



FCSI DESIGN CONSULTANTS INFLUENCE IN **THE EQUIPMENT MARKET.**

The purpose of this report is to provide Allied Members with an indication of the level of influence that an FCSI Design Consultant can have on the catering equipment market. This will be useful information when trying to recruit potential new members and will enable one of the main benefits of Allied membership to be illustrated.

This information has been prepared in consultation with many FCSI Professional members and is intended as a guide to role a Consultant can play in the growth of business in the Foodservice Industry. This is not a “league table” of Consultants and the details of specification volumes are based on project values not fee income for the Consultant and the report does not name individual Consultants practices.

THE CURRENT UK EQUIPMENT MARKET.

It is estimated by CESA that the UK foodservice equipment market is worth in the region of **£694m** a year, with an additional **£54m** in spare parts and **£253m** in service and maintenance.

It is the equipment market, including cooking equipment, fabrication, refrigeration, ware washing, waste management, storage, preparation, serving, display and ventilation that is most influenced by the specifications of the Design Consultants.

It follows therefore, that the Consultants projects will also have a significant influence on the value of the spare parts and maintenance business in the UK for the projects they specify.

THE FCSI INFLUENCE ON THE EQUIPMENT MARKET.

The research recently carried out indicates that the total value of equipment specifications produced by FCSI Design Consultants on projects that they work on in a typical year are in excess of **£170m** per year, this represents almost 25% of the total UK equipment market.

On the following pages are illustrations of recent projects from Design Consultants with the specification values together with charts showing the breakdown of equipment by percentage of the project.

The charts breakdown the project into different product categories such as counters, cooking equipment, ware washing etc and there are examples that cover several different types of foodservice operations to give as wide an overview as possible.

FCSI U.K. CONSULTANTS

Specified Equipment Value/Year

The table below gives the estimated value per year of equipment specifications produced by the top ten FCSI consultants. These figures are based on tender values and in some cases include projects that are outside of the UK.

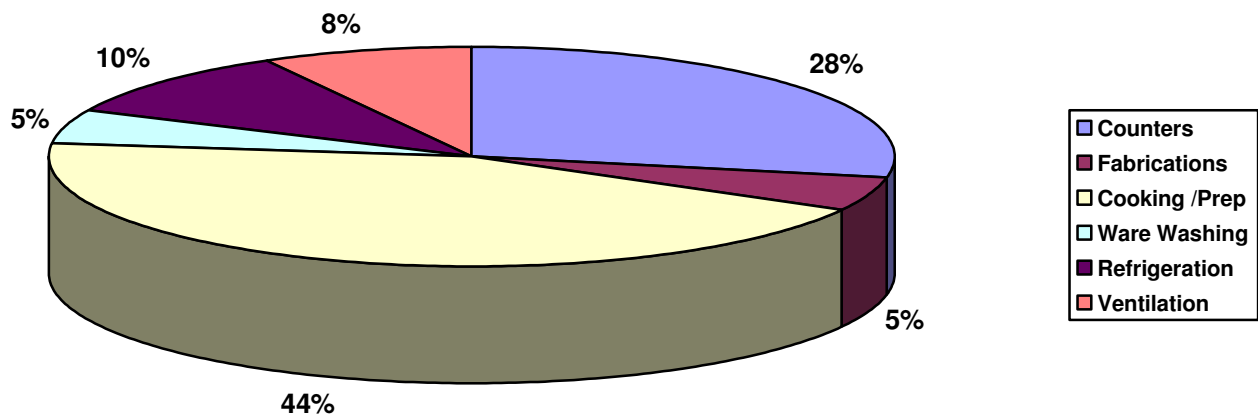
The balance of the project value is made up from all the other smaller Design Consultants, some of which specialise only in certain market sectors.

Consultant	1	35m
Consultant	2	18m
Consultant	3	15m
Consultant	4	10m
Consultant	5	10m
Consultant	6	8m
Consultant	7	7m
Consultant	8	6m
Consultant	9	6m
Consultant	10	6m
Others		49m
	Total	170m

Examples of Product Breakdown 1.

