



January 2007

John Gross & Co. Newsletter

As we Reflect upon 2006.....

Happy New Year to you and your families!

May 2007 be a peaceful, healthy, and prosperous new year for everyone. Hoping that everyone has made their "Business Plans", and New Year's Resolutions, especially aggressive ones with many new improvisations. Our distribution business continues to be exciting with new products, new marketing ideas and lots of changes. As I embark on my 57th year in this business, I continue to look forward to coming to work as there is constantly something new and exciting. Our customers are even more exciting with many renovations, additions and changes of menus.

Just to show you how exciting the arena of foodservice is in Central Pennsylvania, I'd like to share a partial review of what transpired this past year:

JDK Catering of Camp Hill moved to a new and larger facility, and owner Jennifer DeLaye, received the Successful Women of the Year Award. Roe and Tom Daly, owners of the Country Table Restaurant in Mount Joy received the Family Dining Award. The Left Bank Restaurant of York received the Over-all Dining Award. Herr's Tavern of Gettysburg was recognized and inventories over 600 bottles of wine. The Bethany Children's Home of Womelsdorf celebrated 139 years. Daphne Gulick, foodservice director for the Masonic Villages Elizabethtown was recognized nationally for her management of the foodservices.

C & J Catering opened in Mechanicsburg, and overwhelmingly became a success. The very successful, Karen's Catering, of Middletown is now known as Harmony Hall Catering. Ceoltas Irish Pub opened on 2nd St., Harrisburg. The Decoven Diner moved from its original site in Duncannon after many years. Café Campbelltown was opened by Harry Redman. Jim Wolfe celebrated 45 years at the Hillcrest Restaurant and Bakery, North of Littlestown. Denny's Lenny of Halifax celebrated 31 years in business. Reportedly the most haunted building in Adams County, the Cashtown Inn, came under the new ownership of Mr. & Mrs. Jack Paladino in McKnightstown. Todd McDaniel, owner of Mack's Ice Cream in Dover visited China for an exchange on business management. Whitey and Mamadough's Restaurant of New Bloomfield remodeled. Duke's Riverside of Wormleysburg made a major expansion and remodeling of the deck

area. The Quentin Haus owned by John Horstick and Bill Warner celebrated 25 years in business.

The Tom Sawyer Diner opened on N. 2nd St., Harrisburg. Several blocks to the north The Quarter opened with three levels of service. The Appalachian Brewing Company opened their third facility in Camp Hill with another planned for Roundtown. The Davenport's Italian Oven of Mechanicsburg added a patio area. Ross Morris's Piatto in Carlisle added a patio. Alibi's has opened at the former Oliver Plunkett's. Mon Ami has opened at the former diner on N. Hanover St, Carlisle. Rich Valley Golf Course expanded the menu adding Mexican Faire, and additional concrete cart paths are being added to the golf course as well. Gettysburg County Club added a new clubhouse. The new owner of Fenicci's of Hershey is Paul Guida, and he has added a new bar area. Holiday Inn Harrisburg East completed their five million dollar remodeling adventure. Silk City Diner of Steven's added an underside steak house named Johnny's Bar and Steak House. Champion's of Highspire completed their extensive remodeling with the addition of an entertainment area. Sophia's of Harrisburg added a jazz area. Russ Freeman's New Market Bistro opened in Camp Hill. Don Brown's Fire Alley opened in Hershey. Patty & John's 700 seat restaurant will reopen in Hanover under the ownership of Mr. & Mrs. Ben Wolf. The Dutch Country Restaurant in Hanover has Albert Margiottiello as the new owner. George's of Hogestown will open as an Italian Restaurant with new owners. Robert Keller is the new owner of Mel's Diner in Lebanon. The Former Pushniks Diner of Lebanon has new ownership. The Blue Moon Café has opened on West Market St., York.

A respected business colleague once told me, "the true test of whether you are doing well in business is if your doors are open on Monday morning". In my judgment there are many exciting things to look forward to in 2007. **Think positive:** The aggressive intelligent business owners shall survive and thrive in this year 2007.

Hope to be with you there.

Thank you for your business.

Our Best to you and yours,

