

WHAT'S HOT!

www.colbeck.co.uk

Issue 151a January 2022

YOU'RE INVITED!

Save the Date!

What's Cooking? 2022

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

Sunday 20th March

Edinburgh –
Royal Highland
Showground EH28 8NB

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Tomato
Ketchup**



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WELCOME TO 2022!



As I send this January issue off to print on 23rd December, I wish I had a crystal ball and could read the future. I'm aware that whatever I write about the coming month may be changed by circumstances beyond all of our controls with regard to Covid measures and the impact upon businesses.

However, what I do know is that we've traded constantly since the initial April 2020 lockdown and our plans are very much to focus on delivering the best Customer Service in what may be unpredictable trading times during the start of 2022.

Trading since 1893 we have always invested in our business, from fleet to equipment and stock and in our most import asset - our people. So with that and the future in mind...

Welcome to our new Commercial Director – Matthew Worsnop.

It's extremely rewarding to be able to provide our Colleagues with opportunities to develop their skills and progress within the Company, so it's a pleasure to welcome Matt to the newly created post of Commercial Director.

Having joined us 6 years ago from Northumbria University Business School – where he achieved 1st Class Honours in his Leadership & Management Degree -

Matt spent much of 2017 and 2018 Project Managing the successful implementation of the new software that runs our Purchasing, Sales, Operational and Financial systems.

Driven by Customer Service, Matt has successfully carried out the role of Commercial Manager for the past 4 years, during which time he has helped to drive our use of data to improve service levels, amongst other key performance indicators. Matt has worked closely with our Sales Managers and Telesales teams and, since the onset of the Pandemic, he has further broadened his knowledge of the business by supporting the Operational management teams... *and become a 1st time Dad!*

Please do come and say hello to Matt at our exhibition on March 20th in Edinburgh.



Matthew

Matthew Worsnop

2022 - Make a Date:

JANUARY 3RD

Start collecting Save + Select Points for 2022!

Make sure you buy the products that collect you the most points and see your rewards grow!



FEBRUARY 7TH

National Apprenticeship Week.

Why not invest in the future and sign up an apprentice? Seafish have the contacts: Visit seafish.org/safety-and-training/onshore-training/apprenticeships-for-fishmongers-fish-friers-and-seafood-processors/fish-frier-apprenticeships/

MARCH 7TH

British Pie Week.

As if an excuse to eat pies was ever needed!

MARCH 20TH

You're Invited – to our Exhibition 'What's Cooking!' –
Held in Edinburgh in 2022. FREE tickets will be sent to all Customers.

MAY 9TH

Coeliac Awareness Week.

Are you Gluten Free Friendly? Check out our deals on page 8.

MAY 9TH

Mental Health Awareness Week.

Visit mentalhealthatwork.com to see how you can help your teams and your business stay healthy and thrive.

MAY 16TH

National Vegetarian Week.

Keep an eye out for our special vegetarian offers in April.

FRIDAY MAY 27TH

National Fish & Chip Day.

THE date not to be missed in the Friers Calendar.

I hope to see you in 2022!



Warmest regards,

Georgina

Georgina Colbeck

Is there anything you'd like to hear about in our 'What's Hot!' magazine?

Drop Georgina a line at marketing@colbeck.co.uk.

YOU'RE INVITED!



To **THE** 'must visit' trade show of 2022
 Designed for everyone in the Fish & Chip & Fast Food Industry.
 Owners, Managers, Friers & Team Members – **Everyone's Welcome!**

SAVE THE DATE!

Sunday 20th March 2022. 10am-4pm.
 Edinburgh – Royal Highland Showground.



DON'T MISS OUT

New products & innovations • Exclusive offers on the day
 Sample a wide range of products • Try new technology

FREE TICKETS FOR VISITORS

Are you a Henry Colbeck Customer?

We'll send you your free tickets direct before the day.

Not a Henry Colbeck Customer?

Register for free tickets @ Eventbrite today
www.eventbrite.com/e/whats-cooking-2022-tickets-220554373067

EXHIBITOR INVITATION – JOIN US!

Would you like to exhibit at 'What's Cooking'?

Register your interest by email @ marketing@colbeck.co.uk and we'll be in touch.

What's Cooking?
 is brought to you
 by Henry Colbeck Ltd

More than just a supplier!



