

On the Boil

JANUARY/FEBRUARY 2023

Helping you buy better

Fresh ideas

to help you make good buying decisions

In this issue...

What's trending for 2023?

Labelling matters

Great ideas for parsnips

Meet the supplier



MY
PURCHASING
PARTNER

On the Boil

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Fresh ideas

to help you make good buying decisions

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or 0800 1216440

Thank you for your continued support.

Market News

Summary

The economy appears to be heading for recession but there could be good news on the horizon. Inflation appears to be slowing and experts predict that it may be reaching its peak. The pound has rallied against the US\$ and Euro and appears to be stable for now, helping to reassure investors and slightly improve the cost of imported products including food. We're not out of the woods yet but many experts feel that there could be good news early in the new year.

Food

Food has been hit hard by inflation, particularly fat, dairy and oils. Overall, the Food Price Index (FPI) stands at nearly 20%, slightly lower than in the Eurozone. Core products for the hospitality industry - namely meat, fruit and vegetables - are 17% higher than this time last year.

Packaging

We are seeing signs that the price of paper, cardboard and foil are all beginning to fall as supplies increase and demand falls. This should become more apparent early in 2023.

Utilities

Businesses which have a fixed price contract signed from 1 December 2021 will benefit from the Business Energy Price Cap Scheme until end March 2023 (previously contracts had to be from 1 April 2022). Talk to us about this and ways to mitigate the impact on your business.

Freight

World shipping prices appear to be returning to normal but remain up 115% on 2019 prices. Global port congestion is also easing but this could be down to a fall in demand due to previously sky-high prices.

Staff

KPMG are predicting rising unemployment towards the middle of next year, which could help hospitality fill some of their current vacancies. The skills shortage will become more noticeable bringing increasing opportunities to offer training in key areas.

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WE HAVE
1300

sites in the UK from large groups to independent sites.

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£32m

for our clients since our inception in 2011.

THE AVERAGE SAVING PER SITE IS
10.3%

based upon a range of products and services across all sectors.

Meet your Team...



Johanne Dyas
Purchasing Support Executive

How long have you worked in the industry?

I have worked in food and drink sales for 15 years across multiple sectors.

Favourite dish?

Tapas, then I can have a bit of everything!

Favourite dish?

A big round one that can hold lots of food.

Favourite drink?

A cold pint of lager.

How do you spend your free time?

Travelling in our VW campervan, festivals and gaming.

What is your top tip for purchasers?

Consolidate, restrict, and keep an eye on waste.

Favourite film?

Labyrinth.

Favourite type of music/band?

Ska, Madness.

Best place in the world?

I've not been to them all yet (!) but so far Dubrovnik

Early rise/late to bed?

Late to bed, not a morning person.

What motivates you to do things?

Love holidays so I work hard to get there.

Did you know?

I am an old lady gamer.

Great British seasonal produce

BEST TO BUY OR HARVEST

Fruit



Bramley Apples



Clementines



Pears



Cauliflower



Kale

Vegetables



Leeks



Parsnips



Spring Onions

New supplier for dairy products

Our new, sustainable dairy supplier is a perfect partner for eco-conscious customers. Supplying milk and cream products from farms within a 30-mile radius of our customers, our new dairy partner works hard to keep those food miles low and quality high - even insisting on electric vehicles for all deliveries.

As a BCorp certified farm, you know that this is a supplier that always keeps sustainability paramount. This is a new partnership that we are proud to shout about.

Certified



Corporation

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Our team had a really enjoyable time at a local fruit and vegetable supplier recently.

Not only did we check out the produce for freshness, we confirmed that all of our required compliance documentation was in order.

A huge thank you to the whole of the team for their hard work - you definitely receive the MPP stamp of approval!

