Welcome ...

After doing two triathlons in 2003 to raise money and awareness for cancer research, I decided to hang up my running shoes and set up a direct debit! But recently there have been some events close to home that have made me dust off the shoes and commit to a HALF MARATHON, surprising what you do with a few drinks in side you...

I will be running the Blackpool half marathon for Leukaemia Research and our friend Peter Hill who is fighting Leukaemia. A number of industry friends and associates are taking part and we aim to raise £2000. Do support us by sponsoring me - the easiest way is to visit my sponsorship page at www.Justgiving.com/frazerclifford - see the news item later for more information. All contributions will be most gratefully received.

A lot more talk about global warming lately - see our story on how it is affecting cod recovery - but whether you believe in it or not, we are getting plenty of odd weather!

If you have asked me two weeks ago I would have said that my friends on the Brighton sea-front would be ready for record takings this spring/summer. With the warm, dry weather in April bringing the visitors several weeks early, all looked fair set for a good season.

But May? At times it felt as if it wasn’t ever going to stop raining, and here in Brighton we went from a sea-front full of visitors to a sea-front full of low-flying pebbles (affectionately known hereabouts as “sand!”) and lashed by gale force winds.

As I write, the sun is once more out - but for how long? What’s happening? And more importantly, how could it affect our industry, which relies a lot on seaside summer trade all around our coasts.

Do drop us a line if you think these recent strange weather patterns are affecting your business. There isn’t much any of us can do about it, but there’s comfort in knowing you are not alone!

Frazer Clifford
Publisher

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Frazer Clifford
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EDITORIAL & PRODUCTION
WENDY DURHAM
30 John Morgan Close
Hook, Hants, RG27 9RP
01256 764270
e-mail – wdurham@globalnet.co.uk

ADVERTISING
FRAZER CLIFFORD
Publisher
01273 249751
e-mail – frazer@brighton-pearl.co.uk

CIRCULATION
WENDY DURHAM
30 John Morgan Close
Hook, Hants, RG27 9RP
01256 764270
e-mail – wdurham@globalnet.co.uk

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Cod in controversy again...

In two separate developments in May, conflicting views of the way to help North Sea cod stocks recover have emerged. And as always, there's no agreement...

Greenpeace say: "Stop! Cod in crisis!"

Greenpeace has spent the month of May in Scottish waters courting publicity for its aggressive campaign to save North Sea cod. It's Greenpeace's belief that all fishing for cod in the North Sea should be stopped, fisheries should be closed, and marine conservation areas established so that the beleaguered cod stocks can recover in peace.

They have been campaigning for a stop on all cod catches in the North Sea with high-profile measures. On Saturday 12 May, Greenpeace campaigners leapt into the water from their vessel the Artic Sunrise and swam in front of the fishing boat Endurance, 40 miles off the coast of Unst, Britain's most northerly island, holding a red sign that read 'Stop - Cod in Crisis'.

In another incident, a Greenpeace swimmer, clad in a survival suit and clutching a buoy emblazoned with "Stop battering cod", threw himself in front of two vessels 40 miles east of Unst, Shetland. The two trawlers, Fraserburgh-registered Carisanne II and Peterhead vessel Demares, were forced to haul in their nets following the protest, the group claimed. As the trawlers tried to put their net back in the water, the campaigners attached a large buoy to it.

Willie Mackenzie, a campaigner on the vessel foundering. He went on: "The stupid part is this action is not required. We understand the problem with cod and we are working hard to find a solution."

John Buchan, skipper of the Fairline vessel and representative of the Scottish White Fish Producers Association, said: "These are extreme people who are not open to reason. They want to close three-quarters of the North Sea which would mean the end for the fishing industry as we know it."

Willie Mackenzie, of Greenpeace UK, said: "We are very used to taking action at sea and we do everything as safety conscientiously as we can. The plight of the North Sea is stunningly simple: if fishing for cod is allowed to continue, cod will be wiped out."

Greenpeace have refused to rule out further activity.

But the WWF has a different viewpoint

According to a new report published by WWF - Fishing, climate change and North East Atlantic cod stocks - cod stocks in the North East Atlantic are now facing an additional threat - climate change. The current over-fishing by UK and European fleets has led to the decline of many commercial fish stocks and a new report for WWF concludes that climate change is making matters worse.

British coastal waters have shown a general warming trend, with annual sea surface temperatures increasing by up to 1 degree centigrade. This is set to continue and even greater rises are predicted in areas such as the English Channel, which may warm by as much as 4°C.

It is now clear that climate change is having a detrimental effect on over-fished cold water species by playing a part in declining recruitment - the amount of fish added to the exploitable stock each year due to growth and/or migration into the fishing area.

Stocks show a general decrease in numbers in response to warming waters and this is preventing recovery. Changes in climate affect larval growth and survival, and also act indirectly, affecting the availability of prey for juvenile fish.

Dr Tom Pickerell, Fisheries Policy Officer at WWF-UK said: “Climate change and continued high fishing pressure, despite the cuts made by the UK fleet, are acting together to prevent the rebuilding of our cod stocks. While urgent and immediate action is needed to mitigate against climate change in the long-term, we also need to reduce the amount of cod removed from the sea in the short-term.”

However, unlike the Greenpeace activists, Dr Pickerell does NOT recommend a total ban on cod catches.

"The most realistic way of achieving this,” he said, “is to stop the wasting of cod caught and thrown away in other fisheries. In the North Sea alone, reported landings in 2005 were 28 000 tonnes, and the discard was estimated to be 63 000 tonnes.”

"We can’t simply stop catching cod alone unless we close other profitable and reasonably sustainable fisheries”

"Because cod is caught with other species we can’t simply stop catching cod alone unless we closed other profitable, and reasonably sustainable fisheries – something WWF does not wish to see."

Given that it is predicted that climate change mitigation will not reduce the rate of warming over at least the next few decades, depleted cod fisheries’ only hope lies in a reduction of fishing mortality.

Copies of the report, Fishing, climate change and North East Atlantic cod stocks are available upon request – contact Debbie Chapman on 01483 412397 or email: dchapman@wwf.org.uk
Fish & chips with everything!

EXCEPT TRANS FATTY ACIDS* AND HYDROGENATED OILS

We live in times of change where food values are constantly under scrutiny in the desire to promote healthy living and avoid things which may cause harm. Two things never change however, firstly the great taste and value of the nations favourite takeaway, fish and chips and secondly the standing and quality reputation of Frymax.

The Fryers’ favourite for over 50 years still retains its long lasting, additive free and 100% vegetarian properties, ensuring it is virtually trans free and has no hydrogenated oils. Even more reason why Frymax is the perfect partner for all fryers of fast food.

The Fryers’ Favourite Since 1954

For information, advice, or customer support material please contact Pura Foods: Tel: 01322 444836 e-mail: purainfo@admworld.com

*Frymax has less than 1% Trans Fatty Acids.


**P100 leads the way at Innovations show**

Vandemoortele PPI UK recently exhibited at the annual Innovations 2007 fish and chip trade exhibition hosted by V.A. Whitley & Co Ltd. The show was held on 15th April at the Reebok Stadium in Bolton. Amongst the various stands, which featured burger and chicken products and other manufacturers, Vandemoortele exhibited their premium all vegetable frying fat P100.

Brand manager for P100 Andrew Wisedale said, “This exhibition has been a great success with at least fifteen exciting new leads to follow up. With the help of the distributor network in place this should see some real growth in both sales and in brand penetration into the market place.

“Vandemoortele's presence at this show demonstrates our commitment to the brand and the industry as a whole. It is also a great opportunity to meet face to face with many of the loyal customers who fry with P100.”

Earlier in the year Vandemoortele launched a poster campaign to highlight the health benefits of frying with P100. The product is entirely free from additives, animal fats and hydrogenated oils. Made from vegetable oil, P100 is also low in trans fatty acids making it the healthiest choice for fryers.

Andrew added, “By using P100 for every frying need, our customers can be 100% confident in the quality of the food they will serve in their shop. By displaying the A2 sized laminated posters in shops around the country, people buying fish and chips fried in P100 are reassured that what they are eating is a healthy take-away option.”

Vandemoortele, the Belgian food group was founded in 1899. The group employs a 3,400 strong workforce across 12 European countries. In 2006, Vandemoortele boasted an £870 million turnover. Vandemoortele has built a reputation across the continent for innovation and quality as well as its commitment to customers and the food sector overall.

You can claim your free poster by either contacting your distributor or Vandemoortele on 0151 242 0870.

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**Anstruther Fish Bar nets silver award**

EatScotland has declared that Anstruther Fish Bar & Restaurant will receive one of the first Silver Awards for high standards in Scottish dining. The delicious ingredients offered by Anstruther Fish Bar has earned it this prestigious award. Situated in the quaint fishing village of Anstruther, this friendly, multi-award-winning restaurant has built up a legendary reputation for its first class fish suppers, which have been voted best in Scotland for the last two years.

EatScotland Director and award-winning chef Kevin MacGillivray said: “I am delighted to see Anstruther Fish Bar & Restaurant receive the EatScotland Silver Award as recognition of great cuisine and an enjoyable eating-out experience in Scotland.”

“The Silver and Gold scheme marks a real step forward and will reward our most innovative and quality-driven establishments with the recognition they deserve, be they the local tea-room or Michelin star restaurant, and at the same time, provide and incentive across the industry to strive to improve standards.”

As a Silver Award holder, Anstruther Fish Bar & Restaurant will now qualify to be considered for a Gold Award, which will reflect the highest standards of excellence in dining out north of the border.

Robert and Alison Smith - who specialise in fresh local seafood - have won countless other awards since the turn of the decade, and were once again voted best in Scotland in the 2006 Fish & Chip Shop of the Year contest organised by Seafish.

---

**Get saucy with Lion**

Between 2000 and 2004 the total UK sauces market is estimated to have been worth £759m and growing. The UK’s demand for lively flavours incorporated into their meals offers a great opportunity for caterers.

The Lion range, new to foodservice from Prep Foodservice Solutions, ensures caterers have a wide choice of condiments, dressings and sauces to add flavour and a touch of spice to the menu. The range includes a solution for all meal occasions with a choice of Dressings, Mayonnaise & Salad Cream, Condiments, Mustards and Sauces plus the International Kitchen range encompassing BBQ Sauces and Chilli Sauces.

For more information on the Lion range from Prep Foodservice Solutions call 01482 332100.
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FACT
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FACT
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FACT
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Frymax presents a positive picture for fryers

The fish and chip trade has existed for over 100 years but rarely has this great British icon faced the criticism it does today. Numerous studies and reports unfairly include the nutritious and natural fish and chip meal in their general criticism of the take away food sector.

One result of all this publicity has been increasing customer concern and enquiry about the ingredients, particularly the oil, that the frying is using. Frymax believes that this creates a responsibility for the trade suppliers to provide information and support for their fryers so they have introduced a number of initiatives to help the fryer reassure his customers.

Brands which understand the trends in the market adapt their messages to the changing requirements of their customers. The Frymax pack has been re-designed to clearly emphasise that the product has no hydrogenated fat and is virtually trans free. All the other product attributes are shown clearly for the customer to see.

