

## TUCO SOUTH EAST REGIONAL CATERING GROUP MEETING

Wednesday 4<sup>th</sup> March 2020 commencing at 10.00 am

Room SW1.17, Kings College London,  
Somerset House East Wing, Strand, London WC2R 2LS

### A G E N D A

1. Welcome and Apologies for Absence
2. Presentation by Café Direct
3. Minutes of Last Meeting and Matters Arising
4. TUCO Academy
  - Master's Degree
  - Day Courses
  - Development Days
  - Study Tours
  - e-Learning
5. Contracting
  - Contracts Update – Nicola Mellor
  - Regional Commodity Champions
  - TUCO Online
  - Further Competition Service
  - Efficiency Reviews
6. Research
  - Benchmarking Against the High Street
  - Ideas for new Research
7. Marketing and Communications
8. Business Development Update by Catherine Clarke
9. TUCO Board Update
  - Winter Conference 2019 Feedback
  - Chefs' Competitions 2020
  - Summer Conference 2020

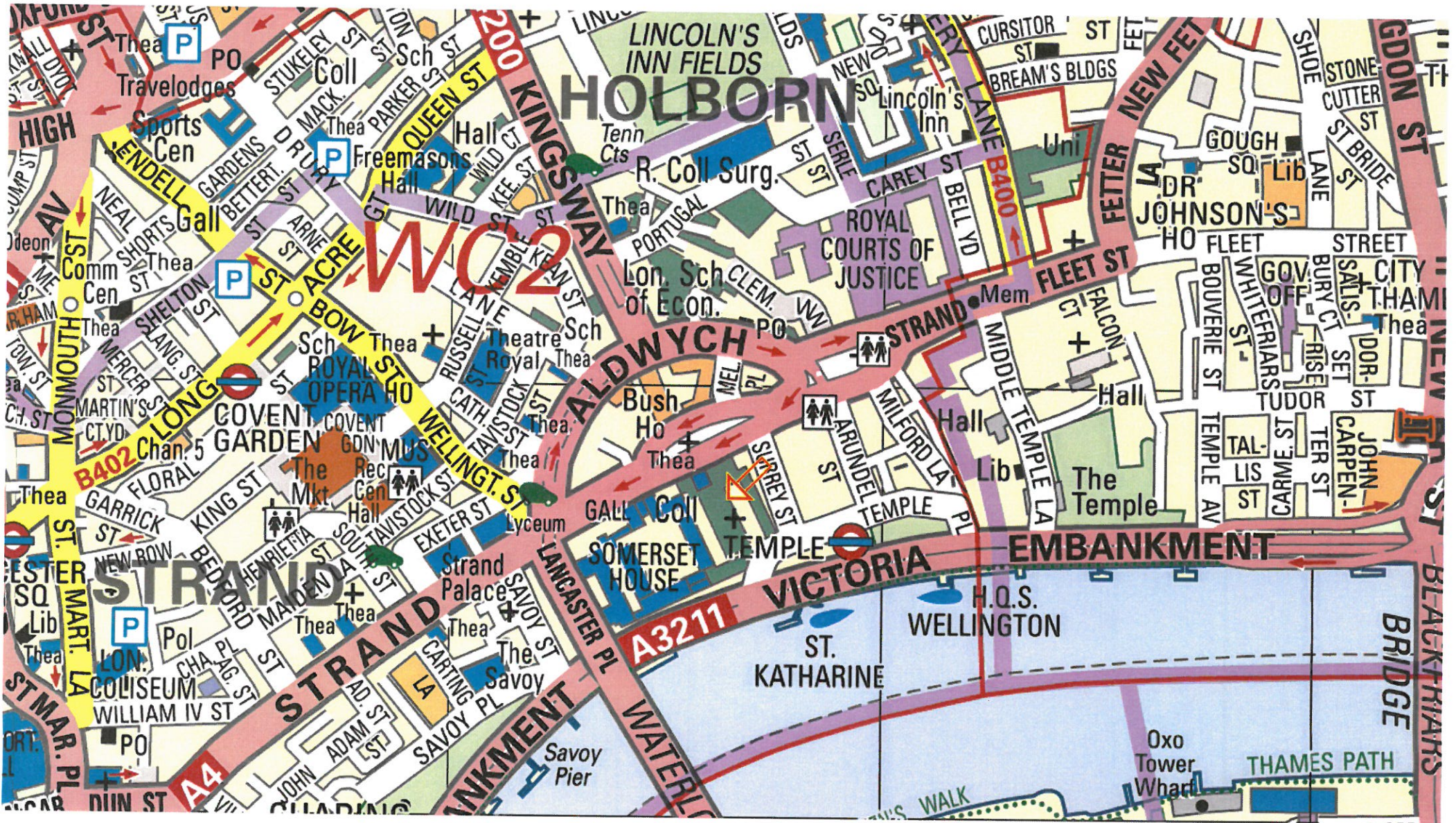
10. Regional 'Hot Topics' and Institution Projects

11. Presentation by Jonothan Draper of Red Tractor

12. Any Other Business

13. Regional Meetings – Dates and Venues for 2020

- Wednesday 17<sup>th</sup> June                      University of Kent (Inc Networking)
- Wednesday 18<sup>th</sup> November              Nairobi Coffee, Watford



## TUCO South Eastern Regional Meeting

Tuesday 26<sup>th</sup> November 2019 at University of Surrey

### MINUTES

<b>Attendees:</b>	Manish Shah	King's College London
	Martin Batt	Reading
	Jacqui Beazley	LSE
	Steve Charley	Reading
	Graham Collie	South Essex College
	Garry Collins	The Access Group
	Yvette Cutcliffe	Surrey
	Mitch Dalglish	Houses of Parliament
	Robert Grimer	Kent
	Judith Hoyle	TUCO
	Nicola Mellor	TUCO
	David Oakley	Churchill College Cambridge
	Mark Slater	Churchill College Cambridge
	Keith Williams	Kent
<b>Apologies:</b>	Mark Brett	Anglia Ruskin
	Bill Brogan	St John's Cambridge
	Kamil Houry	Imperial
	Arnaud Leudjou	Brunel
	Hayley Lowes	Kent
	Mark Reed	Kent
	Darren Tyers	Essex
	Adam Watkins	Kent
	Wendy Wenborn	Anglia Ruskin

#### 1. Welcome and Apologies

Apologies are as above.

#### 2. Presentation by Kevin McKenna of Brewfitt

Kevin presented on their range of Mr Fitz Aquaspritz range of non-alcoholic cordials which are perfect for mixing with cocktails. They have achieved 100% waste reduction of single use water bottles. For more details, contact Kevin at: [kevin@mrfitzaquaspritz.com](mailto:kevin@mrfitzaquaspritz.com)

#### 3. Minutes of Last Meeting and Matters Arising

These were agreed as read.

## 4. Training Academy and Study Tour Update Courses & Development Days

Full curriculum is now available through the prospectus but there are also additional dates in right up to the end of 2020 on the website.

When booking online now (including study tours) the event is automatically updated to the main contact account in the new website and requests that the delegate booked creates an account as well. This is where information for joining instructions will be posted – we will addition send e-mails for a while longer while everyone gets used to the new process.

### E-Learning

New market place is available now, members can use a shopping cart process (similar to Amazon) to pick and choose modules to use. Licences can be exchanged for other modules if not used making the purchase flexible dependant on the needs of each member's staff mix and their prior learning. You are able to set up your own account by accessing the following:

<https://tucostore.upskillpeople.com/>

The system means you can set up your own staff and add or remove as you wish in your own account.

### Post Graduate Qualification

We've had 11 expressions of interest in the Taster Day at LSBU on the 11<sup>th</sup> of October – you can still come along if you would like to attend by booking on through the website here: <https://www.cognitofirms.com/TUCO2/MastersDegreeTasterEventAtLSBU11thOctober2019> there are bursaries available but applicants should discuss the additional travel and potentially accommodation costs with their line manager. And the amount of attendance required at LSBU should also be discussed, 50% of the Master's degree is delivered remotely and all sessions are recorded – should anyone miss classes – but there is also wider reading to be considered. (This can be managed though and it's best to speak to one of the current cohort – can be arranged through Sarah).

### AOB

The Academy is now an Awarding Body Centre for Highfield in its own right. We're offering Level 2 and Level 3 Allergen controls in catering and Food Safety at cost price for certification and registration materials (no trainer cost at all) – starting from £15 per person, with a view to increasing the number of qualifications which would be delivered regionally. We've already had several bookings and we have run quite a few courses in the last few weeks – 73 students in total so far with a 100% pass rate. If you're interested in running your own, either in conjunction with other institutions or on your own site then use the regional booking form (or contact Sarah by e-mail).

