www.colbeck.co.uk

Issue 160 November/December 2022

REWARD YOURSELF!

There's an endless choice with Save + Select Rewards this Christmas!



XMAS GOODIES



IN THIS ISSUE

See pages 10 & 12

OPINIONS MATTER!



See page 2

XMAS STICKERS



See page 12

NEW MENU IDEAS



Pages 7, 11, 13 & 15

What's Hot **November 2022 WELCOME!**

Season's Greetings to You & Your Families, **Teams & Customers!**

All of our Henry Colbeck Colleagues would like to take the opportunity of thanking you for your custom in 2022 - and we wish you all a merry (and busy) pre Xmas trading period and a happy New Year..

REWARD YOURSELF!

We hope our TRIPLE Save + Select Points in September and October boosted your rewards and that you'll all enjoy redeeming your Save + Select Rewards this Christmas - or perhaps you're saving up to redeem them towards a treat or leisure break next year? Keep an eye out for something new for Save + Select next year... our Loyalty Scheme just keeps on

£100 REWARD...

getting better!

We're looking for customers who don't mind telling us what they like about our Save + Select Scheme and are willing to be featured in a future edition of our magazine – email Marketing@colbeck.co.uk and we'll get right back to you. We're also very open to opinions about what we can do better too, so please do get in touch.

WELCOME 2023 HAPPY BIRTHDAY

We're (almost) 130 Years Young!

In 2023 we're really looking forward to celebrating the fact that we've got 130 candles to blow out on our cake as a Company

- and also 25 in Scotland!

We're planning a whole year of giving something back to you for choosing us - giveaways, competitions, events and more, as a big THANK YOU to all of you!

Warmest wishes for a season of festive cheer!

Georgina & Douglas Colleck

XMAS OPENING HOURS 2022

If you're calling up or dropping in over the festive season, here are our Depot Trade Counter Opening Times and Customer Service Telephone Lines Opening Times. The out of hours answerphone will be on but will not be replied to until the office is manned.

XMAS DELIVERY DATES

There may be some changes in delivery dates due to the change in dates that Xmas falls. These will be clearly communicated in advance by our Sales Teams.

GATESHEAD DEPOT:

December ____

Friday 23rd 9am - 1pm Trade Counter/9am - 3pm Telesales

Xmas Eve Saturday 24th Closed

Xmas Day Sunday 25th Closed

Boxing Day Monday 26th Closed

Tuesday 27th Closed

Wednesday 28th, Thursday 29th Normal Trading Hours 9am - 5pm

Friday 30th 9am - 1pm Trade Counter/9am - 3pm Telesales New Year's Eve Saturday 31st Closed

January_

New Year's Day Sunday 1st Closed Monday 2nd Closed

GLASGOW DEPOT:

December

Friday 23rd 9am - 1pm Trade Counter/9am - 3pm Telesales

Xmas Eve Saturday 24th Closed

Xmas Day Sunday 25th Closed

Boxing Day Monday 26th Closed

Tuesday 27th Closed

Wednesday 28th, Thursday 29th Normal Trading Hours 9am - 5pm

Friday 30th 9am - 1pm Trade Counter/9am - 3pm Telesales

Hogmanay Saturday 31st Closed

January_

New Year's Day Sunday 1st Closed

Monday 2nd Closed

Tuesday 3nd Closed

GET A GREAT PAY RATE £££ FOR YOUR USED COOKING OIL!

TOP TIER

HOW? By buying

20 oil/fat & 5 flour

per calendar month.

MIDDLE TIER

HOW? By buying 20

EVERYDAY TIER

66p per litre (inc VAT) 54p per litre (inc VAT) 48p per litre (inc VAT) 55p per litre (ex VAT) 45p per litre (ex VAT) 40p per litre (ex VAT)

HOW TO QUALIFY?

oil/fat per calendar Simply let us collect your used cooking oil.

NEW TO HENRY COLBECK USED COOKING OIL?

Are you looking for a registered used oils & fats operator that pays for your waste oil?

THEN LOOK NO FURTHER!

Call Scotland 01236 425656 or England 0191 4824242 and start earning more today.

