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www.mypurchasingpartner.co.uk

Supporting each other

WELCOME TO THE WINTER EDITION OF OUR SEASONAL MARKET GUIDE FOR SMART BUYERS AND CATERERS. HERE YOU'LL FIND HANDY INFORMATION THAT HELPS YOU TO BUY BETTER AND EMBRACE EVERY OPPORTUNITY.

We are incredibly proud that over the past seven months, we've supported our clients with making considerable cost savings on food, services, and catering goods: reducing their overall spend yet retaining quality, often without changing suppliers. We've also worked hard to help chefs pivot their offer and create nutritious meals that

boost health and well-being. Whilst our industry is facing tough market conditions, it's more important that we work together, sharing ideas and opportunities.

Talk to us about your suppliers and key product requirements and we'll work with you to secure the best prices and a

smooth supply. When we work together, we can help mitigate future inflation, deliver a consistent supply chain, reduce waste, and ultimately boost the profitability of your business.

We're My Purchasing Partner and we're here to help.

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

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THE BIG PICTURE

The economy

Covid-19. Brexit. US Elections. It's been a rollercoaster few months. Our industry is being particularly hard hit thanks to lockdowns and the reluctance of consumers to spend thanks to ongoing uncertainty. It's clear that it will take a while for confidence and stability to return and this has impacted our economy. UK GDP experiencing the biggest fall ever in Q2, down by 20.4%. The Bank of England expects a 'V' shaped recovery as it rebounds throughout the end of 2020 and into 2021. Unemployment is expected to double by the end of 2020 compared to the beginning of the year and recovery will take longer - potentially into 2022.

Currency values are holding steady at the moment but are expected to fluctuate downwards against the USE and euro, thanks to the impact of the pandemic and the increasing likelihood of a No Deal Brexit.

Food inflation is still trending upwards due to a combination of these factors and supply issues following a particularly tough growing season. It's likely that transport costs will continue to rise over the next few months at least.



Top tips for testing times

The ongoing restrictions to control Covid-19 appear here to stay for a while and they're having a huge impact on our industry. From care homes to schools, hotels to offices, restaurants to pubs, most of us are experiencing reduced demand from reluctant consumers, and are suffering from lack of inbound tourism, increased costs, and no clear idea what the future holds. And this is without factoring in the impact of Brexit on supply chains and costs.

1. Review your customer base - can you pivot your offer to work better within your local and national restrictions? we have lots of ideas to help including creating 'meeting spaces' in restaurants or meal delivery services.
2. Don't over order as this increases supply issues, but order in good time.
3. Look for savings - work with purchasers, such as My Purchasing Partner who have strong purchasing power. We can secure you better deals, even with your current suppliers.
4. Buy British - as transport costs are increasing and exchange rates are fluctuating, buying British and serving seasonal produce can help save you money.
5. Reduce waste - we ensure you receive every item you need, when you need it. This helps to cut down

on waste. We also recycle cooking oil and can help you to reduce packaging costs too.

6. Plan ahead but be flexible - our specialist team can suggest alternatives to your favourite products, so you always have choice.
7. Speak to your suppliers about your business plans, how busy you are and any ideas / projects you have - this helps them to forecast what you will need and ensures that the products you need are available when you need them.
8. Look at fixed costs such as credit card services - with the majority of payments now paid with a card, are you getting the best deal?
9. Energy bills aren't going away, particularly as we approach the colder months, so make sure you're not paying more than you need to. Speak to us, let us review

your contract and make sure that you're paying a fair price.

And finally, but very importantly:

10. Support your staff - say thank you, it's tough for you and it's tough for them at the moment. Maybe consider offering apprenticeships, a great way to upskill and encourage a sense of achievement. There is a lot of support available to considerably reduce or even remove apprenticeship costs completely: talk to us about how and where to start....

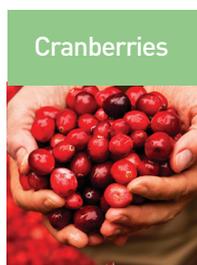
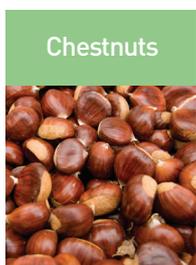
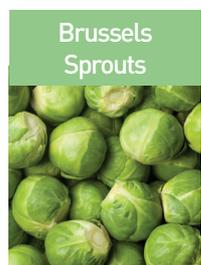
Your business model and offer may have changed but it's likely that your purchasing habits may have stayed the same. By letting the My Purchasing Partner team undertake a full purchasing review, they'll make sure you are getting the right products and services at the right price, likely making you huge savings in the process.