We're also pleased to announce that we have a new Business Admin apprentice who joined the TUCO team at the start of September. Sam Blezard has only recently left school after his GCSEs and he will be supporting the Academy and the Contracts team.

## 5. Purchasing Update Framework Updates

Confectionery –The confectionery agreement is due to expire on 15<sup>th</sup> November 2019. Based on feedback from a member survey and regional meetings, we are creating a new framework agreement to cover 'Convenience Retail'.



The University Caterers Organisation

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This new agreement will include relevant sections of the confectionery agreement. The new 'Retail' agreement will be ready to commence in spring 2020. For those members that use the current confectionery framework, we are suggesting that members extend their individual call off agreements by 6 months to cover the crossover period. David asked if bulk buy bags of sweets for use in things such as Pick n' Mix would be included for use in a Zero Waste type store. Nicola thought that this may be in a separate framework going forward but would look into it for him.

Kitchen Equipment Maintenance – an award notice needs to be placed for each individual call-off.

Meat & Poultry – Pork prices continue to rise due to the on-going swine fever problem. Increases have been introduced by nominated providers against pork lines specifically, though there is a knock-on effect on other proteins (as customers switch from pork to other meats driving up demand).

Turkey - Price increases due for Turkey due to short supplies as the hot weather has reduced supply of Turkeys. Breeding flocks have died in Central France due to heat stress, the UK sources 20% of its Christmas birds/eggs from these hatcheries. The extreme heat in August has caused high mortality on the farms. The high temperatures have reduced food conversion ratios and the birds arriving at the factory are well below their target weights.

Turkeys suffer from Blackhead, a soil based protozoa that has thrived over the summer due to hot weather followed by intense rain. Blackhead has the potential to wipe out a whole flock over a couple of days. Demand for poultry and particularly turkey has increased. Swine Flu in pig production has pushed up pork prices and the restrictions on turkey imports from South America has made the demand for fresh turkey more acute. This combination of factors means that the UK & Europe are producing 20% less turkey than this time last year. The reduced supply of livestock has pushed up live bird prices by over 18% in the last couple of months.

Soft Drinks – Fairtrade items from Bewleys are no longer available. All members who buy the products should have been advised. Further details are available on Bewleys webpage on the TUCO website under soft drinks. Price increases from CCEP are available on ProcureWizard and the TUCO website. CCEP Vending machines are no longer on the TUCO framework agreement, however, members may have them in place via previous agreements. If so, please note that Selecta have taken over the contracts for CCEP Vending machines, have decreased royalty payments and are extending contracts. The statement from CCEP is that unfortunately Freestyle machines are not currently available for universities. We are continuing to look at solutions in order to enable Freestyle to be rolled out but cannot confirm a date when it will be available. Graeme mentioned that Selecta have told him that his royalties would be reduced to 30% going forward so he has not yet signed a new contract. He is also still having issues with CCEP and ProcureWizard. Garry Collins is aware of this but the problem is with CCEP and the EDI.

Real Wrap *“are back up to full staff levels and actually have a waiting list of prospective employees now! Training has been very successful, and they are in a good place with production”.*

DIPCHEM framework agreement renewal – is currently being evaluated to start on 1<sup>st</sup> December 2019. Hot Beverages - The ITTs have been returned and are currently being evaluated. Alcohol - ITTs have been returned and are currently being evaluated. Sampling took place on 29/30<sup>th</sup> October. New framework will start 16<sup>th</sup> January 2020. Framework spend Data reports are on the website - could members check their spend report for accuracy and advise of any inaccuracies.

Contract date columns have now been added to this document to gain an understanding on your contract period. Contract Start/contract end/contract extensions.

### ***Pricing***

Bidfood have agreed 2 price increases per annum (April and September). Country Choice – 4<sup>th</sup> November (2.34%). Arzyta – 1<sup>st</sup> October (4%)

### ***Brexit***

The Brexit Impact Tool is available on the TUCO website which has been compiled in conjunction with other consortia and a survey of suppliers has been carried out. Members do not appear to be stockpiling although David mentioned that he had ordered his Christmas wine delivery early. The group felt that travel disruptions will be the main problem, with Kent in particular as they are in such close proximity to Dover.

### ***Contract Review Meetings***

Vending and Waste took place on 14<sup>th</sup> and 16<sup>th</sup> October respectively with IFDC on 3<sup>rd</sup> October and Catering Light Equipment on the 24<sup>th</sup> October.

### ***Questions for Members***

FINGOPAY (**BIOMETRIC ENABLED PAYMENTS**) Front of house technology – possibly linked up to EPOS. Members were asked if they had any interest in this or if they were already using this technology who are they using.

Supplier Tiffin use face recognition for clocking in and out

Do catering teams hold some responsibility for the mental health/wellbeing of students? Do members have any requirements for literature products to share with students/staff to highlight wellbeing messages or helplines? If so, is this something that TUCO can assist with or is everything produced in-house? There was some discussion around who takes responsibility within an institution for the mental wellbeing of students. Catering teams are generally thought to be best placed to notice any changes in habit, behaviour etc – particularly in catered Halls. However, overall responsibility for this tends to come under either the Students' Union or specially trained staff members.

Nicola suggested a change around of the Agenda, with the Hot Topics around the members appearing on there first. The members' main purpose of the meeting is to network with each other. Members stated that they would be happy to read the Academy and Framework Reports separately and suggested that we focus more on letting them have topical discussions.

### ***Sustainability***

TUCO are currently recruiting for a Sustainability Officer. This is an additional resource for the office to carry out sustainability including the Palm Oil accreditation, MSC accreditation and TUCO accreditation.

They will also administer the sustainability pages on the website.

Palm Oil update – meeting for the accreditation with Mike and RSPO being planned. MSC re-certification successful; Site and Head Office Audit in July & August. At LSE money raised from the levy on plastic cups is given to the Sustainability Committee to put towards projects such as beehives etc. At King's they are taking beef off the menu and having a more plant-based diet and Manish asked if TUCO could give them some guidelines on this. Keith would like to see some research carried out on this.

## 6. Research

Benchmarking Against the High Street is available on the website. The latest version of the Global Food and Drink Trends is available either online or by hard copy which can be requested from the TUCO office.

## 7. Marketing and Communications

Website launched in July just before Conference. We're still collating feedback and ironing out any creases – all feedback is welcome.

Please can we be more proactive on the Forum – this should be the only place for requesting info from other members, sharing ideas, giving us feedback on events and academy events, please also log on regularly to help out other members when they have questions. For example, Bill has posted a question asking for ideas on cheese courses for vegans to no responses yet.

Working on Winter Conference; bookings are now open. There's also the option for the Cardiff Study Tour straight after. The theme of the conference is 'Sustainable Success' and there'll be no printed collateral/material available

We'd welcome your ideas for speakers/themes for the Annual Conference 2020 in Keele  
The form to submit your pricing for the Benchmarking Against the High Street research is still open. We'd encourage you to submit your pricing so the research remains accurate. An email was sent out with a link to the form, and the form is on the website too under the News & Views section

If anyone would like to feature their institution for a case study showing success and improvement in catering on campus, and doesn't mind sharing financial stats and figures, let Anj our Marketing Manager know!

## 8. Board Update

There had been some negative comments on the feedback from the summer conference in York but the organizing committee planned to build on this for next year's conference. The winter conference will be held at Cardiff University on Wednesday 4<sup>th</sup> December and will be preceded by dinner at Cardiff Castle on Tuesday 3<sup>rd</sup>. Competitions 2020 will be held at the University of Warwick from 6<sup>th</sup> to 8<sup>th</sup> April and we are introducing some new categories into this event, for example Vegan Challenge, Breakfast Challenge and Love British Food.

The summer Conference of 2020 will be held at Keele University from 27<sup>th</sup> to 29<sup>th</sup> July and six weeks before that we will be competing in the Chair's Charity Challenge where we will walk a minimum of 25 Kms along the Thames Pavement, finishing at University of Reading's Business School in Henley-on-Thames.



## 9. Regional Hot Topics

### *King's College*

They have taken beef off the menu after Goldsmith's College did this. Now that they have removed beef the students want lamb to be taken off also. They are currently looking at reverse vending and are up for a Green Gown Award at the forthcoming awards dinner in Glasgow. Their vegan restaurant, Roots, is proving very successful and they are moving over to vegan wines in Hospitality.

