

TUCO South Eastern Regional Meeting Tuesday 21st March 2023 at 11:00 am via MS Teams

MINUTES

Attendees:	Manish Shah [Chair]	King's College London
	Martin Batt	Reading
	Jacqui Beazley	LSE
	Graeme Collie	King's College London
	Lisa Connellan	King's College London
	Susie Cullen	Anglia Ruskin
	Hayley Deville	Kent
	Edina Dudas	Birkbeck College
	Judith Hoyle	TUCO
	Sarah McLoughlin	TUCO Academy
	Nicola Mellor	TUCO Category Manager
	David Oakley	Churchill College
	Nikhil Santos	St Mary's Twickenham
	Mark Slater	Magdalene College
Matthew White	Reading	
Apologies:	Elisa Aylott	Essex
	Rob Grimer	Kent
	Ean Hogg	St John's Cambridge
	Darren Tyers	Essex
	Ginny Vandenbroek	Parliament
	Adam Watkins	Kent
	Wendy Wenborn	Anglia Ruskin

1. Welcome and Apologies

Apologies are as above. Manish welcomed everyone to the meeting.

2. Presentation by Paul Fieldhouse of RAMCO

A copy of Paul's presentation is included with these Minutes.

3. Presentation by Keit Vende of HGEM

4. Minutes of the last Meeting

These were agreed as a true and accurate record of the meeting.

5. Academy Update

We have been delivering compliance courses at the following prices:

Level 2 Allergens	£15
Level 3 Allergens	£25
Level 3 Food Safety	£75
Level 4 Food Safety	£99*

*This takes place over 5 days spread over several weeks with an examination at the end.

Camilla Hayes, who previously worked for the Academy pre-COVID has now re-joined us which has meant that we have been able to add to our number of courses offered both online and in person. We have recently run in-person courses at Royal Northern College of Music, Sheffield and Leeds. RNCM offered their recent courses out to other North West members, for example Edge Hill.

Visual Merchandising has been very popular with a theory course to start with followed by a visual merchandising safari afterwards. Other courses coming up are:

- Report Writing
- Environmental, Social and Governance
- Mental Health First Aid
- Presentation Skills
- Time Planning
- Recruitment and Onboarding
- Leadership for New Team Leaders
- Finance for non-Financial Managers

We also have some Development Days scheduled, including Food Photography taking place in London.

Upcoming Study Tours include:

- **Food To Go** in Paris with two bursary places available, looking at retail units in Waterloo then travelling on to Paris
- **Reynolds Study Tour** over 2 days in April including a Development Day and a visit to the Reynolds' Box in the evening to see the Elton John concert at the O2 Arena.
- **Liverpool Study Tour** in conjunction with University of Liverpool, Edge Hill and Liverpool Hope to look at the African/Asian influence on Liverpool as a port and culminating with the Liverpool OYE Festival with African/Asian streetfood.
- **CIA Conference** this is available online now with two bursary places to New York State.
- **Studentenwerke Conference** 5th to 7th July in Neustadt near Mannheim.
- **LWC Italy** pairing beer and wine with food.
- **Colombia 2024** a Caffeology Study Tour – details yet to be announced.

Other events coming up include a webinar 'Food Market Update' by James Payne from Brakes; MSC webinar on 'Chain of Custody'. There will also be a 'Plastics Day' update in July on legislation coming in in October 2023.

Manish asked if, on the subject of the James Payne webinar, TUCO could draft a summary of the findings.

Our Winter Conference 2023 will be held on Wednesday 6th December at the University of Kent.

6. Procurement Update

Please see attached Framework Update.

7. Board and General Update

Following the retirements of Ian White and Calum MacLachlan, the TUCO Board now has 3 new Directors – Peter Anstess (Sheffield), Graham Paterson (Strathclyde) and Keith Williams (Kent). On the Team front, Marketing Manager Anjali Caddies has had a baby girl and will be on maternity leave until November, Category Manager Mandy Johnston is leaving and the structure of the Contracting Team is being reviewed. Head of Contracts Jane Eve has taken on a Business Development role.

