

## TUCO Scottish Regional Meeting

Tuesday 30<sup>th</sup> May 2023 commencing at 11:00 am

Taylor's Snacks, The Old Brickworks, Inchcoonans Road, Errol, Perthshire, PH2 7RB

### A G E N D A

- |   |       |
|---|-------|
| 1. Meeting Arrival and Welcome  | Chair |
| 2. Bidfood Presentation (A Scottish focus)  |       |
| 3. TUCO Procurement Update  | NM/JE |
| 4. APUC Framework Update  | AA/LL |
| 5. TUCO Board Update  | GP/AR |
| 6. Lunch  |       |
| 7. Taylor's Snacks Site Tour  |       |
| 8. TUCO Academy Update  | SM    |
| 9. Chefs' Forum – Graeme Collie to present <ul style="list-style-type: none"><li>• Discussion</li></ul> | GC    |
| 10. Sustainability  |       |
| 11. AOB   | All   |
| 12. Date, Locations and Format of Next Meeting  |       |

*After the meeting there will be a networking dinner and overnight stay at Murrayshall Hotel, Perth for anyone wishing to stay as guest of TUCO*

**TUCO Scottish Regional Meeting**  
**Thursday 2<sup>nd</sup> March 2023 at 10:00 am**  
**Ayrshire College, Kilmarnock**

**MINUTES**

<b>Attendees:</b>	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
<b>Via Teams:</b>	Louise Levens	APUC
	Ester Vasallo	Forth Valley
<b>Apologies:</b>	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 1<sup>st</sup> 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 1<sup>st</sup> 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 13<sup>th</sup> April 2023.

### **Kitchen Equipment Maintenance, Deep Cleaning & Ventilation Ducting Services**

Re-tender is in progress, selection stage closed on 3<sup>rd</sup> February 2023, 18 SQ submissions received, evaluation is completed, shortlisting recommendation is with TWP for approval. ITT should open on 6<sup>th</sup> March and the new Framework Agreement due to start on 1<sup>st</sup> 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 15<sup>th</sup> 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 1<sup>st</sup> 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 1<sup>st</sup>.

Proctor & Gamble introduced increases across their professional cleaning range effective 1<sup>st</sup> 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 1<sup>st</sup> March.

## 4. APUC Report (Andy/Louise)

Fresh Fruit & Veg has been extended.

Butchers Meat will expire on 4<sup>th</sup> 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 31<sup>st</sup> March 2023.

## 5. Sustainability

The Sustainability Group met on 7<sup>th</sup> December 2022 and the next meeting is set for Tuesday 28<sup>th</sup> 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 16<sup>th</sup> February. 12 people have now signed up through their member institutions.

**A reminder that Food Waste Action Week** will run from Monday 6<sup>th</sup> – Sunday 12<sup>th</sup> 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** 5<sup>th</sup> to 7<sup>th</sup> 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 6<sup>th</sup> 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.

# TUCO Framework Report

Submitted by Jane Eve, Head of Contracts

Jane.eve@tuco.ac.uk

Version: May 2023

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## Contact details – TUCO Contracting Team

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## About TUCO's framework agreements

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

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- Restricted** The 2 stage, restricted procedure permits TUCO to "pre-qualify" suppliers based on their financial standing and technical or professional capability so as to narrow the number permitted to submit bids at the ITT stage (i.e. stage 2).
- Open** In an open procedure, anyone may submit a full tender as there is no "pre-qualification" of bidders.
- DPS** There are two stages to this procedure; similar to the more commonly used restricted procedure, stage one is the pre-qualification stage and stage two is the award stage. **TUCO have already carried out stage one in order to create a pre-qualified list of suppliers however approved users (i.e. Buyers / TUCO Members) MUST complete Stage 2.** Approved users (buyers, TUCO members) award individual local contracts through the DPS. The buyer (TUCO member) invites all potential suppliers on the DPS (authorised supplier list) or within a particular lot to participate in a further competition bid for a specific contract. Suppliers must have a minimum of 10 days to submit their tender. Suppliers are not obliged to bid. All stage 2 document templates have already been created and are available for members to download and tailor to their individual requirements before issuing to the DPS suppliers. A contract award notice must be placed within 30 days of award by the TUCO member.

FCS

### TUCO's Further Competition Service

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We recognise that some of our members do not have the resources or product knowledge to maximise the benefits of our agreements or to constantly benchmark pricing and service. That's where the TUCO FCS service can help.

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#### TUCO run FCS across the TUCO agreements

Offered for free for members, analysing your procurement methods remotely and helping you get the best deal using the TUCO frameworks. Think of it like an audit of your procurement.

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#### Offering more value for members

After speaking to some of our members about their buying practices, we know that we can provide one-on-one support to really drive down prices further.

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#### The benefits

The contracting team will help you to drive greater efficiencies and savings that are specific to your institution. The day to day procurement will remain with you but TUCO will offer the added value part: we'll carry out a review of their procurement, your buying habits, and with the permission of that member we will conduct a further competition across our agreements and refine the terms and conditions under which they're buying. Single-source or dual-source products and really leverage your position and maximise. A benefit of this is the consolidation of products into the core list so that you are benefitting fully from TUCO's net prices, which are proven to be industry leading.

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## Alcohol

Supply and distribution of Draught Beers & Cider (Lot 1), PPS Beers & Cider (Lot 2), Spirits & fortified Wines (Lot 3), Core Wines and all wines (Lot 4), One Stop Shop (Lot 5) and Independent Brewers (Lot 6)

**Start: 16/01/20 End: 15/01/24**

Current status	Extended (4 <sup>th</sup> year) until 15 <sup>th</sup> January 2024					
OJEU Process	Restricted Procedure. Supplies. Ref: 2020/S 041-098051					
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:           <ol style="list-style-type: none"> <li>Direct award without re-opening competition, <i>or</i></li> <li>Mixture of direct award and mini-competition (New), <i>or</i></li> <li>Mini competition</li> </ol> </li> <li>Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>					
Framework Savings	Process savings £6k					
Category Manager	Hannah Myton-Wright					
Pricing	31 <sup>st</sup> March 2020 and then annually 1 <sup>st</sup> March (to include budget changes)					
<b>Supplier/Lot</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
Bidfood Unity Wines		○	○	○		
Carlsberg Marstons Brewing Company Ltd	○	○	○	○	○	
House of Townend			○	○		
JW Filshill		○	○			
LWC Drinks	○	○	○	○	○	○
Matthew Clark Wholesale	○	○	○	○	○	
Molson Coors Brewing Co	○	○	○	○	○	
SH Jones			○	○		
SIBA						○
Stewart Wines				○		
Tanners			○	○		
Contract Management	<ul style="list-style-type: none"> <li>Heineken no longer delivering direct (via Matthew Clark Wholesale or LWC)</li> <li>Suppliers can review pricing March 2020; then remains fixed for 12 months</li> <li>CRMs for 2021 took place over MS Teams on 2<sup>nd</sup> February</li> <li>CRMs for 2022 took place in February (7<sup>th</sup> &amp; 8<sup>th</sup>)</li> <li>Carlsberg have changed their name from Carlsberg UK to Carlsberg Marstons Brewing Company Ltd. No change to company number or requirement to novate the contract.</li> <li>CRMs for 2023 took place in February (14<sup>th</sup> -16<sup>th</sup>). See minutes for details. Meetings with brand owners also included in the minutes. Sustainability review meetings also took place with suppliers. Minutes available on website</li> </ul>					

