

**2013**

# Restaurant Sampler

**An Industry Report By Chain Store Guide**

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**ChainStoreGuide.com**

**Retail & Restaurant  
Business Leads & Market Research**

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# Chain Store Guide

*For 80 years, Chain Store Guide (CSG) has been the leading provider of comprehensive and definitive retail and foodservice intelligence to businesses around the world.*

*Chain Store Guide details all major retailers, restaurants, distributors and wholesalers in the United States and Canada with contact information on over 700,000 establishments.*

*Chain Store Guide data is compiled by our staff of editors and research professionals. While some companies simply compile data from sources such as the Yellow Pages, Chain Store Guide researches every company profiled. Our staff contacts these companies by phone, fax, mail or email to verify information and ensure that data is accurate and current.*

*Chain Store Guide provides data in print directory, online web application and customized database formats.*

*Chain Store Guide data is used by manufacturers, suppliers, service providers, brokers, real estate professionals, retailers, analysts, consultants and other professionals seeking to gain insight into retail and foodservice markets in the U.S. and Canada. Since 1933, Chain Store Guide has been the leading data source for in-depth information on retailers, restaurants, and foodservice operations.*

*Using the information available to our subscribers, we have compiled a comprehensive sample of what our services can provide. We don't just give you the leads necessary to grow your business, we also provide industry data that is essential to your marketing tool kit.*

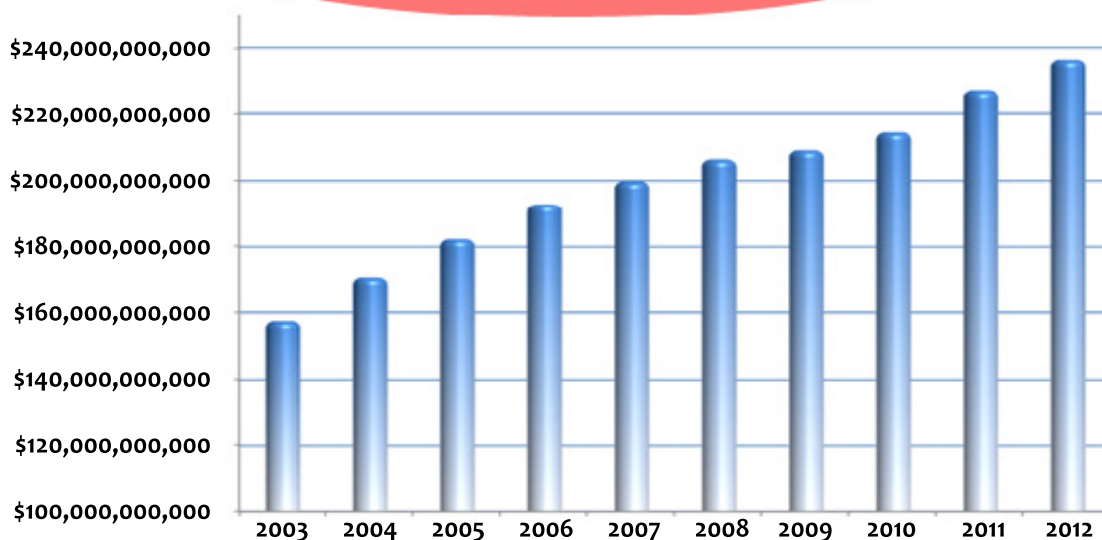
## A Sampler Of Chain Store Guide Data

In 1933, The List of Restaurant Chains was published by Chain Store Publishing Corporation. This six-page directory with the names and addresses of several hundred companies was the predecessor to Chain Store Guide's Database of Chain Restaurant Operators which in 2013 includes information for more than 7,700 companies.

Over the years, in response to customer requests and the evolution of the restaurant industry, data available from Chain Store Guide has developed from a simple address to full contact information (address, phone, fax, homepage, email), personnel names and titles (more than 36,000 at last count), concept names, types of menu and foodservice, trading areas, primary wholesalers, and much more.

To demonstrate the wealth of data that is available to our customers and to showcase some of the historic changes that have occurred in the industry over the years, Chain Store Guide is pleased to present its second annual Data Sampler.

## Restaurant Industry Sales 10 Year History



Source: Chain Store Guide's Database of Chain Restaurant Operators

## Top 10 Companies

### By Systemwide Sales

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change	Est. 2013 Growth
1	McDonald's	\$88,289,800,000	\$44,752,500,000	97%	5.3%
2	Subway	\$18,100,000,000	\$6,819,000,000	165%	7.7%
3	KFC	\$17,500,000,000	\$11,200,000,000	56%	2.9%
4	Burger King	\$15,841,500,000	\$11,100,000,000	43%	4.8%
5	Starbucks/Seattle's Best Coffee	\$14,160,000,000	\$4,700,000,000	201%	4.5%
6	Pizza Hut	\$12,600,000,000	\$8,100,000,000	56%	1.6%
7	Wendy's Old Fashioned Hamburgers	\$9,100,000,000	\$7,850,000,000	16%	-0.5%
8	Domino's Pizza	\$7,400,000,000	\$4,192,400,000	77%	1.4%
9	Dunkin' Donuts	\$6,900,000,000	\$3,200,000,000	116%	6.5%
10	Taco Bell	\$6,900,000,000	\$5,500,000,000	25%	2.2%

Source: Chain Store Guide's Database of Chain Restaurant Operators

Estimated 2013 growth is based on a 10 year trend analysis. Actual figures are subject to change. Not intended for investment advice. Systemwide sales is the combined total sales of all restaurants within the concept's system, including company operated & franchised.