TUCO currently has 672 members, including nine new ones and four of which are in the South-East. Finances are looking a lot healthier with a profit of around £240K. The winter conference in Newcastle was very successful and the summer event will be held in St Andrews. Matthew questioned whether any arrangements were being made for transfer from the nearest airport to St Andrews. The free bursary place being offered to each full member is usually taken up by an Operations person but we are also looking at an additional free place for a procurement person.

The Board is looking to set up the TUCO Foundation to carry on its charity work, we have contributed to the Ukraine War charity and are looking at sending something to the Turkey Earthquake disaster.

On the research front, we have commissioned Global Food Trends, Catering for International Students and Student Eating and Drinking Habits (in conjunction with Birds Eye). There is also work on Excess Food Supply with Harper Adams.

Honorary Members – we are hoping to introduce a list of honorary members who have now retired from TUCO. We can nominate these on a regional basis.

Competitions – there is a strong desire to re-introduce these in the future. Manish asked if members would be able to send staff. Matthew replied that multiple chef teams would be difficult, so better to have more singular contestants rather than teams.

The Academy Study Tour returns to the Menus of Change Conference in New York state in June.

CO₂ Emissions – TUCO have been speaking to Klimato along with other companies Zedible and Nutritics.

TUCO Strategy – we are looking at what to do for our members in terms of support.

8. TUCO Online

Last user meeting was held on 15th November, we will be arranging another one for April. A number of issues have been fixed with Access and some of the historical supplier issues have been addressed. We are in the process of arranging a training session for suppliers to better understand how to correctly upload price files etc.

New Ordering Portal has been live with Nottingham since the beginning of December, this has highlighted a few performance issues that Access are in the process of fixing. Once this has been resolved, we will test for a further couple of weeks and then start working out the roll out plan to members.

Workspace - we are working with Access to get a roll out plan for Workspace. There are a number of benefits that come with this, including analytics dashboards.

Date Code Genie labelling integration - this is in development and testing is due to start 1st week of March. Once complete then we will communicate with all members currently using Date Code Genie to tell them about the integration.

VFM – online saving = savings achieved using TUCO Online. Those not using TUCO Online will show 0. It is recording savings achieved by using TUCO Online.

9. Sustainability

The Sustainability Group met on 7th December 2022 and the next meeting is set for Tuesday 28th March 2023 at 10:00 am.

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 and we now have 76% of suppliers registered. (Recently done Alcohol & Milk & Bread)

TUCO Swap shop Forum is now up and running.

Menus of Change – is about embedding sustainability into healthy menus by adopting a fresh food approach and using less process foods using the MOC 24 principles. The intention is to gain more uptake through the frameworks, for example, will be looking for F&V suppliers to offer Leaf Marque/fairtrade/organic etc and links with the fish agreement and MSC as part of the assessment.

What has happened so far:

Strategy document

Updated the excel assessment Toolkit to include UNSDGs.

Met with Alison from CIA to get them onboard to the accreditation.

Met with EAUC and P&P as we are hoping the accreditation will gain points on the green league, who wish to see more on governance.

Met with Jimmy Brannigan from NETpositive who has suggested their new, updated system could provide governance for Menus of Change.

We issued a member survey which closed on 16th February and the outcome will be added to the minutes.

Sustainability Insights – from the recent survey in which 28 members responded, 12 have sent through their CSR insights and have indicated where TUCO could help, such as photographs, videos, writing up a case study etc.

Local Producers. A lot of members are requesting help with local suppliers/producers around fresh produce, microbreweries etc. We asked a few questions in the recent CSR survey and results will be included in the minutes.

Food Waste was also covered in the survey.

We asked if members were interested in learning more about WRAP's Guardians of Grub programme.

We asked if members were interested in TUCO work with a single cost-based supplier (Leanpath /winnow /chefs eye) who provide software to monitor and manage food waste.

We asked if members thought that **Energy Management for Commercial Kitchens systems such as** Loopcycle, should be managed by Catering Departments or FM/Estates.

