

### Henry Colbeck - providing sustainable fish to safeguard supplies now and for the future!

Henry Colbeck is a significant supplier of Frozen-at-Sea and IQF Fish to the Fish & Chip Market in the U.K.

Our direct, commercial links with our key trawler partners **RAMMI**, **Glacialis** and **Fisk** enable us to provide you with a wide range of fish sourced from the sustainable fishing grounds of the North Atlantic and Barents Seas.

The suppliers we work with are all members of the MSC (Marine Stewardship Council) and/or the Icelandic Responsible Fisheries scheme; in addition, Henry Colbeck is MSC Certified. The purpose of these schemes is to promote sustainable fishing and to safeguard seafood supplies for future generations.

If you are buying your fish from Henry Colbeck, then you can let your customers know that the fish you serve is fully sustainable!

We have FREE Point of Sale for Sustainable Fish!

Ask your Henry Colbeck Sales contact for yours!



### Meet our new Fish Sales Advisor Zammy Ahmed

Zammy's role is to help and advise on fish availability and current market pricing.

You can contact him at our Gateshead Office on 0191 482 4242 or email zammy.ahmed@colbeck.co.uk

### **Henry Colbeck Limited**

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Henry Colbeck is MSC Certified MSC-C-51570 www.colbeck.co.uk





#### 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 HOT

www.colbeck.co.uk

Issue 129 September/October 2019



# It's all about the ingredients

- 50% pork, from quality cuts of meat
- Same great exclusive taste
- FREE, new design POS available posters and digital menu board content
- Drive your sales with 42<sup>ND</sup> STREET Classic Sausages

See page 9

### No.1 selling sausage in fish and chip shops

### **IN THIS ISSUE**

Get savvy with sides!

Check out our Sides
Pricing Survey & increase
your sales & profits!



NEW! Litter reducing Fold It, Bin It Hook & Fish Boxes See page 11



### Don't forget

Follow us on





See pages 6 & 7

### Let's Discuss Dripping!

With more variety than ever before, choosing the right frying medium for your business can be challenging. You'll probably already know if your preference is for animal or vegetable but after this there is still a multitude of products available.

In this article we're looking at dripping, which is animal derived. Dripping for deep frying can be divided into two categories; Deodorised and Non-deodorised.

For the traditionalists, we have Two, Non-Deodorised Drippings; Non-deodorised is more traditional with the distinctive beef dripping aroma intact! Non-deodorised dripping gives off a beefy aroma while producing food with a distinctive savoury flavour.



### **Henry Colbeck Traditional Beef Dripping**



Salect | Collect 1 Save & Select Point!

Henry Colbeck Traditional Beef Dripping is an Irish Beef Dripping packed in 2 x 5kg individually wrapped blocks making it extremely easy to unwrap and use.

Code 004953

#### **Henry Colbeck Premier Jus Beef Dripping**



Sect Collect 1 Save & Select Point!

Henry Colbeck Premier Jus Beef Dripping is also produced in Ireland and is packed in a 12.5kg block.

Code 004960



For those of you who want the flavour of dripping but without the aroma there are several deodorised products for you to choose from. Deodorised dripping is processed to remove the traditional aroma of beef dripping while retaining all the flavour.

### **Q Toreno Deodorised Beef Dripping**



Collect 1 Save & Select Point!

Q Toreno is a refined and deodorised Irish Premier Jus Beef Dripping. It is produced from the freshest and finest quality raw material. The processors carefully select only caul and kidney fat because of their ability to withstand frying at high temperatures. Q Toreno contains no soft body fat.

Q Toreno contains a naturally occurring anti-oxidant, specifically developed for beef dripping, which gives it a significantly longer frying life in comparison with standard deodorised dripping.

2x5kg Available in England Code 004558

12.5kg Available in Scotland Code 004967





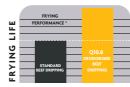


'Producing a fantastic product for our customers is paramount. With the quality and longer frying life of Q Toreno, we know we can deliver this every time we fry."

**Lauren Kellaway,** Kellaway's Fish & Chips

Drywite Young Fish Frier of the Year, uses Q Toreno





### O10.8 Deodorised **Beef Dripping**



Serect | Collect 2 Save & Select Points!

Q10.8 is a high performance, refined and deodorised beef dripping produced in Europe. It is made from the best quality raw material to ensure that it will perform even under the most rigorous deep frying conditions. Q10.8 contains a natural anti-oxidant for a longer frying life.

