

TUCO South-West Region Catering Group Meeting
Thursday 23rd March 2023 at 10:00 am
University of Bristol

Attendees:	Ryan Hanson [Chair]	RAU
	Joe Bennett	Winchester
	Tim Clarke	Bristol
	Sarah Dolman	Bristol
	Kristian Fernandez-Mitchell	UWE
	Lewis Haynes	University of Bath
	Judith Hoyle	TUCO Secretary
	Cath Lambros	Southampton
	Amy Morgan	Bristol
	David Morton	Winchester
	Kevin McCormick	University of Bath
	James Piercy	University of Bath
	Adam Rogers	UWE
	Caroline Wynn	Bristol
Via Teams:	Sarah McLoughlin	TUCO Academy
	Hannah Myton-Wright	TUCO Category Manager
	Rich Narramore	Exeter
Apologies:	Helen Baker	UWE
	Connor Dowd	FX Plus
	Felice Foscheri	Southampton
	Matthew Green	South Devon College
	Daniel Hancock	Bath Spa
	Rachel Roberts	Bath Spa
	Denise Wilkins	Portsmouth

1. Apologies for Absence and Welcome

Apologies as listed above. Ryan welcomed everyone either in person or online.

2. Supplier Presentation by Steve Parsons from Beyond Meat

A copy of Steve's presentation is attached to the Minutes.

3. Minutes of the Last Meeting

These were agreed by the Members.

4. Framework Update (Hannah)

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. As a region, the reported spend for this period was just over £3m which generated £131k in savings.

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, don't deliver direct. Their RTM (wheels only) is via Bidfood. Basically, members order products from CCEP who send the order to Bidfood to deliver. Once delivered, Bidfood advise CCEP who then invoice the member. Moving forward, the member will purchase CCEP products from **an agreed supplier** (in TUCO's case it will be ANY supplier on the soft drinks framework agreement lots 1-4 and Lot 6). Once received and paid for, the member will send the invoice to CCEP who will reimburse the difference between Bidfood price for example and their CCEP/TUCO agreed price.

GFC – Tender submissions are currently being evaluated estimated to be live from 1st May 2023

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.

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.

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

- Brewfitt Ltd
- YumChop
- ECups Ltd

Temporary Structures – Nationwide Marquees have been added.

CONTRACT REVIEW MEETINGS

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

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 to 19%

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

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.

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.

Fresh Fish – Just like last year - an increase in fish with winter sores means a higher proportion of 'production grade' salmon being harvested. These fish cannot be exported as whole fish. Norway has also had some severe storms.

Strong global demand, combined with this shortage in supply, has seen prices rise by 29% since the end of January with prices set to rise by a further 12% in coming weeks.

Fresh Fruit & Vegetables - Product availability & issues

As well documented in the press and demonstrated with empty supermarket shelves, there are exceptional issues with the cost/supply of namely salad items and some brassicas (Tomatoes, Cucumber, Courgettes, Peppers, Iceberg & Cos Lettuce, Broccoli and Cauliflower). TUCO suppliers are able to source these but at a higher price. Where available the prices of these items have increased and are expected to remain high for 4-8 weeks. Prices will reduce and markets settle.

Hot Beverages – New pricing went live Jan 23

GFC – New pricing went live Jan 23

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

Pork

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

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

On top of that Spain is struggling with shortage of live pigs, they are even bringing live piglets all the way from Belgium to try to top up their own supply.

Everyone is chasing for meat and demand is higher than what is actually available and so prices are inflated across the whole pork product range. Increases appear to be as high as 35% in some cases.

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

Chicken

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

Beef

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

Milk & Bread – Pricing is showing signs of stabilising however suppliers are still reluctant to commit to 6 months' pricing due to ongoing processing costs being passed down to them and increasing farmgate prices. Eggs – driven by rising pullet & feed costs and reduced flock numbers due to avian flu, egg prices have been on the rise. Some big increases from suppliers. Dairy – average basket of goods has increased by 6%. Milk coming down but driving cream up. At the recent Contract Review Meetings, suppliers were asked to revert to 6 monthly pricing.

Sandwiches and Associated Products – All prices on Procure Wizard are up to date.

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

SUPPLIER UPDATES:

M&B - Pensworth Dairy went into administration in February. TUCO are working with the new owner, Kirby & West 2023 Ltd to novate the contract.

