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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.

Winter Drinks Ideas

As the nights draw in, and the cold winter days leave your customers decidedly frosty - take the opportunity to promote your premium coffee drinks and leave them feeling warm inside! Cappuccino and latte drinks can be made more inviting by offering Flavoured syrups to enhance them. But don't expect people to match a bottle of syrup to a drink - offer weekly specials such as Irish Cream Cappuccino or Vanilla Mint Latte. Just don't go mad with the syrup, half a fluid oz is fine for one flavour and a little less than that if you are adding 2 flavours - always have a tester for your creations before unleashing them on customers!

Guy Fawkes Latte - add 1/2 floz cinnamon and amaretto syrup to the cup before making a latte.

Chocolate orange mocha - add 1/2 floz orange syrup to the cup before making a mocha.

Caramel cream latte - add 1/2 oz caramel syrup to the cup before making a latte, Top with whipped cream and drizzle with caramel sauce for effect.

Nutty Cappuccino - add 1/2oz Hazelnut syrup to the cup before making a cappuccino.

Hot chocolate is a big winter seller - and we supply a variety of different powders and sauces to produce a range of different tasting drinks. Ghiradelli dark chocolate sauce is the popular choice for mocha and hot chocolate - £14.00 for 64floz bottle.



Cioccobon 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. Ghiradelli sweet ground chocolate powder makes a nice alternative to the syrup version. £12.50 for a 3lb tub. Enhance your



chocolate drinks with whipped cream - ISI cream whippers turn liquid whipping cream into 3 times as much whipped cream and can be re-used over and over again. £32.44 + VAT for the half litre gourmet stainless steel version.

Latest Products

We keep adding to our product catalogue to ensure you have a full range of products to sell. In our Fairtrade sections you will see the new additions to our fairtrade product range. New from Zuma is a Hot Chocolate powder to make smooth tasting hot chocolate drinks - 2kg tub. We now offer a hot chocolate mixer/dispenser which keeps the chocolate hot . Ideal to position front

of house and a great time saver - make up the chocolate using a powder or liquid mix. £595 + VAT



Fairtrade Products

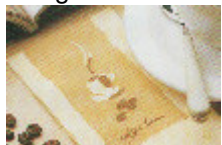
We are continuing to support Fairtrade products, which ensures a fair price has been paid to the originating farmer. To add to our espresso bean range (6x1kg) £59.00 and our Filter Coffee sachets (50x50g) £39.50 we have a range of portion sachets. Fairtrade Instant Colombian Coffee Sachets (1x1000) £48.90. 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



Italy's No.1 espresso coffee has released a new blend, "Grand Espresso" which is a blend of South American uplands coffees combined with fragrant Asian varieties and the intensity of Central American Beans. It will be priced at £49.85 per 6x1kg case, and we will sell 1kg bags for you to try to see if you like it. Lavazza are marketing this new blend at it's Qualita Rossa/Creme e Aroma customers.

Lotus Napkins

New to our product range are stylish Lotus delicious design buttermilk napkins with 4 different striking designs.



Brown coffee bean (above), Red chilli pepper, Blue vino tinto and Green olives. All designs offer a touch of flair and class. Size 33cm x 8 fold packed in a case of 2000 for £35.35 + VAT

Web Site Update

A great deal of new information can be found on the website.

<http://www.pennineteaandcoffee.co.uk>
For many product groups we now have a range of cutsheets with product pictures / prices on. These are available as hardcopy or enter the website address above and add /download.html to the end of it for the PDF versions.

Dinkum Milkshakes

You will already be aware of the hugely popular Dinkum thick shakes range. They are now offering a fantastic gift pack that will be ideal for christmas. It features a home size dinkum milkshake mixer, two beakers with crazy straws and 5 sachets of each milkshake flavour - Banana Dream, Strawberry Scream and Chocolate Cream. Re-fill sachets will be available to purchase from us as well. £32.30 + VAT for the starter kits and packs of 36 ingredient sachets are £11.52.



Top 10 countdown

The now infamous top 10.

- 10) Mini Pannetonne (48x80g) £32.00
- 09) Choc Espresso Beans 810, £18.00
- ~08) Lotus Biscuits (1x300) £9.25
- 07) Smoothie Mixes (12x1ltr) £52.00+VAT
- ^06) Fairtrade Tea (2x1100) £36.00
- V05) Dinkum Thick Shake (1x2kg) £31.30
- ^04) Fairtrade Sugar Sticks 1000) £11.30
- ^03) ISI cream whipper (500ml) £22.40
- ^02) Cioccobon (1x1.5kg) £12.50
- ^01) Ghiradelli Dark (1x64floz) £14.00

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

Chocolate has made a move up the table this month.

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.

Christmas Closing

If you receive deliveries from us by carrier **the last date to place orders is 12.00 pm on the 22nd December for delivery on 23rd December 2004.** The next date to place orders is the 4th January 2005. If your orders come direct from us by our own van, deliveries w/c 20/21/04 will be on your normal day. Because we are not delivering on Christmas Eve customers whose deliveries are normally on a Friday will have their last delivery on 17/12/2004. Your stock will need to last you until 7th Jan 2005. **There will be no deliveries on Christmas Eve.**

Our offices will be closed from noon on the 24th December until 8.30am on 4th January 2005. Please make sure you have sufficient stock to cover the festive season, Remember it is better to have a small amount of stock left over in Mid January than run out during the holiday period. If you think that you are going to need very large quantities of stock please let us know by the 10th December so that we can plan it. Help us to help you.

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 Alicante in Spain.

Finally.....

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

Kenneth and *Robert*