

TUCO Scottish Regional Meeting Thursday 12th November 2020 via MS Teams

MINUTES

Attendees:	Ian Macaulay	Edinburgh
	Andy Anderson	APUC
	Mike Belton	Calmac Ferries
	Iain Calder	Forth Valley
	Thomas Day	Heriot Watt
	Jennifer Dick	Dundee and Angus College
	Mark Donovan	Aberdeen
	Diarmuid Griffin	City of Glasgow College
	Lee Harding	University of the West of Scotland
	Judith Hoyle [Sec]	TUCO
	Calum Maclachlan	Aberdeen
	Joe McGroarty	Strathclyde
	Sarah McLoughlin	TUCO Academy
	Stuart McMaster	Calmac Ferries
	Nicola Mellor	TUCO Contracting
	Lorna Padden	Edinburgh Napier
	Ype Van der Schaaf	Forth Valley
Apologies:	Peter Bacchetti	Ayrshire
	Steven McKay	St Andrews
	Graham Paterson	Strathclyde
	Alan Riddell	St Andrews

1. Apologies for Absence
Apologies as listed above

2. Member Updates
This section of the meeting was not minuted to allow members to speak freely.

3. TUCO Framework Updates

Temporary Structures

A new supplier has been added to the DPS – Danco Ltd and Nicola confirmed that they do supply Scotland.

Soft Drinks

L R Suntory have changed their name to Suntory Beverage and Food GB and Ireland.

Convenience Retail

Costcutter have now come off the agreement by their own choice. Terms and Conditions are still being agreed with NISA.

Vending

The new agreement went live in October 2020 and is under the DPS system. There are 11 lots on there and it includes mini-markets. Calum commented that there should be no On Boarding charges introduced retrospectively in an agreement. This should be conveyed back to the suppliers as this was not part of the original agreement. He felt that these costs and charges are not appropriate.

Food Waste Services

The current agreement expires at the end of July 2021 and will be re-tendered to include the weighing of food waste.

Innovative Food Concepts

The current agreement has been extended until the end of March 2021. Hannah is currently working on the strategy with work on this to start properly in January. The new agreement will include a High Street Brands option.

EPOS Tender

Work has started on this new framework already.

Temporary Staffing, Catering Light and Heavy Equipment and Milk and Bread have all been extended for a further year.

Brexit

We are in the process of updating our Brexit statement with all our suppliers. This will be uploaded onto the website in due course.

Supplier Presentations

Nicola explained that although priority will be given to TUCO Partners and Innovative Food Concepts, we will be surveying regional members to confirm which suppliers/concepts they would like to see presenting to us at meetings.

4. APUC Report

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

Fresh Dairy Products has been extended for another year. The dairy market has been badly hit with all the Coffee Shop closures. Andy is currently in the process of setting up a meeting with Grahams.

Fresh Fruit and Veg has been extended with no price increase.

PPE – they are just in the process of awarding this framework which includes a Lot for Catering and Front of House.

APUC have also undertaken a Brexit exercise with only medium to high risk suppliers. On the subject of Brexit, Ian announced that Edinburgh are looking to stockpile. Calum added that demand for products will be very much reduced because of Covid. Andy reported that forecasted price increases could be anywhere between 5% and 20% but a more realistic figure would be between 7.5% and 10%. However Nicola remarked that CIPS have forecasted that food prices will go up by around 30%.

5. TUCO Academy Update

Sarah reported that the Academy will be sending out a survey asking questions on such things as income, budgets, closures, staffing levels etc. When we have received responses we will collate the results and circulate the findings to all our members in the hope that this will assist with their budgets for next year.

We have paused our webinars for now but one held within the past few days proved very popular. These will start again in January with a Beer Pairing webinar. There are also several free courses planned for Allergens and Food Safety. Full details of these are available on our website.

TUCO's Winter Conference will take place virtually on Wednesday 18th November – all details of the speakers are now available via the App and in the evening there will be a social event in the form of a virtual 'Cook Off'.

6. Sustainability Update

The next meeting of the TSG will take place on 26th November and any new members wishing to attend are more than welcome to do so.

Scope 3 Emissions

We are currently working on a common methodology.

Greenhouse Gas Calculator

This has now been updated.

Documentation

Sue has sent out the Modern Slavery Policy to be reviewed by members of the TSG. The Environmental Sustainability Policy has now been updated and is on the website. She will next be working on the Sustainable Procurement Document.

WRAP information has been updated and uploaded to the site along with information on the PS100 initiative on 20% meat reduction.

7. Board Update

Calum reported that CEO Mike Haslin is hopeful that the TUCO income will reach 25% of previous year's quarters in Q3. There is very little else to report other than Phil Rees-Jones has now taken over from Matthew White as TUCO Chair. Ian mentioned that at the last meeting of Regional Chairs, the inclusion of representatives from LEAs had been discussed. They had also talked about the importance of Regional Meetings in general, particularly virtual ones during the current pandemic.

