



Falcon Foodservice Equipment



The UK's Number One



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Why Falcon?

Market leading

Falcon Foodservice Equipment is the UK's leading manufacturer of high quality cooking equipment. We've been in business for almost 200 years, providing the catering industry with a comprehensive range of reliable, innovative and efficient products, all made to the highest quality standards in our modern manufacturing plant located in Central Scotland.

Your partner

Falcon is more than just a manufacturer and supplier of equipment. Buying from us is just the start of the experience. Award-winning customer service, responsive technical support and a team of highly knowledgeable and dedicated sales professionals are available to provide information that will enable you to make the right choice for your business.

Our development chef is on hand to offer advice on anything from getting the most from your equipment to menu choices and recipes. We also provide hands-on demonstrations and in-kitchen training to assist catering staff in using the equipment efficiently and effectively to provide consistently great food.



A Long History of Manufacturing Excellence



1819

Began life as the Falkirk Iron Co. iron foundry in Falkirk, Central Scotland.

1929

Joined with other UK foundries to become Allied Ironfounders Ltd.

1979

Relocated a few miles along the road to Larbert.

FALCON 350



1983

Falcon 350 compact series is launched.

Glynwed

1969

Allied Ironfounders taken over by Glynwed Foundries.
Falkirk Iron Co. becomes independent manufacturing unit and resurrects Falcon name and logo.
Becomes 1st UK catering company to achieve ISO 9001 for quality management.



1860

Began to manufacture large coal-fired cooking ranges. Other products being produced included engine parts, post-boxes and gutters.

1980

Chieftain heavy duty range is launched.

CHIEFTAIN



DOMINATOR

1990

Dominator medium duty product range introduced.



1991

Pro-Lite light duty portfolio introduced.



What do **Queen Victoria** and **Falcon Foodservice Equipment** have in common? They were both **born in 1819** and went on to do great things in the UK. Queen Victoria's career is well documented but here is a brief overview of some of the **highlights in our history** so far...

2001

Glynwed changed its name to the Aga Foodservice Group.



FOODSERVICE GROUP

2007

Induction range launched.

The Ali Group SpA purchased Aga's foodservice business, of which Falcon is an integral part.



DOMINATOR PLUS

2011

Dominator Plus range of equipment launched.



2013

Launched new website.



2004

Moved to current location in Stirling.
Launched the Infinity fryer.



2008

Environmental initiative Greenlogic launched following achievement of ISO 14001 accreditation.



2012

Invested \$800,000 in new laser cutting technology.



2014

Invested in state-of-the-art panel bending machinery.

Falcon combination oven series introduced.



Falcon Combination Ovens

Fantastic Facilities - Modern Manufacturing Base

Don't let the beautiful scenery and magnificent views from our Stirling headquarters lead you to thinking that things happen at a serene pace – inside the building there is always a lot going on.

Modern Manufacturing Base

Our flexibility is one of our greatest strengths.

Our modern factory and experienced, highly skilled workforce enable us to react quickly to customer demand by quickly and easily reallocating tasks and priorities as and when required.

We have invested significantly in state-of-the-art equipment for our factory, allowing us to manufacture products at a much faster pace. Over the years we've looked to new technology and automation to increase productivity and a recent example of this investment is the purchase of a 4kW Amada F1 laser (*see sidebar for more details*).

A benefit of such automation is that it frees up people to carry out other roles within the factory. Our dedicated and dependable team of factory personnel have extensive experience, making it easy for them to adapt to different tasks. Each person takes a pride in their work, ensuring that Falcon products are manufactured to the highest possible standards.

Amada F1 laser

Cost: \$800,000

Installed: 2012

Benefits: features an automatic nozzle changer, linked to a fully automated loading and unloading tower allowing the whole system to run continuously without the need for an operator. Means there is always steel being cut and ready to be folded.



Fantastic Facilities - Development Kitchen

Falcon products are designed with chefs in mind.

Our development chef puts every new product through a rigorous testing procedure to ensure it will work in the real world, not just in a design package or the laboratory. Every aspect of each product is rated, from speed and evenness of cooking, ease of cleaning and maintenance to positioning of handles and noise levels.



The development kitchen is an integral part of our operation, providing the perfect platform for hands-on demonstrations of individual products or even whole cooklines. Customers are able to see first-hand the many benefits of Falcon products, and they can even try the equipment themselves.

The 12 methods of cooking food:

- Stewing
- Steaming
- Poaching
- Boiling
- Braising
- Baking
- Roasting
- Pot Roasting
- Deep Frying
- Shallow Frying
- Grilling from above
- Grilling from below



Fantastic Facilities - Centre of Technical Excellence

New Product Development is a cornerstone of our business.

Based in our Centre of Technical Excellence, the team works closely with sales and marketing to produce new and innovative products that meet the ever-changing needs of our customers.

Our laboratory is the place where all products are tested rigorously to ensure they meet the appropriate safety standards and legislation.

Laboratory staff are active members of leading industry technical groups, ensuring we are always aware of the changing legislative environment. Whether it be discussing the Energy Usage Product Directive or the latest hygiene standards, you can be assured that we know about it.

Within our Centre of Technical Excellence we also life test our products, in tandem with vigorous culinary testing.

The result of all our development, testing and re-testing is a range of robust, reliable products perfect for the demands of any busy kitchen.



Case Study - Introducing Induction

Induction - from concept to customer

Task - Develop a series of induction products to meet the demands of caterers looking for more sustainable and energy efficient products.

Challenges - Induction was a new technology for Falcon; The industry was convinced that induction was unsuitable for commercial catering.

Outcome - The New Product Development team worked closely with a number of external suppliers to source the necessary parts and found the best way to design these into what is now the Dominator Plus E3904i 4-zone boiling top.

