

You Want to Cook Where?

**Bill Caruso, FFCSI (PP),
Chair, FCSI The Americas
Scott Heim, Evo, Inc.
Saturday, April 21 – 1:30-2:30 p.m.**



Introduction



William J. Caruso, FFCSI, ISHC
Founding Partner
WC & Partners, Inc.

Bill's expertise is sought after by trendsetters in the hospitality industry and he has left his footprint on many iconic properties globally.



Scott H. Heim
President & CEO
Evo, Inc.

Designing and manufacturing cooktops and griddles since 2001. Evo awards:

- 2018 Kitchen Innovation Award for MultiZone™ Plancha
- 2015 Kitchen Innovation Award for EVent® Ventless Griddle
- Best New Product in Kitchen Design by 2015 HX: The Hotel Experience

You Want to Cook Where?

- 1) Limited Space, Ventilation Issues**
- 2) Reduce Expensive Buildout Costs**
- 3) Design Flexibility**
- 4) Compliance Resolved, Permits Secured**
- 5) Buy It & Move It (Portability)**



Overview

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Intros

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**Historical
Perspective
& Problems**

3

**Limited Spaces
Requires Ventless
Equipment**

4

**Ventless
Flexibility**

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**Improving Meal
Experience &
Access**

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**Factors to
Consider**

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Summary

Historical Perspective

- **Large Public Assembly Buildings**
- **Older Buildings**
 - **where structure doesn't allow for added venting**
- **Small Spaces**
 - **limited budgets, no exhaust capability**

Historical Perspective

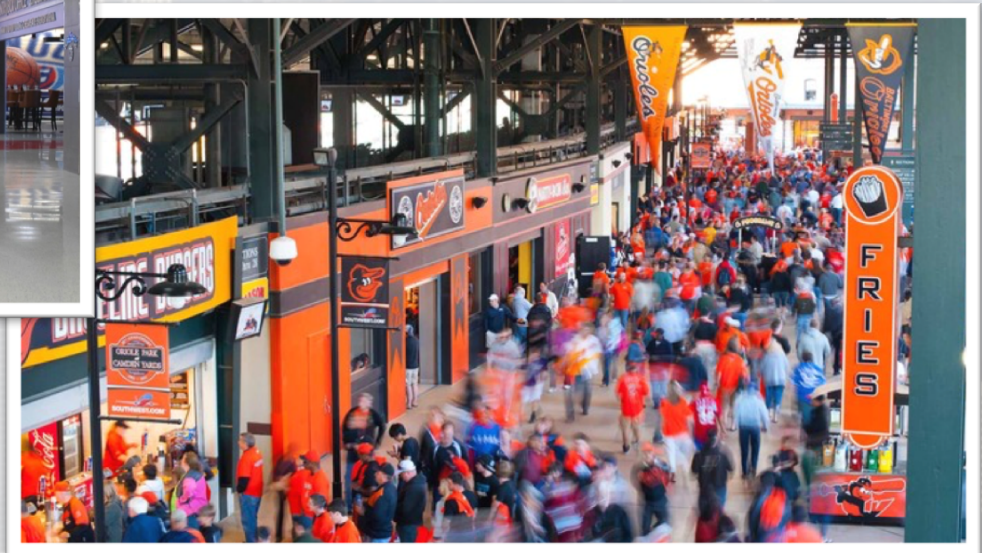
Specific Examples

Stadiums and Arenas

- **Need to maximize POS ratios**
- **Need to increase per caps**
- **Need to improve ROI and IRR**

Historical Perspective

Stadiums & Arenas



Historical Perspective

Problems



Historical Perspective

Problems



➤ **New Installation at Little Caesar's Arena – Detroit, Michigan**

Historical Perspective

Older Buildings – Ventilation Problem



➤ **20th Street Station - Philadelphia**

Historical Perspective

Problems!

In this case analysis:

- **No ability to increase exhaust capability – maxed out**
- **Extensive, local food/beverage operations with long term leases**
- **Need to expand menus & increase per caps**



Historical Perspective

Problems!

Small Spaces

- **Small restaurants and unique spaces – many examples of these**
- **Costly MEP issues – either limited or no exhaust capabilities for a variety of reasons**



Historical Perspective

Problems!