• NEWS • NEWS • NEWS • NEWS •

NE ODA A P P R O V E D NATIONAL ENIBLE OIL DISTRIBUTORS ASSOCIATION

Celebrates 75 Years



On 13th October a team of Henry Colbeck Colleagues headed to London to attend the NEODA annual general meeting and then afterwards they celebrated the organisation's 75th birthday at The Tallow Chandlers Hall.

Who are NEODA?

The National Edible Oil Distributors' Association (NEODA) was established in 1947. Its members include edible oil and fats refiners, processors, distributors and waste oil collectors (who also sell fresh oil). Henry Colbeck is proud to be an active member of the association, especially because of the benefits it brings to you, our valued customers!

What Do They Do?

The association's key objective is to raise standards across the entire edible oil packing and distributive trade. It provides an open forum for discussion for everyone working to protect and promote the production and sale of high quality edible oils and fats sold within the UK.

What's the Benefit of Henry Colbeck being a Member? NEODA's central principle is adherence to the 'Guarantee of Confidence' scheme. This means that all edible oils and fats sold and distributed by members like Henry Colbeck, stick to a strict set of requirements concerning product contents, labelling and pack sizes. Only products that meet this stringent set of criteria can carry a 'Guarantee of Confidence' logo.

NEODA also carries out an 'Oil Monitoring Programme'; independently analysing packs of oils and fats from members and non-members to ensure Customers and Consumers aren't misled as to the nature, quality or quantity of oils being sold. Non-conforming goods and companies are brought to the attention of the Manufacturer and the Trading Standards Authorities so further action can be taken. So we hope that Henry Colbeck's membership of NEODA gives you reassurance that when you buy your oils and fats from us you can do it with complete confidence!

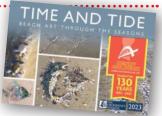
Supporting the Fish & Chip Industry is at the heart of everything we do and it was both a surprise and an honour for Georgina Colbeck to receive an award for 'Ongoing Support & Commitment to NEODA'.



Did You Know That NEODA Organises National Fish & Chip Day Too?

SAVE THE DATE: National Fish & Chip Day will be on **Friday 2nd June 2023** – and we'll not only be sponsoring it as always, but we'll be running some exciting competitions too – **WATCH THIS SPACE!**





We are supporting our charity partner 'The Fishermen's Mission' again in 2023, and hope you enjoy receiving your FREE 2023 Calendar with this newsletter. Entitled 'Time and Tide', we've partnered with The Mish, who have engaged with Beach4Art, a family of four who create beach art projects inspired by nature.

Beach4Art advocates personal wellbeing and creativity, the positivity gained from time spent outdoors and encouraging the younger generation to take care of nature. They've provided some of their beautiful imagery to help raise money for this great cause.

The calendar also includes a series of fish-themed recipes

– we hope you will enjoy the imagery and the recipe
inspiration as much as we plan to!

"The Fishermen's Mission will be at What's Cooking? in March 2023, please visit their stand to find out about all the good work they're doing!"



Reward Yourself!

Redeem your Save + Select Points online: www.colbeck.co.uk/save-select/



Choose from:

Love2Shop E-gift Cards.

Redeem your points for a Love2Shop E-gift card, which can be used at your own convenience to shop online. You will receive your code via email, which can then be exchanged online and you can choose from a massive range of shops and brands like:

Next - Asda - Morrisons - Tesco - M&S - John Lewis & Waitrose - Primark - TK Maxx - Sports Direct & Curry's. You can even shop online to buy physical gift cards and send them as gifts. For a full list of participants, go to:



Henry Colbeck Credit Rewards (Plus 10% EXTRA FREE).

Use the points you've saved against your account and we'll apply it as a credit to you. **Plus if you do, we'll give you a 10% BOOST!**Eg. redeem £100 of points and we'll apply £110 of credit as an extra thank you!





Love2Shop Gift Cards.

The ever popular Love2shop gift card is accepted at over 90 leading retailers, including shops, restaurants and attractions. For a full list of retailers, go to:



Amazon Gift Cards.

Redeem your gift card against millions of items at Amazon.co.uk. There's a world of choice!



Sainsbury's Gift Cards.

Choose from food & drinks, entertainment, homewear, TU clothing and electricals at more than 1,400 locations across the UK.

Plus, when you spend them you can claim Nectar Reward Points too - Bonus!



The Fishermen's Mission Charity Donation.

Any donation would be gratefully received by 'The Mish' to carry on with the excellent work they do - **Thank You!**

There's never been more Choice!