PROMOTIONAL WEEKS JANUARY/FEBRUARY 2023

January

VEGANUARY NATIONAL SOUP MONTH
22ND CHINESE NEW YEAR 25TH BURN'S NIGHT

February - March

6TH BRITISH YORKSHIRE PUDDING DAY 9TH NATIONAL PIZZA DAY
19-27TH REAL BREAD WEEK 27 FEB - 12 MARCH FAIRTRADE FORTNIGHT

Trends for 2023

Whilst the increasing cost of food is hitting us all hard, 45% of people claim they will continue to find the resources to enjoy treating themselves to a meal out. The question is, what will be tantalising the taste buds of these potential customers?

We've come up with our list of some of the trends that are expected this year. What do you think?

The comfort of *retro dishes*

From trifles and apple pie to stews and milkshakes, customers will embrace the familiar foods, drinks and venues that remind them of their childhood this year. This means a return to seasonal ingredients and old-fashioned favourites - and lots and lots of comfort food!



Opposites *attract*

Mixing hot and cold, sweet and salty, sour and spicy - 2023 will be the year when plating up contrasting flavours and colours will be de rigueur. Ice cream with a hot sauce, vibrant clashing colours on the plate - anything goes!



Food waste conscious customers

Our customers are increasingly concerned about wasting food and this includes whilst eating out. This year, it is believed that people will be looking for dishes that reuse, repurpose, and ultimately remove as much food waste as possible.

Inform and educate your customers about what you are doing. If you are using bread crusts that are usually thrown away, shout about this on your menu! Serve smaller portions of chips, for example, with the offer to provide more if they are needed. People love to learn and feel like they are part of this much needed food revolution.

Pizza *perfect*

Pizza is a long-time favourite and the nation's favourite take-away. It is predicted that pizza will firmly establish itself as the dish of choice this year. Often considered a cost-effective option, customers will embrace new flavours... garlic, leeks, and blueberries anyone?

American-style Detroit pizzas with a fluffy base and big cheesy crusts will be popular as well as more traditional favourites.



Tinned fish *makes a comeback!*

It's cost effective, easy to store and if you choose wisely, can be a sustainable menu choice. Yes, tinned fish, so popular in the 70s, is making a comeback.

Serve your choice of fish as part of a 'sea'cuterie board, or on flatbreads, in pates and in tartines. You will find sardines staking their claim alongside anchovies in frittatas, fried rice, and even in potato salad. Mackerel is popular on pizza, in fish tacos, and fish stew.



If you are seeing trends in your sector, do let us know. We'd love to share your experiences.

Parsnips are sweet, fleshy taproots closely related to the carrot family of vegetables. Their earthy flavour and soft texture makes them a popular vegetable and they are healthy too: containing various vitamins, calcium, potassium, magnesium, phosphorus, zinc, and iron.

Before the widespread availability of sugar, parsnips were used as a source of sugar. Roman Emperor Tiberius had them brought to the empire from France where the colder climate allowed the roots to develop a sweeter flavour.

Our top tip

Whilst often roasted, boiled or pureed, parsnips are actually very versatile. Combine with maple syrup in cakes and deserts, create a sweet and nutritious pancake filling or for something savoury, create parsnip gnocchi. We'd love to see your ideas too!

Curried parsnip soup with parsnip crisps and naan bread

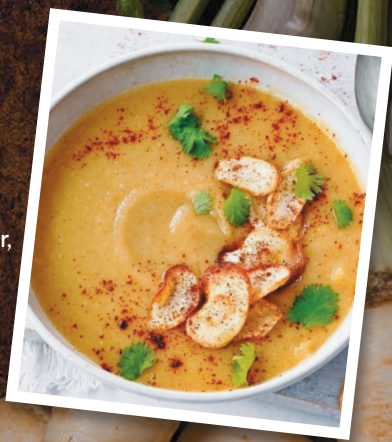
Curried parsnip soup with parsnip crisps

