

## TUCO North East Regional Meeting

Thursday 30<sup>th</sup> September 2021 at 10:00 am via Teams

### MINUTES

<b>Attendees:</b>	Peter Anstess [Chair]	Sheffield
	Jon Broadhurst	Sheffield Hallam
	Richard Greensmith	Derby
	Steven Hogg	Newcastle
	Judith Hoyle	TUCO
	Linda Joyce	Durham
	Mark Mullaney	Hull
	Hannah Myton-Wright	TUCO
<b>Apologies:</b>	Mark Agar	Leeds
	Lesley Carden	Leeds Beckett
	Joanne Jordan	Leeds
	Sarah McLoughlin	TUCO Academy
	Richard Mangan	Leeds Beckett
	Anita Northing	Leeds Beckett
	Isobel Southon	Northern School of Art
	Julie Tong	Leeds
	Chris Whaley	Lincoln

#### 1. Apologies for Absence

Apologies were as above. Peter explained that the original presenter, Dan Bint of MCR was unable to attend but would be invited in to the next meeting.

#### 2. Presentation by Rebecca Harman of Vegetarian Express

Rebecca's presentation is attached to these Minutes.

#### 3. TUCO Update

TUCO has acquired 11 new members recently and purchasing is back up to 50%. During the period April to June 2021 there were £15 million worth of sales. Academy online courses have been very busy. All the TUCO Team are now back working full-time but from home and will not be returning to the office for the foreseeable future. It is, however, open for anyone who wishes to work from there occasionally. Carys Hopcyn the Contracts Executive has now left TUCO are we are currently looking for a replacement for her. The office landline is no longer in operation. All the Team are available on their mobiles. A copy of the contact list is attached to these Minutes.

## 4. TUCO Framework Update

### *TUCO White Delivery App*

The standstill period has now ended and no challenges were received. Terms and Conditions are currently being negotiated with a view to the contract going live within the next few weeks.

### *Temporary Staff*

Being retendered with plans to go Live on 1<sup>st</sup> October.

### *Food Waste Management*

DPS due to go live 1<sup>st</sup> November. 10 submissions have been evaluated and Twp have just received the recommendation. Agreement includes the original 5 lots plus:

- Lot 1 On-Site Food Waste Innovation
- Lot 2 Waste Disposable Cups
- Lot 3 Waste Coffee Grounds
- Lot 4 Off-Site Food Waste Collection
- Lot 5 Food Waste Oil Collection and Disposal Service
- Lot 6 Catering Packaging Collection and Recycling Service
- Lot 7 Compostable Packaging Waste Collection Service
- Lot 8 Food Waste Management Systems
- Lot 9 Surplus Catering Equipment

### *Sandwiches*

Utilising final year extension until 30<sup>th</sup> June 2022.

### *Soft Drinks*

Utilising final year extension until 30<sup>th</sup> September 2022.

### *DipChem*

Utilising first year extension until 14<sup>th</sup> December 2022.

### *Catering Light & Heavy Equipment*

Utilising final year extension until 12<sup>th</sup> November 2022. We would like volunteers for the Tender Working Party.

### *Alcohol*

Current agreement extended by 1 year until 15<sup>th</sup> January 2023.

### *Milk & Bread*

The current agreement has been extended until 24<sup>th</sup> January 2022 whilst it is being re-tendered. The SQ is now live and returns are due back by 19<sup>th</sup> October. We would like volunteers for the Tender Working Party.

### *Fresh Seafood*

Current agreement is to be extended until 1<sup>st</sup> May 2022. We are at the research and strategy stage. We are now looking for a member institution to cook off fish and seafood samples during the tender process. We also need volunteers for the Tender Working Party.

## LIVE DPS NEWS - FOR ONGOING CONTRACTS

### *EPOS System*

The tender process is complete, see website for details of suppliers. Re-submission from Access Group is being finalised with a view to them being accepted onto the agreement.

### *Kitchen Equipment Maintenance DPS*

Two new suppliers have been added to the agreement: Sylvester Keal (Lots 1-6) CMK and Kitchen & Ventilation Specialists (Lots 4&5)

### *CICS (Catering Innovation & Concept Solutions) DPS*

This agreement went live on 1<sup>st</sup> June and there are currently 25 suppliers on the DPS agreement. The SQ is now open for new and re-submissions from suppliers and will close on 18<sup>th</sup> November.

