

THE ARENA CHRISTMAS LUNCH 2012 LUKE JOHNSON

FOUNDER & CHAIRMAN, RISK CAPITAL PARTNERS

Monday 3 December 2012

The Mandarin Oriental Hyde Park, London



Arena is seeing out 2012 on a high with an exciting and inspiring final event of the year. With guest speaker Luke Johnson, Founder & Chairman, Risk Capital Partners, and a review of 2012 by industry experts Horizons, it is set to be an outstanding event.

A true entrepreneur

Luke Johnson's CV is simply fascinating and it has to be said, impressive.

Generally, people choose one industry in which to progress a career. Luke, however, has chosen to make his mark in many diverse areas, using his astute business acumen to ensure success.

He was, for example, chairman of Channel 4 Television for six years and he co-founded the largest UK chain of dental surgeries, Integrated Dental Holdings. He also serves as a non-executive director at Metro Bank plc and chairs the theatre charity Stage One. He also finds the time to write a weekly essay in the Financial Times!

It is, however, Luke's impact on the hospitality industry that has brought him to his current status of preparing to address hospitality industry professionals at The Arena Christmas Lunch.

Luke is probably best known for transforming Pizza Express in the 1990s. During his time as chairman he catapulted the business from 12 owned restaurants to over 250, and the share price from 40p to over 900p, in just six years. He also started the Strada restaurant concept from scratch.

His current interests in hospitality include chairman and part owner of Giraffe, chairman and owner of Patisserie Valerie, and chairman and part owner of Gail's. He is also chairman of 3Sixty Restaurants, owner of Rocket and Ego, chairman of Draft House pubs, and owner of Feng Sushi.

With such an active and successful presence, and a shrewd business understanding and approach, Luke's take on what creates success in the hospitality industry is sure to be fascinating and give the audience something to really think about.

A seasonal digest of 2012, and a look ahead to 2013

Using its extensive experience in the foodservice market and incorporating plenty of examples from the industry, Horizons will give a comprehensive overview relevant to anyone working within the sector. The session will cover factors impacting the industry, from the political and economic landscape to key trends and ones to watch.

The not-to-be-missed event starts at 10.30am with the Horizons presentation. This will be followed by a lively networking drinks reception, a spectacular three-course lunch and Luke's fascinating post-lunch address.

Attendance to the Horizons presentation is only available to guests attending the Arena Christmas Lunch.

This event is supported by



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THE ARENA CHRISTMAS LUNCH 2012

WHEN Monday 3 December 2012

WHERE The Mandarin Oriental Hyde Park, London

COST £135 plus VAT for Arena members & £175 plus VAT for non members

BOOK Online at www.arena.org.uk or contact Lorraine on 0203 087 2378 / lorraine@arena.org.uk

IN THIS ISSUE



FACE2FACE REVIEW



OUR NEW CHAIRMAN



ARENA'S TOP TEN



CHARITY CORNER

Welcome

As 2012 draws to a close I would like to say a big 'thank you' to everyone that has supported us this year – both our Arena members and those of you that have attended all of our events. Arena has had a fantastic year and you can read our top ten highlights in this issue.

2012 is set to finish on a 'high' with the Arena Christmas Lunch on Monday 3 December. I am very much looking forward to hearing from Luke Johnson, Founder and Chairman, Risk Capital Partners, who will deliver the post-lunch address. I'm also keen to find out who the team at Horizons will put forward as 'the ones to watch for 2013' in their pre-lunch presentation!



Our new chairman Jan Matthews (who officially takes the reins at The Christmas Lunch), many of our Arena Executive Committee and Ambassadors, and I, look forward to seeing you all at the Arena Christmas Lunch.

Once again, many thanks to you all for your support and on behalf of Arena, we look forward to raising a glass or two with you next month.

All the best

Lorraine Wood
Director Arena

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STRIKING GOLD with Jan Matthews



Jan Matthews, leader of the 22,000-strong team that delivered the monumental catering and hospitality package for the London 2012 Olympic and Paralympic Games, is your new Arena chairman!

The news was announced, and enthusiastically received, at the Arena Face2Face Interview & Lunch in September.

