

TUCO Scottish Regional Meeting
Wednesday 5th October 2022 at 10:00 am
Fife Creamery, Kirkcaldy, Fife

MINUTES

Attendees:	Ian Macaulay [Chair]	Edinburgh
	Andy Anderson	APUC
	Judith Hoyle	TUCO
	Calum MacLachlan	Aberdeen
	Steven McKay	St Andrews
	Lauren Millar	APUC
	Graham Paterson	Strathclyde
Via Teams:	Sarah McLoughlin	TUCO Academy
	Mandy Johnston	TUCO Category Manager
	David Kerr	Strathclyde
	Sam Whitehead	WCS Paisley
Apologies:	Watson Bell	St Andrews
	Mike Belton	Calmac
	Iain Calder	Forth Valley
	Gareth Davies	Forth Valley
	Mark Donovan	Aberdeen
	Diarmuid Griffin	City of Glasgow College
	Lee Harding	UWS
	Fiona Hughes	Strathclyde
	Elaine Hutton	Ayrshire
	Louise Levens	APUC
	Stuart McMaster	Calmac
	Mark Nixon	St Andrews
	Alan Riddell	St Andrews
	Jane Speirs	Ayrshire
	Ype VanderSchaaf	Perth College
	Ester Vasallo	Forth Valley

1. Welcome, Introductions and Apologies

Ian wished to record the group's thanks and good wishes to Jennifer Dick (Dundee and Angus) who has taken early retirement and Iain Calder (Forth Valley College) who has taken up a new post as EPOS Co-ordinator.

2. TUCO Framework Updates (Mandy)

The UKUPC Impact Document, Brakes and Bidfood's Market Reports and the TUCO Intelligence Q3 report will all be available on website during October.

Spend/saving reports were issued recently for Apr-Jun. Spend is generally back to those reported pre-COVID.

Fresh Fish & Seafood – New Agreement went live on 14th August.

Design & Install – New agreement started on 1st Sept 2022

Soft Drinks – The new agreement went live from 1st October 2022. Same Lots as the previous agreement apart from Lot 6 which is a one stop shop. Pricing is fixed annually. The Buyer's guide and supporting documents are available on the website. LRS no longer deliver direct. They have not retendered and are leaving the route to market to members own choice. There will be some news in the near future re CCEP's RTM, however, members can rest assured they will be supported by the CCEP pricing structure.

Fruit & Vegetables – The new framework agreement went live on Monday 3rd October.

There are 27 suppliers in total. The Buyer's Guide is available on the TUCO website along with supporting documents. Tendered pricing is fixed until 10th November where suppliers will have the opportunity to request an update in line with market movements.

TENDER RENEWALS - RESEARCH/STRATEGY STAGE

Catering Light & Heavy – Re-tender preparation work is underway as framework expires in November. Members are advised to put suitable extensions in place to cover them as new framework is likely to start at the beginning of January 2023. Strategy Document has been prepared and is with the Tender Working Party.

Grocery, Frozen & Chilled (Incl Vegan & Vegetarian) – Tender documents are being prepared. New agreement is due to start on 1st April 2023.

DPS TENDER UPDATES – ONGOING

EPOS System – Category manager changed to Mandy Johnston.

Vending - Biffa are not providing RVS machines, they are working with DRS vending companies who provide them and will ensure they are compliant with the SEPA specification. Maintenance packages are available from Biffa but it is essentially down to the member to keep them clean/empty.

Management information will be reported on product numbers for data through machines. No tonnage data will be provided towards recycling figures for manual collections, however, Biffa are speaking to Circularity Scotland if they can do this.

Storing bottles without machines – would need to be stored inside a locked unit to prevent access to the public.

Kitchen Equipment Maintenance, Deep Cleaning & Ventilation Ducting Services

Re-tender preparation is under way, TWP meeting to review the strategy on 11th Oct. 22 and plan to have the new Framework Agreement in place for 1st June 2023.

Kinetics (run by APUC) 4 Lots - (Accommodation, Event, Catering and Hotel management software) – tender issued with return date 15th August 2022.

Food Waste Management - Aerobic Technologies have been added to Lot 1 of the contract. Although their digester turns food waste to grey water, they are bringing out a new machine in Q1 2023. Further details contact Mandy.

Delivery App – (Supplier is Checkfer t/a Order Pay) Loughborough are close to finalising their delivery app which will then be rolled out to members. Should you require further details, please contact Mandy Johnston at TUCO.

CONTRACT REVIEW MEETINGS

Vending Framework Agreement, Food Waste Management and Sandwiches and Associated Products contract reviews will take place in October. Any feedback from members on supplier performance would be appreciated. Details of surveys can be obtained from Sam at TUCO.

PRICE CHANGES

Convenience Retail – Sept-Oct price increases received by Bidfood, Brakes, Premcrest and Sugro on certain items.

Catering Light & Heavy – impacted by soaring raw material costs like Stainless Steel (39%) Aluminium (51%).