## Top 10 Companies

### By Industry Sales

Rank	Chain	2012 Sales	2003 Sales	Percent Change
1	McDonald's Corporation	\$27,567,000,000	\$17,140,500,000	61%
2	YUM! Brands Inc.	\$13,633,000,000	\$8,380,000,000	63%
3	Starbucks Corporation	\$11,744,788,000	\$3,464,194,000	239%
4	Darden Restaurants Inc.	\$7,998,700,000	\$4,654,971,000	72%
5	Bloomin' Brands Inc.	\$3,987,795,000	\$2,672,327,000	49%
6	Brinker International Inc.	\$2,820,722,000	\$3,285,394,000	-14%
7	Chipotle Mexican Grill Inc.	\$2,731,224,000	\$315,520,000	766%
8	The Wendy's Company	\$2,436,207,000	\$3,148,912,000	-23%
9	Cracker Barrel Old Country Store Inc.	\$2,011,978,000	\$1,481,130,000	36%
10	Panera Bread Company	\$1,981,358,000	\$302,178,000	556%

Source: Chain Store Guide's Database of Chain Restaurant Operators

## Top 10 Companies By Number Of Locations

Rank	Chain	2012 Locations	2003 Locations	Percent Change
1	YUM! Brands Inc.	39,014	33,039	18%
2	Doctor's Associates Inc.	38,563	20,060	92%
3	McDonald's Corporation	34,480	31,129	11%
4	Starbucks Corporation	18,278	7,427	146%
5	Dunkin' Brands Group Inc.	17,459	10,943	60%
6	Burger King Worldwide Inc.	12,997	11,223	16%
7	Domino's Pizza LLC	10,255	7,332	40%
8	The Wendy's Company	6,560	9,291	-29%
9	American Dairy Queen Corporation	4,459	5,792	-23%
10	Papa John's International Inc.	4,163	2,799	49%

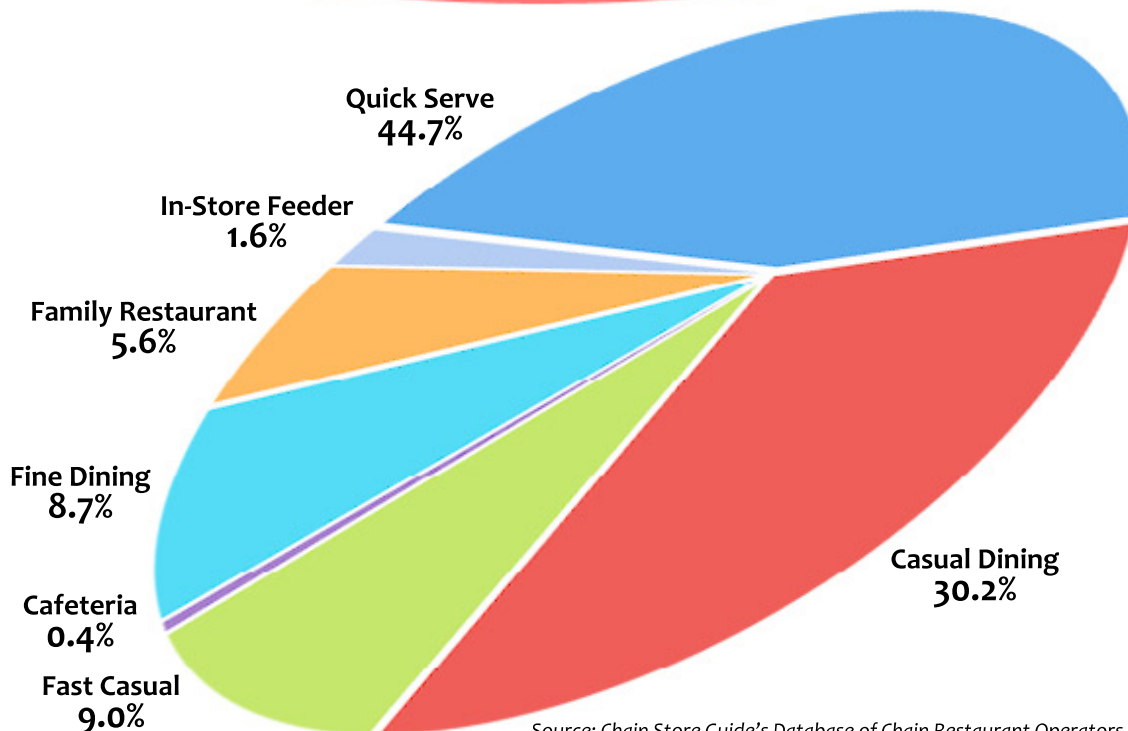
Source: Chain Store Guide's Database of Chain Restaurant Operators

## Top 10 C-Store Chains By Foodservice Sales

Rank	Chain	2012 Sales	2003 Sales	Percent Change
1	7-Eleven Inc.	\$3,375,000,000	\$533,697,000	532%
2	Love's Travel Stops & Country Stores Inc.	\$3,285,000,000	\$165,000,000	1891%
3	BP Products North America Inc.	\$2,430,000,000	\$945,000,000	157%
4	Pilot Flying J	\$2,350,000,000	\$825,000,000	185%
5	Wawa Inc.	\$1,860,000,000	\$750,000,000	148%
6	Shell Oil Products/Motiva Enterprises	\$1,830,000,000	\$357,500,000	412%
7	Chevron Corp.	\$1,590,000,000	\$258,000,000	516%
8	TravelCenters of America LLC	\$1,185,000,000	\$373,154,000	218%
9	Casey's General Stores Inc.	\$517,660,000	\$172,645,000	200%
10	Sheetz Inc.	\$434,880,000	\$220,000,000	98%