Jan's extensive industry experience makes her an ideal choice for the role.

She is probably now best known for her key role and fantastic achievements during the incredible Games, but let's not overlook the career that led her there and beyond. Her impressive CV also includes senior positions in the hotel sector, including Moat House and Forte, contract caterers Aramark and Elmor, the NAAFI, and now CEO of RP Global - the major events arm of the Russell Partnership. This collective expertise and knowledge will be of immense benefit to Arena and members.

Jan will officially take the reins from interim chairman Andy Kemp on Monday 3 December 2012 at the Arena Christmas Lunch.



Caterer & Hotelkeeper has a new owner

Travel entrepreneur and owner of Travel Weekly Clive Jacobs has agreed in principle to acquire the leading magazine for the UK hospitality industry from Reed Business Information.

Mark Lewis, group editor of Caterer and Hotelkeeper and executive member of the Arena Committee, said: "I am thrilled to see our wonderful brand going to a new home. I am proud of Caterer and Hotelkeeper, its products and its team, and I look forward to seeing them all flourish within Clive's independent publishing group.

"Caterer and Hotelkeeper has been serving hospitality for more than 130 years. With this fresh impetus, we can continue to provide the industry with the news, opinions, thought leadership and events it requires."

Caterer and Hotelkeeper will be relocated to the Travel Weekly Group's offices in Victoria, central London, following the completion of the sale.



THE HOSPITALITY SHOW 2013

GET A GREAT START TO 2013 AT THE HOSPITALITY SHOW

With a new look and new halls at NEC Birmingham, Hospitality 2013 (21-23 January) will be the place to do serious business with like-minded professionals in 2013.

Held at the start of the year, the Hospitality Show will give your business new impetus as the only place to see and experience cutting-edge product innovations and glean the very latest insight from keynote speakers, including a team of Business Mentors – experts at the top of their professions, available for exclusive one-to-one sessions throughout the three days.

With a programme designed to give visitors at least one workable idea to take back to their own operation, a visit to the Hospitality show could be the best business decision you make in 2013.

Visitors can register now for their free ticket, saving the £20 entry fee, at www.hospitalityshow.co.uk



Mark Aylwin

Meet Mark & Matt...

Mark Aylwin, managing director, Booker Direct, and Matt Collins, head of catering sales, Premier Foods, have become *Executive Members* of Arena. Their combined industry knowledge, experience and specialist expertise will be of huge benefit to our association and members. We thank them for giving their time to Arena and look forward to working with them.



Matt Collins

CharityCorner

Countdown to a Hospitality Action Christmas

Christmas can be a particularly tough time of year for those who work in the hospitality industry. With long hours and demanding work schedules, Hospitality Action's beneficiaries have little time to focus on themselves as they do all they can to give others their perfect Christmas. By attending either of the following festive events you'll be making a real contribution to the charity's work

A star-filled Christmas

Tuesday 27 November at Park Plaza Westminster Bridge

Philip Howard from The Square, Angela Hartnett from Murano and Mark Kempson from Kitchen W8 – who between them boast a total of four Michelin stars – will come together to host an exclusive fundraising dinner in support of the charity. Guests will enjoy a Champagne reception, followed by a spectacular three course meal.



Tickets are £95 per person and are available from www.hospitalityaction.org.uk/events

Alternatively please telephone Giuliana on 020 3004 5504 or email: fundraising@hospitalityaction.org.uk

Back to the Floor

Friday 25 January at Pennyhill Park

Hospitality Action will be hosting a very special fundraising dinner where key figures from the hospitality industry will go 'back to the floor' for one night only. Guests will have the opportunity to choose a waiter for the night from some of the UK's leading hoteliers, including Danny Pecorelli, Phillip Newman-Hall and Sue Williams.



Tickets are £125 per person and are available from

www.hospitalityaction.org.uk/events

Alternatively please telephone Astrid on 020 3004 5003 or email: astrid@hospitalityaction.org.uk

To send a charity e-card, personalised to your company, visit: www.hospitalityaction.org.uk/seasonal

Springboard's 10th Year Awards for Excellence

The industry turned out in force to celebrate successes across the hospitality sector!

