

# A New Standard in Equipment Purchasing

*The total cost of foodservice equipment can have enormous impact on a project's feasibility and total cost.*

**Obviously, competitive bidding on equipment is critical in obtaining fair market pricing;** however, the value-added services of Clevenger Frable LaVallee, Inc. go well beyond conventional bidding techniques.

In fact, **we create a new standard for effective purchasing management of foodservice equipment.** As a result, our clients' total savings often exceed the amount of our fees.

During the design phase, **we work diligently according to textbook principles of foodservice design.** Principles within our scope of work, such as effective space utilization and selection of cost-justifiable systems and equipment, have the greatest cost impact.

**Considerable effort is expended in achieving the best design solution and defining the appropriate equipment package.** Our drawings and specification documentation, which ranks high in ensuring cost-effectiveness, is normally distributed for soliciting competitive bids. This measure of control over the bidding process is critical in controlling a project's total cost.

But we don't stop there. We help buy a project's equipment as if it were our money being spent. Here's what that means to an owner.

On larger projects that include subcontracts to a Foodservice Equipment Contractor (for refrigeration, etc.), **we develop separate prime bidding documents to avoid additional levels of markup.**

Where appropriate, **we recommend purchasing equipment directly from the manufacturer,** with a turnkey installation arrangement when possible. In this scenario, which eliminates dealer markup, competitive manufacturers are specified to assure "best pricing."

**All of our engineered system specifications** (for walk-ins, utility distribution systems, exhaust hoods, etc.) **require bidders to submit mandatory alternate pricing from two additional manufacturers,** whom *we* list as "equal." This means that each bidder's proposal must include pricing from three manufacturers.

**Equipment is specified on the basis of function and price,** not because of a relationship we may have with a manufacturer. A number of manufacturer's representatives have admitted they

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## A New Standard in **Equipment Purchasing**

don't provide us with leads because their equipment lines may not be specified on those projects.

**Selecting Clevenger Frable LaVallee, Inc. assures that you have a full range of manufacturers to choose from.** A professional cost consultant recently asked for a pre-construction itemized cost estimate for foodservice equipment on a project designed by one of our competitors. It turns out that *every* piece of equipment was selected from lines represented by *one* manufacturer's representative.

*Although this project was to be competitively bid, no mandatory alternate pricing requirements were in place for individual equipment items. Thus, the manufacturer's representative **controlled** the total cost of the equipment package; every bidder had to obtain item pricing from them.*

A number of qualified Foodservice Equipment Contractors in the New York metropolitan area are regularly invited to bid on our projects, and regularly decline. Why? Because they have to sharpen their pencil and then be held to a high standard of performance.

Once the scope of a project is defined, **we work diligently to achieve an owner's objectives in terms of cost and quality.** These elements require balance if the project is to satisfy the initial capital

budget and provide desired longevity. Clevenger Frable LaVallee, Inc. acknowledges the importance of bidders being able to suggest alternates and substitutions of equipment. You may not know it, but **the consultant you choose may limit the extent to which alternates and substitutions are accepted.** Equipment substitutions, if approved prior to contract award, can often add value to a project by reducing its cost.

**We have designed any number of projects whose scope has been scaled down at inception out of cost concern.** Once the savings – in terms of initial capital outlay and recurring operational costs – become apparent, authorization is then given to proceed with a broader scope of work.

*By holding to these standards, Clevenger Frable LaVallee, Inc. can help you exert greater control over foodservice equipment purchasing, and achieve a measure of savings that can more than offset our fees.*