The new packaging has given Frymax an opportunity to update its Good Frying Guide and incorporate the messages of today. The Frymax Guide with its tips on how to get the best results from the oil and extend its life has been of great benefit to many new fryers joining the trade. Established fryers also use it in their prep rooms as a guide of good practice for their staff.

The new Guide was introduced at Innovations 2007 and became an immediate hit with visitors to the stand. Frymax advertising has been adapted to reflect the issues in today’s market place. The advertisement represents a balance between two major messages of consistent high quality results and the properties of the oil.

The new packaging. Good Frying Guide and advertising are all designed to give information to and help the Frymax customer.

At the end of the day however the key is the public who come into your shops and buy the fish and chips.

Cyril Solomons of Frymax says “We recognise that we are an ingredient, albeit a very important ingredient, in the provision by the fryer of a delicious meal that his customers will enjoy. We can help the fryer by continuing to supply a consistent and top quality frying medium. But today something more is required. "The fryer needs to be able to offer reassurance to his customers about the oil he is using. The new Frymax poster tells your customers that they can continue to enjoy the great taste of fish and chips. Secure in the knowledge that the oil you are using does not contain any hydrogenated oil and only a trace of trans fats." This is the third poster Frymax have produced and it is already proving to be the most popular. The messages of Frymax may have changed but the product has not altered. It remains the same quality formulation produced to a very tight specification to ensure that Frymax customers continue to receive a consistent high quality product. This will help the fryer to produce consistently great tasting fish and chips, ... and that will keep your customers coming back.

For posters and wallcharts contact Frymax on 020 8349 4645/07714335464 or e-mail to frymax@toucansurf.com
frying ranges and equipment

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Dormanstown, Redcar, Cleveland
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Calling all chippies – launch of Fish & Chip Shop of the Year 2007

Fish & chip shops across the UK are being encouraged to promote their business and the nation’s favourite dish by entering the 2007 Fish & Chip Shop of the Year Competition, organised by Seafish (the Sea Fish Industry Authority).

The competition gets underway in early summer and, with the help of Seafish, provides all shops which take part with a fantastic opportunity to gain local and national media coverage and really boost their sales. The competition format splits the UK into ten regions: Scotland; Northern Ireland; Wales; North East England; North West England; Midlands; Eastern England; London and the South East; Central and South England and South West England.

Each region is further divided into two areas, for example North Scotland and South Scotland. The exceptions are Northern Ireland and Wales which are each classified as single areas, and the Midlands, which is divided into three areas. There will be a total of 19 area-winning shops.

The really good news is that it’s not just the winners who reap the benefits from participating. All the shops that take part benefit from the great publicity that the competition generates, and most find the feedback they get about their shop invaluable.

The competition format also includes:
- A glamorous award ceremony for all ten finalists in London, with first, second and third place national awards up for grabs.
- Shortlisted shops in the Staff Development & Training Award and Contribution to Local Community Award are also invited to the ceremony in London.
- A free ‘fish & chips for a year’ customer prize draw.

Mark Petrou of current title holders Petrou Brothers (pictured above), has been overwhelmed by the increase in the shop’s popularity since winning the competition. He commented: “My eyes have been truly opened wide to the lengths that people will go for a fish and chip supper - and how close to the nation’s heart this humble delicacy is.”

Entering the competition is easy and completely free! So don’t delay, just e-mail details of your shop name and address to fishandchips@seafish.co.uk. Alternatively, print your name, shop name, address and telephone number on a postcard or sealed down envelope and send to: Fish & Chip Shop of the Year Competition, Seafish, 18 Logie Mill, Logie Green Road, Edinburgh, EH7 4HS

For more information contact Jennifer Grant on 0131 524 8668 or email: j_grant@seafish.co.uk

Seafish

Seafood Week ‘07

This year’s Seafood Week - from 5-12 October 2007 - will be bigger and better than ever, with businesses from every sector of the industry getting involved. Make a note in your diary now and watch this space for further details!

Seafood Week provides the ideal opportunity for the industry to boost consumer awareness of the wide variety of fish and shellfish available in the UK and the many health benefits that they offer. The week provides focus for the year round ‘2 a week’ campaign, based on the Food Standards Agency’s recommendation.

According to recent research carried out by organisers Seafish, only 23% of people actually eat two portions of fish a week and, as leading nutritionist Juliette Kellow puts it: “Fish is the ultimate health food and it’s important to encourage the family to eat it twice a week.”

To get involved, click on ‘registration’ at http://www.seafish.org/seafoodweek or email seafoodweek@seafish.co.uk

A saucy romance.....

Heinz Foodservice has announced the winner of a recent trade competition to win a romantic weekend break in Paris!

Mark and Sandra Bennett from the Harbour Lights fish and chip shop in Stainforth, Doncaster have been announced as winners of the recent competition, which was launched on Valentines Day via a bespoke mailer and on special flyers at trade shows; to promote the Heinz SqueezMe! range and to offer a real incentive for potential new customers to call for more information on the range.

After trading for only 8 weeks, Mark and Sandra are really looking forward to a break after all their hard work setting up the business.

Mark commented: “We are very pleased to have won a competition! We haven’t won anything before so it was a real shock. Sandra and I are already planning our romantic weekend away from the kids! The new business is doing well and we have found that Heinz SqueezMe! pods are also selling well for us – the future looks bright!”

Heinz SqueezMe! pods are an ideal way to increase consumer choice and capitalise on incremental profit in fish and chip shops. As consumer demand for food-on-the-move grows by the day, products like SqueezMe! that offer convenience, quality and value, are a ‘must have’ in all take-away outlets.

To find out more about SqueezMe! or any other Heinz Foodservice brands log onto www.heinzfoodservice.co.uk or call our Customer Careline free on 0800 57 57 55.
Take a Dash of Nostalgia and a Sprinkle of Good Old Memories

The Fish n Chips haven’t aged it’s just us

Fish and Chips are a very TRADITIONAL and NUTRITIONALLY balanced meal. For more than 100 years fish and chips have been fried in Beef Dripping and year after year we find the “Fish Shop of the Year” winners and runners up are using Beef Dripping as their chosen media. Their reasons for selecting it are:

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- Naturally low in Trans Fats
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- Longer Frying Life
- Fries at a Higher Temperature
- Stays Whiter Longer
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Tel: 01302 390880 Fax: 01302 390404

Let the Taste Come Flooding Back
EasyBags announce new distributor

Following the success of their recent advertising campaign, EasyBags are pleased to announce a new Distribution Agreement for their innovative new products. Golden Glen Catering Ltd of Lisburn, Co Antrim have been appointed Sole Distributor for both Northern and Southern Ireland.

John Sherwood, Sales and Marketing Manager said: “Our ‘Test & Try Before You Buy’ promotion had been our best yet and we received a number of enquiries from busy fish & chip shops in both the North and South of Ireland. Whilst we were more than happy to send out free samples for fish friers to try the product for themselves, when they wanted to buy EasyBags, we struggled to cope with the demand.”

“What was needed was a company with an extensive distribution network across both Northern and Southern Ireland.” John explained, “as well as a first rate distribution network, we wanted a business partner who believed in our EasyBags product and, who had the considerable resources to actively market EasyBags across the length and breadth of both countries. We believe Golden Glen is that company.”

“This is a major step forward for EasyBags, and we are sure that Golden Glen’s customers will appreciate the many benefits that EasyBags have to offer.”

If you would like to try EasyBags and would like some free samples, please telephone our Customer Care Team on 01623 423423.

New crispy chicken from Brakes

Brakes is launching a variety of crispy coated chicken products. Perfect for tasty summer snacks they are easily teamed with dips, salads or served as part of a main course.

The new menu additions include Brakes Breaded Chicken Chunks, made from fully cooked whole muscle chicken in a delicate, crispy, breadcrumb coating. They can be deep-fried or oven baked straight from frozen to serve with chips and peas, or as a buffet item with a selection of dips. Available in 2kg packs (approx 100).

Great for school dinners or as a light snack, Brakes Healthier Choices Breaded Chicken Portions are reduced in fat and low in sodium providing the ideal healthy alternative. These whole muscle chicken fillets are covered in a crispy breadcrumb coating that has not been pre-fried ensuring it meets the relevant school food nutritional standards. Available in packs of 40 (57g).

For something with a little spicy kick, Brakes has wrapped its whole muscle chicken breasts in a mildly spicy southern fried coating, with the option of frying in 5-7 minutes or oven cooking from frozen in 12-14 minutes. Brakes Southern Fried Chicken Fillets are available in packs of 24 x 110g (2.63kg).

For further information on any of these products, please contact Brakes Customer Service on 0845 606 9090. Alternatively, visit the website at www.brake.co.uk

Browser bytes...

John from EasyBags has quite a debate on his hands at ChippyChat! The EasyBags potliners - food grade, heat-resistant polythene bags for lining Bain maries and batter boxes - are designed to keep containers cleaner, simplify waste disposal and speed the all-important clean-down at the end of a busy day.

Some love ‘em, some hate ‘em - one chippy chatter likened them to Marmite! But here’s the view of one experienced fryer: “I find that for the 10p cost of an easy bag I save much more than that in time. If it takes 15 minutes to clean 2 Bain Marie pots and a batter tray (and I think that is a little on the optimistic side) it has cost me £1.50 in wages alone plus the cost for hot water, detergent etc. The alternative is spending 30p on easy bags plus possibly a minute or two to clean the pots at a cost of 20p.

“So for me I believe there is a cost saving but a huge time saving which means the rest of the clean down takes less time overall. Maybe because we are talking about fairly small numbers here the cost saving isn’t truly realised. For example, my staff don’t go home 13 minutes earlier because of using the bags but if it means their job is made a little easier, then I can focus on giving them other tasks to do at clean down.”

EasyBags themselves put their party line thus: “On the cost side of things, I think you will find that they more than pay for themselves for the following reasons:-

“1. They keep the food moist so there isn’t any wastage. The bags prevent the food from drying to the side of the Bain Marie Pot, therefore all of the food can be used and sold.

“2. Because the food is not dried onto the pots, the pots only need a rinse out at the end of the night. So you don’t have to pay for heating the water, expensive detergents, lighting and heating the building and of course the food you are washing away down your sink.

“Finally, the food keeps better in the bags. Because the bags are almost 100% inert, there is less particle migration from the bags than there is from stainless steel or aluminium. The bags do not taint the food as stainless steel and aluminium can do.”

Browse and join in the EasyBags debate at www.chippychat.co.uk
Flexible
Low start and seasonal payment finance options available (reduce your overheads at quieter times of the year)

Specialists
We deal with major manufacturers and understand customer requirements

Professional
One of the main reasons we continue to succeed

Competitive
Read what some of our customers have said

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“We received a first class professional service from Complete Leasing and their schemes made sound financial sense.”
Mark Petrou, Petrou Brothers, Chatteris, Cambs
(Fish & Chip Shop of the Year 2006)

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Roland Lowery
Rolands Happy Plaice
Porthleven

“An excellent company to deal with!”
Pippa Gillet, Gillet’s Chippy
Kirkhampton, Bude

www.completeleasing.co.uk
An open letter to all fryers...