October's spectacular event, attended by over 600 guests, recognised people, organisations and projects that work to raise the profile of our industry as an employer and attract and retain talent.

Le Manoir Aux Quat'Saisons was the night's big winner, picking up a record breaking four awards – *Education Pipeline Award*, *Best Student Placement Award*, *Best Recruitment Initiative Award* and *The Young People Award*.

The very special *Chris Beaumont Award* went to Sodexo's David Mulcahy for his loyal contribution and support of the Springboard FutureChef programme over the past 12 years.

Other worthy winners on the night were: Academy of Culinary Arts – *Best Regional Initiative*; The Brookwood Partnership Ltd – *New Media Award*; Creiff Hydro Ltd – *People Innovation Award*; BDL Management Ltd – *Best Chef Strategy*; Accor UK & Ireland – *Best Management Strategy*; Vintage Inns – *Best Food & Beverage Strategy*; Whitbread Hotels & Restaurants – *Diversity in Employment Award*; InterContinental London Park Lane – *Best Career Progression Award*; Charles Wells Pub Company – *Retention Award*; Paul Bakery – *Corporate Responsibility Award*; Guoman and Thistle Hotels – *Best Employer Award*; Ann Wulf, Marriot Marble Arch – *Springboard Ambassador's Award*.



Christmas Carols

On the evening of Monday 3 December Springboard's much-loved Christmas Carols will take place at St James Church, Sussex Gardens, Paddington. Carols start at 6.15pm, followed by festive food and drink at the Lancaster Hotel. Do join us after the Arena Christmas Lunch and really get into the festive spirit!



Tickets are £20. Book now at www.springboard.uk.net/events or 020 7529 8610

FACE2FACE

INTERVIEW & LUNCH

ITN's Alastair Stewart OBE joined over 200 hospitality industry professionals on Monday 24 September in The Dorchester Ballroom to deliver his twelfth Arena Face2Face Interview.

This year it was the turn of Ian Sarson, group managing director, Compass Group UK & Ireland, to field Alastair's fast-paced, probing and intelligent questions.

When introducing the industry veteran of 28 years, Alastair succinctly described Ian as a driven, successful and high-achieving businessman, who knows the industry and loves it, and possesses a quiet determination that has taken him to the top. It was clear from the interview that followed that this was an accurate description.

Ian started his hospitality career, the only career he has ever known, back of house, having been motivated to enter the industry by a young lady. It didn't take long, however, for Ian to also fall for the industry. He may not have always known that he wanted to be in catering, but he always knew that he wanted to be in charge and very soon he was heading in that direction.

He quickly proved his worth at Taylorplan, subsequently Marriot Management Services, where he became known as the 'trouble shooter'. This responsibility proved crucial to his learning and career, affording him valuable portfolio experience that aided his rise to the top. Ian explained, "I would encourage anyone to always put themselves

in a position where they are not comfortable. It's the best way to learn."

With another takeover by Sodexo in 1997, Ian found himself heading up the Hong Kong and China operation. His aforementioned determination was clearly demonstrated here when on arrival he immediately set about securing the contract for the newly announced Disney World – even though the Government didn't even

"An organisation that doesn't listen to its clients and customers won't be an organisation for long."

know who was building it yet! His tenacity eventually secured the contract and Ian saw the fruits of his labour before returning to the UK four years later.

Not wanting to spend the balance of his career as 'our man in Asia', and with no suitable alternative within Sodexo, Ian made the brave decision to put himself out into the market after 19 years of continuous service. It was Compass that was to snap him up – and the rest, as they say, is history.

When asked about the future of contract catering, Ian was optimistic stating that there is still room to grow within sectors in the UK. With 60 % of healthcare and 70 % of education still catered in house, the potential is definitely there. There are also lots of consumers, and therefore lots of opportunities to satisfy them. However, he warned that growth for growth's sake was not the way forward. It has to be sustainable.

