

**Invitation to Quote for Chef Services  
AHDB Exports Stand  
SIAL Paris 2022  
Paris, France**

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**Tender Deadline:** 29<sup>th</sup> July 2021

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**Show Name:** SIAL Paris

**Show Dates:** 15<sup>th</sup> – 19<sup>th</sup> October 2022

**Show Venue:** Parc des Expositions de Paris-Nord Villepinte

**Event Opening Times:** Saturday to Tuesday: 10:00 – 18:30

Wednesday: 10:00 – 17:00

[SIAL Paris 2022 - Inspire food business 15-19 October](#)

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<b>Hall:</b>	6	<b>Stand Number:</b>	E 214 (350sqm, island stand) F 230 (46.75sqm, 2 open sides)
		<b>Stand Size:</b>	Total 396.75 sqm

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## **1. Introduction**

AHDB Exports are part of AHDB (The Agriculture and Horticulture Development Board) and based in Warwickshire, England.

We are a non-departmental Government public body working to promote British Pork and English Beef and Lamb both at home and abroad.

As part of that promotion, we are attending SIAL Paris, which is the main food and drink show in France, on a 396.75 sqm space, split across two stands within proximity (layout below).

We require a first-class complex catering operation to provide sophisticated sampling plates to showcase the quality of British meat, provide bar and coffee facilities and a team of server staff to ensure that this important show in our events calendar is a success.

Food sampling will be served directly to our stand co-exhibitor booths (x12) during networking meetings, to help promote quality of British meat.

Hot & cold beverages should also be available throughout the event.

The stand will provide a fully operational professional kitchen space in the middle of our space with water supplied and 24-hour electrics to refrigeration units. The kitchen equipment requirements will be identified with the successful supplier.

The cleaning area will also include work surfaces, dishwasher, sinks, shelves and tall chillers for storage of products and ingredients.

Accompanying this will be a bar/serving area where we will offer draught beer, tea & coffee and cold drinks to our visitors/co-exhibitors. Supplies, delivery, and maintenance for this will be arranged by the successful supplier (itemised elements listed in section 4 below).

All considerations for you and your team against any Covid-19 restrictions will need to be identified and put in place where necessary.

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## **2. Objectives of the catering operation at SIAL Paris**

The main objectives of the catering service on the AHDB stand is to:

- Provide a vital large scale sophisticated catering operation in hosting 12 exporting companies (on stand booths) at various times across the exhibition duration serving circa 4000 visitors
- To showcase the quality of British meat with high quality samples serving an estimated 4000 sample meals, with the ability to serve more if required
- Provide two menus of beef, lamb and pork dishes to be served on alternate days (suggested menu with meat cuts and dishes below)
- Provide garnishes/sides for all meals except for meat which AHDB will supply
- Provide services of bar and coffee facility and provide all bar supplies including drinks, glasses, and coffee machine
- A team of staff on hand to offer first class hospitality services
- Cleaning and maintenance of the kitchen and service areas
- Take delivery of and store our meat so that it can be prepared prior to the event

**\*\*AHDB will supply the meat product only, all other accompanying garnishes/sauces/food will be produced and delivered by the successful supplier.**

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## **3. Kitchen operational requirements**

A large-scale catering operation must be in place to provide:

- A smooth professional operational kitchen with management of all required staff.
- Ability to receive meat delivery prior to the event to prepare meals for approx. 4000 samples
- Ability to prepare product sous vide style prior to the event days
- Delivery and transport of food and staff to our stand
- Provision of all required tableware and cutlery

- Approximately 4000 servings using sophisticated sampling plates to promote the quality of British meat
- Work with the stand builder prior to the event to ensure that the kitchen is a functional kitchen space (a budget for kitchen equipment is allocated via the stand builder)
- Work with the AHDB team to develop full menus and dishes

Suggested menu meat cuts and dishes for the event. Please Note: This may change slightly, and this will be discussed with the successful supplier.

