

Zingdish!

the inside scoop on all sorts of
flavorful events around the Zingerman's
community of businesses

You can now book a seat to ANY Zingerman's event at
www.zingermanscommunity.com

Zingerman's
DELICATESSEN

Deli: 734.663.3354
422 Detroit Street

Tastings and Events

All events at Zingerman's Events on Fourth in Kerrytown.
Reserve your spot by calling 734.663.3400 or go to
www.zingermanscommunity.com

Valentines Day Chocolate & Bourbon Cocktail Hour

Fri., Feb. 14 • \$45

Two hour long sessions to choose from: 6-7pm or 8-9pm

A sample flight of bourbon hand picked by our very own
in-house aficionados, paired with chocolate and confec-
tions made by Joan Coukos of Chocolat Moderne. The
perfect complement to a dinner with your sweetheart.

The Secret Life of Preserves:

Featuring Noah Marshall-Rashid
from American Spoon

Tue. Feb. 4 • 6:30-8:30pm • \$35

For over thirty years, the folks at American Spoon in Tra-
verse City have elevated preserves beyond the supermar-
ket variety that sits for months on the refrigerator door.
Noah and his family use only fresh fruit and craft their
preserves by hand to preserve the maximum amount of
flavor from early glow strawberries, damson plums, sour
cherries and more. Spend an cozy winter evening with
Noah to hear the American Spoon story and taste the
spreads that have made American Spoon a Michigan icon.

Single Varietal Honeys:

Featuring Laurey Masterton of Laurey's in NC

Tue., Feb. 18 • 6:30-8:30pm • \$35

Single varietal honeys come from bees that eat the nec-
tar of only one kind of flower. Laurey Masterton, author
of *The Fresh Honey Cookbook: 84 Recipes from a Bee-
keeper's Kitchen*, will guide us through tastes of her fa-
vorite single varietals, and we'll experience the amazing
differences in flavor that each delivers. She'll also help
us understand how each varietal can be used to create
unique and tasty dishes. If you thought all honeys are
pretty much the same, this is the tasting for you.

Sandwich of The Month

January

The Bowker Brothers
Bean Trilogy \$11.99/ea.

This month we wanted to fea-
ture the delightfully crisp, pick-
led green beans from Rick's
Picks which pack a spicy cay-
enne punch. They're well sea-
soned with a hint of dill and
when we tasted them we in-
stantly realized they'd be a great
companion with our chicken
salad. Then we spread American
Spoon's whole seed mustard—
which also provides a little heat
and a lot of texture (think pop
rocks the candy, only savory...
and delicious)—on toasted Rus-
tic Italian bread. All together
they make a snappy, bright and
comforting combination.

February

Rucker's Raucous
Reuben \$11.99/ea.

Feel like hugging a tree, but
think it's too cold outside?

We have the sandwich solution!

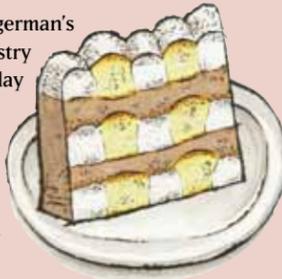
David K., and his pickling wiz-
ards down the street at The
Brinery have been working on
their tempeh recipe for some
time, and now it's a chance to
give it the ol' college try on our
reuben.

Grilled 'til it's hot and crisp, its
earthy, rich flavor pairs great
with our house-made Russian
dressing, Switzerland Emmen-
taler cheese and (its Brinery
buddy) Sauerkraut on grilled
onion rye.

Hungarian Coffee House at Zingerman's next door

Celebrate Hungarian cuisine and Zingerman's
Bakehouse's passion for Hungarian pastry
and dessert every Friday and Saturday
evening from 5-10pm.

Buy a slice of any of our Hungarian
desserts and get a small coffee for \$1!
We will have all the goods including
Dobos Torta, Rigó Jancsi, Krémes, Car-
dinal Slice and many more.



Zingerman's
roadhouse

Special Dinners

For reservations to all events stop by
2501 Jackson Ave., call 734.663.3663
or reserve online at
www.zingermanscommunity.com

9th Annual
African American
Foodways Dinner

A Fundraiser for The African
American Cultural & Historical
Museum of Washtenaw

Tue., Jan. 14 • 7:00 pm • \$60

Our community is rich with African
American culture, history and knowl-
edge and at our 9th Annual African
American Dinner we will celebrate
the African American Cultural and His-
torical Museum of Washtenaw County.
The AACHM was established in 1993 to
research, collect, preserve and exhibit
cultural and historical materials about
the life and work of black Americans
in Washtenaw County.



A Beekeeper's Dinner

Featuring Author Laurey Masterton

Wed., Feb 19 • 7:00 pm • \$65

Chef and spokesperson for The National
Honey Board, Laurey Masterton, au-
thor of *The Fresh Honey Cookbook*,
joins us to enthusiastically teach us
the benefits of honey. We'll be tasting
different honey varietals, honey from
different regions and of course, using
honey to prepare many of Laurey's
vibrant recipes.

NOLA Creole Dinner

Tue., Mar 4 • 7:00 pm • \$65

The Roadhouse celebrates one of our
favorite cities and cuisines with our
annual New Orleans Dinner, this year on
Fat Tuesday! While our celebration will
be quite a bit tamer than the one hap-
pening 1000 miles south, we will kick off
Mardi Gras the best way we know how—
with rich, delicious Creole cuisine, NOLA
inspired cocktails and interesting con-
versation, making the Roadhouse the
next best place to be if you can't make
it to New Orleans yourself.



Zingerman's
creamery

Tastings
and Events

3723 Plaza Drive

1st Sunday Open House

Sun., Jan. 5 • 2-4pm • \$10

Come and learn all about the Creamery from
the cheeses and gelati we make to the farms
we work with. Witness how we still put our
hands and our hearts in everything we do.

Vertical Cheddar Tasting

Fri., Jan. 10 • 7-9pm • \$30

From cloth-bound to orange blocks, cow's
milk to goat's milk, what is the story with
Cheddar? Come and get educated about the
nuances of American cheddars as we taste
through seven artisanal cheeses.

Cheese from the Flyover States

Fri., Jan. 10 • 7-9pm • \$30

Did you know that great cheese is made in
Minnesota, Iowa, the Dakotas, Colorado,
Oklahoma and Missouri? Come taste some
of the best cheese being made in the U.S.
from the most unlikely places. We will
taste 7 great American cheeses that you are
unlikely to find in any other shop.

Reserve your spot at 734.929.0500 or
www.zingermanscommunity.com

BAKE!
Zingerman's BAKEHOUSE

3723 Plaza Drive • 734.761.7255

Hands-On Baking Classes

Zingerman's Classics

Thu., Jan. 23 • 5:30-9:30pm • \$125

Thu., Feb. 27 • 5:30-9:30pm • \$125

Wed., Mar. 5 • 9am-1 pm • \$125

In this hands-on baking class we'll make Jewish
rye bread and magic brownies, old time favor-
ites, and hummingbird cake, a new favorite. We'll
serve a few sandwich fixins from Zingerman's
Deli to go with your bread and end the class with
iconic Zingerman's treats: a sandwich, a pickle,
and a brownie.

Chocolate Treats

Wed., Jan. 29 • 5:30-9:30pm • \$125

Thu., Feb. 13 • 5:30-9:30pm • \$125

Calling all chocolate lovers to make mud pie and
dangerous cookies. In this hands-on class you'll
make Mississippi Mud Pie and our Triple Trouble
Chocolate Cookies.

Check out the full schedule and register
for classes at www.bakewithzing.com

Zingerman's
COFFEE
COMPANY

3723 Plaza Drive • 734.929.6060

Brewing Methods

Sun., Jan. 12 • 1-3pm • \$25/person

Sun., Feb. 16 • 1-3pm • \$25/person

Learn the keys to successful
coffee brewing using a wide
variety of brewing methods from
filter drip to the siphon pot. We
will take a single coffee and brew it 6
to 8 different ways, each producing a
unique taste. We'll learn the proper
proportions and technique for each
and discuss the merits and differences of each style.



Home Espresso Class

Sun., Jan. 19 • 1-3pm • \$30/person

Get the most out of your home espresso machine.
Learn more about what goes into making a café-
quality espresso. We will start with an overview of
the "4 Ms" of making espresso, followed by tasting,
demonstrations and some hands-on practice. We
will also cover some machine maintenance basics
as time allows. This is a very interactive workshop
and seating is limited to six people.

Comparative Cupping

Sun., Feb. 23 • 1-3pm • \$25/person

Sample coffees from the Africa, Central and South
Americas, and the Asian Pacific. We will taste and
evaluate these coffees with the techniques and
tools used by professional tasters. This is an eye-
opening introduction of the world of coffee.

Reserve your spot by calling
734.929.6060 or go to
www.zingermanscommunity.com

you really can taste the difference!

ISSUE #242 • JANUARY-FEBRUARY 2014

The Sankofa is a symbol well known in Africa and almost unheard of here in the U.S. To quote from the website Sweet Chariot: The Story of the Spirituals: "Sankofa is an Akan [the culture native to what is now Ghana and the Ivory Coast] term that literally means, 'to go back and get it.' . . . (the symbol) depicts a mythical bird flying forward with its head turned backward. The egg in its mouth represents the 'gems' or knowledge of the past upon which wisdom is based; it also signifies the generation to come that would benefit from that wisdom. This symbol often is associated with the proverb, 'Se wo were fi na wosankofa a yenkyi,' which translates to, 'It is not wrong to go back for that which you have forgotten.' The Akan believe that the past illuminates the present and that the search for knowledge is a life-long process. The pictograph illustrates the quest for knowledge, while the proverb suggests the rightness of such a quest as long as it is based on knowledge of the past." For a vision-teaching history major like me who loves to learn, the Sankofa seems pretty much a perfect symbol.

Although it's clearly not native to Ann Arbor, the sankofa is also a near perfect way to start out the story of our 9th annual African American Foodways dinner. Embracing African wisdom compels a look back at the past and satisfies our organization's ongoing thirst for knowledge. Using what we learn to create a community-minded and full-flavored future here in Ann Arbor pretty much sums it all up. With the sankofa in mind then, I thought I'd start with a look back on the history of African American cookery: Where did it come from? How did it become what it is? And how did it get to Ann Arbor? What does it taste like today?

Like all "ethnic" cuisines in the U.S., African American cooking is a blend of related but different streams of historical, agricultural and culinary activity. As Judith Carney writes in *In the Shadow of Slavery*, "A critical feature of human migration the world over is the preservation of traditional dietary preferences across space and the dislocations of geography." African American, like Ital-

ian, Lebanese, Jewish or German food in the U.S., becomes a mix of what the immigrants brought with them and what they were able to access here in the Americas. That was certainly true for my grandparents coming to the US from Russia in the early 20th century. It's true really for most Native American tribes as well. Although they were here first they too have nearly all been displaced from their native land and hence sought out and still hold dear the foods of their ancestors while also adopting locally available foods as they migrated from one region to another.

For enslaved Africans brought to North America by force, the cultural and culinary preservation work was harder. And yet the end result was very much the same. As Dr. Carney conveys, "That the migration of Africans was compelled through extremes of violence and cruelty does not diminish this universal desire or preclude the possibility of achieving it." And she adds, "The violent dislocations of New World bondage could not eradicate the memories of African foodways, and indeed invigorated and perpetuated them because of their importance as a means of subsistence and survival."



Foods and Foodways Brought from Africa

The work to keep those foods and foodways at hand brought many African ingredients and cooking traditions to fairly prominent positions in American cooking. Remember, of course, there is no singular "African cuisine" any more than there is a monolithic style of cooking on any other continent, or, in most cases, even in any one country. Since most of the enslaved came from West Africa, its foodways were the ones that had the most influence on the Americas, but others brought their various culinary styles to bear as well. And as Jessica Harris, probably the dean of African American culinary history and a professor at New York's Queens College, pointed out, while there may not be a singular African American style of cooking, "Some things do bind us: okra, eating leafy greens and drinking the potlikker (or 'liquor' to some folks), use of hot sauces and peppers are pretty much universally prized in African-American cooking."

Nearly all immigrant cooking develops out of some level of hardship and dislocation. As Judith Carney writes, "Enslaved Africans generally lived in varying states of food deprivation. Work hours were extremely long and difficult and food supplies were short." Slaves generally worked from sunrise 'til sundown, or as author

and historian Adrian Miller says, from "see to can't see." The only upside of this horrible situation was that slave owners often allowed their slaves to grow and cook their own food in order to supplement what was already available from the plantation kitchens. The more the slave produced on his or her own, the lower the costs to the plantation owner. According to Dr. Carney the growing took place generally in three ways: "on the individual plots that some plantation colonies granted them, on provision grounds, and in the yards surrounding their dwellings." Their gardening work, she writes, "stood in stark contrast to the commodity fields of the plantation."

