

**ALAFOGINIS** *cont. from page 10*

the animal. He was great at buying the product, great at figuring out which suppliers had the best quality and yield. He was very detailed. He never wavered from his original goal to provide great quality, great service.”

After Arty's brother Peter died in 1989, Arty ran Bay State until 1995 when the Hecht company bought his 80,000-square-foot building. Arty sold the business side of the company to Sysco and tried retirement. It was not a good match for this gregarious, hard-charging guy! In 2002, he decided to launch a new meat company — Capital Meat — from scratch. “What allowed him to grow a new business,” Frank notes, “was extreme hard work and determination.” Not to mention the support from wife Joanne, who Frank says, “was equally responsible for the success of the business.”

Today at the independently-owned Capital Meat Company, there are 50 employees, many with careers nurtured by Arty. “There wasn't anything he wouldn't do for his employees,” Frank says. “Whatever he could do — teaching people about butchering meat, helping people learn sales — he was well respected and did what he could to benefit his employees, including health care, or paying for sick leave, or extended maternity leave.” Arty's number one goal, Frank continues, “was his employees' happiness.”

Arty also loved working with chefs and restaurateurs. “He built

so many relationships with them, whether he worked with them or not, with his really outgoing personality,” Frank says. “He had a way of listening to people and making people feel important — whether it was clients, employees, or someone he randomly met at an event or wedding.

Frank Alafoginis is Arty's successor as president of the Capital Meat Company. Arty's daughter Eleni works there, too, overseeing online ordering. (Older brother George works for Facebook.) Frank says his dad never forced or even encouraged him to be in the business. “In fact, he wouldn't let me!” Frank laughs. “He made me go work somewhere else first! He let me chase any dreams I had and was always there for me. I couldn't have asked for anything better in a dad or a boss.”

Losing such a well-loved family member is difficult for any family. “But he's still with us in a lot of ways,” says Frank. The Capital Meat Company will continue to strive for many of Arty's goals — paying attention to food trends, monitoring changing ingredients, providing antibiotic-free chicken, lamb, beef, and pork, buying locally and regionally, and providing humanely-raised options for every product the company sells. “I had 31 years with him,” says Frank. “He taught me many great lessons. I know what to do to carry on in his memory and make him proud and continue on the way he wanted us to. He will certainly not be forgotten.”



Arty Alafoginis and dad George, 1986

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