

# On the Boil

*Fresh ideas*

to help you make good buying decisions

JULY/AUGUST 2022

*Helping you buy better*

## *In this issue...*

How to cut down on food waste  
and save money

.....  
We're talking cauliflower

.....  
Ice cream trends

.....  
Let your uniform do the talking



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

## Summary

Increasing food and energy prices are partially responsible for the 9% inflation rate in May, the highest in 40 years. These rises are thanks to a succession of global shocks including several poor wheat harvests, supply chain disruptions exacerbated by Covid-19, and the conflict in Ukraine that removed a significant volume of key goods from the market.

## Food

High quality, seasonal, British-grown produce is now available. However, all foods, both imported and local are more expensive due to higher production costs and reduced availability. This pressure will continue over the summer months.

## Packaging

The limited availability of oil and gas is pushing up the cost and impacting the availability of packaging.

## Utilities

Oil and gas prices are expected to continue to rise throughout the year. Be aware of the pending rise in the energy price cap in October and take advantage of our 'Free Energy Health Check' now to help manage this increase.

## Freight

The high fuel costs are having a huge impact on freight costs and pushing up prices. There doesn't appear to be a short term solution to this.

## Staff

Recruitment continues to be an issue for many businesses although recruiters are expecting this pressure to begin to ease over the summer.

## Did you know...

**WE HAVE  
1300**

sites in the UK from large from groups to independent sites.

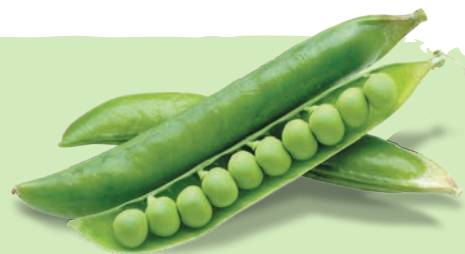
**WE HAVE SAVED OVER  
£32m**

for our clients since our inception in 2011.

**THE AVERAGE SAVING PER SITE IS  
10.3%**

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

# Meet your Team...



**Lewis Smith**

Systems and Projects Manager  
at My Purchasing Partner.

## How long have you worked in the industry?

All my working life - I spent 7 years as a chef then 5 years in purchasing.

## Which sectors do you specialise in?

I cover all sectors but F&B is my speciality.

## What is your top tip for purchasers?

Consolidate where possible, mitigate where necessary and be 'culinary creative'.

## Favourite dish?

A good quality rib-eye steak, medium rare with chunky chips and blue cheese sauce.

## Favourite drink?

A chilled pint of Coors.

## How do you spend your free time?

Either in the gym, socialising or learning new skills.

## Favourite band/type of music?

House, groove and techno.

## The best place in the world is?

Dubai.

## Early rise/late to bed?

Early rise to make the most of the day.

## What motivates you to do things?

The desire to achieve, always push myself to improve.

# Great British seasonal produce

## BEST TO BUY OR HARVEST

### Fruit



Gooseberries



Cherries



Rhubarb



Strawberries



Beetroot



Cauliflower



Courgette



Lettuce



Samphire



Radish

### Vegetables

## Tomatoes... can the tin - go fresh!

Currently tomatoes are a plentiful so make the most of them! as the price for tinned tomatoes, tomatoe paste are expected to rise in price.

Currently the higher prices are due to lack of availability, tomatoe paste in particular is simply not available and demand is high for both. The market indicates that the new season will remain high due to transport costs and the cost of energy needed for canning.

If you have any left over fresh tomatoes, get preserving, you can use them later in the year!



## Choose apple juice over orange juice

Apple juice prices remain fairly stable especially when compared to orange juice prices. This is due to an increase in apple production of around 7% across Europe boosting availability.

Compare this with the increasing price of OJ caused by high transportation costs from South America and 'citrus greening' issues in the US has impacted quality and availability.