8. Any Other Business

As there was no further business, the meeting was duly concluded.

9. Date for Next Meeting : TBC

Members agreed that the preferred date for the next meeting would be early February 2021.

TUCO Framework Report

Submitted by Jane Eve, Head of Contracts

Jane.eve@tuco.ac.uk

0161 713 3424

Version: Nov 2020/Meeting 1 of 2020

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Contact details – TUCO Contracting Team

Nicola Mellor	0161 713 3426	nicola.mellor@tuco.ac.uk
Mandy Johnston	0161 713 3427	mandy.johnston@tuco.ac.uk
Hannah Myton-Wright	0161 713 3422	hannah.myton@tuco.ac.uk
Kim Ashley	0161 713 3429	kim.ashley@tuco.ac.uk
Carys Hopcyn	0161 820 1012	carys.hopcyn@tuco.ac.uk
Sam Bagley	0161 820 8017	sam.bagley@tuco.ac.uk

About TUCO's framework agreements

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

- 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

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.

TUCO run FCS across the TUCO agreements	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.
Offering more value for members	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.
The benefits	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.

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: 2020/S 041-098051					
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> 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						
Category Manager	Hannah Myton-Wright					
Pricing	31 st March 2020 and then annually 1 st March (to include budget changes)					
Supplier/Lot	1	2	3	4	5	6
Bidfood Unity Wines		○	○	○		
Carlsberg	○	○	○	○	○	
House of Townend			○	○		
JW Filshill		○	○			
LWC Drinks	○	○	○	○	○	○
Matthew Clark Wholesale	○	○	○	○	○	
Molson Coors Brewing Co	○	○	○	○	○	
SH Jones			○	○		
SIBA						○
Stewart Wines				○		
Tanners			○	○		
Contract Management	<ul style="list-style-type: none"> Heineken no longer delivering direct (via Matthew Clark Wholesale or LWC) As of 23.01.20 Molson Coors pricing is NOT available online as we are still resolving non-compliances with TUCO's framework document and Model Supply Terms Suppliers can review pricing March 2020; then remains fixed for 12 months Contractual terms have now been finalised with Carlsberg and their price files are available to view and download from their supplier webpage (July 20) 					

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: 12/11/21

Current status	Extended (3 rd year) until 12 th November 2021									
OJEU Process	Restricted Procedure. Supplies. Ref: 2018/S 087-195129									
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> 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	○	○	○						○	
Hobart				○			○			
JLA				○	○					
Kitchequip	○			○	○	○	○		○	○
Catering 24 (formerly Magenta)	○		○							
MWUK (Alexandra)		○								
Nisbets	○	○	○	○	○	○			○	○
RH Hall				○	○		○		○	○
Stephens Catering	○			○	○	○	○			
Swift Maintenance					○	○	○	○	○	○
True Refrigeration					○					
WV Howe	○			○			○		○	○
Whitco Catering				○		○		○	○	○
Williams						○				

Contract Management

- Recent container order for Eco-2-Go cups saved one of our members £3.5k on their order
 - Latest Contract Review Meeting: Scheduled for 24th 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.
 - Magenta are now called Catering 24
 - Eco-2-Go have a number of new products coming out including protein and dessert pots with attached lids and hotdog trays
 - Framework extended for 1 year.
 - CRM due in November 2020, looking at ways in which to showcase equipment innovation during and post COVID-19.
 - Oct 20 – Bidfood have withdrawn from the supply of Heavy equipment (Lots 4,5,6,7 & 9)
-

Convenience Retail

Supply and distribution of convenience retail products and services. Lot 1 Confectionery, Snacks and Soft Drinks, Lot 2 Cakes (Ambient, Chilled, Fresh & Frozen), Lot 3 Convenience Retail Grocery (Ambient, Chilled Fresh & Frozen), Lot 4 Convenience Retail Alcohol, Lot 5 Convenience Retail Non-Food, Lot 6 Cigarettes, Tobacco, E-Cigarettes and associated products, Lot 7 One Stop Shop (incl. all above)

Start: 01/07/2020 End: 30/06/2022

Current status **New Agreement.** Agreement awarded for a minimum of two years with an optional 2 year extension taken in one year increments until 30th June 2024.

OJEU Process Open Procedure
OJEU Ref: 2019/S 244-599508, TUCO Ref: CAT11046-TU, Award Ref: 2020/S 128-314867

Call off guidelines

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

Framework Savings Process Savings £6k

Category Manager Kim Ashley

Pricing All pricing submissions to be valid until 1st July 2020
Following this price reviews will be carried out bi-annually (every 6 months) for all products.