All results of which

will be shared with the minutes of the meeting.

A reminder that Food Waste Action Week will run from Monday 6th – Sunday 12th March 2023. WRAP will provide further details on how they/TUCO can help members during this week, which will be downloaded to the TUCO Sustainability forum.

10. Chefs' Forum

Manish explained that this came about as a result of the pandemic during which all members were struggling for chefs. Graeme Collie, Executive Chef at KCL and Darren Coventry at Royal Holloway, did an 'exchange' of staff. Graeme then explained how the Chefs' Forum came about and how we can provide work experience, apprentices etc. We need to work hard to change people's perception of catering in education. We are looking to work with manufacturers rather than suppliers.

11. Member Updates

KCL

They are scoping an opportunity to work with a tech company on which disposable cups to use the QR code on the cups to go into smart bins. The university has also been nominated for three PSC Awards next month in London. They are currently looking at their budgets but staffing has now stabilized and they are doing better with Front of House staff, although chefs are still in short supply. Their menu is now almost 65% plant based.

LSE

Jacqui explained that the weighing up between being a commercial enterprise and giving Value for Money to students has been very tough. They had a very busy end of year with Christmas lunches and graduations so income is back up but food and staffing costs have also increased. The strikes are also making things difficult. There are some free items on the Food App for individuals. They have been promoting Veganuary, Fairtrade Fortnight and food waste. In their largest catering hall they have been weighing food waste and have saved 3.9 Tonnes of CO₂ on that. Regarding staffing, they are doing much better on Front of House than on the chefs side.

Anglia Ruskin

At ARU they are about to start some refurbishments of around £2 million including Chelmsford and Cambridge. They are looking at a street food offering which is set to happen this summer. They are about to re-tender their till contract. They have been with UniWare but are looking at the TUCO EPOS framework. On the staffing side, they are struggling with Front of House but have used some student temps and currently have one vacancy for a chef in Cambridge. They have struggled to balance everything commercially. Hot food sales have increased since pre-COVID. Everything else is down – coffee is down 37% on pre-COVID. KCL are now up to 90% of pre-COVID levels. Their cost-of-living item is a £1.50 meal which the university is subsidizing. ARU are doing a £1 meal offering.

Churchill College

David reported that sales are back to pre-COVID levels but the Grab-And-Go business is up 50% and the hot food sales are also up. There is a problem appointing chefs in Cambridge – there are currently 40 vacancies across the colleges – and they are just about to test the market on Front-of-House staff. However, business is very strong and they are planning the refurbishment of the Buttery Café. They have started the Student Forum with a very diverse request list.

They have started their own App for waste food so the students can buy all of the college's waste food. This sends out the sustainability message – for £1.25 they can have as much as they like.

St Mary's Twickenham

This week sees their spring graduations – there will be over 2,000 over several days and Nik reported that Bidfood have been a good support in this. They have had one small refurb and are using INOX rather than Rationale because of the waiting time. In 2024 they will re-introduce their bar but under the SU. They are currently doing OK on the staffing side and are not using agencies. The restaurant is always short of cutlery as a lot has gone missing and as a result are now offering wooden cutlery to take away. They are doing several initiatives for the cost-of-living crisis, including fruit baskets. They are also doing cheaper value meals. Sales are almost back to normal but their cash value is missing.

12. Any Other Business

There was some discussion over the format of future meetings and the Secretary will send out a survey on this.

13. Date of Next Meeting
To be confirmed.

Venue	Teams
Date	21st March 2023
Date of last meeting	6 th October 2022
Meeting objective	Update since last meeting and any follow up actions