### *Temporary Structures*

Members looking to book marquees for the remainder of this year and also 2022 are advised to start the process now as it looks like there may be double the amount of bookings in order to catch up on Graduations.

## PRICE CHANGES

### *DipChem*

Cetering24 and Bidfood have issued price increases which have taken effect over the summer. Stephenson's and Bidfood have requested price increases for September on some products. Annual price increases due December.

### *Catering Light and Heavy*

Many suppliers have had to review their pricing (Bunzl, Brakes, Nisbets and Stephenson's) in light of increasing freight and raw material costs.

### *Soft Drinks*

October is the annual price review time for soft drinks. Increases are expected from suppliers.

### *Alcohol*

New price lists from most suppliers are effective from May (delayed slightly due to COVID)

### *Grocery, Frozen and Chilled*

New Pricing due from 1<sup>st</sup> September 2021. Annual Review Meetings held. Oil prices and driver shortages are the biggest issues.

### *Meat & Poultry*

Price increases from Solent Butchers (1<sup>st</sup> July – end September 2021)

### *Hot Beverages*

New pricing due from some suppliers 1<sup>st</sup> September 2021

### *Vegan and Vegetarian*

Vegetarian Express have requested price variations on certain products within their portfolio. The variations (mainly increases) will take effect from October 2021.

## SUPPLIER UPDATES

### *Brakes*

They have confirmed re-listing of all Linda McCartney range (Sausages, Mince, Burgers and Veggi Balls).

### *Pensworth/Kent Dairy*

Four depots of Pensworth are now Kent Dairy, however since Pensworth still exists, the contract cannot be novated across. Affected depots would still be serviced and invoiced via Pensworth. The Milk and Bread is to be retendered in coming months so Pensworth and Kent can tender separately for that.

### *Heineken*

Unable to produce stocks of John Smiths products due to nitrogen shortages – not because of nitrogen gas shortages but because of specialist nitrogen driver shortages.

### *Coca Cola*

The new TUCO National Account Manager for Coca Cola European Partners (CCEP) is Steve Bradley. His contact details are available on the TUCO website.

### *Grocery, Frozen and Chilled framework update*

Suppliers are struggling with the national driver shortage. This has resulted in them having to temporarily reduce the number of deliver days members receive and / or increase the minimum order. This is likely to continue into October at least. Members are asked to work with suppliers and support them at this difficult time.

### *Sandwiches update*

- Roberts Bakery main sliced bread supplier to sandwich manufacturers – issue with production
- Dramatically reduced deliveries to sandwich manufacturers – majority of TUCO suppliers affected
- The Real Wrap received a fraction of their usual bread but this is now sorted
- Though suppliers have contingencies in place (frozen bread and secondary suppliers), there hasn't been enough to cover all orders. The Real Wrap appear to be the most severely affected at the moment.
- Kim is in touch with the majority of sandwich suppliers and getting day to day updates. Please contact Kim if you are having issues.

## MARKET INTELLIGENCE REPORT

This is available online and covers:

- Individual Framework issues
- Driver shortages
- CO<sub>2</sub> shortages
- Supply chain issues – freight costs etc
- Procurement Regulations

## REVIEW MEETINGS

*Hot Beverages* - Annual review meetings held in August

*Fruit and Veg* - September

*Soft Drinks* - October 11<sup>th</sup>

*Vending* – November

*DipChem* – December

## NEW PRODUCT DEVELOPMENT

TUCO now have an NPD page on the website for suppliers who do not already have a route to market and for current suppliers who can upload new, innovative lines. For details of NPD products and to request samples, please visit the website. Products for September will come off this week and October samples go live on Monday.

### *NPD Sampling Group*

Kim Ashley is setting up a sampling group to test NPD and complete feedback forms to suppliers. Looking for volunteers to be members of the group across catering/bars and retail.

Quarterly Spend and Savings Reports have been circulated.

VFM Reports will be released next month.

### *Kinetic Update*

Jane attended the Framework Working Group Meeting for Accommodation/Catering Solutions. This came about as the result of the issues members were experiencing with Kinetic. Demos from potential tenderers have been scheduled for Oct/Nov 2021.

Market Research is continuing together with the Strategy Document. Work has started on the Invitation to Tender documents. Information from the demos will be fed into the documents.