Supplier/Lot	1	2	3	4	5	6	7
AF Blakemore & Son Ltd			○	○	○	○	○
Adamsons Drinks Ltd	○						
BB Foodservice	○		○	○	○	○	○
BFS Group T/A Bidfood	○	○					
Brakes	○	○					
Chapple & Jenkins	○			○			
Dunsters Farm	○						
Fulfil UK		○					
Handmade Speciality Products		○					
J.W. Filshill Ltd	○		○	○	○	○	○
LWC Drinks				○			
M1 Confectioners	○						
Nisa Retail							○
Premcrest Ltd	○	○	○		○		
Sugro Distribution Ltd	○						
Total number per lot	10	5	4	5	4	3	4

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	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Price weighting change only, <i>or</i> 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	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> 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% (<i>Source: Quenelles</i>)												
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"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> 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 – average 25.35% (<i>Source: Quenelles</i>)	
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"> Clifton Quality Meats and Rumps of Warwick are no longer trading and Welsh Bros are no longer part of the framework Supply issues – Pork Meat (Swine Flu) 	

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"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> 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%											
Category Manager	Hannah Myton-Wright											
Pricing	Option to review monthly											
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12
Direct Seafood	○	○	○	○	○	○	○	○	○	○	○	○
M&J Seafood	○	○	○	○	○	○	○	○	○	○	○	○
The Stickleback Fish Company	○					○	○	○				
Contract Management	<ul style="list-style-type: none"> M&J review pricing on a monthly basis; Direct quarterly Cod stocks currently affected by quotas and exchange rates; this has increased demand for other white fish alternatives (Coley) Latest Contract Review Meeting – 22nd February 2019 Paradise Seafood and Celtic Fish & Game 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. Contract review meeting for 2020 will be held on 2nd March. Supply to Scotland (as of September 2020) Direct Seafood can supply to most of Scotland via Campbells Brothers in Bonnyrigg. M&J have limited supply to Scottish members following the closure of one of their depots. 											

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

- 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 – 7.16%, 11.46% and 5.31% (Source: Quenelles)

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: TBC

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: TBC
- 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: 31/03/21

Current status	Extended until 31.03.21. Framework to be retendered early (<i>see new agreements</i>)									
OJEU Process	Restricted Procedure. Supplies. Ref: 2018/S 085-191171									
Call off guidelines	<ul style="list-style-type: none"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition, <i>or</i> 2. Mixture of direct award and mini-competition (New), <i>or</i> 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 – 3%									
Category Manager	Hannah Myton-Wright									
Pricing	Annually									
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10
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

-
- Latest Contract Review Meeting: Scheduled for 3rd October 2019
 - Lime Holdings are no longer trading
 - Framework extended until 31st March 2021 and will be retendered early to allow for ongoing innovation as part of a DPS agreement.
-

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"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition <i>or</i> Mini competition See Buyers Guide & Tender Evaluation Report for full details Further competition service available, free of charge, to TUCO members 	
Framework Savings		
Category Manager	Nicola Mellor	
Pricing		
Suppliers	Lot 1	Lot 2
442 Design Ltd-	○	
Atlantic Graphic Solutions-	○	
HK Project		○
Promart Manufacturing		○
PSV Design-	○	
Restaurant Design Associates	○	○
ScoMac Catering Equipment		○
Contract Management	<p>Please note that since the award of the framework we have been notified of the following:</p> <p>Atlantic Graphic Solutions entered into Administration on 21st December 2020.</p>	

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 st 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"> Call off via: <ol style="list-style-type: none"> Completion of stage 2 (ITT) Lotted by category not region; therefore all suppliers in that Lot must be invited to bid See Buyers Guide for full details Second stage ITT service available, free of charge, to TUCO members
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

1st 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: 23/10/21

Current status	Extended (5 th year due to COVID) Being retendered in 2021 (<i>see new agreements</i>)
OJEU Process	Restricted. Supplies. Ref: 2016/S 083-147013
Call off guidelines	<ul style="list-style-type: none"> • Call off via: <ol style="list-style-type: none"> 1. Ranked 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 – 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			○			
Bako	○	○		○	○	○
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: 18th 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: 31/08/21

Current status	Being retendered in 2021 (<i>see new agreements</i>) Extended to 5 years due to re-tendering not taking place during the COVID-19 Pandemic										
OJEU Process	Restricted Procedure. Services. Ref: 2016/S 174-313325										
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> 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 also rate sheets by supplier Further competition service available, free of charge, to TUCO members 										
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	●	●	●	●	●	●	●	●	●	●	●
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"> Neway declined the latest framework extension and were removed from the supplier list Brightwork have removed themselves from the framework as they are no longer able to supply. Increases April 2018 in-line with Governments increase in the minimum wage Latest Contract Review Meeting: 28th November 2018 										

