



## 2014: Busy on all Fronts (and a Fond Farewell)

Working out future sales, customer flows and how the catering will be operated are skills that are much in demand. We have carried out such studies for the **Crown Estate** in Bracknell, **National Civil War Centre** and **Newark Palace Theatre**, **Basingstoke Canal Centre**, the **Wordsworth Trust** in Cumbria, **Kettles Yard** in Cambridge and **Alexandra Palace**.

The best farm attractions, farm shops and garden centres realise they need to constantly improve their catering and we have again worked with **Willows Farm Village**, **Odds Farm Park**, **Planters Garden Centre**, **Godstone Farm** and **Chessington Garden Centre**.

What could be finer than a British stately home and we have worked with a wide number to ensure their catering matches the surroundings - **Holkham**, **Broughton Hall**, **Waddesdon**, **Lowther**, **Buccleuch**, **Welbeck**, **Eastnor Castle** and **Althorp**.

We have worked with business and industry clients such as the **Financial Conduct Authority**, **British Film Institute**, **BNP Paribas** and **Wessex Water** to ensure their staff are kept well fed and well motivated.

The arts and sciences community have kept us busy working on designs and plans for new facilities, feasibility studies and operational and performance audits for **The Royal Academy**, **The Institute of Physics**, **The Royal West of England Academy** and **The Royal Society of Arts**.

We continue to have strong links to the museum and gallery sector, with regular catering audits at the **British Museum**, tender advice at the **Hepworth Wakefield** and a cafe feasibility study at the **Library and Museum of Freemasonry** as well as advising **Museums Sheffield** on their new catering contract.

Helping in-house teams stay competitive and abreast of catering trends has resulted in fascinating projects at **Chatham Historic Dockyard**, **Black Country Living Museum** and the **National Trust**. We helped **David Lloyd Leisure** develop a drinks strategy which has helped them focus on introducing contemporary brands.

Clubs and Livery Halls seek our advice on a number of discreet projects - clients include **Drapers' Company**, **Royal Yacht Squadron**, **Farmers and Fletchers Hall**, **Freemasons' Hall**, **Winchester House Club**, **Royal Automobile Club** and the **Salters' Company**.

We tendered the cafe and hospitality catering at the **Supreme Court of the United Kingdom**. **The Royal Foundation of St Katherine** used us to evaluate their visitor catering and the



**English Speaking Union** wanted to know how they could improve their offer and whether their caterer should be reappointed.

A new direction for us is advising on cafes within distilleries - one in the **City of London** and the other at **Annandale**, just north of the border where they have re-started distilling after a 95 year 'sleep' . Another first, a pick-your-own pop-up cafe assessment in Buckinghamshire.

We have assisted **Margate Dreamland** with their catering strategy in resurrecting the amusement park of old and **Canterbury Cathedral** with tendering their cafe. We are working on a major catering tender for **Goodwood** including their Festival of Speed, Revival and Glorious Goodwood which commences in 2016.

We continue to work with **Lincolnshire Showground** and other outdoor events, where the food offers are constantly changing.

In the university world, we are assisting **Nottingham Trent University** on their Clifton Campus re-development. At the **University of Northampton** the cafes we recommended have opened successfully.

**Corney & Barrow** in the City of London continue to use Chris as a non-executive director and the **Ludlow Food Centre** has Charles as one of their non-executives.

**Peter Smale** has now retired from the business after nineteen years and building up one of the UK's most successful and highly regarded catering consultancies. His wise advice, integrity and wide-ranging client base will still be available to us as he spends more time on his boat.

Our **Great Cafes Blog** continues to receive over 7,000 page views a month for its daily updated snippets and photos of the latest trends in cafes. It is now joined by our new **Great Street Food Blog** - check it out for the latest mobiles, food trucks and pop ups - and don't forget our unique **London Cafe Tours**.

We have a new website [www.turpinsmale.co.uk](http://www.turpinsmale.co.uk) and we very much look forward to working with you in 2015.

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