All of this created a setting in which enslaved Africans quietly but effectively ended up planting small quantities of seeds they had somehow managed to bring from home. By contrast, the large Carolina cotton or rice plantations were already in the mode of massive mono-cropping (mostly for export) done on the slave-powered plantations. Through the efforts of enslaved Africans, Americans came to know eggplant, black-eyed peas, pigeon peas, watermelon, Carolina Gold rice and okra. Sorghum and millet also came here from Africa as did Guinea hens. The tradition of cooking greens in "pot liquor," and of serving brothy soups and stews over a cooked starch also likely came from West Africa. Which makes me realize that the Pot Likker Fish Stew we serve regularly at the Roadhouse is a nearly perfect representation of the African-style and influence adapted to North America—fish (highly prized in West Africa) cooked and served in the broth from the long-cooked collard greens served over a starch which, in this case, is all American, the delicious Anson Mills grits. Now that I think about it, it's probably the most African influenced dish on our menu.

Although it probably didn't come on the slave ships and can't be grown in North America, coffee originated on the other side of the African continent, in Ethiopia. Peanuts, which came originally from South America to Africa in the early 16th century were probably brought back across the Atlantic to North America by enslaved Africans. Its shell made the peanut an ideal candidate for trans-Atlantic shipping. Dr. Carney reports that, "The nut arrived on so many slave ships that many English commentators thought it an African plant." For enslaved Africans, peanuts were an important source of protein in a plantation diet dominated by starch. To that end, they were eaten raw, boiled and in stews and soups. The West African peanut soup we make regularly at the Bakehouse is a good representation of that. The English originally scorned peanuts as slave food but later came to see its value. Eventually both the nut and its oil quickly gained recognition among colonists as high quality foodstuffs. Sesame also came from Africa. Carolina planters began to grow it to use as an ingredient, but even more so for its value as a source of cooking oil. In our era Western governments have focused efforts on figuring out how to end our dependence on Middle Eastern oil for fuel. But two hundred years ago the British crown was working to end a different oil dependency. Back then it was olive oil, which came to the UK from Catholic countries of the Mediterranean, that was causing economic pressures.

Although rice probably grew first in Asia, it likely arrived in North America from Africa, and Africa was certainly the source of any

North American knowledge about how rice was to be grown. As Dr. Carney conveys, "Slavery signifies not only an appropriation of the body and its labor, but also of the knowledge and ideas held by enslaved human beings." Rice was not grown in England or France. The only people familiar with its cultivation were enslaved Africans. "Whites most likely discovered rice already growing in slave subsistence fields and, when they understood the crops commercial potential, relied on the knowledge and skills of Africans from rice growing society is to expand its cultivation." Rice was exported to Barbados within four years of the founding of the Carolina colony and later to the royal courts of Europe. But it was African insight and labor that made the Carolina rice industry such a roaring success.

The gardening and growing of familiar plants gave at least some sense of grounding to the horrors of slave life. "In this way," Dr. Carney says, "slaves discretely modified the monotony of any food regimen slaveholders might impose. They introduced African crops which encouraged the distinctive foodways that eventually developed across plantation societies. Africans and their descendants thus profoundly shaped the culinary traditions of slave societies, combining in new ways the foods of three continents in their struggle to secure daily sustenance. They moreover realized this achievement under circumstances no other immigrant group had to face. African's botanical legacy in the Americas is built upon this unacknowledged foundation."

An Adaptation of Local Food Ways

In their struggle to survive, all immigrant groups gradually adapt what they know in their native lands to local foodways. For enslaved Africans that meant growing and eating foods like corn, chiles and peanuts. All originated in the Western Hemisphere but were brought to prominence in North American cooking by African cooks. Corn was introduced to West Africa by the Portuguese and had been grown there for over a century years before the bulk of the slave ships crossed the Atlantic. (Toasted corn meal porridge is very common in West Africa today, where it's often referred to as "Tom Brown." The name is derived from English boarding school tradition.) Here corn became prominent in African American cooking in the form of grits, cornmeal for coating fish and other foods before frying, corn mush and cornbread.

Chiles too were native to the West but were made popular in North America by African American cooks. The tradition remains strong to this day. Adrian Miller makes clear that hot sauce is an important element of modern day Soul Food. "Hot sauce is about seduction," he says, "and African Americans fell hard for hot sauce long ago." And he adds, "One of the earliest culinary lessons the West Africans learned [after arriving in the Americas] was how to make hot sauce. Typically it had vinegar, hot peppers and salt, much like the pepper vinegar we have on the tables at the Roadhouse (it's a two-year oak-barrel-aged organic cider vinegar from Quebec along with peppers from our farm—great on the collard greens among other things.) "It is well documented," Adrian reports, "that in the nineteenth century African Americans grew chilis in their private gardens." Red pepper became a general folk cure in a setting which slave owners weren't exactly interested in supporting a proactive approach to universal health care.

Travel with us to
LEELANAU
May 30-June 1, 2014

We have created a very special 3-day tour, packed full of tasting, eating, drinking, and learning about great food and beverages directly from the artisans who make them! These producers will open their workshops to us and share their passion for what they do. The local food scene up there is thriving—from farmers and cheesemakers to chefs and winemakers, everyone we talk to in that area is really excited about what's happening there, and how vibrant, and delicious, their local food web has become. And they are proud to share their knowledge, and the delicious fruits of their labors, with us.



Jillian & Elph

888-316-2736
zingermansfoodtours.com
foodtours@zingermans.com

AFRICAN EATING



IN ANN ARBOR

Local historian Howard Paige takes the power of pepper to high levels of cultural import: "Hot peppers," he said, "were considered a measure of affection: The more copiously she used hot peppers in her sauces, the more love she was thought to have for her family, especially for her husband. If, indeed, his food was bland, her love for her husband was not so hot!" And then there are sweet potatoes, or what most folks in the U.S. refer to as yams. While true yams are a staple of native African cooking, few Americans—black or white—have actually eaten them. But the term "yam" came to be applied to the sweet potatoes we grow in the U.S.

Adapting to local foodways also meant growing fond of dishes of European origin—the foods that enslaved Africans learned to cook for whites. On the savory side, mac 'n' cheese, a modern day African American staple, came out of Jefferson's European influence and started as dish for wealthy whites before gradually making its way towards its present day popularity. For enslaved Africans "dessert" was limited, typically a piece of cornbread doused with molasses or sorghum or a piece of fruit. The prominence of pound cake, banana pudding and sweet potato pie in modern African American cooking all come from the white Southern tradition. Same with peach cobbler. Peaches are native to Asia and Africa was too hot a climate for peaches to grow. So as Adrian says, "most of the enslaved got their first look at and taste of peaches in the Americas." But peaches were hardly part of the slave diet. They were originally rich people's food.

A DETOUR THROUGH PEACH COUNTRY

While she's not from Ann Arbor, Dori Sanders is one of the most inspiring people I've ever met. She's an African American woman farming (along with her brothers) the same land in South Carolina that her father first bought in 1916. Peaches are her specialty and they are truly incredibly delicious. She's an amazing storyteller, writes about food (check out her *Country Cooking*), teaches writing and also writes fiction. Her novel *Clover* has been translated into six languages and has over 14 hardback and 18 paperback editions. Her "Easy Peach Cobbler" recipe is all over the internet and I encourage you to look it up and make it. Remember though that the quality of the finished cobbler is mostly about the quality of the peaches, so wait 'til our local offerings are at their best next summer!



There has long been a general belief, especially in the South, that the foodways of whites were significantly different from those of enslaved Africans. While this may have originally been true, Judith Carney reports that, "this wall of culinary segregation gradually disintegrated over the centuries as signature ingredients of the African diaspora stealthily made their way into white kitchens and onto white tables. African food staples infiltrated the cuisine of slaveholders through the dishes and confections enslaved cooks prepared for them." Adrian Miller, writing in his excellent book *Soul Food*, shows that there was far more overlap than the white community would have liked to admit: food traditions "merged during the trauma of the Civil War." In the post-war period pretty much everyone in the South—newly freed slaves and most whites—lived in extreme poverty. "In this desperate situation, the lines that separated black and white foodways dissolved. For a time, the vast majority of southerners ate poverty food."

Over time fried chicken, catfish, greens, sweet potatoes, black eyed peas were all as popular with whites as with blacks. Interestingly, Adrian explained that, although this meat and deep fat-focused cooking is now nearly universally considered to be African American food, the earliest versions of African American cooking were actually primarily vegetable-based. When meat was used it was used sparingly and mostly as a seasoning—a bit of pork fat or chicken bones used to season one pot stews, rices, quick breads or other dishes—as it is in much of the Mediterranean. The richer dishes we all know today became every day items only when folks could afford them after economic success or agricultural change made them more affordable. Biscuits, for instance, were once a Sunday treat, but became every day food when inexpensive soft wheat flour became readily available with the advent of mechanized mills.

(continued on page 4)

All of this—ingredients from Africa, Native American additions,

A CONDENSED HISTORY OF AFRICAN AMERICAN LIFE IN WASHTENAW COUNTY

1. Free black Michigan settlers and the Underground Railroad

In 1827, Jacob and Berthena Aray arrived in Pittsfield Twp with their 4 children, purchased 160 acres, and became one of the first free black families in Washtenaw County. The Arays were successful farmers. Their son Asher Aray became a brave Underground Railroad conductor who on one occasion hid 28 freedom-seekers for a day on his farm, then transported them safely by night to Detroit; the last stop before crossing the Detroit river to Canada. The Underground Railroad was a network of secret routes, hidden places, determined citizens, and self-liberated people of color seeking freedom. Two essential routes to Detroit and ultimate safety in Canada crossed in Ann Arbor and Ypsilanti.

2. Anti Slavery Actions

Prior to Michigan's statehood the Michigan Anti-Slavery Society was established in Ann Arbor in 1836. Asher and James Aray were some of the very few local black Americans who were members. The Society actively recruited members and hoped to appeal to the moral values of citizens who were not sympathetic to the anti-slavery cause. One way of achieving this was publishing a national, weekly newspaper, *The Signal of Liberty*. From 1841-1848 Guy Beckley of Ann Arbor and Theodore Foster of Scio Township edited the paper in an upstairs office on Broadway St.

3. Spiritual

The first African-American Church in Ann Arbor, The Union Church, at 504 High Street, was organized around 1854. Their minister John Wesley Brooks, a former slave, won his freedom in the courts of New York before arriving in Washtenaw County about 1830. Shortly after the church was organized, the congregation split into what would become Bethel AME Church and Second Baptist Church. Rev. Brooks would become pastor at Bethel AME Church, eventually building its first permanent building on 4th Ave. Second Baptist would build its first building a few blocks away at 5th Ave and Beakes St. (AACHM underground railroad tours, Carol E. Mull, www.bethelameannarbor.org.)

4. Community

Formed in 1901 The Ann Arbor Women's Federation was the oldest Black Women's society formed for charitable purposes. The Colored Welfare League was organized in 1931 for the purpose of buying and selling real estate, cultivating and developing land and operating a community house. They purchased a three-story building at 209 N. Fourth Ave. The Dunbar Community Center established in 1923 was one of the most important factors in the development of constructive leisure, social and job skill development and academic support.

5. Racial Environment and Politics

In 1931, the Torch Murder Case brought a lynch mob to the courthouse square in Ann Arbor. In 1957 The Human Relations Commission was created to obtain and insure equality of treatment for all citizens of Ann Arbor. The commission found discrimination was rampant in housing and employment and that non-white residents were trapped by street and racial boundaries. Records from the NAACP highlight the ongoing housing battle in Ann Arbor. The Fair Housing Ordinance initially voted down in 1961 eventually passed in 1964.

6. Military

In 1864, The 1st Michigan Colored Regiment becomes the 102nd United States Colored Troops when it joins the Civil War battle with Union troops. Approximately sixty-five of Washtenaw County's finest joined. Some of these heroes are buried with their white comrades in Highland and Fairview Cemeteries.

7. Educational and Professional Pioneers

• Malinda Russell, publishes *A Domestic Cookbook* in Paw Paw, MI, the first by an African American woman, 1866

• George Jewett, first African-American football player at U of M, Northwestern, and Big Ten Conference, 1890

• Coleman Jewett, AAPS administrator, entrepreneur, and athlete. Jewett Street is named in honor of family

• Rosemarion Blake, first African-American hired in city office in a non-custodial position

• John Burton, Mayor of Ypsilanti, 1967

• Albert Wheeler, first and only black mayor of Ann Arbor, 1975

• Sy Murray, first black city manager of Ann Arbor

• Willis Patterson, first African-American professor at U of M School of Music

• Harry Mial, first African-American principal for Ann Arbor Public Schools at Northside school

• Joetta Mial, first African-American and female principal at Huron High School

8. Business Leaders & Entrepreneurs

According to "A Study of the Negro in Ann Arbor, Michigan" by John Burgess [ca. 1931] there were 5 barbershops, 4 restaurants/catering shops, 2 pool rooms, 1 second hand furniture store, 1 antique shop, 1 shoe shine shop and 6 hairdressers/Beauty Shops.

The Ann Arbor Foundry opened on N. Main St. Co-owned by Charles Baker, an African American, and Tom Cook, a Russian Jew. Very progressively they actively shared profits with their staff. The business and their partnership survived until 1972.