Limited Space



- **Intelligent redesign & equipment reconsiderations**
- **Reduces size of kitchens**
- **“Essential to do a hard-nosed analysis of the mix of product, labor and equipment.”**
- **Concentrate on traffic flow, patterns between workers and equipment**

Juan Martinez, PhD, PE, FCSI
Profitability

Limited Space



- **Smaller kitchens require equipment to do more than one task**
- **The Combi Oven functionality & improvements helps accommodate smaller kitchens**
- **Non-traditional locations have tighter spaces & more constraints**
 - **Corporate Kitchens**
 - **Stadiums & Arenas**
 - **Colleges & Universities**

Ventless "Your Solution"

Recirculating ventilation systems are ideal for open kitchens

➤ **New Construction**

- **No need for external ducting**
- **Not constrained by external systems**
- **Improved site lines**

➤ **Remodels & Menu Refreshes**

- **Improve production through-put**
- **Free up valuable hood space**
- **Add capacity**



Ventless "Pockets of Revenue"

➤ **Opens up new possibilities in commercial kitchen design in tight spaces & non-traditional sites:**

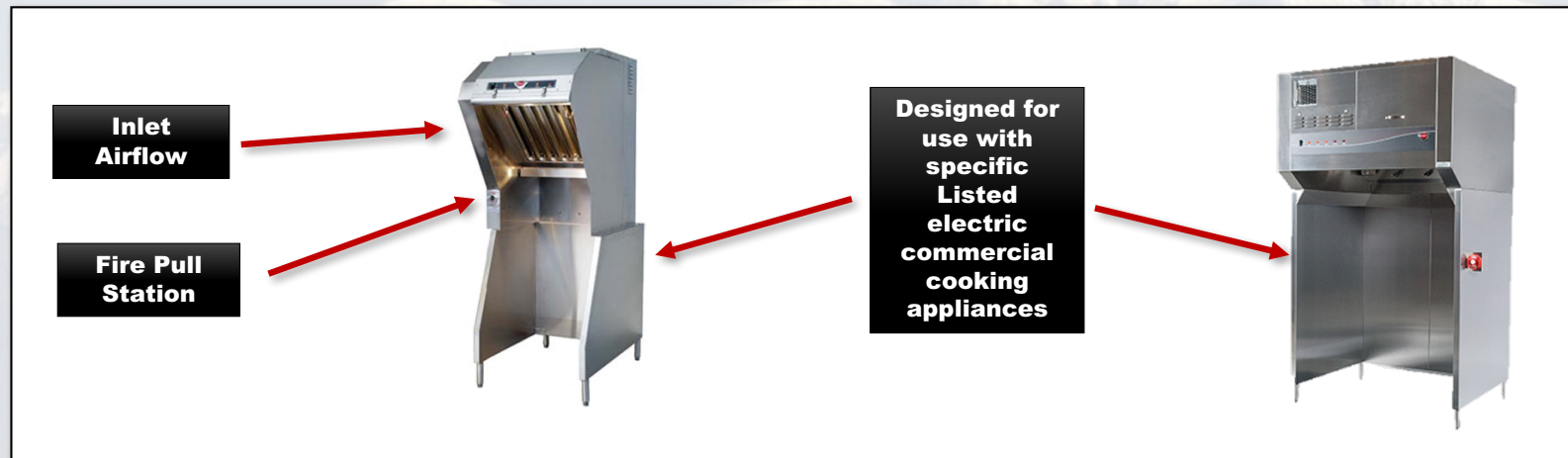
- **Historic Buildings**
- **Stadiums & Arenas**
- **Convention Centers**
- **Concourses & Airports**
- **Shopping Malls**

➤ **Ventless options are now available for:**

- **Griddles**
- **Ranges**
- **Convection Ovens**
- **Fryers**
- **Steamers**



Ventless Equipment



- **Enclosed systems are ducted from a back plane or directly over cooking appliances**
- **Stationary freestanding units**
- **Used over ovens, fryers, griddles & electric induction hobs**
- **Fire suppression is integral & fire pull station mounted on the cabinet**

