



TOP 50 CONTRACT COMPANIES

2019 FM Top 50: 13. Metz Culinary Management

This is part of Food Management's annual Top 50 report, a proprietary ranking of the largest noncommercial contract management companies.

[Mike Buzalka](#) | Mar 19, 2019





Dallas, Pa.

Last June, Metz acquired K-12 specialist Nutri-Serve Food Management Inc., which operates in approximately 96 school districts in Southern New Jersey. It continues to operate independently in the New Jersey market since the merger.

Growth has also come in other more organic areas for Metz, including micro markets, office coffee service, vending, additional airport business and virtual food shows, the latter the brainchild of Vice President of Purchasing Brian Bachman and which in partnership broker and vendor partners brings food shows and their shareable ideas directly to accounts and site managers and chefs.

The company's significant recent growth has allowed it to expand its management, most significantly with the addition of Kim Salahie as director of culinary development. Salahie has over 25 years of experience in the hospitality and contract foodservice management industry, including serving as director of culinary development with Compass Group. Other management enhancements included the creation of three new district manager positions.

Salahie has grown Metz's Culinary Network to include its most innovate chefs, who are tasked to help train and educate other company culinarians in areas like seasonal and specialty menus, menu costing and ingredient selection. In addition, Salahie tracks, responds, creates and communicates the latest culinary trends across all Metz business divisions while providing culinary support for all new



One area of particular emphasis for Salahie, the Culinary Network and Bachman has been whole food, plant-based diets, clearly one of the hottest recent industry trends, and they have worked with key vendors such as Beyond, Just, Garein, Plantfare, Rich's and Kellogg's to make sure Metz has the right items to showcase. Meanwhile, company chefs have come up with appealing menu items with whole food, plant-based profiles to satisfy and tempt guests.

Meanwhile, to continue its mission to end food waste and hunger, Metz has partnered with the Hungry Harvest organization to find and use produce that had been destined to go uneaten for various aesthetic and technical reasons. It has also done some significant work with a group called Produce RX that provides fresh produce for newly discharged patients to ensure they get the fresh fruits and vegetables they need upon returning home.

Finally, the Last Straw strawless initiative reinforces Metz's commitment to sustainability and to being environmental stewards by reducing plastic waste in the communities in which it operates.

FINANCIAL INFORMATION

Revenues (in millions)

MENU

food MANAGEMENT

Q SEARCH



ALEXISK ▾

No. of Contracts

2018: 375

2017: 238

Business Mix

Dining operations (87%), catering (9%), other services (3%), vending (1%)

Segments Served

Hospitals (33%), College/University (27%), K-12 (23%), B&I (12%), Senior Dining (5%)

TOP EXECUTIVE

Jeff Metz, president/CEO

Contact Information

Two Woodland Drive, Dallas, Pa. 18612

(800) 675-2499

metzculinary.com**Get more on the 2019 Top 50**