We are currently looking at 4 Lots:

- Lot 1 Student Accommodation Management System
- Lot 2 Conference/Events Management System
- Lot 3 Catering Management System (delivered catering)
- Lot 4 One Stop Shop

The above Lots may change as a survey is being sent out to potential users for feedback.

We are looking for volunteers for our Tender Working Party on this.

## 5. TUCO Academy Update

Face-to-face courses have taken place at member institutions including Cardiff, Kings and Staffordshire, amongst others for L3 Allergens, Customer Service and L2 Food Safety. Before these could take place a Risk Assessment process against COVID had to be done.

Other on-site courses include:

- L3 Refreshers
- L2 and L3 Food Safety
- Customer Service

- L2 Healthy Food and Special Diets
- Allergens
- HACCP
- Mental Health
- L3 Supervising First Aid for Mental Health
- Menu Engineering
- Presentation Skills
- Mentoring

We also have several webinars coming up:

- Calorie Labelling
- Food Trends (run by the foodpeople) where 9 new food trends will be split down into 3
- Youth Nutrition
- Recruitment and Retention

The 'Veganuready' Innovation Day will take place on 11<sup>th</sup> November which will include plant-based products showcased by suppliers. Registration for this is now live on the website and addresses are needed to arrange the sending of samples to attendees.

We have two new 'plant-based' study tours in the pipeline:

- Newcastle 25<sup>th</sup> – 26<sup>th</sup> November
- London 1<sup>st</sup> – 2<sup>nd</sup> December

These will incorporate street-food, restaurant food and plant-based breakfasts and both are at a cost of £99.00 fully inclusive. We would therefore ask places to be restricted to two delegates per institution. We are currently awaiting confirmation on numbers then will be looking for a 'Plant-Based Champion' from each institution.

Our 'in-person' Winter Conference will take place on 8<sup>th</sup>/9<sup>th</sup> December at East Midlands Conference Centre, University of Nottingham with the theme of 'Food Trends'. This is to coincide with the release of our latest piece of research on trends and we will be bringing copies of the booklet along.

We have applied to be a member of the CPD Organisation so that members will receive points for attending such things as Academy courses, Conference etc.

Following a past study tour to California, we are now working with Menus of Change and their research collaborative.

#### *Recruitment and Retention Webinar*

This webinar takes place from 1pm until 2:30pm on Thursday 21<sup>st</sup> October and has been created to give some guidance on the recruitment and retention of staff in the current climate of the hospitality industry and to facilitate discussion and brainstorming between members. It is a starting point for TUCO members who are looking at increasing their staffing levels. Attendees will receive a toolkit to support planning around staffing numbers and also get access to smaller group discussions between members in the days after the webinar has been completed. These additional sessions are to facilitate ideation on how to tackle staff shortages, from other teams in a similar position and to generate plans on next steps.

We will also be running a Calorie Webinar on 18<sup>th</sup> January 2022.

## 6. Sustainability

Sheffield are trying to stay true to their values without putting sustainability on the back burner. As of September he is charging 20 pence for every single use cup. He has also introduced a system called 'VYTAL'. They are tied in to this company who are a German provider whereby the user has an App where your cup is scanned in and out. So long as the cups, bowls etc are returned within 14 days there is no charge. The user will get push reminders and if they do not return the item then it becomes theirs to keep with a charge of £10. The aim is to make a difference with waste.

Sheffield also buy around 50,000 plastic 2 Litre bottles of milk per year which are used then thrown away. In three of his busiest outlets they now have a milk delivery from a local dairy in milk churns of 20 pint capacity. They are put into a under-counter fridge with a pipe and the milk is pumped onto the counter and into a milk container. This year this will save around 20,000 plastic bottles.

## 7. Member Updates

### *Sheffield*

17 out of their 19 sites have now re-opened but they are struggling to recruit chefs. Mark commented that at Hull they have lost 3 chefs through COVID so have gone to local agencies to recruit but even newly qualified chefs were demanding far too much money. Across the board, Sheffield are at about 60% of Turnover. They are growing the Team through the recruitment of students.

### *Hull*

Retail – they are at around 50-60% compared to 2019. Back to 75% capacity in accommodation with a large number of international students and Post-Graduates still to arrive. The Welcome Week they planned has not really happened.

### *Derby*

Richard explained that they are a small campus and the university students have now left so they are now just FE. Events will form the major part of their business but they are struggling to recruit staff for these. They were busy with weddings in August with 8 taking place in 10 days. They have also held banquets for 500 where they are utilizing local catering and working in conjunction with local catering companies on this.

