

Q PLATINUM Frying Oil

a shining example of unbeatable performance

There are few things more valuable to your business than your frying oil. So for the finest, purest oil, choose Q Platinum. A blend of 2 ultra-durable all-vegetable oils, Q Platinum is a true heavy duty oil that shines in even the most productive takeaway - and stays in gleaming condition for so much longer. That means less waste, less hassle and more reliable results every time.

- Blend of 2 highly durable all-vegetable frying oils for long life and unbeatable performance
- Power and performance - heavy duty frying oil
- Resists breakdown in a high productivity takeaway
- Available in 12.5kg packs
- Eligible for Save & Select loyalty points



Code 001769

Henry Colbeck Limited

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Henry Colbeck is MSC Certified
MSC-C-51570

www.colbeck.co.uk



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Colbeck Stock Statement:

The paper What's Hot is printed on is the first volume coated product to achieve Forestry Stewardship Council (FSC) certification in the UK and is ISO14001 certified. It only uses celluloses with an ECF bleaching process.



WHAT'S

www.colbeck.co.uk

HOT!

Issue 124 November/December 2018

What's Cooking? 2019

The leading exhibition for Fish & Chip Takeaways
and Fish & Chip Restaurants!

PLUS! Pizza Products, Kebabs & Burgers too!

SAVE THE DATE

Sunday March 3rd
Royal Highland Centre
Edinburgh

Don't Miss It!

Over 80 Stands

New Products & Ideas

Prize Draws & Competitions

Exclusive Offers

Chip-In! We want your views

Product Sampling

Drywite Equipment Shop

See inside for details



IN THIS ISSUE



Christmas Save & Select

Turn points into presents!



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Don't forget

Follow us on

twitter

@HenryColbeck

Like us on

facebook

Sell more with our FREE Point of Sale Materials!

We offer a range of Point of Sale materials **FREE** to all our customers to help you market your business and sell more. There's a great choice to help you promote your menu items, environmentally friendly packaging or the sustainability of your business to your customers.

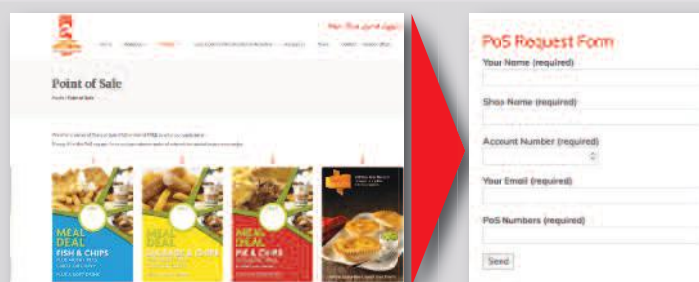
Maximise the sales of products you sell by using our high quality and effective Point of Sale!



How to order?

1. Visit our dedicated Point of Sale page on our website
<https://www.colbeck.co.uk/point-of-sale/>
2. View our range of Point of Sale materials.
3. Fill in the Point of Sale request form.

Requested materials will be delivered with your next order.



**Coming
SOON!**

Colbeck Recycling

Henry Colbeck's UCO Recycling Website

Following on from the launch of our brand-new Used Cooking Oil (UCO) Recycling Plant is the launch of our Colbeck Recycling website!

Learn more about how your used cooking oil can be used to generate green energy, find out about our fortnightly or monthly UCO collection services and why we're so passionate about being green.



Don't let it go to waste – We buy your used cooking oil!
www.colbeckrecycling.co.uk

You asked. We listened!

As part of our commitment to excellent customer service, we've listened to suggestions from our customers about ways to improve delivery accuracy. From 1st November we are now planning to utilise call recording in our Telesales Departments, with this being for internal training and quality purposes only. We'll use the facility to coach and support our office-based Sales team with the aim of ensuring accuracy with your orders and your deliveries.

If you'd like to chat to us about this service, or if you want to find out more about how we are improving delivery accuracy, call one of our Telesales Managers - Carol Linden @ Coatbridge 01236 425 656 or Helen Wheatcroft @ Gateshead 0191 482 4242 – they'll be happy to help.

