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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

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

Spring is in the air..

The post Christmas period is traditionally slow, but this always gives us the opportunity to prepare for the next busy holiday period. While Easter may still seem a long way away, a number of smaller events such as Valentine's day should increase both shopping trade for cafe's and of course bookings for restaurants. Pre plan your speciality drinks menu to make the most of these busy trading days.

Valentine Latte - add 1/2 floz Strawberry and amaretto syrup to the cup before making a latte.

Spiced Mocha - add 1/2 floz cinnamon syrup to the cup before making a mocha.

Caramel Nut Cappuccino - add 1/4 oz caramel syrup & 1/4oz Hazelnut Syrup to the cup before making a cappuccino.

Coconut Cream Cappuccino - add 1/4oz Coconut syrup and 1/4oz Vanilla syrup to the cup before making a cappuccino.

Hot chocolate has been tipped as a big seller throughout 2005, with particular emphasis on thicker chocolate mixes and also flavoured chocolate (either as a mix or flavoured using a syrup). If steaming milk for chocolate and mixing in the cup or jug seems too much hassle - a bain marie style chocolate



warmer/mixer is ideal. Just add milk and chocolate powder or even chocolate in solid drop form and the machine warms and mixes the chocolate which can then be dispensed from the tap

on demand. Special price of £495 + VAT.

Giocobon Italian chocolate powder is ideal for a thick hot chocolate -steam the powder with milk in a frothing jug for extra effect. £12.50 for a 1.5kg tub. Zuma Hot Chocolate powder makes a smooth hot chocolate for £11.00 per 2kg tub. Fairtrade chocolate is available in portioned sachets - a box of 1x100 sachets costs £14.25.

Latest Products

New for 2005 our re-vamped product catalogue will be out shortly. Some products have been de-listed to make way for an enhanced superior product range.

We are currently offering the ISI 0.5litre gourmet whip bundled with 40 ISI gas charges for the very special price of £45 + VAT. Twinings are bringing out new products for example (Lotus) Green Tea and Orange Blossom, Black Tea and After Dinner Mint both in foil envelopes. We are increasing our



counter/impulse lines by an additional 6 products.

Fairtrade Products

We are continuing to support Fairtrade products, which ensures a fair price has been paid to the originating farmer. To add to our espresso bean range (6x1kg) £59.00 and our Filter Coffee sachets

(50x50g) £39.50 we have a range of portion sachets. Fairtrade Instant Colombian Coffee Sachets (1x1000) £48.90. Fairtrade Instant Colombian Coffee Sticks (1x500) £27.78. Fairtrade Hot Chocolate Sachets (1x100) £14.25. Fairtrade Sugar Sticks (1x1000) £11.30.

Also Fairtrade hot chocolate drink (10x1kg) 37.91 and Fairtrade Tea Bags (2x1100) £36.00. Don't forget Fairtrade fortnight taking place on the 1-13th of March 2005 - promoting the Fairtrade Mark and encouraging the public to purchase Fairtrade products. If you already supply Fairtrade products and require additional POS then let us know.

If you wish to supply a fairtrade espresso alternative in addition to your usual blend try a compact grinder like the Iberital MC2 500g bean hopper and flat brass grinding burrs. £129.00 + VAT.



While remaining the top espresso brand which everyone is able to identify with, Lavazza are keen to prove they are not just serious about producing consistent quality espresso blends that suit all espresso based speciality drinks. In 2004 Lavazza embarked on the Tierra Project in Honduras, Peru and Colombia. As part of their commitment to sustainability, this project has improved working and living conditions for producing farmers by building new commercial, residential, educational and medical facilities. Learn more at www.lavazza.it

Roast your own

Surprising to many, but roasting your own coffee is a growing market in the UK domestic market. While not possible in commercial volumes, upto 250g of green coffee can be roasted using home roasting machines.

If you would like to offer Green coffee beans or roasting equipment to your customers let us know. We stock the Hottop home coffee roaster available for £481.75 including vat and 2kg of green coffee beans. In addition we supply the Alpenrost

green coffee roaster for £299 + VAT including 2kg green coffee beans. We have bagged stock of green beans ready for dispatch.



Web Site Update

Our online presence continues to increase in popularity. www.pennineteaandcoffee.co.uk now regularly receives 25,000 unique visits per month combined with general browsers of our site and information pages and both commercial and domestic coffee purchasers buying online in our shop.

Dinkum Milkshakes

We were pleased to be presented with a certificate from Dinkum as their highest % increasing turnover distributor in 2004. If you already supply Dinkum milkshakes then the simplicity, efficiency and complete profit from this "make in cup" product will already be evident. If you would like to start serving Dinkum Thickshakes let us know!



Dinkum starter kit - £245 + vat

Top 10 countdown

The now infamous top 10.

- V10) Ghiradelli Dark (1x64floz) £14.00
- ~09) Cappuccino Stencils (1x6) £1.99
- ^08) Choc Espresso Beans 810, £18.00
- 07) Smoothie Mixes (12x1ltr) £52.00+VAT
- ^06) Fairtrade Tea (2x1100) £36.00
- V05) Cioccobon (1x1.5kg) £12.50
- ^04) Lotus Biscuits (1x300) £9.25
- 03) ISI cream whipper (500ml) £22.40
- ^02) Fairtrade Tea (2x1100) £36.00
- ^01) Fairtrade Sugar Sticks 1000) £11.30

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

Take Out Products

Don't forget we supply a wide range of take out products and accessories. These include Hot paper cups from Benders, Solo, Lavazza and Soho (Now down in price). We also stock 8oz/10oz Coffee Clutch's and 12oz/16oz Coffee Clutch's. Pulp board 4 cup carriers are ideal for customers who purchase multiple drinks. Carry handle paper bags are available in Kraft Brown or White in Small, Medium or Large sizes and are ideal for a sandwich, cake and coffee. For environmentally friendly stirring, choose from wooden stirrers in either 5" size or 7.5". Pricing for all these products is available in the online shop, or through the new pdf cutsheets in either digital or hardcopy. New in stock a pack of six stencils to leave a cocoa pattern on top of Cappuccino. £1.99 + VAT.



Price Increases

If you do not receive an A5 note from us with this newsletter you should do soon regarding increases in price of our coffee range. This has mainly been forced by our suppliers of coffee who have instigated price increases based on World Trade market prices. In addition for a number of years we have absorbed increases in fuel costs, rent, rates and other associated business costs. The increases you will see on any products that do increase in price have been kept to a minimum, and we have absorbed the costs of price increases far longer than many of our competitors.

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.

Finally.....

The next issue will be out at the end of April 2005.

Kenneth and *Robert*