



STREAMLINED SUPPLY CHAIN

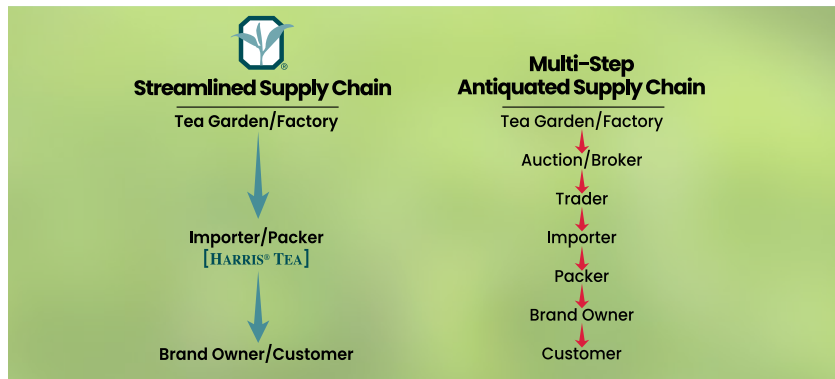
A Harris Tea Advantage

From growing to sourcing to the moment finished products are shipped—controlling the supply chain is crucial to the success of any tea enterprise. With Harris Tea Foodservice, we've developed a system that's highly streamlined, fully integrated and, carefully monitored.

Many companies buy strictly through U.S. importers, or work solely with agents. While convenient, this approach can obscure critical supply chain dynamics. Unaddressed supply chain shifts can contribute to

continuity, quality and cost problems. Or they can lead to missed opportunities for saving money, improving quality, and creating new tea blends.

In contrast, our supply chain system provides unmatched visibility, through strong, direct relationships with estates and factories at origin. Carefully monitored by in-field tea-sourcing experts, our integrated, streamlined supply chain is superior to the competition and provides real benefits to our foodservice customers.



TEA TRENDS

Hot Tea Sales Expected to Increase 10.8%*



Overall, the hot beverage category has experienced a decline over the last few years. However, current projections in this foodservice category are recovering. Technomic anticipates double-digit growth for hot tea sales with a 10.8% increase by 2023.

**Technomic Away-From-Home Beverage Navigator 2021*

RECIPE FOR SUCCESS

Raspberry Tea Garden Mocktail*

INGREDIENTS

- 4 oz Raspberry Iced Tea
- 0.75 oz Lemon Juice
- 0.5 oz Simple Syrup
- 4 Raspberries
- 2 - 4 Basil Leaves

SIMPLE SYRUP

Combine equal parts sugar and water in saucepan over medium heat and stir until dissolved. Remove from heat, let cool. Store in a sealed container in refrigerator.

ASSEMBLY

- Brew your raspberry iced tea following standard brewing instructions.
- Muddle raspberries, basil leaves, and simple syrup in a cocktail shaker.
- Add raspberry tea, and lemon juice with a full scoop of ice and shake.
- Double strain over new ice in a high-ball glass and garnish with a lemon wheel, raspberries, and a basil leaf.

*Optional: Add 1.5 oz gin for alcoholic version.



Tea Travels – VIETNAM



Vietnam is a medium size producer of tea but a large exporter in the global context. Tea is grown both in the sub-tropical North and the tropical South and produces Black, Green and Oolong teas.

The main tea growing provinces are Moc Chau, Son La, Lai Chau, Tuyen Quang, Ha Giang, Phu Tho, Yen Bai, Thai Nguyen, Nghe An situated in the North; Lam Dong and Gia Lai situated in the South. Each of these areas have their own specialization from Industrial Tea, Specialty Black, Good & Specialty Green Tea and Oolong Tea. Our green tea is from Son La and Thai Nguyen while our premium black teas are from Tuyen Quang and Industrial tea used for iced tea applications are from Phu Tho and Yen Bai. Oolong tea production commenced in the 1990's and is mainly produced in Lam Dong, Moc Chau and Son La. Joint ventures with



Taiwanese companies enabled access to technology and suitable cultivars for continuous development. We have been working with our suppliers on the sustainability front and some of our suppliers have obtained Rainforest certification, which augurs well for the future.

Source: Visvajit Dealwis, Harris Tea Vice President of Procurement

Products to Watch



Ready Sweet® Sugared Iced Tea

With an exact ratio of tea-to-sugar, our Southern sweet tea combines black tea leaves and pure cane sugar in one convenient, easy-to-brew filter pack. There's no need to make a simple syrup as this mixture creates a consistent, delicious fresh brewed sweet tea in three-gallon batches. It's the perfect blend to deliver glass after glass of clear, clean sweet tea.

ASK THE EXPERTS

Q What is the ideal pH of iced tea brewing water?

A pH ranges from 0 (perfectly acidic) to 14 (perfectly alkaline.) A pH of 7.0 is neutral, therefore perfectly balanced water is best to use for iced tea, more so than hot. If you want to test this out, Eternal brand spring water has a pH of 7 and makes an excellent glass of unsweetened black tea.



Q Will water softening equipment eliminate cloudy iced tea?

A Yes, this will remove most of the mineral content (i.e. hard water) that mingles with the tea particulates causing the cloudiness.

THE LAST SIP

Continued awareness among Americans on healthy living is expected to drive tea consumption and industry growth.

This trend confirms our introduction of expanded tea flavors and innovative solutions for our customers to maximize profit from their tea programs. We're excited to see what's coming next.

– Trevor McSwain, VP Foodservice Sales