FATS & FIGURES

The price of fats and oils are at record highs but what is causing the increases?

Gary Lewis, President of NEODA



Gary Lewis, President of NEODA (National Edible Oil Distributors' Association), explains it's a culmination of factors which, unfortunately, have all hit at once and which tend to impact upon each other.

Worldwide there are big problems when it comes to most commodities and nowhere is this more evident than with fats and oils, which are all trading at record highs.

LIQUID OIL & PALM OIL:

Whilst it's easy to blame Brexit or Covid - and these factors certainly do come into play - a large proportion of the problem is down to successive crop failures, as Gary explains: "In the 30 years I've been in the industry, I've never seen the price of oil at the high levels they are now, we're talking a 40-50% increase for rapeseed alone compared to this time last year. One of the main reasons for this is that the UK and Europe don't produce enough rapeseed, so it has to import. Unfortunately, Canada, which is a major exporter of rapeseed, experienced temperatures of 50°C this year and lost over 7 million tonnes of rapeseed. That has had a huge effect on production. We saw the same problem affect sunflower oil in 2020."

Palm oil too has risen in price - although not as steep as rapeseed, it still costs a hefty 20-30% more than this time last year. This increase can be more easily attributed to Covid, with two of the biggest producers and exporters of palm oil - Malaysia and Indonesia - effectively closing their borders.

Gary explains: "Malaysia and Indonesia rely on foreign workers to harvest the palm fruit but because of Covid restrictions labour has been affected and they've not been able to harvest as much palm oil. As well as a lack of production, what we've also had since the middle of the year is demand pick up as Covid restrictions have eased around the world, resulting in palm oil stocks hitting a 13 year low. It's purely a lack of production and a strong demand."

BEEF DRIPPING:

But what about beef dripping, which has also surged in price?

Surely that can't be blamed on growing conditions?

Well, in part it can, as Gary explains: "Over 60% of the palm oil and rapeseed grown in Europe isn't grown for food production but biodiesel. With rallying prices in rapeseed oil and palm oil, the industry is looking for other sources to use for biodiesel - one of which is beef fat, so demand has increased.

At the same time, like all industries right now, slaughterhouses are experiencing a labour shortage and because it doesn't pay the producer of animal fats to segregate the beef fat for beef dripping, production is being pulled away from food and into the biodiesel industry, causing a significant shortage."

It's important to recognise that record prices are hitting everyone, this isn't just a UK problem, but a global issue.

And had it not been for Covid causing a temporary dip in demand for fats and oils last year, prices would be much higher than they currently are.

WHAT ARE THE PROSPECTS FOR 2022?

Fortunately, sunflower production, which suffered major losses last year due to bad weather conditions, is now recovering, as is soya bean production.

"The two together should lessen the pressure on demand for rapeseed and palm oil somewhat, but on the whole prices will remain high," says Gary.

"The real problem is that unless we see the labour shortages resolved in Europe for beef and lard production, and in Malaysia and Indonesia for palm oil production, prices are going to stay very high. Especially as we are seeing unprecedented demand for fats and oils as people still want to eat out. What that's doing is making price become less important than availability and, therefore, high prices are here to stay for the foreseeable future."



FRY
MAGAZINE.COM

Thanks to Fry Magazine for allowing us to reproduce this article from their November 2021 issue.

Henry Colbeck is proud to be a member of NEODA.
For more information visit Neoda.org.uk



EXPERT EYE

Focus on Pricing



David Miller of Millers Fish & Chips in Haxby, York, (and NFFF Regional Director for England) is encouraging fish and chip shops to look at their bottom line and increase prices accordingly...

WHERE DO I START?

Rising Costs:

There are so many challenges facing our industry right now, but the biggest is rising costs, and shops have to take that into account very quickly or they will get left behind. Shops really need to be looking at that bottom line all the time right now. Even speaking to suppliers, they don't know what prices are coming in to them and because they are as much in the dark, this is going to have a knock-on effect and I think shops have got to put their prices up to reflect this.

£10 a Portion:

I've always said for the amount of work we put into that natural product, fish and chips should be £10 a portion, it really should be. I know there are a lot of shops that can't charge that for their area, but the sentiment is the same, **YOU HAVE TO CHARGE WHAT YOUR PRODUCT IS WORTH.** We do a great product and it's been undervalued for too long.