Topic	Subject	Action
	<p>Procurement Reports The UKUPC Impact Document, Brakes and Bidfood’s Market Reports and the TUCO Intelligence Q4 report are available on the website. Spend/saving reports were issued for the period Oct-Dec 2022.</p>	
Framework updates	<p>TENDER RENEWALS - AWARD STAGE Awarded/Live Soft Drinks – CCEP’s are changing their RTM in the very near future. CCEP tendered and sit on Lots 1-4 & 6 of the soft drink’s framework agreement, however, don’t deliver direct. Their RTM (wheels only) is via Bidfood. Basically, members order products from CCEP who send the order to Bidfood to deliver. Once delivered, Bidfood advise CCEP who then invoice the member. Moving forward, the member will purchase CCEP products from an agreed supplier (in TUCO’s case it will be ANY supplier on the soft drinks framework agreement lots 1-4 and Lot 6). Once received and paid for, the member will send the invoice to CCEP who will reimburse the difference between Bidfood price for example and their CCEP/TUCO agreed price. GFC – Tender submissions are currently being evaluated estimated to be live from 1st May 2023</p> <p>TENDER RENEWALS - RESEARCH/STRATEGY STAGE Alcohol – Expression of interest survey is currently live so please take a few minutes to complete that. It gives members the opportunity to suggest new suppliers that TUCO aren’t currently working with. Catering Light & Heavy – Evaluation work is underway. Due to volume of submissions this has been further extended and due to go-live 13th April 2023. Kitchen Equipment Maintenance, Deep Cleaning & Ventilation Ducting Services Re-tender is in progress, selection stage closed on 3rd February 2023, 18 SQ submissions received, evaluation is completed, shortlisting recommendation is with TWP for approval. ITT should open on 6th March and the new Framework Agreement due to start on 1st June 2023. DIPCHEM – Framework is due to expire in December and some initial prep work has started. The pre-tender survey has been issued out to members and suppliers have been asked to supply 12 months spend data.</p> <p>DPS TENDER UPDATES – ONGOING EPOS System –Li Davies is now Category manager for this agreement. CICS (Catering Innovation & Concept Solutions) – The following suppliers have been added to the DPS:</p> <ul style="list-style-type: none"> • Brewfitt Ltd • YumChop <p>Temporary Structures – Nationwide Marquees have been added</p>	
	<p>CONTRACT REVIEW MEETINGS</p>	

Since the previous regional meeting, Contract Review Meetings have been held for:

Vending, Food Waste Management contract reviews took place in October.

Dipchem were completed in December-22

Milk & Bread were done in January.

Meat & Poultry were completed in February-23

Alcohol were completed in February.

The minutes are available on supplier's webpage of TUCO website.

Sandwiches and Associated Products

2nd quarterly review meetings took place between 30th January and 8th February 2023, meeting minutes are available on TUCO website supplier web page.

Hot Beverages – will take place in May/June

COMING UP:

PRICE CHANGES –

Summary – *the minutes will include more details on revised pricing by framework and underlying cost drivers.* Also copies of the UKUPC Market Impact Document (Mar 23), Brakes Winter Market Report and the TUCO Intelligence Q4 report which provide insight on what is happening in national and international SC's and summarise cost drivers and price changes across various categories.

Food inflation ends 2022 at record high 24%. We're hoping to see pricing start to stabilise as deflation starts making its way through supply chains. Discussions with suppliers to revert to agreed price review frequency (i.e. quarterly, biannually, annually)

Wheat – impacted by war in Ukraine but also the recent earthquake in Turkey

Meat – feeding animals remains high, cost of cattle (cows & pigs) has increased due to short supply. February saw a surge in price of pork with some suppliers unable to hold pricing that has been passed on to them with short notice. Labour shortages in many key UK beef production plants is driving up demand for imported beef.

Alcohol – impacted by rising energy costs, raw material availability & cost - in particular grains, fruit and sugar. Glass and aluminium have seen massive increases. The cost of moving goods is also higher. Brand owners and suppliers are looking at ways to mitigate this such as using less glass/lighter alternatives. Carlsberg – 6.5%, Heineken c15%. MCW 3.83% brand owner increases, Molson Coors 9.1%

Salmon – Just like last year - an increase in fish with winter sores means a higher proportion of 'production grade' salmon being harvested. These fish cannot be exported as whole fish. Norway has also had some severe storms. Strong global demand, combined with this shortage in supply, has seen prices rise by 29% since the end of January with prices rise by a further 12% in coming weeks.