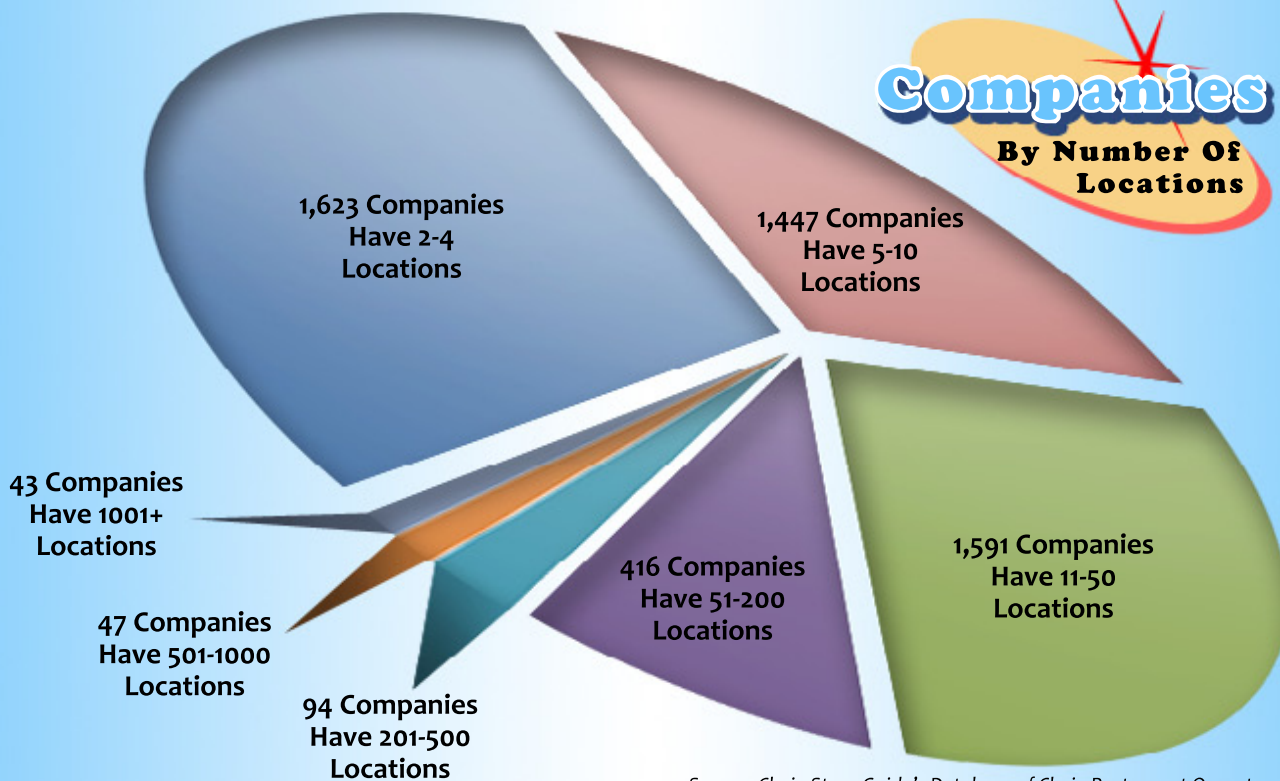
Source: Chain Store Guide's Database of Chain Restaurant Operators PLUS

## Companies By Type Of Foodservice



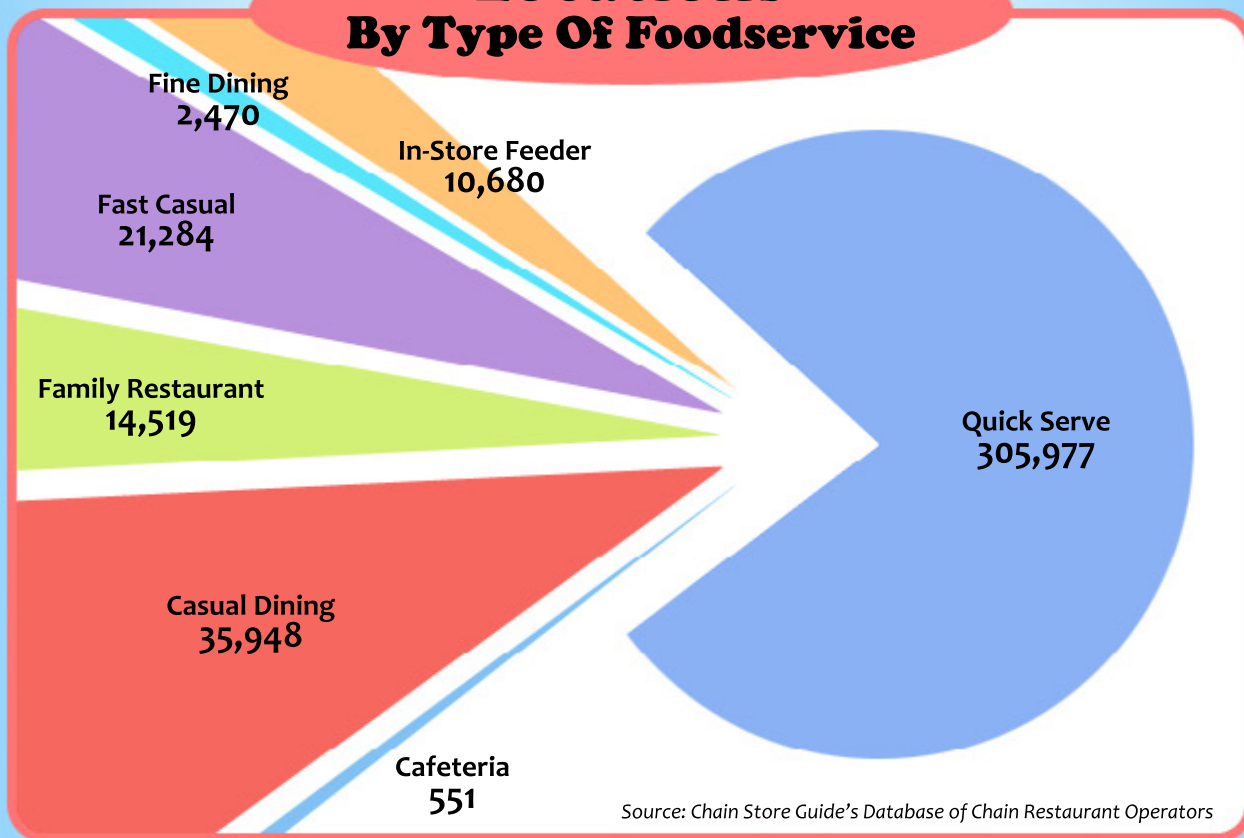
Source: Chain Store Guide's Database of Chain Restaurant Operators