Soft Drinks – CCEP have changed all their small bottles to recycled plastic, however struggling to change their full portfolio due to lack of recycled plastic.

Vending – The DRS scheme is due to go live August 23 for Scotland and next year for the rest of UK, however, there are talks this could be delayed again.

NPD – Please visit the NPD page to request samples of new products. Suppliers are seeking feedback on packaging, price, range, flavour and potential to sell within membership. All feedback helps producers to gain a route to market. Products featured this month include Frozen Ready Meals, Handmade Honeycomb, Pre-mixed Cocktails and Hummus.

5. Academy Update

We have been delivering compliance courses at the following prices:

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

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

The cost of the compliance courses are that price for Full Members regardless of being delivered online or face to face and that includes all course materials as well ie there are no additional travel costs or daily rates for the trainer.

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

Visual Merchandising has been very popular with a theory course to start with followed by a visual merchandising safari afterwards.

This has proved so popular online that we have added a retail / food safari which starts with face-to-face introduction to the theory and then followed by a look at how the private sector does it well in practice – there is one in Manchester and one in London in June.

Other courses coming up are:

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

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

Upcoming Study Tours include:

- **Food To Go** in Paris with two bursary places available, looking at retail units in Waterloo then travelling on to Paris
- **Reynolds Study Tour** over 2 days in April including a Development Day and a visit to the Reynolds' Box in the evening to see the Elton John concert at the O2 Arena.
- **Liverpool Study Tour** 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.

6. Sustainability

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

Sustainable Supplier Meetings –Category managers are carrying out separate supplier meetings to discuss supplier NET positive plans covering social value, modern slavery and scope 3 emissions.

This has seen a rise in the number of suppliers using the NETpositive development tool and we now have 76% of suppliers registered. (Recently done Alcohol & Milk & Bread)

TUCO Swap shop Forum is now up and running.

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

What has happened so far:

Strategy document

Updated the excel assessment Toolkit to include UNSDGs.

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

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

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

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

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

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

Food Waste was also covered in the survey.

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

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

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

All results of which, will be shared with the minutes of the meeting.

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

RSPO – the situation has been exacerbated by the war in Ukraine.

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

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

Our efforts continue to focus on understanding how we can provide support. As part of our Cocoa Life programme, we work with community members and NGO partners to set up Child Labour Monitoring and Remediation Systems (CLMRS) in Ghana to help provide assistance to vulnerable children.

Mondelēz International does not tolerate any form of retaliation and we continue to communicate that to our supply chain partners.

We will be having a panel debate on the supply of cocoa and hope to have the likes of Nestle, Mars, Cadbury and Chocolonely participating.

7. Member Updates

Bath

They have just awarded on Milk and are looking next at Coffee and Grocery, Frozen and Chilled when it comes out. Kevin explained that commercially, they are back to normal levels. They have now moved over to no disposable cups. The re-usable ones they buy for £2.86 and sell them for £3 each.

However, they do still have takeaway cups for Open Days and events. From September this year there will be no takeaway boxes apart from pizza. If you want to take pizza away, you have to supply your own container. The outlets clean all the re-usable cups themselves. Cath asked whether they get their cups free and Kevin promised to circulate the details. They introduced £1.50 meals at the start of term for staff and students to help with the cost of living crisis. They offered gluten-free but Trading Standards have objected and advised them to call it NGCI (Non-Gluten containing ingredients). They have just completed training on this for all their managers and supervisors.

They have employed Student Ambassadors who will receive £20 per month credit on their food. To date, they have served just over 50,000 £1.50 meals. They make money on their 'Soup and a Sandwich' offers but are not making 60% Gross Profit. Their summer schools are back to 2019 levels.

Winchester

Dave asked what everybody is looking at for next year for their increases and are they looking at incremental increases for this year? Kevin put 7% on prices at Bath for their summer schools but at UWE they have not been allowed to put their prices up. Bristol froze their prices and are waiting for the end of next term then will increase their prices by around 10% in July. They are currently offering soup for £1. Southampton put their retail prices up before Christmas and have had very little backlash from this. Hot meals have gone up substantially. Ryan advised that RAU put their prices up around two weeks ago.

Their offering of a 5-item fry-up and hot drink for £2 was supposed to end at Easter but they will continue this until the summer break. Kevin stated that summer school providers wanted to put prices up by over 14% but he knew that this would have ruined it. RAU deals with two providers for their summer schools and the biggest part of their contract is with Lastro.

