

TUCO Scottish Regional Catering Meeting Thursday 13th February 2020 at the University of Aberdeen M I N U T E S

Attendees:	Ian Macaulay	Edinburgh
	Mike Belton	Calmac
	Jon Duncan	Aberdeen
	Judith Hoyle [Sec]	TUCO
	Louise Levens	APUC
	Calum Maclachlan	Aberdeen
	Steven McKay	St Andrews
	Joe McGroarty	Strathclyde
	Nicola Mellor	TUCO Contracting
	David Pointon	Abertay
	Ype Van der Schaaf	Forth Valley

Apologies:	Andy Anderson	APUC
	Thomas Day	Heriot Watt
	Jennifer Dick	Dundee and Angus
	Mark Donovan	Aberdeen
	Matthew Gilmour	West of Scotland
	Lee Harding	UWS
	Brian Jones	TUCO
	Joe McGroarty	Strathclyde
	Mark Nixon	St Andrews
	Graham Paterson	Strathclyde
Alan Riddell	St Andrews	
Graham Young	West Lothian	

1. Apologies for Absence

Apologies as listed above

2. Presentation by Frizzenti

Jon White presented their draught and ready mixed cocktail offering. For anyone interested in this product, Jon's contact details are: jon@corefoodserviceconsultants.com

3. Minutes of the Last Meeting

These were agreed. Members confirmed that they had received their list of Scottish suppliers from TUCO. Ian would like to encourage more attendance at Training and Study Tours, particularly Training. He would also like to see some proposals around training for the FE colleges. We would also like some Upskill Courses for Chefs and he feels that these requests seem to not be getting taken on board as have been raised over the past year and more with only one running successfully to date.

Action: Sarah McLoughlin

4. TUCO Purchasing Reports

Framework Updates

Hot Beverage has now been awarded with 2 separate lots – hot beverage ingredients, equipment etc and speciality coffee ingredients. This new framework does not have Starbucks on it and Nicola has been talking to them regarding existing contracts with members. Dave asked how come Starbucks were no longer on there and Nicola explained that their pricing is so much more expensive than other suppliers. Members commented that Bean prices are around double those of everybody else ie Bewleys. They have promised to support us up until the end of the academic year. Some institutions have effectively banned Starbucks because of the price and the tax issues. For those institutions specifically wanting Starbucks they can do direct tendering. Nicola promised to put the actual lot details in on the framework report for Hot Beverages.

Action: Nicola

Ian mentioned the company “Not One Bean” who are aggressively targeting universities. They roast on site (for example, South America) rather than ship the bean. They cannot evidence any of their accreditation checks and therefore cannot substantiate their claims. The Alcohol framework has now been awarded and consists of 6 lots with 11 suppliers in total. This time around includes packaged and draught beers and ciders along with a One Stop Shop and access to independent brewers.

Fresh Seafood has been extended for a further year and DipChem was awarded in December. Tender bids are now closed on the new Convenience Retail framework which, it is hoped, will be awarded in time to start in April this year. Vending is also currently being tendered and the Strategy Document is with the Tender Working Party.

On the Design and Installation agreement, Atlantic Graphic Solutions have gone into liquidation however Calum informed the meeting that the bad debt to TUCO of £5K will be paid and that they (Atlantic) have stressed that they will not be going into administration. Temporary Structures has gone out as a DPS with 4 separate lots on it. Nicola asked the group if anyone had any particular companies they would like to see on there. Ian suggested Field and Lawn and Purves. The Milk and Bread contract is due to be re-tendered this year and on the Soft Drinks framework LRS have submitted a price increase which has now been authorized.

No questions were raised by any of the members on Brexit.

Coronavirus update – Chalkers on the Fruit and Veg framework have issued a statement on this.

NPD – Nicola asked if anyone is looking at anything specific that TUCO can help with?

Tomlinsons have ceased trading since our last meeting and Celtic and Paradise have been removed from the Fresh Fish and Seafood agreement due to poor performance.

On the Sustainability front we have a new Sustainability Manager, Sue Lightfoot who will be taking charge of such things as the Palm Oil and MSC accreditations as well as the new TUCO branded accreditation. The next meeting of the TSG will be held at University of Warwick on Monday 6th April.

We are still busy with our Further Competition service and if anyone has any questions please email Nicola.mellor@tuco.ac.uk

Innovative Food Concepts – this is for a 2-year fixed period and will be extended to February 2022.