Resident Gwendolyn Calvert Baker was chief of minority and children's programs under the Jimmy Carter administration for the National Institute for Education, 1978 and the first African-American female executive of the YWCA, 1984.

9. Education: Jones School

In 1931 there were 150 Black children enrolled in Ann Arbor Public Schools. 22 attended Ann Arbor High and 109 attended Jones Grade and Junior High schools. The closing of Jones School in 1965 was the first major act of the Ann Arbor Board of Education to reduce segregation in city schools. At the time, an advisory committee recommended that no school have a population that was more than 25% black. The closing of Jones School in September, 1965 had the effect of reducing school segregation in the Ann Arbor Schools while it also broke a community system.

1920 UM Negro-Caucasian Club formed to improve race relations and had a few lunch counter sit-ins

10. Social and Recreation

Elks Pratt Lodge was chartered in 1922. It is the oldest lodge of its type chartered in the state of Michigan and one of the oldest in North America. Many of the men were Canadian whose ancestors were former slaves. The Elks Pratt Lodge introduced the French Dukes Precision Drill Team. They marched in President Nixon's Inaugural Parade and were nationally known.

Thanks to Deborah Meadows, Joyce Hunter, and Bev Willis for helping us put this together!

Learn more about the African American Cultural and Historical Museum of Washtenaw County at www.aachmuseum.org

See plans for their future permanent home at 1528 Pontiac Trail, book a spot on one of their upcoming Underground Railroad tours and make a donation to help preserve this important part of our community heritage!

you really can taste the difference!™

ISSUE #242 • JANUARY-FEBRUARY 2014

cooking styles of West Africa and the English West Country come together to become some of THE most delicious food we've got in the U.S. To quote John Egerton (who very recently passed away—a great loss for anyone who cares about Southern food and the creation of a culture based on equity and justice) writing in *Southern Food*, "...blacks caught in the grip of slavery often exhibited uncommon wisdom, beauty, strength and creativity. The kitchen was one of the few places where their imagination and skill could have free rein and full expression, and they often excelled. From the elegant breads and meats of plantation cookery to the inventive genius of Creole cuisine, from beaten biscuits to bouillabaisse, their legacy of culinary excellence is all the more impressive, considering the extremely adverse conditions under which it was compiled."

African American Cooking and Cuisine in Ann Arbor (A2 C2 in A2)

African Americans have lived in Michigan since early in the 19th century. The first local census here showed 741 African American people in Ann Arbor. Free African Americans gradually spread across the state. At the start of the Civil War the census showed Wayne County with about 1,700 African Americans; Cass County, east of Niles, had around 1,500. Emmet County in Northern Michigan was the third largest with 934. Some were escaped slaves while others had purchased their own freedom. Others still, like Malinda Russell who lived in Paw Paw and whose 1866 cookbook was one of the first ever published by an African American woman, were born free. Acquiring land was a solid way to demonstrate your freedom hence many of these early black settlers were farmers. And others went all the way to Canada, then returned to Michigan years later after the Civil War and Emancipation.

Judith Carney writes, "A critical feature of human migration the world over is the preservation of traditional dietary preferences across space and the dislocations of geography." What African Americans in Ann Arbor were generally eating then would have been the second application of that preservation work. The foods of the African American community in Washtenaw County today are essentially still those brought up from the South. In the mid 19th century many were travelling the Underground Railroad. One of the main routes went from Chicago through Ann Arbor on to Detroit en route to Canada. Many people decided to stay in Michigan. While Michigan was far from ideal—discrimination and restrictive legislation remained—there was apparently a strong sentiment in Washtenaw County against slavery. Carol Mull writes in *The Underground Railroad in Michigan* that "Washtenaw County ...became a hub for men and women opposed to slavery." And she adds, "Antislavery men founded many of Washtenaw County's earliest towns: Ann Arbor, Ypsilanti, Dexter, Scio and Geddesberg." John Allen who founded Ann Arbor, hailed from Virginia where he had owned slaves up until 1820. But after moving to Michigan he wrote strongly against it in 1825. And, she reports, "From its earliest days a small black population contributed to (Ypsilanti's) progress."

You can drive through some African American history here in town: Jewett Street, on Ann Arbor's west side is named for George Henry Jewett, Jr. who was captain of the U of M football, debate and baseball teams and was the fastest sprinter in the Midwest in the late 1880s. He entered U of M to study medicine in 1890, then transferred to Northwestern in 1893. There's also John A. Woods Drive off Pontiac Trail near Bethel AME Church. He was well-loved minister there in 1960s-80s. Joe Hall Drive in Ypsilanti is named for a Black State trooper. Some of Ann Arbor's roads are named for anti-slavery men—(John) Geddes, (Richard Bunker) Glazier Way, (Samuel) Dexter and (Charles Grandison) Clark.

Still antislavery activists remained a minority here up until the years before the Civil War. Contemporary news accounts note that there were "several instances of violence and many of public censure against (both) those opposed to slavery and abolitionists." The Black Law (passed in 1827) "to Regulate Blacks and Mulattoes," though rarely enforced, required blacks to pay a \$500 bond to guarantee good behavior. And although Michigan was a free state, the Fugitive Slave Law (passed in 1793) allowed slaveholders to reclaim their "property" anywhere in the Union, even in places where slavery was illegal. Eric Foner, historian at Columbia University points out that, "it's a very odd thing that a region, the South, which supposedly believed in states' rights and local autonomy, pressed for this law which allowed the federal government to completely override the legal processes in the North: to send marshals in, to avoid the local courts, and to just seize people (they might be free born) and just drag them into the South as slaves. It shows that the South didn't believe in states' rights. It believed in slavery. States' rights was a defense of slavery. But when active federal power was needed to defend slavery, they were perfectly happy to utilize that also."

The vast majority of African Americans came to the area during what's known as the Great Migration. From 1900 to 1960 about 6,000,000 African Americans went north. Just as their enslaved ancestors had carried some of Africa's native cooking to North America a few hundred years earlier, the 20th-century migrants carried the southern foods they knew up to the North. African Americans settled in cities and in rural areas. Dr. Benjamin Wilson author of *The Rural Black Heritage Between Chicago and Detroit, 1850-1929* explained that, "When people think about Michigan's black experience or African-American experience, they always think of it as an urban experience. But there's so much more to the story." Actor James Earl Jones moved with his family from Mississippi when he was five years old up to a farm in northern Michigan.

There was also a strong tradition of black resorts in Michigan and communities that sprung up around them. Idlewild was the best known. Called the "Black Eden," from 1912 through the mid-1960s Idlewild was an active year-round community and was visited by well-known entertainers and professionals from all across the country. At its peak it was the most popular resort in the Midwest and as many as 25,000 would come to Idlewild in the height of the summer season to enjoy camping, swimming, boating, fishing, hunting, horseback riding, roller skating, and night-time entertainment. Dr. Daniel Hale Williams, America's first open-heart surgeon, had a home there. Around WWI the factories started to recruit heavily and pay relatively high wages. People left the land and moved to the cities. The concentration of the African American community in urban settings really took place at that time.

This Great Migration from the South challenged the continuity and culture of the African American communities. Although many things might have been better than in the South there was still a great deal of racism, bias and both legally constructed and unspoken barriers that made it difficult to survive let alone thrive. Blacks lived in what many have called "semi-freedom." Pulitzer Prize-winning playwright August Wilson told PBS, "We were a land-based agrarian people from Africa. We were uprooted from Africa and we spent 200 years developing our culture as black Americans, and then we left the South. We uprooted ourselves and attempted to transplant this culture to the pavements of the industrialized North. It was a transplant that didn't take. I think if we had stayed in the South we would have been a stronger people and because the connection between the South of the 20s, 30s, and 40s has been broken, it's very difficult to understand who we are."

Zingerman's roadhouse®

TIME TO EAT!

9th Annual African American Foodways Dinner
Tuesday, January 14 • 7pm

A Fundraiser for the African American Cultural & Historical Museum of Washtenaw County

In making the menu for our 9th annual African American Foodways dinner, a fundraiser for the African American Cultural & Historical Museum of Washtenaw County, we're serving some classics of African American cooking. While every family will of course have their twists on tradition, this list is a pretty solid collection of well-known and much loved dishes. As Deborah Meadows, one of the women whose hard work has made the museum a reality, said when we reviewed it together, "The menu is a feast! Yum!"

Below are brief descriptions of the dishes along with a bit of history and how they came to be such a big part of African American eating. Much of the historical information came from Adrian Miller's highly recommended book, *Soul Food: The Surprising Story of an American Cuisine*. If you enjoy the meal at the Museum fundraiser, you'll probably want to join us again April. Adrian will be joining us for a special dinner based on his book. We're excited to have him back—he's already been a huge hit at two of our nine African American dinners—one on African Americans in the White House (which coincidentally took place right around President Obama's first inauguration) and the other on this same theme of Soul Food (he was already at work on his very tasty research).

The Menu!

Fried Chicken

No one seems 100% sure how fried chicken came to hold such an honored place on the African American table, but it pretty clearly has for well over a hundred years now. Chickens probably came to Africa from Asia in about 1000AD. Birds had long been prominent in West African religious lore and local elites took to them quickly. Chickens were often thought to be holy and came to be used for religious sacrifice.



As with so many foods, it was a dish that was used by whites to stereotype African Americans. But the reality is that southern whites seem to have eaten it with great regularity as well. In his research, Adrian Miller's discovered that fried chicken was first written up as a recipe in Hannah Glasse's 1747 book, *The Art of Cookery*. Glasse features a recipe for fried chicken that would likely have won praise in the homes of well-to-do white plantation owners. Seventy or so years later, in 1824, Mary Randolph's now classic book, *The Virginia Housewife*, published a now iconic recipe in which the chicken is fried in lard and butter, adding a bit of smoked pork to the fat for additional flavor (as Adrian says, she "doubled down on pork"). A third version, "Maryland-style" fried chicken, became quite popular along the Chesapeake. It was first battered and then shallow fat fried and was typically served with gravy, waffles or corn fritters. Adrian writes that the now famous "chicken and waffles" probably had its roots in the early 19th century where fried chicken and some sort of quick bread were quite commonly paired and called a "Virginia breakfast."

At the Roadhouse we use chickens from Amish farmers about half an hour west of here in Homer and prepare them in a style that Chef Alex and crew have adapted from the very famous (for good reason) Gus' Fried Chicken just outside of (and now in, as well) Memphis. Seasoned with a good bit of black and red pepper and then dipped in buttermilk batter before frying. Over the years it's become our biggest selling menu item at the Roadhouse.

Fried Catfish

In *Soul Food* Adrian Miller shows that West Africans have been big fish eaters since medieval times. Enslaved Africans would likely have embraced catfish as one of the foods that still seemed familiar. In the American South fish provided a low cost way to feed slaves.

West Africans have long had a very positive attitude towards fish. Not shockingly then, we have a few West African customers who order catfish religiously at the Roadhouse, and catfish has become one of our most popular dishes. The fish come from Yazoo City, Mississippi (in the '60s farmers in the Delta started switching from cotton to catfish). Aquaculture made catfish available year round, adding to its popularity. Here at the Roadhouse we roll each fish in the organic yellow cornmeal we get from Anson Mills down in South Carolina—a blend of four different heirloom corn varieties (two dating to the 17th century and two more to the 18th) and then deep fry it 'til it turns that golden brown. Served with white grits from Anson Mills (a different heirloom corn variety, this one from the 19th century) and collard greens. Fish and grits, if you've never tried it, is a terrific combination! A guest from South Carolina told me at the Roadhouse last night that it "the best catfish I've ever had. And I've had a lot of catfish!"



Pork Barbecue

We've been making Eastern North Carolina-style barbecue at the Roadhouse since we opened in 2003. We were trained by our mentor, African American pit master, Mr. Ed Mitchell of Raleigh, North Carolina. "Culturally," Mr. Mitchell told me a while back, "barbecue was started by black folks. During the era of slavery, they made barbecue for white people, and then they were given the innards and undesirable cuts. That's why they got used to cooking all those cuts." As you might have guessed from the fact that we chose to model our barbecue after Mr. Mitchell's (after tasting a lot of other versions), his is very, very good. "My point," he added, "is that it was a necessity for them to survive."

For Roadhouse barbecue we use free running, antibiotic-free, heirloom breed hogs (which have far more fat and much more flavor than the commercial hogs most folks are using). We smoke them on the pit (that Mr. Mitchell helped us build) over oak logs for a good 14 or 15 hours. We pull the tender meat from the bones, give it a coarse chop and then dress it with a traditional Eastern Carolina vinegar sauce. For the latter we use the very excellent two-year-old, barrel-aged organic cider vinegar that we get from Pierre Gingras up in Quebec which we season with a touch of Muscovado brown sugar, sea salt and Telicherry black pepper. I think it's got it all. Flavor, texture, history, a good story, a great finish. Smoky warm pork, dressed in that tangy cider vinegar sauce.

Grits

Corn has been eaten in West Africa since the 16th century when it was introduced by the Portuguese. In the Americas, whites and enslaved Africans would have learned how to grow, cure and cook corn from Native Americans. African Americans probably ate much more of it. European whites preferred wheat and left cornmeal, grits, mush and cornbread for their slaves. Grits have long been a staple of African American cooking. Adrian Miller quotes a South Carolina planter: "The subsistence of slaves consists, from March until August, of corn ground into grits, or meal, made into what is call hominy or baked into cornbread."