Winchester budgeted for an 8% increase on costs. Head Chef Joe has been with them just over 2 weeks. They recently ran an event for Food Waste Action Week. Harvest Foods brought a lot of waste food in. Joe is strongly in favour of home-cooked food. They charge students £21 per day for 3 meals per day and packed meals included. They are up on their conference target but down on the commercial with summer schools currently keeping them going. Dave will be retiring later this year and is looking towards this with a re-structure of his team. They are building a relationship with their dietetic students to look at GHG for all their recipes. They had a nutritional check on pizza and narrowed it down to per slice.

UWE

They have a £3 meal deal which changes every day and margins are around 70%. They offer free tea and coffee on their campus for staff and students which will cost around £180K but loss of sales is valued at £240K. Transactions are down so finances are taking a hit. They will be going cashless at the end of April and there has been some backlash. They will be trialling re-usable cups over the summer and will also be opening a 'Morrisons' supermarket in the summer on campus which will generate quite a bit of income. Bath use a kiosk and till through MCR and will be tendering over the summer for their EPOS system. Bristol went cashless in 2020 and there were no complaints from the students, only the staff.

Bristol

Tim was introduced as the new Operations Manager. Revenue in the retail outlets is now up on last year but budget of around £200K is down.

Summer is looking good for the summer schools but they have a lot of empty beds in the residential accommodation. They are also closing outlets on a daily basis because of staffing issues. They are currently busy with a number of tenders, including Meat, Dairy, EPOS, Sandwiches and Fruit and Veg. Food costs have increased again and the university has just had another increase on staffing costs. They have achieved 16 awards in the Bristol Eating festival and 2 awards at the Public Sector Catering for university caterers and sustainability.

Southampton

Cath reported that they have a new Senior Management Team in place there. All the university staff have had a pay increase but this made a big impact on budgets. In January they introduced a 25 pence charge for all disposable ware with no backlash. Back in September they introduced their own printed keep cups and sales went really well, with the cost of £15 to buy them and 5 free coffees. They have a couple of new units opening next year including their Jubilee Sports Centre. Their biggest catered hall is closing this summer so they are in conversation with Residences as to what they can offer instead. Bristol want to move away from MCR as their security systems do not match those of the university. Also, the support from them is not good. Bath are working over the next couple of weeks on introducing a loyalty scheme. MCR are not delivering on their contract with Bristol, which should make it easier to get out of it. They are paying £50K for a very basic service.

RAU

Ryan has had EPOS problems at the university for the past 3 years. Staffing has been at a critical level but they are in a better position now as he is using 'The Waiting Game' company after recommendations by Caroline. His Head Chef will be leaving the university the following week. Conferencing is behind the budgets that were set and summer schools are at 85 to 90%. They have had to make single room use only as opposed to bunk beds. Sales of coffee have gone up. There has been an issue with their CRM and booking system. They were using Kinetics but have now moved over to Star Res who unfortunately cannot provide a full service. They have a food and farming strategy at the university working with government bodies and with the National Food Strategy producing a lot of their own food and working with students. This will be commercially driven and is a huge undertaking to get up and running. On the innovation front, they are looking for £110 million worth of investment. The idea is to support students who start as an under-graduate and go on to do a Masters degree for their business with a life and work space. This is exciting in terms of income generation. Capital Expenditure has almost been completely withdrawn for the next 3 years. RAU produced wine has recently won a design award for their wine bottle and sales have seen a dramatic increase following the TV appearance. They are also putting in re-usable pint glasses in the university bar. Bristol will be introducing keep cup wash stations in all of their outlets. Winchester charge 50 pence for their disposable cups and 90 pence for re-usable ones

8. TUCO Online

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

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

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

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

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

9. Presentation by Dan Fleming from West Country Milk

A copy of Dan's presentation is included with the minutes.

10. TUCO Board and General Update

Spend is now back up to almost pre-COVID levels and financially things are looking much more positive. Membership is on the increase with 4 new Full and 13 new Associate members. Regarding events, summer conference will be held at the University of St Andrews in Scotland from 24th to 26th July and it is hoped to re-introduced the Chefs' Competitions some time in 2024. TUCO has commissioned several pieces of research, including one in conjunction with Birds Eye plant based.