Barrs will be discontinuing their 1 litre glass bottles of Strathmore water however they will still be doing the plastic bottles in 1 litre and you can get th 750ml in glass

Ian observed that in the current climate with prices, all food buying is becoming very challenging. He asked that on the Confectionery framework, why have we decided to do a Confectionery and Snacks contract separately from the Grocery? Nicola explained that members still prefer to buy items separately but they are all available on the Grocery framework. Steven suggested having a Logistics framework so that you have one van coming onto campus with all your products on it.

Regional Spend Summary

This covers the period July-Sept 2018 to July-Sept 2019. Spend has risen by £494K to £4.1 million which equates to 14% of TUCO's total spend. The biggest spend areas are in Grocery and Frozen One Stop Shop. Leading suppliers are:

- Bidfood £1.8m
- Brakes £484K
- Nisbets £208K

The biggest growth in spend was with Bidfood and Mark Murphy (now Total Produce).

5. APUC Report

A copy of the full framework report is attached to these Minutes.

Louise also reported that their 'Sustain' model will be going live in March. Spend and Savings Reports have gone out for all APUC contracts. She asked for anyone who had not attended the meeting today to let APUC know if they had not received their reports. Ian mentioned the regional spend summary which he receives and asked if this is commercially sensitive. Members discussed the benefits and otherwise of seeing each other's spend. It was agreed that in future the spend for the Scottish region would not be available on the Meetings section of the TUCO website.

6. Training Academy

Courses

We've had quite a few requests recently to run courses on site at institutions for a number of courses including visual merchandising, team leading, mentoring and marketing. We try to encourage them to be open to other members if possible so we can offer a wider curriculum regionally. If anyone is happy to support please get in touch with Sarah.McLoughlin@tuco.ac.uk

The Academy is also here to provide face to face training and qualifications for operational staff since we became an accredited centre for Highfield.

If you would like to hold a Level 2 & Level 3 course in your region for Allergens and/or Food Safety at only the cost of certification and registration per person, please complete the regional booking form [here](#)

We will also deliver sessions outside of term time if required. See below for details:-

Course	Guided learning hours (GLH)	Exam length in addition to GLH	No of Qs	Pass rate	Cost	Max no.
Level 2 Allergens	4 hours	30 minutes	15	60% (9)	£15 per candidate +VAT	15
Level 3 Allergens	10 hours (2 days) or 7 hours (1 day) + prework	60 minutes	30	60% (16) Distinction 80% (24)	£25 per candidate +VAT	15
Level 2 Food Safety	7 hours	45 minutes	20	66% (13)	£15 per candidate +VAT	15
Level 3 Food Safety	20 hours (3 days)	90 minutes	45	66% (30) Distinction 80% (36)	£55 per candidate +VAT	15

We are considering adding a Level 2 and Level 3 qualification in HACCP for team leaders and managers who need to create or update their food safety management systems. Would there be interest in the topic?

Study Tours

Shorter study tours have been very popular when it comes to trends and hot topics like vegan and we are working with suppliers to provide a wide range of events at even lower costs.

Japan is being pushed back to the last quarter in the year and we are researching opportunities for the Dubai Hospitality Show in January 2021 and Peru/Colombia (to see coffee growers) in later 2021. Please let Sarah know if you would like to be added to the contact list or if you have any ideas that you think would benefit yourself and other members.

Development Days

We're focusing on development days at the moment for this time of year to support competition entrants.

Master's Degree

The 2020 cohort completed their first lectures at the beginning of this month in leadership and strategy. The 2019 cohort have completed their 1st year successfully – all 9 are through to complete their consultancy report by November 2020.

It's never too early to start thinking about your continuing professional development and if you are interested in starting on cohort 3 in 2021, there are further details on the course in the [LSBU](#) website. You can also send your enquiry to sarah.mcloughlin@tuco.ac.uk for contact details and information about the bursary.

e-Learning

The TUCO store is now live and is a more user-friendly option for TUCO members to create their own account and purchase e-learning modules by invoice and for the first time directly with a credit card. There's a wider choice of modules, managers can also add and remove users on the site themselves and credits can be easily transferred to purchase other e-learning modules if the ones bought are unused. Check out the TUCO Store [here](#)

Camilla Hayes

Camilla Hayes has joined the Academy team as the new Co-ordinator/Trainer. She has worked within hospitality for over 10 years and moved from a waitress to deputy manager position where she has had a lot of experience in training new staff in compliance and brand standards. She's worked in different aspects of hospitality, mainly bar and pub venues and more recently in a vegan/vegetarian focused café bar. She brings with her sound personal experience of the joy and challenges involved in delivering good hospitality and customer focused service. She will be taking on more training delivery in the coming weeks (in the compliance courses so that we can offer more classes at certification and registration cost only).