A certain amount of pragmatism and flexibility is also vital for success. Ian's belief is that *"an organisation that doesn't listen to its clients and customers won't be an organisation for long."*

As far as the economy is concerned, Ian foresees a long period of relatively subdued growth ahead. However, the 'optimist within' can still see tens of millions of pounds of opportunity out there.

Ian clearly holds a strong 'hard work' ethic and expects the same of the people who work with him. *"I'm very forgiving once. Mistakes are a good thing to learn from. The unforgivable thing is when you don't learn from them."* And it appears to be this hunger for learning and success that has paved his way to group managing director within Compass Group – the eleventh largest employer in the world.

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Arena's



2012 may have passed in a flash but when you stop to think about what the year has meant for Arena, we actually packed quite a lot in! Here are the top ten Arena highlights for 2012 – in no particular order!

- 1 Bringing together over 1,000 guests at our industry events
- 2 Connecting nearly 10,000 foodservice and hospitality industry professionals
- 3 Raising over £3,000 for our industry charities – Hospitality Action and Springboard
- 4 Attracting more senior hospitality operators than ever before to our events
- 5 The Olympic Torch's guest appearance at the Savoy Lecture
- 6 Getting an insight into the catering for London 2012 with Jan Matthews
- 7 Jan Matthews accepting the role of *Arena Chairman*
- 8 Ian Sarson's open and frank interview with Alastair Stewart
- 9 Arena's Summer lunch with Simon Kossoff attracting more attendees than this event ever has
- 10 Realising that in tough times Arena is thriving!



Arena Events

DECEMBER 2012

- 3** **The Arena Christmas Lunch with Luke Johnson, Founder & Chairman, Risk Capital Partners** – including a seasonal digest of 2012, and a look ahead to 2013, with industry experts Horizons Mandarin Oriental Hyde Park, London

Hospitality Events

NOVEMBER 2012

- 22** **HOSPACE 2012** – Sofitel London Heathrow www.hospace.net
- 23** **National Care Awards 2012** – Hilton London Metropole Hotel, London www.careinfo.org/awards/national-care-awards
- 26** **FSM Awards** – The Royal Garden Hotel, London www.fsmawards.co.uk
- 27** **Hospitality Action's A star-filled Christmas** Brasserie Joel at the Park Plaza Westminster Bridge, London www.hospitalityaction.org.uk/events
- 27** **BFFF Annual Luncheon** – London Hilton on Park Lane www.bfff.co.uk/news-and-events/annual-luncheon
- 29** **FWD Annual Dinner & Gold Medal Awards** – Old Billingsgate, London www.fwd.co.uk/viewnews.asp?newsid=295

DECEMBER 2012

- 3** **Springboard's Christmas Carols** – St James Church, Paddington, London www.springboard.uk.net/events
- 7-9** **A Taste of Christmas** – ExCel, London www.tasteofchristmas.com

JANUARY 2013

- 14-15** **The Master Innholders – The 20th Annual Hotel General Managers' Conference – Stretching the Boundaries** Grosvenor House, Park Lane, London www.masterinnholders.co.uk/pdfs/GMC-2013.pdf
- 21-23** **Hospitality 2013** – NEC, Birmingham www.hospitalityshow.co.uk
- 25** **Hospitality Action's Back to the Floor** – Pennyhill Park, Bagshot, Surrey www.hospitalityaction.org.uk/events

FEBRUARY 2013

- 5-6** **Hospitality Technology Expo** – Earls Court, London www.hostechexpo.com

Members' News



Due to the success of the launch edition of *Garden Centre Catering* magazine, **H2O Publishing** will now be working with the Horticultural Trade Association on its annual Food Service Seminar. The one-day event scheduled for February includes an exhibition element for suppliers to influence the main buyers in a food service market worth almost a quarter of a billion pounds.

Pelican Buying Company won three new contracts with a combined value in excess of £1 million. The company is working with British Car Auctions, Gastro Pubs' Middletons Steakhouse & Grill near Kings Lynn and its Norwich city centre site, and Scoutscoft Holiday Centre on the south east coast of Scotland and its sister site Forget-Me-Not Holiday Park on the edge of Northumberland National Park.