Something for everyone this Christmas!

Save&Select, is our way of saying thank you for your continued support and for choosing us as your supplier. We're the only company to the Fish & Chip market that offers a loyalty scheme and with Christmas just around the corner now is the ideal time to redeem your points.

You can exchange just 250 Save & Select Points for a great choice of £10.00 vouchers or gift cards from Love2shop and Sainsbury's.



Sainsbury's
live well for less



Turn your points into presents!

Gift Cards accepted at
thousands of High Street outlets
including: M&S, Boots and PC World

**250
points**

CONVERTS TO
£10
WORTH OF
VOUCHERS!

Every
Point
Takes You
Closer!

Redeem your points now...
in time for your
Christmas shopping!

Visit www.colbeck.co.uk for full details



Look out for your Save & Select Points statement and Christmas brochure in the post

M E R R Y C H R I S T M A S

Ask your **Henry Colbeck** Sales Contact for more information.



The leading exhibition for Fish & Chip Takeaways and Fish & Chip Restaurants!

SAVE THE DATE!

Sunday March 3rd 2019

**Royal Highland Centre
Edinburgh**

Organised by Henry Colbeck, a leading supplier to the Fish & Chip Market,

What's Cooking? 2019 will feature **over 80 stands** giving you plenty of opportunity to sample products, find out about the latest concepts, take advantage of exclusive offers and even win a prize in one of the many competitions!

PLUS! there'll be kebabs, burgers and pizza products too!

What's Cooking? is the exhibition to attend if you're looking for ideas to help you improve your profits, with advice about packaging, portion control and how to add money-making ideas to your menu.

You'll be able to catch up with the latest innovations in Frying Ranges, Oil Filtering and Used Cooking Oil Collection & Processing. You can meet up with your Henry Colbeck Sales Advisor and find out what they can do for you. The representatives from the National Federation of Fish Friers will be there too; come along and find out about the benefits of membership.

'Chip-In!' – We want your views! There'll be a dedicated stand where you can let us know what you think about the exhibition and what you would like to see at future events. You'll also have the opportunity to give us your feedback about our services and product range.

**MAKE SURE YOU DON'T
MISS OUT!**

Organised by Henry Colbeck
More Than Just a Supplier!

SAVE THE DATE!

Sunday March 3rd 2019

Royal Highland Centre
Edinburgh

FEATURE



What's Cooking? is guaranteed to keep you up-to-date with all the latest news, products and services for the Fish & Chip Market. It's full of ideas to help you develop your business, improve your profits and stand out among today's takeaway food choices.

FREE OF CHARGE entry tickets will be mailed out to all customers of Henry Colbeck.

If you're not a customer just yet, then please email marketing@colbeck.co.uk with your name, shop name and address and we'd be delighted to send you some FREE tickets.



What's Cooking is organised by Henry Colbeck, a leading supplier to the Fish & Chip Market in the UK

What's On?

- Over 80 Stands!
- Product demonstrations
- Exclusive offers – only available at What's Cooking?
- Product sampling
- Prize Draws & Competitions
- New products and ideas
- Catch up with your Henry Colbeck Telesales Advisor
- Chip-In! We want your views. Come along and give us your feedback.
- Save & Select Photobooth
- Drywite Equipment Shop
- Children's Entertainment
- Free Coffee & Doughnuts
- Plus**
- Pizza Products, Burgers & Kebabs too!**

For further information contact:

Jackie Pearson, Head of Marketing jackie.pearson@colbeck.co.uk
or Heather Ainsworth, Marketing Co-ordinator heather.ainsworth@colbeck.co.uk

Henry Colbeck Quality Department

At Henry Colbeck we believe that 'Quality is everyone's responsibility!' – delivering the very best standards of customer care to you.



Working to ensure everyone in the company delivers to the high-quality standards that we set, and to achieve certification, is the Quality Assurance Team. Led by Anne Sultman, she and Rachel Justice not only play a crucial role by ensuring that our products meet the standards we set, they coordinate our quality control procedures and processes.

