

On the Boil

MAY/JUNE 2022

Helping you buy better

Fresh ideas

to help you make good buying decisions

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It's Tomato Time!

**Trust Müller to bring
Team GB athletes into
your school**

Jubilee Celebration ideas

**Funky graphics to brighten
up your business**

 **MY
PURCHASING
PARTNER**

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Call your MPP contact for some very special prices...

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 for our customers. Be assured that whilst we cannot control the future, we can be smart and transparent about what is happening.

If you want great products at even better prices, feel free to contact us on:

info@mypurchasingpartner.co.uk
or 0800 1216440

Thank you for your continued support.

Market News

Food

The number of products currently being affected by the supply chain challenges are many and wide ranging. Most home-produced and imported food products, from pasta to meat, fresh vegetables and fruit through to milk, butter and oil are fluctuating in availability and most are increasing in price, caused by increased production costs, fuel, packaging and staff.

Packaging

The UK packaging index is tracking 46% up year-on-year due to the increasing cost of energy, raw materials, transportation and staff. Of particular note is the increased price of aluminium cans for drinks, paper and plastic, which is also impacted by the upcoming plastic tax that will be levied on plastic packaging that contains less than 30% recycled plastic.

Utilities

Oil and gas prices continue to rise in part due to approximately 30% of European oil and 39% of gas sourced from Russia. It is well-known that these higher prices are expected to continue throughout the year and many expect them to increase further as we head into winter.

Freight

Fuel costs represent 25-30% of the total costs for food distribution companies and as prices have already risen around 84%, many are now making very difficult decisions about how to apply further price increases in an already stretched market.

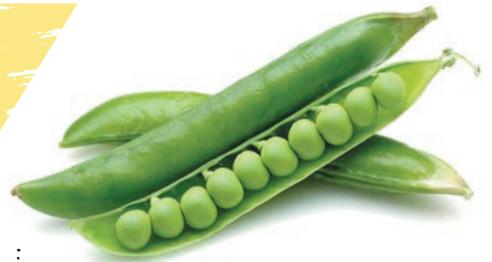
Staff

The increase in the national minimum wage and national insurance contributions, which took effect in April 2022, have increased the cost of labour even further. Whilst staffing absence levels have reduced, spikes in sickness rates across the country continue to impact suppliers' abilities to deliver expected levels of service.

Did you know...

My Purchasing Partner guarantee to save you time and money across many categories. By using our significant market leverage, we will reduce your spending with or without changing suppliers. We buy more collectively than any of our clients individually, allowing us to pass on economies of scale and preferential pricing to you.

Meet your Team...



Sophie Slade

Purchasing Manager at
My Purchasing Partner.

How long have you worked in the industry?

16 years in total - 13 years in catering sales and the last 3 years in purchasing.

Do you specialise in a particular sector?

My clients are a mix of Education Contract Caterers, the Care Sector and in Hospitality.

What is your favourite cuisine?

Good pub food.

What is your favourite dish?

A homemade Steak & Ale Pie (with short-crust pastry), mash and mushy peas!

What is your favourite drink?

Ice cold Birra Moretti.

What product do you think that every client should know about?

I recommend Biff's Kitchen Vegan range.

How do you spend your free time?

With my husband walking in the beautiful countryside with our dog, Olive.

What is your top tip for purchasers?

Complete regular price checks, mitigate where possible and work closely with your suppliers.

It's time to... Spring into Summer

You can feel the excitement in the air as we move through the spring and into the summer. It's not only the warmer days and lighter evenings, it's all the fun that's in store for this year, especially after the difficulties of the past two years.

The first great event on the horizon is celebrating the Queen's Platinum Jubilee. A number of our clients are asking us for help with preparing for the long weekend and we have some fantastic products that will help make your celebrations go with a swing.

All you need for the perfect Platinum Jubilee celebration

This year Her Majesty The Queen has become the first British Monarch to celebrate a Platinum Jubilee after 70 years of service.