Fish 'n' chippers take on a marathon task for Leukaemia Research

NEODA and the Fish and Chip community have formed a team to run this year’s Blackpool Half Marathon on June 3rd 2007.

The team are putting themselves through this to raise monies for Leukaemia Research as this illness has come into our thoughts due to our friend Peter Hill who was diagnosed earlier this year.

Over 6000 new cases of Leukaemia are diagnosed each year and it remains the most common cancer in children in the UK but despite this, it remains as one of the cancers that responds favourably to on-going treatment and research.

I appreciate that you receive lots of pleas for donations and sponsorship and that money is not limitless. However, the team is very committed to this challenge and are hoping to raise as much money for Leukaemia Research as possible. So do please given them your support by making a sponsorship donation, however small, in this most excellent of good causes.

The team comprises: Ryan Baker, Dean Baker, Nigel Hodgson, Nigel Ramsay, Chris Bristow, Lee Woodward, Chris Rogers, Mike Shone, Andrew Naylor, Reece Head, Frazer Clifford and Lynda Simmons. Many of you will know some - or even all - of these brave people, so do please support them and help us to help people who need the most.

Readers of Fish & Chips and Fast Food can make their donations to Leukaemia Research by sponsoring our publisher, Frazer Clifford, who has set up a dedicated website for the purpose at:

www.Justgiving.com/frazerclifford

Donating through this site is simple, fast and totally secure. It is also the most efficient way to sponsor Frazer: Leukaemia Research will receive your money faster and, if you are a taxpayer, an extra 28% in tax will be added to your gift at no cost to you.

If you prefer, you can send a cheque to Frazer here:

Frazer Clifford, FCFF, Crawford House, 10 Queen Victoria Avenue, Hove, East Sussex BN3 6WN

Moy Park

Foodservice joins Central Foods

Central Foods is delighted to announce Moy Park Foodservice has joined its consolidation service for suppliers and manufacturers from May 2007.

Sue Ramsden, Sales Manager from Moy Park Foodservice commented: “Central Foods has been successfully servicing our Kitchen Range Foods range for over 6 years, to the larger groups and smaller, independent frozen food wholesalers – around 200 extra customers for us. They have the expertise and ability to service these customers and no one else can offer this level of market penetration.”

Gordon Lauder, Joint Managing Director Central Foods, said: “The Moy Park Foodservice portfolio is extensive, with well-established and respected brands. We are honoured the company believes in us to service these brands on their behalf and are excited to now be able to offer them to our extensive customer base.”

The Moy Park Foodservice range now available from Central Foods includes: Chickwich Premier battered and breaded coated poultry; Health Farm uncoated and marinated poultry; Kitchen Range Foods coated vegetables and cheese, combos and vegetarian centre-of-the-plate items, as well as American apple pie and donuts.

For more information about the Moy Park Foodservice range or any other products available from Central Foods, please contact Tony Levy, Joint Managing Director, at tlevy@centralfoods.co.uk.

To find out more about Moy Park Foodservice log onto www.moyparkfoodservice.co.uk

A rainbow of possibilities...

Tubtrugs® Flexible, part of the phenomenally successful Tubtrugs® range, is about to lift the spirits of caterers everywhere by becoming a vital piece of equipment in the foodservice sector. Whether needing to scoop chips or store greasy chef whites, caterers will find the vivacious, versatile vessel far easier to handle than your average bucket or tub with two extremely strong handles and an ultra flexible body for even the most heavy duty jobs.

Tubtrugs® Flexible is perfect because:
- Frost & UV proof - won't degrade in sunlight or frost
- Made of food grade non-tainting plastic
- Can be shaped to pour and scoop
- Massive range of sizes and colours
- Super-strong handles, flexible yet very, very strong

Practical and innovative, Tubtrugs® Flexibles can be carried in one hand like a bag and come in five sizes ranging from 14-75 litres.

Available in 15 vivid colours, they allow for easy identification when storing and preparing different food items i.e. pink for chicken, yellow for chips etc. Tubtrugs® also stack neatly to take up very little room in storage. Point of sale material such as Tubtrugs® stands are also available.

For more information on Tubtrugs® Flexibles visit www.tubtrugs.com or telephone 01455 848184.

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**Traditional Cypriot fast food for the UK**

Finally, after numerous requests from the fish and chip shop community, Zorbas Fine Foods are bringing Koupas and Bourekia to the UK. Passionately crafted by Zorbas - the largest and leading baker in Cyprus - this traditional Cypriot sweet and savoury fayre will revive your customers' happy holiday memories and add a new dimension to your menu.

Supplied frozen in catering packs with a storage life of 6 months at -18 degrees celsius, these products are easy to handle, fast to cook, require no special oils or equipment.

The Koupas with their delicious fillings of seasoned mince meat or vegetarian mushroom are flavour protected in a deep fried, golden crisp shell of crushed pourgouri wheat.

Eaten the Mediterranean way with a dash or slice of lemon further enhances the flavours locked within.

Deep fried for eating hot or cold, with chips and mushy peas or beans, as a meal for lunch, or on their own in a children's snack box, or as a 'in-car' snack.

Bourekia is a fine pastry parcel, deep fried in oil is offered with a variety of seasoned mince meat, vegetarian traditional Cypriot halloumi cheese and sweet fillings of custard and soft anari cheese (appetisingly placed under a glass cover on top of the shop counter just next to the till…)

Cyprus bourekia can be the perfect sweet end to a meal, eaten as a snack alongside a drink or combined together to make a meal.

Fast food retailers will take this advantage to increase turnover, offer more choice to existing customers and seize the opportunity to attract new adventurers.

Visit the Zorbas Fine Foods web site to see our entire range of deliciously tasting, truly authentic Cyprus savouries, sweets and desserts – meeting the needs of caterers, restaurants, coffee shops and snack bars at www.zorbasfinefoods.com or email sales@zorbasfinefoods.com with your enquiries.

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**New luxury fish cakes**

Fish cakes are no longer purely paste and potato canteen fillers and, if celebrity chef menus are anything to go by, are enjoying a massive renaissance in the UK. With taste buds turning to the east and becoming more sophisticated, caterers have the ultimate catch this summer – two new luxury fish cakes from Whitby Seafoods.

Seafood market leader Whitby Seafoods is launching two new deliciously-filled fish cakes, Thai and Cod and Pancetta, to liven up stale menus this summer.

Both products are made using only the finest raw material, including freshly prepared potato pieces, and are an ideal size for starters, specials or main menus.

They deep fry from frozen in nine minutes and can be oven baked in 17-20 minutes.

Thai Fish Cakes weigh 80g each and come in bags of 16 in a great blend of Thai flavours – ideal on any catering menu.

Cod and Pancetta Fish Cakes weigh 80g each and come in bags of 25. They are subtly seasoned – superb for busy gastro-pubs.

Laura Troughton, sales and marketing director of Whitby Seafoods, commented on the range: “The new fish cakes are a superior quality for chefs to have ready to cook from frozen. “Whitby Foodservice is committed to delighting customers with new innovative products that offer high quality using the finest raw materials.”

Why not try:
- Thai Fish Cakes with a rocket salad and a sweet chilli dip as a starter
- Thai Fish Cakes with soy dressed greens and a wedge of lime as a main course
- Cod and Pancetta Fish Cakes on a bed of green leaves with a pot of creamy Hollandaise sauce as a starter
- Cod and Pancetta Fish Cakes with Ratatouille as a main course

The new products join Whitby Seafoods’ existing range comprising Scampi Fish Cakes, Smoked Haddock Fish Cakes and Spring Onion and Salmon Fish Cakes with Lemon & Dill.

For more information visit www.whitby-seafoods.com
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Have a sizzling summer... with HP BBQ sauce

With barbequed meals and occasions becoming ever more popular, year round as well as during the summer months, it’s no wonder BBQ sauce has become such a popular choice both at home and when eating out. Given the vibrancy of the BBQ market, Heinz Foodservice is launching HP Classic BBQ sauce in sachet format. HP BBQ sauce is the leading BBQ sauce in retail with a 59% market share,* making it the perfect choice for front of house usage.

Although the main host foods remain the traditional burger and sausage, there is a much wider range of foods that the authentic wood smoke flavour of HP BBQ can complement including steak, lamb chops, kebabs and chips – great news for caterers looking to entice customers with a wide variety of foods this summer. Commenting on the HP BBQ sachet launch, Gillian Burrow, brand marketeer at Heinz Foodservice, said: “With the BBQ taste becoming more popular throughout the year, this launch is ideal for the foodservice market. BBQ sauce is the 3rd highest selling sauce in retail and is still in growth** , suggesting consumer tastes are changing and people now expect to see BBQ sauce on offer out of home.”

“HP BBQ will strengthen our HP portfolio as well as complementing our Heinz sachet range, ensuring we really can offer caterers the complete sauce solution. We are confident that the popularity and brand loyalty of HP BBQ sauce in the retail market will transfer to out of home outlets - caterers will benefit by stocking a product that will give consumers the assurance of a quality brand and a taste they know and love when eating both in and out of home.”

So why should caterers stock the Heinz sachet range?

Providing quality and cost effective solutions to outlets, Heinz Foodservice sachets range is perfect because of the following:

• Market leading brand portfolio from Heinz
• The top selling portion format
• Easy to open and use
• Hygienic with minimal waste
• Excellent portion control and portability
• Clearly branded giving assurance of quality
• High quality merchandising solutions available

While HP BBQ is the perfect table top condiment for front of house, Heinz BBQ Sauce, launched earlier in 2007, is perfect for use back of house for basting, marinating, dipping and grilling. It comes in easy to use 2.68kg plastic container, designed for simple handling, and is proving a delicious choice with real benefits when it comes to back of house preparation. For further information about the Heinz range log onto the website at www.heinzfoodservice.co.uk or call 0800 575755.

Mr Luigi’s completes quality chippy double

Mr Luigi’s in Harlow is the latest chippy to be awarded the prestigious Seafish Friers Quality Award. The presentation was made by Vice Chairman of Harlow council, Lorna Spenceley.

The business has been run since 1989 by brothers Luigi and Libby Forgione who also own the Captain Cod chippy in Hoddesdon, which recently received its own Friers Quality Award, making a quality double for the brothers.

The award scheme was set up in 1996 by industry body Seafood in order to raise standards within the fish and chip trade, and to generally improve the industry’s profile. Displaying the certificate is an excellent sign of quality for customers and can prove a great boost for business. To qualify, each shop has to go through a thorough inspection by a Seafood Approved Inspector who assesses the shop’s image, design and condition, staff training, hygiene, equipment, frying and sales skills, and most importantly, the quality of the cooked product.

Luigi commented: “We’re very proud of our fish and chips. The secret is to use the very best ingredients and that’s what we do – it certainly seems to keep the customers coming back. It also helps that this is a really happy place - we have great fun with our customers.”