## Catering Light & Heavy Equipment

Supply and distribution of **Light Catering Equipment – one stop shop (Lot 1)**, Catering Uniforms (Lot 2), Sustainable Alternatives to Disposables (Lot 3), Cookware (Lot 4), Refrigeration (Lot 5), Cold Rooms / Walk in Freezers (Lot 6), Ware washing (Lot 7), Ventilation (Lot 8), Heavy Appliances (Lot 9) and **Heavy Equipment – one stop shop (Lot 10)**

**Start: 13/11/18 End: 12/11/22 (Further extended to 12/04/23)**

Current status	Extended (4 <sup>th</sup> year) until 12 <sup>th</sup> November 2022									
OJEU Process	Restricted Procedure. Supplies. Ref: 2018/S 087-195129									
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:           <ol style="list-style-type: none"> <li>Direct award without re-opening competition, <i>or</i></li> <li>Mixture of direct award and mini-competition (New), <i>or</i></li> <li>Mini competition</li> </ol> </li> <li>Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>									
Framework Savings	Process savings £6k									
Category Manager	Natalie Phillips									
Pricing	Annually									
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10
All Purpose-	○	○	○							
Alliance	○		○							○
Brakes	○	○	○	○	○	○	○	○	○	○
Bunzl	○	○		○	○		○		○	○
Buttress (Maid Aid)							○			
Comax	○	○	○							
Foster						○				
HG Stephenson	○	○	○						○	
<b>Hobart</b>				○			○			
JLA				○	○					
Kitchequip	○			○	○	○	○		○	○
Catering 24 (formerly Magenta)	○		○							
MWUK (Alexandra)		○								
Nisbets	○	○	○	○	○	○			○	○
RH Hall				○	○		○		○	○
Stephens Catering	○			○	○	○	○			
Swift Maintenance					○	○	○	○	○	○
<b>True Refrigeration</b>					○					
WV Howe	○			○			○		○	○
Whitco Catering				○		○		○	○	○
Williams						○				

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Contract Management

- Recent container order for Eco-2-Go cups saved one of our members £3.5k on their order
  - Latest Contract Review Meeting: Scheduled for 24<sup>th</sup> October 2019
  - Research with TUCO & True Refrigeration. The piece will supply an in-depth look at the future food trends, and wider catering industry requirements that will affect the foodservice market in the near and distant future.
  - Magenta are now called Catering 24
  - Eco-2-Go have a number of new products coming out including protein and dessert pots with attached lids and hotdog trays
  - Framework extended for 1 year.
  - Oct 20 – Bidfood have withdrawn from the supply of Heavy equipment (Lots 4,5,6,7 & 9)
  - Jan-22 – Bidfood have confirmed complete withdrawal from the framework for all lots.
  - Contract Review Meetings (2021) took place on 19<sup>th</sup> & 29<sup>th</sup> November.
  - Large price increases expected due to current supply chain issues in the UK and globally.
  - Preparation for re-tender has started and TWP formed.
  - Invitations to tender were issued in November with a deadline 23/12/22
  - Tender evaluations currently underway with a new framework start date of 13/04/2023
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## Catering Innovation & Concept Solutions (CICS)

Supply and distribution of European Food (Lot 1), Asian food (Lot 2), North & South American food (Lot 3), ROW food (Lot 4), Sweet treats (Lot 5), Bakery, Bread & Coffee shop (Lot 6), Drinks - non-alcoholic (Lot 7), Drinks - alcoholic (Lot 8), Premium concepts (Lot 9), Rented space / licenced or "master licensee" model (Lot 10), Technology/equipment (Lot 11)

**Start: 01/06/21 End: 31/05/26**

Current status New agreement. Agreement within 1st of 5-year agreement.

OJEU Process Dynamic Purchasing System

Supplies/Services

TUCO Ref: CAT11053-TU

FTS Ref: 2021/S 000-006988 (published 6<sup>th</sup> April)

Call off guidelines

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

Framework Savings

Category Manager Hannah Myton-Wright

Pricing N/A Pricing managed by TUCO member based on their Stage 2 award agreement

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11
BGL Reiber											○
Bombay Halwa	○	○	○	○							
Bray Foods Ltd						○					
Brewfitt							○				○
Calyx Drinks							○				
Change Please							○		○	○	
Chicken Joes	○	○	○	○							
Costa Coffee									○	○	
Datasym UK Ltd											○
Dawn Foods						○					
Delice DeFrance						○					
Deli Lites (Ireland) Ltd						○					
Ecups											○
Funnybones			○								
Fwip					○						
Gamtol Ltd t/a Monika											○
King Asia		○									
Kitchen Operating System											○
Navitas Digital Safety Limited											○

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11
Nero Holdings									●	●	
Nestle UK Ltd									●		
Nissi Foods				●		●					
Nutritics											●
Pasta King	●	●	●								
Pizza Plus	●										
Pre-order Pods											●
Rollover			●			●					
Sessions Market	●	●	●			●				●	
SeeWoo UK Limited		●								●	
SV365Technologies											●
Taipec Ltd		●					●				
Tanpopo Japanese Food		●									
Technik2 Energy Solutions											●
Theos Food Company	●										
TUGO	●		●	●							
UCC Coffee Ltd									●		
Vegetarian Express	●	●	●	●		●					
YumChop		●		●							●
Contract Management											

- Platinum Foods aka Nissi Foods name change to Nissi Foods
- June 22. The SQ will remain open going forward for any new and resubmissions and will no longer close every August, November, February and May as first advertised.
- Freshfayre closed their sites in July 2022.



## Convenience Retail

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

**Start: 01/07/2020 End: 30/06/2022 + 2 x 1 year extensions.**

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

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

Call off guidelines

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

Framework Savings Average Savings across suppliers 15.14%

Category Manager Kim Ashley

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

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

Contract Management

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1<sup>st</sup> annual review July 2021. The first-year extension letters have been issued. Sustainability review meetings took place with suppliers in February 2022. Minutes available on website.

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## Disposables & Kitchen Chemicals

### Supply and distribution of Disposable Products (Lot 1A), Reusable Alternatives to Disposables (Lot 1B), Chemicals (Lot 2) and Allergen Labelling Software System (Lot 3), One Stop Shop (Lot 4)

Start: 16/12/19 End: 15/12/23

Current status	In 2 years, fixed period.
OJEU Process	Open Procedure. Supplies. OJEU Ref: 2020/S 008-013400
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:               <ol style="list-style-type: none"> <li>1. Direct award without re-opening competition, <i>or</i></li> <li>2. Mixture of direct award and mini-competition (New), <i>or</i></li> <li>3. Mini competition</li> </ol> </li> <li>• Lotted by category not region; therefore, all suppliers in that Lot must be invited to bid</li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>
Framework Savings	FY 18/19 – 0.85%
Category Manager	Natalie Phillips
Pricing	Annually

Supplier/Lot	Lot 1a	Lot 1b	Lot 2	Lot 3	Lot 4
All Purpose Cleaning and Catering Supplies Ltd	○	○	○	○	○
Alliance Disposables Ltd	○	○	○	○	○
Arrow County Supplies	○		○		
BCS	○		○		
BFS Group Ltd T/A Bidfood	○	○	○	○	○
Bowak Ltd	○		○	○	
Bunzl Catering Supplies	○	○	○		
Diversey Ltd			○		
GMC CORSEHILL LTD	○		○		
H.G. Stephenson Ltd	○	○	○	○	○
HAMILTON & POLLOCK (2012) LTD	○				
Industrial Cleaning Supplies (Liverpool Limited)	○	○	○	○	○
Instock Disposables Limited	○	○	○	○	○
KeepCup Ltd		○			
Lothian Supply Company Ltd	○	○	○	○	
Magenta (UK) Ltd	○	○	○		○
Nivek Catering Supplies Limited	○	○	○	○	○
Planglow Ltd.				○	
TRI-STAR PACKAGING SUPPLIES LTD	○				
UNICO LTD	○	○	○		
Vertella	○	○	○	○	○
Wray Bros Ltd			○		

## Contract Management

- 1st Supplier details on the website.
- Annual contract review November 2020.
- Magenta Ltd changed name to Catering24
- PPE availability and price spikes due to COVID 19
- Industrial Cleaning Supplies (Liverpool Limited) changed name to Wareuk.com
- First two quarters of the year have seen considerable increases in paper products, Foil, parchment. Significant increases on paper-based tableware products to be expected in coming months.
- May-22 Diversey globally implemented an energy surcharge of 7% as a direct result of the inflation driven from the current Ukraine / Russia conflict
- Bidfood, H.G Stephenson's, Catering24 and Tri-Star packaging have confirmed they cannot supply Northern Ireland. Website documents will be updated to reflect this.
- Sustainability reviews with suppliers are scheduled for July-22
- Annual Contract Review meetings with suppliers were conducted the week beginning 12-Dec-22 and have since been completed.

