

RESTAURANT ASSOCIATION OF SA  
NEWSLETTER MAY - JUNE 2009

Dear RASA Member

Wendy Alberts our CEO and I would like to take this opportunity to extend our most sincere appreciation for the renewal of all your memberships for a further year. We trust that 2009 will result in even greater success for the industry as a whole.

It must be noted that we would welcome any request for assistance and support that may be required and in this regard would ask that your input be forthcoming on any issues that may require attention and that would assist in the further success of the Restaurant Industry.

Your continued support to our organisation is highly valued and any contribution we can make to your success will be met with a willing and positive response. We trust that our close association will endure well into the future. We are happy to inform you of our current projects on the go which I am sure you will find interesting:

1. Samro/Sampra negotiations

We need urgent feedback as to whether or not you want us to put in a submission to have the fees re assessed

2. TV License negotiations
3. The nutrition content on menus (Healthy Dining)
4. Edible oil solutions
5. Employee benefit plan
6. Employee verification database
7. Tourism safety initiative
8. Liquor negotiations
9. Training Academy
10. Waiter of the year/Barister of the year/Cook of the year/Barman of the year/Restaurant of the year
11. Involvement with trade shows
12. Restaurants for sale
13. The Consumer Bill
14. ADT Alarms negotiations
15. Mystery Shopper
16. My Table Discount Card for Restaurant
17. Home Affairs Raids on Restaurant
18. NRA Show in Chicago
19. Platform for approved Suppliers

20. SETA (Skills Olympia)
21. SASSI (Seafood Sustainability)
22. Industry Hot Line for all matters
23. Tourism Dialogue Steering Committee (DEAT)
24. Gearing Waiter/Waitron and Managers for 2010

## RASA PUBLIC AWARENESS CAMPAIGN

Apply for accreditation today <http://www.restaurant.org.za/>

- \* Play Safe Policy
- \* Eat Safe Policy
- \* Sit Safe Policy
- \* Skill Safe Policy
- \* Hot or Not
- \* Customer Care Line
- \* Regulation of Restaurant Licence

For more information on these issues please visit our website <http://www.restaurant.org.za/> or call our office and we will gladly assist you.

## BREAKFAST TIME & COFFEE CONVERSATIONS JOBURG CAPETOWN DURBAN

BreakfastIn JOBURG

DATE Tuesday 14th July 2009

VENUE The Chef and the Fat Man  
The Buzz Witkoppen Rd Fourways

TIME 07h30 for 08h00 am

COST R120 pp

RSVP (011) 705-2054/2251

WIN A YEARS MEMBERSHIP

LUCKY PRIZES TO BE WON

<http://www.restaurant.org.za/>

FNB| Fourways  
ACC: 62187440567  
Code: 251655  
i.n.o  
RASA Management Services

BreakfastIn CAPETOWN  
DATE Tuesday 24th July 2009

VENUE SPUR V&A WATERFRONT

TIME 07h30 for 08h00 am

COST R120 pp  
RSVP (011) 705-2054/2251  
WIN A YEARS MEMBERSHIP  
LUCKY PRIZES TO BE WON  
<http://www.restaurant.org.za/>

FNB| Fourways  
ACC: 62187440567  
Code: 251655  
i.n.o  
RASA Management Services

BreakfastIn DURBAN  
DATE Tuesday 24th JUNE 2009

VENUE Butcher Boys Florida Rd  
TIME 07h30 for 08h00 am

COST R120 pp  
RSVP (011) 705-2054/2251  
WIN A YEARS MEMBERSHIP  
LUCKY PRIZES TO BE WON  
<http://www.restaurant.org.za/>

FNB| Fourways  
ACC: 62187440567  
Code: 251655  
i.n.o  
RASA Management Services

## Confederations Cup Fixtures

Group A: South Africa,Iraq,New Zealand,Spain  
Fixtures:

14 June:

16:00 South Africa v Iraq - Coca-Cola Park

20:30 New Zealand v Spain - Royal Bafokeng

17 June

16:00 Spain v Iraq - Free State Stadium

20:30 South Africa v New Zealand - Royal Bafokeng

20 June

20:30 Iraq v New Zealand - Coca-Cola Park

20:30 Spain v South Africa - Free State Stadium

## FOOD SAFETY SUMMIT

Attendee Brochure

View our digital Attendee Brochure for the 2009 Food Safety Summit, April 27-29 in Washington DC!