Nu shades!







Rewards Order Form

To redeem your points, head over to **www.colbeck.co.uk/save-select/** fill in your details and we'll get your rewards sent out to you.

Alternatively, complete the form below, take a picture of it and email to marketing@colbeck.co.uk. Or, post it back to us: Henry Colbeck, Seventh Avenue, Team Valley Trading Estate, Gateshead, Tyne and Wear NEI1 0HG.

Your rewards: Please indicate below how you wish to redeem your points:

| Points | Value | Points Redeemed | No. of Cards* |
|--------|-----------------------------------|--|--|
| 250 | | | _ |
| 250* | | | |
| 250* | | | |
| 250 | | | |
| 250 | | | MMy |
| 250 | | | |
| TOTAL | | | 100 |
| | 250 250* 250* 250 250 | 250 250* 250* 250 250 250 | 250 250* 250* 250 250 250 |

* Need more than one of the same card?

Please indicate how many in the space above. VALUE and POINTS entered for those cards will be divided equally over the number of cards applied for.

| Your Details: | |
|-------------------|-------------|
| Account Number: | |
| Shop Name: | Your Name: |
| Delivery Address: | |
| | |
| | |
| | Postcode: |
| Email: | Tel/Mobile: |
| Signature: | Date: |

For full terms and conditions go to www.colbeck.co.uk/save-select/

We'd like to send you our email news, including our email newsletter, containing special offers and industry-related articles Please tick the box that applies to you:

Yes, please, I'd like to receive promotional information via email.

(We'll handle your personal data very carefully and we'll never sell or give it to anyone).

From time to time we may want to send you an SMS message with the latest special offers, please tick below if you agree to receive SMS marketing:

I agree to receive SMS marketing from Henry Colbeck



WINNING WAYS!

Here at Henry Colbeck, we're very much aware of the challenges that everyone is facing. Not only have we all been impacted by rising costs and a need to improve profitability, but we're also living through significant changes in consumer behaviour. Because of this, we've decided to ask you — our valued customers — what you are doing to 'Win' in the current climate, and we really want your input. We'd like to kick this off with some food for thought!



With COVID driving a significant shift towards increased online ordering, and factoring in the influence of the latest generation of takeaway lovers, now may be the time to rethink what's on offer on your menu so you can reach the widest audience and maximise your selling success!

So, let's start by talking about the new(est) comers to the takeaway table. Gen-Z — or the 'Zoomers' as they are often known — are not as loyally devoted to the British institution that is 'fish & chips' as their parents and grandparents. These 10—25-year-olds know they have choice, they also want value for money, and they want an overall eating experience. These are the consumers of the future, and they literally have a world of cuisine at their fingertips, thanks to technology. So, we asked ourselves 'how can we stay relevant and appeal to this audience?'.

We've met with a few customers recently who have started to think differently. With so many choices available (via apps and online shops) variety and visual appeal, price point, consistency, delivery service, packaging and the excitement of 'unboxing' and sharing (images and food!) all have a part to play.

As well as selling traditional fish & chips, curry, gravy, peas and sides, savvy customers are grabbing the opportunity to diversify their menus to draw in a wider audience, and to maximise profits and margins, whilst minimising waste.

It can be as simple as taking chips, premade sauces and ingredients, some fresh garnishes, and adding things like salt and chilli seasoning or sesame seeds to introduce a touch of theatre, and then making sure the meal is all packaged up to keep it warm but equally make it photogenic!

One of the customers we spoke to back in October is doing a roaring trade in street food, pizzas, burgers, dirty fries and munchie boxes. Not only is this generating its own income, but it's also bringing in younger customers, and boosting trade online and instore of regular fish & chip sales too.

The customer said: "As well as offering a more diverse menu, which involves little more than some preparation and imagination, I have also embraced the power of social media. The saying 'you eat with your eyes' has never been more true'! Putting out regular social media content, which gets lots of attention, likes and shares, and also fuels word of mouth, is pulling in new customers constantly. Plus, the quality, consistency and having an expanded menu now means there's something for all the family and people keep coming back for more!"