Ventless Flexibility



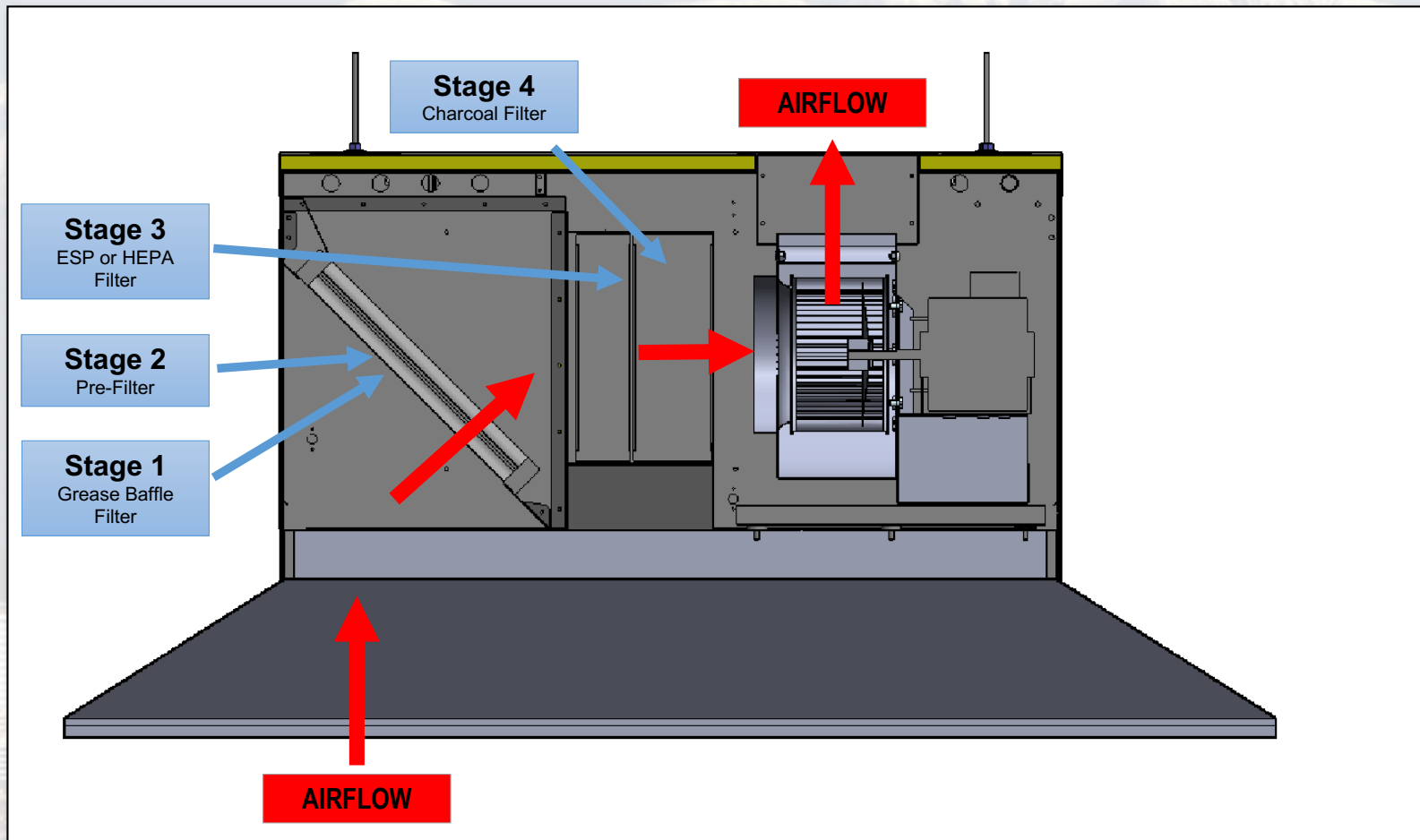
- **Transparent viewing plenum**
- **Connected back-plane inlet aperture is ducted to an integral recirculating ventilation system**
- **Turnkey manufacturer specific induction hobs**
- **Semi-portable**

Ventless Flexibility



- **Turnkey system with open griddle cooking platform**
- **Inlet air aperture connected to a duct enclosure (integral recirculating ventilation system)**
- **Chassis dimensions are 59" to 65" and cooking griddle dimensions are 35" to 48"**
- **Semi-portable and electric only**
- **Fire suppression system**

Ventless Flexibility



Ventless Flexibility

Baking (450°F)

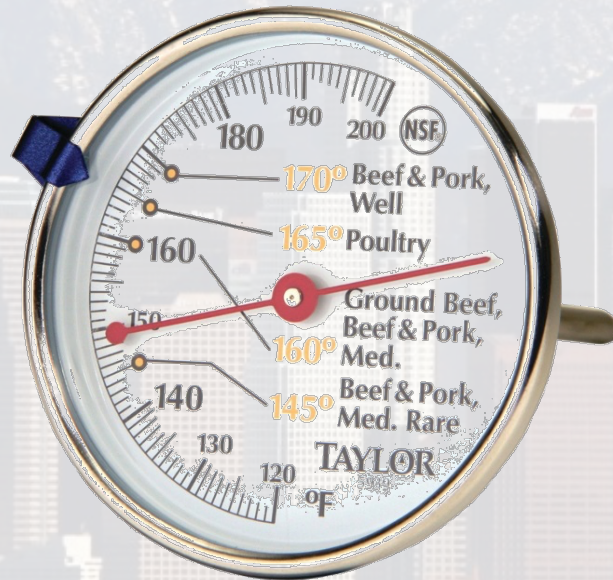
Braising Pan/Skillet (450°F)