Adrian quotes an abolitionist periodical from 1839 which says that, "the corn furnished to the slaves at the south, is almost invariably the white gourd seed corn." And, as it happens, what we've served since day one at the Roadhouse is exactly that—white grits from a gourd seed variety from Anson Mills, where Glenn Roberts and crew craft some of the best old-school dried corn (and rice and beans) grown and milled anywhere in the country. They work only with heirloom seed varieties (much lower yield, much bigger flavor); all are grown organically and field ripened to develop their full flavor; all are cold stone milled (chilled below 32°F so that they never go above 40°F during the milling); and have their germ (i.e., the natural oil) left in which adds great flavor but makes the milled corn a perishable product. Grits like this are what African Americans in the South before the years of the Great Migration would have likely referred to as "fresh grits" or "country grits." They're enormously flavorful—the difference between these and what one cooks from the supermarket varieties is night and day.

Cornbread Harriett Tubman

Cooks in slave kitchens prepared wheat bread and biscuits, but rarely ate much of them. Adrian Miller quotes former slave Anna Miller, "White flour, we don't know what dat tastes like. Jus' know what it looks like." Cornbread was called "John Constant," wheat bread was "Billy Seldom." The recipe we'll be preparing for the dinner comes from *The Historical Cookbook of the American Negro*, published in 1958 by the National Council of Negro Women. Vivian Carter, honorary president of the organization grew up knowing Ms. Tubman and was adamant that she loved this recipe. It's made with fried salt pork that's blended with fine yellow cornmeal, some white flour, a bit of baking powder and soda, sour milk, eggs, salt and brown sugar.



Hoppin' John

Although we're a few weeks into the month of January, Hoppin' John is still THE dish that you want to be eating to ring in the New Year. Legend has it that the more black-eyed peas you can eat the more good luck you'll have in the year to come. If you aren't familiar with Hoppin' John it's a simple but classic dish of black-eyed peas, rice, and pork of some sort. Judith Carney writes that, "Although Hoppin' John is a Southern dish, its contours are distinctly African, with two main ingredients and origins linked to the slave dwellings and plantation kitchens of the South. Hoppin' John is traditionally prepared alongside plates of collard greens."

"Crowder peas" is the formal family name of this bean, and black-eyed peas are the best-known member of the family. The actual tradition of Hoppin' John seems to have started with red field peas actually, not black eyed peas. The latter were just more readily available. Fortunately for us, Glenn Roberts is growing old style Sea Island red peas, which are DELICIOUS! Given Hoppin' John's simplicity—field peas, pork and rice—there's no way around the obvious; the better the beans the better the dish.

There are a number of standard explanations for the name Hoppin' John. One is that it's from the French *pois pigeon* (or

"pigeon peas"). Another is that New Year's and the serving of the dish come close on the heels of the feast of St. John the Evangelist. I've also heard it attributed to a children's game about a one-legged (hence, hopping) slave named John. Adrian Miller cites a New York *Amsterdam News* article that said, "In Harlem and Chicago's South Side, they say that 'Eating peas is just for coins. Collars and other greens bring folding money. And pig, all part of the pig, will make you healthy, wealthy and sharp.'" This meal has all three so hopefully you'll have a very successful 2014!

Collard Greens

Judith Carney writes that, "A signature ingredient of the foodways of Africa and the diaspora is greens. Perhaps no other cooking traditions feature them so prominently. In West Africa there are more than one hundred fifty indigenous species of edible greens," and greens were used to thicken soups (sesame, hibiscus and, of course, okra). There, they were generally cultivated, cooked and sold at markets by women. That tradition continued in the American South—unlike field crops like corn, cotton or rice, greens were commonly grown in kitchen gardens from whence they could be easily added to the cook pot.

At the Roadhouse we cook large quantities of collard greens every week. We simmer them for hours with lots of applewood smoked bacon and pigs feet, and serve 'em with a bottle of pepper vinegar on the side. Secret tip: ask for a bit of extra pot likker on the side. It's the "broth" in the pot from the cooking of the greens. Three hundred years ago it was often given to slave children to give them much needed nutrients in less-than-ideal living conditions. Today it's worth having some just because it tastes so good.

Carolina Gold Rice

Both rice and rice-growing techniques came to South Carolina from West Africa. It was one of the biggest "contributions" (if a forced expropriation of knowledge and skill can be called a "contribution") of enslaved Africans to Southern agriculture, financial success and foodways. At the Roadhouse we serve Carolina Gold rice from Glenn Roberts and Anson Mills. It is THE variety that would have been grown by enslaved Africans and then African American sharecroppers in South Carolina in the late 18th and early 19th centuries. It got its name from the golden hue of the ripe rice stalks in the fields.

It's a romantic image but there was nothing romantic about the work that enslaved Africans did to make the rice a reality. Rice growing and hand harvesting is extremely difficult work under the best of conditions and they were working in anything but good conditions.

Carolina Gold rice was so highly esteemed it was shipped to the royal courts of Europe. Rice growing dominated South Carolina agriculture and eating. For much more on the story of Carolina Gold and the West African contribution to its quality check www.zingermansroadhouse.com for the essay I've written on the subject. Everything about this rice is exceptional—its history, its modern day revival after 75 years of being out of production, the way it's being grown and processed by Glenn and the crew at Anson Mills, and, most importantly, the way it tastes.



Candied Yams

The name "yam" is actually of African origin. It's a large tuber that's remains one of the main starches eaten in West Africa to this day. Yam growing was carried by enslaved Africans to South America but the tubers never took in North America. Although botanically the two have nothing in common, the name was misapplied to the American sweet potato. What we know here as sweet potatoes probably originated in Peru. Europeans encountered them there and brought them back to Europe. There, as Adrian Miller explains, "the sweet potatoes were not the food of the masses by any means; in fact they were considered such a rare and expensive delicacy that only royalty and the wealthy could afford to eat them." They were often prepared as the English did another orange vegetable, the carrot, by "candying" them with sugar.

Sweet potatoes were critical for survival in cold winter months. Adrian Miller writes that, "Many slaves and sharecroppers talked about constructing and maintaining sweet potato 'banks.'" And he quotes Natalie Joffe's study of African American food habits in the 1940s in which she explains that sweet potatoes "are regarded by tenants as exactly similar to the urban worker's store of wages' except that the potatoes are surer." With all of that history of their integral role in the poor person's southern kitchen, it's no surprise that "yams" or sweet potatoes have stayed a featured dish in the African American culinary repertoire.

Mac 'n' Cheese

Obviously there was nothing like it in West Africa—there was neither wheat nor cheese to be had. But Adrian Miller is adamant that it's a classic of African American cookery. As he explains: "Over two centuries, macaroni and cheese became 'mac 'n' cheese,' a soul food favorite, because African American cooks have been called on to make the dish in wealthy and poverty stricken kitchens alike. For soul food cooks, mac 'n' cheese had multiple identities as rich people's food, a special occasion food, a convenient comfort food, a meal-stretcher, and a poverty food."

Macaroni and cheese in the South originally would have been eaten only by the European elite. Jefferson is generally credited with bringing the dish back from Europe. He was ambassador to France from 1784 to 1789, and also spent time in Italy. He was major devotee of good food and fine cooking. He sent his slave James Hemmings (Sally's brother) to be trained in the best kitchens of Paris. He also brought back a pasta making machine and parmesan cheese. In the U.S. the tradition was solidified as more Italians came over in the late 19th and early 20th centuries. Adrian theorizes that the large Italian community in New Orleans exposed the even larger black community to the dish and its popularity spread from there.

In the end, Adrian writes, "African Americans chose this foreign, European food and elevated its status within the black community. Today mac 'n' cheese can be considered a 'black thing' because African Americans adopted the dish so successfully that its ethnic origins were completely forgotten."



Ari

TINNED FISH

OF THE MONTH

33% off

January Matiz Madness!

We're featuring not one but all of the different oceanic delicacies from our friends at Matiz, who specialize in getting only the very best seafood from Galicia in Northwestern Spain. Choose from a variety of briny treats that include rich and meaty sardines, spicy sardinillas and delicately plump cockles! All of them are as exciting and delicious as they are versatile.

Sardines - \$3.95 (reg. \$5.99)

Sardinillas - \$4.60 (reg. \$6.99)

Cockles - \$7.90 (reg. \$12.00)

February Portuguese Sardines

Portuguese sardines are the most sought-after in the world. These are true pilchards with a deep flavor softened by olive oil. Melt-in-your-mouth tender, they're delicious as-is; in a dish of pasta; or on a slice of crusty bread, topped with good olive oil, a squeeze of lemon, a twist of black pepper and a pinch of sea salt. Oh... We're also pretty excited about our new box design!

\$5.25 (reg. \$7.99)

Specials ONLY Available at Zingerman's Delicatessen



Though our home will always be here in Ann Arbor, we ship loads of great food all over the country. And judging by the list below, the folks out there have pretty great taste! Here's the top ten foods we're shipping right now. Locals can get many of them here.

For everyone else, go to www.zingermans.com or call 888.636.8162



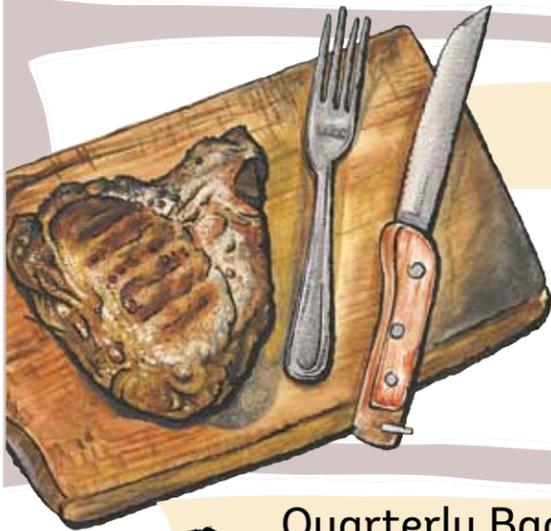
1 banana bread & chocolate banana bread

The breakout hit of the year. For whatever reason—the nostalgia, the packaging, the huge flavor—these twins are the stars of the season. Flour, cane sugar, real butter, fresh eggs, a touch of Madagascar vanilla and two freshly peeled bananas per loaf. Chocolate banana bread has the addition of huge chunks of chocolate. Wrapped in tissue, packed in a colorful gift box illustrated by Ian Nagy. Available at the Deli, Bakehouse or zingermans.com



4 Caper Pesto

Capers with toasted almonds, extra virgin olive oil, and a bit of parsley and basil. The flavor packs a big caper punch so use just a smidge. Spread a layer on bread when you're making a vegetable sandwich, or dress good pasta with a spoonful and a sprinkling of toasted bread crumbs. Available ONLY at zingermans.com

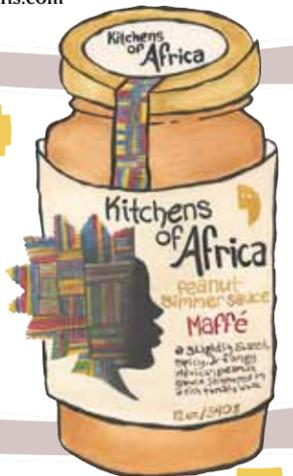


2 Red Wattle Pork Chops

Our first foray into fresh meat is a stunner. Packs more flavor than I've ever had in a pork chop, with a mouthwatering texture. From hogs that are raised impeccably, hewn in an extra-thick porterhouse cut. Only available at zingermans.com

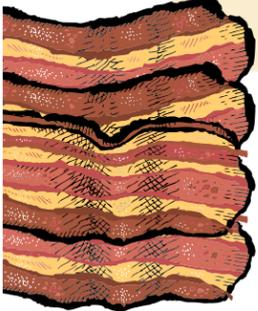
5 Maffé Sauce

My food find of the year. Maffé sauce is a speciality in West Africa, a blend of fresh ginger, garlic, peanuts, chiles, lime juice and tomatoes that tastes amazing. Simply simmer chicken, meat, seafood or tofu in the maffé and serve over rice, couscous or pasta. Available at the Deli or zingermans.com



6 Essex Manchego

Our cheese find of the year. One of Spain's only farmhouse, raw milk, unwaxed Manchegos. Unwaxed Essex Manchego has a lovely, dry crumble and never tastes bitey. It goes down smooth. Available at the Deli or zingermans.com



3 Quarterly Bacon Report Food Club

Forget orange juice, corner the market on pork bellies. We'll send two packs of handmade bacon every three months.

