

CESA's monthly round-up of news and movements in the hospitality industry of interest to equipment manufacturers and suppliers

RESTAURANTS

Santino Busciglio to open new restaurant on former site of Passione

A new Italian restaurant is set to open in London next month on the former site of Gennaro Contaldo's famous Passione restaurant, which closed in March this year. Mennula, which will open in the site on Charlotte Street in mid-October, is a joint venture from chef Santino Busciglio and business partner Joe Martorana. The 44-seat restaurant will comprise three distinct areas including a main dining room and a private dining room.

Caterer and Hotelkeeper, 23 September 2009

Steve Love relaunches Love's restaurant in Birmingham

Chef Steve Love has left the Cotswold House hotel to relaunch his own operation, Love's Restaurant, with a new site in the heart of Birmingham. Located in the centre of Birmingham on Canal Square, Love's Restaurant comprises a 32-seat main dining area and a private room for eight. It offers a fine dining menu focused on seasonal British ingredients.

Caterer and Hotelkeeper, 22 September 2009

Prue Leith protegee to launch own Edinburgh cookery school

Fiona Burrell, the former principal of Prue Leith's cookery school in London, is to launch her own venture in Edinburgh this winter. The Edinburgh New Town Cookery School will run a variety of different courses designed for all levels of ability, from working chefs to students and home cooks, and will allow them to choose among three-month certificates, six-month diploma courses or short, themed courses. Located in the centre of the city, Edinburgh New Town Cookery School will be spread over five floors and include a teaching kitchen, a 50-cover demonstration theatre and a function room for corporate events, and is due to launch in early December.

Big Hospitality, 28 September 2009

Harvey Nichols to launch new Champagne bar next month

A new champagne bar is opening on the fifth floor of the flagship Harvey Nichols in Knightsbridge, London, this autumn. The Belle Époque Champagne Bar is launching at the Knightsbridge store on 22 October, in collaboration with Champagne Perrier-Jouët. It replaces the Fifth Floor Cocktail Bar, which closed yesterday.

CatererSearch, 28 September 2009

Fire forces Benares restaurant to close

Atul Kochhar's Berkeley Square restaurant Benares may be closed for up to a month for repair work to be carried out after a fire broke out in the building at the weekend. The fire, which a spokesperson described as minor, started in the ventilation system on Saturday morning, forcing the Michelin-starred chef to close his flagship restaurant during a busy month.

Big Hospitality, 28 September 2009

Mark Hix to open new West End restaurant on site of former Aaya

Mark Hix is due to launch his latest restaurant venture in Brewer Street in London's West End. The restaurant, situated on the former premises of Japanese restaurant Aaya, is to feature Hix's "own brand of British food".

CatererSearch, 29 September 2009

London restaurant Roast joins forces with British Airways

London restaurant Roast is taking to the skies on British Airways' first ever business class-only flight from London City Airport to New York today. Roast is an all-British restaurant based in Borough, London's oldest market, and head cook Lawrence Keogh, will be working with British Airways' Taste Team to create menus for those onboard the specially configured 32 seat Airbus A318, which is also the first long haul flight to operate from the Docklands airport.

Eat Out, 29 September 2009

L'enclume chef Simon Rogan takes on organic farm

Chef Simon Rogan has opened a research and development facility next to L'enclume, his Cartmel-based restaurant with rooms, as well as acquiring an organic farm nearby. By augmenting both the creative and production-oriented side of his operation, Rogan hopes to become a model for restaurants all over the country, and intends to achieve 75 per cent self-sufficiency in terms of produce.

Big Hospitality, 30 September 2009

Sat Bains to open second site

Michelin-starred chef Sat Bains today revealed plans to open a second, more informal, restaurant in Nottingham. The chef, whose Restaurant Sat Bains on the outskirts of the city picked up the AA's top accolade of five rosettes on Monday, wants to launch a 12- to 14-seat eatery with a Japanese-style counter cooking and serving food in front of customers.

CatererSearch, 30 September 2009

Pulze's Brasserie St. Jacques changes hands

Claudio Pulze has sold Brasserie St. Jacques to front and back of house partnership Richard Weiss and Laurence Glayzer after being open for just over a year.