**Saturday 15th / Monday 17<sup>th</sup> / Tuesday 18<sup>th</sup> October 2022**

**Beef Dish:** Flat iron steak, Chimichurri, Rocket salad with parmesan shaving  
**Meat Cut:** Feather – split and fully trimmed (Infraspinus)

**Lamb Dish:** Pink roasted saddle of lamb, dried fruits, bulgur, shiitake, coriander  
**Meat Cut:** Short Saddle – de-boned and rolled

**Pork Dish:** Slow cooked pork Derby pave, Gochujang, sliced radish, bean sprouts, Chinese cabbage  
**Meat Cut:** Derby Pave – collar

**Sunday 16<sup>th</sup> October 2022**

**Beef Dish:** Roast sirloin of beef, horseradish mash potato/ Dauphinoise, mini-Yorkshire pudding, gravy  
**Meat Cut:** Rolled Sirloin or Rib Eye Roll

**Lamb Dish:** Roast lamb shoulder, Dauphinoise, minted peas  
**Meat Cut:** Short Saddle – de-boned and rolled

**Pork Dish:** Slow roast pork collar, crackling, Dauphinoise, apple sauce  
**Meat Cut:** Collar Joint with crackling – boneless

#### **4. Serving/Bar operational requirements**

A fully stocked bar and coffee service to be ran throughout the duration of the show and charged on consumption. Serving around 500 visitors to the co-exhibitor booths on each day, you would need to provide:

- Sourcing a selection of 2 local draught beers
- Provision of local wine
- Provision of tea & coffee for the coffee machine
- Provision of all soft drinks and refreshments
- Arranging all glassware/crockery for this area
- Staff to service, deliver, and maintain this area each day
- Working with the stand builder to ensure all elements are covered

The stand builder will provide the bar space with fridges required, all above and other elements will be provided by the successful supplier.

\*AHDB will provide the British alcohol only, if required.

## 5. Staffing operational requirements

There are a range of staff needs that will need to be organised and managed by the successful supplier, which are listed below.

Saturday:	Barista	9am – 6pm
	Bar	10am – 7pm
	Service 1	10am – 7pm
	Service 2	10am – 6pm
	Service 3	10am – 6pm
	Service 4	10am – 6pm
	Service 5	10am – 6pm
	Cook 1	10am – 6pm
	Cook 2	10am – 6pm
	Kitchen help	10am – 6pm
Sunday:	Barista	9am – 6pm
	Bar	10am – 7pm
	Service 1	10am – 7pm
	Service 2	10am – 6pm
	Service 3	10am – 6pm
	Service 4	10am – 6pm
	Service 5	10am – 6pm
	Cook 1	10am – 6pm
	Cook 2	10am – 6pm
	Kitchen help	10am – 6pm
Monday:	Barista	9am – 6pm
	Bar	10am – 7pm
	Service 1	10am – 7pm
	Service 2	10am – 6pm
	Service 3	10am – 6pm
	Service 4	10am – 6pm
	Service 5	10am – 6pm
	Cook 1	10am – 6pm
	Cook 2	10am – 6pm
	Kitchen help	10am – 6pm
Tuesday:	Barista	9am – 6pm
	Bar	10am – 7pm
	Service 1	10am – 7pm
	Service 2	10am – 6pm
	Service 3	10am – 6pm
	Service 4	10am – 6pm

Cook 1	10am – 6pm
Cook 2	10am – 6pm
Kitchen help	10am – 6pm

Wednesday: Barista 10am – 2pm

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## 6. Dates of build, show and breakdown

- Assist with operational requirements of stand build and manage set up of kitchen on Friday 14<sup>th</sup> October.
  - The show dates are 15<sup>th</sup> - 19<sup>th</sup> October and is open to the public between 10am to 6.30pm daily.
  - Assist the dismantling of your key areas of stand on Wednesday 19<sup>th</sup> October at close of show.
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## 7. Quote Process

The contractor shall deliver the whole of the services, complete in all parts and furnished with every necessary detail, notwithstanding any omission or inconsistency in the specification.

The quote should be clearly itemised for all services and provision, stating if any sub-contractors will be used.

Except as otherwise stipulated in the specific conditions of service required, the contract shall remain at the fixed price and rates shall not be revised.

The Stand Manager can order reasonable additions to/reductions from the service specified. These amendments shall be requested in writing and agreed by both parties.

The successful supplier must be able to communicate fluently in both English and French.

