



I'm going to talk to you about Harry Cragoe,  
thanks to whom smoothies appeared on  
the British market, all the story of his work  
of founded PJ Smoothies company.

I'll take about 7 minutes. If you have any  
questions, I'll try to answer them  
afterwards.

# Glossary

First of all, a want to tell you what the smoothie is.

Smoothie- a mix of fruit juice and fruit puree which is thiker than normal juice.



Harry Cragoe first tried a fruit smoothie in California in the early 1990s. He had no idea then that he was on the road to corporate success.

He noticed that in Britain people could buy just orange or apple juice, but nowhere they could not buy smoothie. And he saw a real opportunity.

Firstly Cragoe sold his flat, car and investments and flew back to California. He returned with a cool box packet with frozen drinks and persuaded a friend, Patrick Folkes, to help him import and sell them.



Then they founded PJ Smoothies. It was in 1994.

Initially, the firm imported frozen smoothies from America, but the business grew quickly and they didn't have the stock to meet demand.



In 1996 Cragoe decided to set up production in Britain. He founded a factory in Nottingham, equipped it and began production.



Finally, PJ Smoothies has gone from strength to strength. The company is now Britain's market leader in the fresh drinks sector, controlling just under 50% of the market. As a proof of that, Cragoe sells more than 250,000 drinks a week in summer to big supermarkets.



But there have been problems along the way. Cragoe lost € 30,000 when his distributor went bankrupt, leaving him hundreds of boxes of juice to distribute.

But he has never lost confidence in his concept. «Most of all, you've got to have fun», he says. «You must feel really passionate about what you're doing».



Sounds like a slogan, doesn't it? I think we all should think just like Harry Cragoe does.

Thank you for you're attention. I hope that you liked my presentation.

If you have any comments or questions, I'll be happy to hear them.