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The Importance of Investing in Food Safety

You have heard the phrase, “Penny wise and pound foolish,” but do you truly understand the gravity of not adhering to its lesson?

Too often, in an effort to save a penny or a dime, restaurant owners end up spending a fortune. In some cases they can even lose their business and harm their customers if they do not abide by the health codes set down by local municipalities.

Over the years, health and sanitation has become an essential, life-saving part of every restaurant’s operations. Consumer focus on food safety has grown and foodservice operators better pay attention.



Every city now has strict health code regulations monitored by local health inspectors who make regular visits to restaurants in order to ensure the safe handling of food. In turn, every restaurant owner has the obligation to certify employees to ensure they understand and know the proper way to prepare, handle and store food and ultimately respect the safety of their customers.

This lesson has never been clearer than with the recent 28-year sentencing of Stewart Parnell, former Owner and CEO of Peanut Corporation of America. He was convicted of knowingly shipping salmonella-tainted peanut butter that eventually was linked to nine deaths and hundreds of sickened consumers.

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High marks go to the U.S. Department of Justice for pursuing Parnell and his associates and thus providing “the harshest sentence ever in a food safety case.” Both Parnell’s brother, Michael, who acted as the food broker, and his plant manager Mary Wilkerson, also received prison sentences.

This goes far beyond the slap on the wrist that food safety monitors have given in the past. It was so obviously a crime based on greed and driven by the need to protect profits. In no way did Parnell and his associates show any concern for those who would be eating their products, which should always be the No. 1 priority of every food manufacturer.

Restaurant owners should listen and learn from what happened to Mr. Parnell and his associates. It is not just food manufacturers who come under the laws of sanitation but foodservice operators too.

Are you taking the steps to be food safe? Are you using quality ingredients from known manufacturers or trying to save a dime by cutting corners?

You can abide by the strict food hygiene rules by having a properly trained staff, clean premises and equipment, keeping food at the correct temperature and using correct hand-washing procedures.

Here are a few questions to ask yourself:

- *Are you properly refrigerating foods so that they are cold to the touch?*
- *Are foods kept and served steaming hot?*
- *Are precautions taken to prevent cross contamination of food?*

Food Safety continued from Page 1

- Are raw and cooked foods kept separate at all times during preparation and display?
- Do staff use tongs or gloves when handling food and do you see them use separate tongs for different foods?
- Is there a hand-washing basin? Do your employees wash their hands well with warm soapy water between tasks?
- Are the preparation areas clean and neat?

Cooked food should be kept steaming hot and chilled food should be displayed in fully-tested refrigerated cabinets or on ice. Be sure to cook meat and poultry

to the correct internal temperature. Your best investment may be a dozen meat thermometers.

Food can be contaminated anywhere along the supply chain, so it is important that foodservice operators purchase foods from approved sources and be prepared to reject foods that arrive in an unsafe manner.

Most importantly, familiarize yourself with your local health codes. It is not enough that your staff receives certification. You, as the owner and the person most responsible for the quality of the food you cook and serve, should also pass the necessary certification tests.

Axis Featured in Food and Drink Magazine

This past summer Axis Purchasing was featured in Food & Drink Magazine. The article, "More than a Portfolio," describes how Axis became a leader in the group purchasing business.

The group purchasing organization, which is based in Purcellville, Virginia, has access to a portfolio of more than 100,000 SKU's and exceeds more than \$19 billion in total leveraged spend. Axis utilizes more than 350 manufacturers of national brands including Kraft Foods, Heinz, Sara Lee, Hormel Foods, Tyson, Dole, Dannon, Land O' Lakes and ConAgra Foods.

Axis distinguishes themselves from other purchasing organizations in a number of ways, including allowing their customers to choose their suppliers and products instead of mandating distributors with a predetermined manufacturer product list. The organization is distributor-neutral. "We don't dictate to our customers what they should buy and who they should buy it from," Krebs says. "Consider Axis as having the leverage of billions in combined foodservice purchases with superior costs and advisor so you know the market and have the right information to make the best decisions."

[To read the entire article, click here.](#)



Axis Purchasing



More than a Portfolio

Axis Purchasing takes a hands-on approach to its foodservice customers' food and supply purchasing needs. **By Jim Harris**



Company profile
 Axis Purchasing
 axispurchasing.com
 Headquarters: Purcellville, Va.
 Employees: 10
 Specialty: Food and supply procurement
 John Krebs, CEO: "With Axis Purchasing you get additional support to ensure your success, not just a portfolio of great deals."