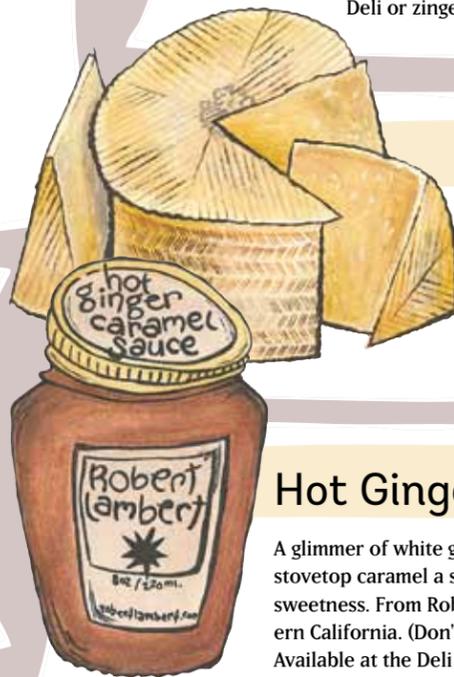
Quarter 1: Applewood Smoked, Irish Style Back Bacon

Quarter 2: Kentucky Dry Cured, Arkansas Peppered

Quarter 3: Tennessee Dry Cured, Missouri Jowl Bacon

Quarter 4: Balinese Long Pepper, Cherrywood Smoked

The club is only available at zingermans.com but we've got loads of great bacon at the Deli and Roadhouse!



7 Hot Ginger Caramel Sauce

A glimmer of white ginger gives this thick butter-and-cream stovetop caramel a spicy, prickly character to balance its dark sweetness. From Robert Lambert's amazing kitchen in northern California. (Don't miss his Rangpur lime syrup online!) Available at the Deli or zingermans.com

8



Chocolate & Raspberry Rugelach

The royalty of Jewish baked goods: crispy, flaky, cream cheese pastry. Half the pieces are chocolate topped with chocolate, half are raspberry topped with sugar. Available at the Deli, Bakehouse or zingermans.com

9



The Heathcliff Cheese Pairing

Our most successful cheese pairing of the year. A half pound wedge of Jasper Hill's award-winning Bayley Hazen blue cheese and a jar of Northern Italian chestnut honey come nestled like lovebirds in our fun, illustrated gift box. Gift Box available ONLY at zingermans.com

10



Portuguese Sardines

This one isn't new but the packaging is. And the packaging, designed by our own Ryan Stiner, is so good that it alone earned its spot in the top ten. Tuna is our top-selling tinned seafood, but sardines aren't too far behind. Available at the Deli or zingermans.com

An Interview with JOEL KAPP

ROADHOUSE BUTCHER

Ari: How did you get so enamored of butchery?

Joel: One of my very first jobs was at a little market in Chelsea, MI. It's not there any more. But I loved it so much. I never, ever, ever was like "I have to go to work." It was a butcher shop. They had some produce and some dry goods and stuff. It'd been there forever. We had great relationships with customers. There were all these regulars that came in all the time. It was like a conversation that continued for years.

A: So you've been around meat for a long time?

J: Yeah. I'm a meatasaurus. I probably eat more meat than I should. But I love it. I brought this in for you to look at. [Hands Ari a book.] It's called "The Hotel Butcher and Garde Manger and Carver; Suggestions for the Buying, Handling, Sale and Service of Meats, Poultry and Fish for Hotels, Restaurants, Clubs and Institutions. An expression of the practical experience of one who has spent thirty years in all branches of kitchen, pantry and storeroom work; also as steward and buyer." It's from 1935. I love this book.

A: What do you think about the beef at the Roadhouse?

J: The meats are fantastic here. All of the steers we're buying are out in the pasture the whole time. No feedlot beef. I think that we're so incredibly fortunate to get the beef that we get in. Our meat supplier says that he hasn't had beef this good come in this regularly ever. One of our family farmers goes out to 20 something farms and hand selects the animals. And he loads them up and works with them in the field. Making sure that the fields are being rotated properly. He does meticulous beautiful work. Better treatment of the animals too. I went down there and it was very refreshing to see that it was exactly what I was hoping for. I got to meet all the people who do the slaughtering. The holding pen lets them chill out and be comfortable for their last few days. When I visited they made sure that we were very quiet—even talking about them, they wanted us to move fifty yards away. They want them to be relaxed and not stressed out.

Plus we have 6 to 8 steer a year are coming off our own Cornman Farms in Dexter. It's raised by us on Island Lake Road. Some of it comes to the farm from 4H auctions and we finish them the the last 4-6 months in our fields.

A: What makes the difference between this beef and what other restaurants are serving?

J: Our dry aging program is pretty neat. It's certainly a more expensive way to prepare and serve beef but the flavor's well worth it. The dry aging . . . I like to use the analogy of cooking stock down to concentrate its flavor.

A: I often compare it to aging cheese. Does that make sense?

J: Yeah. The more moisture is lost the more you concentrate the flavors. We age the beef for burgers for two weeks. The flavors are already concentrated. With the steaks we continue to age up to about four weeks. I like 'em a bit older even. But this is a good place to be.

A: And we're only buying whole animals right?

J: Yeah, all the beef that goes onto the Roadhouse menu is butchered in the back off the side. We don't really buy boxed (pre-cut) beef the way most restaurants do. We're one of the only places that's buying whole animals. We work with the whole side of beef. We have a whole cooler for the aging. It could be bigger though! We're serving so much.

A: Given the variability of the food business it can't be that easy to manage the supply?

One of the trickiest parts of my job is to maintain a steady flow of meat. We use almost two steers worth in a week. We have to have burgers and barbecue all the time. So we have to manage the menu for all the other cuts. It's kind of like a chess match.

A: What does the aging process do for the meat?

J: In the beginning the sides lose one pound or so of water a day. At that stage they're about 700-800 pounds. The first week to ten days is when you're losing the most. So by the time we get the beef, it's been aged two weeks and it might have already lost nearly twenty pounds of weight. And then it keeps losing weight as we age it longer. After you've aged an animal the surface has to be cut off. So you lose that too.

A: What do you like about cutting meat?

J: It's an art form for me. I really enjoy making things. I really enjoy taking something big, a side of beef that's one big piece and then making all these beautiful steaks and cuts of meat out of it. I have a lot of fond memories of cutting meat from my first job at that market. It's something that for me is comforting. I also really enjoy the logic puzzle that you have to be able to piece together what cuts to use in order to manage the menu and not have any waste.

A: So with all that work can you really taste the difference?

J: Absolutely! It's a huge difference. I feel like when I buy commercial beef at a store it just is . . . a . . . it's kind of like a glass of water with food coloring. But when I eat really great beef like this . . . it's a much, much fuller flavor. You're tasting the beef flavor at first and that aged flavor will come out as you're chewing on it. It seems kind of clichéd but it really is kind of nutty, a bit buttery. Even the smell is different. There's a nuttiness in the aroma. I love the fat. That's where that buttery flavor really comes in. The juices coming out of it. It's very clean in the finish.

A: I think it's almost a little floral. Does that sound right?

J: Yeah, absolutely. It is quite a bit of difference. The average meat that you buy at the supermarket is a "wet age" where they'll take the animal right to the cutting room floor. They have a team of folks that are systematically breaking the animals down and the meat goes right into the plastic cryovac seal. It will "age" there. There are a number of studies that show that in the plastic the beef can gain tenderness, but you don't gain any flavor. In fact sometimes you get some off flavor from the plastic. But you're not losing the water you do with dry-aging the way we do it. So the cost is lower. You're taking a 776 pounds of steer and you're selling it in 776 pounds of product. They sell the bones too.

A: What about the burger?

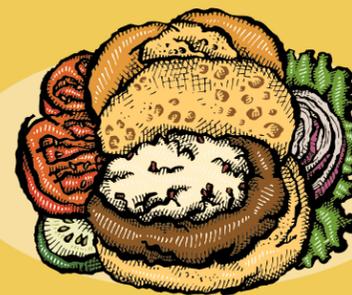
J: We grind it every day. It's always freshly ground. And we do all our patties by hand—most places force the meat out through into the patty shape. But that breaks down the fats and the texture. We grind it a bit coarser so you have to chew the meat and get the full flavor. We have a recipe, but it's not a science. It's a craft. We use the trimmings from the steaks. One batch of burger is 11 pounds of which 2-3 are aged steak trimming. It's more flavorful meat at that point. We want to keep the aged flavor but in a burger we don't want it take over the flavor completely.

You really can taste the beef. You take a nibble of this and twenty minutes later you're still tasting really good flavors. The burger is also a very tricky thing. There's a certain amount that you need to have every day. We only have x amount of animal. You have to be creative and understand what the different parts of the beef will do. I make a blend of the different cuts. It's got great flavor. And then we cook over oak on the grill.

A: Anything else you want us to know?

J: To be able to use a whole animal this way is pretty neat. Most places they're getting in boxes of beef and putting it through the grinder. It's not very traditional. The box beef came in in the late 70s. The craft that is butchery is a dying art now. It's so neat to be a part of place that nurtures that tradition and encourages it. That makes it not just a thing of the past. There's maybe three hundred people in the state that can break a steer down. People think meat just mysteriously shows up in the store. But people work hard for it. I'm just grateful to be in a spot where I can do this kind of work with this quality of meat.

Ari



Four Ways TO ENJOY THE BEEF AT THE ROADHOUSE

Pimento Cheese and Pepper Bacon on a Burger

My all time favorite way to eat a burger! Amazingly good!

Chicken Fried Steak

The fried chicken of the beef world but in this case made with really great steak! Fresh beef is breaded and deep fried to get you a crisp, golden brown outside and a tender beefy interior.

BBQ Beef

Beef brisket rubbed with spices and then set to smoke over oak on the pit for about ten hours. Served with Chef Alex's amazing, slightly spicy, slightly sweet, 38-ingredient Red Rage barbecue sauce.

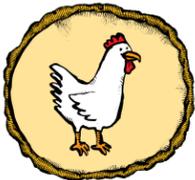
Meat and Three

A southern classic—your choice of steak off the day's menu and then three different sides to go with it. Personally I'd go with Carolina Gold rice, mac and cheese and collard greens.

Ari

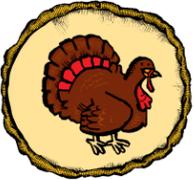


Handmade pot pies to cheer up your winter blues!



Classic Chicken Pot Pie

Free range chicken hand picked off the bone and blended with big chunks of carrots, celery, potatoes, onions and herbs. Wrapped in a handmade butter crust. It's the perfect lazy cook winter meal; it's warm, filling and easier than pie.



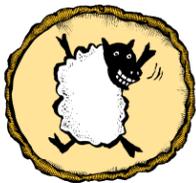
John H. Turkey Turkey Pot Pie

Harnois & Son Farm turkey with big chunks of celery, carrots, onions, potatoes and spiced with Turkish Urfa pepper and fresh herbs. Then wrapped in a handmade butter crust.



Fungi Pot Pie (vegetarian selection!)

A fun pie for the fungiphiles! Michigan Maitake Mushrooms, Tantré Farm Organic Shiitake Mushrooms and a little Balinese Long Pepper, tucked in an all-butter crust.



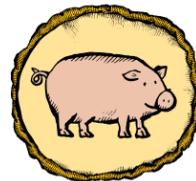
darina's dingle Pie

A salute to the miners on the Dingle Peninsula of Ireland: This pie is made with lamb from Hannewald Farm in Stockbridge, MI, loads of potatoes, rutabaga, onions and a dash of cumin and rosemary. Wrapped miner-style (no tin) in a butter crust.



the red brick beef pot pie

This beef pie is our heartiest one yet. Packed with big chunks of all natural beef from Ernst Farm here in Washtenaw Co., carrots, potatoes, fresh herbs and wrapped in our handmade crust.



cheshire Pork Pie

Made from a 4-H Tamworth hog raised by Nic Harnois a future star farmer from northern Washtenaw Co., braised with onions, apple cider and spices then stuffed in a handmade pastry crust with apples from Kapnick Orchards in Britton, MI. Wrapped miner style (no tin).

\$9.99/each
(serves one)

Stock up and save! Pot pies are only available in January & February.
Buy 10 or more, take **10% OFF!** Buy 20 or more, **get 20% OFF!!**
Buy 30 or more, **get 30% OFF!!!** Pot pies are available frozen, ready to heat, or ready to eat!

422 Detroit Street • Ann Arbor, MI 48104 • www.zingermansdeli.com 734. 663.DELI (3354) • We're open daily 7am-10pm



Zingerman's Pot Pie Bag Lunches!

It's Pot Pie season at Zingerman's Catering! We've combined the warm, buttery goodness of our housemade Zingerman's Deli Pot Pies with the crowd-pleasing convenience of our bag lunches to create the ultimate winter feast for your office – Zingerman's Catering Pot Pie Bag Lunches.

Pick from a bevy of individual pot pies – there's a flavor for every palette! Each pie will be sent hot, with a tossed green salad, balsamic vinaigrette, a mini brownie, napkin and utensils. All this for only \$16.50 each!



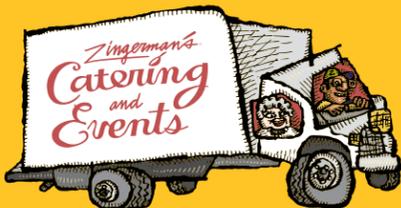
Call 734.663.3400
or go to www.zingermanscatering.com
to make your next staff meeting
a comfort-food feast!