## NRA SHOW

Registration now open for NRA Show 2009

Register by April 10 and save 50% on your registration for the 2009 National Restaurant Association Restaurant, Hotel-Motel Show, scheduled May 16 to May 19 at Chicago's McCormick Place. It is the Western Hemisphere's largest, most comprehensive gathering of foodservice, lodging and retail professionals and is expected to draw attendees from more than 100 countries. Register today!

\* Receive free design and management advice

Attendees at the 2009 National Restaurant Association Restaurant, Hotel-Motel Show are provided opportunities to

receive free 30-minute design and management advisory consultations through Ask the Design Experts, May 16 to 19, at

Chicago's McCormick Place. Consultation appointments with leading design and management advisory consultant

members of Foodservice Consultants Society International may be booked online only, on a first-come, first-served

basis. Visit <http://r.smartbrief.com/resp/psfYpCxFnyhypRCibTagCicNLmTY> to register to attend and schedule an appointment.

Please be aware that, while in the United States, our office is available to assist to schedule appointment meetings with relevant U.S. suppliers prior to or after the show

KZN

Thebe Exhibitions and Projects and ProServ SA (TPJV) - have been appointed the Project Co-ordinators for the National Tourism Careers' Expo 2009 . The Expo is scheduled to take place at the Durban Exhibition Centre from 17 to 19 September 2009 (Thursday to Saturday).our approach to planning and executing the event is infomed by our engagement with the major stakeholders of the sector.

SA FIFA 2010 Trade Mark

In a recent edition of our newsletter, you requested comment from your members in regard to the how they can use the marketing opportunities presented by the 2010 World Cup without infringing the rights of FIFA and the official sponsors. In the light of that question, I thought you might find the attached article, written by IAN JACOBSON candidate attorney, Janine Reddi, of interest. Please let me know if you or any of your members would like to discuss anything arising from it.

New liquor advertising laws

The new agreement for the inclusion of the underage disclaimer on all liquor advertising - including ALL printed materials from banners to price flashes and shelf strips - has been made public. All print material is subject to this new agreement as from 1 September 2009.

Leading industry players have called for everyone as a group to begin implementing this as soon as possible to show a willingness to adhere to regulations in the face of growing opposition to liquor advertising.

Read the details [HERE](#).- (File size 2.5mb)

## RestaurantRosetta Award applications sought

The Restaurant Association today called on restaurants and foodservice outlets to apply for the 2009 RestaurantRosetta Award. The association and partner American Express created this annual award to recognize restaurants that exemplify the industry's support for communities and philanthropic spirit. Four national winners will be announced. The deadline is July 5, and applicants may apply online.

## RASA TRAINING ACADAMY

### RASA EAT SAFE - SafeKey Training

Food Safety for Food Handlers within the Restaurant sector

It is important to make sure that the food we prepare does not harm the public in any way and only through understanding

of the possible causes of foodborne illness can we protect both our customers and ourselves by applying this knowledge to everyday food handling situations.

It is important for you to be aware of the importance of the good food hygiene practices that are essential in your day-to-day work routines. We are the people who are mainly responsible for the wholesomeness of the foods that are prepared and the health of the consumers of that food. A true food handling professional must know, understand and apply all of the concepts covered within this internationally certified training programme.

After completion of the programme each candidate will be required to write an exam.

A certificate and badge will be issued to those candidates that obtain 50% and above. Restaurants nominating personnel onto the course (with

the undertaking to have all relevant staff trained) will receive an "Eat Safe" sticker for display.

WAITRON D-MANAGEMENT - FIRSAID - CHILDMINDER BARTENDER-  
BARISTER AND FOOD SAFETY TRAINING  
EVERY TUESDAY WEDNESDAY THURSDAY FRIDAY  
RASA SHORT SKILLS UPLIFTMENT PRE 2010  
All courses are 1 day long and include a Certificate badge manual lunch REDB  
registrations

SAMPRA / RASA

We refer to our meeting on 23 March 2009.

