

# Food & Drink

manufacturing | logistics | hospitality | retail

M A T T E R S

Tel: 01562 756960 – www.foodanddrinkmatters.co.uk – August 2019 – issue 147

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## Red Orchard makes healthy tasty

With a dedication to battling the effects a poor diet, vitamin deficiency and health inequalities can have on a person's health and wellbeing, Red Orchard has developed a product that achieves it all.

Red Orchard is a revolution in food technology: a strawberry jelly snack rich in health benefits for all those that consume it. With 100% vitamin D RDI (as recommended by the public) Red Orchard is as nutritious as it is delicious.

The snack comes as an alternative to the variety of supplements that are currently available on the market. More often than not, ensuring that your body receives the appropriate amount of vitamin D can come down to tablets, capsules or sprays, each of which sounds somewhat unappealing.

With Red Orchard's mouth watering delectable jelly treat, being healthy minded no longer has to be a chore. The jelly is Vegetarian



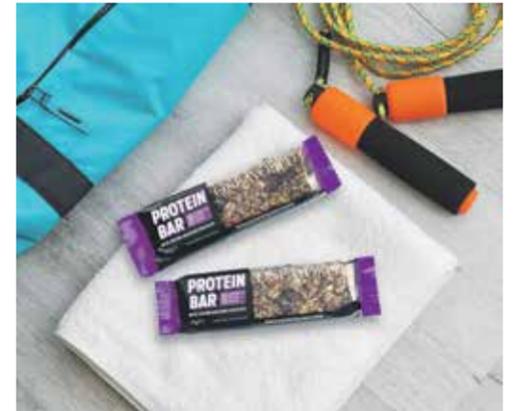
Society approved as well as being deemed wholly organic by the Soil Association, making it ideal for those with alternative dietary requirements.

Red Orchard is perfect for eating on the go, school lunches or simply enjoying on the comfort of your own sofa. For more information on the company and its product, visit Red Orchard website or get in touch via the details below.

M 07956 699996  
www.redorchard.co.uk

## Barrier packaging films for the circular economy

Innovia Films is launching the first of its new range of transparent high barrier packaging films, Propafilm™ Strata SL. It has been designed to be a standalone mono filmic solution or, to be used in laminate constructions to be 'recycle ready', or recyclable in countries which have the infrastructure to recycle polypropylene films.



Alasdair McEwen, Global Product Manager Packaging, Innovia Films, explains, "Our new in-house technology has enabled us to produce a totally new film with unique barrier properties. Strata SL has a very effective barrier to aroma, mineral oils and oxygen even at high relative humidity levels, ensuring increased shelf life and reduced food waste." The fact that this film is transparent enables wrapped products to be seen by the consumer, a growing trend in the food industry. This glossy film is also food contact compliant & chlorine free. McEwen continued, "All our beta trials during the development of this product have been very effective. Strata SL has performed exactly as we expected, proving excellent

machinability and printability.

"Some of our customers are currently running shelf-life tests to prove the product for their particular application which will provide us with real test results. Our target markets for this packaging film are cereal bars, biscuits, snacks, dried fruit and nuts as well as tea and coffee. This new development is very timely in view of the industry move towards recyclability and a circular economy. Our next product launch will follow very soon and will offer even higher barrier levels."

If you want more information or to trial this new film for your products, then contact: [packaging@innoviafilms.com](mailto:packaging@innoviafilms.com)

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## Introducing Bee Free HUNNY by Dalton Moor Farm

Established in 2012, multi-award winning County Durham based business Dalton Moor Farm produces delicious and nutritious foods and drinks for everyone to enjoy.

All the products made by the company are vegan and take inspiration from the never ending beauty of nature.

The wide range of products made at Dalton Moor Farm includes cider, apple cider vinegar, fruit and vegetable juices, jams, chutneys, pickles and fruit snacks, all using fruits, vegetables and wild foods grown on the farm.



The company received a Great Taste Award for Apple Juice in 2018 and three World Marmalade Awards in 2019.

Dalton Moor Farm produces a bee-free honey alternative made from berries and wild flowers. Not just a sweet treat, this has all the healthy properties of bee-honey and more besides. Delightfully dubbed 'HUNNY', this offers vegans the opportunity to enjoy all the benefits of honey without straying from their principles. Vegan Lemon 'Churd' is also available.

Dalton Moor Farm prides itself on being

environmentally friendly, using 100% renewable electricity, generating all of this on-site, keeping waste to a minimum by recycling, re-using or re-purposing wherever possible.

It's also planted thousands of new trees and miles of new hedgerows, creating a happy and bountiful home for the diverse local wildlife.

For more information on Dalton Moor Farm, visit Facebook/Instagram: Dalton Moor Farm or [www.cupoflife.co.uk](http://www.cupoflife.co.uk) (website coming soon) or phone Jenny on 07887 551643.



## Henry Howard Finance supports Jolly's Drinks

Henry Howard Finance has helped family firm Jolly's Drinks to find new life. Changes to manufacturing processes and further product development in the face of multiple economic pressures were needed for new owners to come on board. Henry Howard Finance helped make that happen, and at the right time.

Jolly's is a soft drinks manufacturer operating in the wholesale market – legislative issues surrounding sugary goods and single-use plastics, as well as changing consumer tastes, meant additional investment was required to move the company forward and fast.

Originally founded by the Jolly family in 1896, incoming Managing Director, Cheryl Ingram, knew a 2018 takeover could only succeed with further investment in factory facilities, equipment and existing product ranges. Financing the acquisition and investing in the business at the same time would only be possible with external support – and that's where Henry Howard Finance came in.

Cheryl explained, "All these things were happening at the same time and we simply couldn't have taken the business on without a significant amount of disposable income to hand. Henry Howard Finance supported us in gaining access to the capital we needed to acquire the company so that we could make our own investments directly into the business itself."

"We were impressed with the overall level of support provided by Henry Howard Finance compared to other lenders, which ultimately gave us the confidence we needed to take on a new business in current climate. We've already gone to market with some of our new flavours – attracting new custom, increasing headcount and our turnover in the process – as a result of the support we received."

Matt Jones, Head of Asset Finance at Henry Howard Finance, said, "This is a great representation of the boost Henry Howard Finance can give small and medium sized business for the greater



good of not just the company concerned, but also an entire industry and the wider UK economy.

"Supporting companies at the beginning of their business journey and building on these relationships to provide ongoing support and development throughout the life of that organisation is something of a specialism where Henry Howard is concerned."

"We are also aware that attracting the right investment at the right time for new business owners can often mean the difference between launching or acquiring or not at all, with little in between – we're absolutely delighted that in this case it has enabled a long-standing family firm to find new life in the modern world."

For more information on Henry Howard Finance, please contact 01633 415222 or visit: [www.henryhowardfinance.co.uk](http://www.henryhowardfinance.co.uk)

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## 5 common security mistakes

#1 Not identifying your security needs

By far the biggest mistake businesses make is not clearly defining what the risks are for all of the stakeholders that



have touch points with your business that you need to guard against. To avoid this risk, tap in to the expertise on offer from an SIA accredited security service provider to mitigate against this.

#2 Not securing or controlling access points – Many businesses have more than one entrance or exit. Each of these poses a security risk. To limit the security risk, ensure that all access points are secured, controlled and fitted with the best security systems.

#3 Not securing important areas – Neglecting to protect business data and other confidential information often held in important areas of the business is another common mistake. To avoid this, consider securing sensitive areas by installing biometrics access systems together with security video systems to be a deterrent of theft.

#4 Not enforcing ID requirements – Failing to enforce ID requirements is another business security mistake. So, to avoid this business security mistake, you have to enforce ID and badge requirements. Both these two items are effective when it comes to controlling access points.

#5 Not protecting personal information and company property – Since the introduction of GDPR, the number of data breaches has significantly increased. One cause of this is that in some places a 'clear desk' policy is still not being followed. Another way to avoid the loss of property is to implement random personal searches.

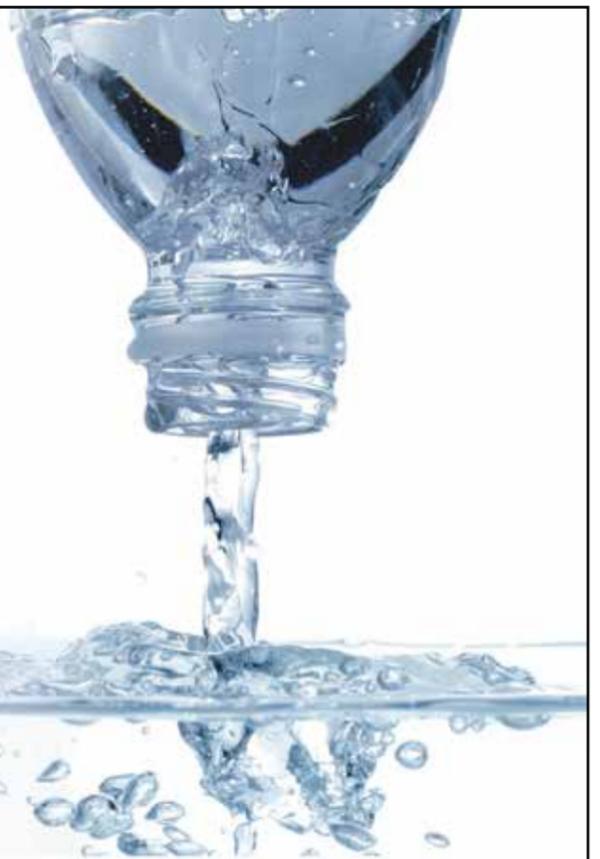
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## 'Happy White' cashew cheese-alternative wins award

The vegan Camembert alternative 'Happy White', made by the German company Happy Cheeze GmbH, takes first place in the category 'Best Dairy Product Alternative' at the World Dairy Innovation Awards 2019.

The World Dairy Innovation Awards, in conjunction with the annual Global Dairy Congress, are a celebration of innovation and excellence across every category of the international dairy industry. Usually, just dairy products derived from animal origins are awarded with a prize. This year the jury evaluated 167 applicants from more than 19 countries in 22 categories.

This year, the category 'Best Dairy Product Alternative' has been introduced, where the Happy Cashew vegan Camembert alternative 'Happy White' won first place. Before that, in April 2018, the same cheese alternative



based on cashews was awarded as 'Best Organic Vegan Product of the Year' at one of the biggest international trade fairs – 'The Natural & Organic Products' in London.

The Happy White is the most 'noble' cheese alternative made by Happy Cashew. This artisan premium cheese alternative contains nothing more than selected organic cashews, vegan fermentation, mould cultures, water and salt. The Happy White matures over two weeks in special ripening chambers to grow the fine mould, while developing a naturally cheesy flavour. Every day, the quality of the cashew patties is carefully checked. Every piece is turned over by hand several times during the ripening process. Throughout these elaborate production steps, the Happy White not only develops the well-known white noble Camembert mould, but also receives a special aroma that is reminiscent of its animal relative.

T +49 (0)4721 7133310  
presse@happy-cheeze.com  
www.happy-cheeze.com

## Our customers' opinion really does matter to us



With more than 2 decades of experience in providing FM solutions, Chris Black, Operations Director for TC Facilities Management (TCFM), shares the results from the latest Customer Feedback Survey.

Good business practice dictates gathering feedback from customers to understand the reality of what people really think of a business. As part of our commitment to our customers, 2019 has marked the year that we have done precisely that by opening the window to listen to feedback from our customers.

We designed and developed an online survey and listened to the responses from almost 20% of our customers who responded to the invitation to take part. These responses have helped us understand 10 key indicators of what our customers think and how they feel about our approach and the services we provide to help them make their businesses a safe and great place to work.

We are delighted to hear that our customers consider that we have both a good knowledge of the industry that we operate in along with the day-to-day issues that each business faces. This is no mean feat, as we support businesses in a vast range of sectors: retail, manufacturing, pharmaceutical, technology, automotive, leisure and corporate offices.

For those wondering whether with TCFM operating in over 5,000 sites, how quickly we are able to respond to issues? We heard that 3 out of 4 people feel that we respond quickly to their needs.

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## Zero Green celebrates first year with fresh new look



Bristol eco store Zero Green underwent a transformation in March, reopening in time to celebrate its one year anniversary.

The first year of trading was "crazy, brilliant and exhausting," according to Stacey Fordham who co-owns the zero waste store with Lidia Rueda Losada. "We have been overwhelmed by how many people are on this journey to reduce their waste and how passionate they are. One of the best bits has been the sense of community we now have – we know our customers and their families, as well as other local traders. The zero waste community is also incredible and supportive; we all want the same thing so are always willing to help each other out."

Initially planned as a small change to get more storage space, the refurbishment soon turned into a bigger undertaking. "The shop is more open now and the corridor we had for storage is now part of the shop floor; we've also added new, vibrant signage, and have refined the look and pricing to make it easier for people to shop," explains Fordham.

The store now has a 'naughty but nice' wall with sweet and savoury snacks all in one place, and the corridor houses the cleaning and health and beauty products. Fordham and Rueda Losada have also invested in peanut butter and nut milk machines. Zero Green has introduced around 40 new lines, changed many to organic and lowered over 60 prices.

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# Innovative allergen labelling system for fast food outlets

*Safe Away, the new food labelling solution that provides the fast food market with easy to use and compliant allergen labelling*

**T**he Restaurant & Takeaway Innovation show will see the launch of **SAFE AWAY** and **SAFE AWAY Lite** from RL Solutions Ltd, a new, innovative and cost effective ingredient and allergen labelling suite for the fast food industry.



This is a simple and affordable 'out of the box' solution to the problem of labelling just prepared food items with ingredients along with automatic allergen highlighting for the fast paced world of fast food. One of the major concerns for food to go businesses is the perceived cost & disruption with implementing such a system which thankfully is negated by the solution's low costs and ease of use.

Both products will be on display at the Restaurant and Takeaway Innovation exhibition this November at London's ExCeL.

#### Safe Away Lite

A simple, budget friendly entry level solution comprising a small standalone thermal transfer label printer and an easy to use, PC-based menu editor. Simply enter your menu items and the ingredients used into the intuitive PC application. The program will then process the menu items into the standalone printer. Once programmed the printer can be located in the kitchen, where an operative can easily select an item from their menu, enter a label quantity and instantly



produce labels that meet food labelling legislation which include listing the ingredients and highlighting of the allergens. These labels are then placed onto the packaged food, providing customers with all the information they need in terms of product description, ingredients and allergens.