Everyone is encouraged to come together at the beginning of June to celebrate this exciting milestone - with schools, care homes, community groups and businesses planning street parties, tea parties, and even festivals.

Here are just a few party essentials that will help you to celebrate in style and add a patriotic feel to your gathering!



Games! Quizzes!

Keep your guests entertained with Jubilee games and activities. Talk to us for inspiration and templates.

Talk to us about Jubilee:

- Napkins
- Disposable tableware
- Cupcake cases
- Greaseproof paper
- Bunting
- Decorations & Novelties
- Party packs
- Party hats
- and much more!

Great British seasonal produce

BEST TO BUY OR HARVEST

Fruit



Gooseberries



Cherries



Rhubarb



Strawberries



Broad Beans



Carrots



New Potatoes



Lettuce



Mint



Radish

Vegetables

Keep cool, keep safe in the sun!

We're all hoping for a lovely warm summer and it's worth getting prepared.

As well as keeping ourselves and those we care for hydrated and out of the sun as much as possible, it's important to check that your fridges are at the correct temperature. Guidelines state that a fridge should run at 4°C or below, and a freezer at -17°C.

Also, consider your food preparation areas. Bacteria grow faster in warm temperatures so keep food cool as long as possible.

PROMOTIONAL WEEKS MAY/JUNE 2022

16-22ND MAY

National Vegetarian Week

21ST MAY

World Whisky Day

22ND- 28TH MAY

British Sandwich Week

3RD JUNE

National Fish and Chips Day

5TH JUNE

The Big Lunch Community Day

11TH JUNE

World Gin Day

18TH - 26TH JUNE

National Picnic Week

19TH JUNE

Father's Day

24TH JUNE

National Cream Team Day

The IDDSI Framework

Providing a common terminology for describing food textures and drink thicknesses to improve safety for individuals with swallowing difficulties.

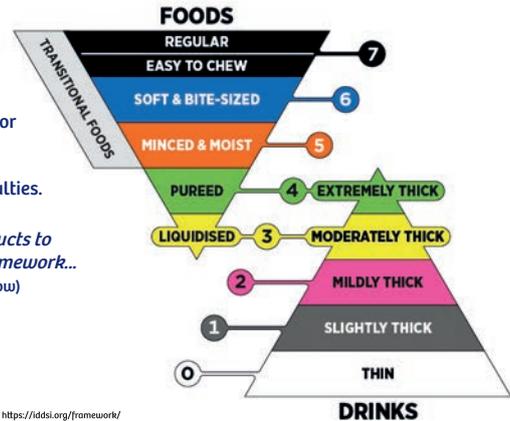
“This week I tested Muller products to see where they fit in the IDDSI Framework... here are the results” (shown below)

Louise Wagstaffe

Delicious By Design

www.deliciousbydesign.co.uk/about-louise

*IDDSI results were based on products served chilled
© The International Dysphagia Diet Standardisation Initiative 2016 @ <https://iddsi.org/framework/>



IDDSI results were based on products served chilled	Müller Thick & Creamy 12x110g	Müllerlight 12x100g	Müller Rice 12x180g	Müller Rice Protein 6x180g	Cadbury Pots of Joy 6x4x65g	Müller FRijj 10x400ml	Müller Kefir 6x312ml
HOSPITALS	✓	✓	✓	✓	✓	✓	✓
SOCIAL CARE	✓	✓	✓	✓	✓	✓	✓
IDDSI	4	4	5 (Straw, Orig) 6 (Apple)	6	4	2	2



#TakingCareoftheNation



Most of our products are made in Shropshire, in the heart of Britain using fresh milk from 1,300 British farms.



Bringing Team GB Athletes into schools

Imagine the excitement when school children get to speak to an Olympic athlete and British world record holder!