### *Churchill College*

They removed beef and lamb from their menus in October, the students are fine with this but the Fellows are not happy. They have also switched from olive oil over to rapeseed oil. They now just have chicken, pork and fish on the menus. Salmon is just as bad as beef but the focus is more on beef. There are price constraints on animals which have been reared humanely. David is working on environmentally sustainable chemicals such as washing up liquid which he gets through Bidfood and Winterhalter. They are also looking to become cashless.

### *Kent*

Kent have not taken beef or lamb off their menus and still have some plastic bottles but they have increased their vegan dishes. They are one of the Top 20 Vegan Universities as voted by PETA. They have had complaints about cultural appropriation because the food is not being prepared by Chefs of that nationality. They have had questions over the provision of water in hospitality.

Their students and members of staff have been given a bottle made from sugar cane and people can refill their bottles at certain point across campus. Keith bought 8,000 branded bottles at around 90 pence per unit. Students also get a bamboo cup in their room and get a large drink for the price of a small one if they use their cups. They are struggling to find chefs and wondered if chefs from other universities would consider helping out. Kent would pay by the hour for their travel and accommodation.

### *South Essex*

At least 50% of their students are doing catering because they had to be in full-time education. They are in a deprived area so a lot of it comes from funding and this takes time to come through. Students are not wearing their chef's whites so they cannot sell the food produced for Health and Safety reasons. They have done a deal with Unilever whereby they get retro payments back from the manufacturers rather than the supplier. They have done this through the ProcureWizard recipe manager. They have just purchased 50,000 plastic and PLA free cups from DCS.

### *Surrey*

They are still offering beef and lamb and have made a conscious decision not to stop serving them. It is about responsible sourcing and giving people the choice. They have increased the vegetarian and vegan options. The coffee cart in a storage tent has now been re-housed in an old building. They have an outlet whereby you either have china or you bring your own cup.

### *Houses of Parliament*

The challenge is how to feed everybody with everybody moving around. Food cannot just be delivered it has to be checked and scanned separately and then tracked on its way in. Just getting the stuff in to one place is a challenge.

## *LSE*

An old building in the centre of the campus has been knocked down and then re-built which has been going on for three and a half years and has now just opened. Two other buildings have also been knocked down and then re-built. Their plant-based café is now one year old and is very popular. In the academic staff's dining room they have dropped one meat choice so that they now have one meat, one fish, one vegetarian and one vegan. They have just won a Food for Life accreditation along with a 3\* SRA accreditation. They have just re-rendered for their waste stream and Bywaters have given them a coffee cup shaped bin for recycling coffee cups. They now have a lot of apprenticeships particularly supervisors who want to become managers. They are having problems recruiting chefs. They have been asked to take over the Students Union shop and one of their cafes which is on campus.

## *Reading*

Martin asked whether any other members let external traders come onto campus. Kent are currently having a battle with this. Reading have just managed to ban them while improving their offer to students at the same time. Keith asked about Click and Collect but Reading have found that this did not work.

## **10. Any Other Business**

Jacqui asked who has dual pricing for students and staff. At Kent they have rationalized prices. Churchill have several tiers to their pricing – the university card is identified to a particular type. External students have their own key card. Reading have dual pricing and just ask the customer the question, they do not ask for ID.

## **11. Dates for 2019 Meetings**

- Wednesday 4<sup>th</sup> March                      King's College, London
- Wednesday 17<sup>th</sup> June                      University of Kent
- Wednesday 18<sup>th</sup> November              Venue to be confirmed

# TUCO Framework Report

Submitted by Jane Eve, Head of Contracts

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0161 713 3424

Version: Jan 2020/Meeting 1 of 2020

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## Contact details – TUCO Contracting Team

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## About TUCO's framework agreements

### We currently use 3 types of procedure under Public Contracts Regulations 2015

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- Restricted** The 2 stage, restricted procedure permits TUCO to "pre-qualify" suppliers based on their financial standing and technical or professional capability so as to narrow the number permitted to submit bids at the ITT stage (i.e. stage 2).
- Open** In an open procedure, anyone may submit a full tender as there is no "pre-qualification" of bidders.
- DPS** There are two stages to this procedure; similar to the more commonly used restricted procedure, stage one is the pre-qualification stage and stage two is the award stage. **TUCO have already carried out stage one in order to create a pre-qualified list of suppliers however approved users (i.e. Buyers / TUCO Members) MUST complete Stage 2.** Approved users (buyers, TUCO members) award individual local contracts through the DPS. The buyer (TUCO member) invites all potential suppliers on the DPS (authorised supplier list) or within a particular lot to participate in a further competition bid for a specific contract. Suppliers must have a minimum of 10 days to submit their tender. Suppliers are not obliged to bid. All stage 2 document templates have already been created and are available for members to download and tailor to their individual requirements before issuing to the DPS suppliers. A contract award notice must be placed within 30 days of award by the TUCO member.

FCS

### TUCO's Further Competition Service

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We recognise that some of our members do not have the resources or product knowledge to maximise the benefits of our agreements or to constantly benchmark pricing and service. That's where the TUCO FCS service can help.

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<b>TUCO run FCS across the TUCO agreements</b>	Offered for free for members, analysing your procurement methods remotely and helping you get the best deal using the TUCO frameworks. Think of it like an audit of your procurement.
<b>Offering more value for members</b>	After speaking to some of our members about their buying practices, we know that we can provide one-on-one support to really drive down prices further.
<b>The benefits</b>	The contracting team will help you to drive greater efficiencies and savings that are specific to your institution. The day to day procurement will remain with you but TUCO will offer the added value part: we'll carry out a review of their procurement, your buying habits, and with the permission of that member we will conduct a further competition across our agreements and refine the terms and conditions under which they're buying. Single-source or dual-source products and really leverage your position and maximise. A benefit of this is the consolidation of products into the core list so that you are benefitting fully from TUCO's net prices, which are proven to be industry leading.

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## Alcohol

Supply and distribution of Draught Beers & Cider (Lot 1), PPS Beers & Cider (Lot 2), Spirits & fortified Wines (Lot 3), Core Wines and all wines (Lot 4), One Stop Shop (Lot 5) and Independent Brewers (Lot 6)

**Start: 16/01/20 End: 15/01/22**

Current status	In 2 years fixed period. Option to extend by 2 further years; extension will be issued in/around Summer 2021					
OJEU Process	Restricted Procedure. Supplies. Ref: xxx					
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:           <ol style="list-style-type: none"> <li>Direct award without re-opening competition, <i>or</i></li> <li>Mixture of direct award and mini-competition (New), <i>or</i></li> <li>Mini competition</li> </ol> </li> <li>Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>					
Framework Savings						
Category Manager	Hannah Myton-Wright					
Pricing	31 <sup>st</sup> March 2020 and then annually 1 <sup>st</sup> March (to include budget changes)					
<b>Supplier/Lot</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
Bidfood Unity Wines		○	○	○		
<b>Carlsberg</b>	○	○	○	○	○	
House of Townend			○	○		
JW Filshill		○	○			
<b>LWC Drinks</b>	○	○	○	○	○	○
Matthew Clark Wholesale	○	○	○	○	○	
Molson Coors Brewing Co	○	○	○	○	○	
SH Jones			○	○		
SIBA						○
Stewart Wines				○		
Tanners			○	○		
Contract Management	<ul style="list-style-type: none"> <li>Heineken no longer delivering direct (via Matthew Clark Wholesale or LWC)</li> <li>As of 23.01.20 Carlsberg and Molson Coors pricing is NOT available online as we are still resolving non-compliances with TUCO's framework document and Model Supply Terms</li> </ul>					

## Catering Light & Heavy Equipment

Supply and distribution of **Light Catering Equipment – one stop shop (Lot 1)**, **Catering Uniforms (Lot 2)**, **Sustainable Alternatives to Disposables (Lot 3)**, **Cookware (Lot 4)**, **Refrigeration (Lot 5)**, **Cold Rooms / Walk in Freezers (Lot 6)**, **Ware washing (Lot 7)**, **Ventilation (Lot 8)**, **Heavy Appliances (Lot 9)** and **Heavy Equipment – one stop shop (Lot 10)**

**Start: 13/11/18 End: 12/11/20**

Current status In 2 years fixed period. Option to extend by 2 further years; extension will be issued in/around June 2020