These procedures and processes cover everything from 'how to place a customer order' or 'carry out a customer delivery' through to 'ensuring freezer equipment is correctly calibrated', or 'measuring improvements in meeting correctly delivered goods targets.'

We have a Quality Manual covering our processes and procedures and our teams are trained to meet those expectations (from Transport to Purchasing, Sales to Accounts). We have a team of Internal Auditors that audit against those processes and procedures and from their reports we focus on continual improvement.

We are also audited on a regular basis by external auditors, who provide detailed feedback on our standards and we act upon any areas where we can make improvements.

You can feel reassured that we are ISO 9001 - 2015, BRC and MSC certified. We are also working to ISO 14001 Environmental standards.

As part of her role, Rachel is responsible for handling any product quality issues. She will log any queries and follow them through to the manufacturers and contact you direct to ensure the issue is solved to your satisfaction. If you ever experience any quality issues then please speak to your Sales Manager or to your Telesales Advisor, who will initially provide specialist product advice and ask for any specifics such as batch codes, manufacturing dates and the manner of the issue and pass this to Rachel. Providing a photo or a sample at this stage is also most helpful.

In the event of any product withdrawals, the Quality Team will carry them out in conjunction with the Food Standards Agency and Food Standards Scotland. If we are alerted to any potential issues, we will contact you directly if there is any possibility that your business may be affected.

We hope that knowing how seriously we take quality will provide you with the reassurances that you deserve for your own customers, trading standards and local environment agencies.



The Quality Assurance Team are dedicated to making everything we do better for you.
Contact Anne or Rachel at qa@colbeck.co.uk.



Congratulations!!

8 lucky customers have each netted a £125 Love2Shop Gift Card in our 125 Years Prize Draw. Plus 2 customers will be treating themselves to a luxurious break after winning £500 Thomas Cook Vouchers each!

CELEBRATING
125
YEARS
1893-2018

Congratulations to;

Kingfisher, Keswick
Jazz Chippy, Methil

They've each won a £500 Thomas Cook Gift Card

Well done to;

Winners of a £125 Love2shop Gift Card each

Little Chippy, Carlisle
Darton Fisheries, Barnsley
St Michael's, Leeds
The Fish Restaurant, Seaton Sluice

Benny Tomollilo, Falkirk
Divito's, Glasgow
Riverside Chippy, Kinlochleven
Victor's Fish Bar, Cumnock



A massive thank you also to all employees, customers, suppliers and partners for your continuous support!

Are you giving your profits away???

The long dry summer has seen potato yields falling and potato prices rising as a result. With this in mind there has never been a better time to review the portion size of the chips you serve, in order to preserve your margins and protect your profits.

Do you know how many portions of chips you could be getting out of a bag of potatoes and how much profit you could be losing by not implementing better portion control?

We recommend a 2 step approach - that you consider reducing the standard size of the chip portions that you serve and that you impose tight control on the size of those portions.

The National Federation of Fish Friers (NFFF) has worked tirelessly over the years to produce facts and figures about this subject and about how offering a choice of portion sizes, not only means reducing

food wastage - a hot topic right now - but also means that you aren't just watching your profit walk out of the door and into the bin.

If you have ever experienced customers asking for two fish and one portion of chips, then it can be a sign that you are giving away too many chips!

There are some of your customers that will love big portions, so you'll probably want to continue offering them at the appropriate price, but for the sake of your profit and your customer offering, consider giving your other customers a choice of portion sizes.

Thank you to the NFFF for providing the following example;

SERVINGS WITH PORTION CONTROL	FACTS & FIGURES
If you serve 10ozs as a standard portion of chips, with wastage in preparation and cooking of 60%, you should obtain 35 bags of chips. If you charge £1.67 net of VAT per bag (£2.00), the gross return will be £58.45 (£1.67 x 35 bags).	35 BAGS OF CHIPS GROSS RETURN £58.45
SERVINGS WITHOUT PORTION CONTROL	FACTS & FIGURES
Now, imagine that a lack of portion control leads to those bags of chips weighing 12ozs, the number of bags will reduce to 29. Multiply 29 bags by £1.67 and your return is £48.43, a loss of £10.02p. Repeat this over 20 bags of potatoes and the result would be a reduction in gross profit of £200.04 (20 x £10.02). Using 20 bags of potatoes per week for 50 weeks would results in an annual loss of £10,002 50 x £200.04	29 BAGS OF CHIPS 6 BAGS LESS GROSS RETURN £48.43 LOSS OF £10.02 X20 BAGS LOSS OF £200.04 X20 BAGS X 50 WEEKS LOSS OF £10,002

In this example, portion control could save £10,000 of profit every year –real food for thought about the importance that tighter portion control makes.