Realistic Price Increases:

Unfortunately, the days have gone where you can put prices up by 10p or 20p, we have got to have a look at a realistic price increase. I'm certainly no longer afraid to put up my prices; we've had 3 increases this year and if we have to do it again, we will. If I had to put them up by £1, I wouldn't be scared anymore, which is saying something seeing as 12 months ago it would take me 3 weeks to have the courage to implement a price rise! And even then I'd stand behind the counter worrying as customers came in.

But we just can't stand still right now as we'll run the risk of not making any money. And, yes, you might lose a few customers but which operator is cleverer, the one that serves 100 customers and makes £10 or the one that serves 50 and makes £10?



David Miller of Millers Fish & Chips in Haxby, York

Oil, Packaging, Fish & VAT:

Oil has doubled in price since last year, packaging is going through the roof, there's a crisis with getting good size haddock, so a lot of shops, including us, have had to switch to cod, which in turn puts pressure on the price of cod. We've also got the minimum wage that has just gone up, so the fish chip industry has to look at what they're doing. That money can only come from us putting up prices. In five months time we have VAT going back up to 20%. We've still worked on VAT being 20% and we did that because we didn't want to think we were making money and then come April find out we weren't. But I know there are a lot of shops that haven't had that mindset so VAT going back up will come as a great shock.

Quality is Key:

The other important thing to remember is that if you are charging good money for fish and chips, you have to back it up with everything you do: the quality has to be amazing, the service has to be amazing, everything has to be top-drawer. You simply cannot serve substandard food or substandard service and expect customers to pay £10.

FREE NFFF POSTER!

The NFFF have produced a **FREE** poster to help explain price increases to your customers. Simply download it at <https://fishfriersreview.co.uk/wp-content/uploads/2021/11/Industry-Poster-Poster-4.pdf> or ask your Sales Contact for a copy.



Thanks to Fry Magazine for allowing us to reproduce this article from their November 2021 issue.

FREE POSTER

Explaining Price Increases to Customers



Due to the rising costs many shops are facing, the NFFF have produced a new industry poster for shops to use.

The poster contains a direct message from NFFF President Andrew Crook, explaining the reasons for the potential price increase customers may see when visiting a fish and chip shop.



HOW TO GET YOUR FREE POSTER:

Simply download it from the NFFF at <https://fishfriersreview.co.uk/wp-content/uploads/2021/11/Industry-Poster-Poster-4.pdf>

We've printed copies for our Customers, so ask your Sales Contact for a FREE printed copy today, or we can email a PDF direct to you to print out.

FREE POSTERS

DRIVING CUSTOMERS TO BUY MEAL DEALS!

Meal Deals are everywhere and Customers are not only used to buying their meals that way, but they've come to expect them to be offered. Just pop into any Supermarket, Food To Go Drive-Thru or Franchised High Street Caterer and you'll see the **'meal deal'** in action.

TEAM TRAINING IS THE KEY

Decide on what your meal deal offer is and train your team to ask *'Would you like a Meal Deal?'*

COMMUNICATE YOUR MEAL DEAL

Let Customers know about the deals on offer on your menu's/digital display boards /on social media and with one of our **FREE** A3 sized posters.

Simply ask your Sales contact or email marketing@colbeck.co.uk and we'll get them to you **FREE** of charge (See below).

WHAT'S THE CUSTOMER BENEFIT?

The idea is simple – for the Customer they are offered a **'meal deal'** – it encourages them to spend more to receive a drink and a side, but at a price lower than they'd spend if they bought the items singly. They are literally getting themselves a complete meal – *at a price deal.*

WHAT'S THE BENEFIT TO THE CATERER?

For the Frier the payback is that you sell more to the Customer and whilst the side and the drink has a reduced margin than if it was bought singly, it has an immediate positive sales and margin payback than if the **'deal'** had not been bought.



NO GLUTEN? NO COMPROMISE!

GOLDENSHEAF HAVE CREATED A NEW BATTER THAT EVERYONE CAN ENJOY, AND IS SUITABLE FOR PEOPLE FOLLOWING A COELIAC DIET

The Real Food Café, Tyndrum, has been a loyal Goldensheaf customer since opening their doors in 2005. “We have built the business up over the years and now serve over 250,000 customers a year under normal circumstances.” Sarah Heward, Café Owner at Real Food Café.

