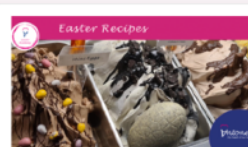


An Insight into... Hello ... from the other side

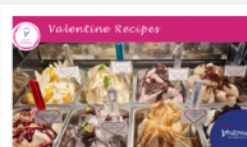
Thanks to all those who joined us for our inaugural webinar presentation recently. We were excited to see so many people register and attend our Teams presentation, where we introduced a few of our favourite new products and showcased our updated Making Ice Cream brochure. If you missed the presentation but you are interested in watching it you can follow [this link](#) to view our recording. (NB we recommend you fast forward to 7 minutes, as the first 7 minutes is just silent images and video footage whilst people were logging in.)



We appreciate all the positive feedback we have received from those who attended this Teams presentation, with many of you asking to be added to a list for future webinars. When you venture into unknown technical territory there is always a fear that many things could go wrong, especially given we had 4 presenters in different locations, however it was a privilege to be able to present to you (even if it was the other side of a screen) all the products about which we are passionate. Our Business Relationship Managers, Sales & Technical Team look forward to showing you more of the benefits when we can eventually meet face to face again. If you would like to read more about our latest endeavours keep checking on our [blog page](#).



Easter Cabinet Recipe Card
See which ingredients you need to recreate Jonny's Easter cabinet.



Valentines Cabinet Recipe Card
Find out all the ingredients you need to create Jonny Gelato's valentines cabinet.

Do you Know? - Rumour has it

Yes it is true you can now access our latest Making Ice Cream brochure via our website. To see the digital flipbook version of our ingredients brochure follow [this link](#).

We have seen an increase in demand for customised printed tubs in 2021, although unfortunately there seems to be a global supply problem with PLA coating as the fully compostable version is currently unavailable. We are expecting normal service to be resumed in the coming months.



Bakery News Remedy

Are you looking for ways to change your portion sizes? Our Atina cone may just provide you with the remedy you are looking for. The Atina waffle cone is just a little bit smaller than our popular Torino but barely noticeable to your customer from their last visit, last season. However the difference in cost to you is in the portion size which will definitely be noticeable in your accounts. Although the scoop sizes may look quite similar to the naked eye, you could be saving yourself up to 12% per scoop on every serving. Reducing portion sizes is not a new idea - it is a strategy used by many well known confectionary brands in recent decades. This way you will be able to maintain your quality but help cover your overheads and variable costs.



Focus on Flavours - Best for last

If you were on our webinar call you will have heard Jonny talking about one of his product highlights in our Combos range - Trix. Our Combos are in the box products combining pastes, variegate and sometimes decorations.

Some of our Combos feature on our [recipe cards](#) in our recipe blog page. You can use these to help recreate some of Gelato Jonny's favourite cabinet combinations.

The table shows the ingredients you need to create the Trix in your cabinet.

Trix	Name	Code	Dosage g/kg
Paste/Concentrate	Biscotti Frollino	KPC507P	50
Ripple/Variegati	Toffee Mou	KPC528P	-
Ripple/Variegati	Milk Choc Brunella Latte	MAX43MD	-
To Decorate	Salted Biscuit Crumb	S16907	-

Best wishes from us all
Mark Antonelli

PS. You may have noticed that we sneaked some song titles into our headings in our last issue, but did you know whose? Yes it was Lionel Richie, but do you know whose songs feature in this issue? Answer next time!