**BUY ONE, GET ONE
HALF OFF**



**January
& February
only!**

Place a catering order for pick up or delivery and get your next order of equal or lesser value half off. Order what you'd like—bag lunches on Monday, lasagna on Wednesday or whatever else you have in mind, and you'll get half off the lesser order. This offer is good for orders that are picked up or delivered from January through the end of February, so call and order as many times as you'd like.



This offer cannot be combined with other discounts and is only valid from Zingerman's Catering. Discount will not be applied to equipment rentals or service staff. Service fees for events will be based on non-discounted totals.

coffee specials Around Zingerman's Community of Businesses

JANUARY DELI EXCLUSIVE: Kenya Karogoto



A classic Kenyan coffee has the distinctive flavor of black currant that is not found in any other coffee. This top auction lot comes from Tekangu Farmers Cooperative Society (FCS). The co-op was founded in 2005 in the central coffee growing region of Nyeri. The 1,500 small holder producers each harvest about 100 trees. Their meticulous processing has made Tekangu a highly prized coffee with 85% of the profits going directly to the members.

BREWING TIPS: This is the perfect coffee for a pour-over filter coffee. Works well as a press-pot if it is not over-extracted.

Available **ONLY** at Zingerman's Delicatessen on Detroit Street

JANUARY Roaster's Pick: Guatemala Coban



This is a superbly well-balanced coffee with nice sweetness as well as acidity. It offers some blossom aromas, followed by cocoa and citrus with a long, clean finish. Horst Spitzke started planting coffee in Guatemala in 1988 at his beautiful farm, Flor del Rosario. His large farm of 550 hectares (1,400 acres) celebrates the biodiversity of the region. It is a natural wonder of flora and fauna where he also raises orchids, cardamoms and Monja Blanca (Guatemala's national flower).

BREWING TIPS: This is a staff favorite as a Chemex filter drip as well as Aeropress cup. A Siphon pot brings out even more fruit and some herbal notes.

Available at Zingerman's Delicatessen, Roadhouse, Bakehouse and Coffee Co.

FEBRUARY Roaster's Pick: Java Microlot Sunda Hejo

Sunda Hejo is truly handcrafted from the ancient land of Sunda (West Java). The coffee is dried on raised beds in bamboo greenhouses. This ensures stable drying and protects its unique sweetness and character. We have selected this microlot from the Chiwidey washing station. Coffee in this region is grown by small farmers in the mountainous region around the beautiful city of Bandung. The hilly terrain does not allow for large plantations and hence the growing areas are spread over a large region.

BREWING TIPS: The rich body comes through any of the filter methods. A press-pot brings out a brighter, slightly savory tobacco note.

Available at Zingerman's Delicatessen, Roadhouse, Bakehouse and Coffee Co.



Zingerman's Zzang![®] candy bars

Get Your Zzang![®] Bars
at every Zingerman's
location or by mail at
www.zingermans.com

mail
order-
able!

January is...
Zzanguary![™]

**BUY ANY TWO
ZZANG![®] BARS,
GET A THIRD FREE!**

January only!



"The ultimate hand made candy bar."
—Chocolatier Magazine

"This luscious handmade
candy bar puts the vending
machine stuff to shame."
Oprah Magazine



Valentine's Chocolates From Zingerman's DELICATESSEN

FRAN'S SALT CARAMELS

A perennial favorite here at Zingerman's. Copper kettle cooked caramels, dipped in either dark and topped with grey salt or milk chocolate and smoked salt.

CUSTOM BOX OF CHOCOLATES

Our truffle case will be lovingly overflowing with confections of all kinds, ready for your sweetheart. Come visit us in the Next Door Chocolate Corner where we'll craft your dream box!

CHOCOLATE COVERED MARSHMALLOWS

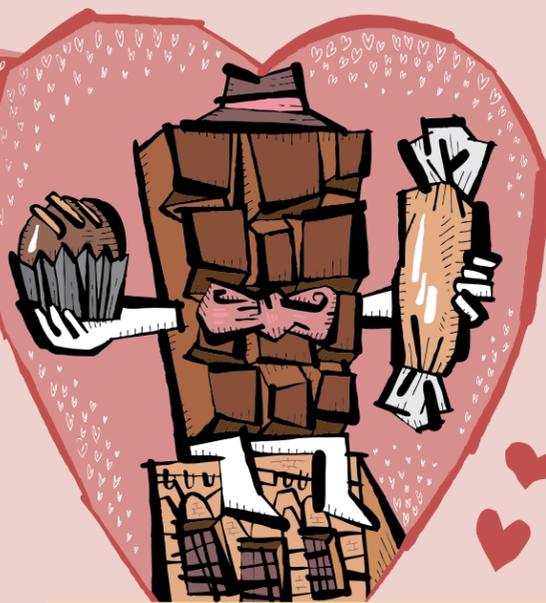
Zingerman's Candy Manufactory Vanilla Marshmallows hand-dipped right here at the Deli in fine chocolate and coated in Zingerman's Bakehouse Graham Crackers.

CHOCOLATE DIPPED STRAWBERRIES

Plump ripe strawberries dipped in fine chocolate, adorned with either white chocolate, toasted coconut or slivered almonds.

CHOCOLAT MODERNE CHOCOLATE COVERED CHERRIES

Amarena Mon Amour! Joan from Chocolat Moderne specifically selects Italian Amarena cherries for their pleasantly tart flavor; they plump up beautifully during a bath of vodka syrup before being sealed up in a pearlescent dark chocolate shell. Available by the piece, as well as in ribboned 12-piece coral gift boxes.



**PRE-ORDER VALENTINE'S DAY
CHOCOLATE DIPPED STRAWBERRIES AND
CHOCOLATE COVERED MARSHMALLOWS**
call 734-663-3354. Available for pick up
at Zingerman's Next Door: 2/13 through 2/16.

**WE'RE HOSTING A VALENTINE'S DAY CHOCOLATE AND
BOURBON COCKTAIL HOUR! SEE PAGE 1 FOR DETAILS.**

you really can taste the difference!™

ISSUE #242 • JANUARY-FEBRUARY 2014

A KID'S GUIDE TO GOING TO ZINGERMAN'S

by *Maia Genisio*

Maia Genisio has been coming to Zingerman's regularly for longer than she can remember. Six (and a half) now, her parents were bringing her to the Deli days after she was born. Because she's spent so much time here and is naturally curious and observant, she volunteered to put together a kid's guide to Zingerman's.

As she tells it, "I feel comfortable at Zingerman's because there's always at least two people here who I know. I feel like I'll always have fun here."



 Hey kids! **Smoked salmon** is delicious. Get it!

 Try the **grilled cheese** at the Deli. The bread is toasted perfectly and the cheese is all cheesy. Try it!

 Like ice cream? Zingerman's has **gelato**. It's like ice cream, but all the flavors at Zingerman's have more taste.

 Zingerman's has **chocolate marshmallows**. Try them in hot cocoa! The marshmallow is so big that you can eat it after you finish the cocoa.

 Hey kids! You can **try a sample** of anything. Ask your parents first, then ask someone who works here.

 You can get **coloring sheets and crayons**—just ask!

 You should **meet Emily, Bill, Ari, Reina and Heather**. You can see them at Zingerman's Deli—they work there! (You can see Ari at the Roadhouse, too.)

 Did you know how there is a **play area** at the Deli? Find it behind the Next Door building, on the patio.

 There are **burger punch cards** at The Roadhouse. If you fill them up, you get a \$1.00 burger.

 Do you like salads? I know one that's good: **Garden Party!** It has pea shoots, Parmesan cheese, and noodles.

 Have you ever heard of a **breakfast sandwich**? There's one called Renee's Kitchen Magic—it has eggs, cheese, and bacon on a bagel. It is delicious!

 I'd suggest you get the toasted egg bagel with butter for breakfast. It's a great taste when you put those two things together, because you can taste the melty butter.

 Did you know that there's a party called **Camp Bacon** here? The thing I like about it is that I can get my face painted. You can, too! (This year's Camp Bacon will be May 29 through June 1—page 14 for details).



frozen word find

(try to find the following warm words to help take the chill out of winter!)

chocolate, coffee, toasted, soup, tea, cocoa, chili

y	e	s	p	c	h	i	L	i
c	h	o	c	o	L	a	t	e
t	a	u	b	c	w	x	L	h
e	v	p	c	o	f	f	e	e
a	g	t	o	a	s	t	e	d

**NOW
AVAILABLE!**

Zingerman's®

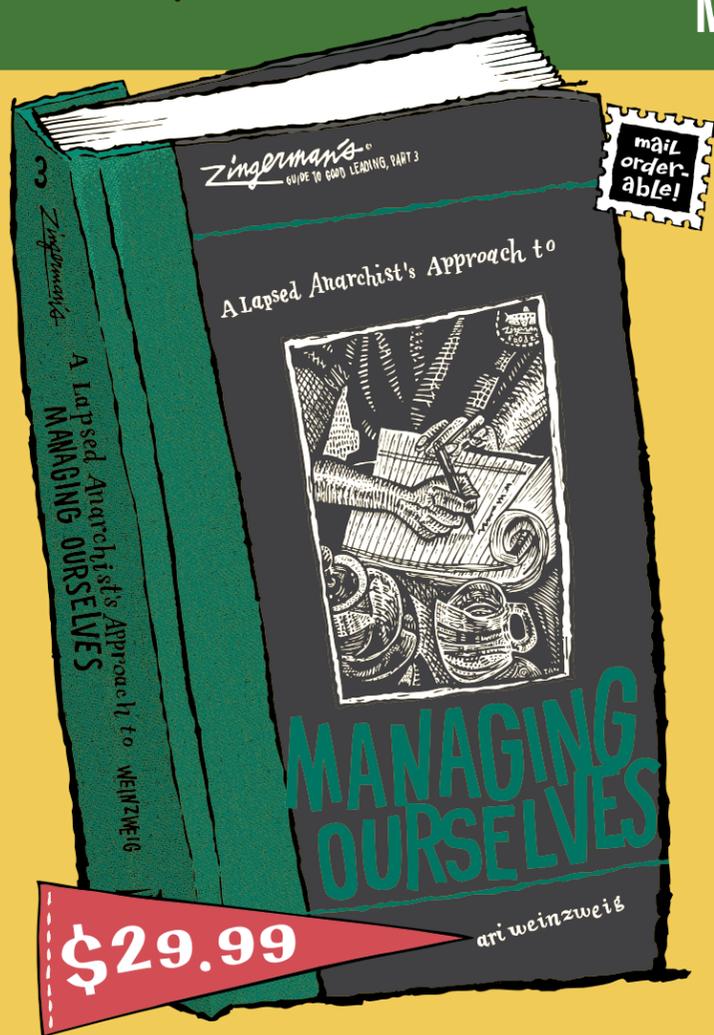


3

Zingerman's

A Lapsed Anarchist's Approach to MANAGING OURSELVES

WEINZWEIG



What folks are saying about the "secrets" revealed in *A Lapsed Anarchist's Approach to Managing Ourselves*

"No one thinks about management more deeply or more originally than Ari Weinzwieg. If you've read his first two installments of *Zingerman's Guide to Good Leading*, you know his unique ability to transform the way we build and lead businesses. In this third volume, he just may change the way you live your life."

—BO BURLINGHAM, *Inc.* magazine
Editor-at-Large and
author of *Small Giants*

"Ari Weinzwieg shares his supremely erudite vision of business and asset development from the point of view of an anarchist prophet. Zingerman's and its myriad side shows and off-shoots is not only a mecca in the world of deliciousness, but it is also the epicenter of smart, progressive business practices."

—MARIO BATALI, Chef and
author of *Molto Gusto*

"Zingerman's is charting a course to the Next Economy, one that will replace the current model, which is only working for a select few, and not at all for the planet. Zingerman's is America the Possible."

—JOHN ABRAMS, Founder and CEO South
Mountain Company and
author of *Companies We Keep*

"*Zingerman's Guide to Good Leading* turns the accepted wisdom about business on its head, or tail. You won't find any pep talk here about swimming with sharks or taking Genghis Kahn as your mentor. Here, Ari Weinzwieg shares a wealth of practical advice about managing a life and a business from one of the founders of the country's most progressive businesses."

—SAM KEEN, Author of *Fire in the Belly*,
Inward Bound and
Hymns to an Unknown God

Available at every Zingerman's business and online at
www.zingermanspress.com and www.zingermans.com.
Bulk discounts available at www.zingtrain.com

We spoke to a David Marshall from Zingerman's Coffee Co. and Stefanie Kerska at Zingerman's Bakehouse about how the books in this series have contributed to their work

How do you use what you've learned in your daily work?

Stefanie: One of the most important aspects that I've learned from the book and from working here is the sense of responsibility that everyone feels in promoting the end product. The end results are important. Right from first week of working here, I felt such a strong sense of responsibility for the end product. Every day the bakers look at a hundred loaves that had been shaped and someone will pick up one loaf and reshape it until it's done well. I've seen such accountability every day for seven months and it doesn't ever waver because of bigger orders or because people are tired. It's the heart of the work. People feel vested and accountable.