## EPOS Systems

### Supply and distribution of EPOS SYSTEMS. Lot 1 Hardware and Software and Lot 2 Software Only.

**Start: 15/04/21 End: 14/04/23 EXT 14/04/24 & 14/04/25**

Current status	New agreement. Agreement within 2nd of 4-year agreement.
OJEU Process	Dynamic Purchasing System Services TUCO Ref: CAT11054-TU OJEU Ref: 2021/S 000-002916
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:               <ol style="list-style-type: none"> <li>Completion of stage 2 (ITT)</li> </ol> </li> <li>Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>See Buyers Guide for full details</li> <li>Second stage ITT service available, free of charge, to TUCO members</li> </ul>
Framework Savings	
Category Manager	Li Davies
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement

Suppliers	Lot 1	Lot 2
Access Group	●	●
Bleep PLC	●	
Datasym	●	●
<b>Haven Ltd</b>	●	●
Hardacre IT Limited t/a WRS Systems	●	●
Kapture	●	●
MCR Systems Ltd	●	●
Uniware	●	
Zonal Retail Data Systems Ltd.	●	●

#### Contract Management

- Supplier details on the website.
- Annual contract review April 2022.
- Annual contract review will be due April 2023.
- Supplier Sustainability review will be held following NETpositive system update in March 2023.

## Fresh Fruit & Vegetables

Supply and distribution of Fruit and Vegetables to Members situated in London (Lot 1), North West (Lot 2), North East (Lot 3), Yorkshire & The Humber (Lot 4), West Midlands (Lot 5), East Midlands (Lot 6), South East (Lot 7), South West (Lot 8), East (Lot 9), North Wales (Lot 10), South Wales (Lot 11), Scotland (Lot 12) and Northern Ireland (Lot 13)

**Start: 03/10/2022 End: 02/10/2024**

Current status	Within 2 years' fixed period. Option to extend by 2 further years (in one year increments) to 2 <sup>nd</sup> October 2026												
OJEU Process	Restricted Procedure. Supplies. Notice Ref: 2022/S 000-012652. Award Ref: 2022/S 000-029093												
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:             <ol style="list-style-type: none"> <li>Direct award without re-opening competition (ranked), <i>or</i></li> <li>Mixture of direct award and mini-competition, <i>or</i></li> <li>Mini competition</li> </ol> </li> <li>Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>												
Framework Savings													
Category Manager	Kim Ashley												
Pricing	Tendered pricing held until 10 <sup>th</sup> November 2022. Option to review pricing quarterly (November, February, May & August)												
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12	13
Arthur David	○						○	○			○		
Brakes	○	○	○	○	○	○	○	○	○	○	○	○	○
Bwydydd Oren Foods			○							○	○		
Country Fresh		○	○	○	○	○							
Foodari Ltd	○						○						
Fresh Connect	○						○						
Fresh Direct	○	○	○	○	○	○	○	○	○	○	○		
Fresh n Fruity	○						○						
Freshview Foods		○			○	○				○			
George Anderson													○
GW Price			○	○									
Harvest Fine Foods							○	○					
Holland Bazaar	○						○						
J&R								○					
John Palin		○	○	○	○	○	○	○	○				
Kale & Damson	○	○	○	○	○	○	○	○	○	○	○	○	○
McLays											○	○	
Millside Fresh						○							
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12	13



## Fresh Butchered Meat & Poultry

Supply and distribution of butchered meat and poultry

**Start: 01/01/21 End: 31/12/23**

Current status Awarded for 2 years with the option to extend by 2 further years.

OJEU Process Restricted Procedure. Supplies.

TUCO Ref: CAT11057-TU OJEU Ref: 2021/S 000-018470 Award Reference:

Call off guidelines

- Call off via:
  1. Direct award without re-opening competition, *or*
  2. Mixture of direct award and mini-competition (New), *or*
  3. Mini competition
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings

Category Manager Natalie Phillips

Pricing Option to review on a quarterly basis.

### Suppliers

Bidfood	○
Brakes	○
British Premium Meats	○
Castell Howell Foods	○
CMB Foods	○
Country Valley Foods	○
County Foods Ltd	○
Douglas Willis Ltd	○
Freeman Catering Butchers	○
Harlech Food Service	○
John Sheppard Butchers	○
MC Kelly	○
McLays	○
Medina Quay	○
Midland Foods	○
MJ Birtwistle & Co	○
Mrs J C Altham & Sons	○
Owen Taylor & Sons	○
Solent Butchers	○
Underwood Meat Company	○
William White	○



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Contract Management

- Extreme increases across the board against most meats chicken, duck, pork, beef and lamb.
  - MJ Birtwistles have implemented monthly pricing due to the continuous increases they are incurring from their supply chain.
  - Solent also on monthly pricing as a response to supply chain conditions.
  - Harlech pricing reviews will be every two months as a response to supply chain pressures.
  - Sustainability reviews with suppliers are scheduled for July-22
  - First Annual Contract Review meetings commenced the week beginning 06-Feb-23 and have since been completed.
-

## Fresh Fish & Seafood

Supply and distribution of fresh fish and seafood to Members situated in London (Lot 1), North West (Lot 2), North East (Lot 3), Yorkshire & The Humber (Lot 4), West Midlands (Lot 5), East Midlands (Lot 6), South East (Lot 7), South West (Lot 8), East (Lot 9), North Wales (Lot 10), South Wales (Lot 11), and Scotland (Lot 12). *NB: Lot 13 not awarded due to lack of interest from suppliers from Northern Ireland.*

**Start: 14/08/22 End: 13/08/24**

Current status	<b>New Agreement.</b> Agreement awarded for a minimum of two years with an optional 2-year extension taken in one-year increments until 13.08.26											
OJEU Process	Open Procedure. Supplies. Ref: 2022/S 000-021944											
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:               <ol style="list-style-type: none"> <li>Direct award without re-opening competition, <i>or</i></li> <li>Mixture of direct award and mini-competition (New), <i>or</i></li> <li>Mini competition</li> </ol> </li> <li>Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>											
Framework Savings												
Category Manager	Hannah Myton-Wright											
Pricing	Option to review monthly											
<b>Suppliers/Lot</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>12</b>
Direct Seafood	○	○	○	○	○	○	○	○	○	○	○	○
Reynolds Catering	○	○	○	○	○	○	○	○	○	○	○	○
The Stickleback Fish Company	○						○	○	○			
Contract Management	<ul style="list-style-type: none"> <li>Previous framework expired on 13<sup>th</sup> May 2022.</li> <li>M&amp;J closed sites in July 2022 and did not retender for the new framework.</li> </ul>											

