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1 FREEPHONE

Don't forget to call your orders in free on 0800 2985211.

2 Northern Catering & Food Fair

On September 30th and October 1st we will be on stand 89 at the catering & food fair. Come along and visit us - if you need more free tickets give us a ring and we will send some more straight out.

3 Exciting Products

We are always on the lookout for products that may be beneficial to you our customers, here's our latest finds along with the Pennine ancillary products **top 10.**

4 Aqua Libra bottles redesigned

This popular natural fruit drink now has a bottle for the new millenium

Freephone your orders NOW!

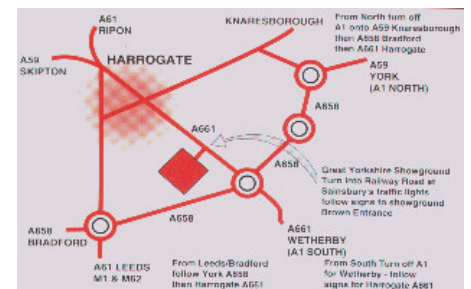
Don't forget to update your records with our freephone number - it's a service for you our valued customers so make sure you get full use from it. Telephone your orders **FREE** on the sales hotline **0800 2985211.**



Remember our weekly order runs: Tuesday local, Wednesday Sheffield & Leeds, Thursday York and Harrogate.

Northern Catering & Food Fair

On September 30th and October 1st we will be in Harrogate at the flower hall at the Great Yorkshire showground for the North's Premier exhibition to put you the caterer in touch with suppliers of any product you could possibly need.



A quick guide to help you find your way to the exhibition.

On the stand we will have a Wega Orion espresso machine on display and one of the new Wega Sphera espresso machines working. In addition there will be an instant product machine complete with the new Worlds Finest Instant Beverage products. Also a selection of our latest products including Davinci syrups, our new cafetiere sachets and the new take out paper cups.



Visit us at the exhibition on stand 89 and enjoy a cup of tea or Cappuccino Coffee.

Chocolate Covered Coffee Beans

A popular alternative to after dinner mints, they are available in bulk cases of 1x2x2kg.



New Elite Speculoos Cappuccino selection

Adding to the highly successful Speculoos range, Elite have released a luxurious cappuccino biscuit selection. With stirring messages such as Excellence on the wafer, Elite moments on the ratafia style biscuit and fine Belgian biscuits on another. Mixed box's of 125 biscuits are available now for £7.95. And sticking with the high class theme for a moment, Amber sugar crystals are proving to make the whole coffee experience thoroughly decadent.



Twinings Speciality Teas

Twinings still seem to be dominating the tea market, particularly where a wide choice is required for customers. Favourites Traditional English, Earl Grey and Darjeeling are joined by the New **Lady Grey**. Lemon, Assam and the wide range of others are still available, and with striking point of sale material they are guaranteed to increase your tea sales.



Top 10 countdown of our best selling ancillary products

We have compiled this top 10 to let you know what's most popular at the moment. Lavazza and our pour and serve coffees are excluded because together they would take up their own top15 ahead of everything else!

- 10) Decaff 1 cup filters (12x10) £14.95
- 09) 8oz Cappuccino Cups (1000) £44.95
- 08) Retail Coffee (10x8oz) £17.50
- 07) Kenya Cafetiere Grind (1kg) £10.15
- 06) DaVinci Syrups (75cl) £5.95
- 05) DL Real Mayonnaise (10ltr) £17.20
- 04) Speculoos Biscuits (200) £6.25
- 03) Twinings Trad English (100) £3.90
- 02) Sugar Sachets / Sticks (1000)
- 01) Gold Cafetiere for 1 £8.00+VAT



The popular choice of the moment, cafetiere's for one seem to have really taken off - and now our own label 2 cup sachets for cafetieres make it even easier to take this popular option.

Lavazza the favourite for cappuccino

Lavazza espresso beans continue to prove themselves as the best choice to complement any espresso machine. Praise from customers shows that Quality reaps the best financial rewards.

Aqua Libra bottle update

This healthy refreshing drink made with fruit juices, natural herbal extracts and no added sugar now has a new modern bottle.



Supply and demand!

You expect delivery within a few days of ordering - sometimes sooner if your stock runs really low, and we always do our best to accommodate this. However, it would help us greatly if you could bear this in mind:- Sheffield deliveries are every Wednesday and the Van normally leaves at 9.00am. York, Harrogate and East Yorkshire deliveries are every thursday and the Van leaves at 8.00am, any orders for Harrogate after this time will go on carrier if they are in stock, and any orders for carrier after 3pm Thursday will not arrive until monday the following week or after. If you know that the products you have are non stock items or if you have a special coffee blend - please try and give us a week to roast, blend and grind if necessary, or obtain the product from whatever source.

And finally.....

We both look forward to seeing you in Harrogate on September 30th or October 1st. The next newsletter will be out at the end of November.

Thank you for your valued custom and good luck with your future trade.

Kenneth and Robert