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### Farewell!



After almost nine years at NUS Charity, my second longest ever stint with one organisation (and I only came for two years!) this will be my very last Trading insight introduction, so whilst I hope to see many of you at Trading Summer Conference in Cardiff, I would like to say a heartfelt thank you and a fond farewell to those of you I may not see in person.

I would love to reflect on my time at NUS and say it's been smooth sailing but we all know that has definitely not been the case!

Together, we've had to navigate some truly rough waters: Brexit, war, a pandemic and a cost-of-living crisis have all had an impact on us all, both personally and professionally.

From a commercial perspective, this has meant some really tough decisions over the last few years to ensure we protected our purchasing consortium, income for our members and the charity, and all whilst not wavering from our core values as an organisation.

I could not have done any of this without the hard work, dedication and commitment from your fabu-

lous Trading Support Team. We've consistently been supported by you - our loyal members - and you've helped us to 'get over the line' with many of those difficult decisions for which I want to say a huge thanks.

When I hear the term 'NUS family' it does feel like that's what I've been part of and I will be very sad to leave it all behind. If you would allow me an indulgence at this point it would be to ask you to cherish and nurture what you have with the consortium and the team who will continue to do their very best for you, as always, every day.

Well, that's me. I have lots of plans beyond NUS Charity and depart with lots of wonderful memories, it's certainly been different!!

I wish each and every one of you every success in the future



Lynn King, Trading Support Director

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# Rollover

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University of York Students' Union has been taking part in a transformative AI-driven trial with ClearCOGS to improve kitchen management.

### Tom Mountain, Director of Commercial Operations and Development shares the results...

Recruitment and retention challenges in the hospitality sector have reached a critical point, evident when the government has to launch an inquiry into high vacancy rates within the sector. Brexit, immigration reform, and the impact of Covid-19 have compounded the crisis, particularly felt with kitchen positions, where head chef shortages have surged to 10% and production chefs to 21%. Consequently, higher wages prevail, with the average chef earning £34,800 annually.

In the students' union (SU) catering sector, affordability becomes increasingly elusive, especially with an economy spanning only 33 weeks of the financial year. To adapt, we've reshaped our catering model, simplifying menus, reducing kitchen skill requirements, and eliminating full-time chefs. Despite the abundance of enthusiastic student employment seekers, the lack of experience has led to a significant drain in catering expertise.

One major issue stemming from this is order and preparation efficiency, resulting in substantial waste due to a lack of experience-based knowledge and fluctuating trade patterns. To tackle this challenge, we embarked on a ten-week trial with ClearCOGS, a data-driven forecast tool utilizing Al to predict preparation levels and operational demands. The trial focused on our coffee shop, Kitchen @ Alcuin, known for selling short-shelf-life items like pastries and low-shelf-life items such as sandwiches and salads. The goal was to minimize leftover products by optimizing preparation processes. By integrating the Al-driven system with till data, we entered a learning phase to analyse patterns and refine recommendations.

Over the course of the initial weeks, our system underwent significant evolution through analysis of transactional data, menu preferences, and inventory levels. Collaborating closely with ClearCOGS, we tailored reports and fine-tuned accuracy and by the fourth week, we began to see changes to our waste levels. Waste decreased by 44.12% compared to the preceding week, marking the beginning of a trend with subsequent weeks showing reductions of 15.96% and 11.72% respectively.

During the first six weeks, we recorded 330 wasted items, averaging 55 per week, with a value of £343.86 (£57.31 per week). However, over the following four weeks, this significantly improved, with only 60 wasted items, averaging 15 per week, and a reduced value of £50.31 (£12.58 per week). These savings, especially considering the low-cost and simple prep nature of our items, hold significance and suggest potential for greater savings in more labour-intensive venues.

This trial demonstrates the transformative potential of Al-driven solutions in SU kitchen management. By aligning Al technology with till data, we've not only minimized wastage but also enhanced operational efficiency. The tangible reduction in waste and associated costs underscores the benefits of such technology in the SU sector. As SU financial pressures persist, it's crucial to adapt and leverage technological advancements to meet these challenges head-on.

If you'd like to chat with Tom about the trial, drop him a line at <a href="mailto:t.mountain@yusu.org">t.mountain@yusu.org</a> or <a href="mailto:click here">click here</a> to speak with a ClearCOGS team member, and find a solution that's right for your brand.





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### WHO'S TALKING ABOUT WHAT?



Kate Macnamara is the Molson Coors Sustainability Manager for Western Europe looking primarily at scope 3 emissions. Kate has worked in sustainability roles for the last 7 years across retail and manufacturing and is also currently studying for her MSc in sustainability.

Sustainability is at the heart of the strategy at Molson Coors Beverage Company. They have set targets to reach net zero, and have made good progress against their carbon reduction targets. But sustainability is more than what happens within

the breweries, and they look across the whole value chain to make the biggest impact. Molson Coors is making progress across the whole business, from agriculture, to packaging, to distribution and everything in-between.

### Key takeaways for delegates:

- The importance of sustainability in manufacturing.
- What MCBC is doing to achieve net zero.
- What key actions MCBC has already taken.