Big Hospitality, September 30 2009

Domino's Pizza expects bumper year after third-quarter sales surge

Domino's Pizza expects to exceed expectations for the full financial year after boosting sales by more than 10% in the third quarter. The pizza takeaway chain saw like-for-like sales rise by 10.8% in the 13 weeks to September 27 as marketing campaigns, including its sponsorship of ITV show Britain's Got Talent, helped to boost trading. The company, which has 583 stores in the UK and Ireland, opened seven new sites during the quarter, part of a plan to achieve 1,000 outlets by 2017.

CatererSearch, October 1 2009

Byron's fifth London hamburger restaurant is to open in Soho

Byron, the casual hamburger restaurant operated by Gondola Holdings, has acquired its seventh site to open in Soho next month. The 1,141sq ft ground floor on the former Intrepid Fox pub on Wardour Street will become Byron's first restaurant in the West End, serving the chain's renowned freshly ground, Scottish-reared beef burgers.

Big Hospitality, October 9 2009

Carluccio's Oxford branch on the market

Italian restaurant chain Carluccio's has placed its Oxford branch on the market, despite the company seeing an unexpected 8% rise in turnover for the financial year. The group, which expects to post a pre-tax profit ahead of expectations, also has plans to put one other as-yet-unspecified branch up for sale, according to managing director Simon Kossoff.

CatererSearch, 15 October 2009

Ned Conran takes El Camino Mexican café to Soho

Ned Conran, Terence Conran's youngest son, has acquired a second site for his El Caminos Mexican Restaurant and Bar brand in Soho. Formerly the late night bar/club Enclave, the site on Brewer Street, sold on behalf of Tenon Group by property agents Shelley Sandzer, is arranged over ground and basement levels.

Big Hospitality, 15 October 2009

Momma Cherri to open new restaurant in Brighton

Celebrity chef Momma Cherri is to set up a new restaurant in Brighton that will double as a community centre.

The restaurateur, real name Charita Jones, will open Momma Cherri's Speakeasy at the end of October in Providence Place, Brighton. In August she was forced to close her original Brighton restaurant Momma Cherri's, which was featured on Gordon Ramsay's Kitchen Nightmares and was one of the show's biggest success stories.

CatererSearch, 16 October 2009

UK recession claims three victims in bad week for hospitality

The hospitality industry was hard hit by the recession this week as three businesses collapsed into administration. Restaurant chain Tootsies, pub group Merchant Inns and contract caterer Gold & Brown were all forced to call in the administrators after hitting financial difficulties.

CatererSearch, 16 October 2009

HOTELS

Staycation Tourists Raise UK Hotel Occupancy In August

Holiday makers boosted occupancy levels for provincial UK chain hotels in August 2009, according to the latest HotStats survey by industry experts TRI Hospitality Consulting.

Although occupancy levels were at similar levels to August 2008, provincial hoteliers continued to compete aggressively on price, resulting in an 8.3% year on year drop in achieved average room rate to £64.51. In contrast, the decline in average occupancy levels was only 0.6 percentage points, to 71.8%, representing the smallest margin of decline since the beginning of the year.

Hotels, 28 September 2009

Legacy portfolio reaches 21 with Cardiff hotel

Legacy Hotels and Resorts has taken over the operation and management of the former Quality Hotel in Cardiff, bringing its portfolio up to 21. The 95-bedroom hotel, previously leased to the Real Hotel Company, will undergo a £450k refurbishment before a phased re-opening starts in November as the Cardiff International Hotel.

Big Hospitality, 29 September 2009

Alex Aitken's Lime Wood hotel to open in November

Lime Wood, the £30m hotel project overseen by Hotel du Vin co-founder Robin Hutson, is to open this November. The 33-bedroom, five-star boutique hotel in Lyndhurst, Hampshire, will

launch with a soft opening on 9 November, with the official launch taking place on 23 November.
CatererSearch, 30 September 2009

Marston's Gets Into Bed With Travelodge

Travelodge unveiled a partnership with Marston's today in a bid to capitalise on rising demand from business travellers. The budget hotels group and its pub chain partner will share high profile sites on main roads in suburban and out-of-town locations. Travelodge wants to tap the market for business clients as they look to cut the cost of their travel, while Marston's sees the tie-up as a way to serve local people and those passing through as hotel customers. One site has already been selected at Wincanton, Somerset and Travelodge plans to open a 57-bed hotel adjacent to a Marston's pub and restaurant next year.