Mission Foodservice unveiled its new range of three Fruited Flatbreads to bring more choice for breakfast and snack. The three flavours – Honey and Raisin, Berry and Seed and Orange and Cranberry – offer a low-fat option with an indulgent taste and suit a range of occasions and appetites.



Purchasing Support Services is once again sponsoring the *Care Chef of the Year* at the National Care Awards on 23 November at the London Metropole Hotel. As one of the judges, operations director Carol Schofield attended the cook-off with the five finalists in October. The winner will be announced at the awards ceremony.

With an increase in visitor numbers and 40% of stand space already re-booked for the 2013 show, organisers of **The Restaurant Show 2012** have declared this year's event a huge success. The show also saw a rise in new exhibitors, with 40% showcasing their products and services for the very first time.



Caterer & Hotelkeeper's Acorn Awards were presented to 30 of the industry's brightest prospects under the age of 30 at a celebration lunch at Bovey Castle in Devon's Dartmoor National Park in September. The winners represented every sector of the hospitality industry. Go to www.catererandhotelkeeper.com to see who picked up an award.

The Skillery at **IFE 2013** is set to be one of the most exciting yet. The Craft Guild of Chefs announced a stellar list of top chefs set to demonstrate the best of their culinary skills. Live cookery demonstrations, designed to help foodservice providers improve their skills and profit margins, will run daily. The line-up includes Will Torrent, Steve Munkley, Sophie Wright, Brian Mellow, Stephen Scuffell and Mat Owens.



BRS Group Ltd, trading as **3663**, announced the acquisition of MGS Management Service Ltd, trading as South Lincs Foodservice – a move that expands its operations in East Anglia. The full acquisition follows a minority holding purchase earlier this year.

The wholesale foodservice distributor also launched a newly branded product range to customers. Swithenbank Fresh & Fine Foods brings together 3663's expertise in seasonal, local and finest produce ranges to give customers a dedicated offering under a single brand.

Employees from **Elior UK** spent a worthwhile day volunteering with children's charity Starlight. They helped out at a fun day that gave seriously and terminally ill children and their families a chance to escape the stresses of everyday life.



Rollover launched a new free App for iPhone and android smart phones to encourage direct engagement with consumers. The App features a Hot Dog Face Game, a 'your nearest' function to find a Rollover Hot Dog wherever you are, hot dog facts, a review section and links to competitions. Retailers received point of sale and limited edition hot dog trays with orders in October to promote downloads, complete with QR Codes.



Solo Cup Europe is sponsoring the Allegra European Coffee Symposium in Amsterdam (20-22 November). Solo will be demonstrating its latest creative packing innovations alongside its wider portfolio of single use items for the food-to-go sector.

More than 200 members of the **Foodservice Packaging Association** and guests flocked to the House of Commons to prove the declaration of its chairman, Neil Whittall, that the organisation is more robust than ever. Members

gathered for the association's annual luncheon at the House of Commons, hosted by Mark Pawsey MP, member for Rugby and chairman of the All Party Parliamentary Group on Packaging.



A team from **Creed** took part in the annual Winston's Wish Sunrise walk. Meeting at Cheltenham Racecourse at 5am on a Saturday morning they set off to climb up the famous Cleeve Hill, raising over £800. Since the company has been supporting Winston's Wish it has raised over £100,000 for the child bereavement charity.

Creed also celebrated its 40th year in business in September. On the day, many staff at the Cheltenham head office dressed up in 70s outfits to mark the occasion.



Following the success of customer service standards during London 2012, **People 1st** launched the WorldHost Principles of Supervising Customer Service Performance programme, which gives UK managers and supervisors the skills to create a long-lasting customer service culture within their team. The programme is supported by LOCOG as part of the legacy objective behind the Games.

United Coffee launched www.madedecentcoffee.com for consumers dedicated to making decent coffee. The coffee company enlisted the help of well-known coffee lover Peter Andre to launch the site. Peter toured the streets of London, followed by a make decent coffee skip, to encourage coffee drinkers to throw away their jars of instant coffee in exchange for a box of real coffee.



