

## Manitowoc Lands Enodis

The Manitowoc Co., Inc., has completed an acquisition offer for major foodservice equipment manufacturer Enodis plc (LSE: ENO) in a transaction valued at around \$2.1 billion, including the assumption of approximately \$207 in debt. The transaction is subject to court approval in the U.K., the approval of Enodis shareholders, as well as regulatory approvals in various jurisdictions.

Headquartered in Tampa, FL, Enodis in the U.S. markets a series of prominent equipment brands including Cleveland, Convotherm, Dean, Delfield, Frymaster, Garland, KE-O-Matic, Jackson, Lincoln, Merco-Savory, Merrychef, Scotsman, US Range and Varimixer. Its revenues in its most recent fiscal year were around \$1.6 billion.

Enodis is regarded as one of the world's leading suppliers of both "hot" and "cold" foodservice equipment, while Manitowoc Foodservice's focus has been only on "cold." Hence, a combination with Enodis will allow Manitowoc to enter two major new market segments, hot foodservice and food retail equipment, as well as expand its

cold-side businesses.

"We have long recognized the value that a combination of the foodservice businesses of Enodis and Manitowoc would create," says Manitowoc President/CEO Glen Tellock. "We believe the strategic benefits of the combination are substantial, and we are pleased to have reached an agreement for this transforming acquisition."

"We believe the expanded global footprint of the combined businesses creates an outstanding growth platform for Manitowoc Foodservice," says Michael Kachmer, president of Manitowoc Foodservice. "With the world's largest foodservice companies growing at rates well in excess of the overall industry, we should be well-positioned to partner with our customers in creating modern, efficient kitchens that deliver the dining choices that consumers want."

## New Name for Nestle Foodservice Unit

Nestlé Foodservices North America has been renamed **Nestle Professional**. Along with the change in name, the unit has been restructured to allow for working



**THE JOY OF BAGELS.** "The View" co-host Joy Behar (in red suit) helped Kraft launch its new Bagel-fuls grab-and-go breakfast item recently at the Bagel & Bean on Broadway in the heart of Manhattan. Bagel-fuls are rolled bagels filled with Philadelphia cream cheese and heated in a microwave or toaster, a design perfect for on-the-run consumers who like bagels and cream cheese for breakfast. The product comes in five varieties: Original, Cinnamon, Whole Grain, Strawberry and Chive.

closely with operators on operational needs, staff requirements, and customer motivations and preferences, offering advice about how to improve menus, attract more customer traffic and make operations more competitive.

Nestle Professional will be opening a new, state-of-the-art Culinary Center later this year in Solon, OH, and recently unveiled a new website ([www.nestleprofessional.com](http://www.nestleprofessional.com)) that contains the latest

menu trends, menu and recipe ideas and promotions.

"Our evolution to Nestlé Professional reflects our commitment to meet the unique needs of our foodservice customers," says Communications Manager Kathy Lenkov.

"In addition to offering the trusted brands on which they rely, our goal is to fully understand their business and provide personalized services and solutions."

## Briefs

**Pilgrim's Pride Corp.** has promoted Robert Wright to COO. He had been executive vice president of sales and marketing. The company also announced the sale of its turkey production and distribution center, effectively exiting a business it entered in 2001 with its acquisition of WLR Foods.

**Phillips Foods, Inc.**, has added a new culinary center for product development at its world headquarters in Baltimore.

**Sanso Foods** has named Andrew Marsano vice president of sales and marketing.

**Alto-Shaam** owners the Maahs family have made the largest single donation for educational scholarships in the history of the Culinary Institute of America, giving a million dollars to the Greater Milwaukee Foundation to create an endowed scholarship fund for students attending the CIA. The scholarship is developed in memory of Alto-Shaam founder Jerry Maahs, who passed away in 2006.

The California Milk Advisory Board has named **Ketchum** its agency of record.

**KeyImpact Sales & Systems** has promoted Eric Frost to COO.

The 2008 Beijing Olympic Water Cube Building will use a water filtration system manufactured by **A.J. Antunes & Co.** It will be used for generating consumable drinking water throughout the building.

Pre-cut vegetables supplier **Supreme Cuts LLC** has named Merle Axelrod president.

**Tyson Food Service** has been named Food Service Supplier of the Year by the International Foodservice Distributors Association (IFDA) for the second straight year and the third time in the past four years.

**Marriner Marketing Communications** has been named agency of

record by Vulcan & Wolf Range.

Sodexo says it will replace existing dishwashing products and systems in all its 6,000 client sites in the United States with the new **Ecolab Apex** dishwashing system as part of its corporate sustainability program.

**Smithfield Foods** has named former Farmland Foods president George Richter to the newly created position of president/COO of its pork group. Richter spent 34 years with Farmland, which Smithfield acquired in 2003. James Sbarro has been named to succeed Richter at Farmland.