## Grocery, Frozen & Chilled Foods

Supply and distribution of Grocery and Chilled Foods for HE & FE (Lot 1), Frozen and Chilled Foods for HE & FE (Lot 2), Chilled Foods for HE & FE (Lot 3), Vegan and Vegetarian Foods for HE & FE (Lot 4), Grocery, Frozen and Chilled One-Stop for HE & FE (Lot 5), Grocery and Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 6), Frozen and Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 7), Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 8), Vegan and Vegetarian Foods for LA's and other organisations who meet TUCO membership criteria (Lot 9) and Grocery, Frozen and Chilled One-Stop for LA's and other organisations who meet TUCO membership criteria (Lot 10)

**Start: 01/05/23 End: 30/04/27**

Current status	2 years' fixed period. Option to extend by 2 x 12months; first extension due from 1 <sup>st</sup> May 2025
OJEU Process	FTS Contract Notice Ref: 2022/S 000-034643
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:             <ol style="list-style-type: none"> <li>1. Direct award without re-opening competition, <i>or</i></li> <li>2. Mixture of direct award and mini-competition (New), <i>or</i></li> <li>3. Mini competition</li> </ol> </li> <li>• Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>
Framework Savings	(Source: <i>Quenelles</i> )
Category Manager	Jane Eve & Nicola Mellor
Pricing	4 x per annum 1 <sup>st</sup> February, 1 <sup>st</sup> May, 1 <sup>st</sup> August and 1 <sup>st</sup> November.

Tenderer	Lot 1	Lot 2	Lot 3	Lot 4	Lot 5	Lot 6	Lot 7	Lot 8	Lot 9	Lot 10
BFS Group Ltd T/A Bidfood	Y	Y			Y	Y	Y			Y
Blakemore Foodservice	Y	Y			Y	Y	Y			Y
Brakes	Y	Y			Y	Y	Y			Y
Castell Howell Foods Ltd					Y					Y
Clegg's Chilled Food Service			Y	Y				Y	Y	
Creed Foodservice							Y			
Dunsters farm foodservice	Y	Y			Y	Y	Y			Y
fife creamery ltd			Y							
H.N.NUTTALL LTD	Y									
Harlech Foodservice Ltd	Y	Y			Y	Y	Y			Y
Hopwells Ltd		Y					Y			
J & R FOOD SERVICE LIMITED						Y				Y
KFF Foodservice	Y	Y			Y	Y	Y			Y
Lomond Fine Foods Ltd	Y	Y			Y					
Philip Dennis Foodservice Ltd						Y				

<b>The Little Food Company Ltd</b>	Y	Y			Y	Y	Y			Y
<b>Trevors Foodservice</b>	Y	Y			Y	Y	Y			Y
<b>Vegetarian Express Ltd</b>				Y					Y	

Contract Management

- 
- Next Contract Review Meeting: April 24
  - New pricelists from 1<sup>st</sup> June 2023, 1<sup>st</sup> August 2023 and 1<sup>st</sup> November 2023.
-

## Hot Beverage Dispensing Equipment & Ingredients

Supply and distribution of hot beverage ingredients, equipment and associated products

**Start: 06/01/20 End: 05/01/24**

Current status In 2 years' fixed period. Option to extend by 2 x further years; extension issued November 2021 and planned November 2022

OJEU Process Restricted Procedure. Supplies. Ref: 2019-OJS-304819  
Hunter Ref: CAT11048-TU

Call off guidelines

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

Framework Savings FY 18/19 – 0.04%

Category Manager Nicola Mellor

Pricing Annually

Suppliers	Lot 1	Lot 2
Bewleys Ltd	○	
Bridge Coffee Roasters	○	○
Café Direct Plc	⊕	⊕
Cafeology Ltd	○	○
Coffee Conscience Ltd	○	○
Lofbergs Ltd	○	○
Matthew Algie	○	○
Ringtons	○	○
Tchibo Coffee Int Ltd	○	○
The Nairobi Coffee & Tea Co Ltd	○	
York Coffee Emporium Ltd		○

Contract Management

- New price lists: 1<sup>st</sup> January 2023
- Next Contract Review Meeting: June 2023
- Next price review August 2023

## Design & Installation

Services framework providing access to **Customer Experience Design (Lot 1)** and **Kitchen and Counter Design, Manufacture and Installation (Lot 2)**

**Start: 01/09/22    End: 31/08/24**

Current status	2 years fixed period. Option to extend by 2 x 12months.	
Procurement Process	Restricted Procedure. Services. Ref: 2022/S 000-007191	
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:               <ol style="list-style-type: none"> <li>1. Direct award without re-opening competition <i>or</i></li> <li>2. Mini competition</li> </ol> </li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>	
Framework Savings		
Category Manager	Nicola Mellor	
Pricing		
<b>Suppliers</b>	<b>Lot 1</b>	<b>Lot 2</b>
International Food Service Equipment Ltd	Yes	Yes
SDI Displays Ltd	Yes	
PSV Design Ltd	Yes	
Space Catering (UK) Ltd	Yes	Yes
Airedale Catering Equipment Ltd	Yes	Yes
Restaurant Design Associates Ltd (RDA)	Yes	Yes
442 Design Ltd	Yes	
Promart Manufacturing Ltd		Yes
Denby Catering Equipment Ltd		Yes
ABM Catering for Leisure		Yes
Contract Management	New Framework Live 01/09/22	

## Kitchen Equipment Maintenance, Deep Clean & Ventilation Ducting Services

A services DPS agreement providing access to Kitchen Equipment Maintenance (Lot 1), Refrigeration Equipment Maintenance (Lot 2), Dishwashing Equipment Maintenance (Lot 3), Kitchen Deep Clean (Lot 4), Kitchen Ventilation & ducting cleaning (Lot 5) and One Stop Shop (Lot 6)

**Start: 01/04/19 End: 31/03/23**

Current status	Agreement within 3rd year of a 4 year agreement.
OJEU Process	DPS. Services TUCO Ref: CAT11033-TU OJEU Ref: 2018/S 247-569140
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:             <ol style="list-style-type: none"> <li>Completion of stage 2 (ITT)</li> </ol> </li> <li>Lotted by category not region; therefore all suppliers in that Lot must be invited to bid</li> <li>See Buyers Guide for full details</li> <li>Second stage ITT service available, free of charge, to TUCO members</li> </ul>
Framework Savings	Process Savings £6k
Category Manager	Li Davies
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement

Supplier/Lot	1	2	3	4	5	6
Advent Catering Equipment Limited	○	○	○			
ARK Wals Ltd	○	○	○			
Aspen Maintenance Services Ltd	○	○	○	○	○	○
Automatic Cooling Engineers		○				
Barnsley Refrigeration Services Ltd		○				
Buttress Group Limited (T/A Crystaltech Services Ltd)			○			
Catertech Services Ltd	○	○	○	○	○	○
Clarke Deep Cleaning Solutions Ltd				○	○	
CMK Kitchen & Ventilation Specialists Ltd				○	○	
Collingham Catering Services Ltd	○	○	○			
Crowther & Shaw		○				
Duct Hygiene Limited					○	
Ductbusters Ltd					○	
Fortis HMS Ltd				○	○	
Francis Commercial Kitchen Services Ltd	○		○	○	○	
Hatherley Commercial Services LTD	○	○	○			
Hobart Service UK	○	○	○			
JLA Limited	○	○	○			
McAlpine Grant Ilco Limited		○				
McFarlane Telfer Ltd	○	○	○			