Churchill products will be around 2 times higher than 2020 due to soaring energy costs, clay, labour, packaging. Mirrored by other manufacturers. Again, due to fuel hikes, expect more increases on crockery! Hobarts have submitted increases towards the end of the framework.

DipChem – Nivek and Bidfood have proposed increases effective from October on both disposables and chemicals, with Tri-Star submitting increases on disposables.

Fresh Fish – The high prices reported for salmon in July have dissipated somewhat, but salmon is still high in price. Particularly considering the period we are currently in which would normally see it at comparatively reasonable levels. Analysts are saying that prices will be very high through 2022 and heading into 2023.

Meat & Poultry – Suppliers are still unable to commit to long term price holds. MJ Birtwistles, Solent and Bidfood require monthly pricing reviews and Harlech every two months. CMB have also submitted increases effective in October. Most suppliers have submitted increases over the past four months.

Milk & Bread – Suppliers continue to review pricing outside of the 6 monthly window due to ongoing processing costs being passed down to them and the farmgate price expected to hit 50ppl this month. Working to 3 monthly pricing until things settle down.

Sandwiches and Associated Products – Staff shortages is one of the challenges some of the suppliers are facing, but the biggest challenge is with cost increase on ingredients, energy, labour etc. Unfortunately even with their greatest efforts to mitigate the issues, some of them have had to put their prices up. Price increases received from RAYNOR Foods, Simply Lunch, The Real Wrap, Tiffin, Sandwich King and Fresh Food For Now.

Soft drinks – This is a new agreement and prices are currently being uploaded to PW. These will see an increase across the board.

Vending – Selecta have put a price increase on products across their range of goods. In the current climate where all suppliers are increasing prices due to Brexit, COVID, and the war in Ukraine, I would suggest members meet with Selecta to discuss prices and see if there is any negotiation to reduce certain products or absorb it from the royalty payment.

Alcohol – Price increase have been approved from suppliers outside of the 12 monthly review window due to extraordinary price increases from brand owners like Diageo, Budweiser Brewing Group, Heineken and Coca-Cola. All of them are citing Energy cost increases, raw material cost increases in particular grain, fruit and sugar. Packaging costs – glass and aluminium have seen massive increases mainly because of how energy intensive their production is. Shipping costs have remained very high, and labour remains a challenge. Molson Coors have just submitted another price change effective 17th October.

SUPPLIER UPDATES:

M&J and Freshfayre sites closed on 18th July.

M&B Some suppliers have already introduced clear caps which will enable recycling plants to recycle into 'food grade' plastic.

SUSTAINABILITY:

TSG meeting was held on 6th September. The next meeting is set for December 2022.

MSC – Fast track, cost effective scheme to get certified. Cost to use is just £350 per year for 5 or less sites, £400 for more than 6+ sites. ASC accreditation is currently being added to the scope which will allow members to use the ASC logos on their menus at no extra cost.

NETPOSITIVE We now have 223 TUCO suppliers registered on NETpositive (of a total 293 unique TUCO suppliers). This equates to 76.1%

Sustainable Supplier Meetings – Category Managers are carrying out separate supplier meetings to discuss supplier NET positive plans covering social value, modern slavery and scope 3 emissions. This has seen a rise in the number of suppliers using the NETpositive development tool.

Sustainability Insights - We now have a working group set up to facilitate sustainability insights. The aim is to create a bank of webinars showcasing live projects happening within the sector focusing on specific concepts or ideas. If anyone wishes to add their project, please contact Judith or Anj at TUCO.

WRAP Food Waste Action Week - Monday 6th – Sunday 12th March 2023. Again, it would be great if members are taking part and report to TUCO. We could run podcasts etc on the run up to, during and after the events to showcase member involvement.

Kale Yeah - have decided not to continue with the accreditation element. This is because of catering teams being overstretched due to the challenges they have been facing, the rising cost of energy and food making things tough both for caterers and customers, the lack of availability of higher welfare animal products making it impossible for caterers to meet the KYK "better meat" targets, amongst other issues.

Friends of the Earth will leave the KYK resources and guidelines online to encourage caterers to make their menus more sustainable and work towards meat, fish and dairy reduction targets.

Menus of Change – TUCO will be supporting members who wish to embrace Menus of Change. For further details please contact Mandy Johnston.

TUCO Swap Shop Forum – Members wishing to swap, give away or sell used items can now use the TUCO forum. For more information please contact Anj at TUCO.

Anjali.Caddies@tuc.ac.uk

3. APUC Report

Andy explained that Louise Levens is currently off work for an operation and should be back early December.

Fruit & Veg: This has now been extended until 19th June. Prices have been held until 30th November. There is no major market movement, however the cost of transport, cost of fuel and change of vehicles all had to be taken into account

Fresh Butchered Meat: The price submission went live in September but they have negotiated some of that down.

Bakery: New prices went live in September due to increases in the price of flour, energy and labour. With regard to energy prices, there is a big difference between the commercial market and the domestic market.