The Seafish and Agriculture and Horticulture Development Board (AHDB)

'Does Size Matter?' 2016 Report found fish and chip portion sizes vary hugely with 44% of fish and chip consumers saying chip portions are too big and 21% admit to throwing away some of their fish. This accumulates to approximately 18,128 tonnes of food wasted each year. With this in mind, 1 in 3 people said a greater range of portion sizes would encourage them to eat fish and chips more often.



How can we help with portion control?

Maximise your profits with Drywite Stainless Steel Portion Control Chip Scoops

Available in 3 sizes. One scoop, One portion! Simple!

**Only
£44.00**

6oz

110mm L x 100mm W x 55mm H
130mm handle
Code 041978

**Only
£46.00**

10oz

133mm L x 122mm W x 65mm H
130mm handle
Code 041980



**Only
£45.00**

8oz

116mm L x 112mm W x 61mm H
130mm handle
Code 041979

Portion Control Packaging - 2 Compartment Boxes

Using portion control packaging can also help ensure the portion sizes you plan to serve are the portion sizes your customers receive!

Corrugated Fish & Chip boxes, and in particular two compartment boxes, really do give guaranteed portion control. They're available in three sizes and, as well as controlling portions and maximising your margin, they have other key benefits;

- Professional presentation
- Built-in divider stops the Fish & Chips sticking together
- Airholes allow steam to escape - keeps the batter crisp
- Recyclable & Biodegradable
- Designed for Fish & Chips

Small

250x195x55mm (9.5x7.5x2")

Code 026687



Medium

280x195x55mm (10.5x7.5x2")

Code 026710



Large

290x195x55 (11.5x7.5x2")

Code 026683



Packed in 100s



Code 026607

200x130x50mm (8x5x2")

Packed in 100s

Lite-BITE

We developed the Lite-BITE concept and packaging to provide our customers with the ability to serve a more tightly controlled portion of Fish & Chips and to attract customers who are normally put-off by larger portion sizes.

We've had excellent feedback from our customers using Lite-BITE – the concept really works, especially by attracting new customers in and increasing lunch time sales.

Serving the Lite-BITE is great for your profits and for your customer's choice.



FREE POSTER AVAILABLE

Interested in portion control? Ask your Sales Manager or Telesales Advisor how we can help.

Don't forget to visit the Portion Control stand at our What's Cooking? Exhibition.

NEW!**Beezers Chip Onions***Specially produced for the Scottish Market***NEW!****Only
£3.99****2.25kg**

Code 013365

**Gold Star
Tomato Ketchup****Only
£8.80****12 x 335g**

Code 023353

*Beezer – It's a belta of an onion!!***Just
Tomato Ketchup****Only
£6.10**Collect

1 Point**4.54kg**

Code 023662

**Major B's
Tomato Ketchup***Glass Bottles***Only
£7.70****Only
64p
each****12 x 218g**

Code 023352

**Gold Star Brown
Chip Sauce****Only
£3.90****5 litres**

Code 024056

**Heinz Tomato
Ketchup****Only
£13.90****Only
£1.39
each****10 x 342g**

Code 023358

**Cupac Ready to
Use Malt Vinegar****Only
£12.50**Collect

2 Points**4 gallons/18 litres**

Code 013262

**Q Distilled Clear
Malt Vinegar****Only
£3.20**Collect

0.5 Points**5 litres**

Code 024059

**Drywite Non-Brewed
Condiment****Only
£6.90****Only
58p
each****12 x 315ml**

Code 023852

November Only!!