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; currently operating in 1st year extension period

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

- Since the award of the agreement, Capital Catering, Hakens Quality Foods, The Good Food Chain and Adelle have ceased trading
 - Last 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: 30/09/21

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: 31/07/21

Current status Extension issued for 3rd 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:

Provision of Temporary Structures

A services DPS agreement providing access to Temporary Kitchens, Equipment & Bars (Lot 1), Large Event Marquees & Temporary Structures (Gable width over 12m) (Lot 2), Small Event Marquees & Temporary Structures (Gable width up to 12m) (Lot 3) and Turnkey solution for Temporary Kitchens, Marquees & Temporary Structures (Lot 4)

Start: 04/05/20 End: 03/05/24				
Current status	Agreement within 1 st of 4 year agreement			
OJEU Process	DPS Services. Supplies. TUCO - CAT11047-TU; OJEU – 2020/S 027-063353			
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Completion of stage 2 (ITT) Lotted by category not region; therefore all suppliers in that Lot must be invited to bid See Buyers Guide for full details Second stage ITT service available, free of charge, to TUCO members 			
Framework Savings	Process Savings £6k			
Category Manager	Nicola Mellor			
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement			
Suppliers	Lot 1 Lot 2 Lot 3 Lot 4			
Berry Marquees		●	●	
Danco Plc		●	●	
Pinnacle Marquees (UK) Ltd	●	●	●	●
PKL Group (UK) Ltd	●			
Relocatable		●	●	

Contract Management

1st annual review April 2021

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"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> 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			
Category Manager	Mandy Johnston		
Pricing			
Suppliers	Lot 1	Lot 2	Lot 3
Bewleys		○	
Bidfood	○	○	○
Brakes	○	○	○
Creed-	○		
Lomond	○		
Vegetarian Express	○		
Contract Management	<ul style="list-style-type: none"> Latest Contract Review Meeting: 7th February 2019 		

Vending

Lot 1 - Confectionery Snacks / Ambient. Lot 2 - Food including Sandwiches chilled. Lot 3 - Beverages, bottles and cans. Lot 4 - Beverages, hot drinks. Lot 5 – Fully Managed Vending Machine Service including Reverse Vending. Lot 6 – Self-Fill machines only. Lot 7 - Reverse vending. Lot 8 – Retail/Convenience Store Vending. Lot 9 - Mobile Vending. Lot 10 - Express Vending. Lot 11 - Telemetry System

start: 01.10.2020 – 30.09.2024

Current status Agreement within 1st of 4-year agreement.

OJEU Process Dynamic Purchasing System Services

TUCO Ref: CAT11050-TU

OJEU Ref: 2020/S 035-083929

Suppliers	1	2	3	4	5	6	7	8	9	10	11
Broderick Group	○	○	○	○	○	○	○			○	
Bulk Vending Systems	○		○	○	○	○		○		○	○
Cymraeg	○		○	○	○	○				○	○
Eden Springs										○	
Excel Vending	○	○	○	○	○	○	○	○		○	○
JW Vending	○	○	○	○	○	○		○		○	
Options Management							○			○	
Refresh Vending	○	○	○	○	○	○		○		○	
Selecta UK	○	○	○	○	○	○	○	○		○	○
Upton Group	○		○	○	○	○		○			
VH Graddon					○			○			
Wilkes Vending Services	○	○	○	○	○	○					

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

Category Manager
Mandy Johnston
Email: mandy.johnston@tuco.ac.uk Tel No: 07415795771

Contract Management

- Latest Contract Review Meeting:

New Agreements

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

Fresh Milk & Bread Strategy is being prepared and tender documents to be drafted up. Put on hold due to extension of 5th year and will now be retendered in 2021.
Hannah Myton-Wright

IFDC Strategy is being prepared and tender documents to be drafted up. New agreement to be a DPS instead of restricted procedure.
Go live date 1st April 2021
Hannah Myton-Wright

APUC UPDATE @ TUCO REGIONAL MEETING 12TH NOVEMBER 2020.

APUC AGREEMENT STATUS:

Commodity Ref	Agreement Title	Contract Start Date	Current Expiry Date	Next Price Review
CAT1060 AP	Fresh Dairy Products*	26/10/2017	25/10/2021	Retendered April 2021
CAT1061 AP	Fresh Fruit & Vegetables*#	21/12/2018	20/12/2021	Feb 2021
CAT1062 AP	Fresh Fish & Seafood*#	14/04/2018	13/04/2021	Feb 2021
CAT1063 AP	Fresh Butcher Meat*	05/03/2019	04/03/2021	Mar 2020
CAT1064 AP	Fresh Bakery Products*	07/09/2019	06/09/2022	Aug 2021
JAN1007 AP	Cleaning Chemicals and Disposable Paper Products*#	14/04/2018	13/04/2021	April 2020
CAT1065 AP	Water Coolers (Scotland Excel)~	15/01/2018	07/01/2022	n/a
CAT1059 AP	Catering Disposables & Sundries (Scotland Excel)~	20/10/2016	19/07/2020	n/a

Direct call-off from all Framework Agreements is available through either a ranked supplier basis*, via Desktop Evaluation# or other pre-set criteria~. Call-off by mini-competition can also be utilised for all these agreements. Full details of how the ranking process and desktop Evaluation works can be found in each agreement's Buyers Guide. If you are currently experience problems with your contractor and want to move on to the next ranked supplier but are unsure if you can do that, please get in touch.

