

PART ONE

# TOP400 RESTAURANT CHAINS

Annual Rankings & Financial Analysis

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MEGAN CHIPLOCK R14  
SALADWORKS  
161 WASHINGTON ST STE 225  
EIGHT TOWER BRIDGE  
CONSHOHOCKEN PA 19428-2085

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# TOP 400 RESTAURANT CHAINS

Rank	Franchise Rank	Chain, Headquarters	2007 sales (\$ millions)	Change from '06	2007 units	Change from '06	Average unit volume	Average check	The Buzz
337	299	<b>Texas de Brazil Churrascaria</b> Dallas	60.0**	A	14	40.0%	N/A	N/A	A Brazilian-style steakhouse with tableside meat carving wouldn't seem takeout friendly, but carryout service was added at all locations.
338	285	<b>Pretzel Time</b> Norcross, Ga.	59.0	A	198	A	N/A	N/A	NexCen Brands acquired Pretzel Time and sibling concept Pretzelmaker in 2007; the two concepts are ranked separately this year.
339	333	<b>Casa Olé</b> Houston	59.0**	A	46	-2.1%	N/A	N/A	The regional Mexican chain has distinguished itself by deep involvement in the communities where it operates.
340	344	<b>Chicken Express</b> Mineral Wells, Texas	59.0**	7.3%	125	5.0%	N/A	N/A	Chicken Express's latest family-meal special packages 8 pieces of bone-in chicken plus 15 Express Tenders for \$31.50.
341	350	<b>Saladworks</b> Conshohocken, Pa.	58.4	8.1%	87	16.0%	\$826,000	\$7.96	The concept's made-to-order salads include the signature Bently (ham, turkey, provolone, chopped egg and tomatoes).
342	294	<b>Garfield's Casual Cafe</b> Edmond, Okla.	58.0**	A	40	-27.3%	N/A	N/A	The revision of its name to "Casual Cafe" signals changes in the concept's menu, which now features an expanded grill selection.
343	373	<b>Kelly's Cajun Grill</b> Coral Gables, Fla.	58.0**	18.9%	108	25.6%	\$535,000	\$7.00	The food-court concept is owned by International Restaurant Management Group, which owns Lotus Express, Tango Grill and others.
344	332	<b>Kings Family Restaurant</b> McKeesport, Pa.	57.4	-2.7%	35	0	\$1,640,000	\$7.36	New on the dessert menu—and featured in television spots—is "The Frownie," a brownie with a decidedly unhappy frosting face.
345	356	<b>Runza</b> Lincoln, Neb.	57.0	8.8%	79	3.9%	\$725,000**	\$6.84	Chicago, Nebraska and Kansas City Burgers are on the menu, but the chain's fans come for the loose-meat Runza sandwich.
346	341	<b>Arctic Circle</b> Midvale, Utah	56.0	1.8%	76	-1.3%	\$740,000	N/A	Angus-beef burgers, chicken, halibut and Yukon Gold fries with the chain's original Fry Sauce remain the heart of the menu.
347	340	<b>Fresh Choice</b> Newark, Calif.	56.0**	A	33	0	\$1,695,000**	\$8.80**	The salad-bar chain with locations in California, Texas and Washington augments the menu with monthly seasonal specials.
348	346	<b>TooJay's Original Gourmet Deli</b> West Palm Beach, Fla.	56.0**	A	25	4.2%	N/A	N/A	There's breakfast, certainly, but TooJay's restaurants' bakery sells pies and cakes (including its popular, chocolaty Killer Cake).
349	354	<b>Wahoo's Fish Tacos</b> Santa Ana, Calif.	56.0**	4.7%	47	0	N/A	N/A	Fish tacos are Wahoo's calling card, but the menu also boasts bowls with tuna, chicken, beef or shrimp over rice and beans.
350	—	<b>Asian Chao</b> Longwood, Fla.	55.6	A	69	A	\$806,000	\$9.00	One of several concepts operated by Food Systems Unlimited, Asian Chao has created dishes available for school lunch programs.
351	—	<b>Tijuana Flats</b> Maitland, Fla.	55.0*	A	59	22.9%	N/A	\$9.00	Fast-casual burrito chain has added online ordering at all locations; rapidly expanding north from its Florida base.
352	—	<b>Golden Krust</b> New York City	55.0**	A	129	A	N/A	N/A	Caribbean bakery-cafe concept's menu offers Jamaican jerk chicken, curried goat, braised oxtail and ground-beef turnovers.



\*Company estimate; \*\*R&I estimate; (A) no comparison with '06 data due to estimates or change in methodology; (NA) not available.