#### Safe Away

The professional variant of the range, Safe Away is a powerful solution for the management of take away food orders and the production of descriptive labels for application to the finished food product. The labels produced clearly detail the ingredients and allergens while meeting the current EU Legislation No. 1169/2011. Safe Away and Safe Away Lite provide the tools for meeting the imminent requirements of Natasha's Law on allergen labelling coming into effect in the summer of 2021.

#### How it works

An order is taken and entered into the system via an easy to use touchscreen PC, capturing a reference for the order, and the items the customer has ordered. The items ordered are itemised on the screen and a simple click of any item ordered will display the allergens of that specific product clearly for any clarification with the customer.

Once the order taking process is complete, a simple click produces an itemized kitchen order and food labels for each item. The printed kitchen order lists the food items for that specific customer for the kitchen staff to prepare. One of the unique features of the system is the ability to draw a symbol or foreign word that relates to each food item in a different language so that your kitchen staff, for whom English may not be their first language, can read the order with ease. The food labels produced will have the order reference and a count which is also detailed on the kitchen order, making the process of matching the labels to an order simple. This helps to ensure that the correct amount of food is produced reducing errors.

No Ah Chu Restaurant  
01234 567 890  
Order Ref: John

Item	Qty	Price	Total
CHICKEN FRIED RICE <u>Soy</u>	1	£2.40	£2.40
CHOW MEIN <u>Fish, Egg</u>	1	£1.25	£1.25
EGG FRIED RICE <u>Egg, Soy, Soya</u>	1	£2.50	£2.50
SPECIAL FRIED RICE <u>Prawn, Fish, Peanut, Egg, Soy</u>	1	£3.50	£3.50
Total			£9.65

for allergens see **BOLD UNDERLINED** items

0 000000 009652 18.58 05/10/19

To complete the order once the food is prepared and either the customer has arrived or the food is being collected for delivery the user simply clicks complete order. This action creates an itemized receipt detailing all of the food items, the customer reference, the date and time and more importantly, any allergens for that item will be clearly printed below. At the bottom of the receipt is a price embedded barcode of the total bill for scanning into an existing till or EPOS.

Copies of all receipts created within the solution are kept within the database as a graphic for assisting any enquiries relating to an historic order. This provides the store with the ability to prove the information provided for any transaction.

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<input checked="" type="checkbox"/> Eggs	<input type="checkbox"/> Peanuts
<input type="checkbox"/> Fish	<input type="checkbox"/> Sesame Seeds
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<input type="checkbox"/> Milk	<input type="checkbox"/> Sulphur Dioxide

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using Cap Coder, you're guaranteed to have your needs put first by a team of technical experts eager to create a bespoke solution for the customer.

Cap Coder specialise in the design and manufacture of bespoke and standard machines for capping, coding, and filling applications. Cap Coder is well

established in its field, serving a wide range of industry sectors, including: toiletries, cosmetics, pharmaceuticals, complimentary medicines, chemical, food and beverages. Within these sectors there is a wide range of products Cap Coder's machines can be designed for use with, from nail varnish to nasal spray, from tomato sauce to paint – Cap Coder



have it covered.

All products can be handled by Cap Coder's machines, including all shapes and sizes of bottles, jerry cans and other bottles, tamper evident caps, pump action spray caps and trigger spray caps.

Aside from the versatility and adaptability of Cap Coder's machines to suit customer's specific needs, Cap Coder also offer customers unparalleled customer service. Offering a proactive and supportive service, once the client has bought a machine, the customer's experience does not end there.

Offering an excellent technical support service, experts from Cap Coder will be at hand to service machines and provide and change spare parts.

The team at Cap Coder pride themselves on getting to know the customer, gaining a deep understanding of their needs before undertaking any project. Delivering first class and flexible results, Cap Coder has its finger on the pulse when it comes to the latest technological developments in the industry. Seeking to continually adapt and respond to changes in the engineering and packaging industries, Cap Coder is constantly developing new products.

Its machines are ideal for a wide range of industries, and are all accredited to 9001-2008 build standard and come supplied with a Certificate of Conformity/Incorporation. The array of machines is impressive, meaning there is no company too big or too small for Cap Coder, and no project too specific. From screw cap tightening (to a desired torque), press on capping, plug insertion (including brushes, roll-on deodorant balls and dispensing nozzles), liquid filling, agitator ball insertion, conveyor, and ATEX zone 1 and 2 compliance; Cap Coder have it covered.

Moreover, all of the machines are made in England and designed in-house, with this ensuring the team have complete control over the entire manufacturing process. The end result? Capping, coding and filling machines which are second-to-none in quality.

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## Creating a vacuum!



The Magic Touch for over 25 years has developed personalised product applications that turn ideas into profit. With the on-going global crusade to banish and replace all single use plastic bottles from our daily lives, the company introduces its unique image transfer process to decorate and personalise the latest global craze of vacuum bottles.

Using the latest in white-toner printer technology, full colour durable designs can be applied quickly, easily and cost-effectively with the advantage of a minimum order of one.

The unique bottle design incorporates an insulated food grade stainless steel layer with an insulated liner that enables to keep both hot drinks 'hot' and cold drinks 'cold' for up to 12 hours. The bottles themselves are available from most trade promotional suppliers, online providers and even high street retailers in the UK such as Wilko.

The average cost for the full colour decoration is less than 25p per bottle and takes less than 2 minutes to produce. The company also offers a range of coloured enamel mugs printed using the same process.

For further information on this and all other aspects of personalisation for the food and drinks market, contact: [sales@themagictouch.co.uk](mailto:sales@themagictouch.co.uk)

## The one stop shop for all of your labelling needs



Experts in labels, labelling and label printing, Datamark supply and manufacture a varied range of labelling solutions to a wide range of customers spread across various industries. Enlisting in the services of Datamark, customers can enjoy numerous benefits, for example gaining from the years of knowledge and experience amassed by Datamark.

Constantly innovating and seeking to add new products to their already extensive range, Datamark truly are the one stop shop for all of your labelling needs. Moving from strength to strength since its inception in 1995, Datamark offers customers competitive pricing, unparalleled customer service, reliable deliveries, rapid quote turnaround, and an extensive product range.

Datamark's product range includes: Plain and Colourwashed Labels, Flexographic Printed Labels, A4 Sheeted Labels, Fanfolded Labels & Tags, Own Brand Thermal Transfer Ribbons, Thermal Transfer Ribbons, Thermal Transfer Bureau Print Solutions, GoDex and other brand Thermal Transfer Printers, Thermal Transfer and Direct Thermal Print Solutions, and TT Printers Service and Maintenance. Driving the company forward, aside from their extensive product range, is their continued emphasis on providing the best customer service possible. It is no wonder that Datamark supply such a wide variety of industries, including; food, distribution and logistics, storage and contract packers, electronics, homecare, automotive and industrial.

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## Makro expands service team

With the best start for new machine sales in the first five months of 2019, which equalled the total number for last year, Makro Labelling UK has expanded its Service Team and welcomed a fourth member, Nigel Guest (pictured). Nigel has many years' experience as a labelling machine Field Service Technician.

Richard Portman, Managing Director of Makro Labelling UK, said of this latest appointment, "Nigel joins us at a very busy time not only for us in the UK but also at our Italy HQ in Goito. As the company celebrates its first decade, Makro has now supplied 900 labellers to 35 countries, so it has been a great success story. I also needed to add to the service team as we have been supplying many Craft Spirit



and Beer lines in the UK from our machine supply partners in Italy, so very exciting times for the company."

Nigel Guest said, "I have seen a number of Makro labellers in the field as I have been visiting companies in my previous job and have always been impressed with the Makro machine quality and the back-up service reputation that Makro Labelling UK has with customers. I am looking forward to working closely with both new and existing customers."

Contact  
Tel 01283 712720  
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# Tropicalise your palate with Wanis



A recent report from Wanis International Foods called the 'World of Taste Report' has found that 8 in 10 Brits now use foreign food as inspiration for their everyday meals. Along with 97% of Brits who return home from a foreign holiday choosing to be more adventurous with their food, this has contributed to the category being worth a healthy £1.7billion. This sets the scene for a world of profitable opportunities facing Wanis, one of the largest distributors of tropical food and drinks in both the UK and across Europe.

Founded by Mr and Mrs Wadhvani in 1964, over the past 55 years Wanis has been on an unwavering mission to bring the flavours of the world to your table one tropical dish at a time. Fast forward to today & cultural diversity in the UK continues to grow & with more diversity comes a broader choice of foods and flavours available in the UK.

About the company's origins, Managing Director and son, Sanjay Wadhvani, says, "Our success is in part due to the diversification of tastes as a result of the flavours that were introduced via the mass migration in the 1950s, 60s and 70s. Now in modern day Britain, not only do we have one of the fastest growing communities from diverse backgrounds, it's also one of the most culturally diverse and integrated countries in Europe."



Sanjay went onto say, "What was once described as 'ethnic or foreign food' is no longer unfamiliar. In fact, our 'World of Taste Report' found that 3 out of 4 customers are now demanding a wider range of food choices from retailers. More and more consumers are hungry to expand their food horizons by being more adventurous with food which has been good for us. To add to this, we focus on quality and iconic heritage world foods from the 'sunshine countries', that's our specialism and that's what we're renowned for."

Adam Reader, Finance Director, praises the inclusiveness of this family-run business as a significant reason behind its long-term success. This, he says, is complemented by a deep understanding of the market. "The knowledge of our sector is second to none which means the traditional products can be pushed but it also means there are opportunities to discover and introduce new products because we're adept at seeing gaps very quickly. We're an agile business, one which can bring products to market very quickly. By creating our own opportunities we're able to lead in a number of areas."

For Wanis, another key to its success over the years has derived from a commitment to continual improvement. This is in addition to a dedication to the highest food standards, and a willingness to both flex



to market demand to influence it through innovation and new products. Also, the heritage of the brands the company represents is reflected in the diversity of its employee base, as is the ongoing ambition to take champion world food to mainstream markets. Indeed, Wanis is proud to be the sole distributor of major world food brands like Tropical Vibes, Baron (St Lucia), Carib Beer (Trinidad & Tobago), Pica Pepper (Jamaican), Bevelini (Mediterranean), Tropiway (Ghana), Aani (India) as well as Tropical Sun who proudly hold 22 Great Taste Awards.

From its state-of-the-art 120,000ft<sup>2</sup> depot in Leyton East London, Wanis readily offers over 10,000 product lines to its UK & international customers. This includes exporting to over 28 countries worldwide as far as Asia, Africa and America to the Mediterranean & the Caribbean. With its global reach and appeal, Wanis provides its customers with a world of opportunity to profit from the predicted growth of 5.1% in the world food sector by 2023. Add to this the fact that they have one of the largest field teams in the sector which includes a leadership team spread across retail, wholesale and independent channels.

The company's comprehensive product range is sold through the UK's leading supermarkets including Tesco, Asda, Sainsbury's, Waitrose, Morrison's and the Co-op (as well as online retailers such as Amazon and Ocado) in addition to its work with the UK and Europe's foodservice sector including the restaurant and catering trade. It also supplies all of the UK's leading wholesalers including Booker, Bestway and Dhamecha.

About its inherent sector expertise honed over 55 years, Operations Director, Alam Ameer, said, "While it's a tough and competitive marketplace, at Wanis we're blessed with a really good buying team. You've got to out there; we research suppliers, we look at the specification of their products, we consider consumer trends and what the consumer is looking for, we test products and we do blind tasting to put competing products up against each other. And off the back of that we've worked with some suppliers for many years because they value our knowledge and our product innovation which has led to the expansion of our product line."



One brand exclusively distributed by Wanis is Tropical Sun, which has been reshaping the world food market since 1996. This year, and following into next, Tropical Sun is adopting an exciting new marketing strategy. As the proud holders of 22 Great Taste Awards, the company will be launching a new campaign called 'Our Wonderful World of Food'. Wanis Marketing Manager, Julz Davis said, "From the summer onwards, we aim to inspire and encourage new and old customers to explore new adventures in food. We will be tapping into the growth in people's desires to recreate recipes at home inspired by their food encounters on their tropical holidays, restaurant and street food experiences."



About the Wonderful World of Food campaign, Julz went onto say, "This will include us investing a six-figure sum into high profile events such as World Food Week, 'Taste The World' at Womad and Notting Hill Carnival. We will also be supporting the return of the iconic TV programme Super Market Sweep, while at the same time supporting the Jamaica Rugby 7s team to get them to qualify for the 2020 Olympics." He continued, "We'll be amplifying our work across social media, radio, outdoor, experiential, print, trade PR, instore sales promos, POS and sampling. And as well as core ethnic media like The Voice, Pride and Sunrise Radio, for the first time ever our media schedule will include mainstream titles such as The Guardian, Telegraph, Sun, Times, Evening Standard and OK Mag."

Excited by the opportunities for domestic and global growth, Wanis will be attending a food trade show in Dubai as well as progressing plans to expand into West Africa and America. So, in pursuit of its unwavering mission to champion world foods it's fair to say that for Wanis the world truly is its oyster.

Based in Leyton, the Wanis depot is open Monday to Friday from 5am to 5pm as well as on Saturdays from 5am to 1:30pm. They are closed on Sundays. For enquiries about sales and exports on any of the brands, contact: [enquiries@wanis.com](mailto:enquiries@wanis.com) or go to: [www.Wanis.com](http://www.Wanis.com) for details.



# Seaweed isn't weird... it's wonderful – we promise!

**F**ood and Drink Matters is pleased to announce as this issue's Natural Food Company of the Month, Seaweed & Co.

Seaweed isn't weird, it's wonderful. This sentiment is becoming increasingly apparent throughout Western consumer markets, and is contributing to a notable rise in interest in seaweed based products. The indisputable blend of nutrition and health benefits combined with the effortlessly palatable flavours make for an unrivalled superfood. But if this is the case, why aren't we seeing seaweed products flood our supermarket shelves, you might ask. The answer, regrettably, is a silly one. People tend to think it's weird.

One company unwaveringly dedicated to exposing the nonsensicality of this attitude, is Seaweed & Co. Established in 2015, by marine biologist Dr Craig Rose (aka Doctor Seaweed), Seaweed & Co. harvests seaweed from the untainted and boundless beauty of the Scottish Outer Hebrides, applies unique patent pending production methods to the harvest, and produces a host of seaweed products designed to offer sensationally tasting and healthy guilt-free consumables.

Of the many benefits that seaweed consumption offers, one is its sustainability. Harvesting seaweed comes at no great cost to the environment, and



is achievable all year round. Relying on the rare British sunshine to obtain produce is a needless task when the produce in question is seaweed. With pressure mounting on companies to exhaust alternative production methods to environmentally unfriendly traditions, sustainable seaweed harvesting is a no-brainer.

