



My Purchasing Partner is proud to be the partner of choice for the Oxford Kitchen. Many congratulations to Paul Welburn and the whole team for winning their first Michelin star.

MPP Seasonal Marketing Guide for Food Buyers and Caterers

WELCOME TO THE AUTUMN EDITION OF OUR SEASONAL MARKET GUIDE FOR FOOD BUYERS AND CATERERS - SUPPLYING THE INFORMATION YOU NEED TO HELP YOU MAKE BETTER BUYING DECISIONS.

With autumn battering at the door, it's time to start planning for the festive season ahead. Amongst all the fun and frivolity, bear in mind the humble cup of tea - you may be surprised to hear that people of all generations are discovering the versatility of our once favourite hot drink.

This month we're helping people with dysphagia. We've recently done a lot of work with chefs to produce high quality yet safe food - read all about this work in our main article.

Be aware that the impact of a wet spring and hot summer is now being

seen in smaller crop sizes and produce. Couple this with the ever-increasing demand for fresh food and you won't be surprised to hear that prices continue to rise. As ever, we commit to keep you informed so that you can plan accordingly.

My Purchasing Partner will source the **high quality goods and services** that *you* need to exceed your customer's procurement expectations - and to maintain profitable margins. **Call us on 0800 121 6440**

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THE BIG PICTURE

The economy

In the three months to July, the UK's GDP increased to 0.6% as the economy grew at its fastest pace in almost a year. Consumers who had been squeezed by rising inflation spent more money in bars and restaurants as the sunshine and World Cup encouraged an optimistic approach to life. This air of cautious optimism remains although it's tempered over the uncertainty of a Brexit agreement and the still weak Pound against the US Dollar, which is impacting the price of oil as well as imported food and commodity prices in the UK.

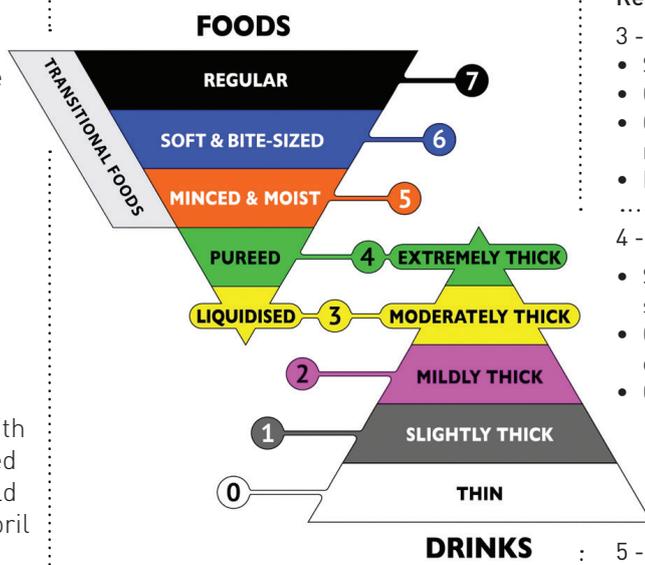


Keeping food safe to swallow

Many patients in hospital or long term care may be suffering from a common condition that makes it difficult or impossible to swallow. Dysphagia is diagnosed by a speech and language therapist, who will also indicate the severity of the condition and the consistency of food that is safe for them to eat to prevent aspiration or choking.

Terminology and definitions have defined 8 levels (named 0-7) of textured foods and thickened fluids so that there is a standard way to describe and test foods for people with dysphagia. The levels were introduced by IDDSI in April 2018 and they should be fully implemented in the UK by April 2019.

My Purchasing Partner have been working hard with chefs and producers to create a range of foods suitable for people with dysphagia. We recently held meal workshops focused on texture modified foods that are inline with the new guidelines from IDDSI. We co-presented workshops with two major suppliers and presented to over 100 care homes from across the country. Chefs and home managers were showed a number of techniques and serving suggestions to help them deliver tasty home cooked food to residents who have issues with dysphagia.



Levels 0-2 refers to consistency of liquids

- 0 - Consistency of water
- 1 - Slightly thick
- 2 - Mildly thick

Refers to food

- 3 - Liquidised
 - Smooth texture with no "bits"
 - Can be drunk from a cup
 - Cannot be eaten with a fork or moulded on a plate
 - No chewing required
- 4 - Pureed
 - Smooth with no lumps and is not sticky
 - Cannot be drunk through a straw or from a cup
 - Can be swallowed without chewing

Modified texture training

Cottage pie modified and non modified



On-site training



5 - Minced and Moist

- Small lumps visible within food (less than 4mm for adults)
- Lumps can be squashed by the tongue
- Can be scooped and shaped on the plate

6 - Soft

- Food particles less than 15mm in size for an adult
- Can be eaten with fork, spoon or chopsticks
- Chewing is required before swallowing

7 - Regular

Food that we would all eat on a regular basis with no restrictions

IN THE MARKETS

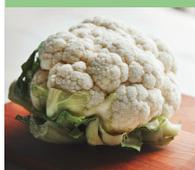
As we move deeper into autumn, we are feeling the impact of the extremely wet spring and the summer heatwave. Food inflation jumped to a seven-month high of 1.9% in August with a prediction that the price of some key lines will rise by as much as 5% over the next few months as low yields and ongoing high demand hits home. This current level of inflation is unprecedented and has been exacerbated by the rising global costs of oil and other agricultural products.