They also went on to say: "Presentation is key and 'it's all about the build' when it comes to creating appetising takeaway meals. And by choosing the right packaging, being innovative in the way you use the equipment you have, and by piling toppings, sauces and garnishes on top of fries, pizza bases, burgers and fish strips, you can create something that looks really theatrical, looks proportionally very generous and offers more of 'an overall experience' something customers are always looking for, particularly the younger ones. And this, in itself, then generates more social posts! It's effectively free advertising!

Plus, by using simple, cost-effective ingredients that maximise margins, taking this approach can help offset the other more expensive menu options in the shop, where margins may be getting squeezed."

In this edition of What's Hot? we've featured some simple menu ideas, plus promos on ingredients, packaging, equipment and drinks that will hopefully get your creative juices flowing! Starting from this month, we'd love to hear what you think, and we'd love to get you involved!



"WINNING WAYS!"

– New Feature Article

If you have found ways to keep your menu profitable, new, fresh and inviting and you'd be happy to share these with our Henry Colbeck family of customers, we'd love to hear from you!

Please get in touch by emailing marketing@colbeck.co.uk. We'd like to run this page as a regular article, and will be offering £100 worth of Save + Select points for every feature published.

Louise BebbingtonMarketing Manager





Create a pizza base – we used a Kara 12" Deep Doughball

Spoon on some tomato-based pizza sauce

Sprinkle on a handful of grated cheese, and some finely sliced, fresh red chillies

Cook the pizza according to instructions

Fry off some chicken pieces, Meadowvale Pickin Chicken works well!

Once both are ready, add the cooked chicken bites to the pizza

Squeeze over some hot and spicy chilli sauce, and scatter with chopped spring onions for freshness

Why not try it with a curry sauce base instead of traditional tomato, or serve with a choice of dipping sauces see pages 8 & 9 for more offers! Code 905802

OFFER PRICE **£9.80** Ik9 Code 900147

42ND STREET Pizza Sauce

Collect 1 Save & Select Point!

3 x 2.95kg Code 019030

Very Hot Chilli Sauce

Collect 1 Save & Select Point!

Code 023960

Batchelors Curry Sauce

2.5kg Code 019047

Kara Doughballs

Collect 0.5 Save & Select Points!

30 x 12" (Standard) Code 900131

 60×9 " (Standard) Code 905803

40 x 9" (Deep)

20 x 12" (Deep) Code 905804

£19.30

Enjoy!



IRN BRU GETS YOU THROUGH

Irn Bru **Bottles**

12 x 500ml

ONLY £9.20



Barrs Irn Bru **Cans**



ONLY £9.20



Sugar Free Irn Bru **Bottles**

12 x 500ml

ONLY £9.20



Sugar Free Irn Bru Cans

24 x 330ml

ONLY £9.20



HARRISONS DIP POTS **ALL 100 x 25g**



Tomato Ketchup

Code 023164 ONLY

£11.50



Smokey Barbecue

Code 023166 ONLY

£11.60

Sweet Chilli

Code 024078

Sweet Chilli

Henry Colbeck More than just a supplier!

LET'S GET THE PARTY STARTED!



Chopped & Battered Onion Rings

£0.95

450g

Code 900058



Black Pudding Bon Bons

1kg

Code 890153

£7.50



Whole Onion Ring Battered

500g

Code 900067

£1.70



Haggis Bon Bons

1kg

Code 890154

£7.50



Drivers Burger Relish



Collect 1 Save & Select Point!

2.25kg

Code 024070

£5.50

Branston Baked Beans

6x2.65kg Code 015402

£14.80





Garlic **Mayonnaise**

Code 023167 ONLY

£13.20



Chilli

Code 023168

ONLY

£13.20



Garlic & Herb

Code 023169 ONLY

£13.20



Sweet & Sour

Code 023165 ONLY



Henry Colbeck has been a member of the Q Partnership Group (QP) since 1986, and the working relationship between the QP and its suppliers often spans decades. The strongest links are strengthened further by investments made by both parties towards creating and cementing personal relationships, which in turn benefit our customers.

As opportunities to travel and meet face to face have been difficult in recent times, it was exciting that members from the QP (Henry Colbeck, Friar's Pride & VA Whitley) had the opportunity to visit Iceland in September to meet our key Frozen at Sea (FAS) fish partner, Rammi.

Callum Bellshaw, our FAS Fish Buyer said: "We went with two main objectives; 1) To have discussions about market conditions and 2) To benefit from an educational trip onboard Rammi's super-trawler the Solberg, to see exactly what happens, first-hand, whilst at sea!"