Seaweed & Co. has two sides to the business: PureSea® seaweed ingredients, and Doctor Seaweed's Weed & Wonderful consumer products. Let's start with PureSea®. The range of seaweed ingredients is made up of three offerings, PureSea Natural, PureSea Smoked and PureSea Protect. The three products come as a powder and granules,



the uses of which are multiple and diverse. The PureSea range is multifaceted with the nutritional benefits, flavour boosting properties, and to address aspects of obesity and diabetes that are achievable through adding seaweed to your diet, thus encompassing the true essence of what the company stands for.

Doctor Seaweed's Weed & Wonderful is a line of four organic consumer products: three culinary seaweed infused rapeseed oils and pure Scottish seaweed capsules. As well as being an overall nutrition powerhouse, the pure seaweed capsules are a natural vegan source of iodine, which, given the state of the UK's current iodine deficiency level, is a welcome and much needed attribute. The first of the three oils is the Smoked Scottish Seaweed Infused Oil. This naturally smoked organic oil infused with smoked seaweed wonderfully enhances flavour and can be drizzled over grilled fish, roast vegetables or dips to give the dish an incredible mild smokiness. Weed & Wonderful's Pure Scottish Seaweed Infused Oil offers mild umami flavours of the sea and is ideal for adding to salad leaves, steamed vegetables and roast veg. Lastly, the award winning Intense Smoked Seaweed Infused Culinary Essence is ideal in the final stages of cooking or to be applied to the finished dish, with a wonderfully intense smoked flavour of the sea that really makes you wow!

The range of products offered by Seaweed & Co. is indicative of quite how passionate the company is about offering healthy foods without sacrificing flavour, and ensuring the benefits of seaweed are delivered in truly accessible and appealing ways. The care with which Seaweed & Co. harvests and develops its products is the kind you'd hope to see from any company, but unfortunately seldom do. Indeed, it is only a matter of time before Seaweed & Co. is a household name and flavouring healthy dishes nationwide. For more information see the details listed below.

T 0191 308 2222  
info@seaweedandco.com  
www.seaweedandco.com



## Commercial Kitchen Review Top 10

### The essential industry event for kitchen innovations

Commercial Kitchen returned to the NEC Birmingham from 4-5 June 2019, with more than 100 companies showcasing the latest in kitchen equipment, services and design, plus a free seminar programme featuring more than 60 speakers.

Visitors looking for fresh ideas to enhance their kitchen made the Innovation Challenge Gallery their first port of call to discover the newest and most cutting-edge products from leading brands, including Unox UK, Jestic Foodservice Equipment,

Lincat, Kingspan Water & Energy, Synergy Grill, EPAS and Regale Microwave Ovens.

Thanks to the addition of a second seminar theatre, there was even more great content for visitors to enjoy at Commercial Kitchen this year. The show's biggest ever speaker list included new names from Greene King, Costa Coffee, TRG, the Alchemist, Loungers, Eat, Las Iguanas, Dishoom, Prezzo, Hilton Hotels, CH&Co, Pizza Pilgrims and all shared exclusive insights.



Commercial Kitchen moves to London's ExCeL next year from 3-4 June 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: FCSI & Florigo. Further details can be found on this page.

www.commercialkitchenshow.co.uk

### Florigo

When it comes to frying equipment, Florigo is the most advanced brand on the market with an exceptional build quality and many unique features. This coupled with our cradle to grave service and speedy response times put Florigo as a leading supplier to the industry. Florigo offers everything from small 1 pan frying units through to full frying ranges, so if you have fried product on your menu, they can provide a frying solution for you.

Florigo High Efficiency pans improve the recovery time of your oil, allowing you to dramatically increase productivity and get more food out the door even quicker,



therefore increasing your turnover.

Florigo equipment cooks a consistently great product, something which will create customer loyalty and provide recommendations for your business. Customers will always come back

knowing they can expect the same great quality every time.

The Active Triple Filtration system is designed so it's easy to use. Among many benefits, this system puts you in total control of your oil management, ensures your oil is kept clean and lasts longer which ultimately saves you money.

Florigo understands the problems a busy kitchen can face and therefore designs and builds equipment that will make life easier.

T 01527 592000  
info@florigo.co.uk  
www.florigo.co.uk

### FCSI

The Foodservice Consultants Society International (FCSI) is the professional organisation for independent, impartial advisors who specialise in offering design and management consulting services for the foodservice and hospitality industry across the world.

Consultant members of the FCSI UK & Ireland help commercial and public sector catering and hospitality operations achieve their goals by providing market-leading expertise, knowledge and insight through the design and implementation of foodservice operations and management systems.

Whatever your requirements, the FCSI can help; from specifying catering equipment; designing a new kitchen, restaurant or retail food concept, to catering management consultancy including hygiene; foodservice strategy; benchmarking; menu planning; project management or tendering to find the right contractor.



We are currently producing the next CIBSE Guide to 'Energy Efficiency in Commercial Kitchens' which will cover a broad range of topics including project considerations, refrigeration, warewashing and the environment. We are also working with various trade bodies to look at waste and how the foodservice industry can help tackle this issue. Alongside this we continue to organise a variety of educational and social events for members and our next meeting will be at The School of Artisan Food in September.

For more information, follow the FCSI on Twitter @fcsiuk, follow the FCSI UK and Ireland LinkedIn page or visit: www.fcsi.org.uk



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Innovation Show

Stand B282  
London ExCeL  
19<sup>th</sup> & 20<sup>th</sup> November 2019

# TC Facilities Management cleans up the competition

**M**anaging facilities can be a gruelling challenge, the orchestration of cleaning and security operations of premises is often a time-consuming chore. There is an abundance of businesses that offer competent and efficient services to cover these tasks, however time and time again the service paid for doesn't always live up to the standards of the one advertised. One company has spent the last 50 plus years dedicated to changing this. Since 1962 TC Facilities Management has been offering nationwide facility cleaning and security services that consistently



exceed expectations.

TC Facilities Management adheres to a rigid code of conduct and distances itself from its adversaries by way of a unique approach to delivering its services. The company fuels its business with four core values: respect, expertise, care and initiative. As opposed to simply providing a menu of available services for customers to choose from TC Facilities Management takes the time to sit down and listen to the specific needs of the customer. As a result of the patience and attentiveness with which



the company deals with its customers, the cleaning and security services TC Facilities Management delivers are able to meet the most inimitable of requirements.

The company offers a broad range of services that stretch to the needs of a wide range of sectors. The cleaning services TC Facilities Management provides are as seamlessly practical as they are effective and have over the years garnered nothing but customer satisfaction. Over the last six months the company has been offering customers the opportunity to present feedback, in an effort to improve services and simultaneously show to customers quite how valuable their opinions are. The feedback that TC Facilities Management gathered was universally positive, with customers praising the company's notable focus on offering solutions that work for the customer.



As well as generic cleaning and security services, TC Facilities Management offers a range of specialist services, all of which are delivered by a team of extensively trained and highly experienced staff. The services include window cleaning and abseiling cleaning, cladding cleaning, jet and pressure washing, builder and sparkle cleans, floor care and diamond polishing and upholstery cleaning. Currently the company is lending its upholstery cleaning services to the British Heart Foundation, providing a service that revamps second-hand furniture donated to the charity in order to maximise the profit that can be made from them for their ground breaking research into heart and circulatory conditions. The partnership that TC Facilities Management has maintained with the British Heart Foundation only strengthens the company's already glistening reputation as being selfless in the development of the services it provides.

In the foreseeable future, TC Facilities Management plans on expanding in such a way as to underpin its values and produce a positive and professional capacity for both its customers and its colleagues, of which there are nearly 5,000. Ensuring that all of TC Facilities Management's stakeholders feel respected is something the company has always held as imperative to the sustenance of a healthy business, and subsequently has kept in the highest regard. The future can be described as nothing but bright for TC Facilities Management, and the company will undoubtedly continue to expand and satisfy customers nationally for years to come.

For more information on TC Facilities Management see below.

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## Discover the latest industry developments

PPMA Total Show is the UK's biggest exhibition of processing and packaging machinery. It is staged every three years, so make sure the 2019 event, held at Birmingham's NEC from 1-3 October, is in your diary.

The Total Show brings together PPMA (Processing and Packaging Machinery Association), Pakex (packaging) and Interphex (pharmaceuticals). It showcases the latest in processing and packaging machinery, robotics and industrial vision systems, as well as today's innovations and advances in materials, containers, packaging design and sustainability. You'll get to know the full spectrum of packaging and processing machinery, including



solutions for food, beverage, pharmaceuticals, household products & toiletries, building materials & supplies, pet care, micro-breweries & distilleries, FMCG as well as contract packers and more.

You'll also have a valuable opportunity to network, attend seminars, source new ideas and solutions, and meet potential new suppliers, influencers and technical experts. With everything under one roof, you'll gain a huge amount of knowledge and inspiration in a single visit.

Gain inspiring insights from keynote speakers who will share their industry knowledge and experience in our information-packed seminars. Plus the PPMA Group Industry Awards recognise and showcase the finest examples of innovation, smart manufacturing and entrepreneurship from the world of processing and packaging machinery.

[www.ppmatotalshow.co.uk](http://www.ppmatotalshow.co.uk)

## Eriez Europe PPMA Preview

Eriez Europe will showcase its magnetic separation, metal detection and vibratory feeder solutions for improved and efficient metal removal and product purity at PPMA 2019 at the NEC in Birmingham, October 1st to the 3rd. Visitors to stand J48 will have an exclusive first look at the newly upgraded RF Cartridge Magnetic Separator as well as a range of Eriez Europe's solutions that are perfect for complete removal of metal contaminants for organisations within processing and packaging industries.



The RF Cartridge allows tramp iron to be removed from dry, free-flowing food or chemical products conveyed in pneumatic pipelines. Ferrous contamination is attracted and held by the magnet while the separated product continues past the magnet and out of the housing. The ferrous contamination remains on the magnet until the

cartridge is removed and cleaned. The magnet will incorporate two new pick up points and field strength has increased over twice the original amount – in simple terms, this means more product can be processed and a cleaner product can be generated for the customer.

Other equipment exhibited will be the Xtreme Metal Detector; the feature-rich, multi-frequency unit capable of detecting metal contaminants as small as 0.4mm spheres in packaged, loose and free-fall applications. Also, presented will be a Tri-Sep, Magnetic Tubes, Grate Magnets and a HC36 Vibratory Feeder that distributes evenly layered and spread material for precise conveying to processing lines.

T +44 (0)29 2086 8501  
info-europe@eriez.com  
[www.eriez.eu](http://www.eriez.eu)

## Eclipse Magnetics exhibiting magnetic separation & detection systems

Eclipse Magnetics will be attending the PPMA Total Show from 1st-3rd October at the NEC in Birmingham this year. On display will be a selection of products from our comprehensive range of high performance magnetic separation and detection systems on stand E62.

As the UK's largest ever event in the processing and packaging machinery sector, the PPMA show is a great platform in which to showcase Eclipse Magnetics' range of high-quality, high-power magnetic separators for most applications, including bulk, grain, dry powders, damp powders, liquids and syrups, as well as a comprehensive range of metal detectors & vibratory sieves. Used in almost every processing industry to remove ferrous and para-magnetic contamination from process lines, our magnetic separation



systems are the perfect solution for preventing product contamination and damage to machinery.

As the official Partner for Sesotec products in the UK, Eclipse Magnetics is delighted to be able to feature Sesotec's impressive range of metal detection systems, X-ray detection systems, and magnet systems on its stand. As one of the

leading specialists for contamination detection and materials sorting, Sesotec is a perfect partner for Eclipse, increasing its range of products significantly.

To assist customers in complying with customer and independent audits, Eclipse Magnetics also has a dedicated site inspection service to provide documentation for external audits, and vast experience in industries such as food, pharmaceutical and chemical processing.

To find out more, visit Stand E62 at the PPMA Total Show from 1st-3rd October at the NEC in Birmingham.

Contact  
T +44 (0)114 225 0600  
info@eclipsemagnetics.com  
[www.eclipsemagnetics.com](http://www.eclipsemagnetics.com)

## Clearmark is coding the future with its range of uptime boosting coding and labelling solutions

Award-winning Clearmark Solutions (Stand D26 at PPMA), specialists in coding and labelling in the UK, will be exhibiting a growing range of ICE equipment and innovative solutions suitable for a wide range of end markets such as food and beverage, pharmaceutical, personal care, industrial and electronics.

Clearmark will focus on the benefits its solutions have delivered to customers for almost two decades, helping them to boost uptime, improve Overall Equipment Effectiveness (OEE) in the factory & to reduce the risk, cost & waste associated with poor quality coding & labelling.

On display will be the industry leading ICE products including the Zodiac Hawk, the unique thermal transfer overprinter (TTO) with a built-in print checking system capable of checking the print of each code it produces, largely removing the need to invest in costly add-on vision systems in order to meet increasing demand from retailers for code quality checks.

The Vulcan print and apply labeller will also be showcased, the first of its type to print and directly apply the label to a pack, matching the speed of the packaging line, without ever missing a pack.

From the inkjet range, Clearmark will have the ICE Viper Plus on display. Capable of printing up to four lines of text



at 600dpi resolution as well as barcodes, 2D data matrix codes and logos, it offers easy set up and maintenance-free operation thanks to its simple-to-replace ink jet cartridge system.

If you are looking to boost uptime and get some expert coding and labelling advice, come and see us at the NEC on Stand D26. Looking to discuss a solution before the PPMA? We're here to help, give the Clearmark team a call today on 01159 640144 or email: [enquiries@uk.interactivecoding.com](mailto:enquiries@uk.interactivecoding.com)

## UPM Conveyors on Stand D22

UPM Conveyors will focus its working exhibits on total automation, allowing visitors an opportunity to discuss options to suit their own applications. The latest development from UPM is the tote box filler for unattended production by interfacing to the production machine and counting machine cycles to achieve a target count, which when achieved the full tote is indexed and an empty tote transferred into position.

Product may be conveyed to the tote box via a robot or belt conveyor and the total number of tote boxes can be varied to different models of filler, which can be based on a vertical operation or rotary or linear as shown in the photographs. Plus a check weigh station may be incorporated, ensuring the tote target count relates to the required weight. Typically many applications are based on 'lights out unattended production' allowing circa 8 hours



capacity to be collected in totes for the next stages of production to take place. This was the experience of Rutland Plastics who installed a turnkey solution for automatic product divert achieved by UPM interfacing to the production

machine SPC. Any changes in process parameters result in product being diverted for QC inspection plus ferrous/non-ferrous metal detection; product cooling; parts separation/diverging and box filling with 8 full; 8 empty and 1 filling. The product being moulded was for an asthma inhaler requiring a clean room environment as dictated for medical products and also included an overhead air filter with special lighting as part of the injection moulding machine.