Corporate Finance News, September 28 2009

Whitbread Eyes City Centre Hotels

Whitbread is snapping up cheap sites closer to city centres for its Premier Inn hotels chain. Finance director Chris Rogers said the recession provided an opportunity for the company to improve the quality of its estate. He said: "We are buying sites that previously might have become an office block."

He was speaking as the company beat City forecasts by making pre-tax profits of GBP 118million, down 2.7%, for the half year to August, aided by strong growth in its Costa Coffee chain. Whitbread opened 100 new Costa Coffee stores and a further 1,000 hotel rooms, with around 10,000 in the pipeline. But Rogers warned that the short-term outlook was grim, with Whitbread concerned about higher taxes and rising unemployment.

Daily Star, 14 October 2009

Von Essen buys the Forbury in Reading from administration

Luxury hotel operator Von Essen has rescued five-star Reading property the Forbury from administration. The hotel, which opened in 2007 in

a Grade II-listed building after a £6m renovation, was placed into the hands of administrators Baker Tilly Restructuring and Recovery in March.

CatererSearch, 1 October 2009

Rezidor opens new Radisson Blu Hotel in Bristol

The Rezidor Hotel Group has opened their 15th Radisson Blu hotel in the UK – the new-build Radisson Blu Hotel, Bristol. The 176-room hotel is located on Broad Quay in the centre of the city, close to the old town and most of the city's cultural treasures, museums, theatres and Cabot Circus, plus directly opposite Colston Hall, the newly refurbished concert hall which has just opened its new extension.

Eat Out, 6 October 2009

IHG to open two new Hotel Indigos in UK

InterContinental Hotels Group has announced plans to open hotels in Glasgow and Liverpool city centres under its newest brand Hotel Indigo. The international hotel group, which started the global roll-out of the brand with the opening of Hotel Indigo Paddington in London in January, will open the 96-bedroom Glasgow hotel by mid-next year in a converted bank building and will be operated by Chardon Management. The 151-bedroom Liverpool hotel will follow in spring 2011 and will be operated by Sanguine Hospitality.

Big Hospitality, 9 October 2009

Beach hut resorts concept to roll-out across the UK

A pilot scheme to build 21 luxury beach huts is now to be rolled out throughout the UK in a £35m expansion plan. Each beach hut will sleep four to six people, with a separate bedroom, fully fitted kitchen, bathroom, sitting area and 24-hour concierge service. Beach Hut Resorts have declared their first luxury beach hut development to be in Whitley Bay, offering 24-hour overnight accommodation with full service facilities, 11 months of the year. The company behind the

development, are in advanced discussions with councils and land owners to develop similar schemes from the South Coast to Scotland.

Eat Out, 12th October 2009

St John team to launch hotel in London's West End

The team behind iconic London restaurant St John has confirmed that it is to launch a hotel in the West End next year. The move sees chef patron Fergus Henderson and business partner Trevor Gulliver take over the former Manzi's restaurant and hotel located off Leicester Square. Owned by landlords Shaftesbury, the property comprises a restaurant, which stretches over the basement, ground and first floor, and a hotel on the upper floors. The duo will completely refurbish the site and relaunch it as the St John Hotel next summer. It will include a St John restaurant and first floor bar as well as 16 bedrooms including a two-bedroom top floor suite.

Eat Out, 9 October 2009

Head of Steam nets iconic Central Hotel

North East multiple operator Head of Steam has acquired the Central Hotel — one of the most iconic buildings in Gateshead. The Central Hotel is famous for its strange shape and is affectionately known as "the coffin" locally. It is Head of Steam's ninth site. Boss Tony Brookes forked out around £300,000 for the leasehold and will spend a further £800,000 on a refurbishment project, due for completion by spring of 2010. The project will be partly funded by the Heritage Lottery fund and Gateshead Council. The new venue will feature a roof-top garden terrace, two bars and host live music in its function room.

Morning Advertiser, 12 October 2009

Planning permission granted for Travelodge's largest hotel

Planning permission has been granted earlier this month for Travelodge to extend its Covent Garden hotel in Drury Lane, making it the group's largest

hotel. When the work is completed in January 2011, the hotel will comprise 457 rooms.

Eat Out, 16 October 2009

PUBS

Barhub opens second site

Kent brewer Shepherd Neame has sold the leasehold interest of the Grove Ferry Inn near Canterbury to fledgling operator Barhub. The coaching inn in the village of Upstreet comprises a 50-cover bar and 40-cover dining room and a function suite.