Eggs – driven by rising pullet & feed costs and reduced flock numbers due to avian flu, egg prices have been on the rise. Some big increases from suppliers.

Dairy – average basket of goods has increased by 6%. Milk coming down but driving cream up.

Fresh Fruit & Vegetables

Product availability & issues

As well documented in the press and demonstrated with empty supermarket shelves, there are exceptional issues with the cost/supply of namely salad items and some brassicas (Tomatoes, Cucumber, Courgettes, Peppers, Iceberg & Cos Lettuce, Broccoli and Cauliflower). TUCO suppliers are able to source these but at a higher price. Where available the price of these items

have increased and are expected to remain high for 4-8 weeks. Prices will reduce and markets settle.

Hot Beverages – New pricing went live Jan 23

GFC – New pricing went live Jan 23

Convenience Retail – January increases processed. Next increases due in July 2023

Fresh Fruit and Vegetables – Reviewed quarterly. Increases processed for November '22 and Feb '23.

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 end of the framework. Hobarts have introduced a 9% increase across all ware washing items effective 01/11/22. Energy costs continue to influence costs of manufacturing.

DipChem - Increases across 10 lines from Nivek effective 1st December.

Diversey introduced increases via Bunzl effective 31st December

Ecolabs have introduced 2023 price increases stating cost to source raw materials, availability & continuity of supply, manufacturing costs, storage costs, delivery costs and inflation all contributing to the increases.

Ecolabs price increases will be effective via Bidfood from December / January and via Alliance from March 1st.

Proctor & Gamble introduced increases across their professional cleaning range effective 1st February.

In addition to the major chemical producers, the following suppliers have submitted reviews effective from January / February; Alliance, Stephensons, Instock, Tri-Star, Bunzl Catering Supplies, Catering24 and Wray Brothers.

Bidfoods have submitted price changes effective 1st March.

Fresh Fish – The high prices reported for salmon last year have dissipated somewhat, but price remains high.

Meat & Poultry – Suppliers are still unable to commit to long term price holds but most have advised that pricing in 2023 will be more stable on the price increases already experienced in 2022. Many believe the increased costs in pork products are here to stay as it has been priced too cheaply in the past.

Pork

In Q4 of 2022, the cost of production for pig farmers was -£17 per head. Whilst pig prices stabilised for Q4, these prices fail to cover the full economic cost of production. UK pig meat production fell by 7% in Jan compared to the same period last year. UK natural gas prices are now at levels seen prior to the war in Ukraine, but are set to remain level this year, which could keep fertiliser prices high in 2023. Historically high feed ingredient and fuel prices are continuing to drive agricultural price inflation. However, in January feed ingredient prices, and delivered feed wheat prices fell overall.

February 2023 has seen a surge in price of pork with some suppliers unable to hold pricing that has been passed on to them with short notice. The reason is the enormous shortage of pigs on the continent. Germany is struggling with African Swine Fever and cannot export outside Europe, because of that they started to grow, kill and debone less pigs.

On top of that Spain is struggling with shortage of live pigs, they are even bringing live piglets all the way from Belgium to try to top up their own supply. Everyone is chasing for meat and demand is higher than what's actually available and so prices are inflated across the whole pork product range. Increases appear to be as high as 35% in some cases.

It is speculated the cost of feed may increase further due to the Turkish Earthquake. Turkey is considered to be a key player in the wheat market. Market players suggest operations might slow down due to power stations and power lines that have been damaged, along with the country prioritising rescue operations.

Chicken

Continues to increase availability has remained tight. Polish feed prices are the principal cost driver in poultry and feed components, the price is currently having an impact on the market.

Beef

Cattle have become extremely short in supply across the UK and Ireland and therefore expensive. Demand for imported beef remains high in the UK driven by labour shortages in many key UK beef production plants.

Milk & Bread – Pricing is showing signs of stabilising however suppliers are still reluctant to commit to 6 monthly pricing due to ongoing processing costs being passed down to them and increasing farmgate prices. At the last Contract Review Meetings, suppliers were asked to revert to 6 monthly pricing.