UPM Conveyors' philosophy is simple; it is based on working in partnership with people and accepting total responsibility for projects operating to the agreed specification and to the customers' satisfaction which is the result of a Performance Guarantee.

T 01753 548801  
sales@upm.co.uk  
[www.upmconveyors.co.uk](http://www.upmconveyors.co.uk)

## AmbaFlex joins PPMA Total Show

Leading spiral-conveyor-based customised material handling systems manufacturer AmbaFlex will be exhibiting at the Process and Packaging Machinery Association (PPMA) Total Show this year.

AmbaFlex is an independent global company, with notable experience in producing material handling systems that work specifically for the customer. The company's unique SpiralVeyor® can be found within a varied host of markets and applications, including (but not limited to) vertical transportation, temporary storage and the accumulation of single goods.

AmbaFlex prides itself on maintaining a level of customer satisfaction that exceeds that of its adversaries. With an extensively experienced global support team that is happy and ready to solve any issues customers may be having with AmbaFlex products at a moment's notice. All of the company's employees are trained to the highest



of standards and are extremely knowledgeable on all products and systems. The PPMA Total Show offers some of the most innovative and forward thinking solutions to the process and packaging industry, covering sectors as diverse as food and beverages, pharmaceuticals, building supplies and pet care, as well as many more.

The show will be held at the NEC, Birmingham from the 1st to the 3rd of October, and you'll be able to find AmbaFlex at stand F62, make sure you don't miss out!

T 0031 2292 85130  
[www.ambaflex.com](http://www.ambaflex.com)

## Premium packaging equipment

Bruni Erben will be showcasing a range of premium packaging equipment at this year's PPMA Total Show.

With over 65 years' experience supplying the wine, spirits, soft drinks, food and pharmaceutical markets with machinery and spare parts, our team can help maximise the efficiency and reliability of your bottling and packaging operations by offering a range of tailored machinery and technical service solutions.

During PPMA Total we will be demonstrating our ENOS bottle & jar labelling machine, which offers exceptional value, coupled with sophisticated features, clean design, and provides an efficient and user-friendly operation.

Also on display will be bench-mounted equipment ideal for start-ups and medium sized operations including a state-of-the-art Tecnomax Capping Machine, which can be fitted with dedicated capping heads for ROPP, GPI & Twist-Off Caps.

We're extremely excited to be returning to the UK's biggest exhibition of processing and packaging machinery. Visit us



at Stand F130 to learn about production line overhauls, modifications & machinery installation, and discover our full offering of innovative packaging which is refined, creative and functional.

T +44 (0)1473 823011  
Mail@BruniErben.co.uk  
[www.BruniErben.co.uk](http://www.BruniErben.co.uk)

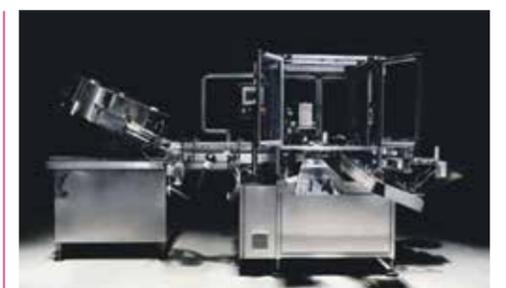
## Propack at the PPMA Total Show

With over 35 years of experience in designing and manufacturing seamlessly efficient handling and packaging solutions, Propack has fast become an industry leader. The diversity of the machinery that the company uses enables it to cover a broad spectrum of sectors, from personal and medical care to frozen foods.

The extensive experience that the company has garnered over the years in filling machinery and supplying complete filling lines (including downstream automation and packaging) has allowed the company to obtain a reputation as reliable and trustworthy.

Propack supplies end to end automated packaging solutions, including both singular packaging machine parts and full packaging lines, all of which are state of the art and are designed to ease the packaging process with minimal requirement from the workforce.

This year, the Processing and Packaging Machine Association (PPMA) Total Show will be taking place from the 1-3 October at Birmingham's NEC. The show is renowned for showcasing some of the brightest and most



innovative new products, so it is only expected that a company of Propack's calibre should be exhibiting.

Propack can be found at the show on stand C56, so make sure you don't miss them! For more info, see details below.

T 02476 470074  
office@propack.co.uk  
[www.propack.co.uk](http://www.propack.co.uk)

# Natural healthy products

Within this issue of Food and Drink Matters, we have selected Omnivita Limited as our Natural Product Distribution Company of the Month, for the company's ongoing commitment to the health and wellbeing industry.

Omnivita Limited is a leading UK distributor and reseller of imported brands, distributing them across the UK & Ireland, Europe, Scandinavia & the Middle East. Founded by Simon Tang & Ivan Tang in September 2010, the company was created to source, resell and distribute the highest quality natural products. Since the company's inception, Omnivita has gained unprecedented growth & has broadened its range, maintaining an extensive portfolio of health & wellbeing products for a variety of industry sectors & customers including: wholesalers, retail, health enthusiasts, organic catering and delis.

"We do more than just distribute, we support our brands and the retailers with in-store support, live demos, advertising, & social media campaigns," said Business Development Manager, Dana Houareau.

One of the biggest brands that Omnivita represents is the famous USA brand Bragg Live Food Products, enabling Omnivita to provide world favourites such as Bragg's Organic Apple Cider Vinegar with the Mother. Omnivita is the UK and Europe's sole distributor for



Bragg's Organic Apple Cider Vinegar, and the product contains a wealth of wellbeing and health properties. It aids both digestion and gut health, and it also lowers blood sugar levels, which in turn aids weight loss. Bragg's organic, raw and unfiltered apple cider vinegar is of exceptional high quality, Dana stated, "It is by far our bestselling product." Fans of the product use it in food, but also as a daily tonic diluted in water. Another example and use for Bragg's Organic Apple Cider Vinegar is as a natural hair rinse – promoting a healthy shine and improving both structure and texture of the hair.

A notable addition to Bragg's range is its great tasting Apple Cider Vinegar Drinks. These are available in a variety of different flavours including: Apple Cinnamon, Concorde Grape and Acai, Ginger Spice and Pomegranate Goji. The apple cider drinks are pre-diluted and ready to drink, with 2 tablespoons of Organic Apple Cider Vinegar in each bottle. Diluted with water, organic fruit juices and with no added sugar, these drinks are delicious yet low in calories.

Another great example of the excellent products that Omnivita maintains, this year Bragg Organic Apple Cider Vinegar & Honey



Blend won the BOOM award – Best of Organic Markets award. The tasty blend of honey makes a delicious 'sweet and sour' addition to most recipes.

Within recent years, Omnivita has expanded rapidly and through the company's emphasis of listening to the demand of the market and of its customers, Omnivita has responded and embraced the growth, looking into further market sectors. "Due to our products' growth in popularity," Dana noted, "our distribution base has grown substantially. We have moved into a larger facility, enabling us to hold more stock and we are becoming more mainstream to match our demand."

In terms of future plans for Omnivita, Dana explained that, "We plan to expand our portfolio of brands, sourcing the same calibre of high quality products to complement our existing range. Wherever possible we aim to source organic certified products. In the future we plan to be a one-stop-shop for all things organic and natural. We want to offer a full extensive range of natural and organic health and wellbeing products."

T 0208 205 3388  
www.omnivita.co.uk

# Bottling and packaging experts

In this issue of Food and Drink Matters, we have selected Bruni Erben as our Bottling & Packaging Solution Specialist Company of the Month. Bruni Erben is a leading manufacturing company of glass products, closures and machinery for the bottling and packaging industry.



First established in 1951 by Harry Erben, originally under the name of H. Erben Limited, the company was purchased by US based Berlin Packaging in early 2018. Erben had long represented the glass makers Bruni Glass, based in Milan, who themselves were acquired by Berlin in November 2016. After the Erben acquisition the decision was made to operate as Bruni Erben, A Berlin Packaging Company.

"The acquisition with Bruni Glass & Berlin Packaging has brought many more opportunities and growth. It has been extremely positive and allowed us to explore new sectors such as food, and broadened our offering of glass packaging for the UK market," says Mark Crumpton, Business Development Account Manager.



Based in Ipswich, Suffolk, the company has flourished under its new partnerships, and has broadened their range of products exponentially, offering packaging and bottling solutions for spirits, wine, food and drink markets. Within their range, Bruni Erben supplies a variety of glass and closures options including glass bottles, ceramic bottles, jars, mini-kegs, crown caps, corks and sparkling wine capsules.

The company offers an abundance of services alongside their products including an in-house design team, technical support and offer testing services from its state-of-the-art quality and testing laboratory.

"We deliver expert advice and new products from our laboratory in Ipswich," Mark continued, "Through our experience and understanding of



bottling procedures, we advise on the right closures needed for specific requirements of products such as wine and beer. We are dedicated to providing the right solution for our customers and we are able to offer a bespoke service by using our design team—we can take a customer's initial idea and make it reality, we are committed to providing the best design to elevate their brand."

Being a one-stop-shop for packaging and bottling, Bruni Erben provides an all-encompassing solution, with a selection of specialist machinery and equipment such as: labelling machines, wax application, closure application, filling equipment and can source spare parts for legacy machinery.

Bruni Erben maintains a second-to-none dedicated service for its customers and ensures that customer service is a top priority. "As a company we put customers at the heart of our business," Mark stated, "We work to build long-lasting relationships and work with both big and small companies. We facilitate and manage several satellite storage facilities and offer services such as warehouse stock holding for companies that do not hold the stock capacity – to enable the



company to grow and we can grow with them."

Speaking with Mark Crumpton on the future plans for Bruni Erben, he told us, "Growth and offering more bottling and packaging options is always the ethos we strive for, recent products such as the ABOR bartop that uses the fermentation residues to become part of the packaging. We are also branching out online with [www.TheBottleJarStore.co.uk](http://www.TheBottleJarStore.co.uk) to offer a more accessible purchasing experience for our customers. We are dedicated to implementing ways of minimising our environmental impact and helping towards a sustainable future; we are continuing to reduce the plastic used within the making of our products."

T 01473 823011  
www.brunierben.co.uk



# Additive manufacture and food packaging machinery systems

One industry that has taken a fresh look at additive manufacture for machine parts is food packaging. Whether the requirement is end-of-arm tooling with complex internal vacuum lines not possible with conventional machining or unique machine parts, that provides a specific function, these can easily be achieved with additive manufacture.

3DPRINTUK work with many machine makers including Brillopak, CPACK and Astrapac, all specialists in their respective field with one similarity, they have all adopted additive manufacture into their supply line.

CPACK is a specialist packaging machine systems manufacturer. Based in Burnley their production facility is home to a team of designers, programmers and sales staff all focused on delivering outstanding machines and exemplary customer service. CPACK are at the forefront of food packaging technology and are always looking for ways to improve machine design as well as exploring new ways to save on part costs without sacrificing quality.

Additive manufacture isn't new to CPACK; as one of the first in their industry to use additive manufacture their initial experience was that parts were far too expensive to produce from other suppliers. Having met with their Director, Charles Reilly, 3DPRINTUK were certain they could help bring down some of their part costs and deliver a standard of part that would exceed their expectations of additive manufacture.



Astrapac - Water tight cap on heat sealer machine

Working with their team, 3DPRINTUK were able to demonstrate how they could take advantage of their pricing system; by breaking down larger parts into smaller pieces (ready to assemble post print) and how to nest parts together which has even more potential for generating a cost saving. Nesting works by filling unused space around larger parts or by arranging parts to take up a smaller space within the printers. By nesting parts, it meant that in some cases CPACK could get two parts for the price of one.

"We use SLS printing services when parts are too complex or too costly to manufacture using traditional methods. The flexibility and level of detail possible with SLS printing is unmatched for the price. 3DPRINTUK have provided excellent support to our technical and purchasing staff, and using their website to quickly quote parts couldn't be easier," says Ben Chaffer, CPACK.

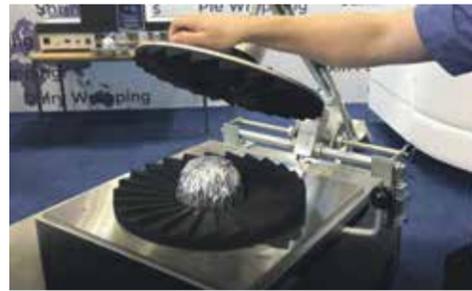
Another company taking advantage of low volume production with 3DPRINTUK is



Pleat mould 3D printed in Nylon PA2200

Astrapac. Established in 1974, Astrapac specialise in the manufacture of bag sealing machinery. In addition to designing and building a wide and diverse range of Heat Sealers, Astrapac are also the sole UK and Ireland representative for the technically advanced Gandus Medical Heat Sealers/pouch sealers. All models in the Gandus range are built to European medical standard ISO 11607 and many models are fully validated, a requirement in the medical sector for seal quality control.

The problem with manufacturing a variety of specialist machines is that they each require their



CPACK - Pleat finishing press tool

own bespoke parts. Two applications where 3D printed parts have proven ideal are: a domed cap (pictured) that seals the arm to make it water tight and custom end caps for a safe and professional finish to the sealing arms. For 80 complex small nylon parts with an approximate size of 2.5mm x 4.5mm x 26mm the cost with 3DPRINTUK were only £63 + VAT. With no additional tooling costs and viable batch production from 1-10,000 units, the benefits of additive manufacture speak for themselves.

[www.3dprint-uk.co.uk](http://www.3dprint-uk.co.uk)



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Making Light Work

# Increased demand for versatile, portable and practical containerised systems

*Axiom Process is experiencing an increased demand for 'stand-alone' containerised systems which are quickly becoming a mainstream option for many types of applications across all industry sectors.*

Installations have ranged from clean room systems, water processing and filtration applications to digestate, leachate and effluent treatment. The benefits of a quick to install, self-contained process, requiring minimal infrastructure and civil engineering, is an increasingly preferred option for capital investments.

The advantages of a secure, portable asset include ease of transportation or re-location (even to remote destinations), absolute control of quality during construction and the ability to conduct pre-delivery preparation and commissioning procedures.

Axiom's customers are also benefitting from: reduced installation time on-site, minimal civil engineering and often freedom from planning permission, which together, translates into considerable time and cost savings.

