

CATERING CONSULTANTS FOR CAFE, CONFERENCE, CATERING AND HOSPITALITY SECTORS

BUSINESS & INDUSTRY

We've been engaged for CATERING TENDERS with bio-medical company **Immunocore** (Abingdon) - in line with their expansion plans and opening of a new staff restaurant - and **BNP Paribas Real Estate** - a multi-tenanted building seeking to eliminate its subsidy.



BNP Paribas Real Estate,  **BNP PARIBAS REAL ESTATE**
40 Grosvenor Place (London)

We've produced CATERING AUDITS for **The Oracle Corporation UK** looking at comparative market rates for products and people across their UK catering portfolio of 16 sites, **Lloyds of London** (City of London and Kent) and continued our relationship with the **Financial Conduct Authority** relocating to a new build in the International Quarter in Stratford.

We've completed CATERING REVIEWS for **Central Hall Westminster** (London) and **Kings Place** (Hertfordshire), both looking to create even more cost-effective operations.

MUSEUMS, GALLERIES, EVENTS AND VISITOR ATTRACTIONS

Many grand country estates (and castles) are highly successful businesses with catering an increasingly key part of the visitor attraction mix, and we've worked with **Floors Castle**, **Cowdray Park**, **Dartington**, **Lowther Castle**, **Eastnor Castle**, **Hylands Park**, **Belvoir Castle**, **Fitzwilliam (Malton) Estate** and **Castle Howard**, and continued supporting the catering at **Goodwood** and at **York Racecourse** helping to develop their catering offer.

The café sector is thriving with feasibility studies, café redevelopments and catering re-tenders; our 2017 clients include museums in **Farnham** and **Weston-Super-Mare**, the **Fusilier Museum** (Bury), **Charterhouse Museum** (Farrington) and **Kipling Hall** (Yorkshire).

We continue to support **The Royal Academy** refurbishing their cafes and restaurants, as part of a major redevelopment coinciding with their 250 year birthday in 2018, and have assisted **The Science Museum** developing additional daytime event spaces, complementing successful evening events. We reviewed the retail catering at **The Life Centre** (Newcastle), one of the original Millennium projects, recommending a further coffee outlet.



Goodwood, Revival



Life Centre, Newcastle



THE GENDER GAP Research Study




WOMEN IN HOSPITALITY
Contract Catering Sector





Tracey Fairclough
September 2017



2017 HAS BEEN A VERY BUSY YEAR, OFFERING TREMENDOUS PROJECT VARIETY

In addition to our café tours and attending foodservice trade shows and conferences keeping abreast of the latest trends and market information we've completed an acclaimed industry survey, published several articles in industry press, launched a Foodservice Focus newsletter and run a webinar in collaboration with the Institute of Hospitality.



URBAN REGENERATION PROJECTS

Urban regeneration recognises great catering attracts footfall and provides an area with a lively, beating heart. We've been involved with **Hull 2017**, **Woolwich Creative District** and **Nene Park** (Peterborough), projects which have achieved national prominence for their ambition and scale.

The highly successful **Shakespeare's Globe** sought our advice in exploring a caterer contract extension and we worked on the redevelopment plans of the **West Yorkshire Playhouse** (Leeds) and the **Octagon Theatre** (Bolton).

Cafes within farm attractions and garden centres are ever busier and we've assisted **Rand Farm Park**, **Finkley Down**, **Churchfields**, **Avon Valley** and **Fonthill** to bust queues and transform their catering from 'good' to 'great'.



Royal Yacht Squadron

PRIVATE MEMBER CLUBS

Our Club clients include the **Royal Yacht Squadron**, **Lansdowne Club** and the **Reform Club**, showing that tradition is no bar to the latest and best catering practice.

UNIVERSITIES AND HOSPITALS

We've undertaken catering projects for **Royal Hospital Chelsea**, **University Hospital Southampton**, **Universities of Bristol** and **Birmingham** and continued supporting **Aston University**, on student and conference centre catering.



Royal Hospital Chelsea



Aston University



NOT-FOR-PROFIT COMMITMENTS

Charles Manners continued his support as a non-exec at the **Ludlow Food Centre** (Shropshire) but also roughed it on the cold Winter streets of the UK, for one night only, raising funds for and in support of the **Hope Centre** (Northampton) of which he is also a non-exec director.



Chris Brown has also continued his role as a non-exec with the **Holkham Estate**, as well as recently joining the **Road Dahl Museum** as a non-exec of their Trading Company.

Tracey Fairclough - newest member of **Turpin Smale** - became a non-exec Board Director for the not-for-profit **Surrey Hills Enterprises**, supporting local food and drink producers and suppliers, as well as supporting **The Clink Restaurants** (her nominated charity).

Ian Doughty continued his support for the **Institute of Hospitality** as Trustee.



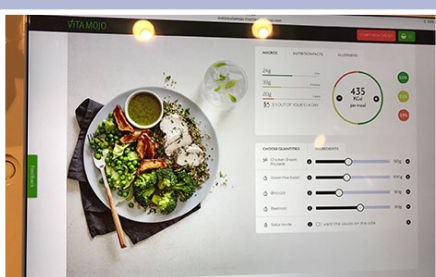
Our
**GREAT
CAFES**
Blog

<http://greatcafes.blogspot.co.uk>

continues to receive over
10,000 page views a month
for its daily updated snippets and
photos of the latest trends in cafes
and don't forget our unique
London Cafe Tours.

TRENDS DEVELOPMENT

The health agenda has gone mainstream, exemplified by more **Veggie Pret** openings and technology with new companies such as **Vitamajo** who have the technology to personalise each order and control the calories and quantities for each meal. The delivery market is impacting not only the casual restaurant chains but also the established **B&I caterers**.



We have really enjoyed working with our clients during 2017 and we look forward to supporting you in 2018.

Chris, Charles, Ian & Tracey

Turpin Smale

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