Also present at the ceremony was Clive Monk of the Eastern Seafood Training Association, who commented: “Displaying a Seafood Friers Quality Award is proof of the hard work and commitment to quality and customer service of everyone at Mr Luigi’s. It gives customers the reassurance that the shop is one of the best frying businesses in the country.”

Pictured: Councillor Lorna Spenceley, Vice Chairman of Harlow Council and Seafood Quality Assessor Clive Monk with Liberato (left) and Luigi Forgione.
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Whether you are in favour or not, in just a few weeks, the law regarding smoking is changing. From 1 July 2007 it will be against the law to smoke in virtually all enclosed and substantially enclosed public places and workplaces and public transport and work vehicles used by more than one person will also need to be smokefree.

No-smoking signs will have to be displayed in all smokefree premises and vehicles. Some signs are mandatory and must be placed at every entrance. Some signs will explain how the law will affect everyone and convey to your employees, visitors and customers how the law is being applied in your premises.

Stewart Superior can offer the entire range of mandatory and optional signage, including a large A3 poster explaining the legislation to your customers. They can also supply more elegant “executive” signs, as illustrated above, for the smarter areas of your premises. Call them on 01895 236336.

Make sure you are ready for 1st July - the penalties for non-compliance are heavy! You can be fined up to £1000 for not displaying the mandatory signs.

Two leading firms run independently by one of Lowestoft’s most eminent fishing families, have this week announced they are to merge, uniting both family and business after more than 20 years of friendly rivalry. Sam Cole Fish Merchants and JT Cole will trade as Sam Cole Fish Merchants and will create one of the biggest fish merchant wholesalers in the UK.

JT Cole, run by brothers Donny Cole and Michael Cole, has been operating in the UK’s most easterly port of Lowestoft for more than 80 years, originally founded by their grandfather. Sam Cole has built a successful group of companies in the area over the last 20 years; including the Sam Cole Fish Merchants, Capps Foods Limited – frozen food distributors, Kalkman, Lowestoft Shellfish run with his partner Paul Collins and the Black Olive Delicatessen in partnership with Tracy Brown. In total the group now employs over 100 people making it one of the largest privately owned organisations in the area.

Sam Cole says “After years of battling out against each other at the daily auction the time is now right for us to merge. We are able to offer a far more comprehensive service to all of our customers. Together we are stronger and will continue to expand and move forward.
NO SMOKING SIGN ORDER FORM

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Third time lucky...

The multi award winning Pete Theocharous, from the Pete’s Chippery group, knows exactly what he wants – not only does he want great fish and chips, quality kebabs and great locations, he also demands a reliable range. Already the family including his 2 sons Stelios & Georgio, are owner of 2 extremely successful shops. He then located a third site in Nuneaton and then he called Florigo.

“My other shops have not had the most reliable of ranges” said Pete, “I had heard great things about Florigo but had always thought they would be too expensive – I now know that’s just not true!”

The new shop had been a fish and chip shop but had been closed for many years and needed total refurbishment – the work finally started in November 2006 and involved gutting the interior totally – this meant that shop could be designed from scratch to the exact requirements of Pete and family – they know what makes a successful shop and people eat with their eyes first.

Pete called Robert Furey from Florigo UK and together they looked at the possibilities for the new site – working together they decided on a 5 pan island range, touch-screen computer controls and two separate filtration systems – one for the fish and chips and one for the southern fried chicken (as this will stop the spicy flavours getting into the clean oil). As every Florigo is bespoke Florigo were able to get every single detail Pete wanted to achieve his perfect range.

In April 2007 they were finally ready to take delivery and early one morning the bespoke, hand crafted range, counter and kebab section arrived on site – the island counter (with built in display refrigeration) was over 7 metres long! The install team from Electrotest were on hand to ensure that everything went smoothly and as planned.

“It was amazing” says Stelios, “to watch it all come together. As a family we have worked very hard to achieve this result and I have to say so far the Florigo has done all that was promised and in my opinion its worth every penny. The amount of trade we have generated at the new site has been phenomenal – we have not even used all of the pans yet and it’s more than coping.”

Mark Petrou, from Petrou Brothers has become firm friends with Stelios and the family and is happy to share his ideas on how to get the best from the range, the staff and the shop – “The Theocharous family” says Mark “impressed me from the first time I met them, to meet such a forward thinking family unit who understand what is required to be the best in the business is inspiring and I was honoured and more than happy to offer assistance.”

The final word to Pete himself “All I can say is that I am very grateful to Robert Furey for his time & patience; we had a few delays with the shop refurbishment and Florigo were more than willing to accommodate the problems - it all went more smoothly than I could have wished. I would also like to pass on a big thank you to Mark Petrou who is giving us his time and expertise - it really is appreciated.”

Super-efficient

The first ‘Superfish’ was opened in Isleworth, Middlesex in 1971 and now the Superfish group have seven superbly decorated, air conditioned restaurants & takeaway in Surrey with a staff of over one hundred and an annual turnover in excess of £3 million.

Michael Rhodes now heads the family run business and in 2004 Superfish was the first fish & chip company to work closely with the Carbon Trust - installing High Efficiency pans meant not only would he save on his gas usage but the government funded organisation would also give him an interest free loan to help in make the investment in new technology.

‘Energy has become one of the expenses we really have to keep an eye on,” says Michael “I had taken energy-saving measures as far as I felt I could on my own, and I wanted to capitalize on the specialist knowledge available, I also realised that the investment in this new technology would pay for itself within 5 years’.

Michael contacted Robert Furey, MD of Florigo UK Limited when he wanted a new High Efficiency range at his shop in Ashstead, he knew exactly what he needed and ordered a bespoke 4 pan wall range, with touch screen controls, built in eye level grill, scrap box and an amazing 1.2m heated chip box with an additional built in plate warmer – the range was installed in early April 2007 and is producing the exceptional quality product Michael and his staff are renowned for.

In addition to the superb fish and chips, Superfish have developed their menu further by adding characteristics usually seen in American Diners and French Bistros – as much as you can eat hot French bread and butter together with sauces & pickles are served in the restaurant free of charge. You can even have your fresh fish grilled if you prefer! Each restaurant * also offers a modest wine and drink list to accompany your meal (*) except Cheam.)

Superfish were also one of the first chains to be recognised by Egon Ronay and in the last year were also awarded a coveted Seafish Friers Quality Award. The restaurants are each designed by a highly competent team of designers and contract cleaners also work throughout the night to maintain high standards of hygiene that Michael Rhodes and his management team expect. Each year over 420 tonnes of potatoes from Cambridgeshire & Essex are used, producing three quarters of a million portions of chips, together with 120 tonnes of fish; Cod accounts for 75% of the fish used and is sourced from sustainable stocks in the Barents Sea.

“Michael knows what is important”, says Robert Furey “he has a very successful business because he cares passionately about the product, but he also realises that new technology can help him achieve even better results and save him money in the long term”.

To find out more about Superfish take a look at their web site, www.superfishuk.co.uk and for Florigo Frying Solutions visit www.florigo.co.uk or contact Deborah on 01527 592000.
Florigo have always offered the finest Frying Ranges available and innovative hi-tech solutions. Now Florigo have extended their technological flair to the Internet with the launch of www.florigo.co.uk - the most advanced website in the frying industry.

On the new site it's now possible to find out everything you want to know about Florigo - from Parts Diagrams and Finance Options to Service Details and even a Gallery of recent installations. Read all the latest news about Exhibitions and what's happening in the industry.

And finally - try designing your new Frying Solution online - it's what you've come to expect from a company like Florigo!
Fishy business

Cavan and Karen Elvin moved into Fishes in Hellesdon, Norwich 16 months ago and have made quite an impact in such a short time. The business needed refurbishment and a new frying range, which Cavan made sure was installed shortly after they moved in.

The range, as with all the Seafare group of businesses of which Fishes is one, is a Kiremko. Cavan opted for a 4 pan Jubilee range which now services the busy take-away and 85 seat restaurant. “The range completely keeps up with all our needs so that a full restaurant and busy take-away is practically queue free at all times,” said Cavan. The Seafare group, owned by Philip Lye, has been a customer of KFE-Kiremko for many years and has Kiremko ranges in all of its take-aways and restaurants. “I have always found that Kiremko continually upgrade its designs”; said Philip, “which helps my friers and managers to ensure that product is always at its best and is consistent.”

Seafare has won the regional prize for Fish & Chip Shop of the Year on six separate occasions and many young friers have been in the final six of the Young Fish Frier of the Year Competition with Duncan Nash and Andy Cooper winning the ultimate title, so it would appear that Philip knows what he is talking about!

Recently, to involve themselves within the community, Fishes held a Charity Sunday and raised over £1400.00 for the local hospital. “When we opened at mid-day, we couldn’t believe the queues waiting for the doors to open, and that continued all day until we closed at 8pm,” said Cavan. “Our Kiremko range really showed us what it was made of;,” added Cavan, “we were able to keep the queues to a minimum and still managed to sell product at our usual quality.”
Cavan Elvin has worked in fish & chips all his professional life from the age of 14 on Saturdays when he earned £1 working for Tony Sullivan. Upon leaving school he worked for a very prestigious fish & chip restaurant in London called Sea Shells. “Even in those days,” commented Cavan, “a fish & chip meal was £7.95.” After joining the Seafare group in February 1998, he became Assistant Manager at a Seafare take-away in Cranleigh, Surrey and then became a partner with Philip Lye at Cranleigh and now at Fishes.

“I am very happy with the Kiremko range as it keeps up with the trade,” Cavan explained. “Product is cooked from fresh for the restaurant without any problems and we find the range easy to use - in fact, anyone could use it.”

Such a great start after such a short period of time can only mean that Fishes is headed for a swimming success!

Kedgeree too has Kiremko too

Walking into ‘Kedgeree too’ in North Hykeham, Lincolnshire reminds one instantly of Nigel Tindall’s other fish & chip take-away, ‘Kedgeree’ in Welton. The newly opened shop is on target to match the great reputation of the Welton outlet thanks to a refurbishment and installation of a high efficiency Kiremko island range. Customers are now greeted by staff serving from a bolero Kiremko counter which also is the centre of attraction as it adds a “stunning” electric-blue glow to the decor.

Nigel thought that customers would get the wrong impression if they associated his new business with the old, so once the take-away was totally refurbished, at the beginning of this year, the shop was re-named ‘Kedgeree too’. Nigel and his customers find it hard to remember how the old shop looked as it has completely changed with the range and counter being in a different place as well as the customer area having an Eat-In section. Although the design has been mirrored upon the first shop, he now has had the experience of running a successful operation and knew what changes needed to be made to ease the workload and please the customers.

After 10 years in the business, Nigel is very dedicated to the fish & chip industry and in 1998, he won the Young Fish Frier of the Year Competition. He is also very active within the Seafish Authority by helping with the judging of the Fish & Chip Shop of the Year Competition and also on a weekly basis he visits shops in a wide radius to check whether they are worthy of a Seafish Quality Award.