Axiom Process is one of the UK's leading hygienic process system manufacturers and specialises in the design and build of bespoke containerised systems to suit specific site parameters and conditions. The systems require minimal intervention and can be designed as either manual or fully automatic in operation using state of the art PLC control with live data logging and remote access options.

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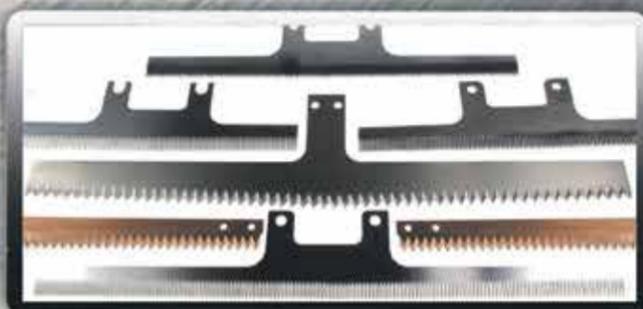
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## Keeping it fresh

*A producer of 'ready meals' hailing from the USA currently has three production lines operational which are all working at maximum capacity. Because of the increase in demand, it looked like the company needed to invest heavily in a 4th production line just to keep up. Fortunately, it found out there were still some options left in regards to optimising the efficiency of its existing lines.*



Each production line consists of a food preparation step where the fresh ingredients are prepared and put in plastic packs. After which the vacuum top-seal machine closes and seals these packs within a specially conditioned atmosphere to keep them fresh. And finally, the individual packs are then packaged into larger cases for easy transport. The issues that plagued the process flow were centred around the case packer. These types of machines are prone to disruptions and even though they are often quickly resolved they also force the top-seal machine to a stop.

The answer to this was the use of a set of AmbaFlex AccuVeyors AVh machines, a unique solution. Because these spirals only use a single belt, there's no need for a product transfer unit or, as used in low-end accumulators, systems that work on pressure.

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## The IP66/IP69K-rated stainless steel panel PC

*BVM announces the latest addition to the GOT800 family of stainless steel touch panel computers. With the addition of this 17" unit there are five models in the range covering sizes from 10" to 17". The GOT817-511 is a 17" unit and has a full IP66/IP69K-rated water, dust and corrosion-proof enclosure which guarantees this all-in-one industrial panel PC can be deployed in harsh operating conditions.*



It supports a wide operating temperature range from -20°C to +50°C and can withstand vibration up to 1G. The GOT817L-511 is an ideal HMI for use in food and chemical factories, pharmaceutical industry and other applications where hose down cleaning is required. It is equally at home in heavy-duty outdoor applications.

The GOT817L-511 supports the Intel® Core™ i5-7300U KabyLake CPU. This industrial panel PC has a 17-inch SXGA TFT flat bezel LCD display with LED backlight. It comes with the choice of a projected capacitive touchscreen or 5-wire resistive touchscreen. The 316 stainless steel enclosure enables it to be used in critical environments that require a high level of resistance to corrosion. In addition, the 17-inch rugged panel computer comes with IP66 and IP69K rated enclosures, five IP66-rated M12-type I/O connectors and wide range power input of 9 to 36V DC, ensuring reliable operation.

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# Food production companies choose the LOBO system to increase safety & reduce cost

*PepsiCo, Anheuser-Busch, Tyson, Heinz, Kraft, Kelloggs, Unilever, Nestle, Cargill, Heineken, Cott Beverages, Coca-Cola, Miller Coors, 2 Sisters Food Group, Allied Mills, William Grant, Pernod Ricard, Britvic, Muller Dairies, McCain, ADM, Dairy Crest, Bunge and Arla Foods all use the LOBO System for facility maintenance, and here's why*

## Maintenance

**F**ood processing machines are difficult to access for maintenance and cleaning tasks. Traditional scaffolding and aluminium tower systems could be used, but as they cannot be quickly or easily assembled and are not tailored to fit each individual application, they cannot be deployed from one machine to another. They do not meet the industry's day to day changing requirements.

Outsourced scaffolding labour is expensive and not available 24/7, aluminium frame systems are cumbersome, inflexible and will not adjust to fit into awkward areas. When not in use, they take up a lot of space and cannot be easily transported around the production facility.

Regular access to elevated areas, for example above conveyors, is awkward and difficult to reach. Safety is a key component of working at height which cannot be compromised.

## The solution

The LOBO System is a re-configurable work platform product that combines the flexibility and strength of traditional scaffolding with the simplicity and mobility of tower systems.

This combination provides a versatile access system that has applications right across the food industry.

The LOBO System, utilising its unique patented



clamp, can be reconfigured and adjusted, without the need for tools, into any shape or size required. This simple system can be assembled by anyone, as the components are modular. LOBO's electroplated steel legs and components can be flat packed when not in use and transported easily, for storage or utilisation elsewhere.

Your own in-house maintenance crews can assemble the LOBO System quickly, easily and safely around, under or above machinery or conveyors. To ensure safety, handrails can be fitted in seconds, at any point in the system, and at any stage of the assembly process. Staff should never be exposed to the risk of a fall.

This means out-sourced scaffolding labour costs can be reduced without comprising safety. Areas, previously considered difficult to get to, can now be accessed with ease for maintenance and cleaning purposes. As it is available 24/7 it puts you in control of what and when you schedule your maintenance tasks.

## Product benefits

LOBO is scalable, adaptable and adjustable to meet your ongoing and changing requirements. Simply add more components or alter your existing configuration to satisfy the demands of the next task. Protect your initial investment with a product that will meet all your access needs safely. LOBO is a rigid and stable product, which meets or exceeds current safety regulations.



## LOBO Towerstore

The Towerstore offers security on or off site. The Towerstore provides a secure and yet simple way to store your LOBO components, which also makes managing all the component parts that much simpler.

Designed specifically for LOBO's advanced work platform system, it is fitted with feet for easy pallet truck or forklift manoeuvrability. Also, it can be locked with a padlock for security or storage. The Towerstore can be vertically or horizontally mounted to suit the workshop or can be transported for rapid deployment, on and off site.

LOBO's electroplated steel structure ensures



many years of product life and a system that will not shake or rattle. LOBO's modular approach means components fully integrate and can be hand carried. Fully constructed systems can also be made mobile by the addition of wheels.

## Cost benefits

Experience shows that deploying the LOBO system reduces the costs associated with hiring scaffolding and constructing bespoke fixed access systems. By reducing your reliance on out-sourced scaffolding and engineering companies, cost savings will be achieved – easily within a 12 month period.

With this quantifiable reduction in costs comes the added savings associated with reduced downtime and greater productivity from your maintenance department. It is immediately adjustable for your next job with no staff waiting time while new fixed-frame structures are built. Re-configurable, again & again, this product comes with no disposal costs & minimal replacement & on-going training costs.

## Why choose LOBO?

Safe | Available 24/7 | Re-configurable | No-tools assembly | Protects investment | Reduces cost | Scalable

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www.lobosystems.com



## Application – Beverage and Food Engineering



### Maintenance:

- Food processing machines are difficult to access for maintenance and cleaning tasks.
- Traditional scaffolding and aluminium tower systems are not quick or easy to use.
- They are also more expensive and consume a lot of space.
- Safety is a key component of working at height which cannot be compromised.

### The solution:

- The LOBO System is a re-configurable work platform product that combines the flexibility and strength of traditional scaffolding with the simplicity and mobility of tower systems.
- The LOBO System can be reconfigured and adjusted, without the need for tools, into any shape or size required.
- This simple system can be assembled by anyone, after training.
- LOBO's electroplated steel legs and components can be flat packed when not in use and transported easily, for storage or utilisation elsewhere.

### Product benefits:

- LOBO is scalable, adaptable and adjustable to meet your ongoing and changing requirements.
- Simply add more components or alter your existing configuration to satisfy the demands of the next task.

### Safety:

- To ensure safety, handrails can be fitted in seconds, at any point in the system, and at any stage of the assembly process. Staff should never be exposed to the risk of a fall.
- This means out-sourced scaffolding labour costs can be reduced without comprising safety.
- As it is available 24/7, it puts you in control of what and when you schedule your maintenance tasks.

### Cost benefits:

- Reduces the costs associated with hiring scaffolding and constructing bespoke fixed access systems. By reducing your reliance on out-sourced scaffolding and engineering companies, cost savings will be achieved – easily within a 12 month period.
- Available 24/7, quick to erect, and above all safe.
- It is immediately adjustable for your next job with no staff waiting time while new fixed-frame structures are built.
- LOBO's electroplated steel structure ensures many years of product life and a system that will not shake or rattle.
- LOBO's modular approach means components fully integrate and can be hand carried.
- Fully constructed systems can also be made mobile by the addition of wheels.

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## NCS 2019 is massive hit with visitors and exhibitors

Retailers from across the UK flocked to the National Convenience Show (NCS), which took place at the Birmingham NEC from 8-10 April 2019. Once there, they found new products, new initiatives and expert advice on how to keep moving their retailing businesses forward.

Visitor Chris Noice, head of comms at the Association of Convenience Stores, summed up the relevance of NCS, "This is the biggest show in the country for convenience, whether you're a retailer, a supplier, or whether you're just someone interested in the sector. Attending NCS provides you with ideas you can take back to your business which will help you improve what you're already doing."

Daniel Marsden, head of marketing and operations, Booker Group, said, "NCS is the biggest



show in the country dedicated to the convenience sector and this is why we come back every year. We attend NCS to meet as many customers as we can, all in one place. It is vital for us to get feedback from our customers to find out what we are doing well and what we can improve upon."

NCS 2020 will take place at the Birmingham NEC from 30 March-1 April. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: All About Food & The 42 Degrees Company. Further details can be found on this page.

[www.nationalconvenienceshow.co.uk](http://www.nationalconvenienceshow.co.uk)

## All About Food

All About Food Ltd is a supplier which is proud to make restaurant brands successful in retail. With brands such as Nando's, Costa Coffee,

PizzaExpress and more, All About Food was seen showcasing its brands at this year's National Convenience Show.

All About Food Ltd has recently just celebrated its 20 year anniversary; the company started back in 1999 and has been brightening up meal times ever since. Over the years, the company has grown and nurtured brands such as GBK, Wahaca and Red's True Barbeque. The company is proud to say it produces the UK's No.1 Chilli Sauce and No.1 Marinade in the market with Nando's, PizzaExpress' No.1 Premium Salad Dressing product, the House Light Dressing and it supplies the UK's No.1 Coffee Shop brand into retail, Costa Coffee.

From Nando's fiery PERi-PERi Chilli Sauce to Costa's smooth Mocha



Italia Signature Blend Ground Coffee, All About Food has expanded into more categories within the retail space. With the Latin American cuisine leaders, Las Iguanas joining the business in 2018, AAF now supplies 7 restaurant brands to the market across the major multiples and convenience.

This year has been a year of innovation for All About Food with Nando's launching Meals kits, Pan Fry and the extra hot PERi-PERi Vusa, Costa Coffee launching both Nespresso and Dolce Gusto compatible coffee pods, alongside its existing range of Roast & Ground products. Plus, Pizza Express launched its lighter dressings range, Leggera, a range of 4 healthy salad dressings to accompany your salads this summer.

Source: IRI w/e 22nd June 2019.

T 01695 556427  
[sales@allaboutfoodltd.com](mailto:sales@allaboutfoodltd.com)

## Have you ever craved a hot drink but couldn't get one?



This is an issue that many people face. An issue that The 42 Degrees Company aims to resolve.

Founded in 2017, the company has spent two years developing and improving the factory, drink recipes, brand, and the can itself. Our fully recyclable patented can is truly unique in that it heats up the drink inside by ~42°C (from its base temperature) in 3 minutes, providing a hot drink in minutes, regardless of the situation.

At the moment the drinks we sell are coffee with and without sugar, chai latte, caramel cappuccino, and hot chocolate with plans to expand the selection soon. Each flavour is carefully curated to ensure the highest quality of taste.

Our aim is to create an accessible product that people can take with them to enjoy anytime and anywhere. No matter if you are going on a long drive, in a rush to get to work, or even hiking up a mountain, our can lets you enjoy the comforts of a hot beverage without hassle or sacrifice.

T +34 983 950 507  
[info@the42degreescompany.com](mailto:info@the42degreescompany.com)  
[www.the42degreescompany.com](http://www.the42degreescompany.com)

## Manufacturing Matters

### Eclipse Magnetics launches new hopper magnet

Eclipse Magnetics is delighted to announce the launch of its latest product; the new high intensity hopper magnet designed and manufactured exclusively for the plastics processing industries. Available in both easy clean and fixed options, the hopper guard can be used in most powder or granulate applications to remove ferrous and para-magnetic contamination, including sub-micron sized particles.

The magnetic grid unit can be manufactured to any size with any number of rods, in both circular and square designs, and its low profile means it can be installed in

existing chute work or machinery with minimal disruption.

Typical installation points include free-fall pre-silo feed, post silo on feed to extruder, or moulder hopper feeds.

A range of hopper guards to separate metal from polymers and avoid damage to nozzles and hot-runners is also available.

Metal contamination can occur in almost all areas of any plastics processing plant, and can have a significant impact

on the overall quality of the finished product. The Eclipse Magnetics range of magnetic separators ensures the purity of a variety of typical plastic processing applications, as well as helping to protect equipment from expensive repairs to blow moulding, injection moulding, extruding and compounding machines.

Contact  
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## Bryant Ltd to represent SCHRÖDER Maschinenbau GmbH in UK & Ireland

Equipment supplier Bryant Ltd, are pleased to announce that, as of March 2019, they will be the official UK and Ireland agent for SCHRÖDER Maschinenbau GmbH.

Now part of the JBT family, Schröder is a globally recognized manufacturer of technologically advanced injection and marination solutions, massagers and tenderisers for meat, poultry and fish, as well as other food products.



Established in 1972, Bryant Ltd is best known as the supplier of clipping machinery and consumables from Tipper Tie Inc., another JBT company.

Based at their offices and warehouse in Stokenchurch, Bucks, Bryant Ltd will offer machinery sales, spare parts and service support to new and existing Schröder customers alike.

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## Industrial electric heating elements

Elmatic is the largest manufacturer of industrial electric heating elements in the UK, manufacturing a large range of products for all Industries.

Specialising in design and manufacture for the heating and ventilation industry, construction, renewable energy, shipping, railways, aircraft industry, industrial boilers, to name but a few.