OJEU Process Restricted Procedure. Supplies. Ref: 2018/S 087-195129

Call off guidelines

- Call off via:
  4. Direct award without re-opening competition, *or*
  5. Mixture of direct award and mini-competition (New), *or*
  6. Mini competition
- Lotted by category not region; therefore all suppliers in that Lot must be invited to bid
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings FY 18/19 – 0.85%

Category Manager Hannah Myton-Wright

Pricing Annually

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10
All Purpose-	○	○	○							
Alliance	○		○							○
Bidfood-	○			○	○	○	○		○	
Brakes	○	○	○	○	○	○	○	○	○	○
Bunzl	○	○		○	○		○		○	○
Buttress (Maid Aid)							○			
Comax	○	○	○							
Foster						○				
HG Stephenson	○	○	○						○	
<b>Hobart</b>				○			○			
JLA				○	○					
Kitchequip	○			○	○	○	○		○	○
Magenta	○		○							
MWUK (Alexandra)		○								
<b>Nisbets</b>	○	○	○	○	○	○			○	○
RH Hall				○	○		○		○	○
Stephens Catering	○			○	○	○	○			
Swift Maintenance					○	○	○	○	○	○
<b>True Refrigeration</b>					○					
WV Howe	○			○			○		○	○
Whitco Catering				○		○		○	○	○
Williams						○				

Contract Management

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- Recent container order for Eco-2-Go cups saved one of our members £3.5k on their order
  - Latest Contract Review Meeting: Scheduled for 24<sup>th</sup> October 2019
  - Research with TUCO & True Refrigeration. The piece will supply an in-depth look at the future food trends, and wider catering industry requirements, that will affect the foodservice market in the near and distant future.
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## Confectionery, Snacks, Soft Drinks, Cakes & Ancillary Products

Supply and distribution of Confectionery (Lot 1), Cakes (Lot 2) and Tobacco (Lot 3)

**Start: 16/11/15 End: 15/11/19**

Current status	Extended (4 <sup>th</sup> and final year) Being retendered ( <i>see new agreements</i> )		
OJEU Process	Restricted Procedure. Supplies. Ref: 2015/S 119-217060		
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:               <ol style="list-style-type: none"> <li>1. Price weighting change only, <i>or</i></li> <li>2. Mini competition</li> </ol> </li> <li>• Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>		
Framework Savings	FY 18/19 – 5.2%		
Category Manager	Nicola Mellor		
Pricing			
<b>Suppliers</b>	<b>Lot 1</b>	<b>Lot 2</b>	<b>Lot 3</b>
Batley's (BB Foodservice)	○		○
Bidfood	○	○	
Brakes	○	○	
JW Filshill	○		○
Sugro	○		
Fulfil		○	
Handmade Speciality Products		○	
Peros		○	
Contract Management	<ul style="list-style-type: none"> <li>• P&amp;H ceased trading</li> <li>• Latest Contract Review Meeting: January 2019</li> </ul>		



## Disposables & Kitchen Chemicals

Supply and distribution of Disposables (Lot 1A), Reusable Alternatives to Disposable (Lot 1B) Chemicals (Lot 2) and Allergen Labelling Software System (Lot 3), Lot 4 One Stop Shop.

**Start: 16/12/19 End: 15/12/23**

Current status New Agreement

OJEU Process Open Procedure. Supplies. OJEU Ref:

Call off guidelines

- Call off via:
  1. Price weighting change only, or
  2. Mini competition
- Lotted by category not region; therefore all suppliers in that Lot must be invited to bid
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings FY 18/19 – 0.85%

Category Manager Mandy Johnston

Pricing Annually

Suppliers	Lot 1A	Lot 1B	Lot 2	Lot 3	Lot 4
All Purpose Cleaning and Catering Supplies Ltd	○	○	○	○	○
Alliance Disposables Ltd	○	○	○	○	○
Arrow County Supplies	○		○	○	
BCS	○		○	○	
BFS Group Ltd T/A Bidfood	○	○	○	○	○
Bowak Ltd	○		○	○	
Bunzl Catering Supplies	○	○	○	○	
Diversey Ltd			○	○	
GMC CORSEHILL LTD	○		○	○	
H.G. Stephenson Ltd	○	○	○	○	○
HAMILTON & POLLOCK (2012) LTD	○			○	
Industrial Cleaning Supplies (Liverpool Limited)	○	○	○	○	○
Instock Disposables Limited	○	○	○	○	○
KeepCup Ltd		○		○	
Lothian Supply Company Ltd	○	○	○	○	○
Magenta (UK) Ltd	○	○	○	○	○
Nivek Catering Supplies Limited	○	○	○	○	○
Planglow Ltd.				○	
TRI-STAR PACKAGING SUPPLIES LTD	○				
UNICO LTD	○	○	○		
Vertella	○	○	○	○	○
Wray Bros Ltd			○	○	

Contract Management

- Supplier details on the website.

## Fresh Fruit & Vegetables

Supply and distribution of Fruit and Vegetables to Members situated in London (Lot 1), North West (Lot 2), North East (Lot 3), Yorkshire & The Humber (Lot 4), West Midlands (Lot 5), East Midlands (Lot 6), South East (Lot 7), South West (Lot 8), East (Lot 9), North Wales (Lot 10), South Wales (Lot 11), Scotland (Lot 12) and Northern Ireland (Lot 13)

**Start: 01/08/18 End: 31/07/20**

Current status In 2 years' fixed period. Option to extend by 2 further years; extension will be issued in/around February 2020

OJEU Process Restricted Procedure. Supplies. Ref: 2018/S 048-104924

Call off guidelines

- Call off via:
  1. Direct award without re-opening competition, *or*
  2. Mixture of direct award and mini-competition (New), *or*
  3. Mini competition
- Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings FY 18/19 – 5.14% and 2.85% (*Source: Quenelles*)

Category Manager Jane Eve

Pricing Option to review quarterly

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12	13
Accent Fresh							○		○				
Brakes	○	○	○	○	○	○	○	○	○	○	○	○	○
Country Fresh			○	○	○	○			○				
Creed	○	○	○	○	○	○	○	○	○		○		
E Sidwell					○	○							
Entremettier	○						○	○					
Equilibrium t/a Fresh Range					○			○	○				
Ferryfast t/a Worcester Produce					○	○							
Fresh n Fruity	○					○	○		○				
Freshview Foods		○			○	○				○			
GW Price		○	○	○		○							
George Anderson													○
Harvest Fine Foods							○	○					
J&R								○					
John Palin				○		○							
Kale & Damson	○				○	○	○	○	○				
Linkclass (London)	○						○	○					
Mark Murphy													○
Millside Barrowcliffe				○	○	○							
Oliver Kay	○	○	○	○	○	○	○	○	○	○	○		
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12	13

Oncore t/a Fresh Produce	○											
Pilgrim Foodservice		○	○		○	○			○			
R Noone	○											
Ralph Livesey	○	○	○	○	○						○	
Reynolds Catering	○	○	○	○	○	○	○	○	○	○	○	○
Ribble Farm Fare	○	○	○	○	○						○	
Ron Chalker	○	○	○							○	○	
Set Produce	○											
Sherringham's Fine Foods	○											
Start Fresh		○		○	○							
Stuarts Foods		○	○		○					○		
The Veg Factor					○	○				○		
Total Produce	○	○		○	○			○		○	○	○
Winster Foods	○	○	○	○	○	○	○	○	○	○	○	○

Contract Management

- New price lists for some suppliers have been uploaded to their pages on the website effective from 01/04/19 to 30/06/19
- Latest Contract Review Meeting: 28 & 29 August 2019
- Total Produce purchased Mark Murphy with the merger completing November 2018 therefore Total Produce prices will now apply to Mark Murphy

## Fresh Butchered Meat & Poultry

Supply and distribution of butchered meat and poultry to HE/FE (Lot 1) and Local Authorities (Lot 2)

Start: 01/01/18 End: 31/12/21

Current status	Currently in 3rd of 4 year agreement. Contract using 1st year extension period.	
OJEU Process	Restricted Procedure. Supplies. TUCO Ref: CAT11035-TU OJEU Ref: 2017/S 122-246917 Award Reference: 2018/S 004-004914	
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:           <ol style="list-style-type: none"> <li>Direct award without re-opening competition, <i>or</i></li> <li>Mixture of direct award and mini-competition (New), <i>or</i></li> <li>Mini competition</li> </ol> </li> <li>Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>	
Framework Savings	FY 18/19 – average 25.35% (Source: Quenelles)	
Category Manager	Kim Ashley	
Pricing	Option to review on a quarterly basis.	
Suppliers	Lot 1	Lot 2
Aubrey Allen	○	
Bidfood	○	○
Brakes	○	○
British Premium Meats	○	○
CMB Foods	○	○
Complete Meats	○	○
Freeman Catering Butchers	○	○
Gibbins Quality Meats	○	○
Harlech Food Service	○	○
John Sheppard Butchers	○	○
Llechwedd Trading	○	○
Marbec Meats	○	○
MC Kelly	○	○
Midland Foods	○	○
MJ Birtwistle & Co	○	○
Mrs J C Altham & Sons	○	
Owen Taylor & Sons	○	○
Solent Butchers	○	
Underwood Meat Company	○	○
Contract Management	<ul style="list-style-type: none"> <li>Clifton Quality Meats and Rumps of Warwick are no longer trading and Welsh Bros are no longer part of the framework</li> <li>Supply issues – Pork Meat (Swine Flu)</li> </ul>	