Pensworth Dairy went into administration. TUCO are working with the new owner to novate the contract.

Sandwiches and Associated Products –

All prices on Procure Wizard are up to date.

Soft drinks – This is a new agreement and agreed prices have been uploaded to the website/PW. Bidfood and Brakes have recently requested price increases.

Alcohol – Price continues to be impacted by rising energy costs, raw material availability & cost - in particular grains, fruit and sugar. Glass and aluminium have seen massive increases mainly because of how energy intensive their production is and knock on effect of the War in Ukraine. The cost of moving goods is also higher. Brand owners and suppliers are looking at ways to mitigate this such as using less glass.

SUPPLIER UPDATES:

M&B Some suppliers have already introduced clear caps which will enable recycling plants to recycle into 'food grade' plastic. Will continue to be rolled out by suppliers.

NPD – Please visit the NPD page to request samples of new products. Suppliers are seeking feedback on packaging, price, range, flavour and potential to sell within membership. All feedback helps producers to gain a route to market. Products featured this month include Protein Crisps, Vegan KitKats, Energy Drinks and Sweet Snacks.

E-procurement system- currently seeing what other systems are out there. What are members using?

Soft Drinks

If any members are having issues with bottling (availability of glass, plastic and gas), please see specific supplier pages on the TUCO website under soft drinks or contact Mandy Johnston in March and Jane Eve moving forward.

Sustainability –

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Sustainability Insights – from the recent survey in which 28 members responded, 12 have sent through their CSR insights and have indicated where TUCO could help, such as photographs, videos, writing up a case study etc.

Does anyone else, who didn't complete the survey wish to put something forward or request help?

Local Producers. A lot of members are requesting help with local suppliers/producers around fresh produce, microbreweries etc. We asked a few questions in the recent CSR survey and results will be included in the minutes. **Welcome any comments on local produce/suppliers?**

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RSPO - Is this something members wish to pursue again?

17 members from 28 surveyed would attend a TUCO hosted RSPO day as previously hosted pre-covid. Sarah has been given the outcome of the survey.

Cadbury's – Mondalez statement following April 2022 dispatches programme *'We were deeply concerned by the incidents documented in the Dispatches programme. We explicitly prohibit child labour in our operations and have made significant efforts through our Cocoa Life programme to help improve the protection of children in the communities where we source cocoa, including in Ghana. We strongly refute any allegation that Mondelez International benefits from child labour.*

Our efforts continue to focus on understanding how we can provide support. As part of our Cocoa Life programme, we work with community members and NGO partners to set up Child Labour Monitoring and Remediation Systems (CLMRS) in Ghana to help provide assistance to vulnerable children. Mondelez International does not tolerate any form of retaliation and we continue to communicate that to our supply chain partners.

MSC accreditation - Hannah update please...

Date and Time of next TSG meeting is on 28th March 2023 10am via webinar.

TUCO Online updates if anyone asks:

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Ramco
surplus sorted

&

TUCO
The University Caterers Organisation

**Finding new homes for surplus
assets – with a financial return**

TUCO South East 21st March 2023

Powering the circular economy since 1996

For 26 years we've been on a mission to stop valuable assets sitting idle. None of us can afford to waste resources - for the planet and for profit.

Government departments and businesses alike trust us to find value in their equipment that's no longer needed.

As the government works to decarbonise all sectors of the UK economy to meet their 2050 net zero target, we're committed to supporting organisations and businesses to meet their own ESG goals and play a part in the circular economy.

Based at our specialist facility in Skegness, our trained and experienced team make the process of disposing surplus assets convenient, offering clients complete peace of mind. From decommissioning, collection and refurbishment, right through to storage, marketing and sales, we provide a complete reuse solution.



What's in it for you?



Sustainability is at the heart of everything we do. By finding new homes for surplus goods, we reduce waste, minimise costs and increase productivity.



For us, it's about doing the right thing. Our rigorously managed processes reduce risk, provide greater transparency and ensure our clients remain compliant.