IN THE MARKETS

Great British Seasonal Produce

TOP 5 CHOICES

SAY GOODBYE TO...



Did you know?

Little red cranberry balls are packed full of antioxidants and fibre and boast several vitamins and minerals including manganese, copper, and vitamins C, E, and K1. Fresh cranberries are very low in sugar but be aware that cranberry juice contains four times the amount of sugar.

Cranberries are in season and are extremely versatile. Their sharp, sour taste means that they are rarely eaten raw: more commonly enjoyed cooked, dried or juiced. Try adding a handful of cranberries to meat stews and tagines, cook and use in winter salads, or bake them in muffins and cakes for a delicious, nutritious burst of colour and vitamins.

POTATOES, ONIONS AND ROOT VEGETABLES

With disruption comes an instinctive need for the familiar and comfort. As there is a good supply of high quality, traditional winter vegetables at good prices, it's the perfect time to create a British menu of warming stews, pies and soups.

CITRUS FRUITS AND BERRIES

Lockdowns have caused labour

shortages for picking and processing, pushing up prices of Spanish domestic-grown fruit and of citrus fruits, as demand for Vitamin-C rich oranges continues to rise. Imports and exports are down globally due to the pandemic curtailing transportation, particularly air freight, and this has caused shortages and price increases for fresh berries. A poor start to the season has impacted the yield of European and Chinese-grown apples and pears, also impacting juicing varieties.

DAIRY

A key issue for dairy farmers has been lack of demand from the UK hospitality market caused by Covid-19 lockdowns. This led to oversupply and reduced prices for milk, butter and cream. We expect prices to rise slightly going into the Christmas period and will be watching closely into the New Year once the Brexit transition period is over. The price of cheese remains low and offers good value for money.

In a nutshell...

The weather and economic uncertainty continue to impact the cost of many food and non-food products. Here are a few key areas to watch out for:

Dairy

Prices have dropped slightly and we expect only a small increase leading into Christmas.

Meat

Extreme fluctuations in demand from the hospitality sector along with supply and labour issues caused by Covid, and high demand from China, are conspiring to keep meat prices high.

Fish

Prices are up on average 3.4% mostly due to increased freight costs, except for salmon where costs are down due to increased supply.

Vegetables

UK-grown vegetables remain great value for money for good quality produce.

Transportation

Air, sea and land freight costs have increased, impacting on the cost of most products.

Wages

The Living Wage increased in April, pushing up costs. It is likely that the hospitality industry will experience high rates of unemployment by the end of 2020.

CHRISTMAS 2020 - A LITTLE BIT OUT OF THE ORDINARY

Home delivery - an opportunity for restaurant food at home?

With consumers reluctant or unable to go out to eat, the number of home deliveries has risen, on average, from 1 to 3 per person per month. There is a great opportunity for smaller, local restaurants to benefit from this trend by offering seasonal meals at home over the festive period.

22% of consumers are interested in purchasing Christmas hampers this year

As well as a traditional home delivery offer, this is a good opportunity to test a 'cook at home' box full of luxurious pre-prepared ingredients and simple

instructions. Savvy restaurateurs could even offer wine matches, desserts and cheeses to accompany the main course box.

Restaurants and Bars - Prepare for the future

When the latest lockdown eases, you need to get back to business quickly and efficiently. By undertaking a few, simple preparations now, you can be ready to fling open your doors and welcome the growing number of people that will want to enjoy your hospitality once more.

Our number one tip is to simplify your offer. By offering fewer choices, you'll need to purchase far fewer items and this is by far one of the easiest ways to save money and reduce waste. Alongside this advice, keep the number of perishable lines to a minimum and ensure that what you buy can be used across all menu items so you can easily adapt to any new tier or full lockdown restrictions.

If you want any help with planning menus or with streamlining your purchasing, please just ask. Our expert team is on hand to help you however

we can and we are open throughout this next planned lockdown.

Remember, we can also help with marketing your offer and ensure you have all the Covid-precautions you need in place.



Keep care home residents active

Your residents are highly unlikely to have extra visitors this year, sharing the Christmas spirit through singing and other activities. You can still entertain and engage residents and make Christmas fun by bringing this inhouse. Talk to us for free advice, guidance and training on how to deliver fun and engaging activities that will keep everyone entertained!

Promotional Weeks Winter 2020/21

23RD-29TH NOVEMBER
BRITISH GAME WEEK

26TH NOVEMBER
THANKSGIVING (US)

2ND DECEMBER
ENGLISH BREAKFAST DAY

25TH DECEMBER
CHRISTMAS DAY

6TH JANUARY
NATIONAL SHORTBREAD DAY

25TH JANUARY
BURNS NIGHT



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 dive into Spring and visit our website for the very 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.