



Welcome to the FSO summer newsletter. In this edition we have an article from Darron Bibby our Purchasing Manager who will give a purchasing overview and the current situation in the 'Market Place'.

We would like to give a warm welcome to all the 46 schools that have recently joined the FSO partnership. All these schools have recently taken on their own catering operation and we would like to wish them all every success for the future.

Also a warm welcome to Terry Tyson who joins the FSO team as Support Service Manager. Terry has a varied knowledge of the catering industry having served 25 years as an army officer managing various catering operations from every day luncheons to royal visits.

FSO are currently undertaking a full tender process on many of their food contract categories to ensure that all schools can

use these contracts with the assurance that they are fully legally compliant. As you are aware it is crucial that suppliers meet the necessary criteria to provide a service to schools. Such things as due diligence, traceability liability insurance and delivery frequency are all considered when awarding a contract. Price of course is also a factor and we always endeavour to achieve best value. Details of our new Training Courses can be found on page 3. In future editions we will be featuring a recipe from an FSO school. If you would like your recipe printed in this newsletter please email susan.morris@fsoptions.com

SUPPLIER DAY SUCCESS

The recent Supplier Day in Derby was a huge success. Many schools attended to try the latest school compliant products which will be available for the new September Menus. Once again the range of Multi Portions from Oak Farm Foods proved to be outstanding. Many people commented on the exceptional quality of the products which were very affordable. For more information please contact Susan Morris at FSO.



The UK Foodhall

Non Fried Breaded Chicken Breast Fillet



The UK Foodhall @
Karen McQuade.com



Our Non Fried Chicken Breast is:

- Not flash fried.
- Designed to be oven baked.
- Is whole muscle, not chopped and shaped.
- Suitable for all ages.
- Great in a wrap or bun.
- Tasty and delicious.
- 100 per case

Hopwells code 9030



For more information call us on.
Robert Clark - 01938 578007 or 07786081367 Karen McQuade - 01938 578006 or 07786084161



Great British Food For Great British Kids



Purchasing Overview

Darron Bibby, Purchasing Manager for Foodservice Options, is responsible for the procurement of food and non - food products which annually are worth in excess of £15M. We work with over 50 suppliers nationally and have developed strong working relationships geared at delivering continuous improvement in all areas of the supply chain that have a direct impact to the end user.

The Tender Process - An Insight

It is vitally important, especially in the current economic climate, that we are working with professional suppliers with sound solid structure and the tender process allows us to perform a detailed evaluation on each supplier and score them accordingly. This also gives schools the re-assurance that they are using legally compliant contracts and eliminates any concerns schools may have in relation to any food or non food contract used, highlighted below is a snap shot of some of the areas we evaluate:

- Financial Stability - "Economic & Financial Standing"
- Account Management – infrastructure to professionally manage the contract
- Technical Capability – suppliers are technically accredited
- Legislation

Current Market Place

It has been a challenging 12 months in the food industry with many key categories experiencing significant increases due to rising commodity markets and changes in consumption and emerging markets around the world (Brazil, China). Non food has also experienced large scale

price increases due to increases in crude oil, fuel and utilities. A snap shot of the key commodity groups are as follows:

Protein

UK Beef production is forecasted to fall by 3.7% in 2011 and with UK exports set to grow to 7.4% this ultimately will push UK beef prices upwards. The key cost driver in poultry production is feed and feed wheat has seen prices almost double over the last year this will continue to impact on all poultry prices moving upwards.

Dairy

Average farm gate milk price for the first quarter of this year was 26.4p per ltr compared to an average for the same period last year at 24.32p per ltr, an increase of over 8%. Impacting on UK milk production costs are increases on feed, utilities and fuel, the impact on average wholesale prices in other product areas are as follows:

- Butter +8.3%
- Skimmed Milk Powder +15%
- Mild Cheddar Cheese +9.4%
- Bulk Cream +15.4%

Bakery

Bakery categories continue to come under increasing cost price pressure due to increases on wheat, Milling wheat has seen a y-o-y increase of over 70% and this has impacted on bakery price increases across all sectors in foodservice, retail and wholesale. The outlook is very difficult to predict as world demand continues to outstrip supply.

New Product Launch

From September 2011, FSO have listed through Brakes Ltd a new gravy mix that not only exceeds quality expectations but gives you a substantial saving as well. FSO have recently tried this product in various schools and the feedback has been excellent. This new Caterers Choice gravy mix is lower in salt than other leading brands and meets local authority bronze standard. There are a limited amount of free samples available.

Please contact: Foodservice Options on 01204 374062 to receive your sample.