With over 25 years' experience in hospitality and now in his 5th year at Edinburgh University Students' Association, **Paul McBride** has extensive experience in a wide portfolio of hospitality environments specialising in high volume operations with a proven track record in driving EBITDA performance and enhancing the customer experience.

In these challenging times, Paul's session will cover how you can remain commercially relevant in your respective organisations. It will look at the day-to-day barriers to success and how effective planning, enterprise and commercial discipline can help you deliver a great student experience for your members and a positive P&L at the end of the year.

#### Key takeaways for delegates:

- Developing an understanding of what you can influence commercially.
- Know your market place and what is important to them.
- How to drive footfall and improve your bottom line performance.





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### WHO'S TALKING ABOUT WHAT?



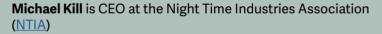
**Sharon Steele** is Marketing and Client Communities Director at Alterline

Sharon is an experienced marketing and communications professional with over 20 years' experience, including commissioning and delivering market research projects in the public and private sector as well as writing and delivering branding, marketing and communications strategies. Sharon works regularly with students' union and university teams who engage with Alterline's

research and wider community activities.

### Key takeaways for delegates:

- Headline insights from the full research project
- A snapshot of the market segmentation produced to profile what students want from commercial services
- Insights into how the University of Buckingham SU intend to put the insight into action



Michael has decades of executive-level experience spanning independent, corporate, and public sectors, specialising in marketing, operations, licensing, logistics, and system implementation.

Holding significant positions at Luminar Leisure Plc, Rank, Northern, The Drinks Group, University of East Anglia, and currently as Chief Executive of the NTIA, Michael has led high-level initiatives with local and national governments and key stakeholders, focusing on best practices for venues, bars, pubs, festivals, and live venues.

You may also recognise him as one of the most prominent media advocates for the night time economy throughout the pandemic, featuring in central Government strategy and over 20,000 media interviews during this period.



### THE UK'S #1

COCONUT

WATER\*









### WHO'S TALKING ABOUT WHAT?



Phil Dayment is Director of Enterprise at Cardiff Students' Union and brings over a decade of experience in hospitality to the role. His prior roles include 16 years in various positions within the hospitality sector, from General Manager to Regional Wide Cluster Group Management, spanning late-night bars, clubs, hotels, and restaurants across the UK. Phil ensures top-quality services across commercial areas.

Join us for an insightful session on creating and developing a successful engagement strategy and turning it into actionable plans for SU commercial spaces. Whether you're a seasoned students' union operator or new to the field, this session aims to give valuable insights and actionable takeaways to elevate

your commercial spaces and drive success.

#### Takeaways for delegates:

- Insights into effective methods for enhancing customer engagement and boosting footfall across daytime and late-night activity.
- Evidence-based experiences reinforced with financial performance data.
- Practical tips and approaches for driving revenue in commercial areas.
- How we approach creating a culture of collaboration and teamwork between management and student staff, promoting a unified approach towards achieving our goals and targets.

**Joseph McDonnell** has been part of the UK team at <u>Klimato</u> for almost 2 years, helping food and beverage organisations to calculate, track and report their food-related climate impact. Joseph builds new relationships and creates sustainability strategies.

Joseph will kick off the session with the importance of sustainability and food for SUs and the planet. You'll learn how to calculate the climate impact of your food and beverage offering and understand the influence of carbon labels on menus to guide consumer choices. We'll explore strategies to formulate a climate reduction plan, crucial for SUs navigating sustainability challenges, then show you actual case studies from trailblazer SUs and other educational organisations.

#### Takeaways for delegates:

- How to calculate the climate impact of your food and beverage offering
- The influence of carbon-labelled menus on consumers
- How to create and implement a climate strategy



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344014	VITHIT Sparkling Mango & Pineapple
344015	VITHIT Sparkling Pink Grapefruit & Lime
344013	VITHIT Sparkling Raspberry & Watermelon

## WHO'S TALKING ABOUT WHAT?

**Abi Savage** is CEO at Bishop Grosseteste Students' Union, which is a small and specialist SU. Abi has worked in the student movement for 17 years and over the past two years, overseen the union grow their commercial to successfully take over the running of the onsite bar.

**Kieran Wiseman**, Commercial Manager at BGSU, has worked alongside Abi to bring about the successful acquisition of the Union Bar. Kieran has worked in SUs since 2018, initially in events and marketing and now manages the day-to-day SU commercial operations.





The session will cover how they persuaded and influenced the university they could run the bar successfully, how they cut through the bureaucracy, red tape and policies ensuring student voice was heard throughout the journey, and how they engaged students to use the space. They'll also cover how they changed the space on a low budget, introduced a hot food service with no previous catering experience, additional benefits of the venture, and how they did all this with support from the NUS commercial team and consortium suppliers.

### Key takeaways for delegates:

- Empowerment to develop your SUs commerciality, especially for smaller unions.
- You don't need a huge budget or refurbishment programme to make a venue more appealing and engaging to students.
- How important student voice and engagement is to succeed commercially.