This is exactly the opportunity we arranged for one of our fantastic education clients, Sarah Bonnell School in Stratford, London. Working in partnership with Müller, selected children had the chance to pose questions to Holly Bradshaw, pole vault extraordinaire, and hear firsthand about what it's like to compete at the Olympics. We'll let a teacher from Sarah Bonnell explain more:

"The students had an amazing opportunity to talk to Holly. It was inspiring to hear about Holly's life, the challenges she has faced, and to find out more about what an Olympian's life is like. She answered so many of the students' questions and they were so inspired by her and had many positive comments about the opportunity and experience."

Arranging these experiences is just one way of saying thank you to our clients and adding that 'extra value' we know they appreciate. Our team would love to hear from you if you too would like to speak to a member of the Mueller Team GB Athletics Squad.



There are opportunities for our older clients too! British wheelchair racer, Hannah Cockcroft, in conjunction with Mueller, has developed a series of exercises perfect for those who are chair-bound or with limited mobility.

If you would like to know more, please contact your My Purchasing Partner representative and watch out for more information about this in future issues of On The Boil.

"I learned no matter what, always follow your dreams and to be confident. I also learn to not be afraid to try new things."

Student

"I learned that Holly likes to make coffee and loves to make latte art in her spare time. I also learned that when she was younger she did several sports including netball and football like myself. She was very relatable and open about her experiences."

Student

"I really enjoyed learning about the behind the scenes of an Olympic athlete, as well as how Holly can relate to different sports. She was very inspirational for other girls."

Student



Hannah Cockcroft

Tomatoes originated in western South America, crossed the Atlantic to Spain with the conquistadors and were embraced by northern Europe in the 19th century. Today, they are an important ingredient and despite botanically being a fruit, are generally eaten and prepared like a vegetable. Tomatoes are super healthy and are the major dietary source

of the antioxidant, lycopene, which has been linked to many health benefits. They are also a great source of vitamin C, potassium, folate, and vitamin K.

Tomatoes have been in short supply thanks to soaring gas prices causing European growers to turn down the heat in glasshouses by up to 50%. Now the UK & Northern

European season has started, supply is returning, and prices are expected to come down from recent increases.

To celebrate such a versatile ingredient, we have linked up with Nik Llubani, a chef based at Buckingham House Care Home, and he's kindly supplied a recipe for us to showcase and really celebrate Tomato's.

Top Tip...

If you have lots of tomatoes on hand, slowly dehydrate them in a low oven so they're gnarly and full of intense flavour. Transfer to jars, cover with oil, and keep to use in pasta dishes and salads.

Stuffed tomatoes

Recipe supplied by
Nik Llubani
Head Chef
Buckingham House
Care Home

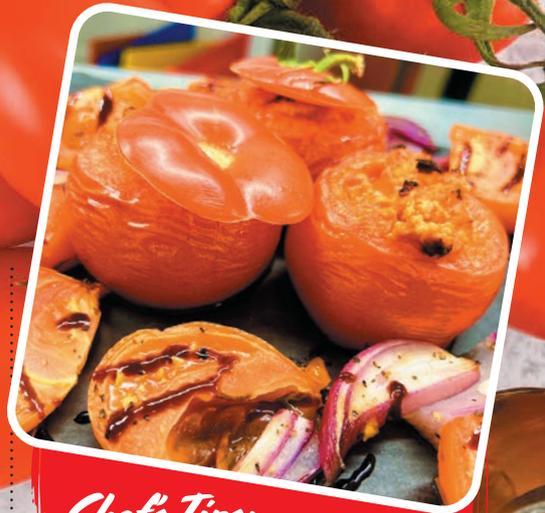
Serves 2 - Prep time: 15 mins - Cooking time: 30 mins