Upon being awarded this contract the supplier should be available for a meeting within the first week of awarding to establish key elements for delivery.

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## 8. Evaluation of Quotes

Your quote will be awarded against the below criteria:

### **Price 20% (you must demonstrate value for money)**

Itemised costing of the key areas of the tender for:

- Event management
- Costings per sample portion based on 4000 servings
- Costings per sample portion over 4000 servings
- A menu cost for drinks charged on consumption (breakdown of drinks/refreshments per drink and overall estimated cost to deliver for the event)
- Costings for supply of any equipment
- Costings for staffing
- Cost of transport

### **Ability to complete all criteria 60%**

- Delivery of kitchen / serving / bar / hospitality & all equipment elements above
- Outline of staff numbers and roles
- Ability to meet event timelines, build up, delivery, and breakdown
- Description of how you will meet the Covid-19 restrictions
- Note any parts that you are unable to deliver
- Ability to deliver the outlined suggested menu above, with any possible alternatives for consideration

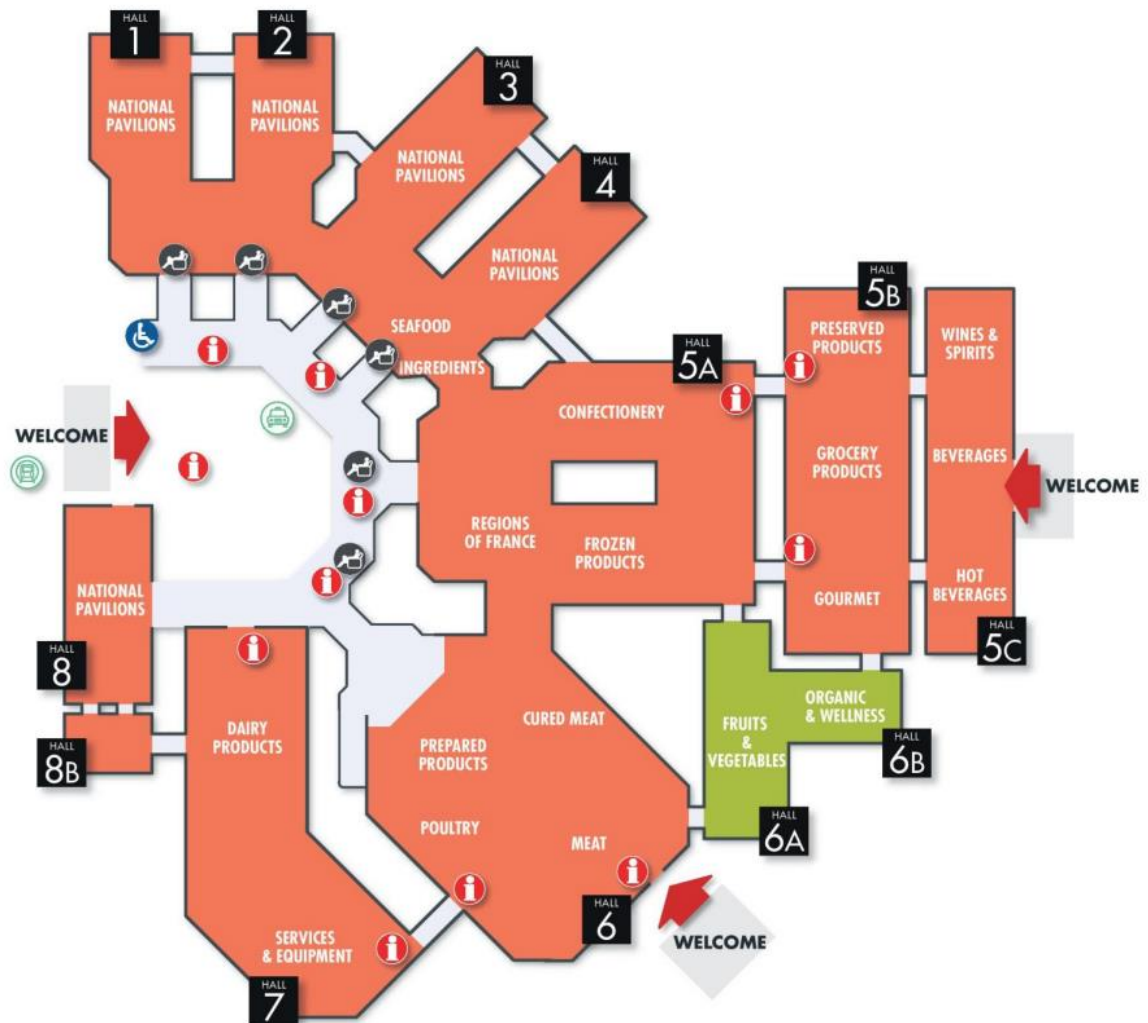
### **Experience 20%**

- Background of catering operation and any other events attended at this scale
- Examples of previous activity carried out of similar nature for all areas, with reference images

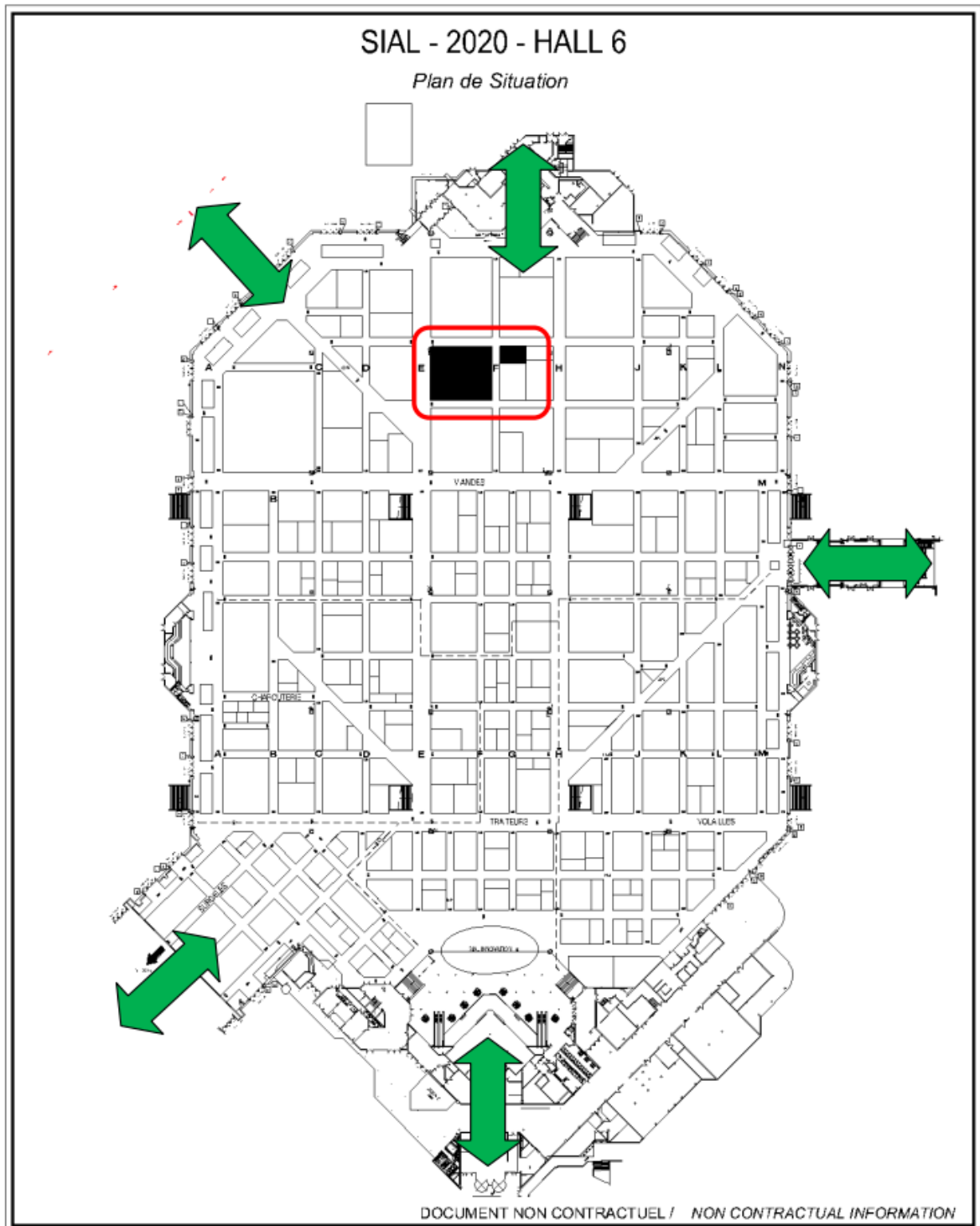
The overall cost for all inclusions should not exceed £40,000 GBP.