With over a decade in the commercial sector, **Jacob Love** started from sales assistant at nineteen and moved into operations, buying and management in his mid to late twenties. Jacob has brought a fresh commercial vision in the last year to help grow Suffolk SU.

In March 2023 we had to make the difficult decision to close the SU shop due to high operating costs and low sales. This paired with pressure from the University to reopen the shop forced us to change our thinking and shift to a new staffless operating model. This session focuses on the decisions involved in closing the shop, the journey to reopening, and the benefits to this new operating model.

#### Key takeaways for delegates:

- The efficiencies of a staffless shop.
- This model is particularly useful for smaller SU's but could apply to any size SU.
- Staffless shop models can help reduce operating costs.



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# WHO'S TALKING ABOUT WHAT?



Mikey Lapin has spent 8 years in the SU sector, supporting and developing commercial functions across both the University of Nottingham and Coventry University. As part of the senior leadership team at Coventry, Mikey has developed a commercial strategy which has been the foundation and catalyst of their sustainable, yet entrepreneurial growth.

At Coventry, Mikey has managed to develop and curate a relationship with the University that is providing a steady stream of revenue-generating opportunities. These

opportunities have enabled us to authentically engage with our members, whilst sustainably growing our income. These have included 3 new catering outlets, with a potential two more on the horizon.

### Takeaways for delegates:

- How to position yourself as a collaborator, and not a competitor to the University.
- How University catering teams view the SU (from a recent NUCO conference).

**Alan Dove** is the Director of Commercial Services at Bournemouth University Students Union and also works on initiatives with the local late night trade group and Business Improvement District in Bournemouth Town Centre.

Increasing numbers of students express fear of evenings and this is impacting their student experience, our commercial services and town centres. In this session we can explore ideas that might start to turn the tide in the other direction. I will share projects from Bournemouth that have included the wider nighttime economy, students groups, and cultural development. Expect to explore event strategies and night time economy frameworks in a positive can-do style.

### Takeaways for delegates:

- Insight into some experiences in Bournemouth.
- Sharing ideas for initiatives that could encourage more students to enjoy the night.
- · Where to start implementing ideas.



## WHO'S TALKING ABOUT WHAT?

#### Lizzie Bone works as a consultant for NUS

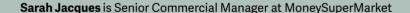
Lizzie has worked with Students' Unions on insight and commercial work since 2009 and has extensive experience in revenue generation from brands, having previously led NUS extra and TOTUM. Lizzie now works to support NUS in revenue generation, providing support to both NUS UK and NUS Charity.





Rosie Taylor is Senior Business Development Manager at Decision Tech

Rosie is an experienced Business Development Manager with immense experience of working in the marketing and advertising industry across multiple verticals. She is highly skilled in building partnerships with external parties that drive mutual success, and is also an expert in affiliate (performance) marketing.



Sarah has extensive experience in the price comparison websites sector, across Money, Energy, Home and Car insurance. Sarah is at the leading edge of developments in the broader car insurance market and translating that knowledge into the MSM car insurance strategy. She works closely with independent insurance market experts, external partners and internal stakeholders.



Delivered in collaboration with MoneySuperMarket, this session will cover how students' unions of all sizes can generate income from their existing media. Lizzie, Sarah and Rosie will cover the media that all SUs have, and the value of that media to partner brands. Sarah and Rosie will take delegates through an affiliate tool and opportunity for SUs to operate the tool across their own platforms, and Joe Atkinson from NUS UK will describe how NUS can support SUs more generally to generate revenue from media using Nationbuilder.

#### Key takeaways for SUs:

- Learning how to audit your digital media and price without fear.
- How to operate a MoneySuperMarket affiliate tool on your local Students' Union membership platform (if you want
- How NUS can support you and your SU to use digital platforms to generate income.



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### WHO'S TALKING ABOUT WHAT?



**Becci Burrows-Watson** is Head of Strategic Operations at Warwick SU.

Becci started as an officer at Warwick in the Dark Ages, followed by a couple of years as Ents Manager at BUGS. She then worked for over 15 years in marketing then Regional Management in the Managed Pub, Club and Restaurant sector before returning to Warwick 15 years ago, heading up the operations and championing sales, service, sustainability, safety and

safeguarding amongst other alliterative and non-alliterative areas

### Key takeaways for delegates:

- Sustainability has to be top of the agenda.
- Signing up to the Charter offers not only clear objectives and targets but also opportunity for support and shared learnings.
- The issue is not going away - it's getting closer and gaining momentum.



Sunjaya Nagaraja is Insight Lead at Lumina Intelligence

Sunjaya brings over a decade of experience in FMCG and strategic

market research, supporting clients in food, drink and general merchandise.

Passionate about driving business decisions through data, his collaborative leadership and stakeholder engagement shines at board level and conferences.

He loves hiking and traveling in his free time.

Sunjaya will be taking you through the latest insight and market reports for the retail convenience and pubs and bars sectors.







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Offer the same high-quality, ethically sourced arabica coffee served in Starbucks® cafés around the world at your campus. With premium solutions crafted for your needs, the We Proudly Serve Starbucks® Coffee Programme offers a beverage experience that students know and trust.

Elevate the experience on your campus and create better connections with your customers with unrivalled day-to-day support and best-in-class barista training.

