

# Secrets of Success

an online exclusive from Foodservice East

An ongoing series of interviews with chefs, restaurateurs and foodservice operators, Secrets of Success looks at the paths taken to professional recognition and acclaim.



*Gerard Barbin, chef de cuisine at Guy Martin's Sensing in the 238-room Fairmont Battery Wharf on Boston's waterfront, always knew he would become a chef. A three-year apprenticeship in his native France at a Relais & Chateaux restaurant in Chamonix, landed him a post at another two-star Michelin rated establishment, Le Bateauivre in Courchevel where he prepared fish and meat dishes.*

*Later, as chef at Le Grand Vefour owned by a member of the Taittinger champagne family, he caught the eye of renowned chef, Guy Martin who offered him the opportunity to accompany him on consulting trips around the globe to learn the industry.*

*Today, he executes Martin's concept here, derived from the original Sensing in Paris, with a menu of "border-less" cuisine that focuses on seasonal local ingredients.*

FSE: What's been the most challenging thing about opening Sensing?

BARBIN: The short time and the language.

FSE: How did you decide to become a chef?

BARBIN: It was a dream for me.

FSE: How would you characterize your style of cuisine?

BARBIN: Fresh, modern, creative, sexy.

FSE: What's the most important thing you've learned in your culinary career?

BARBIN: To put myself in front of the wall everyday. If I don't do that I'll never progress.

FSE: What is your 'secret' of success?

BARBIN: Simplicity, humility, respect.

FSE: How did you decide to accept the position here at Sensing and what was it like to come to the U.S. and work here?

BARBIN: Guy Martin gave me the opportunity to run Sensing. I reflected for 30 seconds and said yes. Working here has been a wonderful experience for me. It's a different culture, and management, but in the kitchen the language is always the same.

FSE: What type of food do you most enjoy eating when you get to eat out?

BARBIN: First I like everything. It can be Thai, Japanese food or fried clams, or fish and chips.

FSE: What is your favorite piece of equipment in the kitchen?

BARBIN: The plancha, because it's easy to use, fast and clean.

FSE: What's in your refrigerator at home?

BARBIN: Fresh fruits, soy milk and homemade ice tea.

## FOODSERVICE EAST

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