Please email your catering proposal to [Hayley.Hanson@ahdb.org.uk](mailto:Hayley.Hanson@ahdb.org.uk) by Friday 29 July 2022.

## Reference Information

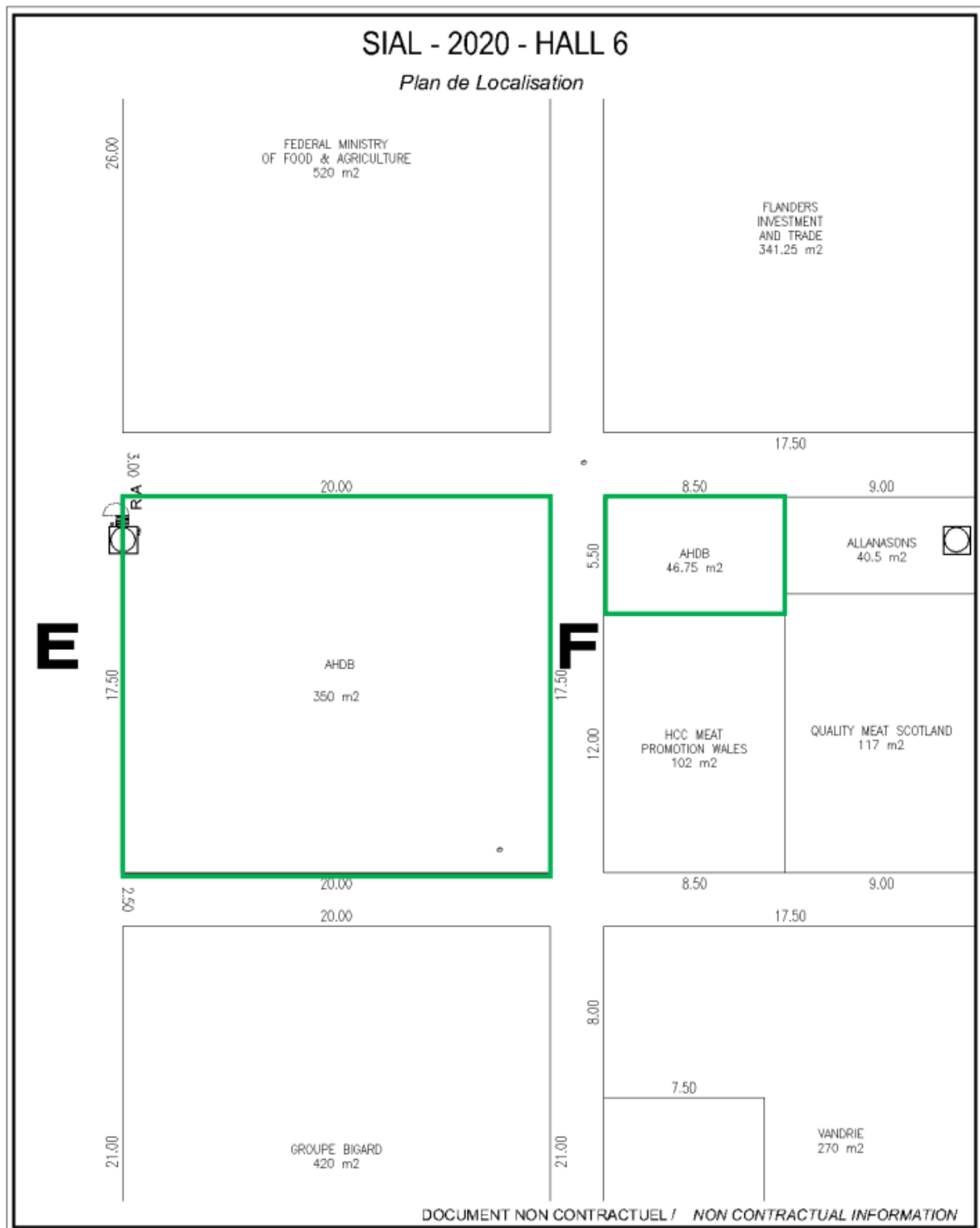