### **GET IN TOUCH**

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### THE UK'S NO.1 CHILLED COFFEE\*



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While people all over the world have been enjoying their brews hot for centuries, drinking our tea and coffee cold is a relatively new phenomenon.

Grab yourself a brew, take a pew, and we'll tell you how cold has become the new hot...

### Iced tea - a brief history

There are various claims as to where iced tea originated, but one of the most documented is that Richard Blechnyden – an English plantation owner – invented the drink in 1904 at the St. Louis World Fair. It's however probably more accurate to say he 'popularised' the drink as recipe books and other resources had referred to iced or cold tea since the mid 1800s.

In 1879, iced tea made its earliest known published appearance in a cookery book called Housekeeping in Old Virginia. The reader was recommended to steep green tea for a day, then "fill the goblets with ice, put two teaspoonfuls of granulated sugar in each, and pour the tea over the ice and sugar."

But the big break for iced tea undeniably came 25 years later when during a heat wave, Richard Blechynden realised his hot Indian black tea samples weren't going down well. He added ice and it was an instant hit!

The biggest challenge at the time was finding ice. This all changed with the introduction of the domestic freezer by General Electric in 1927.

More recent growth in the market has been fuelled by marketing the health benefits of iced tea which is rich in vitamins, minerals and antioxidants. Health-conscious consumers consider it a healthier alternative to carbonated drinks and manufacturers have also started using innovative fruit flavours – particularly appealing to younger consumers who are more open to 'newer and more diverse formats' according to CGA research.

While 85% of the tea consumed in the US is iced tea with sweet tea being synonymous with the South, Asia Pacific is currently the largest consumer of iced tea.

Why not try it out with your students? Here's a recipe to get your started...

#### Ingredients

6 tea bags. 2 tbsp golden caster sugar. 1 tbsp runny honey, plus extra to serve. 2 lemons, 1 juiced, 1 sliced. 1 orange, sliced. Small bunch mint leaves. ice

#### Method

STEP 1 - Put the tea bags, sugar, honey and 1.5 litres of just-boiled water in a large heatproof jug. Leave to steep for 10 mins, then remove and discard the tea bags. Chill until ready to serve.

STEP 2 - Stir in the lemon juice, lemon slices, orange slices and mint leaves. Transfer to a drinks dispenser.

STEP 3 – Either fill tall glasses with ice and pour over the iced tea or add ice to your dispenser. Serve with extra honey to taste.



### Iced coffee – a brief history

The first iced coffee was reportedly invented by the French army during the Battle of Mazagran in 1840. The Algerian heat was stifling so when they ran out of milk, they added cold water to their coffee instead.

When the troops returned to France, they suggested the idea of serving the cold coffee in tall glasses to café owners and from there, the drink was dubbed café mazagran.

Mazagran quickly spread to other countries, each coming up with their own variation. The Vietnamese serve it with sweetened condensed milk over ice, Germany has eiskaffe—coffee and ice-cream and the Austrians include a shot of rum with an ice cube.

While the ubiquity of ice has undoubtedly increased the popularity of iced coffee in recent decades, it received an added boost when Starbucks

launched Frappuccinos (frappé and cappuccino) in 1995 and cafes have since experimented with new flavours as the market grows.

While the iced brew journey has been somewhat slower in the UK – likely due to cold weather and Brits preferring a warm drink - according to the CGA Hot Beverages Spotlight Report, there is expected growth in both iced coffee (+19%) and iced tea (+22%).

With 44% of consumers agreeing their choice of hot or iced drink changes depending on the season means now is the right time to get those ice-makers on! alcohol infusions, lashings of cream, marshmallows and flavoured syrups entice customers looking for that indulgent treat and an alternative to tea or coffee.





The Summer 2024 campaign kicks off on 2 May and continues until 4 September.

This year, the single biggest sales opportunity is for outlets to get behind iced coffee.

Your free POS kit (which you should have received on 22 April) contains posters that will entice customers to order their favourite drinks over ice.

We're also spotlighting our Frappé range with the new Cookie Dough Frappé available from 13 June.

**Iced Coffee** – Core range that's easy operationally. Americano, Latte, Cappuccino and Mocha

**Frappé** – Coffee, Strawberry, Salted Caramel, Choc Fudge brownie and the returning Mango Bubble Frappé.

Iced Tea - Peach Iced Tea

Additionally for the summer we have two biscuit lines: Bubble Frappé Gingerbread and Sunny Shortcake.

Should you want to discuss coffee please get in touch.





### Ready Today, Not Tomorrow - Fairtrade Cold Brew Coffee by Bridge Coffee Roasters (Formerly The Real Coffee Company)

There are many ways of preparing fresh, cold brew coffee but most of the solutions require 24 hours of brew time, and involve a lot of mess. Any coffee you want to serve today, has to have been prepared yesterday.

Cold brew coffee is on the rise, particularly in the younger demographic and in education sectors. The industry has needed a solution for a long time to produce great tasting fresh cold brew coffee at a moments notice.

#### Introducing the Marco Cold Bru system

With its innovative extraction technology, the Cold Bru helps your baristas prepare strong cold brew completely hassle free in under two hours.