Morning Advertiser, 28 September 2009

Wetherspoon set for second Newquay site

JD Wetherspoon has confirmed it is looking to open a second pub in Newquay, but denied it is interested in a Barracuda site. The company already owns the Towan Blystra on Cliff Road and is looking for another site in the town centre.

Morning Advertiser, 29 September 2009

Moorhouse's starts work on new brewery

Lancashire brewer Moorhouse has started work on its new £3.5m brewery. The new 5,000 square foot complex will triple brewing capacity to 1,000 barrels a week. Phase one, comprising of a new brew-house and warehouse, is due for completion next summer. Phase two will see new offices, visitor centre and training school completed by 2011.

Morning Advertiser, September 29, 2009

Enterprise targets £200m at pub auctions

Enterprise Inns could raise as much as £200m by selling the freeholds of 100 pubs at public auctions, if a trial this month is successful. The company is trialing the sale of seven freeholds at an Allsops auction on 15 October, hoping to raise £14.7m, offering private investors a 35-year lease

with itself as tenant on the head-lease, subject to a five-yearly rent review and no indexation.

Morning Advertiser, 29 September, 2009

Pubs urged to focus on food to offset wet sales decline

Pubs are being urged to focus on food in order to offset the decline in wet-sales and survive the recession. Research from marketing company CGA Strategy forecasts a 26% decline in wet volumes in wet-led pubs but only a 16.3% increase in numbers of food pubs and restaurants. The data also revealed that some 16% of wet-led pubs are predicted to close over the next five years unless they find an alternative source of revenue such as food or reducing opening hours.

Caterer Search, 30 September 2009

Mannion buys 4th in NW London

London operator Brian Mannion has taken on a fourth pub in the north-west of the capital. Mannion bought the Wellington Pub Company lease on the William IV pub in the area for an undisclosed sum. Christie+Co handled the sale on behalf of former leaseholders Patrick Morcas and Carlos Horillo. The pub is located on the corner of Harrow Road, near Kensal Green, and has two bars that serve four separate trading areas with a capacity for 120 covers, plus a 120-cover upstairs function room.

Morning Advertiser, 30 September, 2009

Moleface pubco to open fourth site

Nottinghamshire-based pubco Moleface is opening a fourth site. The Royal Oak Pub and Kitchen in Radcliffe-upon-Trent opens mid-November. The Enterprise lease is currently closed for refurbishment, with £150,000 being spent on the site. The pub's lease was bought for a nil premium.

Morning Advertiser, 30 September, 2009

Peach to open its first wet-led pub

Peach Pub Company, the highly-rated operator of 10 gastropubs, is branching out by opening its first wet-led pub. The company, founded by Lee Cash and Hamish Stoddart, has acquired a free-of-tie private lease on the Abbingdon Arms, Thame.

Morning Advertiser, 1 October, 2009

Geronimo Inns opens sixth London-based pub in three months

Pub operator Geronimo Inns will this month open its latest London-based pub – the sixth in the space of three months - bringing its total portfolio to 27 sites. Each of the six former Punch Taverns pubs has been customised to reflect its locality as part of a £1.5m planned expenditure programme that has generated 70 new jobs.

CatererSearch, 2 October, 2009

Barracuda rolls out new Varsity pub design

Barracuda is rolling out a new design format across its 35 student-led Varsity bars in a bid to attract a wider audience. The first two bars to undergo the redesign are the sites in Bangor and Southend on Sea at a cost of £250,000. The aim is to appeal to a wider market than just students. The bars are to be updated from their traditional large-scale minimalistic design with contemporary light fittings, soft carpets instead of polished floors, new wallpaper and and new signage.

Morning Advertiser, 5 October, 2009

Capital bags 26th pub

London-based Capital Pub Company has acquired the Wishing Well in SE15 for £880,000. The freehold pub has been bought for cash out of administration and takes the Capital pub estate to 26. The property includes a 2,000 square foot trading area, an outside drinking area and 17 letting bedrooms. The deal will be completed in

November and the pub will close for a major refurbishment after Christmas, reopening in February 2010.