David: I hope my co-workers would say that I use the Mission Statement in my daily work. It's huge for me to know that I'm not just at work to sell coffee and coffee accessories. What I really deliver is an experience and being trusted to deliver a delightful and unique experience is much much more motivating and enjoyable than just selling things.

What was the best piece of advice from the books?

David: I think the best bit of advice is this: Write a vision of greatness. Writing a vision might be the most empowering thing that

a person can do. It helps you take a look at where you want your year, business or day to end up.

Stefanie: I really liked the power of listening and the idea of formal learning one or two hours each week. I strive for one hour of learning each week for myself. I was also inspired by the idea of the power of listening.

Who would benefit from reading these books?

Stefanie: I've given books to seven or eight coaches. The things you use to build a successful organization are the same for building a successful team. Change the wording and it could be a coaching book or even a parenting book. It cuts things into a basic foundation for how to encourage people to do the right things for the right reasons. It's all about accountability and responsibility and it helps when you do what you love. It's all about finding the right people.

David: Anyone with a desire to build someplace special should read this book. I've mostly worked for churches and non-profits between my jobs within the ZCoB so it occurs to me that the following persons would benefit greatly from this book: Pastors, Community Organizers, Librarians, Community Volunteers, Chefs, Artists, Managers, Entrepreneurs and basically anybody who has a dream or who manages people.

Was there any action you took that was directly inspired from the books?

David: Sure. I take action very regularly as a result of reading this book. I make a point to regularly appreciate my co-workers in words and in writing when appropriate. I love that I get to make great coffee with great people, and to make sure my workplace stays awesome try to do my part to create and maintain a positive appreciative culture. I actually have a monthly alert labeled "Appreciate Co-Workers" in my Google Calendar in case I forget.

Do you have another ZCoB illustrative story to add to the ones in the book?

Stefanie: I've been a customer for 20 years and I've always gotten great service. When I came in as an employee I assumed that that would change but it didn't. People bend over backwards to give great service. They could relax with co-workers but they don't. I've always come from a place where I'm not a priority and the customer is. But I came here and received the same great service as our customers. It blew me away.

ALSO AVAILABLE!



**ZINGERMAN'S GUIDE
TO GOOD LEADING,
PART 1**
*A Lapsed Anarchist's
Approach to Building a
Great Business*

RATED ONE OF
INC. MAGAZINE'S
BEST BOOKS FOR
BUSINESS OWNERS,
2010

Learn the basic building blocks of the culture and structure of Zingerman's. Reveals the behind-the-scenes "secret" stuff that goes into making a very special, sustainable business of any kind.

**ZINGERMAN'S GUIDE
TO GOOD LEADING, PART 2**
*A Lapsed Anarchist's Approach
to Being a Better Leader*

Look at the leadership style that has helped make Zingerman's such a special place to work and to eat. Includes essays on the energy crisis in the American workplace, servant leadership, stewardship, why everyone's a leader and more.

you really can taste the difference!

ISSUE #242 • JANUARY-FEBRUARY 2014

ZingTRAIN



How Wheatsville Co-op in Austin, Texas Used Our Training for Better Bottom Line Results

an interview with dana tomLin from the wheatsville co-op in austin, texas

Wheatsville Food Co-op is a natural foods cooperative grocery store, which has been serving the central Austin community since 1976.

Please tell us a little about Wheatsville Co-op and your role there.

Wheatsville Co-op is located in Austin Texas, with approximately 12,000 owners and we just celebrated our 37th birthday. We recently went through a very successful renovation during which we stayed open the entire time and experienced 13% growth—that is pretty amazing! We recently opened our 2nd location and we are planning for 3-5 stores in the Austin area. I am currently the Deli Manager, with the opening of the south Lamar location I will be changing positions to become the Fresh Manager. I started at WV about 10 years ago as a cook, then Kitchen Manager, and then Deli Manager. I am very involved in Open Book Management and have taught classes on running open book in a busy store setting. I also teach our customer service class at Wheatsville, More Happy People 101. We believe strongly in generosity and kindness at Wheatsville and strive to foster open and honest direct communication.

When and how did you first hear about Zingerman's ZingTrain?

I heard of Zingerman's and Zingtrain years ago when we had one of our first trainings. It was either working on creating an all-store passport or creating a vision for the new renovated Wheatsville. We have worked so much with Zingtrain and adopted so many of the Zingerman's practices and ways of doing business that it is hard for me to remember the beginning!

Tell us about the work you've done with ZingTrain. What was involved? What did you find particularly useful?

We have worked to create an all-store training passport for all our employees, create a vision for the new renovated Wheatsville space, learn bottom line change, leadership training involving feedback styles and communications, create a vision for the new South Lamar location, and most recently creating a training passport to train our trainers!

"Zingtrain is very different from other trainings I have been to—the teachers are engaged and the information is relevant. They will push you to be the best that you can and give you the tools and information to get there but you won't get better if you don't commit to doing the work!"



Has your organization changed because of the work you've done with ZingTrain and, if so, how? What would you say has been the biggest take away from your work with ZingTrain?

We have changed significantly. We made a choice to be the friendliest store in town, and when we made that choice we were really far from the mark. But we did a lot of work to change that and working with Zingtrain was one key part of that change. We really focus on clear feedback and expectations. The passport we use to train all our employees really helps make that point.

My biggest takeaway is that you have to do the work. Zingtrain is very different from other trainings I have been to. The teachers are engaged and the information is relevant. They will push you to be the best that you can and give you the tools and information to get there but you won't get better if you don't commit to doing the work!

Do you have any advice for an organization that is considering working with ZingTrain?

Do the work!!! Zingtrain can give you tools that can result in happier employees, better systems, clearer expectations but you won't get results if you don't do the work.

Zinglish Translations!

Bottom Line Change - Zingerman's recipe for creating successful organizational change.

Bottom Line Training - Zingerman's trademarked approach to creating training that improves your business's bottom lines

Open Book Management - Open book management is a system in which everyone in the organization takes responsibility for the effective operation of the business, financial and otherwise. It's about people understanding how the whole organization works, about accountability, collaboration, and taking initiative. It's about looking forward and working together to win. It's about understanding where each of us fits into the organization. It's more fun, it's more interesting, and the bottom line is it just plain works better.

To learn more about any of these concepts visit the Free Samples section of our website.

Anything else you'd like to add?

I highly recommend using ZingTrain! Create a training passport! Adopt Open Book Management in your business! It is worth it. It becomes a way of life and creates better business results and who doesn't want that?!

Late Breaking News

I caught up with Dana after Thanksgiving to see how things were going and how the new store was doing with a big holiday under its belt.

The new store opened in September and now I'm even more of a believer in the entire system which I didn't even think was possible!

I believe that opening the new store was a real test. The original store has been open for 37 years and has over the years organically established a strong and wonderful culture and we knew that we needed to communicate that culture to the new store."

The passport kept us on the path to doing that. Opening the new store is a little bit like going to war but when it got tough the training passport kept us straight. We stayed on point and didn't cut corners and it helped us keep the important things sacred.

Gauri Thergaonkar,
ZingTrain Community Builder



Buy any dvd from
www.zingtrain.com
and get 50% OFF
(Regularly priced at \$350/ea)

Use the discount code:

ZINGNEWS

Offer valid until 2-28-14



Choose from one of our great training DVDs

The 3 Steps to Giving Great Service

The 5 Steps to Effectively Handling a Customer Complaint

The 3 Steps to Great Finance

BOOK NOW FOR THE BOTTOM LINE TRAINING SEMINAR

ONLY TWO SESSIONS LEFT THIS SEASON!

February 10-11, 2014
April 28-29, 2014

What could your business achieve if you knew how to make your training work? We call it Bottom Line Training® because it's not just training for its own sake or because it's the right thing to do—it's training that is designed to positively change behavior. This is training that enables your organization to succeed and helps your trainees feel successful. We've worked long and hard to distill our learnings about learning and share them with you in this seminar. Once you've assimilated Zingerman's Training Compact and our Training Plan Questions, you will be able to create training that works for your business. We believe in our approach so strongly, we've trademarked it!

► \$1250 per person Register at www.zingtrain.com



WE'RE NOW CARRYING MEADS, CIDERS, MICHIGAN BEERS, AND AMERICAN WINES!

cheese of the month



January Aged Chelsea

\$10.99 ea. (reg. \$12.99 ea.)
Inspired by the much beloved cheeses from the Loire River Valley in France, the Aged Chelsea is a mold ripened goat log coated in edible vegetable ash. The ash helps draw moisture to the cheese's surface, developing a well-balanced flavor while providing an appealing grey exterior. At room temperature, the Chelsea oozes richness and its creamy, spreadable texture releases the naturally gentle flavor of the goat milk.

Serving Suggestions

The Chelsea's striking visual appearance makes it perfect for slicing into discs on a bias and arranging on a cheese plate. Because of its delightfully creamy texture, this cheese is a perfect candidate for baking inside of puff-pastry. It's more robust than traditional bries, and its ashed rind results in a beautiful presentation once cut open. The Chelsea is magnificent when spread on a crusty baguette and served with one of the classic, slightly sweet white wines of the Loire Valley.

February Bridgewater

\$9.99 ea. (reg. \$11.99 ea.)
The Bridgewater is one of the Creamery's most flavorful cheeses. Made from fresh cow's milk, this super-rich double-cream, soft-ripened orb is spiked with cracked and whole black Telicherry peppercorns for a full-flavored peppery zing that perfectly complements the slight citrus and gentle mushroom notes of the paste. It sports a fluffy white penicillium mold rind, and its round shape and black Telicherry peppercorn garnish makes it look like a snowball.

Serving Suggestions

When young, the cheese is best with unflavored crackers or oatcakes, which allow it's piquant flavor to come through. It also makes an excellent addition to sauces. As it ages, it develops a flinty texture and the pepper becomes more pronounced. At this age, it is great sprinkled over salads or pasta, soups and sauces, and of course, all by itself!

february is CHOCOLATE GELATO MONTH



The gelato case will be loaded up with chocolate some flavors **ONLY** available in February. Stop by the Creamery or Deli Next Door!

Chocolate Balsamic Strawberry
Michigan strawberries macerated in a balsamic reduction and folded throughout our award-winning dark chocolate gelato.

Dark Chocolate
Dark Scharffen Berger cocoa makes this an intense chocolate experience. Voted Best Gelato in Michigan by Detroit's *Metro Times*!

Gianduja
A rich blend of dark chocolate and hazelnut—this is an Italian classic!



Turtle
Scharffen Berger chocolate with dulce de leche from Argentina and great Georgia pecans butter-roasted by us!

Rocky Ride
Made with Scharffen Berger chocolate, vanilla, and chocolate marshmallows from Zingerman's Candy Manufactory and full-flavor Virginia peanuts.

Chocolate Heat
Inspired by the fantastic chocolate of Mexico, Heat is our dark chocolate gelato with ancho chile pepper, cinnamon and just enough cayenne pepper to make it dangerous.

Chocolate Chip Sorbet
Josh's famous handmade chocolate chips folded in a sorbet made from sweet and tart cherries from Traverse City.



CHOCOLATE GELATO SIX-PACKS BY MAIL!

Send our traditionally made gelato to friends in need. We've created a special chocolate six pack available **ONLY** in February at www.zingermans.com.

Stone Ground and Smoked
Dark chocolate gelato with smoked almonds and chunks of smoked chocolate made by our friends at Peppalo Chocolate in Tecumseh, MI.



Zingerman's teams up with local cause-based fashion brand Merit

This February we're celebrating our unique partnership with Merit with an exclusive t-shirt co-designed by Merit and us! But, before we get into that stuff, here's a word from Merit's founder on the work they're doing in the community!

It was three years ago that we first approached Zingerman's co-founder, Paul Saginaw, about a potential partnership. Sitting at Zingerman's Next Door, we laid it all out! We talked through our vision and how, together, we could bring more awareness and impact to the issues surrounding youth & education in the City of Detroit. We were quite surprised at how easy it was to get Paul on board. Getting to know him and the fine people at Zingerman's over the last three years, we shouldn't have been... it's the type of people they are.

My name is David Merritt and I'm the Founder of Merit, an innovative caused-based fashion brand. Every Merit purchase shapes the fate of students in need and helps send them to college (20% of all purchases fund college scholarships for underserved youth). But what we're most proud of is our nonprofit program, FATE.

FATE is a four-year cohort-based program currently operating in its second year. Twenty-three 10th graders from the Jalen Rose Leadership Academy in Detroit started the program in 9th grade, and will continue through their high school graduation. FATE's goal is to motivate each student to graduate high school and attend college through exposure to a college campus (U of M) and highly interactive and engaging workshops with Community Partners in the Ann Arbor and Detroit area.



Zingerman's was FATE's very first official Community & Financial Partner! They've been with us from the start. This means that not only are they providing monetary support, but they are also facilitating workshops each of the four years of the program. For this, for Paul, and for Robby Griswold (Community Partnerships), we and our students are eternally grateful. In our first year working together, FATE students participated in the most awesome visioning workshop with Zingerman's/ZingTrain, which was downright life changing. Check out a video recap from the day here: <http://tinyurl.com/FATEZing>.

