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## Orderline...

Don't forget you can telephone your orders FREE on the sales hotline **0800 2985211** or Telephone / Fax us on **01422 347734**. e-mail: [sales@pennineteaandcoffee.co.uk](mailto:sales@pennineteaandcoffee.co.uk)

**Remember our weekly order runs:  
Monday Local, Tuesday Gtr  
Manchester, Wednesday South  
Yorkshire, Thursday York & Hull,  
Friday North & West Yorkshire. The  
rest of the UK supplied by carrier any  
day.**

## Spring Drinks

For Spring and Summer we again have the Blendtec deals available, where with each Blendtec Blender you will get free ingredient and free clear cups to serve the ingredient in. Best seller for 2007 was the Q Series Ice Blender, with sleek noise reducing hood and a wide range of pre-programmed blend cycles this blender will give your frappe or smoothie drinks the exact consistency you want for your customers - be it chunky ice drink or silky smooth fine ice. £890 + VAT.

Dinkum Thick Shakes are the freshest thick shakes on the market, using just a half cup of cold semi skimmed milk and a scoop of powder mix to make a fresh thick full cup of milkshake. The cups are provided with the ingredient and you make the drink in the cup, so no mess and no waste. If you have yet to try our Dinkum thick milkshake mixes let us know and we will send you a sample

to see if you like it. Starter kits have gone up in price from Dinkum to £285 + VAT but we have stocks of the kits to sell at the old price and so they will still be available for £245 + VAT until 20th April 2008. The Dinkum milkshake powder tubs have gone up in price, and this increase is effective from April 1st 2008. The new price is £32.96 + VAT per tub which of course includes free cups, lids and straws. New for 2008 we have a range of Ecotainer Biodegradable take out hot paper cups, and also Biodegradable Clear plastic cups for smoothies and frappe drinks. With environmental issues a hot topic this compostable range of take away drink cups are sure to offer you a competitive edge. For soup to go we are now stocking 12oz and 16oz heavy duty white paper cups with vent lids, in a squat design they are ideal for stable transport of hot soup and have an extra thick wall so they retain heat while not transferring it to the customers hand.

## New Teas

Introducing a new range of Loose Leaf teas and also steel tea pots and glass tea pots with infusers. Loose teas are available in 1kg bags and are priced from £8.26 per kilo. Popular blends like Earl Grey, Darjeeling, Ceylon and Assam are available.



Mhai Diva Teas are supplied in an attractive selection box of 12 different varieties with 15 tea bags in each. Favourites like Lapsang Souchong are alongside Rooibos and Lemon Grass. £17.99 per box.

## Price Increases

For more than six months we have seen price increases on a wide range of the products we supply, reasons given by manufacturers include:- Fuel cost increases as well as Gas and Oil

price rises. Laminates used in packaging have increased in price, and yet again the cost price of Green Coffee has risen. Sterling has depreciated against the Dollar and Euro, causing the cost price of American origin products to go up. We have seen increases in the cost of Chocolate, Sugar, Whey Powder and Milk recently. The New York C Market for Arabica in November was hovering between 120-125 mark, at the end of February it was just under the 170 mark which is a phenomenal increase which no one can absorb.



Twinnings infusions and green tea are increasing from 31st March 2008 but we will not be going up until 14th April 2008.

Paper and clear cup increases have been made by all our suppliers due to the price of Oil, and the drop of the Pound against the Dollar and Euro. Border Biscuits and Grandma Wilds Biscuits will increase on 1st April due to increased fuel costs and major increases in the cost price of wheat.

## New Products

We have a wide range of new products for you to add to your current offering. First up is Cioccobon Bianco - a white hot chocolate powder version of our best selling Cioccobon thick Italian chocolate powder. Again packed in 1.5kg for £14.99.

New to our range are the Dairy Stix UHT Milk Skicks, an innovation in single serve milk portions, Dairy stix offer reduced packaging compared against traditional milk jiggers and are available as UHT Whole Milk or UHT Semi Skimmed milk. Available in a box of 200 sticks for £5.90.



## Direct Debit

We have had a fantastic response from our account customers over the Direct Debit system, which saves time and money processing invoices. For anyone still to join up the scheme these are the benefits:-

- 1) Save time checking and preparing cheques each month.
- 2) Save the cost of the above and postage, cheques and envelopes.
- 3) Improve cashflow management, you will know exactly when payments will leave your account.
- 4) Cheques do not get lost in the post.
- 5) We do the work for you.
- 6) No more phone calls reminding you about outstanding balances.
- 7) Backed by the Direct Debit Guarantee.

To join just request a new account form and Direct Debit Mandate, which we can post or e-mail to you.

## Top 10 countdown

The now infamous top 10.

- ~10) Spiced Chai (1x1kg) £11.95
- ~09) Border Biscuits (100x2) £16.53
- ~08) Mini Mallows (20x250g) £34.72
- ^07) Zuma Frappe (2kg) 17.85
- ^06) Chocolate Shavings (1x3kg) £25.95
- 05) Fairtrade S&T Tea (1x100) £4.75
- 04) Tw Everyday Tea 6x50 £12.95
- ^03) Fairtrade Biscuits (1x300) £11.50
- 02) Fairtrade Tea (2x1100) £36.00
- ~01) Caprice Vanilla Wafers (6x400g) 11/60

^ - UP, v - Down, - = No Change, ~ = New Entry

## Web Site Update

Our online store lists all our products with prices and pictures at [www.pennineteaandcoffee.co.uk](http://www.pennineteaandcoffee.co.uk) Make use of our online order system and get **special discounts only available when you order online**, account customers can choose to have their orders billed to account.

## Fairtrade Products

Filter coffee sachets for Fairtrade Colombian and also Fairtrade Decaffeinated 3 pint filter coffee are now in the new Pennine foil, packed 100 x 56g. Fairtrade espresso beans and Fairtrade Organic espresso beans (18x500g) Fairtrade hot chocolate and frappe powders in 2kg tubs from Zuma. Fairtrade muffins and biscuits.

## Lavazza Coffee

Training dates are available for Lavazza purchasing customers at their Training centre in London. The dates are the first Monday of the month every month. Ask us for more



information and a application flyer. Popular additions to our Lavazza branded range have been the Individually wrapped items to give away. Shortbreads are packed in a box of 200 for £8.00. Chocolate squares are in 200's for £8.00 and the cocoa coated almonds are in a case of 200 for £8.67.

## Twinnings

Infusions range have a new line up, Blueberry & Apple is the first new flavour, followed by Cranberry & Orange and then Green Tea with Cranberry. All infusions are made with all natural ingredients and have new striking packaging. New to



Twinnings filter coffee range are the Mellow blend and Rich blend for pour and serve coffee machines. In stylish new foil, the Mellow is smooth and

rounded to suit all day drinking, while the Rich is strong and Dark to suit after dinner serving.

## Welcome.....

Once again we would like to take this opportunity to welcome our new customers, both locally in the Yorkshire region and nationally throughout the UK and Switzerland.

## Finally.....

The next issue will be out at the end of June 2008.

Kenneth and Robert