Elmatic manufactures to customer's requirements including air ducts for general air conditioning/air handling units, cab heaters for the railway industry, refrigeration for all aspects of cooling and defrost applications, heating living quarters in the shipping Industry and other application



that requires heated forced air. Elmatic also makes tubular rod heaters for catering equipment, ovens, food warmers, fryers, heat sealing, industrial dish washers, sterilisers.

Any industry which requires electrical heating, Elmatic can produce here in the UK.

In addition to the above we also produce thermocouple and control panels as part of the package.

Our extensive products range also include mica bands/mica plate heaters, standard & high temperature nozzle heaters, cartridge heaters, square section heaters, stainless steel/mild steel plate heaters, ceramic knuckle heaters, ceramic core heaters, tubular rod/immersion heaters, bolt heaters, air ducts, industrial radiator heaters, load banks, thermocouples and controllers.

All available to view at: [www.elmatic.co.uk](http://www.elmatic.co.uk)

## The biggest Summer food festival

**B**BC Good Food Show Summer 2019 – The event that food lovers don't dare to miss. The ultimate summer day out to experience the latest in food and gain tips from the experts.

This year's summer show was held from 13-16 June 2019, running alongside BBC Gardeners World Live. Among all the food entertainment, visitors had the opportunity to get involved with many gardening activities too. There was fun for all ages - from taste tests and book signings to children's food classes and meeting celebrity chefs.

Visitors were treated to the widest range of food and drink products along with the packed Good Food Show programme. One of the highlights of the event was of course the Good Food Stage, hosting a range of celebrity chef interviews and recipe demonstrations. Some of the chefs who took part in the BBC Good Food Summer Show included Mary Berry, Tom Kerridge, Nadiya Hussain, Michel Roux Jr and more.

There were some exciting cooking masterclasses also hosted by chefs, including the chocolate and coffee masterclass presented by Tom Forrest. This year's show proved to be one of the best and



biggest summer food festivals.

The next BBC Good Food Show Summer will be held in 2020. The Winter show will be at Birmingham's NEC from 28 November-1 December 2019. This is our pick of the best exhibitors from this year's Summer show, listed here in alphabetical order: Beamster Cheese, Board n Bread, Cole & Mason, Coppola Foods, Crumbs Cupcakery, Ever East, Family Secret, Flavour Boat, Granite North Spirits & Revolupin. Further details can be found on this page and the next.

[www.bbcgoodfoodshow.com](http://www.bbcgoodfoodshow.com)

## Bring your powers up with COPPOLA POWERSÛPs

**I**talian tomatoes from the sunny South of Italy, real healthy ingredients, and long food family traditions are at the heart of Coppola products, including its new vegan POWERSÛP range of ready-made soups, no sugar added tomato sauces and organic no sugar added ketchup.

Coppola POWERSÛPs are unique vegetable recipes, boosted by power ingredients, such as ginger, turmeric, sesame, chilli and basil. Bright colours and purpose make the choice very easy: Take a Break! with delicate pumpkin & turmeric; get energy with Up & Go! spicy beetroot & chilli; or, simply Shine & Glow! with tomato & basil.

Coppola soups are made from 100% natural high quality ingredients, with no added sugar or sweeteners, providing 3 or 4 of your 5 a day. They have a beautiful creamy texture and are ideal for a quick and easy meal.

Gluten Free certified Coppola Tomato Sauces are made from rich Italian tomato pulp and high-quality fresh ingredients, and most importantly have no added sugar, sweeteners, flavourings, thickeners nor colourings. The result is delicious, full of freshness, sauce, perfect for a quick pasta!

Traditional Italian recipes of Classico, Puttanesca and Siciliana were awarded one-star at GTA 2018.

Newest entry of Coppola No Sugar Added Organic



Tomato Ketchup is made from red and fully ripe 100% Italian organic tomatoes with organic apple juice to naturally sweeten it, instead of corn syrup, cane sugar or artificial sweeteners widely used in standard products.

Visit the Coppola Salerno store on Amazon UK at: <https://amzn.to/2LBV97K>

Contact  
T 0208 133 8313  
info@coppolafoods.com  
[www.coppolasalerno.com](http://www.coppolasalerno.com)

## Granite North Gin

**T**aking its name from the rock so closely associated with the North East of Scotland, Granite North Gin is inspired by the rugged peaks and ancient forests of the Scottish Highlands.

Developed for the modern adventurer, Granite North is a smooth London dry gin packed with flavour. A juniper-forward gin, its fresh, citrus taste is smooth enough to drink on its own or with a light tonic to release even more of its zesty flavour and is robust enough to stand up and stand out in cocktails. Its outdoor personality is revealed in the subtle infusion of Grand Fir needles that complement the native taste of its juniper cousin, helping to summon the fresh aromas of the pure mountain air.

Handcrafted in small batches in the Highlands of Scotland, Granite North Gin is distilled using water from its Cairngorm Mountain range home. With its rich contour of flavours capturing the essence of the rugged Highland landscape, Granite North Gin will warm on the coldest winter nights and refresh on the balmiest of summer days.

Contact: Kirstie Nisbet, Director  
[kirstie@granitenorthgin.com](mailto:kirstie@granitenorthgin.com)  
@granitenorthgin



## Welcome to Crumbs Cupcakery!

**H**ere at Crumbs we aim to give you the best experience when entering our shop or visiting our food stall. Every cupcake you choose is baked on site every day with a lot of love by our small and dedicated team. Crumbs is a family owned business with the owners being twins Charlotte and Jennifer Davison, who bought Crumbs at age 20 and have been in business since last January. Our little shop is located right next to the Minster in York where we have a gorgeous patio in the front of the shop to soak up the sun, enjoy a cupcake and look at the view of the Minster. Is there anything better?

Crumbs is travelling to a lot of Food shows over the country, so catch us at those including the National Geographic Food show. Come and say hello and try one of our freshly baked cupcakes, you won't know where to start.

[www.crumbs-cupcakery.co.uk](http://www.crumbs-cupcakery.co.uk)  
[www.facebook.com/crumbscupcakery](https://www.facebook.com/crumbscupcakery)  
[www.twitter.com/crumbscupcakery](https://www.twitter.com/crumbscupcakery)  
[www.instagram.com/crumbscupcakeryyork](https://www.instagram.com/crumbscupcakeryyork)



## Sharing the tastes of the East



**E**stablished in 2017, Ever East's recipes stretch back to 1984, when the father of Co Founders Ayaz and Aisha Ahmad joined the food industry and began experimenting with different types of spices, crafting delicious marinades to delight his customers.

After a dream in which God told Ayaz to share his father's secret marinade recipes with the world, he founded Ever East with his sister Aisha, & the company has since released an exceptional range of flamboyant flavoured marinades which are blended with authentic herbs and spices.

Offering all-in-one dry ready-made marinades, there is no need for mixing, pasting or adding of any ingredients. All you have to do is wet the meat with water, and coat it with one of the delectable dry marinade mixes before marinating for 30-45 minutes. With no mess and no fuss, Ever East's marinades are the perfect way to experience the tastes of the East.

A 100g pack will marinate approximately 20 medium sized drumsticks, 30 medium sizes lamb chops and 10 medium sized pieces of fish. For more information on these unique flavours, get in touch using the details below.

T 01922 631122  
[info@evereastltd.co.uk](mailto:info@evereastltd.co.uk)  
[www.evereastltd.co.uk](http://www.evereastltd.co.uk)

**Marinades from secret recipes**

**Tandoori Masala for Chicken**

**Ever East**  
FLAMBOYANT FLAVOURS

**Southern Fried Chicken Coating**

[www.evereastltd.co.uk](http://www.evereastltd.co.uk)

**Crumbs Cupcakery**

**Because everyone loves a cupcake**

10 College Street, York 01904 638282  
[www.crumbs-cupcakery.co.uk](http://www.crumbs-cupcakery.co.uk)

## Solid oak chopping boards, cheese boards & serving platters



*I have been a carpenter for over 30 years now. Throughout this time, I have seen so much good timber get discarded, that I thought I would try to use any that I found or had been thrown away, ie. old flooring or kitchen worktops.*

In August 2012, I started to make some basic shaped chopping boards in my garage using some old oak flooring that I had replaced on a renovation project on a country house. And that was the start of 'Board n Bread'.

I began to attend small craft fayres and village fetes and gradually moved on to bigger street markets and food festivals all over the South of England.

Having become too big to continue in my garage, I now rent a workshop at Dummer Down Farm near Basingstoke.

I now source all my timber from a local demolition company or various reclamation yards that stock second hand materials. I usually exhibit at various BBC Good Food Shows across the country and conclude at the Winchester Christmas Market in November and December.

I also now provide a personalised engraving service.

To order online, go to: [www.boardnbread.co.uk](http://www.boardnbread.co.uk)

## Float through flavour with Flavour Boat

*Food should be colourful, vibrant and bursting with flavour, and one company that keeps this at the core of its business and production is Flavour Boat. Flavour Boat offers a range of sauces and cooking pastes that evoke taste sensations in whatever circumstance they're used.*

All of Flavour Boat's products are suitable for vegetarians and vegans, gluten free, free of preservatives, artificial flavours and colours and are MSG free, rendering the products ideal for everyone.

Flavour Boat's sauces consist of black pepper, coriander chilli, sweet chilli and Thai eastern sweet chilli. With attractive packaging and a flavour that equals the aesthetic quality of the product's exterior, a bottle of Flavour Boat sauce is a must have addition to any kitchen cupboard.

The company's pastes are equally as delicious, with



green curry, red curry, massaman curry and sambal oelek pastes available. The pastes come in smaller jars than the thicker jars of their saucy sisters, however are no less desirable in flavour, with the pastes being the perfect base for your meal.

For more information on where to find Flavour Boat's wonderful sauces, visit the company website or get in touch via the details below.

T 02031 374 477  
hello@flavourboat.com  
www.flavourboat.com

## Join the Revolupin!

*After years of research, Revolupin's scientists have determined that lupin is the world's highest source of plant-based protein (40%) and dietary fibre (37%). With no carbs, low glycaemic index and three times more iron than kale, lupin also has three times more fibre and protein than oats and quinoa.*

Recognising these incredible benefits, Revolupin started working on a way to incorporate lupin into our everyday lives, to create a convenient way to access these essential nutrients.

The company's solution was lupin flakes. These contain all the goodness of the Australian Lupin beans, but are easy to integrate into our diet. What's more, the lupin plants are great for the environment, remaining a vital part of sustainable agriculture in Australia due to their ability to aerate the soil and add back valuable nitrogen.

The lupin flakes take only three minutes to cook, and can be mixed into hundreds of snacks, breakfasts, main meals, desserts and treats. In fact, Revolupin's website has a selection of delicious



recipes to inspire you, so head there now to find out how these flakes can revo-lupin-ise your diet.

If you would like to find out more information and get your hands on Revolupin's outstanding lupin flakes, get in touch using the details below.

M 07712 056605  
www.lupinfood.com

## Cole & Mason spices up its Centenary year

*Coinciding with the 100th anniversary of the brand, Cole & Mason exhibited its award-winning seasoning products and all new consumable lines at BBC Good Food Show 2019.*

Cole & Mason made a splash at the BBC Good Food Show 2019 this summer with a celebration on 3 fronts: 100 years of great seasoning, the launch of a new range of herbs, spices, oils and vinegars, and an unveiling of an improved pepper grinding mechanism.

The new mechanisms improve upon the current, award winning movements. They are designed for ultimate efficiency; 40% more ground pepper can be released with the same number of turns. With the use of the latest technology in flavour release measurement at Nottingham University, UK, the mills have been proven to deliver more flavour from the pepper, meaning adding a more intense punch of heat to any dish is a breeze.

Cole & Mason started life in London, England in 1919 and has been specialising in seasoning products since then. With 100 years of expertise



in releasing flavour, there is no doubting the new products' credentials.

A new range of gourmet salts, peppers, herbs, spices, blends, oils and vinegars proved hugely popular with the attendees, and cement Cole & Mason's positioning as experts in seasoning.

The show proved a huge success with many visitors to its beautiful stand & great demonstrations on the Cole & Mason sponsored Summer Kitchen stage.

Contact: UK Sales  
T 01252 522322  
sales.orders@dkbrands.co.uk

Thai Green Chicken Curry with Chinese Schezuan Vegetable Stir Fry

Heat Pan  
¾ Thai Sauce  
300g Chicken  
Chicken Cooks  
New pan tsp oil  
100g Veg  
130g Rice Noodles  
¼ Thai Sauce  
WAAA!

0800 001 6161 [www.familysecret.co.uk](http://www.familysecret.co.uk)

**FAMILY SECRET**  
FLAVOURS AROUND THE WORLD

## Family Secret

*Family Secret simply began with the question, "Will you marry me?" Thankfully she said, "Yes." We soon got married and embarked on a honeymoon that took us to some amazing places such as Singapore, China, Thailand, India, Indonesia and Morocco. We spoke to people from different walks of life and managed to write down their family secret recipes and bought them back to the UK and launched a range of 7 cooking sauces which are low fat, low sugar, low calories, no nasties.*

We are stocked with QVC, MidCounties Coop, Ocado and wholesale via Blakemore Fine Foods.

Anthea Turner, UK TV presenter, is our brand advocate and talking of TV we may be airing on

the BBC, but can't say any more for now as it's actually a Family Secret... sssh.

In line with our 7 sauces, which are Red Thai, Green Thai, Indonesian Rendang, Chinese Kung Po, Punjabi Tadka, Rogan Josh and Moroccan Tagine, our dips and snacks follow Flavours Around The World with Mini Poppadoms, Mini Prawns Crackers, Mini Thai Crackers and Dips. We give people a meal solution, a starter to your main if you like, and again with Earth friendly packaging.

Contact  
T 0800 001 6161  
info@myfamilysecret.co.uk  
www.familysecret.co.uk



## Beemster Cheese: The Premium Traditional Dutch Cheese

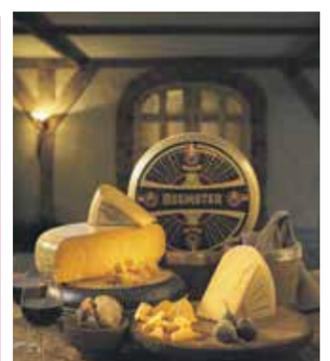
*Beemster cheeses are made by a farmers co-op in The Netherlands that has been making delicious tasting cheeses for over a century. Beemster cheeses come from the quiet canal lined pastures of North Holland where cows have grazed freely since 1612. The milk from this region, due to the one-of-a-kind blue sea clay under the pastures, is known for its smooth and sweet taste.*

The most creamy and tasteful Dutch cheeses are made under the guidance of our Master

Cheesemakers, using a special secret recipe, handcrafted, using traditional and artisanal techniques. By aging Beemster cheeses under natural conditions in historic warehouses on wooden boards, you get the finest and most delicious cheese, adding to the old world, award-winning taste of perfection. Beemsters' long history as cheesemaker has earned it the honour of being a supplier to the Royal Court of the Netherlands, the highest honour to be bestowed upon a cheese company in Holland.