Q 10.8 is packed in 4x2.5kg blocks making it very easy to handle.

Code 004949



### **Q XL Deodorised Beef Dripping**

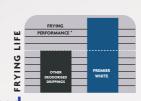


Collect 4 Save & Select Points!

QXL is a refined and deodorised beef dripping produced in Europe from premium grade raw material. It is in a 4x5kg pack making it easy and convenient to unwrap and handle.

Code 004853





#### **Premier White Deodorised Beef Dripping**



Salect | Collect 1 Save & Select Point!

A good quality, refined and deodorised Irish beef dripping. Also contains a natural anti-oxidant for a significantly longer frying life. It's packed in the popular configuration of 2x5kg blocks, individually wrapped.

Code 004975



#### **Q** Bronze **Deodorised Beef Dripping**



Collect 2 Save & Select Points!

Q Bronze is a refined and deodorized beef dripping, sourced and packed in Germany to the highest of standards. It contains a natural anti-oxidant making it resistant to breakdown and therefore.

extending its frying life.

12.5kg Code 004362



#### **Prime Fry Deodorised Beef Dripping**



Sove+ Screen | Collect 2 Save & Select Points!

Prime Fry is a refined and deodorised Irish Beef Dripping produced from the freshest and finest quality raw material. It is in a 4x 5kg pack making it easy and convenient to unwrap and handle.

Code 004752



#### **Henry Colbeck White Rose Deodorised Beef Dripping**



Sovet Collect 1 Save & Select Point!

A refined and deodorised Irish beef dripping producing consistent, good quality results. Packed in 2x5kg individually wrapped blocks for ease and convenience.

Code 004955

We also have other drippings in our range, if you would like more information, please ask your Henry Colbeck Sales Contact.

In the next issue, we'll be looking at our vegetable based frying products.



### Seafood Week 4th October – 11th October 2019

Seafood Week aims to encourage more people to eat more seafood, more often and that includes Fish & Chips!!

Seafood Week is an annual week-long campaign that celebrates all things seafood. It's about promoting the wide range of delicious produce that's available in the UK and the benefits of eating fish and shellfish.

Government health guidelines say that everybody should eat two portions of seafood a week, but figures show that 67% of the UK population consume less than the recommended amount.

If you'd like more information, simply email your contact details to the Seafish Marketing Team; seafoodweek@seafish.co.uk. You'll receive a Seafood Week Marketing Pack with details about the campaign and ideas to help you get involved.

To help you introduce new seafood to your customers, we've put together some promotional offers specifically for Seafood Week

### **Coddies**



Skinless and boneless cod formed into bite size chunks, coated in a natural uncoloured crispy crumb and par-fried.

Ideal for Children's Menus

150x20g Code 900140



**Luxury Smoked Haddock** Fishcakes - Gluten Free

A premium fishcake made using a delicious blend of smoked haddock, creamy chunks of mozzarella, spring onions and fresh potato in a natural crispy breadcrumb.

24x100g Code 890193



£13.90

### **Henry Colbeck Old Fashioned Fishcakes**

Our Old Fashioned fishcakes are created from 50% cod blended with potatoes, seasoned with parsley and white pepper then coated in a crisp golden crumb.

Give your customers the taste of a real old fashioned fishcake!

24x113g Code 900038 £6.90



**Cod Fish Fingers** 

#### A 40g, 100% cod fillet fish finger in a crispy breadcrumb coating

48x40g Code 900037





### **Whitby Wholetail Breaded Scampi**



Collect 1 Save & Select Point!

450g Code 900029

### Whitby Extra Large **Breaded Scampi**



450g Code 900031 £7.50



### **Cooked and Peeled North Atlantic Prawns**

Code 915363

£25.90

### **Pacific West Panko Coated Squid Rings**



Savet Collect 0.5 Save & Select Points!

£8.90

Premium squid rings in a coarse Japanese crumb.

700g

Code 915371



### **Pacific West Salt & Pepper Squid Chunks**



Collect 0.5 Save & Select Points!



Pineapple cut squid chunks with salt & pepper coating.

1kg

Code 915372

### **Pacific West Seafood Basket**



Collect D.5 Save & Select Points!