As always please get in touch if there is anything in particular in L&D you might want to support your teams with.

7. Communications

Benchmarking Against the High Street report covering the period Oct-Dec 2019 is now up on the website under Insight - Research. You have to be logged in to access. You can still fill the pricing form in to make sure we have accurate data, the form is also on the website.

Working on Intelligence Q1 which will be available early March – in your magazines and online. The website has now been running over 6 months, any feedback on this would be welcome. The Forum has also been picking up traction – there is now an Industry Vacancies category for you to post any vacancies you might have. Please continue to use the forum to ask questions rather than requests for information. Competitions entries have now closed, delegate bookings are now open. This will be held from 6-8th April at University of Warwick. There is a new case study on the website under Why TUCO - Case Studies. It focuses on King's College London. If you have any press releases/news stories about your institution that you'd like putting on the website, please send to Anjali.Dattani@tuco.ac.uk

Please e-mail Mike.Haslin@tuco.ac.uk if you'd like to give a member talk at the summer conference (in Keele), they are a great way to talk about your journey and share ideas with other members.

8. Board Update

On the subject of the Competitions, Calum remarked that the cost for all entries of £275 was excellent but all Scottish competitors would need to stay an extra night on the Monday which will cost more than the £275 quoted.

ProcureWizard

Aberdeen are on target to going live mid-April. Calum would encourage all members to at least take a look at this system. Members held some discussion around Pelican and Foodbuy.

Their pricing was supposed to be more competitive but the TUCO framework offers better value. How can TUCO become more transparent with the Added Value that we offer? We are currently looking at consolidated invoicing and are having a conversation around, “Could TUCO become a supplier?” The Further Competition service means that members may be paying different prices and we need our prices to be more in line with the likes of Pelican. Efficiency Reviews are still available although demand for them seems to have waned. Matthew White will step down as Chair of TUCO at the summer conference and 4 new Non-Executive Directors have been appointed to fill the vacancies. Phil Rees-Jones will take over as Chairman and as such has stepped down as Chair of the Audit Committee, a role now taken on by Calum.

Finances

The Board have now invested in property and a £1 million bond which will yield £10K interest after one year. It is proposed that the company runs at a small deficit and at this rate it would take 30 years to run down the reserves.

Calum asked the group whether the cost of attending meetings is prohibitive and what message does this send out to members? Ian is of the opinion that TUCO are concentrating too hard on the procurement side rather than putting out there all their other services. He felt that it would be a good idea to survey members on Engagement. Joe asked how long TUCO proposed to run the company at a deficit. Calum replied that we have to rely on the Board to manage the company to appropriately reflect members’ interests. Calum had been disappointed at the lack of feedback for some of the major decisions ie the purchase of the apartment.

On the subject of the Extraordinary General Meeting the question was raised, “Should the quorum be increased?” as it currently stands at one third. It was felt that the membership were not consulted on important decisions as they should be.

However, everyone agreed that Matthew White had been very successful in getting the message about TUCO out there into the wider public domain.

9. Any Other Business

Steven asked how we can engage with the wider community on climate emergency matters? He would like a smaller group within the Scottish institutions to discuss climate change issues. APUC feeds into the Scottish Government Climate Change Group from a procurement point of view. They meet quarterly and Steven would welcome input on what institutions are doing then he can take this to the meetings.

He would also be interested in joining the TUCO Sustainability Group – their next meeting is on 6th April and although he is unable to attend in person he could either Skype in or send Mark Nixon in his place.

Joe had some questions to ask on Saffron as Strathclyde are currently rolling it out and he would like some advice. Ian advised that the following things need to be done first before you start to build up your recipes – P2P, database, items, Allergens against items.

10. Dates for 2020 Meetings

- **Thursday 14th May** **Baxters Fochaber NOW CANCELLED**
- **Thursday 12th November** **A G Barr, Cumbernauld (TBC)**