The QP team boarded the vessel at Akureyri, in northern Iceland, and sailed through to Siglufjörður where Rammi is based and where the FAS fish is unloaded. Onboard the Solberg, the team had time to meet the Captain and the crew to learn more about the processes on the vessel, as well as learning about the high-tech systems they use to optimise their catch.



Callum said: "The QP have partnered together with Rammi for many years and we have a strong working relationship. Rammi's Marketing Director Bjorn Valdimarsson works closely with us throughout our supply journey. It was great to catch up with him again in person and to share our common perspectives.

From a supply chain point of view, we have consistently received a continuous flow of fish across Pinbone In (PBI) and Skinless Boneless (SLBL) Cod and Haddock and we were assured that all being equal with the catch this will remain the case.

Icelandic fish is the primary source of FAS fish for our customers, and it is sustainably caught in line with the MSC accreditations. Rammi's prominent selling point has always been the consistency and quality of the fish it catches. With all fish being fully processed within 2 hours, and meticulous attention to detail applied throughout all processing stages, it is clear why all Rammi fish is of the highest quality available."

After the journey, discussions took place at Rammi's head office regarding fish supply and market conditions. Our team highlighted the current challenges facing our customers and the industry and Rammi understood that and took it on board. It was agreed that a strong and continuous partnership will generate the best mechanism to help alleviate current and future pinch points.

Our Managing Director Paul Holliday said: The trip gave us the opportunity to meet more of the team at Rammi, to build up further contacts across departments, and to discuss the wider marketplace. We were invited to spend a night sailing on the vessel, Solberg, where we learnt more about how our high quality Frozen at Sea (FAS) fish is physically processed. We also had the chance to present the current situation and trading conditions in our own marketplace, in a very appropriate setting, ensuring Rammi is aware of the present difficulties faced by our Customers and the UK Fish & Chip Industry.

Turbulent market conditions and pricing, along with the uncertainty of what is to come of the situation regarding Russia and Ukraine, were top of the agenda. We also discussed the changes on quotas in both Icelandic and Barents Sea waters. We asked that a more equal distribution across sizes and configurations to supply our industry could be supported but acknowledged there can be no guarantees due to the weight and sizes of the species caught."

The trip was a great success, and the relationship and the supply chain links remain strong. We will continue to trade with an exclusivity agreement between Rammi and the QP, to provide top quality and consistent FAS fish for our marketplace.

Many thanks to Bjorn and the Rammi team for their generous hospitality and we look forward to hosting them at our What's Cooking? Exhibition in Harrogate on Sunday March 26th 2023 – **visit the Rammi stand and meet the team** – they'd love to answer your questions.





COMPETITION TIME

WIN a Northern Lights tealight holder!

In keeping with the Icelandic theme, we are running a competition in November to WIN a beautiful Northern Lights tealight holder, revealing the beauty of the sky above Iceland!

Watch the Northern Lights come to life with each flicker of the tealight candle. Perfect for relaxing in dark winter evenings – we have two to give away!

Simply **email marketing@colbeck.co.uk** and put the word Northern Lights in the subject of your email. Closing date is 30 November. Winners will be drawn at random. Terms and conditions apply.



It's beginning to look a lot like Christmas!



McWhinney Bigfoot Sausages ONLY

£21.50

30 x 6oz Code 900164



Rindless Back Bacon

2.27kg Code 915362



Christmas Greaseproof Paper While Stocks Last!

While Stocks Last!

1000 Sheets - 300 x 200mm ONLY Code 034901 **£11.50**





NEW Xmas Sticker Packs While Stocks Last!

56 Code 034900

£3.50

£8.90



Christmas Kids Meal Box

Cut out and keep tree decorations on every box.

While Stocks Last!

250 boxes per pack Code 026725

£28.00



Competition Time WIN Christmas Odd Socks!

I don't think we know anybody who doesn't have an odd sock collection!

So if you can't beat the problem, we're

thinking why not just embrace it!
Just a bit of fun to kick off the

Christmas season – we have some
Christmas-themed odd socks to give away.
These come in a gift box. And all you have to do to WIN is email marketing@colbeck.
co.uk and put "I love odd socks!" in the subject of your email. Competition closes on 30 November. Two prizes to be won.
Winners will be chosen at random.
Terms and conditions apply.



