

Turpin Smale Newsletter 2020

Catering Consultants



Catering Consultants to:

- Visitor Attractions
- Conference Venues
- Hospitality Operations

HOW CAN WE HELP?

Hospitality is suffering terribly but we are here to help our clients get through to a post-Covid world.

Tenders to find the right catering partner have continued although expert advice is all the more necessary at a time when caterers (somewhat understandably) are often insisting on profit share contracts rather than the hitherto standard percentage of sales arrangements. We have managed, or are in the process of managing, catering tenders at Knebworth, Beaulieu, Stafford Council, Nottingham Castle, National Gallery and Lincoln Cathedral. We have been called in by a number of estates - Duchy of Somerset, Hovingham, Fitzwilliam Wentworth, Sandringham, Borde Hill, Alnwick and Holkham - as they seek to reorganise and expand their leisure and catering facilities. Staycations have helped the business at many of them but no one is denying the challenges and changes involved.

For our 2020 newsletter we have a number of client case studies which demonstrate our ability to continue to advise, support and add value;

Knebworth House is a spectacular historic house, home of the Lytton family since 1490. Set in 250 acres of attractive parkland just 28 miles north of London. Knebworth went out to tender for the visitor and event catering just before lockdown. The ITT progressed to the agreed timeline, with the use of video calls and final presentations; the outcome was that RA Venues were successful, and the contract structure is a partnership.



Nottingham Castle is proud of its 1,000 years of history and will be reopening early next year after a £30m redevelopment. Going out to tender amidst Covid had its challenges but we identified several entrepreneur led caterers who were keen and a successful appointment has now been identified.



Our Award Winning GREAT CAFES

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

continues its mission to cover what's new and interesting in the café sector with examples of original ideas seen in a pre-Covid research trip to café capitals of the world, Australia and New Zealand.

Expert advice is our stock in trade and between the three of us we have over 40 years of consultancy experience.

Charles, Ian & Chris



Prior to and during lockdown we advised on a range of projects including:

- beachside cafes on the south coast
- an alpaca farm on the Isle of Wight
- a new church cafe in Swiss Cottage
- an award-winning farm attraction cafe in Pontefract
- City of London Club
- Wellcome Genome Conference Centre at Cambridge
- Wells House a historic house in Ireland
- Ironbridge Museum
- Shakespeare's Globe
- Royal Artillery Museum
- Leighton House
- Hertford Theatre
- Hartlebury Castle in Worcester



Shakespeare's Globe

...we continue to advise, support and add value

Battersea Dogs and Cats Home has continued to look after dogs and cats during Covid and we have been advising both the facilities team at Battersea and liaising with the on-site caterer team, to ensure the site continues to operate.



Our volunteering efforts include Charles collecting food for the Hope Centre food bank in Northampton, Chris carrying out virtual Youth Offending Team referral panels and Ian supporting the informal local volunteer group in Braintree helping the elderly and vulnerable.



Chris continues to support Holkham and Charles the Ludlow Farm, both of whom have put in plans and actions to generate alternative income streams.

PLEASE CALL OR EMAIL TO DISCUSS HOW WE CAN HELP YOUR BUSINESS DURING 2021

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