Fresh Fish & Seafood: Salmon prices are recovering a little.

Janitorial Cleaning Products: This went live in August. Bunzl were not in a position to cut pricing but will review this in January as UNECO took the risk of holding their pricing.

Kinetics: This was due to go live mid-October but delays on the evaluations meant that this will now go live at the end of October.

Andy asked that if anyone is experiencing supply issues with Grahams to please let him know. The plastic packaging tax has had no impact on pricing. Ukraine is still having an impact although grain and sunflower oil shortages have eased. More palm oil is being used because of the sunflower shortage.

Sustainability

They are still working on climate change and carbon reduction and are also working on the FNT30 Plan for zero carbon. They are still working with EcoVadis on supply chain and sustainability and have 130 suppliers on there. The new legislation on single-use plastics came into force in Scotland on 1st June.

4. TUCO Academy Update

Level 2 Food Safety has been going ahead face-to-face in several institutions. There has been more interest in Customer Service Excellence which includes change management. This looks at the team structure and how the individual fits in with the team. The new Environmental Social Governance training took place at the end of September with Project Management being held online in October. The forthcoming Level 4 Food Safety only has one place left on there. This is excellent value for a 5 day course at £99 with a qualification available at the end of it. We have now delivered over 1,000 qualifications for Levels 2, 3 and 4 including HACCP. All of these courses can either be delivered on site or online.

Recent webinars have included energy savings by Professor Samantha Mudie from the University of Reading. This webinar is now available from our website and she will also be speaking at our winter conference in Newcastle.

The summer study tour in Freiburg in conjunction with Studentwerke was a great success and highlighted the fact that UK institutions seem to be much more ahead with sustainability than their European counterparts. We are planning to hold another one in Normandy in 2024.

The Winter Conference will be held on 30th November at Newcastle University with a dinner the night before and a study tour to follow this. The package costs £149 for the dinner and overnight accommodation. The study tour will run from Wednesday evening until Friday lunchtime and will include a visit to a brewery set up by two ex-students.

The total package is £324 for the winter conference and study tour with all meals and accommodation included. The theme for the conference is 'Horizon Planning' with a varied programme of speakers, including one talk on 'Lab Cultivated Meat', as well as robotics.

We will be returning to the Menus of Change Summit Conference next year in New York state. We also need 20 people to trial the CIA course at £250 for those people wishing to learn more about Menus of Change. The Masters Degree will unfortunately not be running next year as a couple of lecturers have left so there will be nobody in the Department who can run the courses.

5. Deposit Return Scheme

Ian will be attending the forthcoming Biffa webinar and also will provide link to Mandy who will plan to attend, and asked that any institution who hears any updates to please keep other members informed. Steven posted an article on LinkedIn post meeting the fact the size of manual return locations may be reviewed as so many in hospitality industry are not ready with all other current challenges. Andy shared some information from the Scottish Government - please find below a link to Circularity Scotland's homepage which contains FAQs and news pages (a bit limited at present) and where you can sign up to receive further information.

<https://circularityscotland.com/>

For those not at the meeting, Circularity Scotland are the entity that have been created to implement and manage the Deposit return Scheme for all single use drinks containers made of PET plastic, metal and glass. Andy has received notification that Circularities Scotland will be holding a Deposit Return Scheme Conference in Glasgow on 22nd and 23rd of November in Glasgow, but there are no details on their webpage about this as yet and he will advise the location in due course. There was apparently a short survey issued to gauge interest and plan the relevant content which closed on 30th September, however, it appears this wasn't particularly well communicated and Andy would be happy to collate any points of query or concern back to them in the hope they can either respond with clarifications or include this in their conference content.

6. Board Update

Calum reported that the meeting did not go ahead in September but will now take place at the end of October, as well as a Strategy Development Day in November for the Board and staff to commit to a strategy for the company for the next 3 years. The next Board Meeting on 28th October will be Calum's last one. He will continue to support Ian on the regional side and will continue his work on any Tender Working Parties.

If any members would be interested in applying to fill the vacant Board positions, please speak to either Calum or Alan. Steven asked about how that would affect regional representation on the Board going forward. At the last AGM it had been agreed to amend the company articles regarding length of service of Non-Executive Directors. After the first 4-year term the NED can stay on an open-ended term.

Durham have gone over to Foodbuy and TUCO were unsuccessful in their tender for the business.

On the finance side, as an organization we are forecasting a break-even this year. If we do make a small surplus this year, it will be tax-free.

TUCO has now left their premises, National House and the options are to rent service accommodation or partnering with a member organization. Steven asked why the Regional Chairs did not have a joint meeting with the Board Directors. TUCO are still not collectively doing anything about the staffing situation as an organization be it UK wide films, a focused marketing programme and Ian feels that they should be looking at presenting a more positive profile to the sector as an employer. Measure of success is when TUCO are as well known a name as large contract caterers, and "The Name" for the sector.

7. Any Other Business

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

8. Date for Next Meeting

This would be February/March 2023 – exact date to be confirmed.