11. Any Other Business

The subject of presentations at future meetings was discussed. Members would like to see more local suppliers, also something on Keep Cups and food packaging in general. Hannah would get together a list of possible presenters for members to vote on.

Action: Hannah

Dave explained that he had previously taken his team to Camden Market and Borough Market etc and he would like to have an Away Day in Bristol to focus on sustainability, street food etc.

Members also discussed a future meat supplier as a couple of them are looking to change their supplier – Bristol will be tendering this in the near future and like John Sheppard. Winchester have not been able to get free-range chicken but have gone back to organic beef.

12. Proposed Dates for Next Meetings

Members would like the summer meeting to be face-to-face and Kevin kindly offered to host at Bath. This would be some time in June but avoiding the first week and Thursday 8th.



BEYOND MEAT[®]

Steve Parsons
Head of Food Service UK

TUCO
The University Caterers Organisation



2009

Beyond Meat was
founded – and it is still
founder led

#1

Best selling
plant-based burger
in UK

\$464M

Global net
Revenue 2021
(Retail & Food service)

+77%

Net revenue growth in
International markets
(2020-2021)

At Beyond Meat, we make plant-based meats that allow people to eat more, not less, of the traditional dishes they love while feeling great about health, sustainability, and animal welfare.

**Go Beyond®
Ethan Brown, Founder & CEO**



One solution to four growing global issues



**Human
Health**



**Climate
Change**



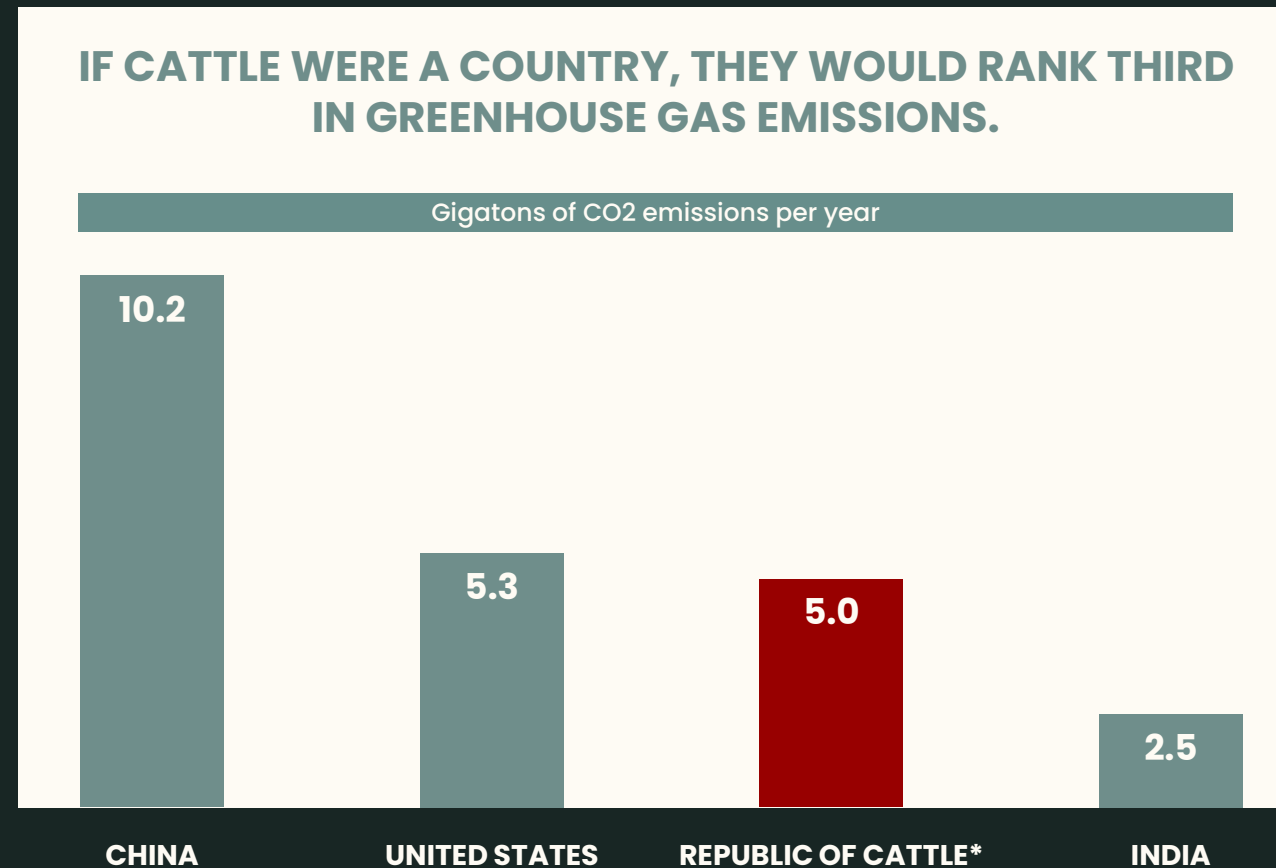
**Resource
Constraints**



**Animal
Welfare**



PLANT-BASED MEAT ALREADY OFFERS A **VIABLE SOLUTION**



CLIMATE

Our Impact

A peer-reviewed Life Cycle Assessment (LCA) conducted by the University of Michigan compared the environmental impact of the Beyond Burger to a ¼ lb. US beef burger.

Compared to a ¼ lb. US beef burger, our original Beyond Burger uses:


99%
LESS WATER


93%
LESS LAND


90%
FEWER GHGE


46%
LESS ENERGY