Great British Seasonal Produce

TOP 5 CHOICES

Cauliflower



Broccoli



Discovery Apples



Kale

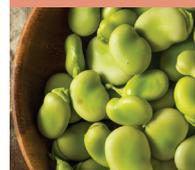


Wild Mushrooms



SAY GOODBYE TO...

Broad Beans



Courgettes



DAIRY

Cheese, yoghurt, milk, and cream prices have remained volatile in 2018 with extreme weather conditions creating difficult conditions for farmers who have also faced cost pressures caused by the heatwave as grass stocks have not recovered, and lower fat yields due to the use of winter feed. Prices continue to rise, and with 16% of demand covered by products from the UK, a low pound and concerns about the future, post-Brexit, are causing concern that they will rise further.

EGGS

An increase in the cost of feed wheat is expected to push up the price of eggs in the longer term. Consumers continue to demand an increasing percentage of free range eggs causing farmers to switch their farming practices.

BANANAS

Hurricanes and long periods of bad weather in the Caribbean and South America damaged crops of bananas,

reducing supply. Add to this increased shipping costs and unfavourable exchange rates and it's clear why the UK has been hit with high banana prices that are expected to continue into the foreseeable future.

MUSHROOMS

Many of our mushrooms come from Poland and Ireland so expect higher mushroom prices this season due to the low value of the pound and increased production costs in Ireland.

ONIONS

We are expecting our onions to be smaller in size and short in supply towards the end of the year due to the cold and wet weather at the time of planting followed by the heatwave during the growing period. The more flexibility we have to supply a smaller onion, the more likely we are to meet demand.

MILK

More seasonal weather over August and September has encouraged grass

growth and cows are back eating it and consequently, produce more milk. However, the total UK output remains lower than last year and with low stocks of winter feed, milk production could fall again.

This, combined with higher input costs and low market returns, are influencing milk prices which are very slightly higher than last year. Processors have announced price increases and further marginal increases are expected as we move through autumn and into winter.

FISH

Salmon prices are higher than this time last year and prices are expected to experience their traditional, incremental week-on-week rises in the gradual run up to Christmas. Poor weather conditions have impacted the volumes of fish landed, pushing up prices. Particularly affected are scallops, wild Turbot, Gurnard, Pollack, Whiting, Red Mullet, Lemon Sole, Mackerel, Monkfish. Plaice prices will remain high until Spring due to it being the spawning season.

HEADS UP

Clear allergen information

The recent sad death of a teenager who inadvertently ate sesame seeds baked inside a baguette has encouraged us all to take a comprehensive review of our current labelling and at the relevant legislation. Under current UK law, premises that make fresh food on site are not required to label individual products with allergen information. It is deemed sufficient for allergen warnings to be posted around the restaurant or shop, and for advice to be given verbally by staff. There are calls for DEFRA to revisit the law.

The team at MPP is committed to clearly advising you of all allergens within our products so that you may pass this information on to your chosen catering providers.

MPP will work with your chosen providers to ensure their allergy information is up-to-date and their employees have access to it at the touch of a button. Allergen information is an ever-changing picture and it's very important to get it right 100% of the time.

A real hot potato

This autumn is expected to be one of the worst potato seasons for many years with smaller, lower quality crops available.

The weather is once again the reason: all of the European potato producing countries suffered from low rainfall during the growing period, which led to crops becoming stressed. This impacted quality, yields and sizes. Growers are currently predicting an average 25% country-wide average of 25% drop in yields and higher wastage due to common scab and greening. To fulfil demand, potatoes will need to be imported from outside the EU but



this will mean higher prices due to unfavourable exchange rates. These areas are likely to see a harvest reduction of about 80%. The biggest impact will be in Baking potato range. A size 40 Baking potato will become scarce to source, with one grower forecasting availability to be down by as much as 70%.

Helping you buy better

My Purchasing Partner works hard to source the products that you demand. We closely analyse the markets and negotiate with suppliers to alleviate volatile pricing impacts on our customers. Be assured that whilst we cannot control the future, we can be smart and transparent about what is happening.

We pledge to keep you abreast of developments and give you the information and tools necessary to

support your strategic business planning. Look out for our next market report as we head towards winter and visit our new website for latest information. In the meantime, if you have any questions, feel free to contact us on :

**info@mypurchasingpartner.co.uk
or 0800 121 6440**

Thank you for your continued support.

Time for a tea change?



The advent of high street coffee shops heralded a decline in the consumption of tea. Whilst still a popular drink at home, many consumers cite the fact no-one makes a cup of tea better than the tea drinker themselves and the lack of perceived value of buying a cuppa for not buying tea whilst out and about.

Yet tea is beginning to see a resurgence. Outlets are now offering a range of teas and myriad flavours, others are making the humble tea a central part of their offering, pairing it with food or with theatrics such as china teapots, loose leaves and timers. It is clear that we are falling back in love with tea and alongside this, enjoying the tradition of afternoon tea. Once dismissed as old-fashioned, afternoon tea with friends is rapidly gaining popularity, particularly amongst the younger generation: a recent Harris Interactive poll found 50% of 25 to 34-year-olds had been for an afternoon tea over the past year.

Maybe it's time to put a creative tea offering back on the menu?

Promotional Weeks Autumn 2018

**1ST NOVEMBER
WORLD VEGAN DAY**

**1TH NOVEMBER
WORLD FAIR TRADE DAY**