Buy 20 boxes of the vegetable frying fats featured and get another

4 boxes FREE!



Q Platinum

12.5kg

Code 001769

Collect

2 Points

Q Silver

12.5kg

Code 001768

Collect

2 Points



Q Gold

2x5kg

Code 000898

Collect

2 Points

Collect

2 Points



Q Palm

12.5kg

Code 000879



Friwite

12.5kg

Code 000899

Collect

2 Points

No Maximum Quantities!



Whitby Wholetail Breaded Scampi

450g

Code 900029

Collect
 1 Point

Only
£7.10



Whitby Extra Large Breaded Scampi

450g

Code 900031

Collect
 1 Point

Only
£7.10



Aqua Blue Breaded Wholetail Scampi

454g

Code 900039

Collect
 0.5 Points

Only
£5.90



Ready Made Beef Lasagne

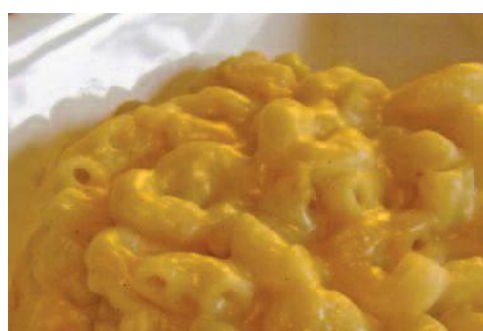
Layers of lasagne, meat bolognese and béchamel sauce topped with grated cheese.

Handy pack sizes of 4 x 400g

Code 900275

Only
£6.90

Only
£1.73
 each



Ready Made Macaroni Cheese

Macaroni in a thick and creamy cheese sauce.

Handy pack sizes of 4 x 400g

Code 900276

Only
£6.90

Only
£1.73
 each

Q Chicken Nuggets

Chicken breast meat, chopped & shaped and coated in a light crispy batter



Only
£4.79

Collect
 1 Point
 per bag

1kg, 22-24g
 Code 900127

Q Chicken Steaks

Chicken breast meat, chopped & shaped and coated in a light crispy batter



Only
£4.99

Collect
 1 Point
 per bag

12 x 85g
 Code 900078

NEW! Christmas Meal Boxes


NEW!
**Only
£28.70**
**Only
12p
each**
250
Code 026725

NEW! Yummy Unicorn Raspberry Flavoured Still Water

Natural flavourings
No added sugar
Added vitamins A, B & C
Non spill sports cap
Perfect for children's meal deals

NEW!
**Only
£4.90**
**Only
41p
per bottle**
12 x 270ml
Code 025194

Great Giveaways for your Children's Meal Deals

Haribo Star Mix


**Only
£6.50**
100 packs (16g)
Code 021260

Assorted Fruit Lollipops

**Only
£5.90**
120
Code 021261

No Maximum Quantities!

Fribo Cheese in Burger



Collect
2 Points

Only
£10.90

24 x 113g
Code 900002

Fribo All Rounder Burgers



Only
£10.50

Collect
1 Point

24 x 113g
Code 900022

Fribo BBQ Range Ribs



Only
£14.90

Collect
2.5 Points

30 x 113g
Code 900091

Colbeck Jumbo Range Ribs



Collect
2.5 Points

Only
£12.90

20 x 140g
Code 890992

Kerrymaid Burger Slices



Only
£5.90

112
Code 810049

Kara Floured Buns



Only
£7.90

Only
16p
each

Ready sliced for quick and easy use.

48 x 5"
Code 905810

Collect
0.5 Points

Kara Seeded Buns



Only
£7.20

Only
15p
each

Ready sliced for quick and easy use.

48 x 5"
Code 905813

Collect
0.5 Points

Henry's Fish Baps



Only
£10.90

Only
27p
each

40 x 8.5"
Code 900203

GET LOADED!

Great ideas to make your chips work even harder!

'Loaded' is the latest trend in foodservice and, as a fish & chip shop, you already have the basic ingredient needed - potatoes - to add this profitable concept to your menu if you're not already doing it.

