





Delivering quality and service:  
My Purchasing Partner is  
your catering procurement  
company.



# HELPING YOU BUY BETTER

Balancing service, quality and price to deliver a complete procurement partnership.

**My Purchasing Partner will source the highest quality goods and services that you need to exceed your customer's procurement expectations - and to maintain profitable margins.**

Whether you need food or non-consumables or even utilities, we can help by supplying **optimally priced, high quality products** to you, wherever you are based in the UK and Ireland, even on relatively small volumes.

Our proven success is based on **positive relationships** with customers and suppliers. We listen to our customers' individual needs and ensure that our **exceptional, bespoke service** meets these needs every time. We treat our suppliers with integrity meaning that we build a mutually-beneficial relationship and secure supply lines.

The My Purchasing Partner service is supplemented by **very low fixed prices**. Prices that our size, experience and influential position in the marketplace helps us to negotiate.

**Whether you need a full procurement service or support with streamlining your suppliers, we can help by giving you the time you need to manage your business.**

## *Did you know?*

Your dedicated Purchasing Partner will work directly with you and your preferred suppliers; always on hand to help you to buy better.



BUSINESS & INDUSTRY



HEALTH



HOTEL, LEISURE & TRAVEL



EDUCATION



CONTRACT CATERING



RESTAURANT & BARS

## *What they say...*

"The MPP proposition "no contract, just savings" inspired us six years ago and today we are still reaping the benefits. The "same day" response to any query gave us the confidence to outsource all our procurement needs to MPP."

Call us today and discover how we will help you to buy better  
0800 121 6440



*Did you  
know?*

We monitor the markets and regularly review prices to find you the best deals. We're sure that our price analysis service will deliver some unexpected savings to your bottom line.

Local, seasonal, sustainable.



# SOURCING FROM THE GROUND UP

Sharing the provenance of our products.

**My Purchasing Partner deliver a transparent, assured, contract free service.**

**Local, Seasonal, Sustainable.**

Many of our manufacturers, producers and suppliers hold externally awarded accreditation including **BRC, UKAS, Organic, Red Tractor Farm Assurance, LEAF, Freedom Foods** and **Marine Stewardship Council**. When required, we will share the provenance of products supplied, so you have complete confidence in its quality.

We use our considerable industry power to negotiate **significantly lower prices** from local, national and international suppliers. Our prices are fully transparent with **no hidden services costs** as we are 100% supplier funded. Any benefits we secure on your account are passed on completely to your business.

We can help supply a large range of catering industry products and services including:

- Food supplies: ambient, chilled and frozen
- Light and heavy equipment
- Cleaning: materials and systems
- Disposables: cups, plates, crockery, serviettes, tablecloths, utensils
- Alcohol
- Laundry and textile services
- Utilities: gas, electricity and telephone
- Stationery

-  BUSINESS & INDUSTRY
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## *What they say...*

"I can honestly say that MPP have added significantly to our profits and are an extension of our team. Their advice on new products is invaluable - it helps us introduce new dishes to our customers to keep our sales levels high."



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*Did you  
know?*

We will manage all of your supplier relationships so you can concentrate on delivering great service, great food and happy customers.

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Delivering a complete  
procurement service.





# HELPING YOU TO CREATE SATISFIED CUSTOMERS

Delivering contented customers.

**My Purchasing Partner streamlines the procurement operations of a wide range of businesses and organisations across many industry sectors, including:**

- Business and Industry
- Healthcare
- Hotel, Leisure and Travel
- Education
- Contract Catering
- Restaurants and Bars

The My Purchasing Partner team has comprehensive sector knowledge and understands the very specific demands of each. We apply this knowledge to create a bespoke supply network that **delivers results, great margins and contented customers.**

Your requirements may be different every day. Our **flexible approach** means that you tell us what you need and when. Then leave it to us to deliver. By taking time to really understand your business, we can anticipate your needs, **saving you time and money.**

Today there is demand for a variety of menu options from many customers. Some require healthy food choices with lots of fresh fruit and vegetables, others prefer a more traditional fare. Together, we will **increase your profit margins by delivering low prices on the quality ingredients** that suit your customers.