FRAMEWORK UPDATE:

CAT1060 AP Fresh Dairy Products

The above Framework Agreement runs until 25th October 2020 and has been extended for a final 12 months.

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

Graham's Dairy can now supply glass pints for both Whole Milk and Semi-Skimmed milk through the Framework Agreement. Each pint will cost £0.60 per unit, upon return of Glass Bottles to Graham's. If bottles are not returned, there will be an extra cost of £0.25 per bottle. There is a minimum order of 20 pints (case can be a mix of both Whole Milk and Semi-Skimmed Milk).

APUC are continuing to monitor the market pricing for Dairy and have decided to extend this agreement for a final year, rather than re-tendering early. This is due to current market uncertainty and probable price increases that may be incurred through a re-tender process at present.

The Framework Agreement is split in to 7 geographical lots and the appointed suppliers are as follows:

Lot	Supplier(s)
North Highland & Western Isles	Grahams the Family Dairy
Aberdeen and Grampians	Grahams the Family Dairy
Perth, Angus & Dundee and East Fife	Grahams the Family Dairy
Stirling, Falkirk & West Fife	Grahams the Family Dairy
Edinburgh, Lothian & Borders	Grahams the Family Dairy
Greater Glasgow	Grahams the Family Dairy
Argyll, Renfrewshire & Ayrshire	Grahams the Family Dairy

Spend to date by Supplier:

Supplier Name	Spend to Date	No of Institutions Using	Spend August 20 to October 20
Grahams the Family Dairy	£1,406,332.63	27	£27,599.11
Total	£1,406,332.63		£27,599.11

Call-off from this Framework Agreement is available through direct award to the sole supplier. The Framework Agreement is formed around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

This Framework Agreement supports farmgate pricing.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise Levens](#) (0131 442 8940/60).

CAT1061 AP Fresh Fruit & Vegetables

The above Framework Agreement commenced on 20th December 2018 and will run for two years with the option to be extended for up to a further 24 months.

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

The Framework Agreement is split in to 5 geographical lots, with a separate lot for Glasgow City Council who requested to join the Framework Agreement. The appointed suppliers are as follows:

Lot	Supplier(s)
North Highland and Western isles	1. Swanson's Fruit Co Ltd
Aberdeen and Grampians	1. Total Produce Plc 2. TPS Fruit and Vegetables

Perth, Angus, Dundee & Fife	1. McLays 2. Total Produce Plc 3. George Anderson & Son
South East of Scotland (Stirling, Edinburgh, Lothian & Borders)	1. Total Produce Plc 2. George Anderson & Son 3. G. Carruthers & Sons
South West of Scotland (Greater Glasgow, Argyll, Renfrewshire & Ayrshire)	1. McLays 2. Total Produce Plc 3. George Anderson & Son
Glasgow City Council	1. McLays 2. Total Produce Plc 3. G. Carruthers & Sons

Spend to date by Supplier:

Supplier Name	Spend to Date	No of Institutions Using	Spend Feb 2020 to July 2020
Swanson's Fruit Co Ltd	£76,874.65	3	£7,008.10
Total Produce Plc	£278,741.81	8	£39,047.76
TPS Fruit & Vegetables	£20,181.70	1	£3,522.97
McLay's Foods	£505,017.12	8	£116,998.86
George Anderson & Son	£714,137.80	12	£29,704.08
G. Carruthers & Sons	£0.00	0	£0.00
Total	£1,594,953.08		£196,281.77

All of the above are SMEs

Call-off from this Framework Agreement is available for direct award via a ranked supplier process, Desktop Evaluation or by mini-competitions. The Framework Agreement is formed around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

Price variations windows occur quarterly. Price variation opportunities in November 20 were initially sought by McLays, however, the request was withdrawn and as such, current prices will now be held until **28th February 2021** as a minimum.

Contract Management meetings have been scheduled for the end of November. A survey has been issued to all Institutions who have spend recorded against this agreement.

Please contact [Louise Levens](#) if you have any further feedback regarding this agreement.