## Companies By Number Of Locations



Source: Chain Store Guide's Database of Chain Restaurant Operators

## Locations By Type Of Foodservice



## Foodservice Sales By Company Size



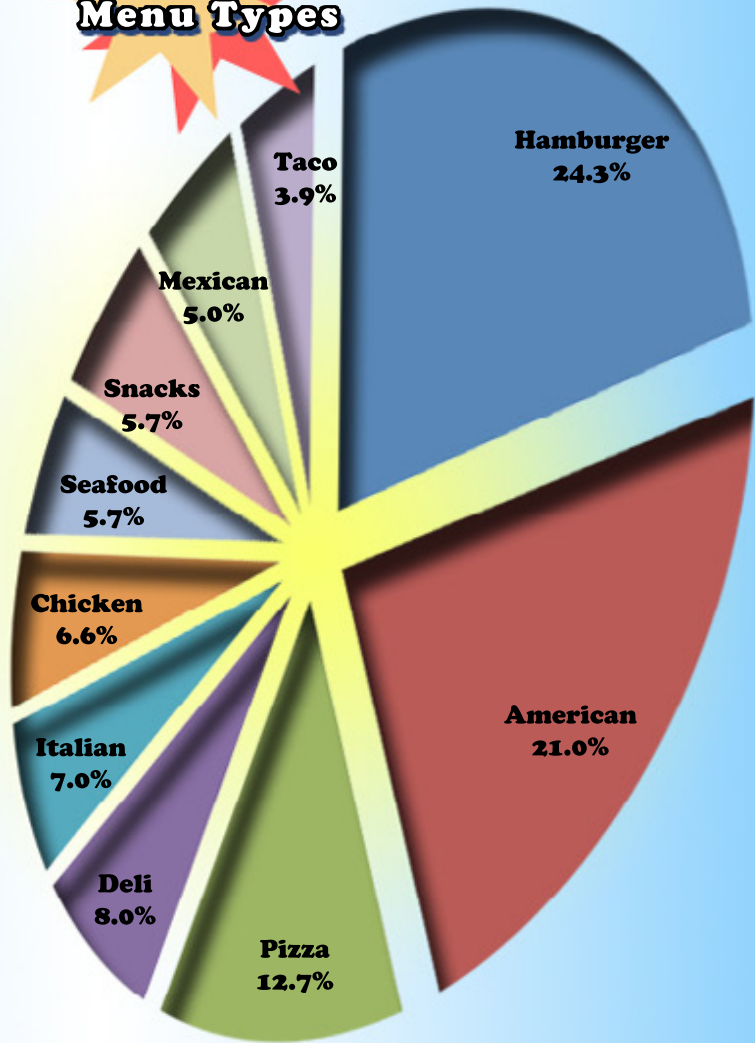
Source: Chain Store Guide's Database of Chain Restaurant Operators

# Number of Companies

By Menu Type

Companies	Menu
1,472	Hamburger
1,273	American
770	Pizza
483	Sandwiches/Deli
426	Italian
398	Chicken
345	Seafood
345	Snacks
304	Mexican
236	Taco
218	Steak
158	Steak/Seafood
146	Bar-B-Q
111	Miscellaneous
100	Asian
97	French/Continental
92	Coffee
76	Southwest/Tex-Mex
74	Japanese
73	Greek/Mediterranean
55	Chinese
53	Hot Dogs
33	Health Foods
31	Bagels
30	Cajun/Creole
30	Californian
26	Latin American/Cuban
24	Spanish
23	Southern
21	Indian
20	Caribbean
15	Middle Eastern
11	Thai
10	Eastern European
6	German

## Top 10 Menu Types



Source: Chain Store Guide's Database of Chain Restaurant Operators

## Top 5 Chains By Foodservice Type

### Casual

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change
1	Applebee's Neighborhood Grill & Bar	\$4,425,000,000	\$3,240,000,000	36.6%
2	Chili's Grill & Bar	\$3,976,093,000	\$2,310,207,000	72.1%
3	Olive Garden Italian Restaurant	\$3,632,000,000	\$1,936,900,000	87.5%
4	Outback Steakhouse	\$3,068,000,000	\$2,443,000,000	25.6%
5	Red Lobster	\$2,643,000,000	\$2,407,500,000	9.8%

### Family

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change
1	IHOP Restaurant	\$2,700,000,000	\$1,478,567,000	82.6%
2	Denny's	\$2,500,000,000	\$2,217,800,000	12.7%
3	Cracker Barrel Old Country Store	\$2,059,000,000	\$1,450,925,000	41.9%
4	Golden Corral Buffet & Grill	\$1,683,683,000	\$1,065,000,000	58.1%
5	Bob Evans Restaurant	\$984,491,000	\$899,699,000	9.4%

### Fast Casual

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change
1	Panera Bread	\$3,860,954,000	\$755,410,000	411.1%
2	Chipotle Mexican Grill	\$2,731,224,000	\$243,600,000	1021.2%
3	Five Guys Burgers and Fries	\$1,060,000,000	NA	NA
4	Zaxby's	\$860,000,000	\$135,000,000	537.0%
5	Einstein Bros./Noah's/Manhattan Bagels	\$595,000,000	NA	NA

### Quick Serve

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change
1	McDonald's	\$88,289,800,000	\$40,457,600,000	118.2%
2	Subway	\$18,100,000,000	\$5,700,000,000	217.5%
3	KFC	\$17,500,000,000	\$10,150,000,000	72.4%
4	Burger King	\$15,841,500,000	\$11,300,000,000	40.2%
5	Starbucks/Seattle's Best Coffee	\$14,160,000,000	\$4,000,000,000	254.0%