Sarah and the team launched their Gluten Free menu in 2006 using a Gluten Free Batter that was available to them at the time. In 2019, Kerry launched Goldensheaf Gluten Free Batter and Sarah said “It was a no brainer for us to try it and we’ve used it ever since.” They found the Batter mix easy to work with, saw consistent results in the battered fish and were happy the great taste meant no compromises for their customers. “The year we brought in Goldensheaf Gluten Free Better, we turned over +£30,000 on Gluten Free Fish & Chips alone.”

After surveying Gluten Free customers, Sarah and the team found that many of them would travel some hundred miles to enjoy their Gluten Free Fish & Chips. These loyal Gluten Free customers are the most enthusiastic about spreading the word about outlets they enjoy and trust. Sarah told us “The number of excellent reviews and referrals we get are astounding. Customers love and trust our Gluten Free product and in particular comment about the delicious batter.”

The Real Food Café are an official Accredited Caterer member of Coeliac UK which helps them drive sales and give customers confidence in their safety of our products. Keep up the great work Sarah and the team!



Goldensheaf Gluten Free Batter



Collect 2 Save & Select Points!

2 x 2.5kg
Code 012871

ONLY
£14.90



Dinaclass Gluten Free Curry



Collect 2 Save & Select Points!

4.54kg
Code 019048

ONLY
£15.40



42nd Street Classic Gluten Free Sausages



Collect 2 Save & Select Points!

40 x 40oz
Code 900015

ONLY
£17.90

**Why not enjoy the success of offering Goldensheaf Gluten Free Batter on your menu?
Contact Kerry on 0800 138 1938 to find out how they can support your business.**

ESTD 1964
Dinaclass**NEW AND IMPROVED**

COMING TO HENRY COLBECK MID JANUARY 2022...

SUITABLE FOR
VEGETARIANS**NEW DINACLASS CHINESE CURRY DELIVERS THAT AUTHENTIC CHINESE FLAVOUR YOUR CUSTOMERS LOVE!**NOW IN A 4.5KG TUB,
FOR EVEN **BIGGER PROFITS!****Dinaclass
Chinese Curry Sauce**4.54kg
Code 019055**ONLY**
£14.90*Your gravy just got***GLORIOUS****WHEN YOUR CHIP SHOP GRAVY TASTES THIS GOOD, YOU REALLY REAP THE REWARDS****Dinaclass Original
Gravy Mix**

Collect 4 Save & Select Points!

This ready-blended powder gravy mix makes a delicious glossy brown, savoury gravy. Quick and easy to prepare. Just add water, bring to the boil and simmer for a few minutes. Shelf life of 12 months.

2 x 2.5kg
Code 014161**ONLY**
£16.90**Why not try NEW Dinaclass Chinese Curry on your menu?
THERE'S ALWAYS SOMETHING NEW AT HENRY COLBECK!**ESTD 1964
Dinaclass



WHEN IS A DRIPPING NOT A DRIPPING?

WHEN IT'S ALL-VEG!

IF YOUR MISSION IS TO BE THE BEST FRIER IN BEEF DRIPPING, BUT YOU'VE BEEN FACING OPERATIONAL CHALLENGES, THEN YOU NEED TO DEPLOY OUR DOUBLE AGENT - Q SILVER.

Q SILVER is a complex character with 2 sides to their personality, allowing you to give customers the taste and product they want, whilst giving you the reassurance of product reliability you need.

Q SILVER delivers a 'savoury' taste and aroma - a wolf in sheep's clothing... a dripping edge, wrapped in all-veg, which will appeal to Customers who like their food fried in dripping whilst appealing to those who don't eat animal derived products.

Q SILVER is a quality operator, a robust blend of 3 vegetable oils, giving you a strong partner who resists breakdown under the extreme pressure of the frying operation.



MEET THE ELITE!

AGENT: Q SILVER.

MISSION: Looking for a vegetable oil that compares with dripping on taste and gives a longer frying life?

SKILLS: A high quality blend of 3 All-veg frying oils for a longer life. No trans fats. 12.5kg.

AKA: Extreme Quality for Extreme Temperature.

CHOOSE Q SILVER.

WANT TO FIND OUT MORE?