Your request was proposed to the SAMPRA Board at a meeting held on Friday 27th of March 2009.

It was agreed that SAMPRA would be prepared to allow for a 20 % discount to all restaurants who apply for a licence through RASA.

SAMPRA would require a completed application form from each of these restaurants, indicating its trading square metres where applicable.

SAMPRA would then determine the licence fee in accordance with our Tariff 01 and then allow for a 20 % discount on that fee before VAT.

This offer would be available to all restaurants that can provide their RASA membership number, or whatever means you have of identifying a RASA member.

We look forward to your response in this regard.

Ignatius Smit  
National Commercial Manager  
South African Music Performance Rights Association  
SAMPRA

Cell: 0832307287  
Tel: 011-8861342  
Fax: 011-886 4169  
[www.sampra.org.za](http://www.sampra.org.za)

## RASA SURVEYS

Please Participate on line at [www.restaurant.org.za](http://www.restaurant.org.za) to assist all members to qualify for a better rate

## SABC TV LICENCES

## ADT SECURITY

## BANK RATES

## AFRICAS BIG 7

CVL Consulting has been appointed by Exhibition Management Services to handle the media and publicity for Africa's Big Seven. In order to encourage visitors to the show and delegate to the conference CVL Consulting will be working on an extensive media campaign to create awareness. To make this possible I would appreciate your assistance in answering a few questions about your participation in last year's expo to help us make this year's Africa's Big Seven Expo a huge success for exhibitors and visitors alike.

- \* How did you first hear about Africa's Big Seven?
- \* Did you sign any major deals at last year's Expo? (if yes what are the details)
- \* Will you be taking part this year, if yes what new products/ services will you be displaying?
- \* What benefits did you receive from taking part in the Expo last year?

## RESTAURANTS FOR SALE

ANAT ANAT R2 mil nett R60-80k

## VETKOEKMALEIS P>O>A

DEL GUSTO RESTAURANT KNYSNA 450k

WIESSENHOFF COFFEE SHOP R1.6

LOOKING FOR A FRANCHISE <http://www.restaurant.org.za/>

## INTERNATIONAL TRENDS AND NEWS

New deep fryers conserve oil

New deep fryers reduce the amount of oil needed by 40%. Among them is the Evolution Elite line,

which won a National Restaurant Association Kitchen Innovations Award this year.

QSRWeb.com

(4/14)

The incredible, edible, trendy egg

The egg, no longer just for breakfast, is taking its place as a culinary star, and people are eating

more than just the chicken variety. Organic and free-range eggs also are growing in popularity. NBC

Bay Area (San Francisco)/The Associated Press (4/13)

Where to get information about Energy Star

Energy Star, a joint venture of the Energy Department and Environmental Protection Agency, has

a page on its Web site designed specifically to help small-business owners learn how to reduce

energy costs for lighting, heating, air conditioning, office equipment and other needs.

More

retailers are offering Energy Star products to businesses, too. Small Business Trends

(4/12) Hospitality industry set to lose 60000 jobs - The Local

The German hospitality industry will likely lose up to 60000 jobs in the next year as the recession

takes hold, hotel and restaurant association Dehoga said on Tuesday.

The Local - Germany's news in English - <http://www.thelocal.de/>

Program trains homeless for restaurant jobs

Dallas' Family Gateway has started training homeless families in restaurant skills, expanding from its retail-training program. The 12-week program is aimed at getting students prepared for entry-level restaurant jobs. The Dallas Morning News (4/8)

Recession takes bite out of French restaurants  
Revenue at French restaurants has dropped 20% to 50% from January to March, according to estimates, with even tourists choosing sandwiches over Michelin-starred dining. The government has permission to cut value-added tax on restaurant meals next year. The Independent (London) (4/9)

MDs call for calories on menus  
Globe and Mail - Canada

The Canadian Restaurant and Foodservices Association, an industry group that represents restaurants, cafeterias, bars and other institutions, ...  
See all stories on this topic

Menus, prices change with the economy  
When tough times hit, restaurants start by changing menus and pricing, a National Restaurant Association researcher says. But, he said, the approaches that eateries at the high and low ends take must be different: "The tactics those two operators would take to engage in this current economic environment, in many cases, can be dramatically opposite." WFPL-FM (Louisville, Ky.) (4/7)

\* On the Menu

What changes have you made to your restaurant as a result of the economy?