Source: Chain Store Guide's Database of Chain Restaurant Operators

## Top 5 Chains By Menu Type

### Chicken Chains

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change
1	KFC	\$17,500,000,000	\$10,150,000,000	72.4%
2	Chick-fil-A	\$4,600,000,000	\$1,370,000,000	235.8%
3	Buffalo Wild Wings	\$2,460,000,000	\$265,400,000	826.9%
4	Popeyes Louisiana Kitchen	\$2,253,000,000	\$1,367,000,000	64.8%
5	Church's Chicken	\$1,200,000,000	\$745,000,000	61.1%

### Hamburger Chains

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change
1	McDonald's	\$88,289,800,000	\$40,457,600,000	118.2%
2	Burger King	\$15,841,500,000	\$11,300,000,000	40.2%
3	Wendy's Old Fashioned Hamburgers	\$9,100,000,000	\$7,500,000,000	21.3%
4	Sonic America's Drive-In	\$3,790,661,000	\$2,243,178,000	69.0%
5	Jack in the Box	\$3,100,000,000	\$2,240,000,000	38.4%

### Pizza Chains

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change
1	Pizza Hut	\$12,600,000,000	\$7,625,000,000	65.2%
2	Domino's Pizza	\$7,400,000,000	\$3,990,000,000	85.5%
3	Papa John's Pizza	\$2,846,803,000	\$1,830,000,000	55.6%
4	Little Caesars Pizza	\$1,450,000,000	\$1,275,000,000	13.7%
5	Boston Pizza	\$943,053,000	\$261,501,000	260.6%

### Sandwich Chains

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change
1	Subway	\$18,100,000,000	\$5,700,000,000	217.5%
2	Panera Bread	\$3,860,954,000	\$755,410,000	411.1%
3	Arby's	\$2,850,000,000	\$2,510,000,000	13.5%
4	Quiznos	\$1,340,000,000	\$726,000,000	84.6%
5	Jimmy John's Gourmet Sandwich Shop	\$815,000,000	\$100,000,000	715.0%

Source: Chain Store Guide's Database of Chain Restaurant Operators

## Top 5 Franchises 2013

### Franchisees

Rank	Company Name	Franchised From	Store Name
1	Army & Air Force Exchange Service (AAFES)	1,500	Multiple concepts
2	NPC International Inc.	1,227	Pizza Hut
3	Pilot Flying J	585	Multiple concepts
4	Carrols Restaurant Group Inc.	572	Burger King
5	Harman Management Corp.	529	Yum! Brand, other concepts

### Franchisors

Rank	Company Name	Franchised To	Store Name
1	Doctor's Associates Inc.	38,563	Subway
2	McDonald's Corporation	27,882	McDonald's
3	KFC Corporation	13,539	KFC
4	Pizza Hut Inc.	12,700	Pizza Hut
5	Burger King Worldwide Inc.	12,579	Burger King

Source: Chain Store Guide's Database of Chain Restaurant Operators

## 2013 Fastest Growing Companies

Rank	Company Name	2012 Locations	2003 Locations	Percent Change
1	Five Guys Holdings Inc.	1,106	7	15700.0%
2	Pizza Patron Inc.	106	7	1414.3%
3	KBP Foods LLC	170	13	1207.7%
4	Moe's Southwest Grill LLC	429	42	921.4%
5	Raising Cane's LLC	130	15	766.7%
6	Flynn Restaurant Group LLC	512	63	712.7%
7	Famiglia - DeBartolo LLC	140	20	600.0%
8	Hunter Management Co.	235	35	571.4%
9	Global Orange Development	160	26	515.4%
10	Jimmy John's Franchise LLC	1,380	232	494.8%

As published in the 2013 and 2004 Directories of Chain Restaurant Operators

# 2013 Largest Restaurants Headquartered In Each State

Company Name	State	Industry Sales	Total Locations
MRD INC	AK	\$42,275,000	19
Tacala LLC	AL	\$133,500,000	171
K-Mac Enterprises Inc.	AR	\$170,000,000	237
P.F. Chang's China Bistro Inc.	AZ	\$1,245,000,000	414
Taco Bell Corp.	CA	\$2,090,000,000	5,980
Chipotle Mexican Grill Inc.	CO	\$2,731,224,000	1,410
Doctor's Associates Inc.	CT	\$1,810,000,000	38,563
The Palm Restaurant Group	DC	\$138,000,000	28
Authentic Mexican Restaurants Group	DE	\$22,000,000	11
Darden Restaurants Inc.	FL	\$7,998,700,000	2,075
Arby's Restaurant Group	GA	\$1,000,000,000	3,480
TS Restaurants	HI	\$96,000,000	13
Parco Ltd.	IA	\$39,000,000	30
5B Management Inc.	ID	\$92,000,000	34
McDonald's Corporation	IL	\$27,567,000,000	34,480
The Steak n Shake Operations Inc.	IN	\$718,010,000	501
NPC International Inc.	KS	\$999,729,000	1,227
YUM! Brands Inc.	KY	\$13,633,000,000	39,014
Piccadilly Restaurants LLC	LA	\$165,000,000	67
Dunkin' Brands Group Inc.	MA	\$563,535,000	17,459
DavCo Restaurants Inc.	MD	\$218,000,000	155
The Wolak Group	ME	\$64,537,000	78
Domino's Pizza LLC	MI	\$638,799,000	10,255
Buffalo Wild Wings Inc.	MN	\$1,040,530,000	891
Panera Bread Company	MO	\$1,981,358,000	1,652
RPM Pizza Inc.	MS	\$100,000,000	135

Based on the highest industry sales in each state.  
Source: Chain Store Guide's Database of Chain Restaurant Operators