Not content with a boiling top, the team then set out to deliver what many before had failed to do - produce an oven range incorporating an induction hob. By utilising the latest technology, combined with some clever thinking and smart design, the E2914i, a 4x5kW hob with 1/1 GN compatible fan-assisted convection oven was launched.

World-renowned culinary institution **Le Cordon Bleu** recently installed over 70 induction units in their flagship London school, benefiting from the fast heat up times, energy efficiency (>90% energy goes straight into the pot) and instantly controllable temperature.



Induction Portfolio:

E3900i - wok indent boiling top

E3901i - 2 x 3.5kW zone boiling top

E3902i - 2 x 5kW zone boiling top

E3903i - 4 x 3.5kW zone boiling top

E3904i - 4 x 5kW zone boiling top

E3913i - 4 x 3.5kW zone oven range

E3914i - 4 x 5kW zone oven range

i-Top - single zone countertop model



The Right Equipment For You

Falcon is the perfect partner for all your commercial kitchen needs.

From the busiest of hotels and restaurants, to a staff canteen or school or even the smallest coffee shops, we have products that will benefit your business.

Chieftain Heavy Duty Series - MOD specified and the perfect choice for the busiest of production kitchens and hotels.

Dominator Plus 800 Series - the Number One brand in the UK, ideal for restaurants, hospitals and back of house hotel kitchens.

CHIEFTAIN

DOMINATOR PLUS



Falcon Combination Ovens

FALCON 350

Falcon 350 series – this compact range of medium duty equipment provides the flexibility to make any workspace into a practical and functional kitchen.

Pro-lite – this all electric light duty equipment is compact, versatile and easy to install, meaning your kitchen is operational as soon as the units are unpacked.

Falcon Combination Ovens - a range of standard and compact models that offer many features that make it easy to consistently produce high quality food.

We also supply a number of specialist products, including our **Marine Series**, which contains a wide range of SOLAS approved units, as well as a range of high performance gas and electric fryers and convection ovens.

Don't know what equipment is right for you? That's where our team of experts can help. They will guide you through the process, ensuring that the equipment you choose is appropriate for your business. Contact us for the perfect solution to your catering requirements.



Our People Make the Difference

The most important part of any business is its people – we're no different.

From our management team through to factory personnel, everyone at Falcon is dedicated to providing customers with the best possible products and service.

From manufacturing the perfect six burner oven range to ensuring that you have all the information needed to help you choose the best piece of equipment for your needs, Falcon are here for you.

Our award-winning customer service revolves around putting the client first – making sure you've got exactly what you need, when you need it.



**Falcon Foodservice Equipment -
First for Customer Service**



Responsible Manufacturing

We care about the environment.

Our environmental initiatives shape what we do as a company. Falcon was one of the first equipment manufacturers to be awarded the prestigious certification ISO 14001, the environmental benchmark for quality.



Within the factory we have implemented a number of environmental practices to become a more responsible manufacturer. These include:

- Installing motion sensors within the office ensuring light is only used when required
- Used office paper is shredded and used in our spares packing departments
- Used test cooking oil is converted to biofuel
- All scrap cardboard, plastic, metal and wood is recycled or reprocessed



Our Greenlogic initiative is designed to assist customers select more energy efficient products. It offers practical, easily implementable steps that can help save energy, time and money.

greenlogic

To find out more about Greenlogic, please visit www.greenlogic.info or call our customer services department.

Quality as Standard

Our business revolves around customer satisfaction.

Providing quality products is the basis of everything we do. Falcon products are designed with the end user in mind, rigorously tested by real chefs and quality checked before leaving the factory.

Customer satisfaction is one of the key elements in the ISO 9001 quality standard, something we obtained almost 30 years ago, becoming one of the first catering equipment manufacturers to do so. This quality system covers every aspect of product design, manufacture and testing to ensure the highest possible quality standards are maintained.

At Falcon, customer satisfaction does not start and stop with the product. Knowledgeable, responsive and efficient customer service throughout the buying process and beyond is just as important. Our award-winning sales and customer service teams are on-hand to offer advice and guidance to help you make the right choice for your business.

Falcon products should provide many years of trouble-free cooking but if anything does go wrong, we'll put it right - quickly and without fuss. Our extensive range of spares means that any items can be repaired and be up and running as soon as possible.



Working Together

Investing now to ensure we meet your needs tomorrow.

At Falcon we don't stand still. We're always looking at ways to improve the products and services we provide to our customers.

Falcon is an active part of the catering equipment industry. We work closely with distributors, industry associations, sector bodies and other relevant parties to ensure we understand the challenges and pressures facing the sector, receive feedback on how our products are performing and what equipment will be required in the future. Listening is a vital part of what we do as it gives us the knowledge that helps shape our new product development process to ensure we maintain our place as an industry leader.

As part of the Ali Group, one of the industry's largest companies, we have access to a vast wealth of knowledge and expertise that enables us to implement well-tested technologies and techniques. It also allows us to source materials and components at a competitive rate and to learn from the experiences of sister companies in the Group.



A Long History of Success – an even brighter Future ahead

Don't Just Take Our Word For It

We are the UK's number one manufacturer of commercial catering equipment.

Falcon equipment can be found in kitchens across the length and breadth of the UK, from small cafés and coffee shops, to school canteens, hospitals and prisons, and all the way through to the busiest restaurants and hotels. From the local restaurateur to world famous companies, organisations all over the country know they can depend upon Falcon equipment.



BAE SYSTEMS

Mitchells
& Butlers

Whitbread

We believe that we provide the best products and service in the industry. We work extremely hard to ensure customers expectations are exceeded wherever possible, before, during and after sale. We are proud to be the recipients of regular awards presented to us by various associations, customers and end users.





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