The Buyers guide and supporting documentation have all been uploaded to [the APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise Levens](#) (0131 442 8960/40)

CAT1062 AP Fresh Fish & Seafood

The above Framework Agreement commenced on 14th April 2018 for the duration of 2 years with an option to extend by further 24 months.

The Framework Agreement is split in to 5 geographical lots and the appointed suppliers are as follows:

Lot	Supplier(s)
1 – North Highlands & Western Isles	1. Campbells Prime Meat
2 – Aberdeen & Grampians	1. Campbells Prime Meat 2. Campbell Brothers
3 – Perth, Angus, Dundee & Fife	1. Campbells Prime Meat 2. Campbell Brothers
4 – South East of Scotland (Stirling, Edinburgh, Lothian & Borders)	1. Campbells Prime Meat 2. Campbell Brothers 3. The Fish People Scotland Ltd
5 – South West of Scotland (Greater Glasgow, Argyll, Renfrewshire & Ayrshire)	1. Campbells Prime Meat 2. Campbell Brothers 3. The Fish People Scotland Ltd

All of the above are SMEs

Spend to date by Supplier:

Supplier Name	Spend to Date	No of Institutions Using	Spend Feb 2020 to July 2020
Campbells Prime Meat	£306,162.86	18	£23,849.10
Campbell Brothers	£319,136.16	15	£19,845.85
The Fish People Scotland Ltd	£142,806.12	5	£13,610.51
Total	£768,105.14		£57,305.46

Call-off from this Framework Agreement is available for direct award via a ranked supplier process, desktop evaluation or by mini-competitions. The Framework Agreement is formed around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

The agreement was extended and will now expire on 13th April 2021.

Pricing is reviewed on a bi-annual basis. No increases were sought at the last window, therefore current pricing is now held until **28th February 2021** as a minimum.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise Levens](#) (0131 442 8960/40)

CAT1063 AP Fresh Butcher Meat

This Framework Agreement commenced on 5th March 2019 and will run for two years with the option to be extended for up to a further 24 months.

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

The Framework Agreement is split in to 5 geographical lots and the appointed suppliers are as follows:

Lot	Supplier(s)
North Highland & Western Isles	1. Campbells Prime Meat
Aberdeen and Grampians	1. Campbells Prime Meat 2. Campbell Brothers 3. Gordon McWilliam (Aberdeen) Ltd
Perth, Angus, Dundee & Fife	1. McLays 2. Campbells Prime Meat 3. Campbell Brothers
South East of Scotland, comprising of Stirling, Edinburgh, Lothian and Borders	1. Campbells Prime Meat 2. Campbell Brothers 3. Shaw's Fine Meats
South West of Scotland, comprising of Greater Glasgow, Argyll, Renfrewshire & Ayrshire	1. McLays 2. Campbells Prime Meat 3. Campbell Brothers

Spend to date by Supplier (CAT1063AP):

Supplier Name	Spend to date	No of Institutions Using	Spend Feb 2020 to July 2020
Campbells Prime Meat	£519,459.59	22	£59,785.33
Campbell Brothers	£405,193.60	8	£39,620.62
Gordon McWilliam (Aberdeen) Ltd	£210,938.06	1	£20,829.26
Shaw's Fine Meats	£89,889.24	1	£6,274.79
McLay's Ltd	£334,393.20	7	£94,783.30
Total	£1,559,873.69		£221,293.30

All of the above are SMEs

Call-off from the new CAT1063AP Framework Agreement is available for direct award via a ranked supplier process, desktop evaluation or by mini-competitions. The Framework Agreement is formed around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

Pricing for core product items became effective from 5th March 2020. The next opportunity for price variation is **March 2021**.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise Levens](#) (0131 442 8960/40)

CAT1064 AP Fresh Bakery Products

The above Framework Agreement commenced on 7th September 2019 and will run for two years with the option to be extended for up to a further 24 months.

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

The Framework Agreement is split in to 5 geographical lots and the appointed suppliers are as follows:

Lot	Supplier(s)
Highlands & Islands	1. Scotbake Ltd
Aberdeen & Grampian	1. Wallace Bakery
Perth, Angus, Fife & Dundee	1. Fisher & Donaldson 2. Wallace Bakery 3. Tower Bakery
South East of Scotland (Stirling, Edinburgh, Lothian & Borders)	1. Fisher & Donaldson 2. Fords the Bakers 3. Tower Bakery
South West of Scotland (Greater Glasgow, Argyll, Renfrewshire & Ayrshire)	1. D McGhee & Sons Ltd 2. Buon Giorno Tutti 3. Big Bite Catering

Spend to date by Supplier (CAT1064AP):

Supplier Name	Spend to Date	No of Institutions Using	Spend Feb 2020 to July 2020
D McGhee & Sons Ltd	£186,024.76	13	£44,101.77
Fisher & Donaldson	£31,718.10	3	£8,251.20
Buon Giorno Tutti ltd	£27,461.73	2	£4,906.32
Scotbake Ltd	£26,141.73	3	£7,249.64
Tower Bakery	£0.00	0	£0.00
Big Bite Catering	£0.00	0	£0.00
Total	£271,346.32		£64,508.93

All of the above are SMEs

Call-off from the new CAT1064-AP is available for direct award via a ranked supplier process or by mini-competitions. The Framework Agreement is formed around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

The pricing for core product items will be held for a minimum of 12 months. The next opportunity for price variation is **August 2021**.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement.