This year's inaugural **Lunch Business Grab & Go Awards** was a huge success. Over 200 industry experts gathered at the London Art

House to celebrate the ever growing food-to-go sector, with a great mix of independents and chains enjoying award success. Plans are in place for next year's event which will take place on 26 September 2013. For more information go to www.lunchbusiness.co.uk or check out future issues of Lunch Business magazine.



Gram presented The Green Paper for 2012. The report provides a comprehensive and credible review of sustainable attitudes within the industry using new data, whilst also making comparisons with previous results from the

2008 and 2010 reports. Gram teamed up with leading industry associations – including Considerate Hoteliers Association, Local Authority Caterers Association, National Association of Care Catering, Sustainable Restaurant Association and The University Caterers Association – to get views and insight directly from their members.



FusionFSM scooped the *Top National Account Supplier* trophy at the 3663 Oscars, which recognises outstanding achievements by 3663 staff and suppliers. It was praised for its level of understanding of the needs of 3663's business and its customers, which allows manufacturers, products, concepts and solutions to be presented to the national account managers and business development controllers, which in turn enable 3663 to fulfil customer demands and expectations.

The Sustainable Restaurant Association (SRA) launched a new membership model for contract caterers. The new company-wide option recognises the unique challenges faced by contract caterers and will see the SRA rate the sustainability of the business as a whole and assess individual sites. The SRA worked with bartlett mitchell and The Lindley Group to develop the scheme, both companies were also the first operators to sign up.

Huhtamaki lent its support to Macmillan with a donation of 100,000 9oz paper vending cups for the charity's World's Biggest Coffee Morning on 28 September. Designed in partnership with Kenco, the event's official coffee partner, the cups features a 'text to donate' message with all proceeds going to Macmillan.

William Murray Communications took gold in the *CIPR Pride Corporate and Business Communications* category for its sustainability campaign for Unilever Food Solutions. United Against Waste encouraged the hospitality industry to unite to tackle avoidable food waste, putting the issue onto everyone's agenda and presenting a solution to the problem. It also succeeded in raising Unilever Food Solutions' brand awareness score by 11 % in just a matter of months!

The team at **McCullough Moore** had a dynamic September running the most events it has ever run in a month. This mammoth effort saw the successful delivery of nine events! Included in the mix were two new launches, namely the Energy Now Expo in Scotland and the Craft Guild of Chefs Universal Cookery and Food Festival in Cobham, which were considered triumphs.

Alyn Williams, of Alyn Williams at The Westbury, was crowned **Craft Guild of Chefs National Chef of the Year 2012**. Alyn took the glory and the coveted title after competing against seven other finalists at a live culinary battle at The Restaurant Show.



He impressed the judges with a well thought out menu that paid close attention to authenticity, sourcing, seasonality, timing and wastage, while creating maximum flavour, texture, balance and style.

The Craft Guild of Chefs also celebrated a successful *Young National Chef of the Year 2012* competition that saw Ben Murphy, chef de partie at Koffmanns, seize victory. Ben was praised for being innovative in his recipe development and delivery whilst being consistent across all three dishes.

Bernard Matthews Foodservice showed its support for National School Meals Week earlier this month. The company sponsored Get Traditional Day with its Big Green Tick range; showcased its new selection of three frozen quality British turkey products – Raw Turkey Breast Saddle, Cooked Turkey Breast Saddle and Raw Single Turkey Breast Lobe; and provided fantastic prizes for the online prize draw for caterers.



National account manager, Chris Walkden, was also a NSMW Ambassador, raising awareness of the annual campaign that promotes healthy school meals.



Sodexo Prestige announced its contract to provide public, workplace and event catering for Siemens at the newly constructed Crystal building, a landmark centre for urban sustainability that opened in London's Royal Victoria Docks at the end of September.

Sodexo was also re-awarded the hard and soft facilities management contract with AstraZeneca in the UK and won new business in Sweden.

The service solutions provider also gained recognition for its sustainability efforts, receiving a *Good Egg Award* from the animal welfare charity, Compassion in World Farming, for serving free range eggs at all of its food serving UK offices, securing a two star *Sustainability Champion* accreditation for The West Wing restaurant at Ickworth, Suffolk, from the Sustainable Restaurant Association, and being commended for its long-term commitment to serving sustainable food by London Food Link.