(Continued overleaf)
Blenching the traditional with the modern is the key to success at Pauline’s Plaice, Barnsley. Barry Alambris took over the busy local chippy a year ago and has recently undertaken a major refurbishment.

One of the major purchases was a new 3-pan Hewigo High Efficiency range. Barry, who also owns Double A Kebabs that supplies kebab meat to numerous shops explains, “I bought a similar range two years ago for our shop at Wath-upon-Dearne so I know what it can do. For me the Hewigo offers the best value for money for this type of new breed of ranges. It is fast, efficient and helps us to maintain high standards of food all the time.”

Pauline’s Plaice, in the Gawber area of Barnsley, has always had a fine local reputation, winning several awards and Barry is keen to carry this on. The new decor is traditional complimented by yellow and green graphics and Barry has made special wall-mounted display boards with press cuttings and photographs which highlight the shop’s history. “Keeping this link with the past is very important,” he says. “It demonstrates to customers that we aim to carry on the quality but in a modern way which includes the most up to date equipment like the Hewigo High Efficiency.”

Mark Childerley, a very experienced fryer of over twenty years now manages the shop and is also complimentary about the new range. “I have always preferred manually operated ranges but with this range I can appreciate that to get the best from it, computerised control is a must. The speed is amazing especially when we are busy and the automatic filtration system means we can retain oil and product quality.”

As you might expect doner and chicken kebabs have been added to the menu but in many ways it’s ‘quality business as usual at Pauline’s’. Phillip Purkiss, General Manager of Hewigo adds, “It’s great when someone who knows the business from both sides as Barry does continues to choose Hewigo. He knows his customers and knows that Hewigo High Efficiency will help him to give them what they want.”

For further information contact Hewigo on 0121 544 9120

**Ali Baba casts a spell on Carlisle!**

Ali Baba has weaved a magic spell on Carlisle, with more than half the town’s independent fast food outlets depending on it, the Ali Baba Halal American-style range has become the biggest selling burger in the Cumbrian city.

Monitoring these sales is Omer Kasmaz, managing director of nine years old fast food wholesaler, Best Frozen Foods. Seven years ago he conducted customer taste tests between his then current offer, the Paragon range and others on the market. “Ali Baba is a very good burger. The customers chose it because they liked it and nobody wants to change to a cheaper burger,” he said.

One such customer is Zinhi Djelal and he has a battle on his hands. His Top Shop outlet in the city centre is surrounded by a fish and chips shop, two pizza outlets, an Italian, a Mexican, an Indian, a Thai, a bakery, a sandwich shop and three hotels and five bars serving food, not to mention two cafes on the station.

Opening for 12 hours plus from 3 p.m. every day (Carlisle has a vibrant night life) he sells more than 700 burgers a week in winter, significantly less than the spring to autumn period when tourists swell the takings. The offer is one, two or three burgers, which can be flavoured and are served with salad and chips.

His Top Shop has been a family business for twenty years and he was first touched by Ali Baba’s magic five years ago. “The customers like it and come back for more. There’s minimum shrinkage, it’s easy to griddle and it’s a good consistent burger,” he said. Mr. Djelal has five members of staff who share his Turkish Cypriot roots.

Mr. Kasmaz enjoys similar family bonds, with his wife, son, two daughters and a brother on the team at Best Frozen Foods. With five vans, they offer frozen, chilled and dry goods next-day deliv-
eries from a base in Annan, Dumfriesshire to the Carlisle-Glasgow-Edinburgh triangle and are expanding South of Carlisle through Cumbria. Mr. Kasmaz moved to the area from Turkey 18 years ago, opening a kebab shop in Longtown and, with a partner, built a chain of four before he switched to food wholesaling. “With my background I know what fast food customers need. They want a good burger that’s consistent, delivers a profit and guarantees return business. Ali Baba does all that,” he added.

For more information contact Metin Pekin, Paragon Quality Foods Ltd on 01302 834141 or visit www.paragonqualityfoods.com

(continued from previous page)

“I have found that my new Kiremko high efficiency range has been vastly improved by as much as 90% in the last six years since the installation of my first range. Kiremko has really listened to its customers and has endeavoured to improve the design and has made it more practical to use, said Nigel. Therefore, I would not think of even looking at another range.”

Upon the opening of ‘Kedgeree too’ a classy leaflet was produced and delivered to the surrounding area. “When you have all the right equipment in place, it is then essential to mould the standard of your product to meet your expectations. We have certainly improved the product to what was previously available and we are delighted to be attracting a new set of customers from outlying areas which is very encouraging,” continued Nigel.

For further information about Kiremko frying ranges, contact Kiremko-KFE on 01778 380448.
Commercial vs domestic

There’s a big price difference to pay between domestic and commercial refrigeration, so it can be tempting to buy a domestic model. But using a domestic fridge in a commercial catering environment is not only dangerous; it could also put you at risk of prosecution by not complying with HACCP legislation.

“Every time you open a fridge or freezer door – and in a fish and chip shop that can be many times throughout day - the interior warms up as cold air escapes and warm air rushes in. On the whole commercial refrigeration is powerful enough to bring the interior temperature back down to an optimum level quickly so that food stays safe, even if the door is being constantly opened and closed.

Commercial refrigeration is also designed to work effectively in warmer ambient temperatures such as fish and chip restaurants.

“A domestic fridge works much more slowly: it has a less powerful refrigeration system because in home use the door is only going to be opened a few times a day and the ambient temperatures are much lower. This is why it is so dangerous to put a domestic fridge in a commercial situation: it can’t get the temperature down fast enough and as a result, it can’t store food safely.”

And what about cleaning your fridges?

It’s all too easy to give the fridges a quick wash down when you are aren’t busy, but it is essential to ensure a proper deep clean regularly. Luckily quality commercial refrigeration has inbuilt design features to make cleaning easier.

• Exterior:
  If the exterior of the cabinet is cared for correctly it will keep its ‘as new’ finish for many years. Normal day to day cleaning should be carried out with a soft cloth and soapy water, and of course if the fridge has a stainless steel finish, always wipe in the direction of the grain. Don’t use abrasive materials or cleaners, or chemical cleaners as they can damage the surface and cause corrosion.

• Interior:
  To comply with HACCP, you should have an effective stock rotation management system in place and as part of this, it is important to clean the interior of the fridge regularly with warm soapy water and a soft cloth. Where possible make sure you remove the racking, shelving and drawer fittings to aid easy cleaning.

Part of the AGA Foodservice Group, Williams Refrigeration offers a comprehensive range of solutions, from commercial refrigeration to bakery equipment and including a market-leading choice of gastronorm cabinets, modular storage and reach-in and roll-in blast chillers.

For more details and information on local distributors call 0800 526 517 from the UK, in Republic of Ireland 0872 378967 or visit www.williams-refrigeration.com

10,000th hydrocarbon cabinet sold

Europe’s market leading commercial refrigeration manufacturer Foster Refrigerator is celebrating yet another green milestone with the sale of its 10,000th Hydrocarbon cabinet.

Hydrocarbon refrigerants have gained in popularity in recent years, as they can reduce both energy consumption and carbon emissions by 15%, providing both cost savings to the customer and environmental benefits. Unlike other standard refrigerants, Hydrocarbons offer zero ozone depletion potential and very low global warming potential. Foster has experienced huge increases in sales of Hydrocarbon cabinets since the company was the first to introduce the technology 10 years ago. This has been particularly noticeable in the last three or four years which have seen big hikes in energy prices coupled with customers increasingly understanding and prioritising environmental issues.

John Savage, Foster’s Food Service Director said: “We have always championed energy efficiency and the environment and this is striking a cord with customers who are increasingly making conscious decisions to reduce their energy consumption and detrimental impact on the environment through their purchasing. Investing in Hydrocarbon refrigeration cabinets is one simple and effective way of doing so.”

Providing a quicker ‘pull down time’, a lower noise level and a lower compressor operating temperature so less heat in the kitchen, Hydrocarbons are also less ‘aggressive’, contributing to a longer life expectancy for the compressor.

Foster was formed in 1967 and is a green pioneer, having been the first commercial manufacturer to introduce hydrocarbons into food service cabinets, be included on the Enhanced Capital Allowance (ECA) Scheme and achieve environmental standard ISO 14001.

The innovative product range includes blast chillers and freezers, refrigerated storage cabinets and counters, walk-in coldrooms, refrigeration systems, prep stations, ice makers, water coolers, temperature monitoring and refrigeration equipment specially developed for the professional baker.

For more information about Foster Refrigerator call 0500 691122.
wagamama goes for cold

Wagamama introduced ramen - the hearty Japanese food of noodles and soups - to the British public in the 1990s, and it’s still the UK leader for noodle restaurants. In recent years the company has embarked on a wave of expansion that’s seen 49 branches open so far in the UK alone, and many more overseas. wagamama is fast becoming a worldwide phenomenon.

In Japan ramen is more than just a cuisine, it’s a way of life - unpretentious but fresh and wholesome food served in a casual dining atmosphere at low prices. With its trademark central tables and benches there’s a democratic air which means customers sit together without pretension.

wagamama insists on quality, freshness and efficiency, and relies on well-designed counter refrigeration for fast preparation. In the group’s current expansion Precision Refrigeration is the refrigeration of choice.

Recently the company opened its 43rd UK site in London’s Earls Court, and as with other recent openings its refrigerated prep counters are all Precision units, made with wagamama in mind and tailored to fit. The refrigeration didn’t just have to work perfectly and efficiently, with low power consumption, it also needed to be flexible enough to fit each site’s individual demands. And the service support has to be totally reliable.

wagamama’s Group Development Chef, Jason Pettit, is overseeing the group’s menu and cuisine as it expands, and says the Precision units have a key role to play in the operation of the kitchen. “Each new branch has to reflect the group’s central identity”, he says. “So each new kitchen has to be designed to work in the wagamama way, even though it may have a very different layout from the other restaurants.

“A wagamama kitchen is a ‘theatre’. The way the food is cooked is on show, and customers are free to come up and see it being prepared, and even talk to the chef as he works. So the layout is critical. We are very proud of what we do.”

So why choose Precision? The original recommendation was by catering equipment supplier Catering Repair and Installation Services Limited (CRIS), and Jason was quickly won over by Precision’s distinctive features. “There’s some innovative design there, with a lot of small touches that make it an asset to our operations. For example, the way they position the cooling fans inside the cabinets that give very even and efficient cooling, and the single-piece counters that are easy to wipe clean inside and out.

“We have to work with suppliers who can adjust their products and services to the site, not the other way round,” he says. “We are expanding fast and need refrigeration that not only can be relied on, but is easy to customise, install and maintain onsite. For our newest branches we looked at a variety of refrigeration but were particularly impressed with (continued overleaf)
get more chill for less energy

Apuro announces the new and improved Atlanta gastronorm range

The Atlanta gastronorm range of fridges and freezers from Apuro has been re-designed to significantly improve operating efficiency, cut down on energy use and increase internal storage space. Already established as competitively priced fridges and freezers, the new Atlanta range now offers users extra benefits while reducing refrigeration costs.

