

TUCO Scottish Regional Meeting
Thursday 2nd March 2023 at 10:00 am
Ayrshire College, Kilmarnock

MINUTES

Attendees:	Ian Macaulay [Chair]	Edinburgh
	Andy Anderson	APUC
	Judith Hoyle	TUCO
	Elaine Hutton	Ayrshire College
	Calum MacLachlan	Aberdeen
	Steven McKay	St Andrews
	Sarah McLoughlin	TUCO Academy
	Nicola Mellor	TUCO Category Manager
	Robert Myler	Forth Valley College
	Graham Paterson	Strathclyde
	Michael Robinson	Dundee and Angus
Via Teams:	Louise Levens	APUC
	Ester Vasallo	Forth Valley
Apologies:	Mike Belton	Calmac
	Jenny Donaldson	St Andrews
	Emma Chalmers	City of Glasgow College
	Mark Donovan	Aberdeen
	Matt Gilmour	UWS
	Lee Harding	UWS
	Fiona Hughes	Strathclyde
	David Kerr	Strathclyde
	Stuart McMaster	Calmac
	Alan Riddell	St Andrews
	Scott Roberston	Dundee
	Ype VanderSchaaf	Perth College
	Pam Watson	Glasgow

1. Welcome, Introductions and Apologies

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

2. Presentation by Paul Fieldhouse of RAMCO

A copy of Paul's presentation is attached to these Minutes.

3. TUCO Framework Updates (Nicola)

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.

TENDER RENEWALS - AWARD STAGE

Awarded/Live

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 (Lots 1-4, so carbonated, still, energy & water). 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.

CCEP 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, they 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. Elaine was still buying from them direct. Graham and Michael are both buying from them direct and getting it cheaper. Graham believes that this method will not work either through Saffron or ProcureWizard. Nicola will ask Mandy to send out clarification on this.

Action: Nicola

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 was fixed until 10th November and reviewed quarterly from that point on.

GFC – Tender submissions are currently being evaluated estimated to be live from 1st May 2023. This will include a Lot for Vegan and Vegetarian. Elaine is having issues with Brakes at the moment, particularly on deliveries.

Steven mentioned the changes in the Procurement Bill being read in Parliament. This may result in two different call-off processes. Nicola suggested putting this on the Agenda for the next meeting when we will know more.

Action: Secretary

Ian suggested doing this framework in geographical lots. Nicola asked for any new local suppliers that members can recommend, please let Hannah at TUCO know.

TENDER RENEWALS - RESEARCH/STRATEGY STAGE

Alcohol expires 15 Jan 2024 – 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 are not 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. Steven had done a mini-tender on this at St Andrews. As an added-value service, there is life cycle management of your equipment. They are looking to move their Equipment Maintenance over to the Estates Department but members have found that it is a problem trying to get things done via Estates. Michael goes direct to the maintenance companies rather than through the Estates Department.

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.

DPS TENDER UPDATES – ONGOING

EPOS System – Li Davies is now Category manager for this agreement.

Kinetics (run by APUC) 4 Lots - (Accommodation, Event, Catering and Hotel management software) - tender issued with return date 15th August 2022. Have not had any other updates from APUC on this as to the outcome.

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 Jane Eve at TUCO.

CICS (Catering Innovation & Concept Solutions) – The following suppliers have been added to the DPS:

- Brewfitt Ltd
- YumChop

Temporary Structures – Nationwide Marquees have been added

CONTRACT REVIEW MEETINGS

Since the previous regional meeting, Online Contract Review Meetings have been held for: **Vending, Food Waste Management** contract reviews took place in October.

Dipchem were completed in December 2022.

Sandwiches and Associated Products and Milk & Bread were done in January.

Meat & Poultry and Alcohol were completed in February.

The minutes are available on the TUCO website.

Hot Beverages – will take place in May/June

PRICE CHANGES – Food inflation around 17-19%

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.

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. TUCO suppliers are able to source veg etc but at higher prices.

Ian mentioned that in Scotland Campbell's are trying to put prices up on salmon but Andy pointed out that there are certain pricing windows throughout the year to look at reviews. Nicola mentioned the webinar on 23rd March with James Payne of Brakes on price increases.

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, Stephenson's, Instock, Tri-Star, Bunzl Catering Supplies, Catering24 and Wray Brothers.

Bidfoods have submitted price changes effective 1st March.

4. APUC Report (Andy/Louise)

Fresh Fruit & Veg has been extended.

Butchers Meat will expire on 4th August and Louise asked for volunteers for the UIT for the re-tender. They are expecting an increase in price of between 1.25% and 5.32%. Avian flu is still having an impact around Scotland.

Bakery Products – this will be re-tendered this summer and again Louise will need people to sit on the UIT.

Dairy Products – Steven advised that Round Glen has been bought out by Dale Farm.

Fresh Fish and Seafood – we have received a price increase request of between 3.67% and 9%.

Janitorial – Bunzl prices have increased due to the Plastic Packaging Tax.

The Energy Deal Discount scheme will expire on 31st March 2023.

5. Sustainability

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

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.

Progress 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. 12 people have now signed up through their member institutions.

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.

RSPO – this is not being helped by the situation in Ukraine. 17 members from 28 surveyed would attend a TUCO hosted RSPO day as previously hosted pre-COVID.

We are also hoping to hold a Plastics webinar in July in conjunction with CCEP.