For further information, please contact: [Louise Levens](#) (0131 442 8960/40).

JAN1007 AP Cleaning Material and Disposable Paper Products

The Framework Agreement went live on 3rd April 2018 and runs for an initial period of 2 years, with the option to extend for a further 24 months.

The appointed contractors are:

Rank 1 - Bunzl Cleaning & Hygiene Supplies Ltd

Rank 2 - Arrow County Supplies

Rank 3 - Alliance Disposables Ltd

Spend to date by Supplier:

Supplier Name	Spend to Date	No of Institutions Using	Spend Feb 2020 to July 2020
Bunzl Cleaning & Hygiene Supplies Ltd	£6,000,155.34	39	£1,243,599.41
Arrow County Supplies	£427,132.51	4	£148,483.74
Alliance Disposables Ltd	£270,144.72	9	£38,882.32
Total	£6,697,432.57		£1,430,965.47

Call-off from this Framework Agreement is available for direct award via a ranked supplier process, desktop evaluation or by mini-competitions. The Framework Agreement is formed around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#) and e-catalogues have been developed and are available for e-procurement systems with punchout available for Bunzl Cleaning & Hygiene Supplies Ltd.

Pricing was fixed for the first year of the agreement and there has been no authorised price variation for core product items and these prices will be held until **April 2021**. It is expected this Framework Agreement will be extended for its final 12 month option.

Bunzl Cleaning & Hygiene submitted a price variation request in March 2020. Review of this request was protracted due to the COVID-19 outbreak and eventually deferred until mid-October. The initial request was for over 40 line items with requested increases ranging between 2% to 38%, however, due to negotiation and rejection of several increases, this was decreased to just 13 line items. The overall authorised percentage increase decreased to 0.22% across the core product list.

Please contact [Louise Levens](#) if you have any feedback regarding this agreement.

For further information please contact [Louise Levens](#)(0131 442 8960/40)

PROCUREMENT UPDATE

Brexit & COVID 19 - Supply Chain Impact

Further work on Brexit and the impact it will have on our Supply chain is ongoing. APUC have re-categorised each Framework and where Frameworks are deemed to be Medium or High risk, contracted suppliers have been issued a questionnaire based on four consideration points: Labour, Supply Chain, Regulatory and Commercial impacts.

APUC Ltd are actively involved in the Scottish Public Sector Food Forum, a cross sector group chaired by Scottish Government and have also established a Catering Procurement group with other Scottish Procurement Centres of Expertise to monitor and measure market and supplier resilience in response to COVID 19 and potential implications associated with Brexit as the risk of a 'no deal' Brexit or restrictions that may affect cross border trade increase.

We will continue to work with our with these groups and all UKUPC consortia partners, including TUCO, and our collaborative supply chains to discuss identified risks and mitigations that have or require to be put in place.

Sustainability and Supply Chain Management

Activities relating to our Responsible Procurement Action plan covering a range of criteria continue, as previously advised. Please see details below for detail of activities and developments:

- Responsible Sourcing and Ethical Trading - Applicable criteria are set within the ITT and responses captured and measured prior to appointment and during contractor performance.
- Fair Working Practices, including Living Wage – APUC have confirmation of all catering contractor's current stance on their approach to the Living Wage. We continue to track this and suppliers are now asked to confirm their position prior to appointment of a Framework Agreement.
- Modern Slavery – Applicable criteria are set within the ITT, where relevant, and responses captured and measured prior to appointment and during contractor performance.
- Carbon Reduction & Climate Change – APUC are currently working through the Responsible Procurement Action plan to categorise the importance of Climate Change Emergency. Delivering both Fruit and Veg and Butcher Meat in departmentalised vans (vans have been audited by local council) is available through McLays. The ability to use contractors as distributors under catering Framework Agreements not only enables smaller and local producers to enter the supply chain but reduces the number of deliveries and associated carbon footprint.
- Other Waste and Pollution reduction – Institutions are starting to purchase 'wonky' fruit and vegetables under CAT1061-AP. Not only does this action reduce food waste but can also contribute to potential budget savings. APUC are currently working to encourage this to more suppliers throughout the geographical lots. Suppliers can also offer 'Soup' Veg - (vegetables that are not aesthetically pleasing or don't have a long shelf life) to Institutions who may be interested.