Meridian Catering Engineers Ltd	○	○				
Merlin Catering & Refrigeration Services Ltd	○	○	○			
North West Catering Engineers (NWCE) Ltd	○		○			
Premier Clean UK Ltd				○	○	
Quantaqua Limited				○	○	
ScoMac Catering Equipment Ltd	○	○	○			
Sime Catering Equipment Ltd	○	○	○			
Swift Maintenance (1973) Limited	○	○	○			
Sylvester Keal Ltd	○	○	○	○	○	○
The Acme Facilities Group Limited	○	○	○			
Thermoserv Ltd	○	○	○	○	○	○
TWO Services Ltd	○	○	○	○	○	○
William Freer	○	○	○			
Hobart UK Service	○	○	○			

Contract Management

Framework retender Selection stage closes on 3<sup>rd</sup> Feb. 23, intend to have ITT stage live on 13<sup>th</sup> Mar 23, the Framework in place for 1<sup>st</sup> June 23



## Milk, Dairy, Morning Goods & Bread

Supply and distribution of Milk & Dairy to HE/FE (Lot 1), Milk & Dairy to Local Authorities (Lot 2), Bread & Morning Goods to HE/FE (Lot 3) and Bread & Morning Goods to Local Authorities (Lot 4)

**Start: 24/01/22 End: 23/01/24**

Current status	<b>New Agreement.</b> Agreement awarded for a minimum of two years with an optional 2-year extension taken in one-year increments until 23.01.26			
OJEU Process	Restricted Procedure. Supplies. FTS Publication Ref: 2022/S 000-035614			
Call off guidelines	<ul style="list-style-type: none"> <li>• Call off via:               <ol style="list-style-type: none"> <li>1. Direct award without re-opening competition, <i>or</i></li> <li>2. Mixture of direct award and mini-competition (New), <i>or</i></li> <li>3. Mini competition</li> </ol> </li> <li>• Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid</li> <li>• See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>• Further competition service available, free of charge, to TUCO members</li> </ul>			
Framework Savings	Process Savings £6k			
Category Manager	Hannah Myton-Wright			
Pricing	Option to review every 6 months			
Suppliers/Lot	1	2	3	4
Cotteswold	○	○		
Dairy Link (various dairies - CJ Foods; Mortons, Wells, Creamline & Cotteswold),	○	○		
Fresh Pastures		○		○
Henllan			○	○
Kent Dairy	○	○	○	○
Pensworth/Kirby & West	○	○	○	○
Morris				○
Reynolds	○	○		
West Country Milk	○	○	○	○
West Horsley	○		○	
Wrights	○			

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Contract Management

- All submitted tender prices shall be held firm and fixed until 29 May 2022
  - Almost all industries are being met with unprecedented cost pressures right now, and the farming industry has perhaps been one of the hardest hit. Suppliers submitting revised pricing effective from May. Until things settle down, pricing can be reviewed quarterly.
  - Ron Chalker took the decision to withdraw from the framework (28.10.22)
  - Pensworth Dairy went into administration on 16<sup>th</sup> February. Currently looking to novate contract to new owner, Kirby & west.
  - 23.03.23 Fresh Pastures have taken the commercial decision to withdraw from Lots 1 & 3.
-

## Provision of Temporary & Permanent Catering Staff

Services framework providing access to catering staff in Lot 1: Midlands Lot 2: North-East England  
 Lot 3: North-West England Lot 4: South-East England Lot 5: South-West England Lot 6: Wales  
 Lot 7: Scotland Lot 8: Northern Ireland

**Start: 01/10/21 End: 30/09/25**

Current status	<b>New Agreement.</b> Agreement awarded for a minimum of two years with an optional 2 year extension taken in one year increments until 30.09.25							
OJEU Process	Restricted Procedure. Supplies. Ref: 2021/S 000-006567							
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:               <ol style="list-style-type: none"> <li>Direct award without re-opening competition, <i>or</i></li> <li>Mixture of direct award and mini-competition (New), <i>or</i></li> <li>Mini competition</li> </ol> </li> <li>Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>							
Framework Savings	Process Savings £6k							
Category Manager	Nicola Mellor							
Pricing	Annually, with the exception of Government interventions							
Suppliers/Lot	1	2	3	4	5	6	7	8
Blue Arrow Ltd	○	○	○	○	○	○	○	○
SYFT ONLINE LIMITED (trading as Indeed Flex)	○	○	○	○	○	○	○	○
Arc Hospitality Recruitment Solutions Limited	○	○	○	○	○	○	○	○
Neuven Solutions Limited	○	○	○	○	○	○	○	○
The Kellan Group Limited	○	○	○	○	○	○	○	
ANGEL HUMAN RESOURCES LTD		○		○	○			
KSB Recruitment Consultants Ltd	○	○	○	○	○	○		
MSSHOSP Ltd	⊖	⊖	⊖	⊖	⊖	⊖	⊖	
Reed Specialist Recruitment	○	○	○	○	○	○	○	○
AJ Catering Staff Ltd			○	○				
Anthony James Consulting Ltd			⊖	⊖				
STARRYCARE UK LIMITED	○	○	○	○	○			
Search Consultancy Ltd	○	○	○	○	○	○	○	

SNS RECRUITMENT LTD				○		
Verve Personnel Ltd.	○	○	○	○	○	○
The Waiting Game (Bristol) Ltd.					○	○
Appetite4work			○	○	○	
Paterson Personnel Limited	○			○	○	

Contract Management

- Paterson and Mint removed Feb22 as failed to send required evidence requested at award
- Anthony James Consulting removed as business will go via AJ Catering instead
- New rates sheets from 1<sup>st</sup> April 2022 to cover Government increases.

## Sandwiches & Associated Products

Supply and distribution of **Retail Sandwiches (Lot 1)**, **Catering Sandwiches (Lot 2)** **Food to Go (Lot 3)** and **One stop shop (Lot 4)**

**Start: 01/07/2022 End: 30/06/2024**

Current status	Two-year agreement with option to extend by 2 further years;			
Procurement Procedure	Open Procedure. Supplies. TUCO Ref: CAT11060-TU Contract Notice Ref: 2022/S 000-006173 Award Ref: 2022/S 000-015765			
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:           <ol style="list-style-type: none"> <li>Direct award without re-opening competition</li> <li>Mixture of direct award and mini competition</li> <li>Mini competitions</li> </ol> </li> <li>Lotted by category not region; therefore, all suppliers awarded to Lot must be invited to bid</li> <li>See Buyers Guide for full details</li> <li>Further competition service available, free of charge, to TUCO members</li> </ul>			
Framework Savings	BT1 saving by lot Lot 1 Retail Sandwiches – 3.59% Lot 2 Catering Sandwiches – 1.59% Lot 3 Food to Go – 0.95% Lot 4 One stop shop – 2.32%			
Category Manager	Li Davies			
Pricing	Annual review			
<b>Suppliers</b>	<b>Lot 1</b>	<b>Lot 2</b>	<b>Lot 3</b>	<b>Lot 4</b>
Ginsters(Fresh Food For Now)	○	○	○	○
Lime Tree Foods t/a Sandwich King	○	○	○	○
On a Roll Sandwich Company	○	○	○	○
PJ's Foods	○	○	○	○
Raynor Foods	○	○	○	○
Simply Lunch	○	○	○	○
The Real Wrap Co	○	○	○	○
The Soho Sandwich Company	○	○	○	○
Tiffin Sandwiches	○	○	○	○
The Sandwich Larder	○	○	○	○
Contract Management	<ul style="list-style-type: none"> <li>3% Price increase requested by On A Roll to from 25 February 2023. The request is under review.</li> <li>2nd quarterly review meetings is taking place between 30-01-23 and 08-02-2023. Meeting minuets will be published on TUCO wesite supplier webpage</li> </ul>			