**2013****Largest Restaurants  
Headquartered In Each State**

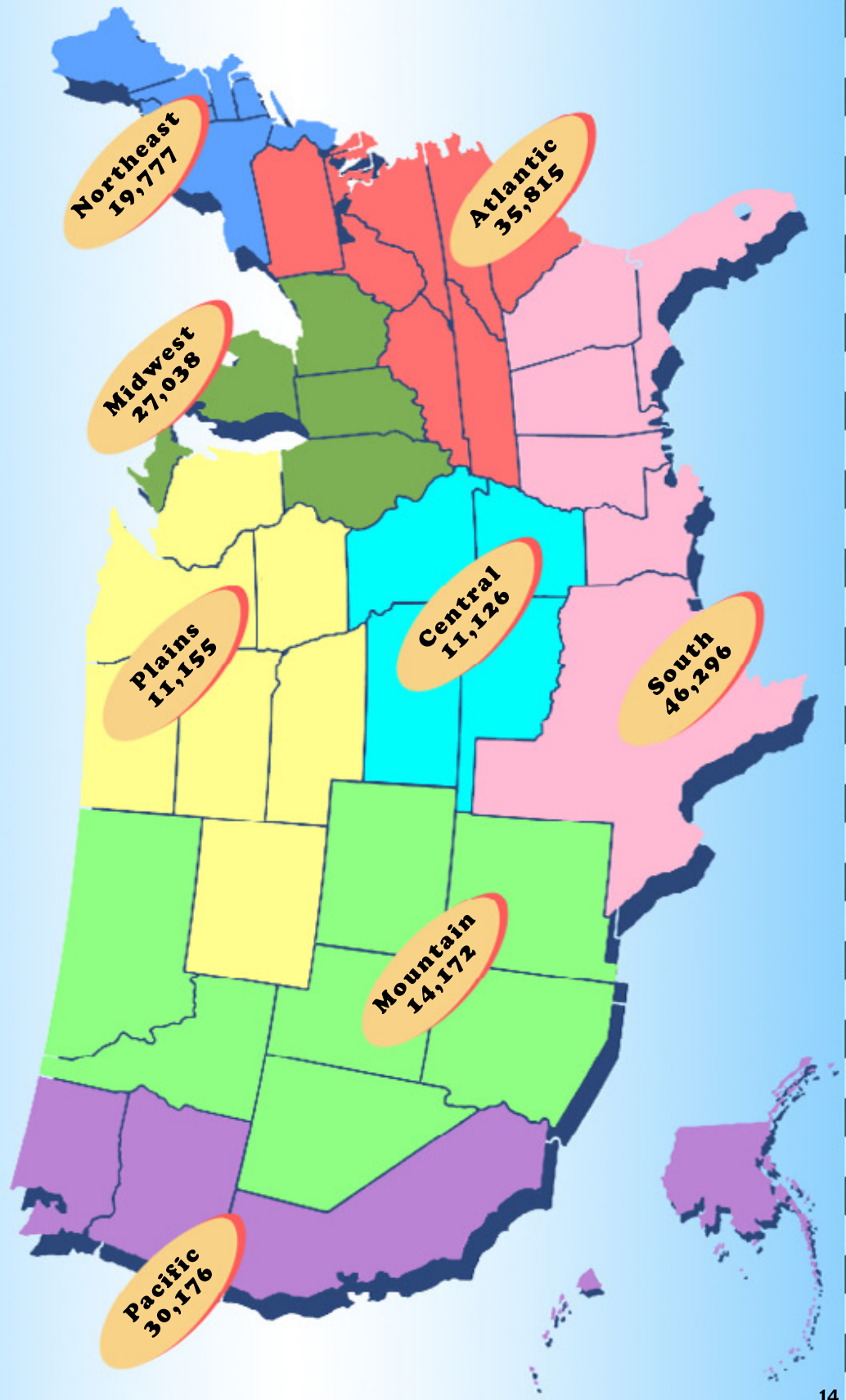
<b>Company Name</b>	<b>State</b>	<b>Industry Sales</b>	<b>Total Locations</b>
CLC Restaurants, Inc	MT	\$46,170,000	38
Golden Corral Corp.	NC	\$415,000,000	482
Food Management Investors, Inc.	ND	\$56,000,000	29
Concord Hospitality Inc.	NE	\$90,000,000	6
The Napoli Group	NH	\$95,000,000	59
The Briad Group	NJ	\$336,000,000	121
B & B Consultants, Inc.	NM	\$157,652,000	144
Golden Gaming Inc	NV	\$79,002,000	44
Carrols Restaurant Group Inc.	NY	\$539,608,000	572
The Wendy's Company	OH	\$2,436,207,000	6,560
Sonic Corp.	OK	\$543,730,000	3,549
Shari's Management Corporation	OR	\$163,600,000	100
Penn National Gaming Inc.	PA	\$289,947,000	34
Caribbean Restaurants LLC	PR	\$295,000,000	188
The Jan Companies	RI	\$166,860,000	111
Denny's Corporation	SC	\$488,363,000	1,688
Orion Food Systems LLC	SD	\$149,306,000	1,765
Cracker Barrel Old Country Store Inc.	TN	\$2,011,978,000	621
Pizza Hut Inc.	TX	\$5,000,000,000	14,357
Sizzling Platter Inc.	UT	\$259,000,000	188
Five Guys Holdings Inc.	VA	\$171,000,000	1,106
Bruegger's Enterprises Inc.	VT	\$130,000,000	304
Starbucks Corporation	WA	\$11,744,788,000	18,278
Rottinghaus Company Inc.	WI	\$167,000,000	369
Allied Food Industries Inc.	WV	\$36,000,000	28
Taco John's International Inc.	WY	\$19,600,000	403

*Based on the highest industry sales in each state.  
Source: Chain Store Guide's Database of Chain Restaurant Operators*