Lowered prices

Using less expensive ingredients

Facility alterations, such as adding a bar

Changed the menu

Other

Recession inspires interest in franchises

Franchise quickservice companies such as Five Guys, Subway and Panda Express are seeing increased sales -- and numbers of stores -- amid the downturn. A recession can be good for such businesses, as it tends to increase the applicant pool for franchisees. The Oregonian (Portland) (4/5)

National menu standard gaining appeal

A federal law on menu labeling that would pre-empt state standards is gaining ground.

Said

National Restaurant Association's Beth Johnson: "There's significant support for getting menu

labeling and nutritional information on a national level." The LEAN Act would allow operators to

choose how to present calorie information, while still keeping it at point of purchase.

QSRWeb.com

(3/31)

Screens keep customers occupied, give them control

Restaurants can take special advantage of digital signage. Screens can inform customers of

specials, enable them to place orders themselves and entertain them while they wait

NEW SUPPLIERS

DinnerMates brings both quality of product and service to the food industry and supplies the hospitality and food trade, including the catering, restaurant and fast food industries and other food outlets with a wide variety of portion controlled, quality frozen main meals, cocktail snacks, vegetarian and other mouthwatering dishes. The manner in which DinnerMates prepares and packages their meals, provides easy preparation guidelines and ensures swift nationwide service through a national network of distributors all adds up to Quality, Convenience, and Customer Service Excellence the DinnerMates way.

## RECIPES

### Chopped Tuna Salad from Maui Tacos

Serves 4

Packed with flavor and antioxidants, this salad is sure to fit your healthy lifestyle! The leftover dressing can also be used in other salads or as a marinade.

#### INGREDIENTS:

- \* 13 cups (20 oz.) Romaine and iceberg lettuce, shredded
- \* 8 oz. Maui Tacos Tomato Vinaigrette Dressing: see recipe below
- \* 2 cups diced tomatoes
- \* 12 oz. fresh tuna filets, 1" thick, marinated: see recipe below
- \* 8 oz. canned black beans, drained and rinsed
- \* 12 oz. mango salsa (purchased)

#### TUNA MARINADE:

- \* Juice of one lime
- \* 4 tsp. garlic powder
- \* 1/3 cup vegetable oil
- \* 4 tsp. salt
- \* 1 2/3 cups water

#### TOMATO VINAIGRETTE DRESSING:

- \* 8 oz. crushed tomatoes (canned), juice included
- \* 2 1/2 Tbs. tomato puree (canned)
- \* 2 garlic cloves, minced
- \* 1/2 cup fresh cilantro leaves
- \* 3 Tbs. onion, finely diced
- \* 2 1/2 Tbs. white vinegar
- \* 2 1/2 Tbs. vegetable oil
- \* 1 Tbs. granulated sugar

- \* 2 tsp. salt
- \* 3 1/2 tsp. black pepper
- \* 3 3/4 cups water

Garnish: cilantro leaves (optional)

Directions:

- \* Mix all marinade ingredients together in a food storage bag or shallow glass dish. Add tuna to marinade and make sure the tuna is well coated; cover or seal bag and refrigerate overnight.
- \* Combine all Tomato Vinaigrette ingredients in a sealable container. Store in the refrigerator until you are ready to toss the salad. Dressing can be made in advance.
- \* Lightly spray a grill pan, grill rack, or broiler pan with non-stick cooking spray. Grill tuna, covered, over medium heat for about 5 minutes on each side or until fish flakes easily with a fork. Dispose of unused marinade. Remove tuna from grill and allow it to cool enough so that it can be handled. Once adequately cooled, roughly dice the tuna and set aside.
- \* Shake or stir Tomato Vinaigrette Dressing. In a large bowl combine the lettuce with enough Tomato Vinaigrette Dressing to adequately coat the lettuce (~8 oz.). Toss the salad until dressing is evenly distributed. Note: leftover dressing can be saved in the refrigerator for use at a later time.
- \* Top the dressed lettuce in a striped fashion beginning with the diced tomatoes, followed by a stripe of chopped tuna, then the mango salsa, and finally the black beans (refer to the picture below).
- \* Garnish the tuna with fresh cilantro leaves, if desired.