Ingredients

- 600g parsnips, peeled - 400g chopped, 200g made into long ribbons with a peeler
- 200g potatoes, chopped
- 200g carrot, chopped
- 1 large onion, chopped
- 2 cloves of garlic, crushed
- 1 tsp of cumin
- 1 tsp ground coriander
- 1 tsp ginger
- 1 tsp turmeric
- Handful of fresh coriander, chopped
- 500ml vegetable stock
- Knob of butter
- Olive oil

Method

1. Preheat oven to 180°C/350°F/gas mark 4.
2. Coat ribbons of parsnip in oil and cook in oven until golden brown. They will appear soggy when you take them out but will become crispy when cooled.
3. Melt the butter and cook the onion in a pan until soft. Add all the chopped vegetables and cook for a further 5 minutes, until softened.
4. Add in the spices and garlic and cook for 5 minutes.
5. Add the stock and bring to the boil. Turn down heat and simmer for 20 minutes until vegetables are soft.
6. Blend until a smooth texture, add more stock if required.
7. Finish with coriander and parsnip crisps. Serve with naan bread.



Easy naan bread Makes 8-12

Ingredients

- 570g plain flour, plus extra for dusting
- 1 tsp sugar
- 1½ tsp baking powder
- 1½ tsp salt
- ½-1 tsp strongly flavoured seeds, such as nigella or cumin seeds
- 2 tbsp melted butter
- 8 tbsp natural yoghurt
- 180-200ml water
- Oil, for the bowl

Method

1. Put flour in a large bowl, add the sugar, baking powder and salt plus seeds (if using). Lightly whisk.
2. Add 1 tbsp of melted butter and the natural yoghurt. Mix together with hands. Once the yoghurt and butter have been absorbed, gradually add 180-200ml water, 50ml at a time. Mix between additions. Stop adding water when you have a ball of dough.
3. Tip dough onto a lightly floured work surface and knead thoroughly for 5 minutes until smooth and elastic. Put in an oiled mixing bowl, cover with a tea towel, and leave to rest for at least 1 hour. The dough will not rise.
4. Divide the dough into 8-12 even-sized pieces. Roll into round balls, then return to the bowl, covered with a tea towel.
5. Roll each dough ball out on a lightly floured surface into a round, oval or teardrop shape. Flip the dough over and repeat on the other side.
6. Heat a frying pan and dry fry the dough over a medium high heat until it begins to puff up and the underside browns in places. Flip and repeat on the other side. Cover with a tea towel while you repeat the process with the remaining balls of dough.



Allergy labelling... what you need to know and do...

By Kathryn Styles
BSc (Hons) RNutr, Nutritionist

Robust food regulations work to protect consumers, ensuring food is safe, and food information is accurate.

Allergen information

It is essential that the intentional or unintentional presence of the 14 major allergens is communicated to consumers.

Food allergies seem to be increasing (~2 million in the UK) and whilst the cause is unclear, allergic reactions can be unpredictable and life threatening. Ensuring people avoid allergens is imperative.



The presence of allergens should be emphasised on labels through, for example, **bold type**, CAPITAL LETTERS, underlining. This rule now applies to food/drinks prepacked onsite for direct sale (PPDS) under Food Information Regulations 2022 aka 'Natasha's Law'.

'May contain...'

Precautionary allergen labelling (PALs)

This information should be communicated to consumers when appropriate.

'Produced in a kitchen which uses...'

These are voluntary statements that are applied when a thorough risk assessment suggests unavoidable cross contamination risk in the processing chain.

Incorrect and overuse of PALs can mislead, limit food choice, devalue correctly labelled information and may cause unnecessary risk taking.

Allergen labelling requirements

Prepacked and prepacked for direct sale

For food/drinks prepacked prior to selection, including:

- Food fully or partly enclosed by packaging
- Cartons or packaging of fast food under a hot lamp
- Lidded pre-poured drinks

Communication to customer must:

- ✓ Include a label with full ingredients list and any allergens emphasised.
- ✓ Handwritten is acceptable.
- ✓ PALs can be communicated e.g., verbally or on label.