OUR PREMIUM INGREDIENTS & PROCESS

Beyond Meat is made up of 5 core elements: amino acids, lipids, trace minerals, carbs and water.

Beyond Meat sources those same 5 elements from plants - like peas, coconuts, and beets - without GMOs or artificial ingredients.

Beyond Meat's products are driven by proprietary technology & a relentless focused innovation team

PROTEIN

Peas, mung beans, faba beans and brown rice team up to give you equal or greater protein than animal-based meat.



FATS

That plant-based sizzle is all thanks to our fats, including cocoa butter, coconut oil and expeller-pressed canola oil.



CARBS

Potato starch and methylcellulose (a plant fiber derivative) give you that delicious bite - literally. They're responsible for texture.



MINERALS

Calcium, iron, salt and potassium chloride, these minerals deliver the nutrients we expect from meat.



FLAVORS

We use things like beet juice and apple extract in our plant-based products to deliver a meaty taste and cooking experience, without using GMOs.



HEATING

COOLING

PRESSURE



Beyond offers you 4 products – which allow for a wide range of versatile dishes to be created



BEYOND BURGER

A burger with taste so rich and texture so meaty, you won't believe it's made from plants



BEYOND SAUSAGE

From grill to griddle to frying pan, plant-based sausage stuffed with delicious flavour and a satisfying sizzle



BEYOND MINCE

The freedom and versatility to turn any recipe into a meaty plant-based masterpiece



BEYOND MEATBALLS

Pre-formed and ready to cook, these plant-based meatballs are a convenient nutritious and satisfying addition to any meal



NEW

INTRODUCING OUR **EXCITING, DELICIOUS & GROWTH** ENABLING INNOVATION

**BEYOND
SCHNITZEL**



**BEYOND
BURGER**



**BEYOND
NUGGETS**



**BEYOND
TENDERS**



**BEYOND
STACK**



**BEYOND
SAUSAGE**



**BEYOND
STEAK** *



**WHAT'S
NEXT ?**



* LTO with limited volumes available, largest/strategic customers will be prioritized

Beyond Meat is the #1 volume growth brand in the UK, this is a testament to our superior quality & taste