Deep Frying (400°F)

Gentle Frying (400°F)

Flattop Grilling (475°F)

Hibachi (475°F)



Pan Frying (400°F)

Roasting (450°F)

Sautéing (450°F)

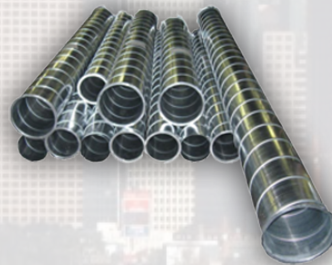
Searing (475°F)

Stir Frying (475°F)

Ventless Flexibility

Eliminates:

- **Traditional overhead ventilation costs**
- **Multiple duct turns to avoid structure**
- **Installing additional grease cleanouts**
- **Maintenance & operational costs**



Improving the Meal Experience

- **One third of restaurant operators project 2018 sales will be flat**
- **Convenience and Customization are Important Growth Drivers**
 - **Offering What Millennials Want**
 - **Faster Service**



Carbonara, Joseph., "Steady As The Foodservice Industry Grows."
Food Service Equipment & Supplies, September 2017, pp. 28-34.

Improving the Meal Experience

Create revenue in “dead spaces”

- **Limited Menu**
- **Light Staffing**

Cooking in front of customer

- **Pocket of revenue**
- **Reinforces freshness and customization**



Improving the Meal Experience

- **Restaurants seeking:**
 - **Operational Improvements**
 - **Consistent Food Quality**
- **Customer wants customizable, fresh-made meals**
- **Open kitchens allows for chef interaction**



Improving the Meal Experience

- **Removing barrier between the chef and customers improves dining experience**
- **The sights, aromas and sounds of live action cooking works up an appetite**
- **Don't hide the star of the show—your food!**



Improving the Meal Experience

- **TV cooking shows & competitions increase fascination to engage with the chef**
- **Millennials are using social media to document *what* they're eating AND to decide *where* to eat too**
- **Baby Boomers are exposing kids & grandkids to exotic, global cuisines**



Factors to Consider

- **Compliance is a lingering issue...NO PROBLEM!**
- **All national approvals are secured**
- **Local Fire Department requirements have been addressed**



Factors to Consider



UL Listed 710B

Representative samples of the product have been tested and determined to meet the requirements for nationally recognized Standards for Safety.



NSF ANSI-4

Commercial cooking, rethermalization and powered hot food holding and transport equipment.



UL EPH NSF/ANSI-4

The UL Environmental and Public Health (EPH) Mark for evaluated to sanitation standards for food service equipment. UL is accredited by the American National Standards Institute (ANSI) to certify NSF standards for food equipment.



NFPA 96

Standard for Ventilation Control and Fire Protection of Commercial Cooking Operations providing preventive and operative fire safety requirements intended to reduce the potential fire hazard of both public and private commercial cooking operations.

Summary

Few If Any Downside Impacts!

- **Traditional MEP venting costs vs “portable” solution – high costs can be lowered**
- **Limitations on length of vented area in question – no longer exist**
- **Initial capital cost of equipment that must be “engineered to fit” hood systems – no longer is a problem**

Summary

Major Upside Opportunities

- **More POS stations can be easily planned**
- **Expand scope and breadth of menus**
- **Increase per cap 30%+ - w/ cooking**
- **Use in non-traditional spaces**
- **More revenues, minimize labor costs + increased net operating profits + gains unrealized ROI's**
- **Ability to add more units w/ expanded menus into non revenue spaces, i.e. retail centers**

Summary



Tight Spaces

Design
Creativity isn't limited.



Efficient

POS ratios
Duct Cost Gone
Savings



Location

Conventional
ventilation
systems restrict
choice.



Equipment Innovations

"One of the
most exciting
developments"



Compliance

UL Testing &
fire department
approvals are
resolved.



Ventless

Proven
technology. No
smoke, no
grease and no
fire hazard.

SURVEY

We ask that you all please take a minute and fill out the survey related to this session.

You will find the survey on the app, under this given session.

Thank you for your participation!

