

Theatre & Venue Catering

Chris Brown

Turpin Smale Catering & Conference Consultancy

www.turpinsmale.co.uk

Turpin Smale – Our Experience

- Royal Albert Hall
- Unicorn Theatre
- Birmingham Rep
- Shakespeare's Globe
- Belgrade Theatre
- Square Chapel

Challenges We Face

- Crush Bars
- Varying Numbers
- Varying Audiences; Varying the Offer
- Food
- Making the Margins
- Enjoying running your catering!

Serving People Quickly

- Limited Choice
- Buy with Your Eyes
- Whole number Pricing
- Cut out the menu Time Wasters
- Customers can Serve Themselves
- Reward Interval Bookers
- Minimum Price Points



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