Call us today and ask to speak to Q - it's time to fry!
Gateshead: 0191 482 4242 - Glasgow: 01236 425 565

CONFIDENTIAL

THE PERFECT DOUBLE AGENT



“ Meet **Q SILVER.**

Q SILVER is a hard working chameleon, an All-Veg frying agent that delivers the special savoury taste and aroma of Dripping! If you're thinking of switching from Dripping, then choose Q SILVER – it gives your customers the taste they want, and provides you with a great quality frying oil.



Choose **Q Frying Agents** - it's time to fry!

FANTASTIC FISHCAKES!

Fish & Chip shops are famous for fish – but with rising fish prices, profiling Fishcakes will give some of your Customers the choice to pick a delicious Fishy hit at a pocket friendly price-point – **which doesn't need to erode your margin!**

Choose from the traditional, the branded, the haddock/salmon or the luxury range – there's something for everyone to enjoy! **Which will you choose?**

LUXURY

Luxury Smoked Haddock Gluten Free Fishcakes

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.

MSC certified.

24 x 100g
Code 890193

NOW ONLY
£15.50

Luxury Cod & Parsley Fishcakes

Made with 49% cod and rosti potato, lightly seasoned and coated in a crispy breadcrumb.

24 x 114g
Code 900050

NOW ONLY
£16.60

Luxury Salmon & Herb Fishcakes



Collect 2 Save & Select Points!

A tasty fishcake prepared with a blend of Pink and Keta salmon fillet and rosti potato. It is seasoned with dill and lightly enrobed in a crisp savoury breadcrumb coating.

24 x 114g
Code 900053

NOW ONLY
£19.70

TRADITIONAL

Scottish Haddock Fishcakes

A delicious fishcake made using prime haddock and fresh diced potatoes, lightly seasoned with parsley and coated in a crispy golden crumb.

24 x 110g
Code 900027

NOW ONLY
£6.90

Henry Colbeck Old Fashioned Fishcakes

Our Old Fashioned fishcakes have been created with cod and minced white fish, blended with potatoes, seasoned with parsley and white pepper in a crisp golden crumb – a traditional chip shop favourite!

24 x 110g
Code 900038

NOW ONLY
£7.90

Nautik Chef Fishcakes

A delicious blend of prime fish & creamy mashed potato delicately coated in a crispy, golden breadcrumb. A great tasting fishcake option for your fish and chip shop. Sustainably sourced.

30 x 113g
Code 900055

Larrys Northumbrian Fishcakes (Blue Box)

A blend of a minimum 65% whitefish mixed with potato and herbs coated in golden breadcrumbs.

24 x 113g
Code 900032

KING FROST



Collect 1 Save & Select Point on EACH!

King Frost fishcakes are made from a secret blend of fish, potato, herbs and spices. Sustainably sourced to Young's 'Fish for Life' programme.

King Frost Fishcakes (Red Box)

24 x 113g
Code 900052

NOW ONLY
£6.20

King Frost Fishcakes

36 x 85g
Code 900049

NOW ONLY
£6.50

King Frost Mega Fishcakes

24 x 140g
Code 890194

NOW ONLY
£7.20

Lunchtime Idea: Why not offer a fishcake sandwich in a Henry's bread roll? See page 18 for offers.

More Special Offers!

BURGER STACKING ESSENTIALS!

Kerrymaid Burger Slices

Suitable for Vegetarians

112

Code 810049

ONLY

£5.50



Collect 1 Save & Select Point!

Rindless Back Bacon

2.27kg

Code 915362

ONLY

£8.90



Image for illustrative purposes only

GARLIC EXTRAS!

Garlic & Parsley Spread

2.6kg

Code 905500

ONLY

£11.90



Garlic Bread Slices



Collect 2 Save & Select Points!

120

Code 905806

ONLY

£14.90



Image for illustrative purposes only

SAVOURY MENU IDEAS!

Larry's Cheese & Onion Savouries

24 x 110g

Code 900185

ONLY

£8.10



Larry's Corned Beef Savouries

24 x 110g

Code 900186

ONLY

£8.10



Pies on the Rise!

As fish prices rise, savvy friers are increasingly turning their attention to promote other profitable menu items such as pies.

Qualipies are a chip shop favourite – they look good and have plenty of filling in them.