# Number of Locations

BY REGION

Represents the top 200 restaurant chains ranked by number of locations.  
Source: Chain Store Guide's Restaurant Locations Database



## Top 5 Canadian Chains By Industry Sales

Rank	Chain	2012 Sales	2003 Sales	Percent Change
1	McDonald's Restaurants of Canada Ltd.	\$980,000,000	\$777,900,000	26.0%
2	Tim Hortons Inc.	\$921,828,000	\$501,820,000	83.7%
3	Cineplex Inc.	\$329,329,000	\$89,559,000	267.7%
4	Keg Restaurants Ltd.	\$248,393,000	\$167,513,000	48.3%
5	SIR Corp.	\$221,634,000	\$130,823,000	69.4%

Source: Chain Store Guide's Database of Chain Restaurant Operators

## Top 5 Canadian Chains By Systemwide Sales

Rank	Chain	2012 Sales Systemwide	2003 Sales Systemwide	Percent Change
1	Tim Hortons	\$6,466,665,000	\$1,700,000,000	280.4%
2	Boston Pizza	\$943,053,000	\$261,501,000	260.6%
3	A&W Restaurant	\$850,626,000	\$443,000,000	92.0%
4	Swiss Chalet Rotisserie & Grill	\$505,000,000	\$413,000,000	22.3%
5	The Keg Steakhouse & Bar	\$486,727,000	\$276,000,000	76.4%

Source: Chain Store Guide's Database of Chain Restaurant Operators

Systemwide sales is the combined total sales of all restaurants within the concept's system, including company operated & franchised.

## Top 5 Canadian Chains By Number Of Locations

Rank	Chain	2012 Locations	2003 Locations	Percent Change
1	Tim Hortons Inc.	4,264	2,527	68.7%
2	MTY Food Group Inc.	2,199	411	435.0%
3	McDonald's Restaurants of Canada Ltd.	1,417	1,339	5.8%
4	International Franchise Corp.	1,250	5,000	-75.0%
5	Yum! Restaurants International (Canada) Co.	877	1,744	-49.7%

Source: Chain Store Guide's Database of Chain Restaurant Operators

# Company Anniversaries

In 2013

Company	Year Est.	Anniv.
White Spot Hospitality	1928	85
The Haagen-Dazs Shoppe Company Inc.	1928	85
Chain Store Guide	1933	80
In-N-Out Burger	1948	65
Perkins & Marie Callender's Inc.	1948	65
The Original Pancake House Franchising Inc.	1953	60
Harman Management Corp.	1953	60
Bob Evans Restaurants	1953	60
Bob Evans Farms Inc.	1953	60
Denny's Corporation	1953	60
Sonic Corp.	1953	60
America's Pizza Company LLC	1958	55
ClubCorp Inc.	1958	55
Sizzler USA Inc.	1958	55
Village Inn	1958	55
Pizza Inn Holdings Inc.	1958	55
American Blue Ribbon Holdings LLC	1958	55
Perkins Restaurant & Bakery	1958	55
Pilot Flying J	1958	55
IHOP Restaurant System	1958	55
Pizza Hut Inc.	1958	55
Sandman Hotels Inns & Suites	1963	50
Pizza Nova Restaurants Ltd.	1963	50
Donatos Pizzeria LLC	1963	50
Sizzling Platter Inc.	1963	50
Caribbean Restaurants LLC	1963	50
Carrols Restaurant Group Inc.	1963	50
International Coffee & Tea LLC	1963	50
Sonny's Franchise Company	1968	45
Mr. Gatti's Inc.	1968	45
Covelli Enterprises	1968	45
Imvescor Restaurant Group Inc.	1968	45
W.H. Braum Inc.	1968	45
AMC Entertainment Inc.	1968	45
Red Lobster	1968	45

## 85 Years White Spot Hospitality

Founder Nat Bailey dropped his Model T traveling lunch counter to open the first White Spot drive-in back in 1928. Today, the company operates 115 locations throughout Alberta and British Columbia. The company is famous for their award-winning Triple "O" burger.

## 65 Years In-N-Out Burger

In-N Out Burger was founded in 1948 and was California's first drive-thru hamburger stand. That same year the company's co-founder Harry Snyder introduced the first of its kind two-way speaker box that enabled customers to order and receive their meals without leaving their car.

## 60 Years Denny's Corporation

Founded by Harold Butler in 1953, the company was originally named Danny's Donuts and was changed to Denny's in 1959. The famous Grand Slam Breakfast was introduced in Atlanta in 1977 as a nod to Hank Aaron.

## 55 Years IHOP Restaurant System

The acronym "IHOP" was introduced for the first time in 1973, 15 years after the company opened its first location in the suburbs of Los Angeles. The chain is famous for serving breakfast any time of the day and now operates over 1,500 restaurants.

# Company Anniversaries

In 2013

Company	Year Est.	Anniv.
Darden Restaurants Inc.	1968	45
Honey Dew Associates Inc.	1973	40
Mason Harrison Ratliff Enterprises	1973	40
Hungry Howie's Pizza & Subs Inc.	1973	40
Godfather's Pizza Inc.	1973	40
Smoothie King Franchises Inc.	1973	40
Panda Restaurant Group Inc.	1973	40
Cheddar's Holding Corp.	1978	35
Shari's Management Corporation	1978	35
BeaverTails Canada Inc.	1978	35
BJ's Restaurants Inc.	1978	35
The Taco Maker Inc.	1978	35
Mimi's Cafe LLC	1978	35
Uno Restaurant Holdings Corp.	1978	35
Concept Acquisitions LLC	1978	35
Taco Cabana Inc.	1978	35
The Cheesecake Factory Incorporated	1978	35
Kelsey's International Inc.	1978	35
Petrus Brands Inc.	1978	35
Jet's America Inc.	1978	35
ABP Corporation	1978	35
Marco's Franchising LLC	1978	35
Ben & Jerry's Franchising Inc.	1978	35
Old West Properties	1983	30
Garden Fresh Restaurant Corp.	1983	30
Golden Spoon Franchising Inc.	1983	30
Rubio's Restaurants Inc.	1983	30
Subway Development of San Diego	1983	30
O'Charley's Restaurants	1983	30
Bruegger's Enterprises Inc.	1983	30
O'Charley's Inc.	1983	30
Buffets, Inc.	1983	30
HOA Restaurant Group LLC	1983	30
Jimmy John's Franchise LLC	1983	30
Vocelli Pizza	1988	25

## 50 Years International Coffee & Tea LLC

The Coffee Bean & Tea Leaf is the oldest and largest privately held specialty coffee and tea retailer in the United States. The company has over 900 stores in 23 countries.

