

Inside foodservice

compiled by
Herman Zaccarelli,
foodservice editor

An efficient club manager knows food purchasing

It is the club manager's responsibility to set up guidelines for food purchasing, whether it is done by the manager, the chef, or someone else. These procedures should be reviewed at least on a monthly basis.

- An inventory should be established of all items utilized in the preparation of your menu, covering every item — right down to toothpicks.

- Sizes and specifications for each particular product should be detailed. Be sure you are purchasing the most economical size of each item you purchase. Break down prices to cost per-ounce. Consider alternatives. (Example: Should you buy No. 10 cans of garbanzo beans, or cook them from dry beans?)

- Set up a purchasing guideline sheet with columns for each purveyor's weekly quote. Don't order any item without two quotes — preferably three.

- Request that each purveyor supply a list of his weekly or monthly "specials."

- Eliminate salesmen, where possible, and try to deal with the owner or manager of the companies you buy from.

- Purchase heavily if you think you have a

good buy. In many cases, the purveyor will store the item for you for a limited period of time at no cost to you.

- On delivery, weigh your merchandise. Check to see that specifications have been met.

It's amazing what a little care can do to decrease cost with quality food.

Develop creative methods to check rising costs

Labor leaders and the Carter Administration have agreed to press for an increase in the minimum wage from the current \$2.30 hourly level to \$2.65 effective January 1978. Moreover, under the proposed legislation, in future years automatic rises will be factored into the minimum wage periodically as the earnings of manufacturing workers increase. Under this formula the minimum wage would pose questions that demand close examination now, well in advance of the fact.

Here are some ways the added labor costs and food costs could be offset:

1. The proper selection of food service personnel and the scheduling of each employee so that maximum results will be

achieved.

2. The reorganization of a food preparation system that will develop food entrees that please the customers. Remove menu items that do not sell.

3. Better quality of food will be a plus for the club, and it will be even more critical in the future. In order to prepare better quality food it is necessary to have efficient equipment. For example, an old fryer with an inaccurate thermostat and slow recovery uses more cooking oil, slows service, and wastes fuel. It also produces an inferior product (improperly done and grease soaked). A test of old fryers proved that food actually absorbed as much as 28 percent of the cooking fat during frying. Contrast this with newer units that cut absorption to 10 percent, and it is easy to see why the food will be crisper and less greasy.

4. In recent years there has been a trend toward serving larger — "king size portions", "one pound steaks" and so on. Perhaps you have some exceptional customers who can eat a pound steak with all the trimmings and afford to pay the price, but the vast majority of people prefer smaller portions of better quality food at a more reasonable price. Today people are eating less; diets are popular; people are health conscious. This is now a good time to check those jumbo servings.

MONTHLY MENU IDEA FOR CLUB MANAGERS

BAKED PUDDING BUNS

- ¼ cup warm water (105°-115° F.)
- 1 package active dry yeast
- 6 tablespoons sugar
- ¼ teaspoon salt
- ½ cup (1 stick) margarine, melted and cooled
- 2 eggs, beaten
- 2 teaspoons grated lemon peel
- 2¼-2¾ cups unsifted flour
- 1 cup heavy cream
- sweet custard sauce

Measure warm water into large warm bowl. Sprinkle in active dry yeast; stir until dissolved. Add 3 tablespoons sugar, salt, 1/3 cup of the melted margarine, eggs, lemon peel, and 1 cup flour. Beat until smooth. Stir in enough remaining flour to make a stiff dough. Turn out onto lightly floured board; knead until smooth and elastic, about 5 minutes. Place in greased bowl, turning to grease top. Cover; let rise in warm place, free from draft, until doubled in bulk, about 45 minutes.

Punch dough down; divide into 18 equal pieces. Form each piece into a smooth ball. Arrange in a greased 13-by-9-by-2-inch baking pan. Cover; let rise in warm place, free from draft, until doubled in bulk, about 1 hour.



Pour heavy cream over rolls. Drizzle with remaining melted margarine, then sprinkle with remaining 3 tablespoons sugar. Bake at 375°F. 20 to 25 minutes, or until done. Cool buns in pan on wire rack.

Serve generously topped with your favorite sweet custard sauce. Makes 18 servings.