Ingredients

- 16 large tomatoes
- 1/2 cup long grain rice, rinsed then soaked for 15-20mins
- Extra virgin olive oil
- 1 large red onion halved, 1/2 chopped and 1/2 sliced
- 4 garlic cloves, minced
- 1/2 lb lean ground beef (or lamb or turkey)
- 1 tsp ground cumin
- 3/4 tsp dried oregano
- 1/2 tsp each of allspice & ground nutmeg
- 2 cups canned crushed tomatoes
- 1/2 cup white wine
- 1/4 cup water
- 1 cup chopped fresh parsley
- 1/2 cup chopped fresh spearmint

Method

1. Preheat the oven to 375° F/ 190° C.
2. Heat 1/3 cup olive oil in a large skillet. Fry chopped onions and garlic until fragrant (but not brown). Add seasoned meat, cumin, oregano, allspice and nutmeg. Cook for 5 mins.
3. Add drained rice to the meat, along with crushed tomatoes, white wine, and water. Bring to a boil, then simmer for 10 mins. Stir in fresh herbs and season.
4. Cut 1/2 inch off the top of the tomato and set aside. Use a paring knife to loosen the edges of the flesh inside the tomato and carefully scoop out. Chop into large pieces and set aside.
5. Splash olive oil over the bottom of a baking dish. Spread the chopped tomato flesh and sliced onion to make a bed.
6. Spoon the saucy meat and rice mixture into the empty tomato shells. Place stuffed tomatoes in the baking dish and cover each one with their top. Carefully pour 3/4 cup of water into the dish. Add a pinch of salt and a generous drizzle of olive oil.
7. Cover with foil and bake for 30-45 mins. Uncover and cook for another 45 mins - 1 hour until the rice is fully cooked. The tomatoes will collapse and become super tender.



Chef's Tips:

- The tomatoes are meant to lose their shape here, the important thing is that the rice in the stuffing is fully cooked.
- If you want to use brown rice, that is possible, but you will need to adjust the liquid and cooking time accordingly.
- To serve these as a main course, allow 1 to 2 stuffed tomatoes per person (depending what you serve alongside).
To serve them as a side dish 1/2 stuffed tomato per person works well.



SUPPLIER IN

Focus

SELECTEQUIP

Selectequip signs the way!

Sustainable, cost effective signage

Environmentally conscious, Selectequip, was established in 1989 and today designs and manufactures a full range of signage from UK-sourced materials. Known for innovation, they created the first sustainable Point ID plates and recently developed the world's first Mobile Expandable Wellbeing Unit.

Selectequip's state-of-the-art machinery ensures consistent colour printing on any material and their versatile range of signage is perfect for entrances and doors, wayfinding, safety messages, branding and so much more.

We really rate Selectequip's first-class design and installation. Here are just a few of our client's most requested Selectequip products:



POST & PANEL MOUNTED SIGN

The easy way to stay on brand, this multi-purpose, durable signage system is useful for entrance signs and wayfinding. Modular panels mean that individual segments can be added or replaced when needed.



STANDARD SAFETY SIGNAGE

ISO7010 compliant and BS5499 signage is manufactured from a range of materials for different environments including photoluminescent Fire Signage, and GRP signs for durability in harsher environments.



FINGER POST WAYFINDING SIGN

The effective way to visually communicate a message.



MODULAR DOOR SIGNAGE

A multi-purpose, easy-to-update system that has multiple uses including wayfinding and for signing meeting room doors.



Contact My Purchasing Partner to find out more!



#TakingCareoftheNation



Müller Healthy Balance is fit for all occasions but a **must in Education** at all levels

- ✓ High in calcium
- ✓ 100% natural ingredients
- ✓ Low fat
- ✓ UK school compliant



Müller Thick & Creamy is a **must in Healthcare** meeting patient calorie needs

- ✓ High in calcium
- ✓ Energy dense
- ✓ No bits (smooth)

Müller offering a solution and adding fun to meal occasions across **Workplace, Accommodation, Travel & Leisure**



✓ Everyday



✓ Low fat



✓ Gut health



✓ Probiotic



✓ High protein



✓ Fun

For more information about the Müller product range, please contact: info@mypurchasingpartner.co.uk or 0800 1216440