Reason why loaded chips can make you more;

- Great value, essential ingredients can help you make more margin on every portion you sell
- Loaded chips being included on menus have increased 300% since 2010!*
- They are perfect for a lunch meal deal – just add a drink!
- They fill a gap between a quick snack and a full meal
- They're great for sharing
- Preparation is quick and easy

Everything you need to get going;

NEW! Kerrymaid Frozen Cheese Sauce

- Made with real Cheddar and is suitable for vegetarians.
- Its delicious gooey consistency makes it perfect for loaded chips.
- Great convenient format – 500g frozen pouch with 365 frozen shelf life.

Based on a recommended portion size of 50 – 60g, each pouch has 8-9 servings. That's only 31-34p per serving!

Introductory Offer £33.00

12 x 500g
Code 014175

Only
£2.75
per bag



NEW! Dinaclass Korma Curry Sauce

- Korma remains the most popular curry flavour in the UK.
- Over 10% of customers choose curry sauce in Fish & Chip Shops
- With an authentic spice blend, Dinaclass Korma Curry sauce brings the flavour customers love to your menu

Introductory Offer £7.50

2kg
Code 014166



FREE!

Counter top, point of sale with your first order

Don't Forget The Gravy!

It's still a firm favourite with chips!

Dinaclass Chip Shop Gravy's new recipe is bain-marie stable and is their best tasting chip shop gravy ever!

Introductory Offer £6.90

2.5kg
Code 014165



*Technomic Menu Monitor 2017

No Maximum Quantities!

Round Fry Basket 10"



Only
£42.00

10"
Code 040382

Round Fry Basket 12"



Only
£49.00

12"
Code 040481

Tinned Scampi Basket 5.75"



Only
£29.00

5.75"
Code 041571

Spaghetti Basket 6"



Only
£14.00

6"
Code 045544

KFE Circular Lifter

A strong, sturdy design with a plastic grip handle (24cms) for easy, comfortable handling.



Only
£23.00

Code 040779

Blue Barrel Rolls 6 pack



2 ply
190mm x 125m
Code 050092

Collect
 2 Points

Only
£7.90

White Barrel Rolls 6 pack



2 ply
190mm x 150m
Code 050091

Collect
 2 Points

Only
£8.90

Nescafe Granules

Only
£20.90



750g, 416 cups approximately
Code 021491

PG Tips Tea Bags



Only
£8.90
for 460

460
Code 021489

Ariel Washing Powder

Only
£14.50



5.525kg
Code 050080

Daz Washing Powder

Only
£12.50



5.525kg
Code 050079

Stronghold Black Bin Liners

Premium Quality

Only
£14.50



200
Code 051395

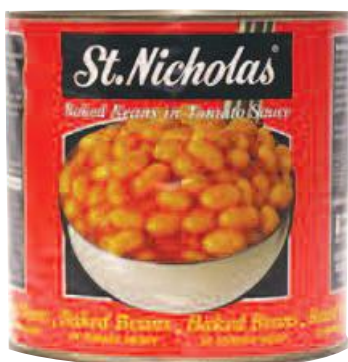
No Maximum Quantities!

St Nicholas Baked Beans

Only
£14.90

Collect

1 Point



6 x 2.61kg
Code 015401

Ansora Baked Beans

Only
£12.90

Collect

1 Point



6 x 2.61kg
Code 015400

Batchelors Curry



Only
£11.90

2.5kg
Code 019047

Batchelors Gravy



Only
£9.90

2.5kg
Code 014158

Mayflower Curry Sauce Mix



Only
£12.50

Collect

2 Points

4.54kg tub
Code 019083

Printed Combi Cups with lids



Only
£33.20

500 x 6oz
Code 025159

Hellmann's Mayo and Hellmann's Ketchup Squeezy

Buy 2 cases of the NEW Hellman's Real Mayonnaise Squeezy and get a case of NEW Hellman's Tomato Ketchup Squeezy

FREE!



Ketchup
8 x 430ml
Code 023918



Mayonnaise
8 x 430ml
Code 023917



FREE Hellmann's Caddy with purchase.

Ask your Henry Colbeck Sales contact for details

No Maximum Quantities!