

Discovery signs contract with Maindec

Discovery Foods, one of the leading Mexican food producers in the UK, has signed a two-year contract with IT Services and Solutions provider Maindec to deploy 24/7 maintenance support. The contract, covering sites in Daventry and Milton Keynes, provides Discovery Foods with a cost-effective, out-of-warranty support solution for its Dell Power Edge servers and Power Vault storage systems.

Owned by the Santa Maria Food Group, Discovery Foods uses authentic Mexican flavours and spices to deliver a versatile range of ingredients and products for professional and amateur cooks. Prior to working with Maindec, Discovery Foods had been unhappy with the support it was receiving from its IT maintenance provider.

As Dave Thompson, Group IT Manager at Discovery Foods, explains, "Whilst our previous support contract was sufficient in meeting our requirements, we didn't feel that we were getting much in terms of value for money."

Thompson adds, "In contrast, Maindec have a proven history of providing IT support services to companies in the food and drink sector and they are able to offer us competitive pricing, highly experienced industry professionals and proactive account management. We now have on-site support, four-hour response and the reassurance of a qualified member of staff on the end of the phone 24/7 which gives us real peace of mind that our IT systems are being looked after by market experts."

Rather than investing in costly and unnecessary hardware upgrades, Discovery Foods has been keen to keep the current IT infrastructure fully operational. Thompson comments, "The advantage of working with Maindec is the ability to extend our contract to cover any hardware we procure over the next year. Such inherent flexibility not only aids the smooth running of day-to-day business but also provides us with a cost-effective solution to out of warranty support."

Contact **Maindec** on tel 01628 810977 or visit www.maindec.com

lunch! nominated for Best Trade Show

lunch! - the UK's premier trade event for the out of home food and drink industry is hoping its winning streak continues into 2012 after picking up a prestigious Best Trade Show nomination for this year's annual Exhibition News awards.

Since its launch in 2008, lunch!, which is organised by Brighton-based Diversified Business Communications UK, has enjoyed growing industry prominence and support. 2011 was a record-breaking year for the event, culminating in a 41% increase in total attendance, an 87% rise in international visitors, 42% more exhibitors, plus a best UK trade show award from the Association of Event Organisers (AEO) for the second consecutive time. Whilst 2012 has already heralded the prospective announcement of a sold out 5th anniversary show, with just a handful of stands still remaining seven months out from opening day.

Chris Brazier, lunch!'s event manager, is delighted with the nomination: "One of lunch!'s real strengths has always been its niche, boutique appeal, so for it to be shortlisted amongst such established - and much bigger - shows really is an enormous achievement for the team at Diversified and a real recognition of the impact that lunch!'s made within the industry in just a few years."

The Exhibition News awards, which recognise talent and achievement across the exhibition industry, will take place at Olympia, London, on Thursday 29 March. lunch! will take place at the Business Design Centre, Islington, London, on 20-21 September 2012.

Contact **Diversified UK** on tel 01273 645123 or visit www.lunchshow.co.uk



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Ingot celebrates landmark anniversary

Suffolk firm heralds continued growth and success in its 25th anniversary year.

Ingot Services have been providing specialist cleaning services for commercial kitchens since 1987 and has grown from strength to strength over 25 years in business.

Thanks to Alan Maynard, Managing Director and the driving force behind the Ingot team, the company has thrived in recent years, winning new contracts throughout the UK and enjoying unprecedented growth.

Ingot's workforce has grown from just one employee to 20 in the 13 years since Alan's arrival and the once modest annual turnover is now in the millions.

Alan explains: "We provide an essential service to a range of businesses nationwide. Our reputation, service and standard of

cleaning means that clients can depend on us for the ultimate deep clean particularly for air extraction units, often an unknown and hidden fire risk."

"Increased standards in Health and Safety procedures along with revised fire prevention regulations mean that business owners and managers cannot ignore the potential risks of an unclean kitchen or greasy air ducts, particularly as most insurance companies now require certified proof of cleaning to support any claims should the worst happen," continues Alan.

As well as steering a successful business Alan

is always keen to support the community in terms of Ingot's employment strategy and through his involvement in local sport and youth projects.

2012 is set to be an even busier year for Ingot with more major franchise contracts in the pipeline along with new local projects.

"Ingot really has some exciting times ahead and all of us here are proud to be flying the flag for successful independent businesses at a time when the climate is tough for most. We feel our example can offer inspiration and hope to others," concludes Alan.

Contact **Ingot Services** on tel 01473 833480 or visit www.ingotservices.co.uk