Our customers range from small, independent companies, to large corporations and local authorities and all points in between. They are based across the length and breadth of the UK and Ireland.



## *What they say...*

"MPP's knowledge of trends and supply issues is like a crystal ball. They identify problem areas before they arise so we can supply a menu that is in season and profitable."

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*Did you  
know?*

Rest assured that  
your customers  
can eat safely and  
happily as all allergen  
information is readily  
available.

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A photograph of a waitress in a white uniform smiling as she serves water to an elderly couple seated at a restaurant table. The waitress is holding a large glass pitcher of water with a lime wedge. The elderly woman on the left is wearing a white jacket and a pearl necklace, and the elderly man on the right is wearing a blue and white checkered shirt. The table is set with plates of food and glasses.

Your total procurement company: sharing  
specialist industry knowledge to deliver  
happy customers and great margins!



# DELIVERING SATISFIED CUSTOMERS

Great ingredients, great products - whoever you are hosting.

Whether you are producing gourmet executive lunches or services to office buildings; looking after elderly people or delivering nutritional children's lunches, our experience helps you deliver satisfied customers.

## Business and Industry

We will deliver ingredients for a variety of menu options and the products and utilities needed to run a successful business or office building. Together, we will **increase your profit margins** by securing **low prices** on the **quality products** that your customers require.

## Healthcare

Those who are ill or who need extra care may also need special diets or support products. We know the challenges that fulfilling these needs may present so let us deliver food and non-consumables at some of the most **competitive prices**, even on relatively small volumes.

## Hotel, Leisure and Travel

From fluffy, white towels to a fresh pot of tea, make a stay memorable and entice your guests to visit you again and again. Offer them **high quality** at an **affordable price**. We'll help you to keep costs down whilst maintaining the standard you want to offer.

## Education

Primary and Secondary Schools, Colleges, Sixth Form - their needs are very different. We help you to **exceed the national standards** required for children's food as well as making meals that appeal to little (and not so little) appetites.

## Contract Catering

Your requirements may be different every day so our **flexible approach** means that you tell us what you need and when and we will deliver. We will become part of your team, anticipating your customer's needs and **saving you time and money**.

## Restaurants and Bars

Quality is king in restaurants and bars, whatever the price bracket. Give your customers what they want and still maintain the margins you need. And why not acquire all your non-consumables at the same time at a **special price**?

-  BUSINESS & INDUSTRY
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## *What they say...*

"We have been delighted with MPP's proactive approach to buying the best ingredients at highly competitive prices. They anticipate price reviews and negotiate hard on our behalf."

Call us today and discover how we will help you to buy better  
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A man with short, graying hair and a slight smile is wearing a light blue and white checkered button-down shirt. He is standing in an outdoor setting, possibly a field or farm, with a blurred background showing a red tractor and some foliage. The lighting is natural, suggesting an overcast day.

Working with leading  
suppliers across the UK  
and overseas to deliver  
you results.



# OUR TRUSTED PARTNERS

Our suppliers are our partners.

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**Our supply chain relationships are critical to the success of both our business and yours.**

We form **strong relationships** with every supplier, ensuring that they remain focused on delivering **exceptional products**, at the right price and at the time that they state.

Our **carefully selected supply partners** are chosen for their expertise and experience. They include national and regional wholesalers, specialists in fresh food supplies, light and heavy catering equipment providers, utilities and specialist service providers from telecoms to waste management.

This means that My Purchasing Partner can offer our customers choice and quality from suppliers we know and trust.

Our ethos is to treat all suppliers fairly thus creating mutually beneficial business relationships. Remember that we are **100% supplier funded** so our practice of working collaboratively with suppliers will ultimately benefit you, the customer, and your bottom line.