Beemster Cheeses have also been marked with a PDO label which refers to our cheeses being traditionally and entirely manufactured within the specific region and thus acquiring unique properties.

CONO Kaasmakers  
Contacts:  
Emile Vos:  
+31 6 526 529 61  
e.vos@cono.nl  
Kristy van den Berg:  
+31 299 689 724  
k.vandenbergh@cono.nl



# Make life easier with BrewMan

**F**ood and Drink Matters is proud to announce that Premier Systems Ltd has been selected as our Software Company of the Month. Established in 1989 by Nigel Gardner, Premier Systems Ltd is the provider of BrewMan, revolutionary management software which is specifically designed for use in breweries and distilleries.

As the UK and Ireland's number one brewery management software, BrewMan was released in 2005 and is currently used by over 250 breweries and distilleries. "We want to make life easier for our customers," explained Sam Williams, Commercial Director. "We take the hassle out of the process so they can invest more time in other things and focus on growing their business."

BrewMan offers a wide selection of modules, ensuring it covers every aspect a company could need. Telesales, duty calculation, order entry, and distribution are all connected, providing a true end-to-end solution with high levels of efficiency. What's more, the software is Cloud-based, allowing it to be accessed from anywhere in the world with data secured and backed up every two hours.



Production: A live virtual brewery

## Brewman

Brewery Software by Premier Systems

There is also an additional Production Module, which users can employ to manage production processes, raw materials, and fluid movements. "This is great for ensuring end-to-end traceability," explained Sam. "If there is an issue, it makes product recall easy, and helps breweries and distilleries reach specific accreditations, such as SIBA's standards, HACCP, and SALSA." Companies can define their recipes to ensure consistency and quality control, showing information such as ingredients and their quantities, every step of the brewing process, production details, and Quality Assurance Checks.

The Production Module also tracks a range of things during production, including all ingredients used and the batches they come from, planned and actual production parameters, planned and actual quality checks, movements from vessel to vessel, and losses. Furthermore, the module allows for



The batches currently in the tanks



Sam Williams presents the category sponsored by Premier Systems for the Siba Independent Beer Awards at BeerX

complete stock control, with each raw material being traceable to its supplier, batch number, and all the way through to the gyle in which it was used. What's more, based on the production plan, BrewMan calculates the raw materials required and then can automatically create purchase orders for suppliers.

Another particular module of interest is BrewMan's Advanced Analytics, which analyses and investigates business performance through data visualisation, which has been specifically designed for breweries and distilleries. This data can be viewed on a web portal from anywhere in the world, with custom visualisations which offer instant overviews of performance, as well as opportunities to filter and investigate these overviews to discover underlying causes and therefore drive business actions.

Premier Systems Ltd has seen some exciting developments recently, with the company growing exponentially. "Our management team has recently changed, employing three new members," said Sam. "Since then we have made great technological



Analytics: A postcode revenue map sorted by outlet type

advancements and moved BrewMan to a cloud-based subscription service, increasing its accessibility. We are working to make it available internationally and on all devices, and we have already moved from our original location in the New Forest to larger offices in Southampton to cope with our expansion."

If you would like to find out more information on how BrewMan can transform your business, head to Premier Systems Ltd's website or get in touch using the contact details below.

T 02380 811100  
sales@premiersystems.com  
www.premiersystems.com



Setting alerts on revenue performance

## Liquid Processing Company of the Month

# Customer-focused and comprehensive solutions from liquid processing experts



**F**ood and Drink Matters is proud to announce that Alliance Fluid Handling has been chosen as our Liquid Processing Company of the Month, for its exceptional customer service, products and services for the UK and worldwide.

Established on 1st September 2008 by Ray Lilley and Adam Chambers, who are both still the company's Directors, Alliance Fluid Handling is based in Doncaster, serving the UK market as well as exporting all over the world with over 25% of



sales generated from overseas.

Having spent their entire working life in the liquid processing sector, Ray and Adam recognised a need for a customer-focused company which offered a comprehensive solution for process spare parts, service, and new and used equipment. This led to the creation of Alliance Fluid Handling, which, over the last 10 years, has grown to become one of the largest independent liquid processing engineering



companies in the UK. Although it is now a sizeable company, Alliance Fluid Handling maintains the same personal levels of customer service on which it was founded.

With an acute focus on offering the best possible service, selection, quality and value, Alliance Fluid Handling provides hygienic liquid processing equipment including pumps, valves, heat exchangers, homogenisers and separators. Along with this, the company boasts a full team

of specialists who offer aftercare support, with its expert service engineers offering 24/7 maintenance and breakdown cover.

Indeed, Alliance Fluid Handling offers a one stop shop for engineers looking for spare parts, providing a single source for an extensive range of suppliers' products. As well as maintaining a strong presence in the dairy, beverage, brewery and food industries, Alliance Fluid Handling also works with the pharmaceutical, chemical, and personal care markets, which is a testament to the versatility of the company's expert services. With a firm foundation of customer service and competitive pricing, it is easy to see why Alliance Fluid Handling has achieved such unprecedented success since its inception.

"Our main advantage is our entire team's dedication to offering the very best service to our customers," explained Ray Lilley, Director. This attention to detail when it comes to satisfaction has clearly



paid off for the company. Indeed, Alliance Fluid Handling has grown its turnover by 20% each year for the past two years, adding more staff members along the way to ensure its customer service remains comprehensive and efficient.

"We will be continuing to grow the business," explained Ray when asked about the company's future plans, "developing our staff and working to offer our customers more choice and value."

If you would like to find out more information on Alliance Fluid Handling's full range of products and services, head to the website or get in touch using the contact details below.

T 01302 744836  
www.alliancefluidhandling.com



# Mathys & Squire: An appetite for intellectual property protection in the food & drink industry

**F**ood and Drink Matters is pleased to announce our Company of the Month, Mathys & Squire LLP. As one of Europe's leading intellectual property law firms, Mathys & Squire has over 100 years of experience in helping clients protect their innovations and achieve their commercial goals. With 10 offices across the UK and Europe, the firm's patent, trade mark, design, and litigation attorneys cover a vast range of technical fields, including the food and beverage sector.

Intellectual property (IP) is an important asset that has substantial value for any business and gives it a competitive edge. While the value of trade mark protection and branding is well-recognised in the food and beverage sector, seeking patent protection for a new food product or manufacturing process is not necessarily the first thing that comes to mind. Yet, obtaining a patent allows business owners to enjoy the just rewards of their R&D labour and to be the exclusive provider of the food product or process. By not exploring this option, important opportunities can be missed to seize upon a competitive advantage, which only highlights the importance of obtaining expert advice from Mathys & Squire.

There are a number of common misconceptions surrounding the patenting of food and drink products, and the experts at Mathys & Squire are actively debunking such myths. One such myth is that recipes are not patentable, when in reality they are so long as they solve a technical problem. For example, if a business develops a new process to manufacture food, which lessens the manufacturing time or improves efficiency, the process can be patented. Indeed, novel and



non-obvious technical aspects of any food product, packaging and manufacturing methods/recipes can be patented.

Mathys & Squire has extensive experience working with food and beverage businesses in order to maximise the effectiveness of their IP protection. With a range of specialists having chemical, biological, and engineering backgrounds, the team can advise on every aspect of the process through to market, whatever the food or beverage product.

The firm has been working with start-up companies, SMEs, and



multinationals, including household names such as Warburtons to protect their food and beverage innovations. The impressive nature of the clients that Mathys & Squire has maintained over the years is a testament to its quality of service.

In the last year alone, the firm has seen a somewhat dramatic expansion, with new offices opening in Munich, Oxford and the Midlands. The new offices have seen the introduction of multiple new members of staff, each bringing their own experience and expertise to the table.

While the firm's expertise in the food and beverage sector has been the primary focus of this article, Mathys & Squire is not restricted to one particular sector, and serves a broad range of clients working in the fields of IT and software, life sciences, chemistry, and engineering. For example, Mathys & Squire has a proven track record in representing pharmaceutical, biotechnology, aerospace, agri-tech, clean-tech, semiconductor, sports, medical device, telecoms and media clients, which it does so in a manner that suits the clients' unique strategies and business models.



**David Hobson, UK & European Patent Attorney at Mathys & Squire LLP**

For more information on how Mathys & Squire can help your food business, contact expert David Hobson (DJHobson@mathys-squire.com) or get in touch via the phone number listed below or by visiting the company website.

Contact  
T 020 7830 0000  
www.mathys-squire.com



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## Cinder's Barbecues

If diversifying your food offering through barbecuing appears an attractive revenue stream for your business, look no further than the most reliable commercial barbecue around – the Cinders 'Classic'.



This heavy-duty barbecue's unique and patented stainless steel grill top is the secret to its success and longevity. Grilling food swiftly and evenly, whether you are serving up burgers and bangers, succulent skewers or something novel like goat or Vietnamese Bun cha.

With 35 years at the top, this robust barbecue will not let you down, keeping diners happy with speed of service and quality of food. With an optional griddle attachment, to possibly dedicate to vegetarian or vegan dishes, and another option – a pan support to suspend gastronorm containers over the barbecue to keep pre-prepared dishes or breads warm, or move to the side for cooler side dishes, everything is as the chef's fingertips.

Once all are fed, the chore of cleaning is removed by internal self-cleaning by reflected heat and you can use the griddle to make this even swifter. In no time at all, you can be folding down this low-maintenance barbecue with commercial warranty, and storing it away.

To find out more visit [www.cindersbarbecues.co.uk](http://www.cindersbarbecues.co.uk) or call 01524 262900.

### Show highlights healthy & natural

**F**arm Shop & Deli Show, the sector's leading event for delicatessens, farm shops, restaurants, garden centres, food halls, butcheries and bakeries, returned to the NEC from 8-10 April 2019. For nine years, the show has built a reputation as the unmissable annual event for the speciality food and gifting sector.

This year, the show shone a light on healthy and natural produce with exhibitors showcasing their products in the 'Healthy & Natural' area. Visitors were able to use it as a one stop shop to discover a range of natural, vegan-friendly snacks on display by exhibitors such as Growers Garden. It uses fresh broccoli from its own farms as its number one ingredient, helping to eliminate food waste through the use of 'wonky' veg.

Healthy living is an area where consumers are increasingly demanding more choice and innovation and the drinks market has not been exempt from a shift towards products backed by health claims. Cannabis Tea focuses on body and mind botanicals, grown in certified organic farms. The tea is free from pesticides and chemicals, non-gmo and vegan. It has been shown to help people with stress, relaxation, depression, anxiety and pain relief.



Farm Shop & Deli Show is co-located with the National Convenience Show, The Forecourt Show and the second instalment of The Ingredients Show. Together they brought together suppliers from across the food and drink retail industry.

Farm Shop & Deli Show (and four others) will return to Birmingham's NEC from 30 March-1 April 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Bizerba, Body and Mind Botanicals, HB Ingredients, Mr Fitzpatrick's & Real Coffee Bag Company. Further details can be found on this page.

[www.farmshopanddelishow.co.uk](http://www.farmshopanddelishow.co.uk)

### The UK's largest independent chocolate distributor

**H**B Ingredients is the UK's largest independent chocolate distributor, so it's safe to say – we've got chocolate covered! We also supply a wide range of products into the foodservice, ice cream and bakery sectors. We have more than 3,000 products, most of which are held in stock so our customers can rely on next day deliveries.

As an independent distributor, our ingredients come from a wide range of companies mainly based in Europe but also from as far afield as Madagascar, Colombia and the USA. We represent some of the biggest food ingredient brands in the world.

As highly credible ingredients suppliers and wholesalers, HB Ingredients is proactive in supplying our customers with the latest products. We also have a team of experts who can offer technical support in chocolate, ice cream and bakery. We also have BRC certification and are certified for Organic and Fair Trade products.



We pride ourselves on our customer service. Nothing is too much trouble for our customers and no order is too small or too large!

T 01273 409300  
enquiries@hbingredients.co.uk  
[www.hbingredients.co.uk](http://www.hbingredients.co.uk)

### Puttin' on the Fitz

**N**estled among the Pennines in the Rossendale Valley sits Mr Fitzpatrick's factory, vintage cordial makers dedicated to regenerating a piece of Lancashire history.

Mr Fitzpatrick's began life in Dublin in 1836, when herbalist Julia Fitzpatrick created wonderful tonics, cordials and pick-me-ups for the locals. In 1899, the family moved to Northern England, establishing a successful chain of temperance bars. Unfortunately, after World War II interest in these declined and Mr Fitzpatrick's story was in danger of being lost forever. However, the current owners brought this piece of Lancashire history back to life in 2011; restored to its former glory, it's now the last remaining original temperance bar in Britain.



Although the company has moved on from its humble beginnings, the vintage-inspired cordials are still crafted in the same artisan tradition, made with natural ingredients and added botanical notes. All their drinks are vegan, gluten-free, and amazingly versatile. They can be used in an endless number of ways: serve straight up diluted with still, sparkling or tonic water, enjoy hot for a comforting treat, use in ices, delicious floats and milkshakes, as a splash mixer or cocktail base. You can even cook and bake with them. For lots of creative recipe and serving suggestions, visit: [www.mrfitzpatrick.com/recipe-home](http://www.mrfitzpatrick.com/recipe-home)



The ideas never stop coming in the Mr Fitzpatrick's team, who create wonderful concoctions such as the universally liked Rhubarb & Rosehip or their latest Lemon, Yuzu and Turmeric cordial. The company has also found a niche with the Mr Fitz Aqua Spritz Systems, catering to the often forgotten non-drinkers who are demanding a better choice than the usual lacklustre offerings.

See them out and about at food and drink festivals across the country, buy online or in store at the many food halls, farm shops, garden centres and delis across the country, or try these delights at the very many watering holes; to find stockists, visit: [www.mrfitzpatrick.com/stockists](http://www.mrfitzpatrick.com/stockists)



It's been an exciting journey of growth and development, but the company has stayed true to its botanical roots and dedication to artisan craftsmanship in creating these premium drinks. The innovative recipes acknowledge changing trends while resolutely adhering to the principles of their heritage. Through the team's passion and commitment, they continue to bring their wonderful drinks to a whole new generation of fans, keeping the Mr Fitzpatrick's legacy well and truly alive.