Deposit Return Scheme – Ian had recently attended a Biffa webinar which did not really tell us anything. All 3 candidates for the new First Minister have said that they wished to delay the scheme. This would work best with an App which people register for. Ian feels that, with a lack of support from the industry, people will disengage. This is now unlikely to go ahead in August and Calum feels that it would be difficult for Scotland to go it alone on this. APUC are working with Mandy Johnston to get TOMRA, the biggest manufacturer of DRS machines, onto the DPS.

6. TUCO Academy Update

We are now holding both online and face-to-face courses. Strathclyde recently had face-to-face training. 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. These courses are literally just the cost of registration to the awarding body plus certification.

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.

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. At the last meeting we were looking to do something with skills for chefs, ie a butchery or a pastry course. Members discussed the problem with recruitment and retention and whether links with colleges would be the answer. Sarah mentioned how Manchester have Talent Acquisition Managers who recruit through such media as LinkedIn.

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** taking in the four universities – Liverpool John Moores, Edge Hill, Liverpool Hope and the University of Liverpool and looking at the African/Asian culture there, ending in a visit to an African themed food festival.
- **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.

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

Calum mentioned KERB streetfood, which included halal and how to make provision for halal food on campus.

7. TUCO Chefs' Forum

Ian explained that the aim is to get regional representation first before rolling this out nationwide. Two volunteers from Scotland were Mark Donovan from Aberdeen and Michael Croy from St Andrews.

8. Board Update

Three new Board Directors had recently been appointed to replace Calum, who had stepped down and Ian White who had retired. The three new Board members were Graham Paterson (Strathclyde), Peter Anstess (Sheffield) and Keith Williams (Kent). Ian asked how we get better linking/engagement between the Board and its members.

9. Round The Table Discussion – Meetings

Ian explained that recently Scotland had had lower attendance at meetings and questioned whether TUCO is still relevant to its members? Calum asked whether members connect with TUCO as an organization. The in-person meeting last year at Forth Valley College had been very well attended. Graham feels that we may be trying to cram too much into one day. We can have much of the conversation over a dinner the night before. Ian felt that there needs to be a Membership Lead from TUCO at HQ. For the summer meeting we will look at a residential – meeting first then dinner and an overnight stay. He also suggested that Graham could take this forward for a topic at a future Board Meeting – 'Board Engagement'.

10. Member Updates

Scarcity in the Food Supply – in general, members are managing to produce their menus, although there are one or two substitutions. St Andrews are growing their own herbs and have a shipping container sized unit at the back of the Halls to grow their own tomatoes. Steven asked about the possibility of a framework for hydroponics.

Food Inflation – most people fix their prices for a year, so will not be putting prices up until August. The next food inflation stats come out in the middle of March but it is currently at 16.7%.

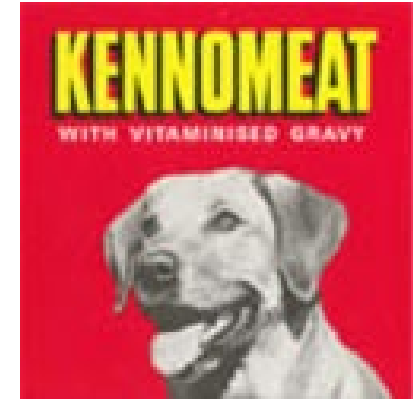
Staff Recruitment – both Aberdeen and Edinburgh have had to close units due to lack of staff. They are having to turn away business on conferencing and events. St Andrews are giving a deal of a sandwich, crisps and juice for £1.50 and selling at a loss. Steven asked if everybody gave their catering staff food whilst on duty. Edinburgh do and Strathclyde is 50%. Pay for Chefs is comparable but the benefit is that the university working week is 35 hours not 40.

11. Any Other Business

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

12. Date for Next Meeting

This would be around June time and it is hoped to combine it with a networking dinner/overnight stay.



Ramco
surplus sorted

&

TUCO
The University Caterers Organisation

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

TUCO Scotland – 2nd 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

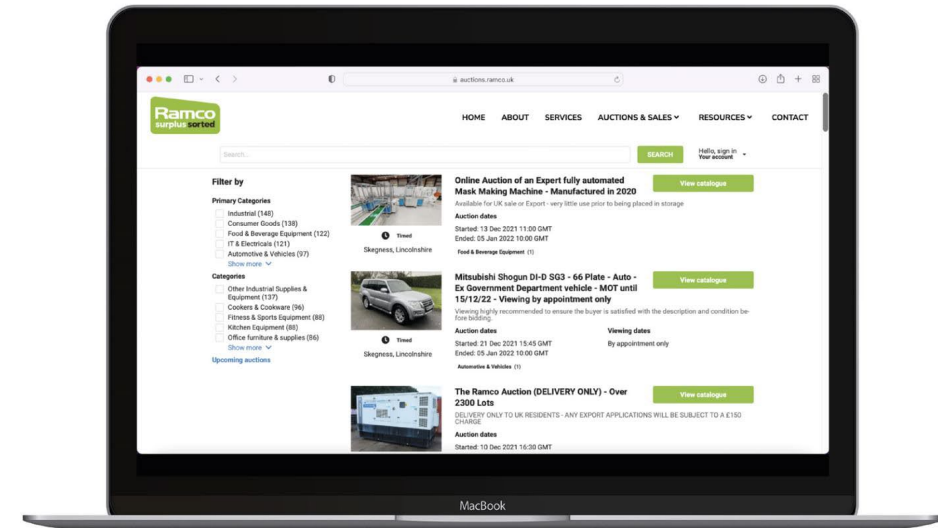


Methods of sale

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



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).



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

THANK YOU



Scotland

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

**Paul Fieldhouse
Business Development**

07860 616093

paulfieldhouse@ramco.co.uk

www.ramco.co.uk