Nutrition Information (per serving):

Calories: 230

Fat: 4 g

Saturated Fat: 0.5 g

Cholesterol: 40 mg

Sodium: 980 mg

Carbohydrates: 30 g  
Fiber: 8 g  
Sugar: 17 g  
Protein: 25 g  
Fruit/Vegetable Servings: 3 cups

The nutrition analysis corresponds to the recipe. The restaurant version may differ.

## OTHER NEWS

### \* Law Bytes

Goodnews for credit card holders in the United States of America  
Lastnight, by a vote of 90 - 5 the United States Senate passed a consumer's credit card "bill of rights" intended to curb fees and limit contract changes.  
It resulted from complaints from people with clean payment histories whose rates were increased or borrowing limits were drastically reduced.  
The increasing of a consumer's interest rate on existing balances based on late payments to another bank, a practice known as "universal lending", will be prohibited.  
The bill now goes to the House of Representatives which approved a similar measure last month and is expected to approve it today.  
In South African law credit cardholder's rights are governed by the National Credit Act which deals inter alia with interest, fees and charges.

\*

tsi (Tourism Safety Initiative) - the anti-crime initiative for the Tourism Industry  
contact Annelie Barkema [projects@satsa.co.za](mailto:projects@satsa.co.za)  
Where and how do I report incidents of tourism-related crime?  
After you call SAPS at 10111, and your security provider, first for emergency support, report the incident  
to tsi at  
0861 tsi 911 (0861874911) or fax to 086 686 2057. More info on [www.satsa.com/tsi](http://www.satsa.com/tsi)

Anonymous tip-off line - SMS tip-off to 32211 for more info  
<http://www.crimeline.co.za/>  
This highly successful project, run by Primedia's Talk 702, has been endorsed by the South African Police Service (SAPS).

\*

## Law Bytes

### DebtCounselling Regulations

On 15 May 2009 the Department of Trade Industry published debt counselling regulations pursuant to the provisions of the National Credit Act.

Brieflyspeaking the regulations deal with : the confirmation of consent orders in terms of the Act,  
proposals to the court that consumer credit agreements be declared reckless and/or rearrangement of  
consumer's obligations in terms of the Act, procedure and forms for application to institute proceedings  
and the subsequent conduct of proceedings in order to obtain a debt relief order and the receipt and  
distribution of payments and funds by debt counsellors and other persons. The regulations also  
include in the annexures thereto proposed forms to be used in the aforesaid circumstances.

In summary therefore these regulations seek to clarify and define the processes, procedures and forms to  
be used in the debt counselling and review process to give greater certainty to the processes as  
presently set out in the Act.

Interestedpersons are invited to submit written comments on the proposed regulations by the 6 June 2009  
to the Department of Trade and Industry  
THE INAUGURAL SA HEALTH TOURISM CONGRESS

<http://www.sahealthtourismcongress.co.za/>

BUILDING NEW RELATIONSHIPS: Uniting key market players from all over the world, the inaugural

South African Health Tourism Congress offers three days of intense networking.

- \* Launch of the South African Health Tourism Congress Website
- \* Health Tourism Congress for South Africa
- \* SA Health Tourism Exhibition
- \* SA HEALTH TOURISM CONGRESS IN SAN FRANCISCO
- \* CONGRESS SPEAKER PAPER SUBMISSION

Launchof the South African Health Tourism Congress Website

Visit [www.sahealthtourismcongress.co.za](http://www.sahealthtourismcongress.co.za)

RASA 20 BC PENGUINE DRIVE  
NORSCOTT OFF WILLIAM NICOL  
TEL 0117052054

[www.restaurant.org.za](http://www.restaurant.org.za)

E-mail: [http:wendy@restaurant.org.za](mailto:wendy@restaurant.org.za)