## PROMOTIONAL WEEKS JULY/AUGUST 2022

### July

7TH JULY: WORLD CHOCOLATE DAY 16TH JULY: NATIONAL CHERRY DAY  
21ST - 27TH JULY: NATIONAL SALAD WEEK

### August

18TH - 14TH AUGUST: NATIONAL AFTERNOON TEA WEEK  
9TH AUGUST: NATIONAL POTATO DAY



# Plans to improve School Food Standards

In the future, local authorities will be responsible for ensuring compliance with the School Food Standards.

The latest set of School Food Standards were published in 2014 and implementation was largely unmonitored, leaving schools and caterers to interpret and implement as they saw fit.

Going forwards, a more proactive approach will be needed and schools will be encouraged to publish a statement on their websites about their 'whole school approach' to food.



How this new monitoring will work in practice is currently being designed and tested in a pilot project involving four local authorities. It is expected to be rolled out nationally in 2023-24.

Ahead of the rollout, it is a really good time to revisit the current School Food Standards and check that your menus comply with these standards, working with your current caterer. The MPP team is on hand to support you with any questions.



## Is your ice cream on trend?

Yes, there is such a thing as an ice cream trend! Offer the following ice creams to keep everyone happy this summer!

- **Nostalgic Britain** - We think that the jubilee has started the trend for traditional British flavours such as rhubarb and custard, apple pie, and the perennial favourite, vanilla
- **Ice cream sandwiches** - Mix your flavours and fill inside a brioche bun, crossiant, in between wafers or stack with cookies. Not always easy to eat but absolutely delicious!
- **American style** - We're talking sauces, fruits, sweets and chocolate piled over ice cream perched on top of cookie dough or pancakes. This is full-on sweetness and maximum instagram-ability.

## Protect your business from rising energy costs

Rising energy costs are set to continue and with a further increase to the energy price cap for consumers in October the future looks tough for everyone. Bear in mind that businesses do not benefit from a price cap and with average, out-of-contract business rates increasing, we strongly recommend that you take action. Here are just a few ideas:

- Benefit from our free energy health check to help compare prices across the market.
- If you want to manage energy yourself, shop around. For example, when your contract comes to an end - or if your supplier ceases trading - take time to negotiate and don't just take the first deal offered and take time to negotiate.

## Are you looking for sustainable packaging?

Want to package sandwiches, salads or fruits? Need to serve hot food in takeaway containers? We have a full range of recycled packaging that is not only good for the environment, it's good for your bottom line too!

The new Plastic Packaging Tax introduced in April 2022 aims to increase the amount of recyclable packaging used across our industry. The tax is applied to any plastic packaging that does not contain at least 30% recycled plastic.

By using recycled plastic (rPET) and non-plastic packaging, you are not impacted by any additional costs.

**Talk to us today about packaging and how to:**

- Eliminate single-use plastics entirely
- Reduce waste and optimise recycling
- Reduce deliveries and food miles





# DOWN AT THE *Market*

# FOCUS ON... *Cauliflower*

Cauliflower is a cruciferous vegetable formed of a mass of tiny, tightly-packed flower heads known as curds. Most cauliflowers are white, but you can find green and purple varieties.

Cauliflower is so versatile. Pulse it to make rice, mash it to make a potato alternative, crush it and use it to form a pizza base, or puree it in place of chickpeas

for a low-calorie hummus. Equally it can be steamed or roasted. Be aware that those on blood-thinning medication may need to limit the amount of foods containing vitamin K, such as cauliflower.

Cauliflower is considered by many to be one of the healthiest foods on Earth as it is packed with natural antioxidants, essential

vitamins, minerals and fibre. It first appeared in Asia, became popular as an edible crop in the Mediterranean around 600 B.C and is now consumed all over the world.

"We think that cauliflower is often overlooked" said resident chef, Adam Smith, from The Oaks Care Home in Essex for his most popular cauliflower recipe. Let us know if you make it!