## Fresh Seafood

Supply and distribution of fresh fish and seafood to Members situated in London (Lot 1), North West (Lot 2), North East (Lot 3), Yorkshire & The Humber (Lot 4), West Midlands (Lot 5), East Midlands (Lot 6), South East (Lot 7), South West (Lot 8), East (Lot 9), North Wales (Lot 10), South Wales (Lot 11), and Scotland (Lot 12). NB: Lot 13 not awarded due to lack of interest from suppliers from Northern Ireland.

**Start: 13/02/18 End: 12/02/21**

Current status	Framework has just been extended for 1 additional year until 2021. Option to extend by 1 further and final year; will be issued in/around October 2020												
OJEU Process	Restricted Procedure. Supplies. Ref: 2017/S 163-335701												
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:           <ol style="list-style-type: none"> <li>Direct award without re-opening competition, <i>or</i></li> <li>Mixture of direct award and mini-competition (New), <i>or</i></li> <li>Mini competition</li> </ol> </li> <li>Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>												
Framework Savings	FY 18/19 – 5%												
Category Manager	Hannah Myton-Wright												
Pricing	Option to review monthly												
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12	
Celtic Fish & Game	○	○	○		○	○	○	○	○		○		
Direct Seafood	○	○	○	○	○	○	○	○	○	○	○	○	
M&J Seafood	○	○	○	○	○	○	○	○	○	○	○	○	
The Stickleback Fish Company	○					○	○	○					
Contract Management	<ul style="list-style-type: none"> <li>M&amp;J review pricing on a monthly basis; Direct quarterly</li> <li>Cod stocks currently affected by quotas and exchange rates; this has increased demand for other white fish alternatives (Coley)</li> <li>Latest Contract Review Meeting – 22<sup>nd</sup> February 2019</li> <li>Paradise Seafood have been removed from the framework as they have gained less than 10% of the business by lot following the second annual anniversary of commencement of the agreement.</li> <li>Contract review meeting for 2020 will be held on 2<sup>nd</sup> March.</li> </ul>												

## Grocery, Frozen & Chilled Foods

Supply and distribution of Grocery and Chilled Foods for HE & FE (Lot 1), Frozen and Chilled Foods for HE & FE (Lot 2), Chilled Foods for HE & FE (Lot 3), Grocery, Frozen and Chilled Foods for HE & FE (Lot 4), Grocery and Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 5), Frozen and Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 6), Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 7), and Grocery, Frozen and Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 8)

**Start: 01/04/19 End: 31/03/21**

Current status	2 years' fixed period. Option to extend by 2 further years; extension will be issued in/around September 2020							
OJEU Process	Restricted Procedure. Supplies. Ref: 2018/S 173-391982							
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:               <ol style="list-style-type: none"> <li>1. Direct award without re-opening competition, <i>or</i></li> <li>2. Mixture of direct award and mini-competition (New), <i>or</i></li> <li>3. Mini competition</li> </ol> </li> <li>• Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>							
Framework Savings	FY 18/19 – 7.16%, 11.46% and 5.31% ( <i>Source: Quenelles</i> )							
Category Manager	Jane Eve							
Pricing								
Suppliers/Lot	1	2	3	4	5	6	7	8
Batley's Foodservice	○	○		○	○	○		○
Bidfood	○	○		○	○	○		○
Blakemore Foodservice	○	○		○	○	○		○
Brakes	○	○		○	○	○		○
Clegs Chilled Foodservice			○				○	
Creed Foodservice	○	○		○	○	○		○
Fife Creamery			○					
GC Birchall				○				
Harlech Foodservice	○	○		○	○	○		○
HN Nuttall	○	○		○	○	○		○
KFF Foodservice	○	○		○				
Lomond Fine Foods	○	○		○	○	○		○
MKG	○	○		○	○	○		○
Philip Dennis Foodservice	○	○		○	○	○		○
The Little Food Company						○		

Trevors Foodservice	○	○	○	○	○	○
Turner & Price	○	○	○	○	○	○
Yearsley Group		○				

Contract Management

- Latest Contract Review Meeting: xxx

## Hot Beverage Dispensing Equipment & Ingredients

Supply and distribution of hot beverage ingredients, equipment and associated products

**Start: 06/01/20 End: 05/01/22**

Current status In 2 years' fixed period. Option to extend by 2 x further years; extension will be issued in/around November 2021 and November 2022

OJEU Process Restricted Procedure. Supplies. Ref: 2019-OJS-304819  
Hunter Ref: CAT11048-TU

Call off guidelines

- Call off via:
  1. Direct award without re-opening competition, or
  2. Mixture of direct award and mini-competition (New), or
  3. Mini competition
- Lotted by category not region; therefore all suppliers in that Lot must be invited to bid
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings FY 18/19 – 0.04%

Category Manager Nicola Mellor

Pricing Annually

Suppliers	Lot 1	Lot 2
Bewleys Ltd	○	
Bridge Coffee Roasters	○	○
Café Direct Plc	○	○
Cafeology Ltd	○	○
Coffee Conscience Ltd	○	○
Lofbergs Ltd	○	○
Matthew Algie	○	○
Ringtons	○	○
Tchibo Coffee Int Ltd	○	○
The Nairobi Coffee & Tea Co Ltd	○	
York Coffee Emporium Ltd		○

Contract Management

- New price lists available August
- Next Contract Review Meeting: March 2021



## Innovative Food & Drink Concepts

Supply and distribution of Healthy food concepts (Lot 1), Asian style food (Lot 2), American concepts (Lot 3), Italian (Lot 4), other European (Lot 5), Ice cream, gelato, waffles (Lot 6), Bread & Coffee Shop concepts (Lot 7), Alcoholic drinks (Lot 8), Non-alcoholic drinks (Lot 9) and Drink technology support concepts (Lot 10)

**Start: 01/09/18 End: 31/08/20**

Current status	In 2 years' fixed period. Option to extend by 2 further years; extension will be issued in/around February 2020									
OJEU Process	Restricted Procedure. Supplies. Ref: 2018/S 085-191171									
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:               <ol style="list-style-type: none"> <li>1. Direct award without re-opening competition, <i>or</i></li> <li>2. Mixture of direct award and mini-competition (New), <i>or</i></li> <li>3. Mini competition</li> </ol> </li> <li>• Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>									
Framework Savings	FY 18/19 – 3%									
Category Manager	Hannah Myton-Wright									
Pricing	Annually									
<b>Suppliers/Lot</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>
Aryzta							○			
Brewfitt									○	○
Chicken Joes		○	○		○					
Country Choice			○				○			
Dr Oetker				○						
Drink Command								○		○
Energy Distribution)								○		○
Freshfayre	○						○			
Funnybones			○							
Krogab						○				
King Asia		○								
Lime Holdings	○									
Nichols t/a Vimto OoH									○	
Pasta King		○	○	○						
Ramonas Kitchen	○									
RH Hall	○						○			
Somnious									○	
Toasty Products				○			○			
TUGO		○	○	○						
Validfill										○
Yum Chop		○		○						
Contract Management	<ul style="list-style-type: none"> <li>• Latest Contract Review Meeting: Scheduled for 3<sup>rd</sup> October 2019</li> </ul>									

## Kitchen & Counter Design & Installation

Services framework providing access to **Customer Experience Design (Lot 1)** and **Kitchen and Counter Design, Manufacture and Installation (Lot 2)**

