

Module Title: MENU PLANNING AND COSTING

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**Lecture 7 : Food Service Equipment Analysis**

- Every foodservice operator needs the proper equipment to produce the food items listed on the menu.
- This lecture establishes guidelines for selecting and purchasing the most appropriate and practical equipment.

# Objectives

- At the end of this lecture, learners will be able:
  - ❑ To provide guidelines on how to purchase the most appropriate foodservice equipment for a particular operation
  - ❑ To demonstrate how to complete a foodservice equipment analysis

# Guidelines for Selecting Equipment

- To stay within a **budget**, it is essential that foodservice operators are knowledgeable about **the types and the volume** of equipment that should be purchased.
- The following are guidelines to purchasing equipment:

# 1. Justifying the Purchase of Equipment: If You Don't Need It, Don't Buy It!

- After purchasing equipment, foodservice operators often find that, they **have little or no use for it.**
- How does one justify the purchase of equipment?
- Foodservice operators need to complete a foodservice equipment analysis before buying equipment.

- The purpose of the foodservice equipment analysis is to establish the type of equipment and the volume of equipment needed **to produce the food products on the menu.**
- Many foodservice operators rely totally on sales representatives to establish the type of equipment needed to produce the items on the menu.

- This dependence is weak, because sales representatives do not have a knowledge of the entire foodservice operation.
- Most foodservice equipment sales representatives do a good job recommending the type and number of pieces of equipment that are needed.

## 2. When to Purchase New Equipment

- The foodservice operator should purchase new equipment when laws and building codes require the purchase and/or if customers will be viewing the equipment.
- Budget and the image the foodservice operation wishes to portray will play a role in decision making as well.

- New equipment is used primarily in the front of the foodservice operation.
- To save money, consider purchasing **used equipment**.
- The best place to purchase used equipment is at a **liquidation auction**

- To be successful at purchasing liquidated equipment, the foodservice operator should not be in a rush to furnish the operation.
- It takes time, energy, money, patience, and knowledge about the needed equipment

- The foodservice operator should contact the nearest auction house or look in the newspaper to find out when an auction is being held.
- It is always important to preview equipment to see if it operates.
- If it is damaged, is it repairable?

- Another important factor for the foodservice operation to establish is **the amount of money he or she is willing to pay for each piece of equipment** before the auction starts in order not to go over budget during the bidding process.

### 3. Renting versus Leasing Foodservice Equipment

- The term **leasing** means renting with an option to purchase the equipment.
- When renting equipment, there is no option to purchase the equipment.
- The main reasons for renting and/or leasing equipment follows:

- ✓ If something goes wrong with the equipment, the foodservice operator does not have to pay for the service call.
- ✓ If the equipment breaks while in operation, the foodservice operator need not pay for the parts needed for repair.

- ✓ When a foodservice operation leases equipment, less operating capital is needed to open the foodservice operation.

- ✓ 80 percent of people starting in the foodservice business fail during the first year.
- ✓ If this happens, it is better for the foodservice operator not to own the equipment, because he or she will not be able to retain the total value or return on investment.
- ✓ People who lease or rent equipment do not hold the title of ownership to that equipment; if the business fails their loss is not as great.

## 4. Equipment Design Considerations

- Foodservice operators always should purchase equipment that reflects the image they wish to portray. As mentioned, an investment in new equipment is prudent for **machinery that is visible to customers.**
- Equipment that is hidden should be operationally **sound but need not be new.**

# 5. Purchasing Automated Equipment

- **Time is money!** Foodservice operators should purchase equipment that is efficient in performing the task to save time and money.
- Automatic devices, such as a **timer on a Frialator**, allow the fry cook to cook while performing other tasks.

## 6. Selecting Self-Cleaning or Easily Cleaned Equipment

- **Self-cleaning equipment** saves energy and time.
- Easy-to-clean equipment, such as **stainless steel tables, countertops, and shelves**, are also assets.

# 7. Warranty versus Guarantee

- A warranty and a guarantee both protect an investment for a certain period of time.
- A warranty is issued by **the manufacturer** and typically protects the **major “heart” component(s)** of the equipment for up to five years.

- **Compressors, walk-in freezers, or coolers** are excellent examples of equipment that usually carries warranties.
- If the compressor fails to operate under normal conditions, **the warranty allows the owner to have it serviced or replaced without charge.**

- **A guarantee is issued through the dealership where the equipment is purchased.**
- It covers a time period of **30 days to two years**, depending on the type of equipment.
- It protects the small parts of a piece of equipment.

- For example, if **the door handle to a walk-in freezer or cooler falls off due to normal use**, the owner can have it serviced without charge.

## 8. Selecting Standard Equipment and Building Specialized Equipment

- Whenever possible, standard equipment should be selected.
- **Standard equipment** is equipment that has an established **criterion** in the foodservice industry.
- It is purchased from a company with a good reputation, is readily available, and does not cost a lot of money to replace.

- **Specialized equipment** is designed and built to the foodservice operator's specifications.
- The equipment is designed to do a particular task in a food service operation.
- It is usually more costly to obtain and repair.

# Sample list of foodservice equipment

LORMAN



Induction Multi Zone Cooking



Induction Deep Fryer



Commercial Induction Coffee &  
Tea Kettle



Induction Jalebi kadai with  
chashni



Commercial Induction Rice  
Boiler



Induction Live Counter Table  
Top



Induction Bulk Cooking



induction idli steamer



Continuous roaster



Commercial Induction Coffee &  
Tea Kettle test



Induction Batch Fryer



Induction Batch Roaster



**Glassware**



**Dinner Plate**



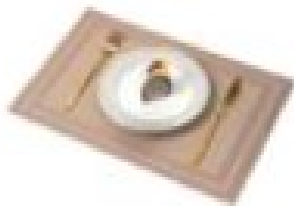
**Pasta Plate**



**Golden Cutlery**



**Flatware**



**Table Mat**



**Vacuum Jug**



**GN Pan**



**Sauce Pan**



**Chopping Board**



**Bar Glassware**



**Cocktail Set**



**Condiment holder**



**Glass Rimmer**



**Tissue box**



**Bar Rubber Rail**



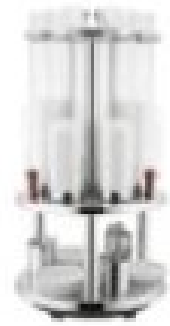
**Chaffing Dish**



**Soup Warmer**



**Coffee Brewer**



**Cup Rack**



**Bread Container**



**Conveyor Toaster**



**Cereal Dispenser**



**Fruit Display**



**Brushing machine**



**Vacuum cleaner**



**Janitorial cart**



**Recycle bin**



**Housekeeping trolley**



**Linen trolley**



**Wringer**



**Cleaning in progress**

# References

[1] Paul J. McVety et al (2009), Fundamentals of Menu Planning, p183 – p195

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[2] SKAGEN, RAVINTOLA (2019), Menu planning and costing

[https://www.theseus.fi/bitstream/10024/267034/2/Venalainen\\_Kristiina.pdf](https://www.theseus.fi/bitstream/10024/267034/2/Venalainen_Kristiina.pdf)

End of Lecture 7

Next lecture : Managing Revenue and Expense

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Thank you!