The new designs have maximised the space available for storage while increasing the reliability of the cooling mechanism. An internal condenser fan provides better airflow throughout the cabinet and, when combined with the 70mm thick insulation layer, reduces the power requirements of all models in the range. Both the fridges and freezers have a highly polished, wipe-clean, stainless steel finish with self-closing lockable doors to ensure security and minimise temperature fluctuations. To further improve energy consumption the fridges and freezers have an automatic defrost and an electronic thermostat.

The four-shelf, single door AT70TN, has a capacity of 650 litres (23 cu ft), and energy consumption of 3.6kWh per 24 hour, while the eight-shelf, AT140TN double door fridge has a capacity of 1300 litres (46 cu ft) and energy consumption 5.4 kWh per 24 hour. Temperature within the cabinets can be held between -2 to +8 degrees Centigrade. The matching single door, AT70BT, and double door, AT140BT, freezers use 5.4kWh per 24 hours and 11kW per 24 hours respectively while holding the cabinet temperature between -18 to -22 degrees Centigrade.

Included in the price Apuro offers a deluxe delivery service on all the Atlanta fridges and freezers. Once the equipment is in the kitchen, Apuro unpacks the units, plugs them in and then takes away all the surplus packaging, saving customers both time and unnecessary waste disposal. And, for a small extra charge, Apuro will also remove the old fridge.

All models are supplied with a comprehensive one-year warranty as standard.

One step beyond...

Apuro delivers Atlanta equipment right into the kitchen at no extra cost

Apuro's free bespoke delivery service on its Atlanta refrigeration units goes that little bit further than other delivery services. Apuro takes the equipment to the customer's door – but doesn't stop there. It delivers right into the kitchen to exactly where the units need to be.

The Atlanta refrigeration range is both popular and economic and now, when buying through Apuro's distributor network, there are no hidden delivery charges to add to the standard price -making the Atlanta units a truly low cost option.

What's more, not only does Apuro deliver the refrigeration equipment into the kitchen, but it will unpack the units, plug them in and take away all the surplus packaging, saving customers both time and unnecessary waste disposal.

As a further service Apuro will remove the old fridge leaving the kitchen neat and tidy. Although this incurs a small extra charge, this option is of huge benefit to customers as now they no longer have to bother arranging separate removal.

The delivery service is completely free, providing the kitchen is on the ground floor. If the kitchen is not at ground level Apuro can still deliver, but the company recommends prior checking as there may be an additional charge to take the unit into the kitchen area.

Apuro is a division of the Cranham Group plc and is an ISO 9001:2000 accredited company. For more information on the company's range of products contact Apuro on 0121 744 0968 or visit www.apuro.co.uk.
Match day winners at Ipswich Town FC

Match days are important days in many football club calendar and are excellent opportunities to offer VIP pre-match hospitality on a big scale. But the time is tight for serving meals before the match as everyone needs to be in their seats for the 3pm kick-off.

Ipswich Town Football Club recently decided to expand its hospitality and conferencing facilities and appointed Mike Rieder from Gillingham FC to look into cost effective ways of increasing business and streamlining service.

When Mike took over all the food was cooked on the day, plated up and served there and then. In this way they managed to serve about 200 covers but the idea was to expand this capacity considerably and also to offer conference facilities up to 350 in the future. “I’m a chef by training,” says Mike. “So knew the advantages of using regen techniques to streamline operations. What we needed was a mobile system that we could wheel into the serving area when required. By far the best option was the Moffat Chillogen banqueting trolley.”

For more information on E & R Moffat visit www.ermoffat.co.uk

Energy efficient additions to Gram range

Gram, the leading supplier of environmentally friendly refrigeration equipment, has brought out a new range of energy efficient combi cabinets and added the first pizza prep cabinet to its product portfolio.

The Combi Cabinets combination of freezer and refrigerator options, provides a flexible refrigerated storage system. For an operator with a mix of fresh, chilled and frozen food, Gram’s combi cabinets can offer the perfect solution. Stylishly designed, they take up minimal space and are therefore an excellent choice for kitchens where space is at a premium. Ideal for environmentally friendly operators who are looking for savings in energy and running costs.

The Pizza Prep Cabinet, the latest addition to the Gram counter range has been ergonomically designed to ensure that in fast paced kitchens, chilled and fresh produce is easily accessible and kept close to hand.

The series includes a choice of two door, three door or four door work stations. Gram has used environmentally friendly technology and design to achieve the correct working posture for kitchen staff. The range is finished to the highest specification in stainless steel throughout, enabling an efficient and hygienic working environment.

As seen in the recently released Energy Technology List (ETL), Gram topped the energy savings list. The ETL is managed by the Carbon Trust, an independent government organisation set up to help reduce UK carbon emissions. However, new changes to the ETL, mean that now the industry can see not only which products are energy efficient, but also detailed results such as how many kilowatt hours of energy they use per year.

This allows responsible and cost conscious operators to not only pick an environmentally friendly unit, but to pick out the product that is the most efficient and therefore gives them a significant, long term reduction in running costs as well as the potential capital allowance tax benefits.

For more information, call 01322 616900 or see www.gram-commercial.com and www.eca.gov.uk.
Our success in supplying the top three fish and chip shops has really made observers sit up and realise that customers will pay more and more importantly - buy more if the quality is right.

All our winners have at some time had to increase the price of their sausage because a 70% meat content sausage costs more than a sausage with less meat.

We are, however, concerned that when a fish & chip shop who does not enter for Awards reads about our success they could believe that McWhinney’s is not really for them. This should not be the case. We at McWhinney’s recognise that not all fish & chip shops are the same. We accept that location, competition and local affluence levels all have an effect on pricing structures.

The basic fact, however, is still that quality rules in the end!

In addition to our Premium Traditional Irish Pork Sausage with 70% meat content we also produce a pork sausage with 42% meat content. We call it Gold. In keeping with our “Butcher’s Style” philosophy all our sausages are just made from pork, rusk, water and spice. We have never used ingredients such mechanically recovered meat, drinds or other “nasty” meat supplements.

We want all fish and chip shops to be aware that a Traditional Irish Pork sausage can be on their menu. We accept that our Premium Sausage is more expensive and in order to keep your margin retail prices may have to be adjusted BUT evidence indicates that sales do increase when shops change to a better quality sausage.

With our 42% Meat Content Gold, however, we offer a competitively priced sausage which can be sold as a pork sausage and can also give that clean porky bite with just a hint of Spice. Also they do not split or bend when cooked from frozen in the deep fat fry and they keep their colour in the holding cabinet.

We have always supported our Traditional Irish Pork sausage with in store posters. Our current poster has been in existence for four years and not only gets across the Traditional Irish Pork sausage theme but also is a bit of fun with its strap line of “Don’t fall in love with any old sausage”.

Speaking of fun we must remind all fish and chip shops that we also produce Bigfoot. Yes! - the foot-long 6oz sausage with 70% meat content. Normally served in a demi baguette with relish BUT some fish & chip shops are now selling it on its own with chips as a good lunchtime special and here is something new - Battered Bigfoot - that really is a challenge to the customers! We also provide a large fun poster featuring Bigfoot.

What can we do to help those fish & chip shops who have not yet become fans of McWhinney’s Irish Pork Sausage? We are confident that sampling is the key to persuading the customers of fish & chip shops to accept a change to McWhinney’s Irish sausage. We are prepared to offer a free case (Premium, Gold or Bigfoot) to any genuinely interested fish and chip shop provided they have not tried McWhinney’s before.

All you need to do is to make your request before the end of June 2007 and agree to accept delivery and subsequent service from one of our designated distributors.

To get your sample contact Wendy or Jan on 0161 765 3300.

Take this exciting opportunity to join the converted McWhinney users and share in their successes as well!
CONGRATULATIONS

to Petrou Brothers of Chatteris
Winners of the National Fish & Chip Shop Award 2006

From Kevin McWhinney, of McWhinney’s Traditional Irish Sausages

'I am delighted for Mark and Pete, especially as they were one of the first converts to our Premium Pork Sausage with 70% meat

JOIN A WINNING TEAM: CALL

0161 765 3300
The Great British Banger

Sausages have always been a firm favourite in the hearts of the British public, so with an inspiring selection of over 54 varieties Brakes has a banger for every appetite, from chilled to frozen, gourmet to low fat and uncooked to ready cooked.

For a superior taste, Brakes offers its Premiere Cumberland Horseshoe sausage. Available chilled in (2 x 6 200g), the sausage is course cut with a succulent texture in a natural casing with an authentic Cumberland seasoning containing white pepper, black pepper and herbs. One of many elite options from its Premiere range, the ingredients are all sourced from renowned places of origin to give menus a point of difference.

For fish and chips shops looking for a healthier option, Brakes Healthier Choices Pork Sausages with reduced fat and salt are ideal. Available frozen in packs of 48 x 57g, they can be conveniently teamed with Brakes Healthier Choices Non Pre Fried Mini Potato Waffles or Potato Croquettes.

If speed is of the essence, Brakes cooked sausages simply require heating in a bain marie or microwave. From Cooked Pork Jumbo Fours (24 x 90g) for big appetites, to Cooked Spicy Pork Cocktail Sausages (128 x 13g) for younger diners, they can be served in an instance helping to alleviate queues during peak periods.

To add flavour to a menu try Brakes Butchers Style Pork and Apple Sixes made from fully prepared gourmet sausage with apple in a natural casing. Alternatively, why not try Pork and Leek Sixes made from pork blended with leek seasoning? They can be grilled in just 25–30 minutes and serve (1x12 76g).

All of Brakes’ sausages are manufactured with natural skins and a minimum meat content of 68% (higher than the legal requirement of 42% for pork), up to 90%, ensuring minimum shrinkage and great flavour.

For further information on any of these products, please contact Brakes Customer Service on 0845 606 9090. Alternatively, visit the website at www.brake.co.uk
‘I wanted a Blakemans Supreme Sausage’
Snowbird kebabs are spicy

Spicy Shish Kebabs are a successful menu idea from Snowbird Foods – and the brainwave has been welcomed by a large number of caterers. The Kebabs can be presented on skewers for starters and as main course meal centres.

They are part of a family of spicy products seasoned with chilli, ginger and coriander from Snowbird which also includes Spicy Lamb Meatballs and Koftes. Fully cooked at the factory stage, they will microwave or chargrill in seconds or oven roast for bulk orders. Snowbird Spicy Shish Kebabs will heat equally well after defrosting and can also be served cold with a dip.

For more information contact Roy Anderson, Snowbird Foods Ltd on 020 8805 9222. www.snowbirdfoods.co.uk

Paragon’s unique marinade

A Chicken Shish Kebab, flavoured by a unique method in a 15-spice marinade made to a secret family formula, has added a new dimension to the meat and poultry sector sector.

Fast-expanding Paragon Quality Foods takes size-graded fresh chicken breasts and hand slices them into cubes before placing them in the marinade. The chicken pieces are then packed in five kilo buckets where they marinade further whilst being slow frozen. The marinading process is complete only when the product has been defrosted in the bucket over 24 hours in a chiller, after which it will have up to seven days life.