**Start: 01/04/18 End: 31/03/22**

Current status	In 2 years fixed period. Option to extend by 2 further years; extension will be issued in/around February 2020	
OJEU Process	Restricted Procedure. Services. Ref: 2017/S 183-375251	
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:               <ol style="list-style-type: none"> <li>1. Direct award without re-opening competition <i>or</i></li> <li>2. Mini competition</li> </ol> </li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>	
Framework Savings		
Category Manager	Nicola Mellor	
Pricing		
<b>Suppliers</b>	<b>Lot 1</b>	<b>Lot 2</b>
442 Design Ltd-	○	
Atlantic Graphic Solutions-	○	
HK Project		○
Promart Manufacturing		○
PSV Design-	○	
Restaurant Design Associates	○	○
ScoMac Catering Equipment		○
Contract Management		

## Kitchen Equipment Maintenance, Deep Clean & Ventilation Ducting Services

A services DPS agreement providing access to Kitchen Equipment Maintenance (Lot 1), Refrigeration Equipment Maintenance (Lot 2), Dishwashing Equipment Maintenance (Lot 3), Kitchen Deep Clean (Lot 4), Kitchen Ventilation & ducting cleaning (Lot 5) and One Stop Shop (Lot 6)

**Start: 01/04/19 End: 31/03/23**

Current status	Agreement within 1 <sup>st</sup> of 4 year agreement.
OJEU Process	DPS. Services TUCO Ref: CAT11033-TU OJEU Ref: 2018/S 247-569140
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:           <ol style="list-style-type: none"> <li>Completion of stage 2 (ITT)</li> </ol> </li> <li>Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>See Buyers Guide for full details</li> <li>Second stage ITT service available, free of charge, to TUCO members</li> </ul>
Framework Savings	Process Savings £6k
Category Manager	Kim Ashley
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement

Supplier/Lot	1	2	3	4	5	6
Advent Catering Equipment Limited	○	○	○			
ARK Wals Ltd	○	○	○			
Aspen Maintenance Services Ltd	○	○	○	○	○	○
Barnsley Refrigeration Services Ltd		○				
Buttress Group Limited			○			
Catertech Services Ltd	○	○	○			
Clarke Deep Cleaning Solutions Ltd				○	○	
Collingham Catering Services Ltd	○	○	○			
Crowther & Shaw		○				
DCUK FM					○	
Duct Hygiene Limited					○	
Ductbusters Ltd					○	
Fortis HMS Ltd				○	○	
Francis Commercial Kitchen Services Ltd	○		○	○	○	
Hatherley Commercial Services LTD	○	○	○			
Indepth Hygiene Services Ltd				○	○	
JLA Limited	○	○	○			
McAlpine Grant Ilco Limited		○				
McFarlane Telfer Ltd	○	○	○			
Meridian Catering Engineers Ltd	○	○				

North West Catering Engineers Ltd	○		○			
Overclean Ltd				○	○	
Premier Clean UK Ltd				○	○	
Quantaqua Limited				○	○	
Sime Catering Equipment Ltd	○	○	○			
Swift Maintenance (1973) Limited	○	○	○			
The Acme Facilities Group Limited	○	○	○			
Thermoserv Ltd	○	○	○	○	○	○
TWO Services Ltd	○	○	○	○	○	○

Contract Management

1<sup>st</sup> annual review April 2020

## Milk, Dairy, Morning Goods & Bread

Supply and distribution of Milk to HE/FE (Lot 1), Local Authorities (Lot 2), HE/FE Fairly traded (Lot 3), Bread & Morning Goods to HE/FE (Lot 4), Bread & Morning Goods to Local Authorities (Lot 5), and Artisan Cheeses to HE/FE (Lot 7). *NB: Lot 6 not awarded due to lack of interest from suppliers*

**Start: 24/10/16 End: 23/10/20**

Current status	Extended (4 <sup>th</sup> and final year) Being retendered in 2020 ( <i>see new agreements</i> )
OJEU Process	Restricted. Supplies. Ref: 2016/S 083-147013
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:               <ol style="list-style-type: none"> <li>1. Ranked <i>or</i></li> <li>2. Mini competition</li> </ol> </li> <li>• Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>
Framework Savings	FY 18/19 – 5.14% ( <i>Source: Quenelles</i> )
Category Manager	Hannah Myton-Wright
Pricing	Option to review every 6 months

Suppliers	1	2	3	4	5	7
Acorn			○			
<b>Bako</b>	○	○		○	○	○
Cotteswold	○	○			○	
Coultons				○	○	
Dairy Link (Bates)	○	○				
Dairy Link (Farmer Dawson)			○		○	
Dairy Link (Mortons)	○	○			○	
Dairy Link (Wells Farm)	○	○			○	
Dairy Link (Tomlinsons)		○			○	
Dairy Link (NEMI & Clifton)		○	○			
Embleton Hall		○				
GC Birchall	○	○				
Henllan				○	○	
Morris				○	○	
Mortons		○				
Pensworth	○		○			
Ron Chalker		○		○	○	
SB Supplies				○	○	
The Capital Dairy	○	○	○			
Thomas Ridley						○
West Country Milk		○	○			○
West Horsley	○					○
Wrights	○					

Contract Management

- 
- Anglia opted to withdraw from the framework. B&S have ceased trading
  - Latest Contract Review Meeting: 18<sup>th</sup> February 2019
  - Tomlison's ceased trading 13.10.19
-

## Recruitment Services for Temporary & Permanent Catering Staff

Services framework providing access to catering staff in London (Lot 1), Midlands (Lot 2), NE England (Lot 3), NW England (Lot 4), SE England (Lot 5), SW England (Lot 6), N Wales (Lot 7), S Wales (Lot 8), N Scotland (Lot 9), W Scotland & NI (Lot 10) and E Scotland (Lot 11)

**Start: 01/09/16 End: 31/08/20**

Current status	Extended (4 <sup>th</sup> and final year) Being retendered in 2020 ( <i>see new agreements</i> )										
OJEU Process	Restricted Procedure. Services. Ref: 2016/S 174-313325										
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:               <ol style="list-style-type: none"> <li>Direct award without re-opening competition, or</li> <li>Mini competition</li> </ol> </li> <li>Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details also rate sheets by supplier</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>										
Framework Savings	FY 18/19 – 1.8%										
Category Manager	Nicola Mellor										
Pricing											
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11
Angel Human Resources	○		○		○	○					
ASA International									○	○	○
Blue Arrow	○	○	○	○	○	○	○	○	○	○	○
First Call Employment	○	○	○	○	○	○					
Kellan Group t/a Berkeley Scott	○	○	○	○		○					
Preface Recruitment	○										
Prochoice Recruitment		○									
Reed Specialist Recruitment	○	○	○	○	○	○			○	○	○
Search Consultancy		○		○	○				○	○	
Verve Personnel		○		○							
Contract Management	<ul style="list-style-type: none"> <li>Neway declined the latest framework extension and were removed from the supplier list</li> <li>Brightwork have removed themselves from the framework as they are no longer able to supply.</li> <li>Increases April 2018 in-line with Governments increase in the minimum wage</li> <li>Latest Contract Review Meeting: 28<sup>th</sup> November 2018</li> </ul>										

## Sandwiches & Associated Products

Supply and distribution of **Retail Sandwiches (Lot 1)**, **Catering Sandwiches (Lot 2)** **Food to Go (Lot 3)** and **One stop shop (Lot 4)**

**Start: 01/07/18 End: 30/06/22**

Current status Operating within 2 year fixed period. Option to extend by 2 further years; extension will be issued in/around April 2020

OJEU Process Restricted Procedure. Supplies.  
TUCO Ref: CAT11038-TU OJEU Ref: 2018/S 032-069438 Award Ref: 2018/S 128-291355

Call off guidelines

- Call off via:
  1. Direct award without re-opening competition
  2. Mixture of direct award and mini competition (New)
  3. Mini competitions
- Lotted by category not region; therefore, all suppliers awarded to Lot must be invited to bid
- See Buyers Guide for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings

Category Manager Kim Ashley

Pricing Annual review

Suppliers	Lot 1	Lot 2	Lot 3	Lot 4
Adelie	○	○	○	○
Castell Howard Foods-	○			
Deli Lites Ireland	○	○	○	○
Freshways Unlimited Company	○	○	○	○
Ginsters	○		○	
Lime Tree Foods t/a Sandwich King	○	○	○	○
On a Roll Sandwich Company	○	○	○	○
PJ's Foods	○	○	○	○
Raynor Foods	○	○		
Simply Lunch	○	○	○	○
Street Eats Food	○	○	○	○
The Good Food Company of Harefield t/a Impress Sandwiches	○	○	○	○
The Real Wrap Co	○	○	○	○
The Soho Sandwich Company	○	○	○	○
The Tuck Box (Andover)	○	○	○	○
Tiffin Sandwiches	○	○	○	○
Wrightington Wigan & Leigh NHS Foundation Trust	○	○	○	○