£9.99 per case
1 x 1.9kg (25lts)

CATERERS CHOICE

GRAVY GRANULES

1.9kg
NET WEIGHT

For best before see below.

Suitable for Vegetarians
Meets current FSA salt targets
Makes 25 litres

No Added MSG
Bain Marie Stable
No Hydrogenated Fat

INGREDIENTS:
Potato Starch, Maltodextrin, Vegetable Fat, Salt, Wheat Flour, Sugar, Colour (E150c), Yeast Extract, Flavourings, Flavour Enhancer (E627, E631), Rooted Onions, Emulsifier (E322 from soya), Ground Rosemary. Suitable for vegetarians.

NUTRITION INFORMATION:
(per 100g)
Energy 1887kJ/450kCal
Protein 1.6g
Fat 20.1g
- of which saturates 13.9g
Carbohydrate 65.9g
- of which sugars 5.4g
Fibre 0.2g
Sodium 3.58g

Gravy 412
68314-0611

PREPARATION:
Add 70g of Gravy Granules to 1 litre of boiling water. Stir to thicken.

STORAGE:
Store unopened product in a cool dry place (8-25°C) and protect from light and frost.
Product of EU.

FSO Training 2011



Foodservice Options have introduced two new training courses for 2011. With the new appointment of Terry Tyson we are now able to deliver CIEH Level 2 Award in Manual Handling and Level 2 Award in Health & Safety in the Work Place. These new courses are now available and compliment the existing courses we offer.

As a registered CIEH training centre we have three qualified trainers. One of these trainers Karen Clarke has just passed the RIPH Diploma in Nutrition.

This gives us the opportunity to offer more courses on the CIEH Level 2 Award in Healthier Food & Special Diets.

For more information on all the training courses we offer please contact Linda Gill on 01204 374062 or email linda.gill@fsoptions.com

BREAD **PUDDING**

50 portions

Over the Week Collect Bread
(Brown & White)

Large Bowl 450x400 deep

Cover with water and leave for 30 mins

Drain well place into Hobart mixer
Add

250ml Margarine melted

1.5kg Sugar

150g mixed spice

4 eggs

150g plain flower

1.5kg mixed fruit

Mix well

Grease 2 full size gastronome tins
100ml deep add mixture to $\frac{3}{4}$ levels

Cook for 1.3/4 hours 160c until
golden brown

Whilst hot from oven sprinkle sugar

Let rest 40min

Cut and serve

*Recipe from Mike Lazaru
Whalley Range High School*

multiple **choice**



Alternative products from Barr Soft Drinks



*For more information, please contact us:
e-mail: lindataylor@agbarr.co.uk*





Delicious, freshly prepared hot sub sandwiches

It's what *you* make it

KEY BENEFITS

- Satisfy the growing demand for British reared produce
- Offer your customers great choice, freshly prepared to their order
- Serve in high quality packaging; ideal for eating on the move
- Professional POS and digital marketing pack to maximise impact
- Free loan of equipment* and full training available

AMBIENT RANGE

SAUCES

	PACK SIZE
Tomato Ragù sauce	4 x 1litre
BBQ sauce	4 x 1litre
Tikka Masala sauce	4 x 1litre
Ranch sauce	4 x 1litre

BRANDED PACKAGING

	PACK SIZE
2-ply branded subcentral bags	1 x 500

FROZEN RANGE

PRE-SLICED SUB ROLLS

	PACK SIZE
6" White sub rolls	40 x 85g
6" Brown sub rolls	40 x 85g

FILLINGS

	PACK SIZE
Marinated Thai Chicken (British Reared)	3 x 2kg
Marinated Sweet Chilli Chicken (British Reared)	3 x 2kg
Marinated Tikka Chicken (British Reared)	3 x 2kg
Marinated BBQ Chicken (British Reared)	3 x 2kg
Great British Cooked Diced Chicken (Red Tractor)	1 x 3.5kg
Great British Lamb Meatballs	290 x 12g
Great British Chicken Meatballs	416 x 12g
Breaded Chicken Bar	50 x 60g
Breaded Diced Chicken Fillet	1 x 3.6kg
Tandoori Chicken Chunks	1 x 3.6kg
Spicy Bean Bar (V)	42 x 80g

*Subject to minimum order agreement

It's what *you* make it

Choose your **bread**...

our speciality 6" sub in brown or white

Choose your **filling**...

from today's tasty selection

Choose your **sauce**...

from our special recipe range

Served with **fresh, crisp salad**

Tuck in and enjoy!



A1 Poster



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If you have any suggestions of topics you would like us to cover or recipe ideas, please send them to: info@fsoptions.com or call 01204 374062

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