Paired with the POUR'D on-demand font system, the Cold Bru by Marco can be used to serve precise doses of fresh cold brew coffee by a barista or via self-service. No wastage, no fuss, just great coffee.

Looking for the perfect coffee to serve? The Roots Collection of coffees from Bridge Coffee Roasters are crafted to suit the demands of higher education establishments – offering certifications, traceability, incredible flavour, and directly supporting coffee farming communities through project waterfall. Search 'Bridge Coffee Roasters' and start serving delicious cold brew coffee, today.

BRIDGE



As temperatures rise, so does the demand for refreshing beverages to beat the heat. The cold beverage market is booming, so understanding the evolving preferences of the iced beverage consumer is key to capturing their hearts this summer.

Matthew Algie has the breadth of ingredients you need to create a thirst-quenching iced coffee and tea menu to elevate your campus experience. Our portfolio includes a range of premium coffee blends, award-winning loose-leaf tea, flavourful syrups, plant-based drinks and more. Beyond that, we provide you with in-depth insight into iced seasonal trends, helping you craft your menu with our catalogue of recipe ideas. We're also here to support you in promoting your range, with our stand-out point-of-sale materials and social media assets.

Our recipe highlights for this year include Raspberry & Lemon iced tea, with crushed raspberries and garnished with a slice of fresh lemon. Research shows that lemon has overtaken strawberry as the most popular flavour across Europe for this summer. Consumers are craving refreshing, naturally sweet and multi-functional taste.

Iced latte and iced tea are the two most popular beverage platforms, making up 44% of seasonal drinks, versus 4% hot coffee and tea. The ongoing iced craze is set to continue, with consumers looking for beverages that give them that energised caffeine hit and cools them down. Our Rocky Road Iced Latte topped with whipped cream and mini marshmallows is sure to be a hit for this summer. Get in touch to discuss in more detail.





The We Proudly Serve Starbucks® Coffee Programme provides a wide selection of iced beverages from coffee classics such as Iced Latte and Iced Mocha to Frappuccino® Blended Beverages and Refresha® Drinks. These have gained immense popularity with students due to their invigorating flavours, indulgent options and ability to provide a much-needed boost during busy academic schedules.

With demand driven by Gen Z, when it comes to iced beverages the We Proudly Serve Starbucks® Coffee Programme offers an array of options that are perfect for students seeking a refreshing drink all year round. From Iced Americanos to Frappuccinos, all coffee-based beverages are crafted using 100% Arabica beans, ensuring a smooth, rich and caramelly taste. To cater to individual preferences, students can also customise their iced beverages by adding different syrup flavours and plant-based milk alternatives.

Frappuccino\* blended beverages have become an extremely popular go-to choice for many students. They combine a coffee or crème base with ice and a range of flavours, topped with whipped cream and drizzled with sauces. With classic options like caramel and coffee, as well as seasonal variations such as Pumpkin Spice Frappuccino\* and Toffee Nut Frappuccino\*, they are a delightful and indulgent treat for students.

For those in need of an energy boost and hydration, Starbucks Refresha® Drinks are also an excellent choice. Flavour options include Strawberry Açai and Cool Lime – and the beverages are made with fruit juice, ice, green coffee extract and freeze-dried fruit pieces - providing a revitalising experience.





### Awaken new depths for World Oceans Day

World Oceans Day 2024 takes place on 8 June and is a global celebration of the ocean, marine life and all ocean activities, that aims to make the seas the focus of global discussions and policy decision-making, while strengthening the voice of ocean and coastal constituencies worldwide.

Because 8 June is a Saturday this year, official activities for the United Nations and its partners will take place on Friday 7 June when scientists, policy-makers and citizens will be encouraged to engage together around growing challenges the ocean now increasingly faces. For more details, visit the website.

### **Annual diary date**

The first World Oceans Day was declared at the 1992 Global Forum in Rio de Janeiro to "celebrate our world's shared ocean and our personal connection to the sea". Three decades and a lot of research later, the 2024 event hosted by the Division for Ocean Affairs and the Law of the Sea of the Office of Legal Affairs (DOALOS) in partnership with Oceanic Global, will follow a theme of "Awaken New Depths".

### Why the ocean matters

The oceans, through their temperature, chemistry, currents and marine life, drive global systems that make the Earth habitable for humans. Rainwater, drinking water, weather, climate, coastlines, food, plus the oxygen we breathe are provided and regulated by the oceans which are also vital trade routes.

Careful management of this global resource - which covers three quarters of the Earth's surface and represents 99% of the planet's living space by volume - is vital for a sustainable future. However, pollution and eutrophication are damaging coastal waters, while ocean acidification is destroying ecosystems, biodiversity and small-scale fisheries.

Protection for vulnerable areas needs to be well-managed and well-resourced, with regulations put in place to reduce overfishing, plus the growing maritime global pollution and acidification threats.