Allergens are in BOLD



Non-prepacked for direct sale

For food/drinks not packaged, or packaged after selection:

- Food/drinks made, plated, or packed to order e.g., salads, drinks, sandwiches
- Large platters, salad bars, buffets
- Slice from large cake
- Loose bread/pastries
- Open carton of chips
- Complementary bread

Communication to consumers:

- ✓ Allergen information communicated e.g., verbally, on menu or noticeboard.
- ✓ PALs communicated e.g., verbally or on label.
- ✓ Ingredients list not required.

Tuna mayonnaise on wholemeal bread

Contains
Wheat, fish, eggs.



Calorie labelling... what you need to know and do...

By Kathryn Styles
BSc (Hons) RNutr, Nutritionist

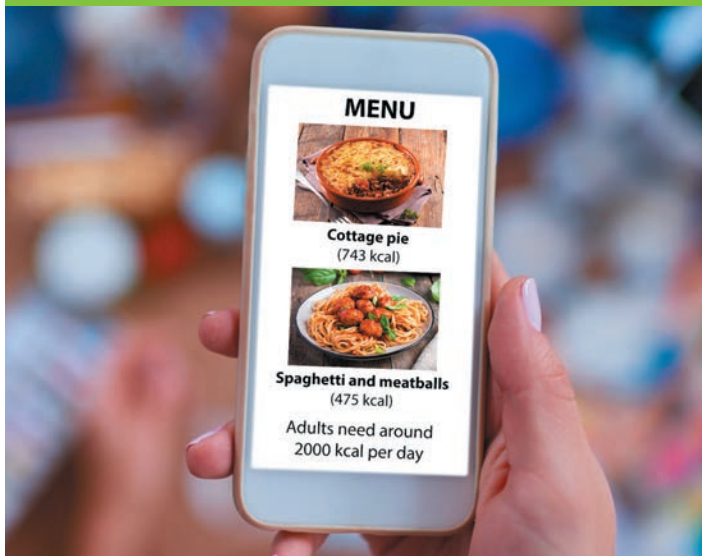
Calorie labelling

In England, large businesses must include calories on non-prepacked and PPDS foods at the 'point of choice' to support people achieve and maintain a healthy weight. Point of choice includes paper and digital menus, buffet displays and food labels. Temporary menu items are excluded.

Calorie information is not required for small and medium businesses with <250 employees, educational institutions for ≤18 year olds, and food provided not for charge in care homes and hospitals.

Large businesses with ≥250 employees, and smaller businesses IF food is provided by a large business i.e., contract caterer → kcal content per portion, and statement 'Adults need around 2000 kcal per day' required.

Paper or digital menu



At point of sale



'Contains calcium'

Did you know?

'Good for the heart'

'Healthy'

Nutrition and health claims are tightly regulated to protect consumers and evidence is required to back them up!

'Probiotic'

'Detox'

'Immune boosting'

'High fibre'

Kathryn Styles is a registered nutritionist and now available to complement and enhance My Purchasing Partners offering to all clients. Please contact your MPP representative if you would like support in navigating labelling rules and regulations.

TOP TIPS: Innovative ways to deliver great food whilst minimising costs

Embrace Veganuary!

Vegan food will naturally be a cost-effective choice for establishments this winter. Our wonderful UK suppliers have a wide range of vegetables that can be supplemented with tinned beans and dried pulses. These store cupboard staples are perfect replacements for meat-protein within dishes, whilst still packing in the flavour. Warming stews, curries and soups and recreating classic dishes such as beans on toast by using butter beans in a delicious smoky tomato sauce on sourdough toast.

Fancy a date?

Our top tip food product this issue is the humble date. Packed full of fibre, potassium, copper, and natural sugars, the date is easy to store. Delicious eaten as a snack, chefs may consider using dates as a natural sweetener for syrups and sauces as it produces a deep, caramel flavour.

Whilst prices are currently high, we expect them to fall early in 2023.



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