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Packed in 1kg bags (810 wrapped beans per bag, 2.27 pence each)  
£18.40 + VAT

Over christmas we have been trying some different hot chocolate powders so you can offer you customers a range or try something different. First of all the Ghiradelli sweet ground chocolate and cocoa hot chocolate is available in powder as well as liquid format. The powder mixes well, and produces a smooth tasting chccocolate drink. Each tub contains 1.36kg and will make 57 servings. £12.50 per tub. We also have a range of Thick fondue flavoured hot chocolates to tempt you, steam a sachet of the powder with milk to make a thick gloopy drink - ideal for dunking biscuits in. We are also sampling a new range of Italian chocolate mix to steam with milk, and I will let you know of the outcome.

## Orderline...

Don't forget you can Telephone your orders FREE on the sales hotline  
**0800 2985211, Telesales**  
**(Mornings) 0800 9158230 or Fax us on 01422 347734. e-mail:**

**sales@pennineteaandcoffee.co.uk**  
**Remember our weekly order runs:**  
**Monday Local, Tuesday Manchester and the West, Wednesday Sheffield & South Yorkshire, Thursday/Friday York, Hull and Harrogate. The rest of the UK supplied by carrier any day.**

**A BIG THANK  
YOU TO YOU  
ALL FOR  
MAKING 2002  
OUR MOST  
SUCCESSFUL  
YEAR.**

## New Year Goodies.

**A**s we stumble bleary eyed back to work after the Christmas festivities, our annual break of six whole days off have been well spent researching new and innovating products for you to offer your customers along with assorted paperwork (no rest for the wicked).

Our first alternative is chccocolate covered espresso beans, individually wrapped to serve with a cappuccino.



Unfortunately due to high cocoa prices the manufacturers of Ghiradelli liquid chocolate have increased the price, which now means Ghiradelli Sweet Ground Chocolate & Cocoa (64froz) is now £14.00 per bottle, while the White Chocolate and Creamy Caramel sauce (64froz) are both now £15.00. Because we have bought stocks in ahead of the price increase, we will be able to hold the current prices for three months, with price increases being effective from 1st April 2003.



Italy's favourite espresso coffee is still the popular choice, and you can promote your branding by using Lavazza take out cups in 8oz, 10oz and 12oz sizes priced at the same rate as the Bistro range. Lavazza have produced their own range of flavours branded and called Ipiaceri del cafe. Choose from Chocolate Hazelnut (like nutella), Orange and finally Amaretto. 800g bottles for £6.40 + VAT. Lavazza have organised training days for the

new year, you will need to go to London for the training, but I have been told the courses are very informative and well worth making the effort for. Telephone 0800 2985211 or visit our website for more information.

## Travel Mug



**A** popular addition to our take out range is the insulated travel mug (left). Sell to your take out customers and then discount your drinks if they bring

it back to re-fill. Free sample on request. £3.99 + VAT each.

## Giant Cappuccino

**N**ew in stock, **Giant white porcelain cappuccino cups (20floz)** - Soup bowls with handles really £4.25+vat each cup and saucer.

## Liven up drinks...

**F**or flavoured coffee and latte choose from Routin 1883 (70cl bottle) £5.75 or Davinci Gourmet (75cl bottle) £6.40. They can be used in coffee, with hot milk to make a "Steamer" flavoured hot milk drink, cold milk to make a milkshake, mix with soda water to make an Italian Soda and use in baking and cooking as well. Also, why not liven up your hot chocolate with whipped cream, and save money on disposable cans of whipped creams, buy a re-usable ISI cream whipper 0.5litre for £22.40 + VAT. Each gas bulb costs 42 pence, and along with 0.5litre of liquid whipping cream - will produce 1.5litres of whipped cream to squirt onto your drinks & deserts. Or try the Stainless Steel version for £32.40 + VAT. Both versions are pictured in our online catalogue  
[www.pennineteaandcoffee.co.uk/shop](http://www.pennineteaandcoffee.co.uk/shop)

## Web Site Update

**T**he web site is still growing <http://www.pennineteaandcoffee.co.uk> is still your best guide for new information, espresso based drink guides and of course the searchable online catalogue and shop. In addition for tips on increasing your hot beverage sales, I have found this American site very informative and it

raises a large number of issues you should consider to beat the competition. The site address is [www.espressobusiness.com](http://www.espressobusiness.com)

## Sugar Sticks

**S**ugar sticks are an attractive and clean way of offering sugar to your customers. Now you can promote your business with your own label sugar sticks, and you only need to purchase 10 cases of 1000 sugar sticks. £11.00 per case for white, £12.00 per case for brown. For a one colour print, add 30p per additional colour per case. Artwork is £60 + VAT. All stock to be taken in one delivery and to be paid for.



## Top 10 countdown

**T**he now infamous top 10.

- ~10) Lavazza Decaff (1x80) 11.65
  - V09) Wrapped Muffins (1x20) £8.00
  - ~08) Flapjacks (1x32) £12.37
  - 07) Routin Syrups(1x70cl)£5.70+VAT
  - 06) Ghiradelli Choc Syrup(64FLoz)£14.00
  - 05) ISI cream whipper (500ml) £22.40
  - ~04) Davinci Syrups (1x75cl) £6.40
  - Λ03) Mini Marshmallows (6x200g) £7.99
  - ~02) Twinings Herbals (1x20) £1.05
  - Λ01) Croissants (1x10) £4.20
- Λ - UP, V - Down, - = No Change, ~= New Entry

**Wrapped croissants have made a move up the table.**

## Dinkum Milkshake

**W**e now stock the fantastic range of Dinkum thick milkshakes. An ideal addition to your hot beverage range, the dinkum thick shake is all natural, and half a cup of milk with a scoop of thick shake turns into a full cup of creamy light thick shake. The margins are very good, and each tub of ingredient includes the branded cups, lids and straws FREE. £31.30 for a 2kg tub of mix

## Tea - offer a range

**T**ea does not have to be just one drink, you can add a range to your menu easily and make a better margin at the same time. Twinings of a range of Speciality teas including Traditional English, Earl Grey, Assam, Darjeeling, Ceylon, Lemon. Packed in 1x100 display box's, and just 3.90 per box the speciality range can retail at a much higher price than standard tea thus improving your margins.

**T**winings have changed the herbal infusion selection, the varieties now available are:-  
 Camomile, Peppermint, Blackcurrant ginseng and vanilla, Lemon and Ginger, Cranberry raspberry and Elderflower, Orange mango and cinnamon, Pear and guava, Echinacea and raspberry. Mixed Variety packs are still available with 5 packs of four different flavours. All supplied in box's of 20 string and tag tea bags for 1.05p.

Twinings Ice Tea point of sale now includes posters and table talkers advertising Iced Tea combined with spirits - such as Green Tea & Lemon with Gin. Request a POS pack when you next order.

## Welcome.....

**O**nce again we would like to take this opportunity to welcome our new customers, both locally in the Yorkshire region and Nationally throughout the UK.

## Finally.....

**T**hat's about it for this issue, Happy New year to you all, let's all look forward to a prosperous 2003.

*Kenneth* and *Robert*