Morning Advertiser, 16 October 2009

CONTRACT CATERING

Welsh Rugby Union signs new catering deal with Compass Group

The Welsh Rugby Union (WRU) Group has renegotiated its current partnership with foodservice provider Compass Group to produce a new 15-year deal which it says will significantly increase revenue for the Millennium Stadium. The catering, hospitality and conferences services contract is worth £100 million in revenue to Compass over the duration of the contract. The partnership also includes a five-year extension to the original deal, which Compass signed when the stadium opened in 1999. The new terms will run until 2024 and include the Millennium Stadium's acquisition of the kitchen and catering facilities installed on site at the time of its creation.

Cost Sector Catering, 28 September 2009

Pabulum wins four year contract at Hampshire school

Ethical food specialists Pabulum has won a four year contract to provide catering at the Calthorpe School in Fleet, Hampshire. Pabulum beat off stiff competition from a number of much larger national competitors, including Eden, to secure the right to deliver its message of 'fresh food, freshly made' to over 1,000 children at the mixed comprehensive school in Hampshire.

Cost Sector Catering, 29 September 2009

Weak British pound helps Compass Group maintain profit

Compass Group, the world's largest contract caterer, has today said it is performing well during the fourth quarter of its financial year thanks to new contract wins and the weaker British pound.

"We expect a favourable impact of £120 million on operating profit from the movement of our key currencies compared with last year – translating the profits of last year to this year's actual exchange rates. On a constant currency basis, underlying earnings per share are expected to grow by around 14%. Cash flow conversion remains strong," said the company in a statement. *Cost Sector Catering, 29 September 2009*

Caterers give Leeds tourist destination a new lease of life

Acting on behalf of Leeds City Council, Christie + Co has secured Dine, the local catering and event management specialists, to operate one of Yorkshire's most popular tourist destinations — the Mansion in Roundhay Park, Leeds. Last month saw the re-opening of the Mansion, which dates back to 1826, following a major restoration, renovation and refurbishment project undertaken by Leeds City Council and Dine. Designed to accommodate a variety of catering requirements, the Mansion comprises the Garden Room Café Restaurant, a separate takeaway facility for visitors looking to dine alfresco in this 700-acre conservation parkland setting, as well as conference and wedding and banqueting facilities for up to 220 people.

Cost Sector Catering, 6 October, 2009

Catering Academy expand into South Wales with two contract wins

National independent contract catering company, Catering Academy have successfully broken into the South Wales market with two significant contract wins with the Royal Welsh College of Music and Drama and Merthyr Tydfil College. The Royal Welsh College of Music & Drama is the National Conservatoire of Wales, providing specialist practical and performance-based training that enables students to enter and influence the music, theatre and related professions. Catering Academy has been contracted to complete the entire catering and hospitality fulfillment for the next three years.

Cost Sector Catering, 6 October, 2009

Jill Bartlett caterers taken over by Restaurants at Work owner

The Bright Futures Group (BFG), owners of Restaurants at Work, has added another catering company to its stable – Jill Bartlett & Company. In the deal, worth in the region of £700,000, Bartlett, who founded her company in 2003 will work with the group and oversee its Greater London operation.

Cost Sector Catering, 6 October 2009

Sodexo seals four new deals with the Harris Federation

Sodexo has secured four further contracts with the Harris Federation, along with retaining three, to provide over 7,500 secondary school pupils and staff with catering services. The three-year contract, worth in excess of £4.5 million in total turnover, will provide school meals to seven of the Harris Federation's academies in South London, with the remaining two academies joining the contract in the future. The contract started in September and employs 70 members of staff.

Cost Sector Catering, 7 October 2009

Eden Foodservice picks up £12m school meals contract

Eden Foodservice has been awarded a three-year contract worth £12m by Hammersmith & Fulham Council to provide school meals across the London borough. Under the agreement, commencing at the beginning of November, Eden will provide a range of catering services to more than 14,000 pupils at more than 50 schools within the area.

CatererSearch, 9 October 2009

Cucina wins three school meals contracts worth total of £5m

Contract caterer Cucina has been awarded three new school meals contracts worth more than £5m in total turnover. The company, which launched three years ago, has picked up three-year deals at The Basildon Academy in Essex, Beaumont School in St. Albans and Queens' School in Bushey, Hertfordshire, covering 5,000 pupils and staff.

CatererSearch, 9 October 2009

Business Briefing

November 2009

www.cesa.org.uk – Information, Involvement, Influence



Summary of CESA PR activity

- Conference email marketing
- Business Briefing
- Equipment Briefing
- 2010 Buying Guide (ongoing)
- Service Newsletter