A seafood combination of prawns, squid and cod 12 packs in each case with each pack containing;

Panko Squid Rings

Breaded Butterfly Prawns

2 pieces Crispy Battered Chunky Cod Bites 2 pieces Salt & Pepper Squid Chunks 2-4 pieces

12 x 200g Code 900046 £29.00

£11.90

### **Get Savvy with Sides**

### Adding sides to your customers orders can make a big difference to your profits!

Sides are big business and the choice that you offer doesn't have to compliment Fish & Chips – think of them as an appetizer or starter that your customers can dig into when they are on their way home or while they are unwrapping their Fish & Chips

Our survey has revealed that customers today are on the look out for a taste of something different, as Mozzarella Sticks, Halloumi Fries and CheesOs are being added to the sides' menu in Fish & Chip Shops, particularly in Scotland.

If you're unsure of what might work with your customers, you could introduce a 'This week only - try our Halloumi Fries!' If they like them, you can add them to your regular

Another idea you might want to look at is an additional curry. If you only offer a mild curry, then think about adding a spicier version to appeal to those customers who like it hot!

We've put together some great special offers to inspire you, but if you need any help or advice just speak with your Henry Colbeck Sales Contact.

### **Pricing Survey Results**

Curry Sauce	407	86p
ourry oudoo	$\frac{102}{70Z}$	£1,11
Gravy	40Z	86p
	70Z	£1.11
Mushy Peas	40Z	86p
	70z	£1.11
Onion Rings	1	18p
	5	90p
	10	£1.80
Mozzarella Sticks	5	£3.02
Cheese0s	5	£2.90
Crispy Garlic Mushrooms	10	£2.72

SCOTLAND		
Curry Sauce	70z	£1.26
Gravy	70z	£1.28
Mushy Peas	70z	£1.31
Onion Rings	1	23p
	5	£1.15
	10	£2.30
Mozzarella Sticks	5	£3.23
Cheese0s	5	£3.28
Crispy Garlic Mushrooms	10	£2.84

### Stop Press! • Halloumi Fries £2.50 for a portion of 4! • Stop Press!



### Halloumi Fries in a batter and breadcrumb coating

1kg, Approx. 40 per bag Code 890056

£9.50

#### Golden Crumb Macaroni & Cheese Bites Save+ Sciect Collect 1 Save & Select Point!



6

Bite-sized Macaroni and Cheese in a breadcrumb coating with rice flake highlights.

1kg, 33 per pack Code 890054

Buy 5 bags aet another bag FREE!

### **O Mushy Peas**



Collect 4 Save & Select Points!

Our most natural, pea-coloured Mushy Pea in a homemade style.

6x3kg Code 019057



#### **CheesOs**



A delicious, mouth-watering blend of Monterey Jack and Cheddar Cheese mixed with chopped red onion all coated in a light panko crumb.

1kg, 22 x 45g Code 810051



### **Golden Crumb Breaded** Mozzarella Sticks



Savet Collect 1 Save & Select Point!

Mozzarella cheese in a 4-inch stick coated with a rustic parsley breadcrumb coating.



1kg, average 33 sticks per bag Code 810053

### **Dinaclass Chip Shop Gravy**



Sove+ Collect 2 Save & Select Points!

2.5kg

Code 014165

£5.90



### Golden Crumb Mini Haggis "Tweeds"



Save & Select Point!

Made to a 150-year-old family recipe using the finest natural ingredients and coated in crunchy breadcrumbs. Light texture with a warm peppery after-taste.

1kg, 40 per pack Code 890053





### **Golden Crumb Crispy Breaded Garlic Mushrooms**



Sove+ Scient Collect 1 Save & Select Point!

White, hand-picked fresh button mushrooms coated in a mild garlic butter and crispy breadcrumb.

900g, 56 per pack Code 890051



### **Dinaclass Curry Sauce Mix No Fruit**



Collect 4 Save & Select Points!

10kg Code 019019





### **Battered**, Chopped **Onion Rings**

450g Code 900058



### **Dinaclass Irish Curry Sauce Mix**

A smooth with a spicy after kick.

5kg

Code 019049





500g Code 900067



Henry Colbeck More than just a supplier!

Henry Colbeck More than just a supplier!

### Win! an Exclusive Prize

As an active supporter of the Fishermen's Mission, we recently made a bid on and won one of their limited-edition Fish Statues and we're giving you the opportunity to win it!!