Contract Management

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- Since the award of the agreement, Capital Catering, Hakens Quality Foods and The Good Food Chain have ceased trading
  - Latest Contract Review Meeting: July 2019
-

## Soft Drinks, Fruit Juice Concentrate & Associated Products & Services

Supply and distribution of Carbonated Soft Drinks (Lot 1), Still Soft Drinks including fruit juice, smoothies and flavoured milk (Lot 2) Sports, health and energy drinks (Lot 3), Bottled water including carbonated and flavoured water (Lot 4) and Concentrated juice and dispensers (Lot 5)

**Start: 01/10/18 End: 30/09/20**

Current status In 2 years fixed period. Option to extend by 2 further years; extension will be issued in/around March 2020

OJEU Process Restricted Supplies Ref: 2017/S 244-509042

Call off guidelines

- Call off via:
  1. Direct award without re-opening competition, *or*
  2. Mixture of direct award and mini-competition (New), *or*
  3. Mini competition
- Lotted by category not region; therefore all suppliers in that Lot must be invited to bid
- See Buyers Guide & Tender Evaluation Report for full details also rate sheets by supplier
- Further competition service available, free of charge, to TUCO members

Framework Savings FY 18/19 – 19.51% on CCE and 0.22% on Peros (*Source:* )

Category Manager Mandy Johnston

Pricing

Suppliers	1	2	3	4	5
AG Barr	○	○	○	○	
Batley's Foodservice	○	○	○	○	
Bewleys	○	○	○	○	○
Bidfood	○	○	○	○	
Brakes	○	○	○	○	
Catering Services Supplies					○
Coca Cola Enterprises	○	○	○	○	
Creed Foodservice	○	○	○	○	
Janes Beverages Foodservice					○
Krogab					○
LR Suntory	○	○	○	○	
M&S Catering Supplies	○	○	○	○	
Tchibo Coffee International					○

Contract Management

- Latest Contract Review Meeting: January 2019

## Sustainable Food Waste Management Services

Services framework providing access to On-site food waste management (Lot 1), Disposable Cups (Lot 2), Coffee Grounds (Lot 3), Off-site sustainable food waste collection service (Lot 4) and Waste Oil Recycling (Lot 5)

**Start: 01/08/17 End: 31/07/20**

Current status Extension issued for 3<sup>rd</sup> year of the agreement

OJEU Process DPS Services Ref: 2017/S 099-196367

Call off guidelines

- Call off via:
  1. Completion of stage 2 (ITT)
- Lotted by category not region; therefore all suppliers in that Lot must be invited to bid
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings

Category Manager Mandy Johnston

Pricing

Suppliers	1	2	3	4	5
Biotech Europe	○	○	○		
Biffa		○	○	○	○
Elleteq Ltd		○	○	○	
Keenan Recycling		○	○	○	
Olleco		○	○	○	○
Organic Waste Logistics	○	○	○	○	
PKL Group		○	○		
ReFood				○	
Tamar Energy (Holdings)		○	○		
Warren Group		○	○	○	

Contract Management

- Latest Contract Review Meeting:

## Vegetarian & Vegan

Supply and distribution of **Specialist Vegan & Vegetarian Pre-Packed Foods & Ingredients (Lot 1), Grab and Go (Lot 2) and One Stop Shop (Lot 3)**

**Start: 15/04/19 End: 14/04/21**

Current status	In 2 years fixed period. Option to extend by 2 further years; extension will be issued in/around November 2020		
OJEU Process	Open Procedure. Supplies. Ref: 2018/S 235-536943		
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:               <ol style="list-style-type: none"> <li>1. Direct award without re-opening competition, <i>or</i></li> <li>2. Mixture of direct award and mini-competition (New), <i>or</i></li> <li>3. Mini competition</li> </ol> </li> <li>• Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>		
Framework Savings			
Category Manager	Mandy Johnston		
Pricing			
<b>Suppliers</b>	<b>Lot 1</b>	<b>Lot 2</b>	<b>Lot 3</b>
Bewleys		○	
Bidfood	○	○	○
Brakes	○	○	○
Creed-	○		
Lomond	○		
Vegetarian Express	○		
Contract Management	<ul style="list-style-type: none"> <li>• Latest Contract Review Meeting: 7<sup>th</sup> February 2019</li> </ul>		

## Vending

Supply and distribution of **Confectionery / Snacks – ambient vending (Lot 1), Beverages Cans / Bottles vending (Lot 3), Beverages – hot drinks vending (Lot 4), Fully Managed Service (Lot 5) and Self-Fill Machines (Lot 6)**. *NB: Lot 2 not awarded due to lack of interest from suppliers*

**Start: 01/08/16 End: 31/07/20**

Current status Extended (4<sup>th</sup> and final year) Being retendered next year (*see new agreements*)

OJEU Process Restricted. Supplies Ref: 2016/S 013-018761

Call off guidelines

- Call off via:
  1. Direct ordering without a further competition
  2. Mini competition
- Lotted by category not region; therefore all suppliers in that Lot must be invited to bid
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings FY 18/19 – 11.38% (*Source:* )

Category Manager Mandy Johnston

Pricing

Suppliers	1	3	4	5	6
Broderick Group	○	○	○	○	○
Bulk Vending Systems				○	○
Consultant Caterers					
Eden Springs					○
Excel Vending	○	○	○	○	○
Ideal Services				○	○
LTT Vending	○	○	○	○	○
Lucozade Ribena Suntory					○
North West Vending	○	○	○		○
Selecta UK	○	○		○	○
Upton Group	○	○	○	○	○
VH Graddon				○	○
Wilkes Vending Services				○	○

Contract Management

- Selecta have taken over Pelican Rouge
- Latest Contract Review Meeting:

## New Agreements

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The Contracting team are currently working on retendering the following agreements:

If you would like to get involved, then contact the relevant Category Manager to join the tender working party. Or you may have a supplier that may be interested in participating.

### Currently Out to Tender

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<b>Vending</b>	DPS documents are being finalised New framework due to go live on 1 <sup>st</sup> July 2020. DPS Procedure Mandy Johnston
<b>Retail Services (including confectionery)</b>	Open Procedure Tenders due back on Monday 20 <sup>th</sup> January Go live date spring 2020 Kim Ashley
<b>Temporary Structures &amp; Kitchens</b>	DPS documents are being finalised. Nicola Mellor
<b>Fresh Milk &amp; Bread</b>	Strategy is being prepared and tender documents to be drafted up. Hannah Myton-Wright

**TUCO REGIONAL COMMODITY CHAMPIONS (RCC)**

FRAMEWORK AGREEMENT	North East	North West	Scotland & N I	South East	South West	Midlands	Oxford	Cambridge	Wales	CPC	LA's
<b>Fresh Fruit &amp; Veg</b>	Darren Procter (Sheffield Hallam University)	Myles Kitchiner (University of Manchester)	Ian Macaulay (University of Edinburgh)		Nicky Stanbury (University of Exeter)	Kate Glynn Aston University					Hayley Jones (Denbighshire County Council)
<b>Meat &amp; Poultry 2018-2022</b>	Lee Alsopp (Huddersfield University)	Nichola Gill (University of Manchester)	Ype Vanderschaaf (Forth Valley College)		Dave Morton (University of Winchester) Piotr Laba (University of Winchester)					Majid Khan (CPC)	Colin Upton (Sefton Metropolitan Borough Council) Ian Kemp (Denbighshire County Council) Dafydd Aled Williams (Conwy Council)
<b>Disposables, Kitchen Chemicals &amp; Dishwasher Detergents</b>	Mark Mullaney (University of Hull)	Julie Davies (Manchester Metropolitan University)	Margaret Wyllie (University of Dundee) Scott Robertson (University of Dundee)	Dave Morton (Winchester)	Rob O'connell (University of Exeter)						Vanessa Heritage - Smith (Wrexham Council)
<b>Confectionery &amp; Snacks</b>	Sarah Hodgeson - Huddersfield University Linda Joyce - Durham University	Emma Stansfield (University of Manchester) Gary Pace (Liverpool Hope)	Deborah Leitch (University of St Andrews)	Nick Thwaites (University of Hertfordshire)	Kelly Thacker (University of Exeter) Lisa Pritchard (University of Bath)	Dawn Vincent (Stoke-on-Trent College) Zoe Middleton (University of Warwick) Debbie Tyler (Loughborough University)			Andrew Phelps (Cardiff Metropolitan University) Jeremy Mabbutt (Aberystwyth University)	Majid Khan (CPC)	
<b>Grocery, Frozen &amp; Chilled</b>	Mark Agar (University of Leeds) Joanne Jordan (University of Leeds)	Ann Bickerstaffe (University of Liverpool)	Scott Girvan (University of Glasgow) Mark Donovan (University of Aberdeen)		Chris Sandham (Plymouth University)	Zoe Middleton (University of Warwick)		David Oakley (Churchill College)	Jeremy Mabbutt (Aberystwyth University) Neil Griffiths (Swansea University) Stuart Hemmings (Swansea University)	Majid Khan (CPC)	Steve Jones (Flintshire County Council) Dafydd Williams (Conwy) Ian Kemp (Denbighshire)
<b>Hot Beverage Dispense Equipment + Ingredients</b>	Mark Agar (TWP) (University of Leeds)	Jonathan Minshull (University of Manchester)	Calum Maclachlan (University of Aberdeen)	Martin Batt (University of Reading)	Lisa Pritchard (University of Bath)				Huw Jones (Swansea University)		
<b>Catering Light &amp; Heavy Equipment</b>	Mark Mullaney (University of Hull)	Ann Bickerstaffe (University of Liverpool)	RCC still required		Matthew Green (South Devon College)				Andrew Phelps (Cardiff Metropolitan University)		Colette Hett (Flintshire County Council)
<b>Fresh Milk and Bread</b>	Julie Blenkarn (Hull University)	Ann Bickerstaffe (University of Liverpool)			Julie Dickety (University of Winchester)	Zoe Middleton (University of Warwick)					Steve Jones (Flintshire County Council)

