18.4% |
| GUEST SERVICES (Fairfax, Va.) | \$330,000,000 | 99 | 110 | 3.1% |
| THOMPSON HOSPITALITY (Herndon, Va.) | \$321,000,000 | 438 | 410 | 13.0% |
| VALLEY SERVICES (Jackson, Miss.) | \$245,000,000 | 395 | 385 | 1.0% |
| OVATIONS (Lutz, Fla.) | \$200,000,000 | 115 | 105 | 17.6% |
| GOURMET SERVICES, INC. (Atlanta) | \$171,000,000 ^a | 240 ^a | 240 | 0.0% |
| CULINART (Lake Success, N.Y.) | \$156,000,000 | 181 | 169 | 7.6% |
| TOTALS: | \$3,278,800,000 | 1,814 | 1,810 | 7.5% |
| TIER 3: REGIONAL/SPECIALTY CONTRACTORS | | | | |
| TRUSTHOUSE SERVICES CORP. (Charlotte, N.C.) | \$129,000,000 | 228 | 220 | 9.3% |
| WHITSONS CULINARY GROUP (Huntington Station, N.Y.) | \$117,220,000 | 569 | 165 | 10.8% |
| UNIDINE CORP. (Newton, Mass.) | \$104,600,000 | 156 | 122 | 9.2% |
| METZ CULINARY MANAGEMENT (Dallas, Pa.) | \$101,000,000 | 119 | 117 | 5.2% |
| PARKHURST DINING SVCS. (Pittsburgh) | \$100,000,000 | 56 | 44 | 8.4% |
| THOMAS CUISINE MGMT. CORP. (Meridian, Idaho) | \$80,000,000 | 49 | 56 | 23.1% |
| SOUTHERN FOODSERVICE MGMT. (Birmingham, Ala.) | \$68,000,000 | 97 | 101 | -2.4% |
| MMI DINING SYSTEMS (Jackson, Miss.) | \$65,000,000 | 140 | 130 | -3.0% |
| TOTAL: | \$1,362,400,753 | 2,523 | 2,050 | 5.9% |

a=2009 data b=2009 data revised

2010 PENETRATION FOR KEY MARKET SEGMENTS

| | TOTAL | Colleges | Hospitals | Long-term care | Schools | B&I | Correctional | Recreation | Military | Other |
|----------------------|---------------|--------------|--------------|----------------|--------------|--------------|--------------|--------------|------------|------------|
| COMPASS GROUP | 9,358 | 1,303 | 1,535 | 430 | 1,689 | 3,515 | 325 | 343 | 0 | 218 |
| ARAMARK | 3,647 | 487 | 503 | 0 | 355 | 1,500 | 500 | 258 | na | 44 |
| SODEXO | 4,352 | 957 | 1,254 | 412 | 493 | 1,062 | 0 | 48 | 126 | 0 |
| TIER 1 TOTALS | 17,357 | 2,747 | 3,292 | 842 | 2,537 | 6,077 | 825 | 649 | 126 | 262 |
| TIER 2 TOTALS | 1,814 | 123 | 32 | 22 | 196 | 395 | 67 | 601 | 6 | 372 |
| TIER 3 TOTALS | 2,523 | 217 | 86 | 326 | 982 | 690 | 42 | 70 | 5 | 105 |
| GRAND TOTALS | 21,694 | 3,087 | 3,410 | 1,190 | 3,715 | 7,162 | 934 | 1,320 | 137 | 739 |

To view the complete Performance Report click on Research then CENSUS REPORTS at:
FOODSERVICEDIRECTOR.COM

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| MMI DINING SYSTEMS (Jackson, Miss.) | \$65,000,000 | 140 | 130 | -3.0% |
| POMPTONIAN FOOD SERVICES (Fairfield, N.J.) | \$56,400,000 | 75 | 70 | 9.9% |
| CURA HOSPITALITY (Orefield, Pa.) | \$56,348,753 | 48 | 42 | 10.2% |
| CREATIVE DINING SERVICES (Zeeland, Mich.) | \$54,000,000 | 58 | 59 | 0.0% |
| TREAT AMERICA FOODSERVICE (Kansas City, Kan.) | \$53,000,000 | 108 | 108 | 0.0% |
| SANESE SERVICES (Columbus, Ohio) | \$52,000,000 | 115 | 115 | 0.0% |
| EPIPUREAN FEAST (Maynard, Mass.) | \$40,000,000 | 96 | 106 | -11.1% |
| PRINCE FOOD SYSTEMS (Houston, N.J.) | \$38,400,000 | 48 | 44 | 15.7% |
| ARBOR MANAGEMENT (Addison, Ill.) | \$37,500,000 | 81 | 79 | 7.1% |
| BROCK & CO (Malvern, Pa.) | \$35,500,000 | 67 | 69 | 6.3% |
| CORPORATE CHEFS (Haverhill, Mass.) | \$35,000,000 | 105 | 105 | 0.0% |
| FAME FOOD MANAGEMENT (Wakefield, Mass.) | \$23,000,000 | 33 | 33 | 0.0% |
| QUEST FOOD MANAGEMENT SVCS. (Glen Ellyn, Ill.) | \$22,500,000 | 71 | 68 | 7.1% |
| FOOD SERVICES INC (Milwaukee, Wis.) | \$18,132,000 | 35 | 30 | 6.3% |
| LINTON'S MANAGED SERVICES (East Norton, Pa.) | \$16,200,000 | 65 | 73 | 4.5% |
| METROPOLITAN FOODSERVICE (Massapequa, N.Y.) | \$11,000,000 | 4 | 4 | 0.0% |
| EXPOSERVE MANAGEMENT (Tulsa, Okla.) | \$12,100,000 | 29 | 25 | 15.2% |
| TRIPLE-A SERVICES (Romeoville, Ill.) | \$9,000,000 | 4 | 2 | -18.2% |
| CONSOLIDATED MGMT. CO (Des Moines, Iowa) | \$7,600,000 | 36 | 34 | 1.3% |
| ACORN FOOD SERVICES (Newton Square, Pa.) | \$7,500,000 | 11 | 12 | -6.3% |
| LPM FRANCHISES DBA SEASONAL SPECIALTIES (Maynard, Mass.) | \$7,400,000 | 10 | 7 | 54.2% |
| GOLD CHEF SERVICES, LLC (Passic, N.J.) | \$5,000,000 ^a | 10 ^a | 10 | 0.0% |
| TOTALS: | \$1,362,400,753 | 2,523 | 2,050 | 5.9% |

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