Axis Purchasing works with more than 325 manufacturers of national brands to aid its diverse membership.

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Manufacturer Spotlight

Chef Works® One-Stop for Culinary Apparel

One of Axis Purchasing's newest featured manufacturers is Chefs Works®, a leading culinary apparel provider for hospitality and foodservice professionals.

Chef Works manufactures expertly-designed, first-rate clothing that is made to perform and endure. No matter what the shift, task or kitchen, Chef Works' culinary apparel will keep chefs, kitchen staff, servers and front-of-the-house operations comfortable and happy. The company offers an extraordinary selection

of finely crafted and stylish aprons, chef coats, jackets, pants, hats, and even footwear. In addition, Chef Works now proudly features a form-fitting Women's Chef Collection.

Chef Works offers significant benefits such as:

- Standard discounts of 40% off suggested retail price
- Easy ordering through the Chef Works / Axis Purchasing portal
- Quick turnaround and fulfillment

If you're interested in learning more or would like to set-up an account with Chef Works®, contact John Krebs at Axis Purchasing, 703-310-7607.



Axis Featured Food Manufacturer

How Sweet It Is Pure Via® the All-Natural Zero-Calorie Sweetener



As one of Axis Purchasing featured manufacturers, Whole Earth Sweetener offers Pure Via® tabletop sweetener, with the main ingredient from the Stevia plant. Because it's a natural sweetener, Stevia has turned this category "green" with envy: It now represents reportedly one quarter of the zero-calorie sweetener market.

Pure Via® is not only zero-calorie, but also non-GMO, all-natural, gluten-free, and kosher. What's more, Stevia has another big advantage over the yellow, blue and pink packets: it has been approved for use by people suffering from diabetes. The American Diabetes Association and Pure Via® have joined forces in a campaign called "Working Together to Stop Diabetes."

Restaurants can add Pure Via® to their tabletops or check with Whole Earth for its all-natural caddy program. There are also numerous uses for Stevia in the kitchen (desserts and pastries), behind the bar (mixed drinks), or at the counter (smoothies).

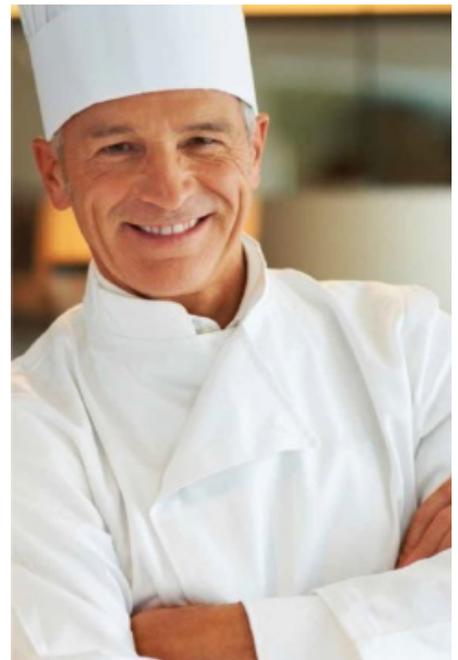
Whole Earth Sweeteners is one of more than 350 featured manufacturers offering savings through Axis Purchasing. You cannot only save money through Axis, but increase revenue and profits by selling products from Whole Earth.

About Us

Axis Purchasing was founded in 2006 on a simple premise. Busy food-service operators don't have the time and resources to efficiently procure food and supplies, manage supplier relationships, costs and rebates, and stay abreast of continuous changes in markets and products. Axis found a way to handle those details for them while saving them money. **A lot of money.**

In fact, today our group purchasing power exceeds \$18 billion. That leverage combined with distribution and operational expertise has enabled us to provide unmatched support—maximizing manufacturer rebates, reducing invoice costs, and providing up-to-date market and product insight. Put simply, we guarantee maximum value: the most efficient delivery of all the right products at the lowest cost, year after year.

Find us at www.AxisPurchasing.com or call TODAY to learn what you have been missing.



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*"There's only one thing more rewarding than serving
the best food....*

Serving it at a lower cost!"