### *Newcastle*

The campus is much busier as more people come into the cafes. This is their first week of trade in retail. During furlough a large number of staff were moved to other areas and are now reluctant to come back to the catering side.

### *Durham*

Linda explained that they are operating a hybrid working system. Student facing staff are on site and will be the first ones to return to university. Procurement people will be working from home until at least January 2022 and their offices will be re-purposed and looked at for teaching spaces. If Linda plans to come back into the university then she will have to book a work space. Masks and social distancing are still in place.

Some of the chefs from the outlets have had to go into the catered colleges to cook and serve meals. They are also looking into how the outlets are being used.

Durham have looked at a similar method to the VYTAL system at Sheffield. This is in conjunction with FSG sustainable tableware they obtain via Bunzl. They are also looking at introducing reverse vending.

## **8. Any Other Business**

There was no further business and the meeting was duly closed.

## **9. Dates and Venues for Future Meetings**

The next meeting will be held some time in January 2022. Date to be confirmed.





Welcome to the  
*future*  
of FOOD



# Agenda

- Intro
- Health & Wellbeing
- [www.seed-bank.co.uk](http://www.seed-bank.co.uk)
- Zero Egg Promotion
- New Concepts



# Our business today...

Trusted by  
over **3000**  
chefs

**Nationwide**  
delivery

**Multi**  
**TEMPERATURE**  
vehicles

**600** pallets  
of **plant-based**  
goodness

Over **1000**  
**plant-based**  
products

Product  
**Innovation**  
kitchen

**Expert** account  
management

**First & only**  
dedicated  
**plant-based**  
foodservice business

Product  
development  
**Chef**

# 1,000 high quality ingredients

**Plant Protein**

**Veggie Burgers  
and Sausages**

**Herbs and Spices**

**Dried Fruits, Nuts  
& Seeds**

**Powders**

**Lentils, Pulses &  
Beans**

**Grains**

**Cereals, Oats,  
Muesli**

**Falafel**

**Rice and Pasta**

**Dips**

**...and many more**





## Why we're proud to be a Certified B Corporation™

Certified B Corporations (or B Corps) are businesses who demonstrate that through their business model they are making a positive affect on world around them. This is measured in four ways:

- Positive impact to the environment
- The way it treats and looks after it's people and suppliers
- Its positive effect on the communities in which they operate
- Its governance and ethical approach to doing business

We deliver  
**PLANT - BASED**  
*ingredients, ideas  
& inspiration*

Plant-based food is:  
Healthier, more nourishing and sustainable.

Its ingredients are:  
Vibrant, exciting and some of the tastiest around.



WE'RE ON A  
*mission*

— TO FILL  
— *your plate with*

**PLANT  
BASED**

— GOODNESS —



# *Why* this makes **SENSE**

## **BETTER FOR US**

Healthy, delicious  
ingredients

## **THE PLANET**

Sustainable  
plant - based food

## **YOUR BUSINESS**

Answers a growing  
consumer demand







Plant-based dining  
isn't **niche** anymore...

**it's the norm.**

# PRINCIPLES

OF HEALTHY, SUSTAINABLE MENUS

**MENUS CHANGE**  
The Business of Healthy, Sustainable, Delicious Food Choices



**HARVARD T.H. CHAN**  
SCHOOL OF PUBLIC HEALTH  
Department of Nutrition

BE **TRANSPARENT** ABOUT SOURCING AND PREPARATION

**BUY**



**REWARD BETTER**  
AGRICULTURAL  
PRACTICES

LEVERAGE **GLOBALLY INSPIRED,**  
**PLANT-FORWARD**  
CULINARY STRATEGIES



FOCUS ON **WHOLE, MINIMALLY PROCESSED** FOODS

**GROW EVERYDAY**  
**OPTIONS,**  
WHILE HONORING SPECIAL  
OCCASION TRADITIONS



LEAD WITH  
**MENU**  
MESSAGING  
AROUND  
**FLAVOR**

REDUCE PORTIONS,  
EMPHASIZING  
CALORIE QUALITY  
OVER QUANTITY

DESIGN HEALTH AND  
SUSTAINABILITY INTO  
OPERATIONS  
AND DINING  
SPACES



MAKE **WHOLE, INTACT**  
**GRAINS** THE NEW NORM

**LIMIT POTATOES**



**MOVE LEGUMES AND NUTS**  
**TO THE CENTER OF THE PLATE**



CHOOSE  
**HEALTHIER**  
**OILS**



GO "**GOOD FAT,**" NOT "**LOW FAT**"