**TUCO REGIONAL COMMODITY CHAMPIONS (RCC)**

FRAMEWORK AGREEMENT	North East	North West	Scotland & N I	South East	South West	Midlands	Oxford	Cambridge	Wales	CPC	LAs
<b>Soft Drinks incl Fruit Juice Concentrated</b>	Peter Anstess (University of Sheffield)	James Davies (University of Chester)  Nichola Gill (University of Manchester)	Mike Belton (Calmac Ferries)	Martin Batt (University of Reading)  Steve Charley (University of Reading)	Matthew Green (South Devon College)	David Nuttall (Harper Adams University College)  Zoe Middleton (University of Warwick)  Audrey Taylor (University of Wolverhampton)					
<b>Innovative Food Concepts</b>	Chris Whaley (University of Lincoln)	Tracy Prendergast (Lancaster University)  Phil Rhodes (Manchester Metropolitan University)	Joe McGroarty (University of Strathclyde)	Alice To (London School of Economics)	Richard Narramore (University of Exeter)	David Nuttall (Harper Adams University College)  Stuart Rutty (University of Wolverhampton)  Peter Walters (Keele University)  Zoe Middleton (University of Warwick)			Neil Griffiths (Swansea University)  Andrew Wheeler (Cardiff University)  Angela Church (Bangor University)  Huw Jones (Swansea University)		Vanessa Heritage - Smith (Wrexham Council)
<b>Sandwiches</b>	Chris Whaley (University of Lincoln)	Tracy Prendergast (Lancaster University)	Ian Macaulay (University of Edinburgh)  Donall Patton (Queens University Belfast)  Kelly Hart (Queens University Belfast)	Martin Batt (University of Reading)	Nick Leach (University of Portsmouth)	Sue Warrender (Keele University)  Vicki Boyd (University of Warwick)  Audrey Taylor (University of Wolverhampton)			Joanne Davies (Cardiff University)		
<b>Vending</b>	Mark Mullaney (University of Hull)	Alison Shedlock (University of Manchester)  Elizabeth Cleminson (UCLan)	Peter Bacchetti (Ayrshire College)	David Hicks (University of Brighton)	Carlos Prado (FXPlus/Exeter)	Matthew Thorpe (Harper Adams University)			Jeremy Mabbutt (Aberystwyth University)		Louise Fenn (Cheshire East Council)
<b>Alcohol</b>	Mark Mullaney (University of Hull)	Emma Stansfield (University of Manchester)	Mike Belton (Calmac Ferries)  Barbara Welsh (University of Glasgow)	Matt Tebbit (University of Reading)	Kelly Thacker (University of Exeter)						Ashley McDonald Halton Borough Council
<b>Fresh Fish &amp; Seafood</b>	Andrew Wood (University of York)  Michaela Booth (University of Huddersfield)	Liam Bergin (University of Manchester)			Stephen Doyle (Universty of Winchester)  Liam Flaherty (University of Winchester)			Rob Thomas (Kings College - University of Cambridge)			





Tender working parties												
FRAMEWORK AGREEMENT	North East	North West	Scotland & N I	South East	South West	Midlands	Oxford	Cambridge	Wales	CPC	LAs/Other	TWP
EPOS	Chris Whaley (University of Lincoln)	Jenny Lever (Manchester Metropolitan University)  Gail Cowin (University of Liverpool)	Calum MacLachlan (University of Aberdeen)  Callum Williamson (University of Glasgow)		Claire McCormack (University of Southampton)  Emily Ronald (University of Southampton)  Nick Leach (University of Portsmouth)							cwhaley@lincoln.ac.uk; J.Lever@mmu.ac.uk; g.cowin@liverpool.ac.uk; cl.maclachlan@abdn.ac.uk; callum.williamson@glasgow.ac.uk; c.mccormack@soton.ac.uk; E.B.Ronald@soton.ac.uk; Nick.Leach@port.ac.uk
Hot Beverage Dispense Equipment + Ingredients (2020-2024)	Mark Agar (TWP) (University of Leeds)	Jonathan Minshull (University of Manchester)	Calum MacLachlan (University of Aberdeen)	Martin Batt (University of Reading)	Lisa Pritchard (University of Bath)				Huw Jones (Swansea University)			Jonathan.e.minshull@manchester.ac.uk; cl.maclachlan@abdn.ac.uk; m.j.h.batt@reading.ac.uk; Huw.jones@swansea.ac.uk; adsljp@bath.ac.uk; m.agar@adm.leeds.ac.uk
Temporary Structures (NEW)	Mark Mullaney (University of Hull)	Nicola Gill (University of Manchester)	Petra Barber (University of Aberdeen)						Annabel Hurst (Cardiff University)			M.Mullaney@hull.ac.uk; nichola.gill@manchester.ac.uk; petra.barber@abdn.ac.uk; HurstA1@cardiff.ac.uk

## South East Regional Spend Summary

Below, comparisons are being made between July – September 2019 and July – September 2018.

Spend has fallen by £-96k and is now £6.7m covering 22% of TUCO Spend.

### Framework Spend

Nobody in the South East region is using the Design, Kitchen Equipment Maintenance or Waste Framework.

There is new framework spend against the Vegan & Vegetarian Framework (£18k).

During this period, spends stopped against the Kitchen Equipment Maintenance (£-26k).

The big 3 frameworks in the South East are; Grocery and Frozen One-Stop Shop (£2.5m), Sandwiches (£648k) and Alcohol (£536k).

The big framework growths in South East are; Sandwiches (£+195k to £648k), Confectionery (£+78k to £289k) and Recruitment Services (£+66k to £476k).

The big framework shrinkages are; Alcohol (£-124k to £536k), Fruit & Veg. (£-80k to £294k) and Catering Light & Heavy Equipment (£-71k to £307k).

### Supplier Spend

The big 3 suppliers in South East are; Bidfood (£1.4m), Brakes (£1.1m) and KFF (£615k)

The only big new supplier spend in the South East over this period is Oliver Kay (£15k).

There are two big suppliers no longer reporting spend since this period are Foodari (£-35k to £0) and First in Service (£-26k to £0).

The biggest growths are; Simply Lunch (£+280k to £380k), Brakes (£+93k to £1.1m) and KFF (£+38k to £615k).

The biggest supplier shrinkages are; Adelie (£-130k to £125k), Nisbets (£-104k to £218k) and Bidfood (£-92k to £1.5m).

### Institution Spend

Number of institutions in the South East region using the frameworks has risen from 100 to 101.

The big 3 institutions in South East are; Kings College London (£967k), London School of Economics & Political Science (£739k) and Imperial College London (£670k)

The biggest growths are; SOAS, University of London (£+122k to £145k), Imperial College London (£+90K to £670K) and Kings College London (£+88k to £967k).

The biggest shrinkages are; University of Hertfordshire (£-372k to £24k), University College for the Creative Arts (£-55k to £16k) and St Mary's University (£-44k to £194k).