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Brecon	Cottage

Brecon Carreg began life as a true cottage industry on the Llwyndewi Farm over **45** years ago. Look closely and you'll spot it on our labels! The cottage has since become our HQ where our close knit team proudly bring Brecon Carreg to life on a daily basis

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We're extremely proud of our water and, like many of us, we're also passionate about the impact of packaging waste.
We're proud to say that every bottle of Brecon Carreg is 100% recyclable - including labels and lids!

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### 100% Recyclable

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### **Certified Ethical Company**

Since 2016, we have been independently accredited by the **Ethical Company Organisation** – a detailed study focusing on environment, animals and people. We are proud to have scored

highly on the Ethical Index Score year-on-year, ensuring that our brand is enlisted in **The Good Shopping Guide.** 



### **Our Water Footprint**

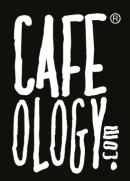
Thanks to our 'Raintrain' system (a separated drainage and purification system), we're able to monitor and process all water usage on our site.

Through monthly readings, we are able to analyse and improve our water management. Anything we don't use is then **sent back to nature** via the Raintrain system.

### Zero waste to landfill

We're proud to have been a zero waste to landfill company for **over 6 years**. That means that nothing we use is incinerated or ends up in landfill – instead, it's either reused or recycled.

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in



Spices don't just spruce up a bland meal they're available all year-round and have a plethora of health benefits.

Long before the holistic medicines of today, the ancient Greeks were using herbs and spices as treatments. Nowadays, while still being used globally as an alternative to conventional, manufactured medicine, as consumer tastes become more adventurous, so have the kitchen spice racks.

Over the last 20 years, and especially since the pandemic, the use of dietary supplements has also grown as consumers look for ways to boost immunity and stay healthy. Research shows many herbs and spices offer vitamins and minerals that support health, but while it's not completely proven that using particular herbs or spices in our cooking, or as a supplement will have a direct impact on our health, eating more plant-based foods may certainly improve gut health.

Here's some herbs and spices which will add flavour and fitness to your culinary adventures...

#### Tumeric

One of the most popular spices for both flavour and health benefits, turmeric is full of antioxidant and anti-inflammatory properties. Native to Southeast Asia, it's part of the ginger family and is a good alternative to mustard with notes of ginger and pepper.

#### Cinnamon/

With a fragrant aroma that conjures up images of log fires and glühwein, cinnamon is used in a huge range of foods from curries to confectionary. Although not used as widely as some of the other herbs and spices mentioned, it still has a myriad of antidiabetic, anticarcinogenic and other health benefits.

### Cumin

Studies have shown that cumin aids weight loss, cholesterol and many more health issues. Known for its aromatic flavour, it appears in dishes worldwide but is particularly popular in Indian, Mediterranean, Mexican and Middle-Eastern cuisine.



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for the perfect cocktail.



### **WE'RE PROUDLY CARBON NEUTRAL**

At Frobishers, we are committed to promoting sustainable practices in all that we do. We believe that it is our responsibility to help protect our planet and its resources for future generations.

We are committed to both of the key ways of being sustainable; reducing our carbon footprint and offsetting the rest with carbon credits.



n the QR code or head to ishers.com/sustainability to find out more.

### Chilli powder

No one really knows why but when people eat chili powder, it triggers protein changes in the body that support weight loss! It also has cardiovascular benefits and is an all-round 'good spice' – until you overdo it!

### Ginger

Used as a remedy for thousands of years for nausea and digestive problems, ginger contains high levels of antioxidants – only pomegranates and certain berries contain more.

### **Peppermint**

Renowned for its antibacterial and digestive properties, research has shown peppermint is also effective at improving heart and lung health. Peppermint tea contains essential oil which has a calming and reviving effect on both the mind and body which is why it's one of the most popular herbal drinks in the UK.

### **Parsley**

Originating in the Mediterranean, parsley is widely used but often as an uneaten garnish. This tasty herb is effective for high blood pressure, allergies and being rich in vitamin K, is good for bone health.

#### Garlic

You'd be hard-pushed to find anything savoury without garlic in it in most pantries - and rightly so as this pungent bulb is not only packed with flavour, but a chemical called allicin which helps to cure colds and lower blood and choleterol levels. Top it off with a cup of peppermint tea and you'll finish dinner with fresh breath, feeling healthy and revitalised and with the immune system of an ostrich!

### Pepper

Black pepper is the most common spice added to global cuisine and is a great source of manganese - a property associated with good bone health, metabolism and healing.

### What's the difference between a spice and a herb?

Spices come from the roots, rhizomes, bark, stems, fruits, blossoms, leaves and seeds of plants whereas herbs are typically deemed as non-woody plants.

Herbs and spices really are the powerhouses of flavour and nutrients. Using dried varieties can also be more cost-effective because they're stronger meaning you use less and you can store them for longer which reduces food wastage.

# BOOST YOUR CHILLER SALES







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## Enjoy the taste hofome







# Make a note!

While one could be forgiven for thinking sustainability is an easy concept to embrace for stationers - an industry based around paper - it's a bit more complex. Take the classic notebook for example with its stiff front cover, sadly this has historically been made from polyurethane or similar materials which means it's impossible to recycle. With the world changing at an amazing pace on the issue of climate change, stationery manufacturers have had to think differently and come up with new ways to develop ranges that are sustainable and recyclable.