The recipe for the marinade is a family secret handed down by his Turkish forebears to Paragon’s managing director, Metin Pekin. It has a mild and savoury flavour which has proved particularly popular on test with women.

The product can be barbecued, grilled, griddled or oven baked and a small portion will provide a children’s main meal centre.

“This is a low fat, low salt, Halal product which can also be served with vegetables on a skewer, in pitta bread and tortilla wraps or on pizza bases and can be plated for service with vegetables and potatoes or hash browns, said Mr Pekin.

Under the Turkish Best sub brand, Paragon’s Chicken Shish Kebab was the company’s first move away from its core burger business and necessitated the installation of a new production line at its £5m pork-free factory in Doncaster.

For more information contact Richard Fowler, Paragon Quality Foods Ltd on 01302 834141 or visit www.paragonqualityfoods.com

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Pandet Ltd. Leicester LE18 4PL

Minted lamb kofta joins Plusfood range of skewers

Plusfood, specialist supplier of poultry and red meat products, has added a Minted Lamb Kofta to its range of skewers. The fully coated product with a mint glaze joins the other skewer style products in the Plusfood range such as the fragrant Chicken Sticklers.

Great for pubs and restaurants, the tangy Lamb Kofta is ideal for use as a starter, main course, or as part of a combo dish, and will add a bit of zip to any menu. They are the perfect answer for any chef looking to create a point of difference whilst at the same time making the most of the current consumer preference for handheld items such as kebabs and skewers. Why not serve them with pitta bread, a cool minted yoghurt dip and a wedge of lime?

Each Lamb Kofta weighs approximately 30g and they come packed in 1.8kg cases (60 to a case). For further information contact Plusfood on 01892 667155.

For more information contact Geoff Druce at Plusfood (UK) Ltd on 01892 667155
Perfect pizzas

Lincat has introduced a new range of accessories for its Opus SelfCooking Centers. Two of these, the ‘Pizza Dish’ and the ‘Grill and Pizza Tray’, are designed to help operators derive maximum benefit from recent improvements to Opus SelfCooking Centers.

“In October last year we launched new software for our Opus SelfCooking Centers, said Nick McDonald, Marketing and Export Director of Lincat Ltd. “These included a new ‘Finishing’ mode for pizzas. Our new pizza accessories will help operators make the most of this new feature.”

Pizza Dishes have been designed to allow up to 100 pizzas to be prepared in just 8-10 minutes, in a single Lincat SelfCooking Center. They are therefore ideal for sporting and leisure events, or for school or corporate catering. The pre-baked pizzas are placed on the Pizza Dishes, in a mobile plate rack and completed, at the press of a button, using the new ‘pizza’ mode. The price of the Pizza Dish is £14. Call 01522-875500 for details or email: nick.mcdonald@lincat.co.uk

Back to scratch with Schwartz for Chef

McCormick UK, owner of Schwartz for Chef brand and leader in herbs and spices, has launched a new range of recipe mixes that can comfortably take you ‘back to scratch’ cooking.

The Recipes Mixes help create quick and delicious food from a variety of cuisines, which are healthy, tasty and wholesome. Using natural herbs and spices, the Recipes Mixes help to create meals that are authentic and full of flavour.

Recipes Mixes come in a wide range of flavours, including Chilli, Indian, Mediterranean Herb, Moroccan, Savoury Mince and Tex Mex. Packaged in portion-controlled sachets for economical usage, the product is designed to create no waste and contains all the spices and herbs you need in one package to create a range of recipes, with minimal fuss and maximum taste.

They are gluten-free, contain no additives and contain only a trace of salt. Furthermore they are the ideal choice in the foodservice industry as they are a low cost alternative to ready to use sauces.

For further information call FREEPHONE 08081 000363.
Your legal questions answered

by Nichola Carter, Head of Immigration Law at solicitors H2O Law LLP

Q I have a large workforce which includes a number of foreign nationals who work on an employed and a self-employed basis. I am a little confused about the endorsements they have and would like to know what the main categories of immigration are for workers. Also, I understand that I can be held responsible if the foreign nationals I employ do not have permission to work in the UK. Can I be held responsible if the self-employed workers do not have permission?

A Immigration in the workforce is moving up the political agenda as the government strives to tackle illegal immigration. It is essential that employers’ houses are in order when it comes to knowing who can and who cannot work for them and on what basis work can be performed.

The starting point is to consider whether or not a worker is free from ‘immigration control.’ As a general rule of thumb British and EEA citizens and those who have permanent residence (also known as settlement and Indefinite Leave to Remain) are free from immigration control. Therefore, providing that you are satisfied as to their nationality or status and can prove this if asked, you can employ them.

All individuals who wish to work in the UK must be able to prove whether or not they are free from immigration control and, if they are subject to such control, the terms upon which they may work in the UK. If an individual cannot prove to you that they are either free from immigration control or that they are subject to a form of immigration control which permits them to work for you under the terms upon which you wish to employ them, you should not employ them.

You should ask all employees and potential employees for proof of their status, not just those who you suspect are not free from immigration control. Such behaviour would be classed as racial discrimination.

A person who is subject to immigration control will have a document, usually placed in their passport or on a separate official letter, which outlines the basis upon which they may work in the UK.

An overview of some of the most popular immigration categories for workers

The main categories of worker subject to immigration control are:-

• Student
A person subject to immigration control who is studying in the UK will have an endorsement in their passport which states ‘work and any changes must be authorised, no recourse to public funds.’

This means that the student can work up to 20 hours per week during term-time and full time during vacations. They are not permitted to have access to public funds. Students are not permitted to work on a self-employed/contractor basis.

If the student ceases study, their permission to remain and therefore work in the UK also ends. You should therefore check that any students you employ who are subject to immigration control are still studying.

• Work Permit Holder
Rather confusingly, an endorsement in the passport of a work permit holder will also say ‘work and any changes must be authorised, no recourse to public funds.’

However, in the case of a work permit holder, they are entitled to work full time for the employer who obtained the work permit for them. If your company did not obtain the work permit for them, they do not have permission to work for you and their employment should be terminated with immediate effect until you can secure a new work permit for them.

Work permit holders may not work on a self-employed/contractor basis.

• Highly Skilled Migrant
The endorsement in the passport of a person who has been granted highly skilled migrant status will state ‘limited leave to remain in the UK, no recourse to public funds.’

These individuals may work on an employed or self-employed/contractor basis.

• Working Holiday Maker
Young people from Commonwealth countries can obtain a working holiday maker visa which enables them to visit the UK for up to two years and work for twelve months out of those two years. The endorsement in their passport states ‘work and any changes must be authorised, no recourse to public funds.’

• Workers from the EEA Accession countries
Employees from the EEA Accession countries (Czech Republic, Hungary, Slovakia, Estonia, Latvia, Slovenia, Lithuania, Cyprus, Malta and Poland) are permitted to be employed in the UK providing they obtain a Workers Registration Document from the Border and Immigration Agency for the first 12 months of employment. You must check that they have such a document.

They do not need to obtain any such document in order to be self-employed.

• Workers from Bulgaria and Romania
Special rules apply to workers from Bulgaria and Romania. If they are to be employed, they must either have a work permit or HSMP approval.

• Spouses of British Citizens
A spouse of a British citizen who is subject to immigration control will have an endorsement which reads ‘limited leave to remain in the UK, no recourse to public funds.’ They are permitted to be employed or self-employed for as long as they remain married and living with their spouse. If you become aware that the marriage has broken down, you should cease to employ them unless they can prove that they have obtained further permission to work.

• Asylum Seekers
Any asylum seeker who wishes to work in the UK must be able to produce to you an Application Registration Card (ARC). If they cannot produce this document, you should not employ them.

• Indefinite Leave to Remain (also known as permanent residence/settlement)
Individuals with this status will have an endorsement which states ‘Indefinite Leave to Remain.’

• Other Categories
There are currently over 80 employment-related routes in the Immigration Rules and the above represent the most popular. It is essential therefore that thorough checks are made to establish whether or not a person who is subject to immigration control can work for you, and if they can on what basis.

Time Limits
You should make a note of the expiry date contained on endorsements and immigration documents and warn your employees well in advance that in order to continue to work for you beyond the employment date they will have to produce to you a new original endorsement or other proof evidencing their right to work in the UK.

Are members of your workforce employed or self-employed?
Just because you and your workforce consider that they are self-employed does not necessarily mean that this is the case.
Fish & Chips and Fast Food

The application process via the website is incredibly simple. Just 1 step will take a broker or their client to an agreement in principle with 2 more steps to a completed application.

SME businesses that have been established for at least 2 years can use SmartFlow Finance to fund their weekly or monthly payroll, PAYE and NI costs, typically on a 60 days revolving credit facility, alongside other forms of business finance such as factoring.

Key to the SmartFlow Finance solution is the fact that it does not impact on an organisation’s secured funding arrangements. It will not, therefore, affect its credit rating.

SmartFlow accepts applications from companies that have at least five employees, have submitted at least one year’s accounts with Companies House and have a projected turnover of more than £100,000.

www.smartflowfinance.com

FASTTrack funds...

Leadership payrol funding organisation, SmartFlow Finance, has introduced a new facility for clients who require unsecured business funding of less than £40,000 per month. SmartFlow FASTTrack means that applications made via the company’s website will receive an immediate answer, with funding set up within 3 working days.

The application process via the website is incredibly simple. Just 1 step will take a broker or their client to an agreement in principle with 2 more steps to a completed application.

SME businesses that have been established for at least 2 years can use SmartFlow Finance to fund their weekly or monthly payroll, PAYE and NI costs, typically on a 60 days revolving credit facility, alongside other forms of business finance such as factoring.

Key to the SmartFlow Finance solution is the fact that it does not impact on an organisation’s secured funding arrangements. It will not, therefore, affect its credit rating.

SmartFlow accepts applications from companies that have at least five employees, have submitted at least one year’s accounts with Companies House and have a projected turnover of more than £100,000.

www.smartflowfinance.com

View from the top

Mark Petrou - current Fish and Chip Shop of the Year title holder – writes exclusively for Fish & Chips and Fast Food. Every edition he will present his own views in the hope of stimulating some healthy debate. You can join in for free by logging on (anonymously if you wish) at www.chippychat.co.uk – the original information and support site for fish fryers.

This edition as promised I would like to share my reasons why I don’t defend fish and chips and what I have to say about the rubbish that is often put out by the media.

For too many years now the British way of coping with other people’s success has been to build them up and then knock them down. The media gives us heroes and loves to shame them. What sells more papers and generates a bigger audience is often more important than accurate journalism. There is usually some sort of slant or suggestion of controversy rather than an impartial interpretation of some news or event.

A good example of this may well be Greg Wallace - fruit and veg salesman turned self proclaimed food expert and TV presenter of Master Chef - and the way he gave my shop 0 out of 10 for customer service recently in Olive Magazine for not offering sit down facilities. How a so-called critic can drive 254 miles and decide against 14 industry experts without even investigating the competition performance criteria or trying my fish and chips is beyond me - and yet the British Public buy into the idea that he knows what he’s talking about.