The gold and blue fish statue, painted by celeb chef Sophie Michell, would complement any shop or restaurant but would look particularly good if you have these colours in your logo or if you're using the Hook & Fish branded packaging.

To be in with a chance of winning all you have to do is purchase any product from the Hook & Fish range during September and you will automatically receive an entry into the draw.

As part of the prize we're also giving away a signed copy of Sophie's latest cook book!

For full Ts & Cs please see our website.





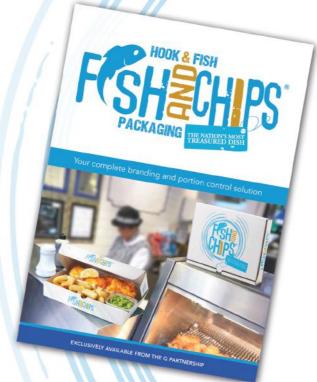


The 'Hook & Fish' Packaging Collection gives a fresh, modern and up-to-date image to the Nation's Most Iconic Dish!

It's been designed specifically to make sure that Fish & Chips get the recognition they deserve and stand out in the crowded Takeaway & Fast Food Markets!

The range includes everything you need to pack, present and takeaway Fish & Chips; professionally and effortlessly!





# It's all about the ingredients

### ... and new stylish point of sale!

The 42nd Street range of frozen foods is having a make-over!
We're updating the packaging design and introducing new contemporary and stylish posters along with content for your digital menus.

Starting with the Classic Sausage – the nation's No1 Fish & Chip Shop Sausage the new style packaging and point of sale will also include

42nd Street Beef burgers and Chicken products too.

42nd Street products are produced from only the finest ingredients, guaranteeing quality and consistency so you can be assured that you are giving your customers the best – every time.

If you're serving 42nd Street Classic Sausages, make sure to ask your Henry Colbeck Sales Contact for your new point of sale or let us know if you would like to try them!

### You won't be disappointed!

Digital Menu Content



### 42nd Street Classic Sausage fact:

By 2018 Fish & Chip Shops across the UK had sold enough 42nd Street Classic Sausages to cover over 3459 miles, that's all the way from London to New York's 42nd Street and beyond!





Unbattered Poster



Battered Poster

### 42nd Street... it's all about the ingredients!

- The Original 42nd Street Classic Sausage
- The Original 42nd Street Gluten Free Classic Sausage

### FREE!

Contemporary and stylish new posters available along with digital menu content.

Just ask for yours!

### **Customer Calendar Exclusive!**

366 days of support

Not only is 2020 a leap year, but it's the year that we will be joining forces with The Fisherman's Mission to create an eye-catching wall calendar. Displaying 12 iconic fishing boat photographs, the calendar will look fantastic on display and can be enjoyed by your customers and employees alike.



The calendar, which is exclusive to Henry Colbeck, will be delivered FREE of charge to every customer towards the end of 2019 as a way to recognise and thank you for your business.

We are proud to support The Fisherman's Mission and delighted that this year we are able to go one step further and support them for 366 days!





### Save the Date! What's Cooking? 2020

The leading exhibition for Fish & Chips, Pizzas. Kebabs and so much more!

**Sunday 9th February** Yorkshire Event Centre Harrogate HG2 8NZ

More details to follow!

### **Packaging Innovation**

### Reduce Litter with the Fold It, Bin It -Single Compartment Fish & Chip Boxes

The Hook & Fish design Single Compartment Corrugated Box is being re-worked to allow it to be folded in 3 easy steps to reduce the amount of space it uses when put into litter bins. We've had feedback from local councils about bins being overloaded which causes littering and attracts seagulls in coastal areas.

Improvements to the box will allow your customers to fold it down, quickly and easily, once they have finished their food. Straightforward instructions are printed on the box to encourage them to fold it first before putting it in the bin.

This simple, but effective, innovation will mean that bins will be able to hold more empty boxes, boosting recycling rates and reducing problems with litter.

If you are already using the Hook & Fish Single Compartment Boxes, you will automatically receive the new style as we gradually move over in the coming months to all 3 sizes.