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## *Did you know?*

We are impartial in how we select our suppliers so that you receive the best service from the most suitable supplier for your needs.

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-  BUSINESS & INDUSTRY
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## *What they say...*

"The regular reviews and willingness to pick up supplier issues helps me greatly and ensures my full attention can be on our guests and serving great food."

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*Did you  
know?*

We offer many  
value-added  
services to support  
your business and  
enhance your  
service levels.

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Think of us as part of  
your team - working in  
partnership.



# HOW WE WORK WITH YOU

Our business starts with your business.

**A partnership with My Purchasing Partner adds value to your business.**

Controlling costs whilst maintaining quality is imperative for every profitable business. This takes time and expertise. This is where My Purchasing Partner will help. Our **considerable network of suppliers** combined with our team’s vast **experience** and **superb negotiating skills** mean that we can deliver high quality food, beverages, equipment and utilities at the best price.

**Think of us as part of your team - working in partnership to deliver the goods.**

We are always looking for ways to improve our service to you:

- We take time to **understand** your business and preferred ways of working
- We **propose** enhancements to your purchasing processes that will deliver real results
- We **supply** bespoke support from managing the entire procurement process or negotiating the best deal for specific products
- Our regular **reviews** ensure we continue to deliver the most beneficial support

**Discovering savings at every stage of the procurement process.**

A successful catering operation relies on reliable, consistent supplies. We help streamline all of your purchasing activities, from analysis of invoices to inventory management, stock planning and customer service. At each stage, we **add value** through:

- Higher margins
- Improved operational efficiencies
- Stronger supplier relationships and stable contracts
- Bespoke pricing structures

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## *What they say...*

“I cannot recommend MPP enough. I use them for all our bar stocks, grocery lines, heat, light, gas, cleaning products, disposables and dairy lines. I still purchase many fresh lines from niche suppliers but even here, MPP have helped us agree better terms.”

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# OUR DELIVERY PROMISE

Your own buying team - without the cost.

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**Not only is the My Purchasing Partner team made up of fantastic people with a genuine passion for what they do, they are all experienced procurement specialists.**

Your dedicated Purchasing Partner will have vast supply experience and an in-depth knowledge of your industry sector.

As a team, we pledge:

- To add **value** to your business with a catering procurement service that is unmatched in our industry
- To uphold the highest standards of **integrity** in all of our dealings
- To underwrite all our business with a comprehensive **confidentiality** agreement
- To remain completely **independent** of any supplier
- To bring you complete pricing **transparency**
- To maintain the **highest principles** of corporate independence
- To work hard to ensure your relationship with us is a truly exceptional **investment**

## Sharing knowledge so you can make better purchasing decisions.

My Purchasing Partner constantly monitors what is happening in the marketplace, with a view to how this may impact on the products that you need. Information is regularly collated, analysed and shared with you and we are always on hand to talk through what is happening. Everything is designed to help you run a successful business.

## My Purchasing Partner is pleased to support Drop 4 Drop.

Drop 4 Drop is the eco-conscious and ethical choice in bottled water. By choosing to drink Life Water, you can fund clean drinking water projects for communities around the globe. To date, our customers have built ten bore-wells; providing 11,443 people with a sustainable source of clean drinking water.

[www.drop4drop.org](http://www.drop4drop.org)

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## *Did you know?*

We send out regular market reports that keep you informed about industry news, pricing updates and product availability.

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*What they say...*

"We have made significant savings on our purchasing and have seen an increased gross profit on food sales."

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DROP4DROP

Call us today and discover how we will help you to buy better  
0800 121 6440



## **Sourcing ingredients for your business success**

We'd love to talk about how we can support your business. My Purchasing Partner are specialists in all areas of catering procurement including ingredients, equipment, cleaning and disposables, through to laundry, utilities and stationery.

Call or email us for a quick pricing query or a free no-obligation consultation on any aspect of your procurement.

My Purchasing Partner, The Old Bakery, Green Street, Lytham FY8 5LG  
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