If Customers love their taste they'll have to come back to you, because Qualipies aren't available in any supermarket or retail outlet!

Qualipies are fully baked deep filled pies, made with a shortcrust pastry base and a puff pastry lid, packed with the finest quality ingredients.

Qualipies



Collect 1 Save & Select Point on EACH!

All 12 x 225g

Mince & Onion

Code 900222

ONLY
£10.20

Meat & Potato

Code 900226

ONLY
£10.20

Chicken & Mushroom

Code 900223

ONLY
£10.80

Steak & Onion

Code 900224

ONLY
£10.80

Steak & Kidney

Code 900225

ONLY
£10.80

Baked Steak

Code 900221

ONLY
£12.20



Upsell Tip: Train your team to ask 'Would you like Gravy with your pie?'
See your gravy sales increase!

Super Green[®] Green

MAROFATS

Best Quality Natural Green

**Marrowfat
Peas**



From **POD** to **PROFIT**

A 12.5kg Sack of Supergreen Peas makes
1,300ozs of Mushy Peas

... That's a massive
218 x 6/7oz Portions

Supergreen Peas
4oz Portion = 4.3p
7oz Portion = 7p

*Prices shown do not include packaging or cooking costs.

On average shops sell out a 7oz portion of
Mushy Peas for over £1.50 per portion...

... That's a lot of Profit!!

Treat you customers to a tasty portion of

Mushy Peas today

Did you know that, as well as being delicious, Mushy Peas...

- ...are **Fat Free**
- ...are **Cholesterol Free**
- ...are **Gluten Free**
- ...contain **Fibre & Vitamins**
- ... are **One of your 5-a-day**
- ...reduce the **calorific content**
(by weight) of **Fish & Chips** by
adding them to your meal and
also enhance its appearance



Super Green Peas

12.5kg
Code 019073

ONLY
£14.20

From **POD** to **PLATE**

CLEANING & PACKAGING SPECIALS!



Collect 1 Save & Select Point on EACH!

ALL ONLY
£3.10



Nilco Glass Spray

1ltr
Code 051575



Domestos

5L
Code 049191

ONLY
£5.50



Nilco Antibacterial Cleaner & Sanitiser Spray

1ltr
Code 051576

Nilco Heavy Duty Cleaner & Degreaser

1ltr
Code 051579



White Kraft Satchel Bags

100
Code 035894



ONLY
£11.50

DIP A CHIP *(or a Chicken Nugget!)*



Made with the finest ingredients to create a fully-rounded ketchup with a deep, sweet tomato flavour.

NEW

Lion Original Tomato Ketchup

2 x 2.27ltr
Code 023663

ONLY
£7.30

PRODUCT BENEFITS

Vegan Friendly



Vegetarian Friendly



Suitable for Halal



ONLY
£9.60

GW Thick Cut Frozen French Fries/Chips 9/16 Size

Golden Wonda potato chips are crispy, golden and simply delicious. Crunchy on the outside but soft and fluffy inside, a firm favourite with customers. Fries from frozen in 3-4 mins.

4 x 2.27kg
Code 900179



ONLY
£9.90

Tyson Battered Chicken Nuggets

A recent addition to our range. These chicken nuggets are made of chopped and shaped chicken in a crispy batter, pre-fried and individually quick-frozen.

Approx. 20g per piece.

3 x 1kg
Code 900042

There's always something new at Henry Colbeck!

Go Henry's!

DO YOU OFFER A MEAL IN A BUN TO EAT ON THE GO?

We've got a Henry's bread hero for every occasion...



Henry's Chip Butty Baps

THE CHIPPY ONE
Perfect for a chip roll.

40 x 5.5"
Code 900300

ONLY
£9.40



Henry's Sliced Baps

THE HANDY ALL ROUNDER
Sliced for quick use – for fishcakes, burgers, chicken breast fillets and more!

48 x 80g
Code 900299

ONLY
£9.70



Henry's Fish Baps

THE FISHY SUB

Perfect for the ultimate crunchy fix – this sub is way ahead of the competition!

40 x 8.5"
Code 900203

ONLY
£12.10

Keep Your Eyes On The Pies!

Delicious, deep filled pies wrapped in golden, shortcrust pastry. Henry's Pies have been specially developed for the Fish & Chip Market. Fully baked. For best results heat pies from either thawed or frozen in a conventional oven or a pie heater rather than a microwave oven.