If you're not using the Hook & Fish single compartment boxes but would like to, simply ask your Henry Colbeck **Sales Contact.** 



**Hook & Fish** 

12.75" x 6" x 2.5"

Large Fish & Chip Box

324mm x 155mm x 60mm

#### 3 sizes:

**Hook & Fish Small Fish & Chip Box** 

190mm x 150mm x 70mm 7.5" x 6" x 2.5"

**Hook & Fish Medium Fish & Chip Box** 

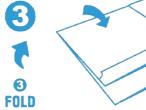
250mm x 155mm x 60mm 10" x 6" x 2.5"

- IT is the single compartment Hook & Fish corrugated box
- IT is as easy as 1, 2, 3 to fold
- IT makes better use of bin space
- IT is biodegradable and recyclable





Fine perforations have been incorporated to help flatten the box quickly & easily





### **Fribo Cheese in Burger**

Savet Collect 2 Save & Select Points!

24x113g Code 900002

**OFFERS 129** 

SPECIAL

£10.90



### **Fribo All Rounder Burgers**



24x113g Code 900022

£9.90



### **Fribo Chopsteaks**

Collect 2 Save & Select Points!

20x5oz Code 900098

£11.90



### Fribo BBQ Range Ribs



30x113g Code 900091

£13.90



### **Fanta Bottles**

Available in 3 flavours 12x500ml



#### **Fanta Cans**

Available in 3 flavours 24x330ml

£6.90



Lemon Code 021105



**Orange** Code 021106



**Fruit Twist** Code 021180

### **Mrs Unis Chicken Pakora Strips**

Skinless and boneless real chicken breast strips coated in a lightly spiced red batter. Complete with spicy red chilli dipping sauce.

60 per pack Code 900061

£29.50



### **Mrs Unis Haggis Pakora**

Round, golden brown shapes of haggis with a spicy meaty flavour. Complete with spicy red chilli dipping sauce.

2x2kg 125 per pack Code 890075



## FriWite

**Free Seminar:** 13 Oct 2019 **Chester Zoo** 10am-3pm



### SUSTAINABLE LATER OIL: YOUR CHANCE to get the facts

FriWite is bring you a FREE one-day seminar offering you chance to find out more about the work of RSPO (Round Table on Sustainable Palm Oil)

### It's your opportunity to:

- Discover why moving away from palm oil is not the solution
- Learn more about using 100% certified sustainable palm oil
- Gain advice on how to tackle difficult questions about palm oil
- Take part in Q&A sessions and networking during the day
- Meet the RSPO and find out more about their detailed work
- Listen to the conservation experts from Chester Zoo and hear of their successes

#### How to secure your place;

Places are limited and you need to register your attendance. Simply visit **www.friwite.com/register**, fill in your details and you will be contacted by a member of the FriWite team.





Mrs Unis

### **Brown Fish & Chip Boxes**

Available in 3 sizes



250mm x 155mm x 55mm 9.5" x 6" x 2" Packed in 100s

Code 026860

#### Medium







Collect 1 Save & Select Point!

315mm x 155mm x 55mm 12" x 6" x 2" Packed in 100s Code 026862

£9.50



### **Ariel Washing Powder**

**5.525kg** Code 050080







£12.90

**Daz Washing Powder** 

**5.525kg** Code 050079



### **Keejays Chinese Rolls**



Tasty, Chinese pancake rolls filled with beansprouts, peas and soya.

**24x150g**Code 900085





### Pukka Vegetable Tikka Masala Pies

Baked round pies filled with rich chickpeas, spinach and mixed peppers cooked in an aromatic tikka masala sauce in a light puff pastry case. Suitable for vegetarians.

£12.80





### Henry's Fish Baps

**40 x 8.5"** Code 900203

£10.90



### Blakeman's - The Beast

A foot long 70% pork sausage **30x173g**Code 900014

£14.50



### NEW

### Goldfish Sweet 'n' Sour Concentrated Sauce Mix

**4.5kg** Code 019088

Introductory Offer ONLY 613.90



### Kerrymaid Burger Slices

Code 810049







# It's all about the ingredients

42nd St Chicken Fillet Bites are perfect for Children's Meals. They are, quite simply, whole chicken breast fillets hand cut into bite-size portions and coated in a lightly seasoned crispy golden batter.



Collect 1 Save & Select Point with every bag!

**2kg**Code 900128



### Great Giveaways for your Children's Meal Meals



**Assorted Fruit Lollipops**Code 021261

HARIBO

Haribo Star Mix Code 021260

**E5.90** for 120

£7.99



# Mattessons

STOCK THE ORIGINAL SMOKED SAUSAGE SUPPER