## Soft Drinks, Fruit Juice Concentrate & Associated Products & Services

Supply and distribution of Carbonated soft drinks (Lot 1), Still soft drinks including fruit juice, smoothies and flavoured milk (Lot 2) Sports, health and energy drinks (Lot 3), Bottled water including carbonated and flavoured water (Lot 4) and Concentrated juice and dispensers (Lot 5) Lot 6 One stop shop (lots 1-4)

**Start: 01/10/22 End: 30/09/24**

Current status Two-year agreement with option to extend by 2 further years;

OJEU Process Restricted Procedure  
Supplies  
Ref: **2022/S 000-010954**

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

Framework Savings BT1 saving is 2.50%

Category Manager Mandy Johnston

Pricing

Suppliers	1	2	3	4	5	6
AG Barr	○	○	○	○		○
Bidfood	○	○	○	○		○
Brakes	○	○	○	○		○
Catering Services Supplies					○	
Coca Cola Enterprises	○	○	○	○		○
Dunsters Farm	○	○	○	○		○
Janes Beverages Foodservice					○	
Krogab					○	

Contract Management

- New documents are available on-line. Contract review meetings will be carried out on an annual basis. Sustainability reviews will be carried out on an annual basis, 6 months following contract reviews.
- Supplier Sustainability review will be held following NETpositive system update in March 2023.
- Contract review meeting due September 2023.

## Sustainable Food Waste Management Services

Services framework providing access to On-site food waste management (Lot 1), Disposable Cups (Lot 2), Coffee Grounds (Lot 3), Off-site sustainable food waste collection service (Lot 4) and Waste Oil Recycling (Lot 5) Lot 6 - Catering Packaging (glass, cardboard, plastic, single use plastic, tin.) Collection and Recycling Service, Lot 7 - Compostable Packaging Waste Collection Service, Lot 8 - Food Waste Management Systems, Lot 9 - Surplus Catering Equipment

**Start: 01/11/21 End: 31/10/23**

Current status	Two-year agreement with option to extend by 2 further years;								
OJEU Process	DPS Services Ref: 2021/S 000-019327								
Call off guidelines	<ul style="list-style-type: none"> <li>Call off via:             <ol style="list-style-type: none"> <li>Completion of stage 2 (Supplier Competition)</li> </ol> </li> <li>Lotted by category not region; therefore, all suppliers in that Lot must be invited to bid</li> <li>See Buyers Guide &amp; Tender Evaluation Report for full details.</li> <li>Further competition service available, free of charge to TUCO members</li> </ul>								
Framework Savings									
Category Manager	Mandy Johnston								
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement								
<b>Suppliers</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>
Aerobic Technologies	●								
Biotech Europe	●								
Biffa				●		●			
Green Eco Technologies	●								
Elleteq Ltd	●			●					
Keenan Recycling			●	●			●		
Olleco		●		●	●	●	●		●
Ramco									●
Contract Management	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 (glass, cardboard, plastic, single use plastic, tin.) Collection and Recycling Service. Lot 7 - Compostable Packaging Waste Collection Service. Lot 8 - Food Waste Management Systems. Lot 9 - Surplus Catering Equipment								

Contract Management

Sustainability review meetings took place with suppliers in May. Sustainability review meetings due in May 2023. Contract review meeting due in October 2023.



## Provision of Temporary Structures

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

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

Contract Management

2<sup>nd</sup> extension review April 2023 complete

## TUCO White Label Delivery App

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TUCO are seeking to offer members a TUCO White Label Delivery App by creating a partnership with a single IT company (Checkfer Ltd Order Pay) on a software as a service (SAAS) model to use their platform for an agreed fee and promote this with TUCO branding.

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	<b>Start: 02/12/21 for a period of 9yrs with a break clause after 6yrs</b>
Current status	Commenced 2 <sup>nd</sup> December 2021
OJEU Process	Competitive Dialogue TUCO - CAT11055-TU; OJEU – 2021/S 000-005312

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## Vending

Supply and distribution of Confectionery snacks / ambient (Lot 1), Food including sandwiches chilled (Lot 2), Beverages, bottles and cans (Lot 3), Beverages, hot drinks (Lot 4), Fully managed vending machine service including reverse vending (Lot 5), Self-fill machines only (Lot 6), Reverse vending (Lot 7), Retail/convenience store vending (Lot 8), Mobile vending (Lot 9), Express vending (Lot 10) and Telemetry systems (Lot 11)

**Start: 01/10/20 End: 30/09/24**

Current status New agreement. Agreement within 3<sup>rd</sup> year of 4-year agreement.

OJEU Process Dynamic Purchasing System

Services

TUCO Ref: CAT11050-TU

OJEU Ref: 2020/S 035-083929

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

Framework Savings

Category Manager Mandy Johnston

Pricing N/A Pricing managed by TUCO member based on their Stage 2 award agreement

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11
Abercromby Ltd	○	○	○	○	○			○			
Aeguana Ltd	○	○	○	○		○		○		○	○
Alpine Vending	○	○	○	○	○	○					
Bensons Vending					○						
Border Vending	○	○	○	○	○	○					
Broderick Group		○	○	○	○	○	○			○	
Bulk Vending Systems	○		○	○	○	○		○		○	○
Cymraeg	○		○	○	○	○				○	○
DC7 Vending	○		○	○	○	○	○			○	○
Eden Springs										○	
Excel Vending	○	○	○	○	○	○	○	○		○	○
Fairtrade Vending		○			○						
Ideal Vending	○	○	○	○	○	○	○	○		○	○
JW Vending	○	○	○	○	○	○		○		○	
Mother Group Ltd	○	○	○		○	○		○			
Options Management							○			○	
Refresh Vending	○	○	○	○	○	○		○		○	
Selecta UK	○	○	○	○	○	○	○	○		○	○
Upton Group	○		○	○	○	○		○			
VH Graddon					○			○		○	

WEAREVIRI, PART OF THE WORK PERK	○	○	○		○		○
Wilkes Vending Services	○	○	○	○	○	○	○
Contract Management	<ul style="list-style-type: none"> <li>• Latest Contract Review Meeting: November 2022. Sustainability review meetings took place with suppliers in May. Minutes available on website shortly.</li> <li>• Sustainability review meetings due in May 2023 are likely to be rescheduled to late June 2023</li> <li>• Lot 7 Reverse vending - The introduction of the Deposit Return Scheme in Scotland has been delayed until 1st March 2024.</li> <li>• Apr-23 Border Vending NW Ltd added to DPS</li> </ul>						

## New Agreements

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The Contracting team are currently working on retendering the following agreements:

If you would like to get involved, then contact the relevant Category Manager to join the tender working party. Or you may have a supplier that may be interested in participating.

**Hot Beverages** – Strategy and research will start June 2023

Nicola Mellor

**Alcohol** – Strategy and research will start April 2023

Hannah Myton-Wright

## APUC UPDATE @ TUCO REGIONAL MEETING 30<sup>TH</sup> MAY 2023

### APUC AGREEMENT STATUS:

Commodity Ref	Agreement Title	Contract Start Date	Current Expiry Date	Next Price Review
CAT1061 AP	Fresh Fruit & Vegetables*#	21/12/2018	19/06/2023	N/A
CAT1063 AP	Fresh Butcher Meat*#	05/03/2019	04/08/2023	N/A
CAT1064 AP	Fresh Bakery Products*#	07/09/2019	06/09/2022	N/A
CAT1066 AP	Fresh Dairy Products*	25/10/2021	24/10/2023	November 2023
CAT1067 AP	Fresh Fish and Seafood*#	02/08/2021	01/08/2023	August 2023
JAN1010 AP	Cleaning & Janitorial Products*#	02/08/2022	01/08/2024	August 2023
CAT1072 AP	Water Coolers (Scotland Excel) ~	07/07/2022	06/07/2025	n/a
CAT1070 AP	Catering Sundries (Scotland Excel) ~	01/08/2020	31/07/2024	n/a

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

### FRAMEWORK UPDATE:

#### **CAT1061 AP Fresh Fruit & Vegetables**

The above Framework Agreement commenced on 20<sup>th</sup> December 2018 originally for a two-year period. All potential extensions have been utilised, and the Framework will now expire on 19<sup>th</sup> June 2023, following a six-month extension due to on-going market fluctuations.