Here's four of our favourite suppliers that have our planet in mind and are making great, green progress...



#### Maped Helix Iconic Maths Set goes ECO

Stationery giant Maped Helix has revolutionised its iconic Oxford Maths Set so that it contains environmentally friendly equipment made from recycled materials. The graphite pencils within the famous tin are FSC certified, meeting the gold standard for ethical production. The protractor, ruler, pencil sharpener, lettering stencil and set squares are all made from recycled plastic while the timetable is made from recycled paper. Maped Helix is also packaging the new Oxford ECO Maths Sets in recycled card.

The Oxford ECO range, which features recycled plastic and recyclable packaging throughout, also includes a student set of stationery, 30cm folding ruler, black ballpoint pens, barrel pencil sharpener, pencil case and FSC HB pencils.

Plastic-free packaging has been implemented across the entire Oxford range, while the Kingswinford HQ striving to go completely paper free, use LED energy efficient light bulbs and has introduced flexible working to reduce commuting. An electric car charger has been installed and staff are also being encouraged to cycle to work.

Other ways that Maped Helix is reducing its carbon footprint include removing the PVC shell from its Maped scissor packaging. Now the product is in a simple blister pack made from 100 per cent recyclable cardboard. This change alone represents 5.5 tonnes of PVC saved per year across the Group.

For more information about Maped Helix please visit <u>www.mapedhelix.co.uk</u>, email <u>info@mapedhelix.co.uk</u> or call 01384 286860.



The UKOS range of stationery and arts and craft products is a testament to both creativity and sustainability.

Each item is carefully sourced from eco-conscious suppliers, ensuring a harmonious blend of quality and ethical standards. From recycled paper notebooks to biodegradable pens, products reflect their commitment to environmental stewardship.

The provenance of the materials is paramount. UKOS prioritise partnerships with suppliers who share their dedication to sustainable practices. They believe in supporting communities and preserving natural resources, which is why they seek out suppliers who uphold Fair Trade principles and prioritise renewable materials.

Moreover, UKOS sustainability credentials are ingrained in every aspect of their product line. They utilise recycled and recyclable packaging, minimising waste and environmental impact and their commitment to sustainability extends beyond product sourcing; it's a guiding principle that informs every decision.

In addition to their sustainable product range, UKOS are proud to operate a low-carbon logistics warehouse and utilise an electric fleet of delivery vans. Their commitment to reducing carbon emissions extends beyond the products themselves to every step of the supply chain.

By choosing UKOS stationery and arts and craft products, customers not only fuel their creativity but also contribute to a more sustainable future. With each stroke of a pen or brush, they're making a conscious choice to support ethical practices and environmental conservation.

To make a difference and ensure you're working with the most sustainable supplier for office equipment and craft supplies, contact Sarah Wood (07918 650781) who can assist with showing you the UKOS complete core list.







At **Pukka Pads**, our sourcing team has years of experience finding the best quality and most sustainable materials on the market.

We pride ourselves on only using FSC or FSC Recycled paper where possible, so that we can help contribute to the social, economic, and environmental protection of forests around the world. In more recent times, we have also dug deeper into the materials used to make our pads, and now use vegan glues and inks, and acid free paper where possible.

We've also included more detailing on our packaging and products relating to the recycled content of the item, as well as recycling instructions. This has helped to reduce waste, and supported consumers to make better choices when finished with their products.

Although a large amount of our notebooks are made in the far east, a huge range of our product portfolio is still made in Britain to this day. This includes our full range of box files, lever arch files and ring binders; as well as bubble wraps which are all manufactured in Bingley, West Yorkshire!





**Golding Distribution** (formerly Golding Products) have been leading the way in the reduction of single use plastics within their range.

They were the first brand owner to offer a full range of earphones with zero single use plastic packaging with their range of Mediastar CM-150 Earphones – this was subsequently replicated by global brand JVC who did the same with the worlds best selling earphones – "JVC Gumy range". Goldings didn't rest on their laurels here though – their MD Kevin Marlborough explains:

"We see the reduction of unnecessary packaging as a constant evolution and betterment of our ranges. Our "zero plastic packaging" has also been rolled out to include our brands

Audio Pods, Power U, and Wired. We see it as a super compliment that some-one such as JVC follows where we lead in terms of trying to reduce single use plastic as much as possible."

"We are also committed to re-using packaging wherever possible. A great example here is the re-use of twin wall carton shippers to get our products out to our customers. We often will re-use cartons that we have been supplied product in – to send out our own orders to NUSSL members. Very often there is no need to use a brand new cardboard carton shipper box – when a re-used one will be just as good."



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### UK's biggest net zero census launched

The largest research initiative of its kind has been launched to define the business sector's contribution to the UK's 2050 net zero target.

The UK Net Zero Business Census will establish a definitive benchmark for the business sector's progress on net zero, helping to inspire action, inform policymaking and tackle climate change.

The survey is being delivered by the UK Business Climate Hub in partnership with Planet Mark, together with a coalition of business associations, large corporates and media outlets.