## 45 Years Darden Restaurants Inc.

Since the first Red Lobster opened in Lakeland, FL in 1968, Darden has grown to include some of the most recognizable brands in full-service dining such as Olive Garden and LongHorn Steakhouse. The company now operates over 2,000 restaurants under eight different trade names.

## 40 Years Hungry Howie's Pizza & Subs Inc.

The story began in Taylor, Michigan when Jim Hearn converted a small 1,000 square foot hamburger shop into the first Hungry Howie's pizzeria. Steve Jackson delivered pizzas for Hearn and later became his partner. Jackson said their strategy has included excellent products, superior customer service and marketing savvy to compete against the national chains.

## 35 Years The Cheesecake Factory Incorporated

As his parent's bakery business expanded and grew, David Overton opened the first restaurant, a small salad and sandwich shop, in Beverly Hills, CA. The chain now operates over 170 restaurants and is known for its generous portions, vast menu selections and famous desserts.

# Company Anniversaries

In 2013

Company	Year Est.	Anniv.
The Briad Group	1988	25
Pollo Tropical Operations Inc.	1988	25
Chicken Express	1988	25
Macaroni Grill LLC	1988	25
Interstate Hotels & Resorts Inc.	1988	25
Dippin' Dots Franchising Co.	1988	25
<b>Outback Steakhouse Restaurants</b>	<b>1988</b>	<b>25</b>
Auntie Anne's Inc.	1988	25
Bloomin' Brands Inc.	1988	25
Cold Stone Creamery Inc.	1988	25
Atlanta Bread Company	1993	20
BAB Inc.	1993	20
Host Hotels & Resorts Inc.	1993	20
Pei Wei Asian Diner	1993	20
P.F. Chang's China Bistro Restaurants	1993	20
Kazi Foods Inc.	1993	20
Texas Roadhouse Inc.	1993	20
P.F. Chang's China Bistro Inc.	1993	20
<b>Einstein Noah Restaurant Group Inc.</b>	<b>1993</b>	<b>20</b>
Chipotle Mexican Grill Inc.	1993	20
Genghis Grill Franchise Concepts LP	1998	15
Crest Foods Inc.	1998	15
Consolidated Restaurant Operations Inc.	1998	15
Wisconsin Hospitality Group LLC	1998	15
Golden Krust Caribbean Bakery and Grill Inc.	1998	15
JEM Restaurant Group	1998	15
Charter Foods, Inc	1998	15
Lenny's Franchisor LLC	1998	15
ADF Companies	1998	15
Flynn Restaurant Group LLC	1998	15
Starwood Hotels & Resorts Worldwide Inc.	1998	15
Cineplex Inc.	2003	10
<b>Which Wich Inc.</b>	<b>2003</b>	<b>10</b>
MUY Brands LLC	2003	10
Heartland Food Corp.	2003	10

## 30 Years Jimmy John's Franchise LLC

Nineteen year old Jimmy John Liautaud set out to create the world's greatest gourmet sandwich on a paper thin budget. The concept of gourmet sandwiches and "freaky fast" delivery service took off and the company now has over 1,500 locations.

## 25 Years Outback Steakhouse Restaurants

Outback Steakhouse, part of Bloomin' Brands Inc., primarily offers beef and steak items on its menu, but also offers a variety of chicken, ribs, seafood, and pasta dishes. In addition to operating locations throughout the United States, the company also operates in 20 countries worldwide.

## 20 Years Einstein Noah Restaurant Group Inc.

Einstein Noah Restaurant Group is the largest operator of bagel bakeries in the United States. The first location opened in Manhattan's Greenwich Village in 1993 and was called New World Coffee. The company began franchising in 1997 and currently operates over 800 locations.

## 10 Years Which Wich Inc.

Which Wich is a fast casual sandwich chain known for its revolutionary ordering system where guests use red Sharpies to mark up menus on sandwich bags. The company was ranked the #1 fastest growing restaurant chain by Chain Store Guide in 2010.

# Chain Store Guide

## Chain Restaurant Leads & Market Data

Chain Store Guide's database of Chain Restaurant Operator leads contains key contact and personnel information for thousands of the top restaurant chains and franchisees, including McDonald's, Outback, Pizza Hut, and Subway. This information includes phone numbers, mailing addresses, titles, salutations, personal email addresses (PLUS Version), and more.

- 7,600\* Chain Restaurant Operators
- 36,000\* Restaurant Buyers, Chefs & Executives
- 22,500\* Personal Email Addresses (PLUS only)
- 2 Years Sales & Unit History
- Growth Percentages
- Menu Type, Average Check, & More
- Daily Updates
- 24/7 Online Access
- Exportable to CRM or Excel (PRO & PLUS)

Companies that use our database include foodservice equipment manufacturers and food product providers. In addition, our targeted and verified sales leads are also used by suppliers of fixtures, signage, furniture, and interior designers who are looking for restaurants that are remodeling or expanding. Print production companies use this information to create menus used across multiple locations.

*\*Counts are approximate and subject to change.*



**Call 1-800-927-9292  
For More Information.  
Scan Code Or Visit Us Online  
[www.ChainStoreGuide.com](http://www.ChainStoreGuide.com)**