T +44 (0)1706 230549  
[www.mrfitzpatrick.com](http://www.mrfitzpatrick.com)

### Body and Mind Botanicals

**B**ody and Mind Botanicals produce a great tasting Cannabis Tea that has been going down a storm across the country. Their tea is packed full of CBD, along with the legal amount of THC allowed in the UK and most of Europe.

What makes them different? First of all, they are part of the whole process. From seed to cup! Being so hands-on allows them to guarantee the highest quality from their plant, grown on certified organic farms. Secondly, before they did their first sale, founder Michael Fitzgerald researched heavily

alongside his business partner Martin Kaprockyj for 18 months, allowing them to offer support and education to their customers and stockists. Finally, they are the only company in Europe to sell this strain of plant and harvest it in the way that they do.

Body and Mind Botanicals sell three types of tea; loose leaf, individual biodegradable teabags and a peppermint flavour teabag.

The company produce a great tasting tea that is low in THC and high in CBD,



completely natural and organic. You can now find them in 350 stockists across the UK, including Partridges of London, Daylesford Organic and Grape Tree.

T 01234 988420  
[www.bodyandmindbotanicals.com](http://www.bodyandmindbotanicals.com)

### Quality crafted ground coffee in a bag



**C**offee experts and enthusiasts the Real Coffee Bag Company are passionate about producing the most indulgent, rich flavoured coffee inspired by the quality tasting blends produced in Portugal. Through the company's ideology of providing a great tasting coffee in a travel safe containment method, the Real Coffee Bag Company began producing its professional tasting coffee in biodegradable bags.

Inspired to produce a ground coffee blend, which would not reduce the standard of quality and strong taste of the coffee, the Real Coffee Bag Company created a range of perfectly crafted coffee blends. Working closely with an expert coffee roaster, the company created four flavoursome blends that capture the taste of a

strong, quality coffee in a fresh ground coffee in a bag format. As the popularity of their great tasting blends grew, the Real Coffee Bag Company added two new blends to the range: decaf and Nicaraguan coffee.

Making great tasting coffee an accessible commodity, the Real Coffee Bag Company has received an extremely positive reception from the food and drink industry, and won a Great Taste Award for their outstanding quality coffee.

For any more information or to explore the delicious coffee blends, please see below:  
T 01743 588088  
[www.realcoffeebagco.com](http://www.realcoffeebagco.com)

### Balance the Body, Calm the Mind



Discover our range of cannabis products grown on certified organic farms



Purchase online or find a stockist near you  
[www.bodyandmindbotanicals.com](http://www.bodyandmindbotanicals.com)

## Farm Shop & Deli Show Review Top 20

### Bizerba: Scales & slicers



Bizerba displayed over three days some of our unique portfolio of scales and slicers; the highlight of the stand was our Zero Waste Food Shop Scale concept, introducing the new power scale XC II 800 Pro. The scale can be used as a self-service scale or a checkout scale with a cash drawer.

This attractive and compact scale is packed full of the very latest technology with more performance due to a powerful Intel® Quad Core processor and a large 4GB of RAM. Additionally unique to Bizerba the scale now has a 3 in 1 printer with receipt, label or liner less label operation.

This scale is now recognised globally as the very best solution as a Zero Waste Food Shop Scale with easy to use intuitive software with easy tare option. Customers may now bring their own containers to a shop, weigh and fill them, then they can pay with ease. No manual operations required!

Additionally the scale has multiple screen options, with 7 inch, 10.1 inch and an impressive 15.6. Displays front and rear allow you to upsell and market products on offer. The units are fully networked so this can be done off site via an external connection.

Contact: Anthony Matthews  
T +44 (0)1908 682740  
info@bizerba.co.uk  
www.bizerba.com

### When perception is everything

Twenty years ago if you went to the supermarket, your fruit and veg were in a brown paper bag, fish and chips were wrapped in yesterday's newspapers, and cheese and meat were in white waxed paper in a brown paper bag. How times have changed!



From farm shops and delis where the brand is king and their independence is to be upheld by customers walking around the UK with their bags, B Smith Packaging has transformed its packaging portfolio to provide bespoke sustainable packaging to the food and drink industry. Our clients such as Ginger Pig, Butcher's Tap, & HG Walters now have all their packaging on-brand. From reusable, recyclable, degradable options that cover a plethora of products comprising jute, cooler bags and keeping ahead of trends by moving from plastic to paper.

Fish and chips by award winning outlets such as Simpsons, Millers and Chip Shed are now served in branded trays with their shop name on alongside social media handles like twitter, Instagram and Facebook and they are made of board that degrades and can be recycled, aligning with their responsibly sourced fish and keeping environmental concerns front of mind and proactively reacting to consumer trends.

In restaurants, whether it is a pub chain like Wetherspoons or a premium chef led establishment, even the paper that your sweet potato fries are served on or the paper on the roti board that displays your cheese board, branded packaging is evident. In a world constantly evolving, new innovations are on the market from potato and corn starch to beeswax papers. It's an exciting place to be.

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## Food & Drink Products & Services Matters

### Confex Buying Group

Confex is a unique wholesale buying group that negotiates in a wider range of product categories than any other buying group and offers over 45 years of trading experience. Confex has a reputation built on high levels of service and trading expertise with a Group turnover in excess of £2.65bn, employing 22 members of staff. Confex continues to go from strength to strength helping our 240 members trade profitably in our sector, of which 65% is catering and foodservice. This year alone, we have taken on 8 new members to the group. We are also members of Unitas Buying Group which utilises its £8.5 billion buying power to improve our trading terms with suppliers.

#### What we do

- Negotiate competitive terms with our official suppliers
- Offer promotional activity and incentives to members

on a national and local basis

- Provide member support on all product, pricing and supplier queries
- Communicate supplier brand plans and marketing advice
- Central Distribution for small, flexible ordering
- Offer central payment facility
- Organise annual Trade Show event
- On-line brochure production for members
- Annual retrospective discounts

Confex is always looking at new initiatives, new markets and ways to provide members with trading opportunities in difficult circumstances.

In particular, we have a Central Distribution facility, unique



to Confex, which allows members to buy products when they cannot meet the minimum order quantities laid down by suppliers, and to enter new categories.

Confex is dedicated to working with our Members and Supplier partners to grow their businesses within the group through expert negotiation, comprehensive communication and trading integrity.

Please visit our website at: [www.confex.ltd.uk](http://www.confex.ltd.uk) for more information or contact Head Office on 01608 652333.

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An impressive  
**21 NEW MEMBERS**  
joined the Group so far this year!

“

Confex are at the forefront of wholesale evolution. From the expert specialisation of their HQ team to the driven and passionate membership - they are perfectly placed to drive visibility and sales of your brands. Swizzels grew by a massive 40% in 2018 and are on track to repeat in 2019 - a true partnership in every sense of the word.

Ben Cooper, Swizzels

”

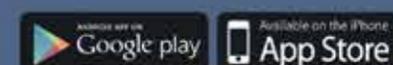
“

Confex membership has enabled us to forge strong relationships with key suppliers and expand our range. Through a well-organised and executed calendar of trade shows, events and supplier meetings we have strengthened existing relationships and created new ones. We have benefitted from being able to tap into Confex promotions, allowing us to compete on a similar playing field as some of the bigger names in wholesale.

Tom Mathew, Dunsters Farm

”

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Membership enquiries welcome: [enquiries@confex.ltd.uk](mailto:enquiries@confex.ltd.uk)

[www.confex.ltd.uk](http://www.confex.ltd.uk)

# Premium specialist health products from Anyone 4 Tea



ANYONE 4 TEA LTD

**F**ood and Drink Matters is proud to announce that Anyone 4 Tea Ltd has been selected as our Health & Wellness Company of the Month, for its distribution of high quality natural and specialist health products.

Anyone 4 Tea was established as a distribution business in 2007 by Martin Last, a well-known face in the industry and a member of the council for the Health Food Manufacturer's Association (HFMA). In 2017, Director Iain Laing joined Martin, bringing with him a wealth of experience working with a range of high quality brands.

Since then, Anyone 4 Tea has enhanced its range of brands and distribution, leading to exponential growth with a wider portfolio of premium natural health products.

From its warehouse based in Surrey, Anyone 4 Tea distributes its products across the UK and Europe, serving the natural health market through numerous independent retailers as well as larger pharmacies and health stores. Anybody who wishes to stock natural health products can benefit from Anyone 4 Tea's services.

"Our products offer genuine health benefits," explained Iain. "One of our biggest brands is OatWell, a vegan product designed to reduce cholesterol with a single dose, offering the full daily amount of oat beta-glucan with every serving." This takes the hassle out of achieving the recommended daily intake of oat beta-glucan needed to lower cholesterol levels. What's more, OatWell has the highest level of authorised safety claims from EFSA, the body which authorises health claims attached to food.

Currently, OatWell is available in two formats:



Original Powder, which can be sprinkled on porridge/cereal, added to smoothies or baking, and OatWell Crispy Hearts, which are a ready to eat and tasty breakfast cereal. What's more, this range will soon be expanding later in the year. "In November, we will be releasing OatWell Snack Bites, which will be a great, healthy addition to the snacking market," said Iain.

"We have also recently launched The Beginnings brand, which is a range of raw, vegan vegetable crisps and savoury biscuits. These are slow-baked/dried at low temperatures, and have been developed by a vegan restaurant in Latvia, after its customers requested for the vegan products to be available on a wider scale."

Anyone 4 Tea's other main brand is Xylotreat, a range of xylitol natural sweetener products including sauces, preserves and condiments.

"These are great for those who are monitoring their sugar intake, as it means they can still enjoy jams and chutneys and other similar products. They are also great for cooking, and the range is constantly being developed to offer even more variety for consumers."

With such impressive growth over the past few years, Anyone 4 Tea is working on further international expansion in due course, including working in Cyprus and the Far East. If you would like to find out more information, head to their website or get in touch using the details below.

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# Moving Mountains®: Achieving the impossible



Photo credit @Adwaiz

**F**ood and Drink Matters is proud to announce that Moving Mountains® has been chosen to receive our Food Technology Company of the Year Award, for its unwavering determination, exponential growth, and products of unparalleled quality.

The brainchild of Simeon Van der Molen, Moving Mountains® has a mission to overhaul existing views and revamp the food industry, working to disturb current animal agricultural practices which are destroying the environment and its wildlife.



Moving Mountains® displays a steadfast tenacity in developing delicious plant-based meat alternatives that have the look, taste and texture of real meat, continuously re-evaluating its products to ensure it is always improving its offering to the food service industry. Since it began trading in July 2018, its flagship product, the Moving Mountains® Burger, has grown from being served in five restaurants to now being available in over 3,000 establishments worldwide. What's more, Moving Mountains® began with producing 500 burgers a month and now produces 500,000, with plans to eventually increase this output to 10 million. The fact this expansion has happened in just the last 12 months is proof of the quality and significance of the company's mission, and that the industry and the wider population are recognising the value of adopting plant-based food.

It is becoming increasingly apparent that animal products are no longer a sustainable source of food, due to the growing human population and the lengthy process of creating meat burgers. From insemination to counter, it takes three years to create a beef burger; in comparison, from seed to table it takes a maximum of 12 months to create a Moving Mountains® Burger. This process involves less water, land and other resources, as well as cutting down



pollution by eradicating the feeding process for cows, using the crops to feed consumers directly.

"We are persevering in our mission to get meat eaters to transition to plant-based food; they're not going to switch if the alternative doesn't look and feel like meat and if the flavour isn't there," explained Simeon. "By replicating what people enjoy most about meat, we eradicate any reasons to resist transitioning; if there is a healthier and more environmentally friendly option which still tastes the same, why stay eating meat?"



Unexpectedly, Simeon does not have a background in food technology; after being inspired by his interests in health, animal welfare and the environment, Simeon hired a team of expert scientists and chefs to help develop the idea. "The fact I had no prior experience in the food industry was actually an advantage," he explained. "I don't think I would have been so determined to replicate meat within plant-based products if I'd been working in the food industry previously. Now, I'm doing something I am incredibly passionate about, and I am very proud to be immersed in this exciting industry while steering a brilliant and highly innovative company."

Indeed, Moving Mountains® is not just simply trying to meet industry standards; they are setting them. "We want to be frontrunners in what is a very exciting time for the plant-based food industry. It is currently worth £6-7 billion, but it is estimated it will be worth £85 billion by 2030.



Photo credit @Adwaiz



"We are one of the only companies to focus entirely on the food service industry," explained Simeon. "We may start offering our products in the retail market further on down the line, but so far we have been building up our brand within food service and this has really paid off for us. The Moving Mountains® name is mentioned on the menu of numerous well-known restaurants, like Ed's Easy Diner, Harvester, and O'Neill's, to name a few. This is amazing for a start-up business, and this kind of recognition from leaders in the food service industry is virtually unheard of for young businesses like ours.



Photo credit @Adwaiz

"The most recent restaurant to take on the Moving Mountains® Burger is The Hard Rock Café. This restaurant is so renowned, and everybody knows it as having a 'beef first' kind of menu – they have the authority on great tasting burgers, and so their approval of our plant-based burger is an incredible achievement for us. The restaurant tested every plant-based burger on the market and eventually chose ours, which just proves the unrivalled quality of our products."

Indeed, with a dedication to building their brand across the industry, Moving Mountains® has taken advantage of valuable tools such as social media to promote its name even further. "We offer little cocktail stick flags with the burger packs we send out to restaurants, so every Moving Mountains® Burger which is served features our name. This is



perfect for when people take pictures of their food and then post them on Instagram – our name gets advertised and the recognition and awareness of what we're doing carries on gaining momentum."

In addition to its revolutionary burger, Moving Mountains® has recently developed its own plant-based hotdog. Designed through expert scientific development processes, the Moving Mountains® Hot Dog contains a multitude of flavoursome ingredients and delivers a desirable smoky flavour. Packed with a healthy blend of coconut oil, carrots, onion and sunflower seeds, the hot dog also boasts a beneficial mixture of minerals, anti-oxidants and vitamins. "The hotdog is being released further and further throughout the country and the rest of the world, and we are currently working on getting restaurants to serve this as well as our popular burger."



With 12 months of unprecedented success, Moving Mountains® has an exceptional foundation on which they can build and progress even further. The company is constantly working on expanding its selection of plant-based meat alternatives, and will be releasing some exciting products towards the end of this year and the beginning of 2020. If you would like to find out more information on Moving Mountains®, its products, and its mission, head to the website or get in touch using the contact details below.

Contact  
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