Planet Mark's Director of Policy and Partnerships, Andrew Griffiths described the project as the "most ambitious survey ever undertaken on the state of UK business' progress to achieving net zero".

"Through working with so many like-minded partners, we will be able to reach thousands of businesses across the country to understand the commitments and actions they are taking to drive positive change for society, business and nature."

The UK's leading professional environment body, <u>IEMA</u>, says the project will also provide a regional business-size breakdown of the data.



Edward Lockhart, Convener of the IEMA-backed <u>Broadway Initiative</u> - a coalition of businesses and others helping to deliver net zero - said: "It will give government, business leaders and the financial community a richer dataset than we've ever had before to take stock of progress and what more needs to be done."

The census is open to all UK-based businesses of any size or industry, including those who have not yet planned to take action to <u>reduce their carbon emissions</u>.

Participation in the survey will contribute to a clearer understanding of the current progress on delivering UK net zero and where more support is needed to tackle climate change. The exercise will then be repeated annually to track progress and guide Government and industry on the support and resources that businesses need to advance. All data submitted to the UK Net Zero Business Census will only be used for the purposes of this research.

#### Take part >

The census closes on 30 June. A Census Report will be published in mid-September this year.

Source URL: https://app.croneri.co.uk/whats-new/uk-s-biggest-net-zero-business-census-launched





### TIME TO DELIVER ON SUSTAINABILITY



With a recent survey showing that 87% of students believe their universities and student unions should take sustainability seriously, now is the perfect time to consider what caterers can do to serve a more sustainable menu.

At Brakes, we are working towards a future where we will deliver sustainable food on an electric vehicle, charged with solar panels at a zero carbon depot. We recognise that we've got some way to go to make that a reality, but we are making progress across our three focus areas of people, product and planet.

#### Brakes launches climate stripes electric vehicle

Across Brakes depots, we have been trialling various vehicles and delivery formats as part of a programme to understand the challenges and opportunities to decarbonise the UK's largest foodservice fleet. In February, we took another step on our decarbonisation journey with the latest electric HGV to join our fleet, emblazoned with the 'Climate Stripes' graphic. It signalled another major step forward in our ambition to stop buying diesel vehicles in the UK by 2030.

Climate Stripes were designed to highlight the issue of rising global temperatures. They were created by Professor Ed Hawkins at the University of Reading and are designed to show vividly how global average temperatures have risen over nearly two centuries.

The changes to our vehicles will be a major part of our programme to reduce our scope 1 & 2 emissions by 27.5% by 2030, something we're on track to deliver.

But it's not just our vehicles where we're making changes, also helping us to achieve our targets will be new solar panel installations on the roofs of our depots. We've recently completed the solar array on a second depot, with a roll out planned across our entire network where it is feasible to install them.

#### Great, sustainable food

While we can, provided the infrastructure is available, plan the journey to a decarbonised fleet and take steps to make our depots more sustainable, food is a bit more complicated. That's why we're working closely with our higher education partners to create the food that students want to eat as part of an ever-increasing plant-based range.

We recognise the importance of creating a centre of plate offer that students will love, while providing a more sustainable option. We're working closely with members to understand their catering requirements and offering practical support. For example, scoring the carbon footprint for menus. If you'd like inspiration to create more sustainable menus please get in touch and we'd be happy to take you through some ideas.

For more information about Brakes and our sustainability journey visit brake.co.uk/why-brakes/sustainability





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### People, Planet and Pints...



According to an international survey conducted across the UK, Germany, Austria, Belgium, Japan and Singapore, almost 59% of the 3,500 participants said they would be willing to pay up to 30% more for their beer if it was produced sustainably.

The respondants considered three elements in the brewing process that could be more sustainable, these being waste, energy and water reduction with the UK having the highest awareness of these elements. Despite the cost of living crisis, it's reassuring to know people still have the environment in mind when making decisions.

Findings revealed that 83% of those surveyed are making a concerted effort to reduce their carbon and water useage which is great news for the planet.

It's also great to see breweries making changes and looking for greener solutions such as closed-loop systems; reusing treated wastewater for brewing, and rainwater harvesting for non-brewing processes.

Many brewers have already upgraded to energy-efficient equipment and use renewable energy sources. Huge invesment in water conservation techniques has been made and implementing waste reduction strategies in to their business has not only meant less waste going to landfill and pollution, but also created new revenue streams such as compost produced from spent grain and hops.

#### Host your own People, Planet, Pint...

People, Planet, Pint brings together passionate people who want to act on climate change whilst having a pint. The company do all the heavy lifting for you via eventbrite, keeping attendees updated, social media promotion and the first 33 drinks are on the house! All you need to do is provide the venue, turn up and welcome people to your first People, Planet,



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## **Trading Awards**



Congratulations to the following students' unions who have made it to the shortlist for our inaugural Trading Awards. The winners will be announced on 27 June when we join together to celebrate the amazing work of commercial staff across the country.

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Bournemouth University
Swansea University
Huddersfield
University of Manchester
University of York
Leeds Trinity
University of Salford
Keele
University of Sussex
Leeds University
Liverpool Guild of Students
Worcester
UCL

Good luck and make sure you're all registered!





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