MUNCHIES BOXES DESERVE MUNCHIE BOTTLES!

Family-Size Drinks Deals





Coke 6 x 1.5LCode 021120

£10.90



£14.90







Sugar Free Irn Bru Bottles

6 X 2L Code 021127

E9.90



Irn Bru Bottles

6 X 2L Code 021134

E9.90







RIGHT **EQUIPMENT** FOR THE JOB?





Stainless Steel **Food Tongs**



Code 041174

£6.75

8" Square Wire Fish Lifter



Code 045545

£20.61









Plastic Tomato Sauce Bottle

Save+ Select 1 Save & Select Point!

Code 045527

£2.07



StainlessSteel Food Tongs

Save+ Seject Collect 1 Save & Select Point!

Code 045552

£5.40

Plastic Brown Sauce Bottle



Code 045528

£2.07



Duetto Food



£12.51



Plastic Yellow Sauce Bottle

Code NSSG-S

All items are sold as single units

STOCK UP YOUR STORE CUPBOARD...

Packaging and Store cupboard Essentials





Plain Brown Medium Fish and Chip Boxes

100

Code 026858

E11.80



Plain Brown Pizza Boxes

50 x 14"

Code 026651

ONLY

£11.00

50 x 16"

Code 026664

ONLY

£13.50



Plain Brown Burger Boxes

100

Code 026300

£12.50



Plain Brown Mini Boxes

A fantastic extension to our brown corrugated packaging range, our mini boxes give you the opportunity to offer a smaller portion-controlled meal to your customers.

100

220 x 140 x 55mm

Code 026626

£10.50





£7.80

Collect 1 Save & Select Point!

Big enough for your Xmas turkey!

450mm x 75m Code 035810

A GOLDEN OPPORTUNITY!

If you're looking for a wide range of choice, there's something for everyone with the Goldensheaf Range.

Take your pick and at special offer prices too!



Collect 3 Save & Select Points on each of the Flours below!



Scotch Blue Batter Flour

A creamy colour when mixed with water, this batter mix fries to a golden batter with a rippled texture.

16kg

Code 011350

£19.00



Scotch Red Batter Flour

A creamy, golden colour when mixed with water, this batter mix fries to a rich gold coloured batter with a rippled texture.

16kg

Code 011351

£19.00



Light Batter Flour

A light, creamy colour when mixed with water, this batter mix fries to a light gold batter that has a crisp, smooth finish with plenty of bite.

16kg

Code 011358

£19.90



Standard Batter Flour

The market-leading batter mix is a creamy, yellow colour when mixed with water and fries to a golden brown batter that's crisp and smooth, with plenty of bite.

16kg

Code 011310

£19.90

DON'T WORRY - WE'VE GOT CURRY SAUCE!



Collect 4 Save & Select Points on EACH Curry!



Fine Dine Curry No Fruit (Bag)

10kg Code 014179



Q Curry No Fruit (Bag)

10kg

Code 019033



Dinaclass Irish Curry

(Bag)

10kg

Code 019050



Dinaclass Curry No Fruit (Bag)

10kg

Code 019019

E31.90

£32.50

£33.90

£34.30

CELEBRATE VEGANUARY WITH US IN OUR JANUARY EDITION - WHERE WE'LL HAVE LOTS MORE VEGAN PRODUCT OFFERS!



THE CONTRACTORS OF STREETS





And the results of our September FriWite tree planting campaign are in!

4,137 trees





Football pitches worth of trees will be planted based on 60 trees per acre



Tons of CO² extracted from the atmosphere approx in 10 years based on mature trees



Species of wildlife given food or habitat



All kinds of other benefits like better air quality, flood protection, urban regeneration and lots lots more...



FREE POSTER AVAILABLE

Ask your Sales Manager or Telesales contact TODAY!

PLANTING TREES

A huge thank you to all our customers for supporting the Q Partnership with this initiative!



Henry Colbeck Limited

Seventh Avenue, Team Valley Trading Estate, Gateshead, Tyne and Wear NE11 0HG Tel: 0191 482 4242 E-mail: sales@colbeck.co.uk South Caldeen Road, Calder Street Business Park, Coatbridge, Lanarkshire ML5 4EG Tel: 01236 425 656 E-mail:coatbridgesales@colbeck.co.uk















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