APUC are currently evaluating the re-tender of this Framework Agreement, which is set to go live on Tuesday 20<sup>th</sup> June 2023.

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

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

Lot	Supplier(s)
North Highland and Western isles	1. Swanson's Fruit Co Ltd
Aberdeen and Grampians	1. Total Produce Plc 2. TPS Fruit and Vegetables
Perth, Angus, Dundee & Fife	1. McLays 2. Total Produce Plc 3. George Anderson & Son

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

Spend to date by Supplier:

Supplier Name	Spend to Date	No of Institutions Using	Spend November 2022 to April 2023
Swanson's Fruit Co Ltd	£134,196.28	3	£20,997.56
Total Produce Plc	£539,170.10	9	£65,688.33
TPS Fruit & Vegetables	£70,857.92	1	£13,480.81
McLay's Foods	£1,666,799.94	9	£282,797.79
George Anderson & Son	£1,041,874.06	13	£97,349.56
G. Carruthers & Sons	£0.00	0	£0.00
<b>Total</b>	<b>£3,452,898.30</b>		<b>£480,314.05</b>

All of the above are SMEs

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

Price variations windows occur quarterly.

The Buyers guide and supporting documentation have all been uploaded to [the APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise Levens](#) (07971473608)

### **CAT1063 AP Fresh Butcher Meat**

This Framework Agreement commenced on 5<sup>th</sup> March 2019, initially for a two-year period. All potential extensions have been utilised and the Framework will now expire on 4<sup>th</sup> August 2023, following a five-month extension due to on-going market fluctuations.

The re-tender of this Framework Agreement is now live on PCS-T, with a closing date of 12 Noon on 12<sup>th</sup> June 2023.

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

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

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

Spend to date by Supplier (CAT1063AP):

<b>Supplier Name</b>	<b>Spend to date</b>	<b>No of Institutions Using</b>	<b>Spend November 2022 to April 2023</b>
Campbells Prime Meat	£1,812,546.97	23	£535,384.99
Campbell Brothers	£674,789.96	8	£27,069.78
Gordon McWilliam (Aberdeen) Ltd	£316,514.62	1	£0
Shaw's Fine Meats	£89,889.24	1	£0
McLay's Ltd	£1,532,052.14	7	£308,358.40
<b>Total</b>	<b>£4,425,792.93</b>		<b>£870,813.17</b>

All of the above are SMEs

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

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

For further information please contact [Louise Levens](#) (07971473608)



## **CAT1064 AP Fresh Bakery Products**

The above Framework Agreement commenced on 7<sup>th</sup> September 2019 originally for a three year period. All potential extensions have been utilised, and the Framework will now expire on 8<sup>th</sup> September 2023.

The Framework Agreement will be re-tendered later this year.

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

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

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

Spend to date by Supplier (CAT1064AP):

<b>Supplier Name</b>	<b>Spend to Date</b>	<b>No of Institutions Using</b>	<b>Spend November 2022 to April 2023</b>
D McGhee & Sons Ltd	£495,597.46	13	£114,902.47
Fisher & Donaldson	£58,371.12	3	£22,674.03
Buon Giorno Tutti ltd	£40,181.11	2	£7,509.70
Scotbake Ltd	£73,096.99	3	£19,185.44
<b>Total</b>	<b>£667,246.68</b>		<b>£164,271.64</b>

All of the above are SMEs.

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

The Buyers Portal has been updated to reflect these changes.

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

For further information, please contact: [Louise Levens](#) (07971473608)

## **CAT1066 AP Fresh Dairy Products**

The above Framework Agreement commenced on 25<sup>th</sup> October 2021 and will run for two years with the option to be extended for a further 24 months.

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

Graham's Dairy have provided APUC with information on all packaging; all packaging is made from 100% recycled content and can all be recycled. Graham's have invested into cardboard packaging for milk-based products. These are now available for organic and non-organic milk in 500ml or 1 Litre cartons.

The Framework continues to support Farm gate prices.

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

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

Spend to date by Supplier:

<b>Supplier Name</b>	<b>Spend to Date</b>	<b>No of Institutions Using</b>	<b>Spend November 2022 to April 2023</b>
Grahams the Family Dairy	£550,492.20	25	£283,861.26
<b>Total</b>	<b>£550,492.20</b>	<b>25</b>	<b>£283,861.26</b>

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

This Framework Agreement supports farmgate pricing, a position not taken by some other agreements.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise Levens](#) (07971473608)

## **CAT1067 AP Fresh Fish & Seafood**

The above Framework Agreement commenced on 2<sup>nd</sup> August 2021 and will run for two years with the option to be extended for up to a further 24 months. The potential number of suppliers

per lot was increased for this iteration to provide further opportunities to local SMEs, stronger supply chain resilience and wider options to institutions.

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

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

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

All of the above are SMEs

Spend to date by Supplier:

<b>Supplier Name</b>	<b>Spend to Date</b>	<b>No of Institutions Using</b>	<b>Spend November 2022 to April 2023</b>
Campbells Prime Meat	£268,594.98	19	£95,625.01
Campbell Brothers	£195,721.64	6	£37,656.30
George Campbells & Sons	£189,638.52	3	£54,414.21
The Fish People Scotland Ltd	£54,649.49	1	£15,429.79
Greens Fishmongers	£0	0	£0
<b>Total</b>	<b>£708,604.63</b>		<b>£203,125.31</b>

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

Pricing windows for this agreement are now to bi-annually, with any agreed price revision applying from 1st August and 1st February each year. Outside of these, all pricing will remain fixed.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise Levens](#) (07971473608).

## **JAN1011 AP Cleaning and Janitorial Products**

The above Framework Agreement commenced on 2<sup>nd</sup> August 2022 and will run for two years with the option to be extended for a further 24 months.

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

The Framework Agreement is split in to 2 lots and the appointed suppliers are as follows:

<b>Lot</b>	<b>Supplier(s)</b>
1- Cleaning & Janitorial Products	1- Unico 2- Bunzl CHS 3- Arrow County 4- Instock Disposables
2- Sanitary Products	1. Banner 2. Lyreco 3. Instock Disposables 4. Unico

Spend to date by Supplier:

<b>Supplier Name (lot 1)</b>	<b>Spend to Date</b>	<b>No of Institutions Using</b>	<b>Spend November 2022 to April 2023</b>
Unico	£37,417.80	1	£37,417.80
Bunzl CHS	£2,699,901.28	37	£1,903,916.34
Arrow County	£1,732.55	1	£0
Instock Disposables	£6,359.73	7	£6,359.73
<b>Total</b>	<b>£2,745,411.36</b>		<b>£1,947,693.87</b>

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

As a result of the price variation request received at the start of the year, Bunzl CHS moved from 4<sup>th</sup> to 2<sup>nd</sup> ranked and Instock went from 3<sup>rd</sup> to 4<sup>th</sup>.

Unico continue to be first ranked on this framework, for lot 1.

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

There was no BT1 Saving recorded against the Framework Agreement on a Versus Previous Price paid analysis, however, it should be noted that the difference in the overall basket of goods between the first ranked supplier of JAN1007 (Bunzl CHS) and the first ranked supplier of

JAN1011 (Unico) was 11.5%. Market analysis shows that, since the start of 2022, Janitorial and Cleaning products have risen by approximately 35%.