Arena Contacts

Interim Chairman

Andy Kemp 3663

Director

Lorraine Wood *Arena*

Treasurer

Peter Green *Fusion FSM*

Founding director

Naomi Arnold MBE *Naomi C Arnold Consultancy*

Executive members

Mark Aylwin *Booker Direct*

Peter Backman *Horizons*

Matt Collins *Premier Foods*

Mark Lewis *The Caterer Group*

Shabaz Mohammed *Pelican Buying Company*

Arena Ambassadors

Karen Browne *William Murray Communications*

Ann Elliott *Elliott Marketing & PR*

Diana Spellman *Partners in Purchasing*

Neil Stephens *Nestlé Professional*

Ian Stone *apetito*

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CORPORATE MEMBERS

3663	Ferns Coffee
AAK Foodservice	First Milk Limited
AB World Foods Ltd.	Food and Drink Expo
Acquire Services Ltd.	Food Alert
Addison Fowle	Foodservice Packaging Association
Admiral Group	Footprint Media Group
Ardo UK	Fourth Hospitality
apetito	Fresh Montgomery
BHA (British Hospitality Association)	Fusion FSM
Barbican Centre	Glion Institute of Higher Education
BaxterStorey	Gram (UK) Ltd.
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A warm welcome to our new corporate member

Ferns Coffee is a 120-year-old coffee roaster and wholesaler based in Basingstoke. Established in 1893, it supplies comprehensive coffee solutions to organisations and businesses of all sizes throughout the UK. Ferns Coffee offers exceptional roasting quality and consistency across the range, and can also produce bespoke ranges of coffees for larger customers or front of house. www.fernscoffee.com



MEMBERS' MOVES



Beacon Purchasing appointed **Steven Henderson** as its new managing director, harnessing his leadership skills and extensive experience in providing procurement solutions to businesses in our industry. Steven's career has seen him tackle major consultancy projects both in the UK and internationally. For the past seven years he has worked with Hilton Worldwide, latterly in the role of senior director of international purchasing and supply.

Contact Steven on steven.henderson@beaconpurchasing.co.uk / 01904 695588



Kate Powell also joined Beacon Purchasing as director of business development – a role that will see her focus on developing purchasing solutions for new group business accounts. Kate's career to date has been in the hotels sector with companies including Abode, Intercontinental, Village Hotels and most recently Q Hotels, where she was director of national accounts.

Contact Kate on kate.powell@beaconpurchasing.co.uk / 07867 467331



Katie Haines has joined Premier Foods in the role of national account manager. Katie, who joins the company from DeliFrance, will be working on the Landmark account and will be responsible for developing and executing joint business plans with the Landmark & Country Range members.

Contact Katie on katie.haines@premierfoods.co.uk / 07837 094233

Laurence McCarthy became managing director at The Russell Partnership. The appointment supports the company's continued global growth in delivering strategic and operational solutions to clients in their established leisure, business & industry, events and education markets. Laurence has been a partner for ten years and was, most recently, seconded to lead the procurement of catering and commercial contracts for LOCOG at London 2012. David Russell, founder, will remain chairman of the partnership.

Contact Laurence on laurence.mccarthy@russellpartnership.com



Chris Wescott was appointed group account manager for Creed Foodservice. Chris has 20 years' experience working in foodservice, most recently as national account manager for Visual Foods Ltd and prior to that with 3G Food Service. During that time he worked with some of the most high profile and recognisable brands within the sector, developing menus and delivering cost savings.

Contact Chris on chriswescott@creedfoodservice.co.uk



Rob Molinari has joined H2O Publishing as business development manager. He joins the company from Dewberry Redpoint. Rob will be working within the sales team and his responsibilities will include selling across H2O Publishing's magazines (EDUcatering, FSM, OOH and TUCO), awards, websites, and the direct marketing service it provides.

Contact Rob on rob@h2opublishing.co.uk / 07850 797252