It doesn’t stop there I’m afraid. When there is no longer a sensational headline to be had with the egg scare, and when mad cows and bird flu no longer stop people in their tracks what next?

Well it was only a matter of time, wasn’t it? They couldn’t get us on our product. Fish and Chips are untouchable in the eyes of the public. Picking on the nation’s favourite would be like trying to sell naked pictures of the queen. Instead they go for the fishing industry. By telling half the story they have not lied. They’ve been able to convince the nation that a small island off the coast of Europe has eaten the ocean out of cod.

So what do we do? The first thing I thought was finish the story. Tell the public that as an industry, fish and chip shops source their cod responsibly from sustainable stocks and do not contribute to the problems in the north sea. Tell them at the same time how the north sea problems only equate to 5% of the global cod market. Then me thinks, hang on a minute…. Fish prices are going up anyway because of global demand increases, especially from emerging markets like China, who are taking fish that was historically destined for the UK by out pricing us, and so we could use the media stories to our advantage here.

So I put my prices up. I used my plasma screen to tell the public about how I pay a few pennies more to source my cod from well managed stocks and that by paying a little bit more they were helping to ease the environmental issues in the north sea. And when potato prices started to go up, I put my prices up again. A standard portion of chips from my shop in December was £1.00. It is now £1.50. Again I promoted the poor potato market and increased costs to me.

I have always been keen to motivate fellow fryers into increasing their prices. If we all do it, we all prosper. We have never had the united marketing force of the likes of the big burger chains or franchised chicken outlets. But when the nation’s media does most of the hard work then we should use it to our own advantage.

Having talked on line to fellow fryers at chippychat.co.uk we have agreed a very cost effective way of at least competing with the big chains when it comes to TV advertising. A colour TV and a DVD player costs less than £80.00 brand new from Argos. There are so many positive messages that can promote our key products and services, plus some interesting fishy facts that I have already running in my shop for my customers’ information, that to burn a non shop specific, generic campaign onto a DVD would cost me about 30pence per disk. It would only reach the customers we already serve but if we convert our buying public into promoters for our product by telling them how healthy we are compared to other takeaway meals, how responsible we are in where we source our fish and how passionate we are about serving our community, we have a really good chance of attracting new business by word of mouth.

£80.00 is the same as £1.54 per week for one year. If the TV and DVD player last 5 years that’s less than 31pence per week to silently tell every customer all the fabulous things that are happening to make fish and chips the nation’s favourite fast food. Chippychat.co.uk has generated enough revenue from kind sponsors like Friars Pride, McWhinneys and Kerry Foods to pay for the production of this DVD. If you would like one write in to the editor and we’ll send you one out.

Till next time….happy, happy fryin....
If you can answer yes to any of the following questions that would indicate that the worker is likely to be your employee regardless of the agreement between you:

- Do you require the personal services of the worker?
- Do you control when and how the work is done, what tasks have to be done and where the services are performed?
- Do you supply the tools or other equipment needed for the work?

On the other hand, if you can yes to any of the following questions that would indicate that the worker is likely to be self-employed:

- Does the worker have the right to provide a substitute or engage their own workers?
- Does the worker decide whether or not to accept individual tasks and how to carry them out?
- Does the worker make their own arrangements for holidays or sickness absences?
- Is the worker free to do the same kind of work for more than one employing entity at the same time?

If there is any doubt as to whether or not the worker is employed or self-employed it is best to assume that they are employed and conduct the necessary check prior to the commencement of work to ensure they are lawfully permitted to undertake such work.

If the worker is truly self-employed then, if they are not permitted to work in the UK, you have no legal responsibility. However, there are other consequences to consider such as the effect it may have on your business and reputation if projects are brought to a standstill because members of your workforce are suddenly unable to work due to immigration enforcement action.

What can happen if my employee does not have permission to work?

Presently it is a criminal offence under section 8 of the Asylum and Immigration Act 1996 for an employer to employ a person aged 16 or over if that person does not have permission to enter or remain in the United Kingdom; or that permission is no longer valid, or if it does not permit employment.

Employers can be fined up to £5,000 in relation to each individual found to have been employed illegally. Directors, managers, company secretaries or similar office holders can be criminally prosecuted where an offence has been committed by a company.

A designated Home Office team investigates employers and conducts spot checks on employees. The police can also report employers who are employing individuals illegally to the Home Office, as can any other party.

Possible Defence

Section 8 provides a specific defence to employers who can prove that before employment began, the employee produced to them a document which was of a description specified by the Secretary of State. The employer must also prove that they retained the document, or a copy or other record of it was made by the employer in a manner specified by the Secretary of State.

Full information including lists of documents are available on the Border and Immigration Agency website.

The Future

The Government is tightening the law in relation to the employment of illegal workers. It has already passed the Immigration, Asylum and Nationality Act 2006 which, when effective, will mean that those found employing illegal workers will face much harsher penalties than under the present system. In particular a new civil penalty notice scheme is being introduced. This will mean that an enforcement unit from the Home Office will make spot-checks on employers and will issue a civil penalty notice on the spot in respect of each employee whom the employer cannot prove there and then has permission to work in the UK. The employer will have 28 days from the notice date to explain, in writing, why the penalty should not be enforced, after which s/he will be liable to pay a fine of up to £10,000 in respect of each civil penalty notice (unless the Home Office or Court accepts the written explanation).

Additionally a criminal offence of knowingly employing an illegal worker will be introduced which can lead to imprisonment for those convicted of knowingly employing an illegal worker.

Our advice

It is our advice that those relying on the services of both employees and self-employed workers should conduct full checks to ensure that they are entitled to work in the UK. It is also just as important to keep copies of documents produced by each individual confirming their legal eligibility to work.

If you have any queries about immigration issues, please contact Nichola Carter at H2O Law LLP on 020 7405 4700. Nichola offers help to employers wishing to ensure that they are compliant with the above legislation.

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Fish & Chips and Fast Food

May 2007

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A capital crime?

Bernard Anghelides wonders how fried chicken and roast turkey can be confused...

The recent spat between KFC and the Tan Hill Inn reminds me of an incident that happened decades ago when I was a mere cub reporter on an obscure trade magazine. One morning, one of my colleagues was given a rap over the knuckles for generating a solicitor’s letter.

Normally, the words “solicitor’s” and “letter”, when combined, send a shiver down journalists’ spines and the first word that leaps to mind is the dreaded “libel”. No matter how well you have researched your articles, there is always the fear that you might inadvertently have made an error. Or maybe someone you have quoted accurately (and have the shorthand notes to back up your claim) has said something that is untrue. No matter. It was your magazine that published the words so it is your magazine that gets sued and you who gets hauled up in front of the irate editor.

But in this case, it was something far less daunting. My colleague in question had not cast aspersions against someone who had immediately called their solicitor to rattle off a letter of outrage. She had merely used a lower case rather than capital letter.

These days capital letters are pretty much non-existent. They seem too much hassle for your average texter - cu @ 4:-) etc - and many of the people who email the BBC comment lines seem totally incapable of pressing the caps key.

But my colleague had missed out a crucial cap: she had written “biro” rather than “Biro”. And that is very important to Bic Biro as the name is one of the company’s trademarks. And Biro is name with a reputation built up through many years of earnest endeavour since Lazlo Biro (one of the only four famous Hungarians ever (the others being Ferenc Puskas, Lajos Kossuth and Emo Rubik)) invented the ballpoint pen.

You might, like many people, think that any old ballpoint pen is a biro but not so. Just as you can’t Hoover with a Dyson, you can’t fill out a form in Biro unless it’s the product from Bic.

But what struck me about the incident was not how fussy Bic was about protecting its trademark (57 are sold around the globe every minute). It was how someone at Bic had come across the article in an obscure trade press magazine that had nothing whatsoever to do with ballpoint pens or, for that matter, Bic’s other products (lighters and razor blades).

Was there really someone (or someones) employed by Bic to read as many magazines as possible just in case some careless journalist wrote “Bic” instead of “bic”? It seems there were. And presumably Hoover, KFC and McDonalds have someone doing the same.

I vaguely remember coverage in the press some years ago reporting that McD was taking action against a greasy spoon named after its owner: a Mr McDonald. But the latest case of touchiness from KFC is even more silly.

The retailer has tried to force the Tan Hill Inn in North Yorkshire to stop using the words “family feast” to describe one of the pub’s dishes, claiming it was a trademark held by the chicken, chicken and chicken seller. Had the Tan Hill Inn been trying to flog chicken under the name KFC - or even made a reference to The Colonel and his special recipe - it might have had a point. But the pub was only resorting to two commonly used and appropriate words to describe one of the entries on its menu. And how anyone would mistake a dish including Guinness and stillton pate, roast turkey and Christmas pudding for the strange chicken offerings at KFC, let alone wander into a charming public house in the Yorkshire Dales (it claims to be the highest pub in the country) and mistakenly think they have wandered into one of the US chain’s tacky high street “restaurants” is beyond me.

KFC didn’t even bother to do one of those silly misspellings to ensure that the “trademark” was its own (You know the sort of thing: “Toys R Us”, “Kwik Save” etc).

So good luck to the Tan Hill Inn which stood firm, refused to change the name and forced KFC to back down.

I wondered earlier about the swathes of saddos whose sole purpose in their working lives is to go through piles of uninteresting magazines and newspapers to see if they could spot the name of their employees printed without a capital letter or daring to put the words “family” and “feast” together to describe... erm... well, a family feast.

But how KFC found the Tan Hill Inn’s perceived transgression of a trademark is more modern. The company found “family feast” in a reference on the pub’s website (www.tanillin.com if you’re interested).

Though the Internet must make tracking one’s trade marks and brand names far easier, it must still be a sad career Googling and Yahooing (note the use of capitals) the same names over and over again.

And if I was involved in a certain non league football club in south west London, I’d think about getting a solicitor. For, I expect a letter from the legal eagles at KFC will soon be winging its way soon to Kingstonians FC.

I have in front of me a press release about a market report on potatoes from those fine researchers at Mintel. I don’t have the actual report as the aptly named Potatoes is a bit beyond my budget at £1,500.

But what little information they have provided free of charge is a bit of a curate’s egg. Sales of spuds are on the up, rising a massive 20% since 2001. Last year alone, Brits consumed a whopping 13,000 tonnes of dehydrated potatoes.

But what of chippies? How are my favourite takeaways doing?

Well, according to the report, fresh potatoes dominate the market with a 60% share or £855m, followed by frozen (33%), chilled convenience (4%), dehydrated (2%), canned (1%) and fresh prepared (1%).

Has Mintel missed out on fast food sales? Or does the fresh prepared sector (including all those restaurants, pubs, fish ‘n’ chip shops, kebab joints, burger chains, pizza parlours etc, really amount to just a measly 1% of the UK’s potato sales?

If anyone stumps up the £1,500 for a copy of Potatoes (Mintel’s telephone number is 0207 600 5703), could they let me know?

So your name is Smith too, is it? A likely story...!