SERVE MORE KINDS OF  
**SEAFOOD,**  
**MORE OFTEN**



**REIMAGINE DAIRY**  
IN A SUPPORTING ROLE



USE **POULTRY**  
AND **EGGS** IN  
MODERATION

REDUCE ADDED  
**SUGAR**



—SERVE LESS—  
**RED MEAT,**  
**LESS OFTEN**

SUBSTANTIALLY **REDUCE SUGARY BEVERAGES;**  
INNOVATE REPLACEMENTS

**DRINK HEALTHY:**  
FROM WATER, COFFEE, AND TEA TO  
(WITH CAVEATS) BEVERAGE ALCOHOL

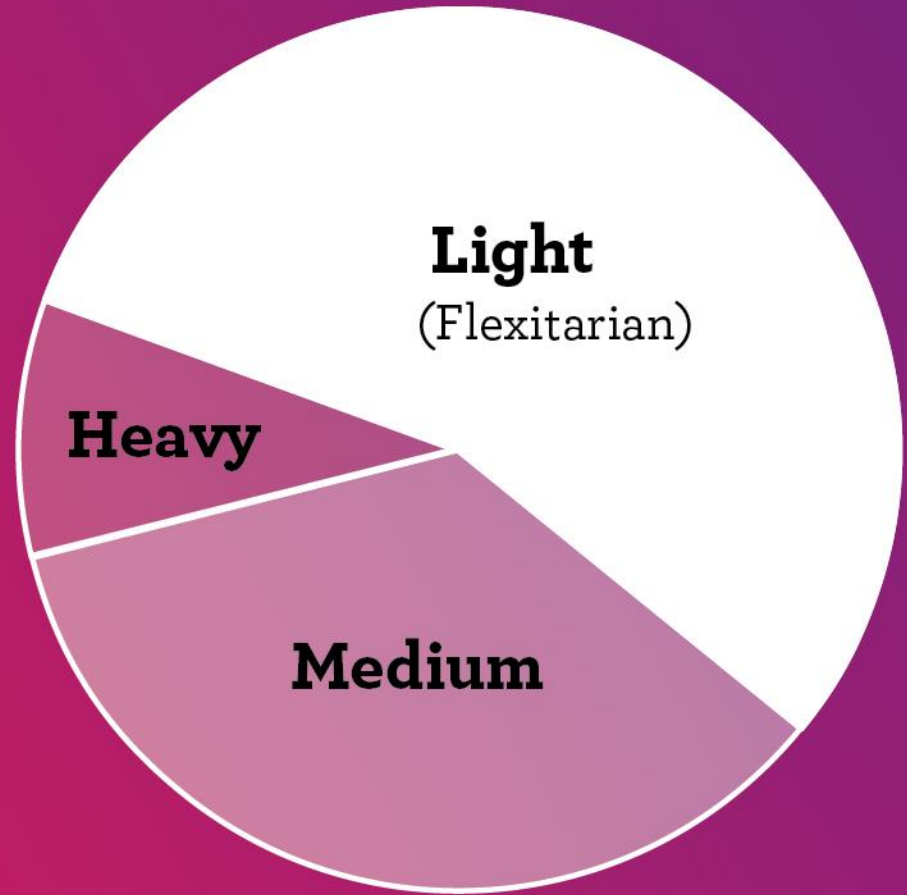


in fact...