### a. Venue Layout



**b. Hall Layout 1**





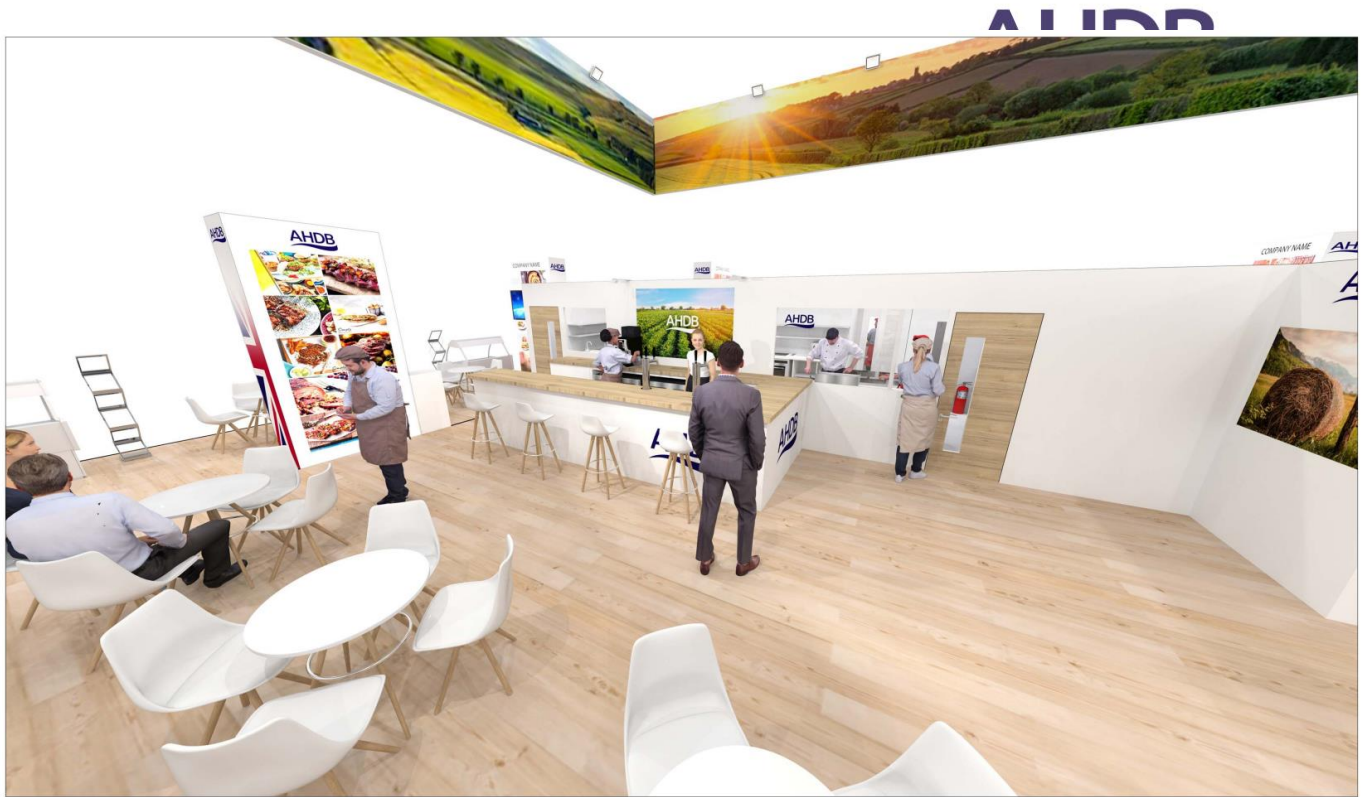
**c. Hall Layout 2**



**d. Stand Visual 1**



**e. Stand Visual 2**



f. Stand Visual 3