We are beyond excited for this year's workshop that will take place on February 8th. Please stay tuned for our special collaboration with Zingerman's highlighting our partnership and pursuit to greatly impact youth & education. Thanks to all the Zingerman's community for making this possible. Be blessed!

PS. We just opened our very first Merit storefront on UM's campus at 1113 South University. Please come in and visit and join the #MeritTeam

- David Merritt

Zingerman's is teaming up with Merit to create a limited edition t-shirt!

Every 26 seconds, a student drops out of high school in the United States. Merit is working to change that for the better and Zingerman's is pitching in. Our award winning design team is at work with David and his crew to design a special "26" t-shirt.



Wear your "26" tee to Zingerman's on February 26 and get some great deals on great food!

We'll have the shirt available at our shops and you can also pick it up at the Merit shop on South University. Our businesses will be offering special deals to anyone who comes in wearing the "26" tee on February 26.

Stay tuned to www.zingermanscommunity.com for details

BLACK IS THE NEW BLACK

The inside scoop on the latest trends in wedding cake designs from one of our passionate cake designers, Emily Grish

Wedding cake trends, much like fashion, change by the season. Those trends tend to start in Europe and gradually make their way to us by the next wedding season. Knowing what's to come gives us an edge because we'll know what most couples will be looking and asking for. Since so many components of wedding planning are booked around one year in advance, "past and present" trends often blend in a single season. This year the trends couldn't be more beautiful, or more different.

Last season, and into this one, we saw an influx of vintage and romantic styles that led to creations in soft colors adorned with ruffles and lace, large sugar flowers such as peonies and magnolias, and bows with brooches. Those soft colors started off mostly with pinks and ivories, but more and more gold was used as an accent color. This led to greater use of gold and other metallic tones as the main color. Using metallic colors is a continuing trend as it lends itself into the new "it" design schemes.

The biggest and boldest trend we're seeing in cakes is the use of the color black. And not just as a decorative or accent color, we're talking about black cakes. Gone is the fear that a dark wedding cake will look gothic or morbid; now it's all about what you put with your black. Black makes other colors POP! They look more vibrant and more brilliant against a dark backdrop, even white shines brighter against

a black cake. A modern style with gold or silver can show sleek sophistication. A black cake with soft-colored flowers has a romantic side; with brightly colored decorations, a fun and light-hearted side comes out.

If this seems like too much, and you're looking for a more charming appeal, a rustically iced butter cream cake can suit your needs. These cakes have come back into popularity over the past couple wedding seasons with the rise in barn or farm weddings. Whether they are accompanied with real flowers or sugar flowers, or standing on their own, rustically iced cakes are sweet and fresh, and perfect for a more natural look.

Another new trend stems from the Art Deco era, and more recently, from the recent Baz Luhrmann film *Gatsby*. Art Deco is known for its symmetrical style with bold, geometric shapes in rich colors. Put on a wedding cake, that makes a very sharp, unique design. For a softer look, put a twist on it. Art Deco design concepts created in all white, creams, metallic, or just lighter tones are absolutely stunning. They combine the boldness of geometric patterns with the romance of soft colors. Want to go all out *Great Gatsby*? Add the final new trend—feathers. Whether they are real, sugar, light and airy, or geometric, feathers are surely the new adornment.

Emily



Looking to create your own trendy or classically decorated wedding cake?

Join us in our cake showroom for a free consultation to vision your dream wedding cake, look over photos and cake displays, and take home free cake samples to taste with your family.

CALL 734-761-7255
TO SCHEDULE YOUR CONSULTATION

CORNMAN FARMS



New Event Space Opens In May 2014!

For the past 8 years, we've been providing abundant harvests to Zingerman's Roadhouse, growing tomatoes by the ton and raising goats galore. In 2014 we'll open our own pastoral event venue with a lovingly restored pre-civil war Dinner Barn, Farmhouse & Grounds designed for weddings, bar and bat mitzvahs, family reunions, birthdays, anniversaries and hosting hands-on educational tours! Our roots are deep in Washtenaw County.

We welcome you, your family and friends to celebrate on our farm and to learn about sustainable farming & seasonal eating!

Host your event with us in our inaugural season!

For more info, email cornmanevents@zingermans.com or call 734-619-8100

For regular updates, check us out on Facebook @ Zingerman's Cornman Farms

Zingerman's fifth annual

CAMP BACON

all the best in bacon • may 29 thru june 1, 2014

A fundraiser for Southern Foodways Alliance Brings together Bacon-Lovers, -Makers, Cooks, Curers and anyone who likes to learn, eat and enjoy cured and smoked pork belly.

Curious? I hope so. Camp Bacon is four days of all things bacon—eating, learning, listening, tasting and talking; a pork centric party that features everything from poetry to pigs.

Camp Bacon convenes on the evening of Thursday, May 29th, moves through a bacon-laden meal to a day long delight of bacon learning and tasting, concluding on Sunday, June 1st with a bacon street fair filled with bacon tasting, bacon crafts, bacon games and all around bacon fun. If you act quickly, you can be one of the lucky bacon lovers who gets to participate in all annual bacon gathering! Hope to see you at Camp! Ari

Zingerman's Roadhouse Presents THE 3rd ANNUAL BACON BALL
Thursday, May 29 • 7pm

Sign up at www.zingermanscampbacon.com to stay up to date on the most recent Camp Bacon news.

BAKIN' WITH BACON CLASS
Friday, May 30 • TWO Sessions! 8am-12pm or 1:30-5:30pm
In this hands-on class we'll be using the power of bacon to flavor three amazing baked goods. You'll make a similar version of our wildly popular peppered bacon farm bread, bacon cheddar scones and bacon pecan sandy cookies. You'll leave BAKE! with the recipes, the knowledge to recreate them at home, and all the food you made in class. Reserve your spot at www.bakewithzing.com



THE MAIN EVENT

At Zingerman's Cornman Farms
Saturday, May 31, 2014, 8:00 am to 4:00 pm
(breakfast is served at 7:30 am)

An all day bacon-fest celebrating everything that is bacon! A benefit to raise money for the Southern Foodways Alliance.

BACON STREET FAIR

At Ann Arbor's Farmers' Market in Kerrytown
Sunday, June 1 • 11:00 am to 2:00 pm

Donation to Washtenaw County 4-H suggested for admission. Vendors from far and near (including Zingerman's Deli, Bakehouse, Creamery, and Candy Manufactory) line the streets to bring you bacon inspired treats!

Learn more about the weekend of events and purchase seats to the Main Event at www.zingermanscampbacon.com

FOR INFORMATION & RESERVATIONS, CHECK OUT
www.zingermanscampbacon.com

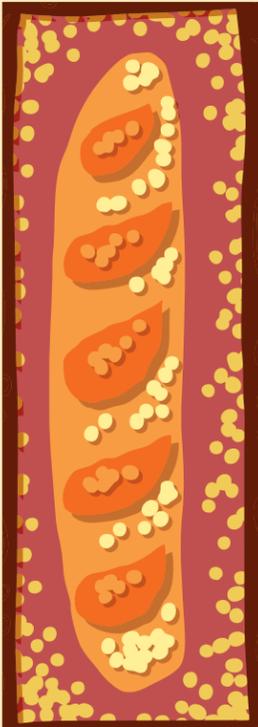


What's Bakin' at

Zingerman's
BAKEHOUSE

NEW SEMESTER AT

BAKE!
Zingerman's BAKEHOUSE



It's been seven years since we opened BAKE! and I think this is the most innovative schedule we've created since our first one. It is a nice balance of our classic classes like Pies a Plenty and Mambo Italiano and of new classes featuring more of our savory items and breads and pastries in the same course. We will be holding 65 unique classes, 14 are totally new, 3 have new content, 7 are guest classes, and for the first time in four years we've created new weeklong BAKE!-cation® featuring savory breads and pastries. As full as it is though we've even left room to add more classes and to accommodate private classes.

Although the classes have changed the experience is the same—limited class size, hands-on learning, professional instruction with experienced bakers, our recipes and lots of bread and pastries made by you to take home.

Check out our January through August schedule at bakewithzing.com or pick up a paper catalog in one of the Zingerman's stores and restaurants.

HERE'S A PREVIEW:

Amy

GUEST INSTRUCTOR CLASSES

Many of you want to learn to cook so we've invited some of our friends to join us at BAKE!. To keep with Bakehouse themes most of the classes include something made from flour, baked or relating to our current interest Hungarian food.

Pork Buns
with Ji Hye Kim
February 20th

Fresh Fish
with Alex Young
April 30th

Knife Skills
with Kieron Hales
April 3rd

Hungarian Supper
with Rodger Bowser
May 7th



HOLIDAY BAKING

Join us to prepare for holiday celebrations



St. Patrick's Day
March 16th

Easter Hot Cross Buns
April 12th and 19th

Passover Baking
March 23rd

DINNER SERIES CLASSES

Breads, pastries and a savory dish combined to make a complete meal.

Italian — With our own Frank Carollo! Frank's favorite sausage and bitter greens pasta dish (you'll make pasta), focaccia and amaretti cookies

Feb 2nd (more dates on bakewithzing.com)

American — Bakehouse Creamy Tomato Soup, Buttery Parker House Rolls and ZBPB Cookies

Feb 28th (more dates on bakewithzing.com)

NEW SAVORY BAKE!-CATION®

July 22-25

This is the most lip smacking collection of recipes we've ever assembled! Come for four days of baking and make ham and cheese croissant, parmesan pepper bread, pizza, quiche Lorraine, pasties, maple bacon donuts and much more.



special bakes

We have made some great specialty breads over the years that developed their own small followings, so we bring them back for a weekend here and there just for fun. If you're looking for a little adventure check out this calendar.

JANUARY

Maple Leaf Cookies
January 1

Black Olive Farm Bread
January 3 & 4

Cherry Scones
January 3-5

Loomis Bread
(Cheshire cheese & red pepper)
January 10 & 11

ZBPBs
(Peanut Butter Cookies)
January 10-12

Pumpnickel Raisin Bread
January 17 & 18

Bacon Cheddar Scones
January 17-19

Barches
(Hungarian challah bread with paprika)
January 24 & 25

S'more Tarts
January 24-26

Blueberry Buckle Coffecake
January 30-Feb 2

Chernushka Rye Bread
January 31-February 1

Marjolaine Torte
January 31-February 1

FEBRUARY

Margaret's Sweet Wheat
February 7 & 8

Cherry Pecan Danish
February 7-9

Chocolate Cherry Bread
February 13 & 14

Chocolate Dipped Palmiers
February 13 & 14

Coconut Cosmic Cakes
February 13 & 14

Peppered Bacon Farm Bread
February 14 & 15

Scallion Walnut Farm Bread
February 21 & 22

Maple Bacon Doughnuts
(Bakeshop ONLY)
February 21-23

Almond Pound Cake
February 27-March 2

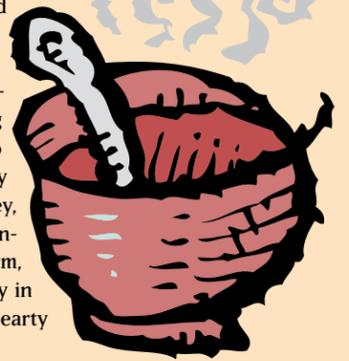
Potato Dill Bread
February 28 & March 1

Call ahead to order:

Bakeshop — 3711 Plaza Dr. • 761.2095
Roadshow — 2501 Jackson Rd. • 663.3663 (FOOD)
Deli — 422 Detroit St. • 663.3354 (DELI)

Join Us Every Saturday for Sólét!

Traditionally the only hot dish of the day, Sólét (pronounced 'show-let') is usually simmered overnight for 12 hours or more, and eaten for lunch on Shabbat (the Sabbath). Over the centuries, Sólét, known as Cholent in Yiddish, was adapted by Jews living in Hungary to conform with Jewish laws that prohibit cooking on the Sabbath. Jewish families would bring their Sólét pots to village bread bakers (quite fitting, eh?) to be placed in their wood-fired ovens before sunset on Friday to bake all night. Our Sólét is a hearty stew of beans, barley, smoked meat, and a bit of Hungarian paprika! True to form, we start our Sólét on Friday in order to bring you a hot, hearty lunch on Saturday!



Bread of the Month

mail order-able!

JANUARY

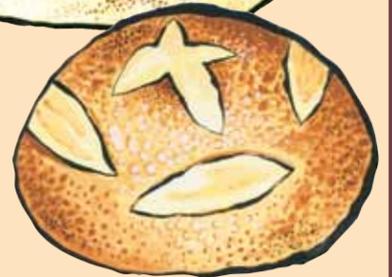
Rustic Italian Round
\$4.50/ea. (reg. \$6.25)

With its soft white crumb inside and a golden brown crust outside, this is one of our most popular and most versatile breads.

FEBRUARY

Sourdough Round
\$4.50/ea. (reg. \$6.25)

Good enough to ship back to California. Crisp, crackly crust, moist honeycombed interior and the trademark sour tang that will tickle your tongue.



you really can taste the difference!

ISSUE #242 • JANUARY-FEBRUARY 2014