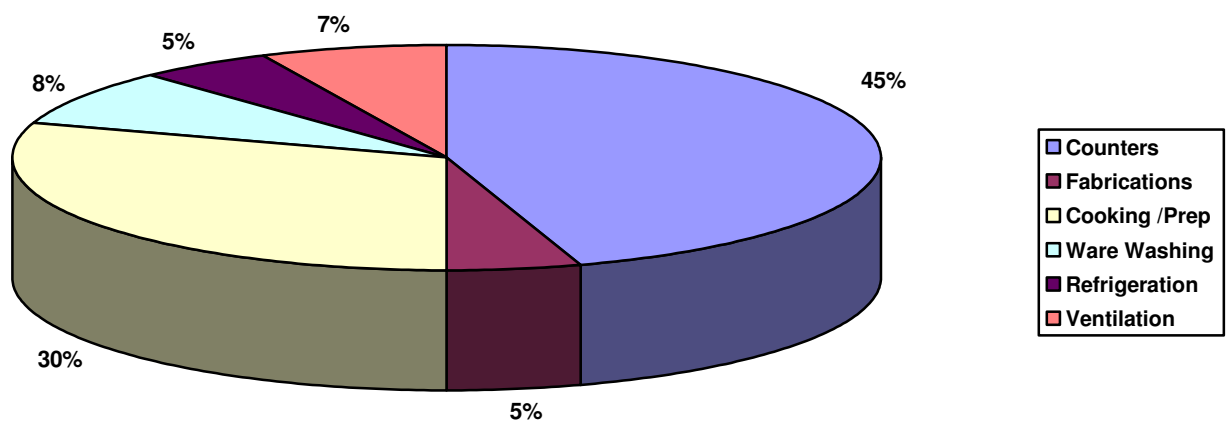
Project Type - B&I Headquarters Building

Project Value - £1.6M



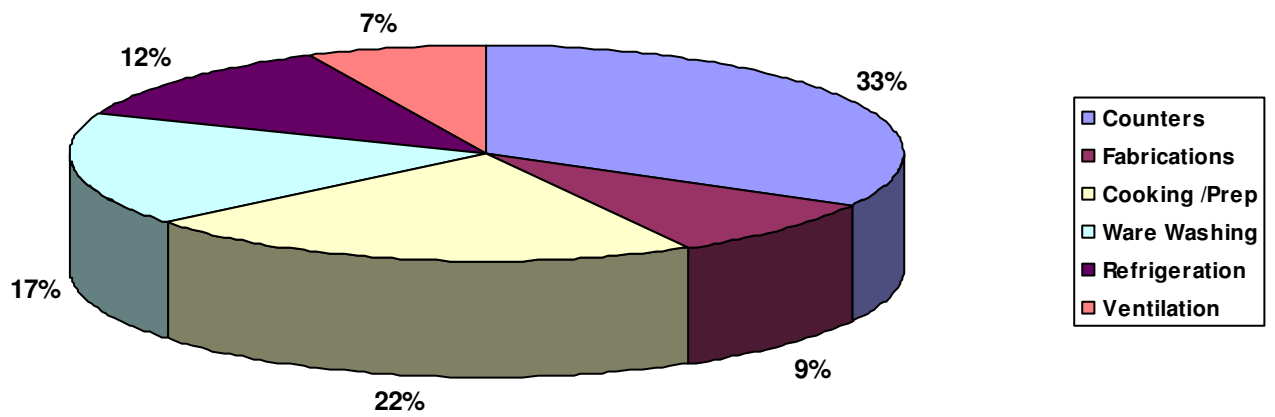
Examples of Product Breakdown 2.

Project Type - City Financial Institution
Project Value - £1.99M



Examples of Product Breakdown 3.

Project Type - Technology Institute
Project Value - £450K



Examples of Product Breakdown 4.

Project Type - Catering and Hospitality College
Project Value - £1.4m