Every year organisations lose money through inefficient disposal. We help generate a healthy profit for your surplus assets through our various sales routes.

Peace of mind

- None of the assets we handle goes into landfill (and we're rightly very proud of that!)
- Greater return on the sale of items (other than scrap value)
- Ownership and seller liabilities are transferred to us
- Transparent and consistent reporting across sites
- Assist in site clearance, allowing space to become available for alternative uses
- Transparent and compliant disposal routes (every job takes place in accordance with current Environmental and Health & Safety legislation)
- Reduction in your storage costs and support in asset management

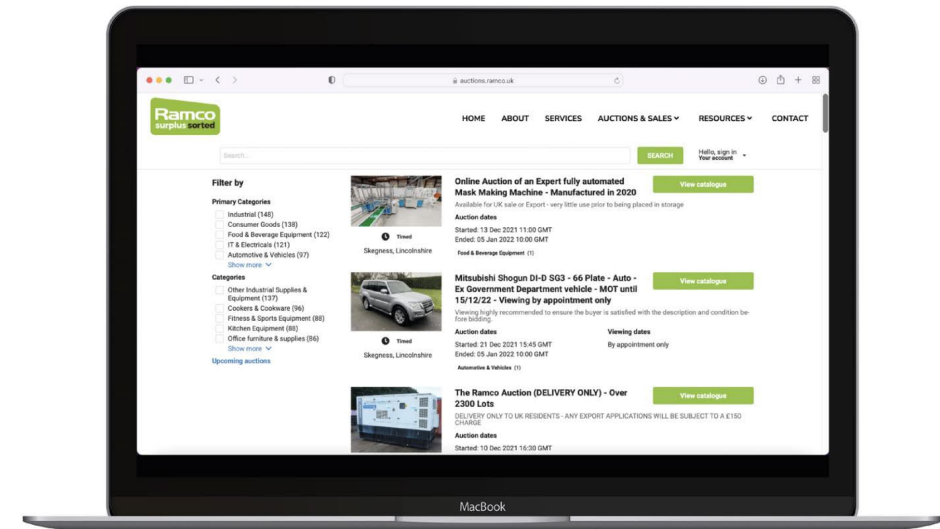


Methods of sale

We have thousands of motivated and loyal buyers from across the world who receive all the latest information about our sales and auctions.

We use various sales methods to get the best return possible, including:

- Online auctions
- Tender
- Private treaty sales
- On or off-site sales



How it works



Understanding your needs

Are you looking for a strategic sustainability initiative? Do you need more storage space, or to reduce storage costs? We take time to get to know you and understand your aims.



Let's agree the best route to achieve your goals

This might be an outright purchase from Ramco, an on-site auction or a direct sale. We have a range of options and can find the right one for you.



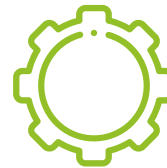
Valuation

Whether it's through an on-site visit, or simply looking at pictures and inventory lists, Ramco will use experienced appraisers to value the goods.



Leave it to us

We process and catalogue the goods, create detailed item descriptions and photography.



Marketing

We use a range of marketing channels to amplify the interest across a huge database of buyers.



Payment

The client receives their funds!

Sectors & clients

Ramco is a trusted partner for private and public sector clients alike. We have deep experience in a range of key sectors:

- Foodservice
- Manufacturing
- Leisure and entertainment
- Energy and utilities
- Facilities management
- Public Sector and emergency services



Trusted by



Trusted by



Public Sector

With longstanding relationships with the Ministry of Defence as well as blue light emergency services, we know the importance of disposing of surplus assets without disrupting vital day-to-day services.

Whether it's local councils, other government departments or the military, Ramco understands that clients in this sector are under more scrutiny than most. That's why we work with complete transparency and compliancy, all while achieving the biggest financial return possible to be reinvested in essential services.

We handle equipment from education establishments, government departments and local councils, to health and emergency services, including:

- Fire & Rescue Equipment
- Plant & Vehicles
- Gym & Fitness Suites
- Communication devices



Foodservice

The food industry has always struggled to dispose of equipment in a sustainable, efficient and profitable way. But in the current market, businesses need to manage their exposure and risk in order to become sustainable, successful and, importantly, profitable.