## *Top Tip...*

Don't discard the stem – it's equally as nutritious as the florets. Pulse in a food processor to use as a base for vegetable soup or to add to a slaw.

# *Bombay Birdseye Cauliflower Cheese*

Serves 2 - Prep time: 15 mins - Cooking time: 25 mins

This dish was created for one of our residents, who has a great love of all things hot and spicy. This dish is not for the faint of heart, it's HOT HOT HOT, although it can be tamed by removing some or all chillies.



## *Ingredients*

- 600g cauliflower (fresh or frozen)
- 100g red onion (diced)
- Slices back bacon (chopped into pieces)
- 1 garlic clove (crushed or chopped)
- 1 tbsp Madras curry powder
- 1 tsp ground cumin
- 1 tsp ground coriander
- 1/4 tsp cracked black pepper
- 1/2 tsp sea salt
- 5-7 Birdseye chillies (depending on size and heat)
- 1/2 tbsp dried fenugreek leaves
- 50ml rapeseed oil
- 100ml water
- 250ml single cream
- 125g grated cheddar (50g for sauce: 75g for topping)
- 5-10g fresh coriander (chopped)

## *Method*

1. Preheat oven to 357 °F/190 °C
2. Boil fresh cauliflower 6-8 minutes in lightly salted water or roast frozen cauliflower for 10 minutes to remove moisture.
3. Gently warm oil in thick bottomed pan with all the spices, chillies, salt, pepper, onion, garlic and the bacon (if using). Stir continuously. Cook the spices out gently without burning them, raise the heat, add the water and place a lid over the pan for 2-3 minutes until the onions have softened and bacon is cooked. Remove the lid and cook off remaining water.
4. Add the fenugreek, cream, fresh coriander, 50gm Cheddar. Mix well and simmer for 5 mins. Add the cooked cauliflower and tumble in the sauce for a minute or two to allow sauce to penetrate the crevasses in the cauliflower.
5. Add mixture to bowl/s. Sprinkle over remaining cheddar and bake for 10 minutes until piping hot and the cheese is bubbling golden brown.
6. Sprinkle extra coriander over the top and enjoy





# How to cut down on food waste - and save money!

Around the globe, over one third of the total food produced is not eaten. The United Nations estimates that this equates to 1.3 billion tonnes of food annually with 40% from the food service industry. Throwing food away also wastes all the water, energy, fertiliser and labour that goes into growing, storing and transporting it to a restaurant kitchen.

The good news is that there are steps which can be taken in commercial kitchens to help reduce this waste - and these are lessons that we can pass on to our customers to use in their own domestic kitchens.

MPP is committed to reduce the amount of food that is wasted to not only better use the planet's resources but also to help save money. Here are a few of our ideas - if you'd like to know more, please contact us!



"For Care Homes, when menu planning think where products can be used in another way/dish."  
Michael

## Step 1:

### Determine why your food is being wasted

The first step in reducing food waste is to understand why it is wasted.

Are your portions too large or does the food you order never make it into rotation? Creating a food log may be tiresome, but it will show you where to focus your efforts so you know what changes to make and how to monitor your progress.

Simply changing your order sizes may help reduce waste and save money. Our team are experts at ordering and are always on hand to help.

"Welfare teams take resident orders the day before, this ensures the chef only cooks what is needed."  
Richard

## Step 2:

### Review your food delivery and stock management systems

Are you dating your food so that all staff know which produce is to be used first and are you storing food correctly?

- Plan menus carefully and only buy ingredients you know you'll use. Only stock up on produce if it's a really good deal AND if you have the means to preserve the food for use in the future.
- Keep the temperature in a refrigerator below 4 °C and your freezer around -17 °C. Consider having a generator on hand in case of power outages.
- Clearly label all containers with a date and product description.
- Rotate stock by following the FIFO (First In, First Out) rule.