Sustain Programme

APUC's Sustain programme is the process through which we engage with appointed contractors to assess their approach to delivering a transparent, environmentally positive, ethical and socially responsible supply chain.

APUC have been working with other Consortia to revise the question set and scoring system, adapting it to develop better practices and encourage contractor involvement. The updated tool is now live and was re-launched in October.

APUC are currently testing the system with four suppliers. The Estates team have recently completed a prioritisation project with an aim to identify and seed relevant Contractors within the Supply Chain and two catering and janitorial Contractors are included in the first phase. Other Contractors will then be put forward to take part in the tool.

Once suppliers have completed the tool, an improvement plan will be created and managed throughout the Contract Management process.

Single Use Plastic

We have completed an exercise with the Scottish Government and Zero Waste Scotland on implementing Article 5 of the Single Use Plastic Directive. The initial focus of our project was based around eight commonly purchased items (including coffee cups, cutlery and straws), that will have market restrictions placed upon them. All data received from suppliers and Institutions has been submitted to ZWS and any feedback received will be shared with the sector.

We continue to encourage suppliers to reduce or remove single use plastic from their supply chain through using items such as compostable or re-usable packaging and pallets. Some suppliers on CAT1061 AP Fresh Fruit and Vegetables agreement have confirmed they are still aiming to remove all single use plastic from their supply chain in the year ahead. Others are looking into alternatives to punnets for Grapes and Strawberries and investing in compostable netting for citrus fruits.

Targets and actions have been set and agreed with key suppliers and performance on these and other strategic objectives are monitored and measured as part of our Supplier and Contract Management programme. We are keen to hear from members what their key points of consideration and requirements are so these can be included and discussed with the relevant supply chain.

As previously advised, the Procurement Reform Act (Scotland) 2014 (PRA) requires every public sector contracting authority to consider how procurement can improve local social, economic and environmental wellbeing; facilitate involvement of SMEs; and promote innovation (where factors are relevant to what is being procured and it is proportionate to take account of them). APUC Ltd include all of these in their catering related Framework Agreements and the potential sustainable benefits are listed in the Buyers Guide. This includes the added value services and Community Benefits available and the delivery of these are also being tracked as part of our Contract and Supplier Management process.

As previously advised, examples from recently awarded Framework Agreements include:

- Products Sourced: Ethically & sustainably sourced / eco-friendly product alternatives available within the Core List
- Support towards external accreditation schemes including Food for Life
- Work placements and modern apprenticeships schemes, Community support programmes, promote healthy eating through sponsoring events
- availability of organic, Fairtrade or 'wonky' Fruit and Vegetables (see above), advice on seasonal produce and assistance with Menu planning
- Waste collection service - Access to Closed Loop Recycling scheme on request

- Ability to introduce local producers into the supply chain, using the appointed contractor as a distributor.

Palm Oil

The work that APUC are doing in exploring the use of Palm Oil and Responsibly Sourced Palm Oil (RSPO) in its Framework Agreements and the promotion of RSPO certified products and Palm Oil alternatives, where deemed suitable and appropriate, continues.

The review of JAN1007 AP Cleaning Materials and Disposable Paper was disrupted due to COVID-19. This project has recently restarted and is currently underway with Bunzl. Where non- Responsibly Sourced Palm Oil is found within the core product list, we will be seeking alternative products that contain Responsibly Sourced Palm oil as a minimum.

Engagement with the UK Roundtable on Sourcing Sustainable Palm Oil is also continuing.

Zero Waste Scotland

Zero Waste Scotland are still offering support to increase awareness of circular economy ideas in procurement and also in the reduction of Food Waste to meet the Scottish Governments [Food Waste reduction](#) target of 33% by 2025. If you are interested in discussing either of these please contact Claire.Guerin@zerowastescotland.org.uk

Responsible Supply Chain guides

APUC Ltd's Responsible Supply Chain guide for catering products and equipment highlighting areas colleagues may wish to include or consider in any procurement and contract management activities can be found [here](#).

GENERAL UPDATE

Value for Money Reporting

As previously advised, following feedback from within the sector, APUC have produced an update on value for money activity. This update provides details on where Institutions may be able to gain additional savings through a Framework or may be able to access to more added value areas than they had initially considered.

If institutions have any questions on the report or any feedback on any of the above, please get in touch with [Louise Levens](#) (0131 442 8960/40) or [Andy Anderson](#) (07766 070781).

Documents on [APUC Buyer Guide Portal](#):

All information on the APUC Framework Agreements is now available on the APUC Buyer Guide Portal. If you haven't registered yet, please do so by contacting APUC helpdesk: helpdesk@apuc-scot.ac.uk to obtain the login details.