Henry's Mince & Onion Pies

Packed with premium quality minced beef and onion.
Red foil for easy identification.

12 x 217g
Code 900191

ONLY
£10.90



Henry's Steak Pies

Packed with premium quality steak in delicious gravy.
Silver foil for easy identification.

12 x 217g
Code 900192

ONLY
£10.90

What about Henry's Chicken & Mushroom?

Unfortunately the manufacturer is unable to supply them to the regular recipe and the decision has been taken to delist them – sorry for any inconvenience.

Bags of Beans!

Give your takings a boost and serve up beans as an extra side – they're so flexible!

Keep them hot and ready to serve from the bain marie.

And if you use Easy Bags to line your pots, cleaning up will be quick and easy!



Ansora Beans

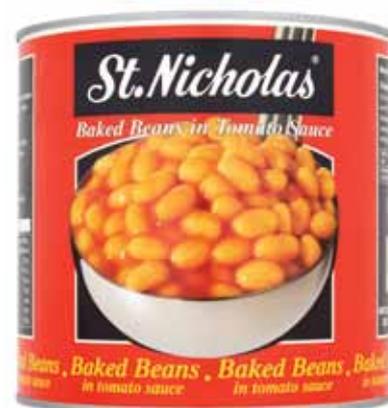


Collect 1 Save & Select Point!

6 x 2.61kg
Code 015400

ONLY

£14.90



St Nicholas Beans



Collect 1 Save & Select Point!

6 x 2.61kg
Code 015401

ONLY

£16.50

Easy Bag Potliners Saves you time and money!

Potliners are heat resistant food safe polythene bags which sit in the Bain Marie where food like curry, gravy or peas are kept hot prior to serving.

Then instead of scrubbing and soaking the dirty pots – the used bag is simply disposed of in the recycling bin – saving time, water, energy and staffing costs.

The Main Benefits of using Potliners are as follows...

- You can clean down later & keep selling product up to closing. Pays for itself!
- Potliners save time, money, water, electricity, gas, detergents etc.
- No need to pay your team to clean
- Hard scrubbing & soaking is a thing of the past
- Potliners keep food moist & are more hygienic
- Improve team morale – less cleaning means earlier to leave!
- Less food down the sink - less vermin attraction & blockage issues

ONLY

£10.90



Collect 1 Save & Select Point on EACH!

No1 Small Bain Marie Bag

162mm x 265mm
100

Code 035830

No2 Medium Bain Marie Bag

176mm x 325mm
100

Code 035831

No3 Large Bain Marie Bag

65mm x 325mm
100

Code 035832

No4 Round Bain Marie Bag

4.5 litre round
100

Code 035833

Keep an eye out for the  it means you will collect reward points when you buy those products!

PRODUCT SPOTLIGHT: PANKO BREADCRUMBS...

Panko (Japanese breadcrumb) is a unique breadcrumb used in many dishes as a coating for baked and fried foods. Panko has become popular on all types of menus because of its versatility in the kitchen.



How do I use Panko as a Fish & Chip Caterer?

Panko is excellent for use as a coating on fish and scampi. In Glasgow particularly Panko is used to coat the menu item 'Special Fish' – usually a delicious crispy piece of haddock in a golden crunchy Panko crumb. We've heard reports of Customers using Panko in batter mix to give an extra crunchy lift to batter – it really is such a versatile product.

Why is Panko different from breadcrumbs?

Panko are made from a crustless white bread that is processed into flakes and then dried. These breadcrumbs have a drier and flakier consistency and are larger than regular breadcrumbs - as a result they absorb less oil.

Is Panko healthier than breadcrumbs?

YES!

Panko is lower in calories, fat, and sodium than regular breadcrumbs, but higher in fibre. This makes it a healthier alternative to standard breadcrumbs when you are preparing a dish.

How do they make Panko?

Panko is made from wheat flour bread baked by electrical current, which yields a bread without a crust. The bread is then ground to create fine slivers of crumb. It has a crisper, airier texture than most types of breading found in Western cuisine and maintains its texture baked or deep fried, resulting in a lighter coating.

What does Panko crumb bring to food?

Panko retains its texture for longer, whether baked or fried, and produces a lighter and crunchier tasting fried food.



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