**55%**

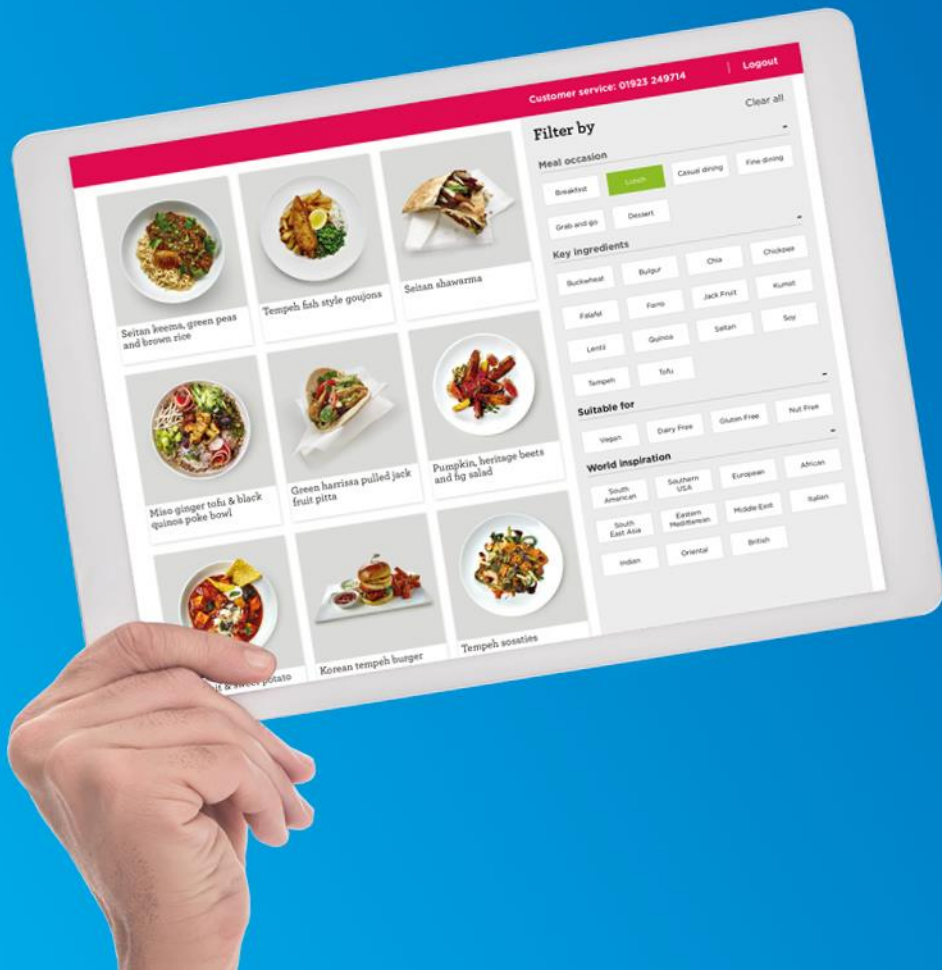
of Brits are  
flexitarian\*

\* someone who eats  
meat less than 4  
times a week



Source: Kantar World Panel (Dec 2016)

How do you get  
the right plant-based food  
on your menu?



# Introducing *Seed-bank*



***Inspirational  
plant-based dishes***

## ZERO EGG IS EASY TO USE

Liquify powder as directed. Ready in minutes.

### STEP 1

Combine Zero Egg powder, cold water and oil as directed.

### STEP 2

Mix in a food processor for 20 seconds, scrape sides and mix again.

### STEP 3

For best results, rest in the fridge for 20 minutes before use.



ZERO EGG & SALMON SCRAMBLE



WATCH THE HOW TO VIDEO



GIVE US A CALL ON  
01923 249 714

## EASY ON THE PLANET TOO

ENVIRONMENTAL IMPACT ZERO EGG VS. ORDINARY EGG\*



**93%**  
LESS WATER



**92%**  
LESS LAND



**59%**  
FEWER GHG  
EMISSIONS



**93%**  
LESS ENERGY

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**0** ZERO EGG.

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# Student Isolation Boxes



What's in the box?

## 3 Day Isolation box

🌱 Vegan 🍷 Free from gluten  
❄️ Frozen ❄️ Chilled

### Breakfast

Coconut Granola	380g	🌱🍷❄️
Chocolate Granola	380g	🌱🍷❄️
Plenish Almond Milk	1ltr	🌱❄️
Organic Dark Chocolate Spread	350g	🌱🍷❄️
Wholesome Sliced White Bread	300g	🍷❄️

### Lunch / Dinner

Buckwheat Soba Noodles	250g	🌱❄️
Cous Cous	1kg	🌱❄️
Harisea Paste	100g	🌱🍷❄️
Curry Kit	235g	🌱❄️
Pesto	130g	🌱❄️
Potato Gnocci	1kg	🌱❄️
Vegan Meringues - Candy floss	25g	🌱🍷❄️
Notorious Nooch <small>Smoky Bacon / Immature Cheese</small>	100g	🌱❄️



# 5 Exciting new concepts launching Sept 2021

Pianta

Akeno

Bonita's

Leo's

Amped