The increase under this Framework is 23.5% less than the current market increase.

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

For further information please contact [Louise Levens](#) (07971473608)

## PROCUREMENT UPDATE

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### Plastic Packaging Tax

The introduction of the Plastic Packaging Tax which came into force on 1<sup>st</sup> April 2022 has seen no impact on supply chain pricing yet, however, we will continue to monitor this.

Graham's the Dairy did advise of an on-going supply issue with 250ml plastic bottles at the start of January, but this seems to have been resolved in the last few weeks.

### Supply Chain Impact

APUC and other Purchasing Consortia continue to assess the risk level associated with each Framework and supplier on four consideration points: Labour considerations, Supply Chain considerations, Regulatory considerations, and Commercial considerations. This information is published quarterly through the Market Insight update. If you wish to receive a copy of this please contact [Andy Anderson](#).

We are continuing to work with DEFRA and the Scottish Government to assess when inspections of imported goods to the UK and the likely impacts.

The UK Government have a proposed a new Target Operating Model for import checks for European goods coming into the UK – this is currently out for consultation and Government have advised that the outcome of this and a detailed plan for implementation will be published late June. This new model will categorise all imports into three different categories: High, Medium and Low. It is not yet known by Scottish Government the definitions of each category, but is assumed food will fall into high/medium.

Phase 1 of border checks are scheduled to begin on **31<sup>st</sup> October 2023**. Phase 1 will not include physical checks but will require all goods categorised as Medium or High to have a valid health certificate. Phase 2 will begin on **31<sup>st</sup> January 2024** and will include further documentary evidence and the introduction on some physical checks for medium or High risk items. By **31<sup>st</sup> October 2024**, the UK Government are planning to impose the full checks that currently take place with imports from the Rest of the World to European imports.

The shortages of HGV Drivers continues to have an impact in the cost of distribution and suppliers views of minimum delivery values and quantities, however, there is no minimum values applied to APUC Frameworks at present.

### Ukraine

The ongoing situation in Ukraine continues to have some impact to supply chains and updates are provided in the market insight documents referenced above.

No new tariffs or sanctions have been announced and the deal to release grain shipments under safe passage, which began on 1<sup>st</sup> August 2022, has slightly eased potential pressures on the global market for grain, maize and sunflower oil.

The Energy Bill Relief Scheme only applied until **31<sup>st</sup> March 2023** and the new Energy Bills Discount Scheme (EBDS) commenced from April 2023 to April 2024 for eligible non-domestic consumers.

## **Palm Oil**

APUC are continuing to monitor the use of Palm Oil and Responsibly Sourced Palm Oil (RSPO) in its Framework Agreements and the promotion of RSPO certified products and Palm Oil alternatives, where deemed suitable and appropriate, continues. This has been impacted slightly by the reduced availability of Sunflower and Seed oils due to the situation in Ukraine, as mentioned above.

## **Sustainability and Supply Chain Management**

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

- Responsible Sourcing and Ethical Trading - Applicable criteria are set within the ITT and responses captured and measured prior to appointment and during contractor performance.
- Modern Slavery & Fair Working Practices, including the living wage – suppliers approaches and activities in these areas are being monitored and measured as part of the Supply Chain Management Section 1 questionnaire and Supplier and Contract Management process.
- Fair Working Practices, including Living Wage – APUC have confirmation of all catering contractor’s current stance on their approach to the Living Wage. We continue to track this and suppliers are now asked to confirm their position prior to appointment of a Framework Agreement.
- Modern Slavery – Applicable criteria are set within the ITT, where relevant, and responses captured and measured prior to appointment and during contractor performance.
- Carbon Reduction & Climate Change – APUC are currently working through the Responsible Procurement Action plan to categorise the importance of Climate Change Emergency. Delivering both Fruit and Veg and Butcher Meat in departmentalised vans (vans have been audited by local council) is available through McLays. Sustainable route planning is also being encouraged throughout all fresh food tenders, alongside consolidation and aggregation of deliveries to Institutions in neighbouring areas.
- CEPWG PIACC – APUC are currently working on a Primary Impact Area for Climate Change document concerning food. This document is available for the sector to view and will be updated as and when required. If there are any examples or case studies you would like to be included as part of this document, please contact [Louise Levens](#)
- APUC have also been working on the FNT2030 plan for catering. For more information on this, or to receive a copy, please contact [Louise Levens](#)
- The ability to use contractors as distributors under catering Framework Agreements not only enables smaller and local producers to enter the supply chain but reduces the number of deliveries and associated carbon footprint.
- Call-off methods – all catering framework agreements now have the option of Desktop Award built in as a call-off method. For assistance in using this alternative call-off method, please contact [Louise Levens](#)
- Other Waste and Pollution reduction – A reminder that Institutions can purchase ‘wonky’ fruit and vegetables under CAT1061-AP. Not only does this action reduce food waste but can also contribute to potential budget savings. APUC are currently working to encourage

this to more suppliers throughout the geographical lots. Suppliers can also offer 'Soup' Veg - (vegetables that are not aesthetically pleasing or don't have a long shelf life) to Institutions who may be interested.

### **SCM Responsible Procurement Supply Chain Evaluation Tool**

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

All suppliers have been requested to complete Section 1, now incorporated in to our SCM Supply Chain Management tool.

### **EcoVadis**

APUC work with EcoVadis, an independent sustainability ratings agency, to assess our supply chain and the sustainability of key suppliers for the sector is continuing. We now have nearly 200 suppliers who have undertaken assessment and a further phase of suppliers have been identified and invited to participate in an analysis of their organisation and supply chain.

### **Deposit Return Scheme**

As you will all be aware, the Scottish Government have made the decision to delay the Deposit Return Scheme (DRS) until **March 2024**, with some amendments to the scheme already announced. The introduction of the DRS requires the authorisation of the UK Government, which is not guaranteed, and there is the potential for further postponements or the scheme being scrapped.

APUC will keep all members updated of any further updates from the Scottish Government.

### **Single Use Plastic**

Scottish Government's [regulations](#) on the restrictions of single-use plastics came in to force in June 2022. For further information on items affected, please see [here](#).

APUC Ltd continue to push suppliers to reduce single use plastic from their supply chain as a matter of course, through using items such as compostable or re-usable packaging and pallets, some suppliers (Total Produce) on CAT1061 AP Fresh Fruit and Vegetables agreement have removed single use plastic from their supply chain within 18 months. Contractors who were successful on the Fresh Fish and Seafood tender can also provide re-usable or cardboard crates. Suppliers on the Butcher Meat agreement are also working to create an alternative plastic packaging system that can be used for products which require to be vacuum packed. This product is currently in the testing phase and, if successful, should be implemented towards the end of 2022.

Graham's the Dairy have also provided information on all their packaging and have confirmed that, for the core product list, all packaging is from 100% recycled content and can be recycled once used. Graham's have also invested in milk cartons and these are now going through test phases with some supermarkets and clients, with a view that they will become a core item in the coming weeks.

Targets and actions have been set and agreed with key suppliers and performance on these and other strategic objectives are being monitored and measured as part of our Supplier and Contract Management programme. We remain keen to hear from members what their key points of

consideration and requirements are so these can be included and discussed with the relevant supply chain.

The reduction of single use plastic will be promoted and requested throughout the re-tender of Fruit and Vegetables, Butcher Meat and Bakery Products.

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

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

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

### **Responsible Supply Chain guides**

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

## **GENERAL UPDATE**

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**APUC Buyers Portal Link:** [APUC Buyer Guide Portal](#)