We've worked with clients in both the commercial and public sector, collecting entire kitchens or individual items of catering equipment, including:

- Industrial ovens
- Warewashing equipment
- Fridges and freezers
- Small appliances



Leisure and entertainment

Our team looks after clients across the full breadth of the leisure and entertainment sector, including foodservice, hospitality, even theme parks. This thorough experience, plus our ability to adapt, means we can meet the needs of clients in any market sector. From commercial catering equipment and furniture to fairground rides, we dispose of unwanted assets efficiently, profitably and sustainably.

We have experience in handling:

- Obsolete & overstock spare parts
- Theme park infrastructure
- Hotel & accommodation
- Office closures
- Supermarket refurbishments

Facilities management

Working with various businesses focused on facilities management, we've been able to provide ideal, cost-effective solutions across multi-site operations, as well as commercial estate managers.

Examples of assets collected by Ramco include:

- Fleets of vehicles
- IT and phone systems
- Catering equipment



Recent catering sales



Combi oven

Brand: Rational

Age: YOM 2016

Condition: Used but good - untested

CO2 Savings if the asset is kept in operation: 3962kg's

Date Sold: 18 January, 2022

£3,510



Double refrigerator

Brand: Foster

Age: YOM 2013

Condition: Front top panel loose but otherwise good - untested

CO2 Savings if the asset is kept in operation: 4599kg's

Date Sold: 18 January, 2022

£470



Dishwasher

Brand: Winterhalter

Age: YOM 2017

Condition: Used but good - untested

CO2 Savings if the asset is kept in operation: 19413kg's

Date Sold: 18 January, 2022

£540



6 burner range oven

Brand: Hobart

Age: YOM 2020

Condition: Unused and in good condition - untested

CO2 Savings if the asset is kept in operation: 12282kg's

Date Sold: 8 December, 2021

£820



Twin tank fryer

Brand: Electrolux

Age: YOM 2020

Condition: Used but good - untested

CO2 Savings if the asset is kept in operation: 4532kg's

Date Sold: 22 February, 2022

£660

Adding value to surplus assets – Land Rover Defender

- We fit new key fobs, calipers, front bumper, shock absorbers and battery and repair the gearbox, braking system and bodywork.
- The vehicle was given a thorough clean in preparation for onward sale.
- To further enhance the value and increase appeal amongst prospective bidders, the vehicle was given an MOT, passing with flying colours.
- The vehicle was sold for a hammer total of **£16,000** at online auction.

BEFORE



AFTER



Adding value to surplus assets – Traffic vehicles

- We removed the livery from this well-used Highways England Mitsubishi Shogun.
- We repaired damage to the bodywork on the left front wheel arch.
- We remodelled the interior and fitted new parts to restore that shiny new feel, before putting the vehicle through an MOT.
- A video was created to present the vehicle to prospective bidders.
- The vehicle was purchased for a hammer total of **£7400** at online auction.

BEFORE



AFTER



Achievements and accreditations

2021 saw Ramco named Best Resource Management Business of the Year at the **waste2zero** awards for the second year in a row. Running for five years, the awards (the first of their kind in the sector) are designed to give the out-of-home foodservice industry, a platform to showcase best practice and recognise excellence in reducing the sector's impact on the environment.

We've also been shortlisted at the edie Sustainability Leaders Awards 2022 as finalists in the Waste and Resource Management Project of the Year category. It marks the first time Ramco has been nominated for one of these prestigious awards.

Ramco holds several accreditations including the international standard for environmental management systems, ISO 14001. The certification is granted for the 'disposal of assets and equipment with or without refurbishment, including selection and management of sub contractors.' We've also been recognised by the Armed Forces Covenant for our commitment to the armed forces as well as being members of the Foodservice Equipment Associated (FEA).



THANK YOU



South East

**Get in touch to see how we can help find value in
your surplus assets.**

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