## Step 3:

### Plan smarter to consciously reduce waste

Choose ingredients that can be used in several recipes.

- Write accurate menu descriptions so customers know what they're ordering.
- Devise a plan for leftovers, especially if menus change often. Use leftover chicken in soups, stews or salads. Make stock and soup from vegetable peelings and animal bones; turn day-old bread into croutons or breadcrumbs.
- Help control portion size by switching to using a smaller plate. Placing the same amount of food on a smaller plate makes the serving appear larger.
- Did you know that chips and fries are one of the items most often left on the plate? Consider giving customers more choice over what they receive. One idea is to create a list of side dishes that customers can order separately if they really want them.

## Other actions:

- Don't store fruit and veg together. Fruit releases ethylene which can prematurely ripen and spoil surrounding produce.
- Moving to greener disposables made from recycled or compostable materials is a great start. However schools, for example, could make even bigger savings by asking children to supply their own reusable bottles that can be refilled. This initiative alone can remove up to 50,000 plastic bottles each year in one school alone.
- Make your own smoothies - rather than throwing away unwanted fruit and vegetables, turn it into a smoothie that everyone will love! Not only will you reduce waste, you can save money by buying fruit and yoghurt in bulk.

These are just a taste of the broad range of initiatives that we are using - everything from reducing meat on the menu, to cutting out plastic straws and portion pots, to rethinking waste - to save money and the planet. We are constantly looking for other areas or ways we can improve and are always keen to hear your ideas. Do talk to us and together, let's make a difference.



# THE TRUTH ABOUT *UK food waste*







# Let your uniform do the talking

**Your team deserves high quality uniforms and work wear. This is why we recommend Corporatewear UK - Birmingham's leading manufacturer and supplier of corporate clothing, security uniforms, work wear & PPE for over 30 years.**

Clean, crisp uniforms and work wear are a visual representation of your company's standards and values: they engage your customers, and help employees to feel part of the same team. Conversely, a cheap-looking uniform may make your customers or clients think that your business is cutting corners, that your service levels are poor or your products are cheap.

Corporatewear UK understands the importance of making a good impression and their friendly team do all they can to fulfil our client's requests and we really appreciate their 'in-house' embroidery and print facility that will customise any garment with high quality logos or messages.



## Care Home Uniforms

The team delivered new uniforms for our care home client. *"Their fast efficient service meant that our new uniforms were delivered promptly ready for our Jubilee garden party. Our team looked smart and felt amazing."*

100% sustainably sourced cotton available in multiple sizes and colours.

## Embroidered logos

*"Having high quality logos embroidered onto our polo shirts, our team members are easily recognised by our customers, which shows that we care about first class service."*

## PPE

*"The safety of our residents is of the utmost importance so we demand the very best quality PPE."*



*"I know that I'm doing the very best I can to keep our residents happy and healthy."*

## Corporatewear UK: The go-to people for high quality uniforms and work wear

Care Homes	PPE	Leisurewear	Hospitality	Industrial	Logistics
Shirts, Blouses, Suits, Fleece, Scarves, Ties and Knitwear.	Ear Protectors, Eye Safety Screens, Safety Boots, Helmets and Protective Gloves.	Plain T-shirts or Polo style, Sweatshirts, Hoodies and Team Wear.	Chef Whites, Kitchen Wear, Tunics and Tabards.	High Visibility Jackets, Trousers, Fleece, Vest and Body Warmers.	Sweatshirts, Fleece, Polo Shirts, Outerwear and Trousers.

**Contact My Purchasing Partner to find out more!**



# Radnor FRUITS



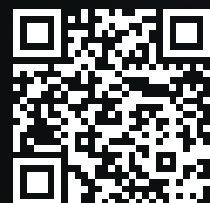
# SPARKLING

*Vegan*

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fruit juice

Preservative FREE  
**No** added sugar

**1** of **5**  
your a day



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