+30% volume growth in both Chilled & Frozen



Beyond Burger has the highest velocity in both Chilled & Frozen



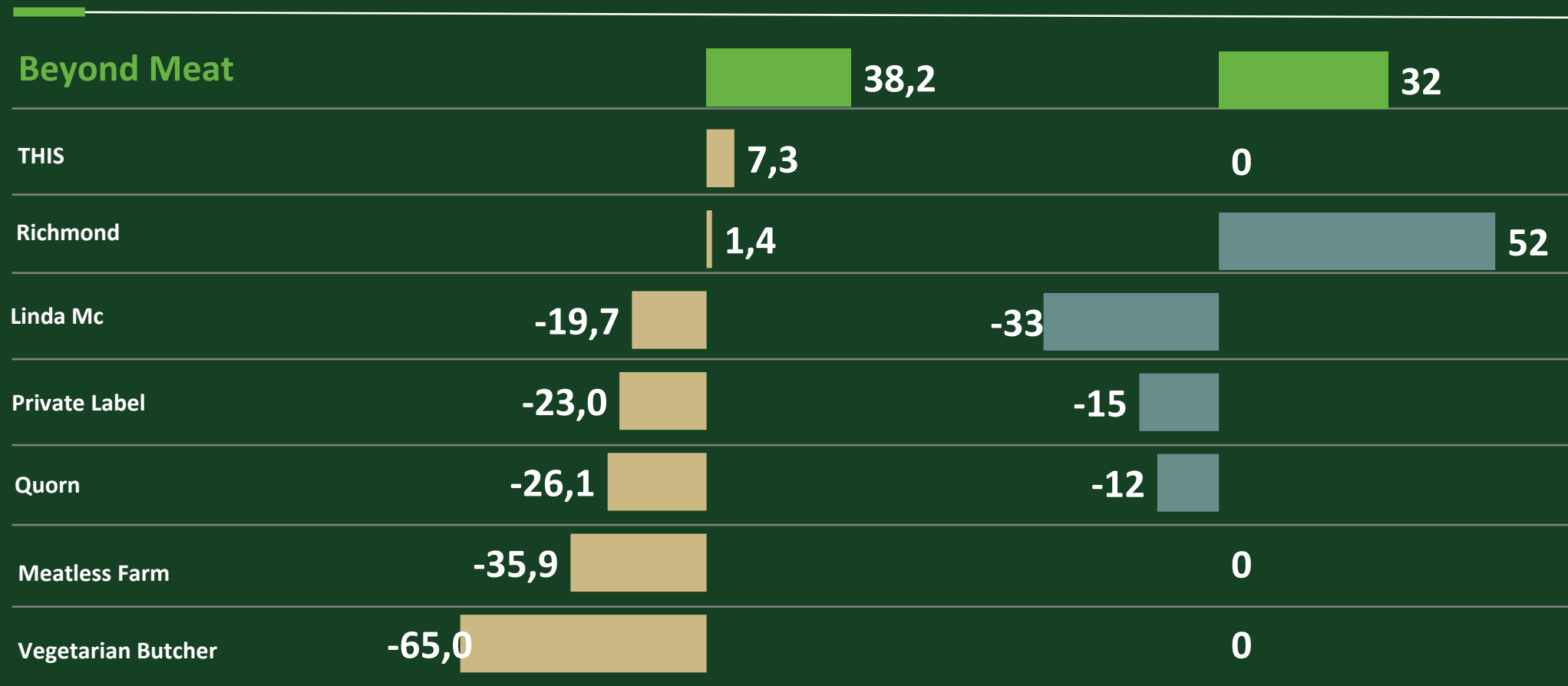
Beyond Meat generates the highest cash margin in the category



Beyond Meat is the #1 volume growth brand in the UK, this is a testament to our superior quality & taste



UK Meat Substitutes – L26 Weeks Brand Performance, Volume % Change vs YA



Source: Nielsen Week Ending 25/9/22

BEYOND MEAT IS THE #1 BRAND FOR TASTE



Beyond Sausage,
Best Introduction
The Netherlands Feb '21



Beyond Burger, Winner
2022 Women's Health
Sports Nutrition Award
UK, Sep '22



#1 ranking in the prestigious
German Stiftung Warentest
taste test
Germany May '20



Beyond Burger,
Sausage & Mince
Best Product
France Jan '21



Beyond Burger, Best
Vegan product
Abillion Awards UK '20



Beyond Burger, Winner
Best Vegan Burger 2022
UK, Oct '22



Beyond Burger, Winner Silver,
KÜCHE Best Product Award 2022
Germany, Sep '22



Beyond Burger,
Winner Best Burger
Norway Jan '21



Beyond Burger,
Winner Best Burger
Consumer test National
Newspaper Politiken
Denmark Jan '21



Beyond Burger,
Winner Best Veggie
Burger, Vice burger test
Italy May '21



Beyond Meatballs,
Winner Most Innovative
Meat product
Dubai, Gulf Foods Feb '21



Beyond Burger, Winner
Best Vegan Burger 2022
UK, Apr '22



Beyond Burger,
Best Buy 2022
UK, May '22



Beyond Burger,
Winner Best Burger
UK, Dec '21

Taste is the #1 purchase driver for European consumers



ALONG WITH OUR PROPRIETARY TECHNOLOGY & TASTE, WHAT MAKES US UNIQUE IS OUR CELEBRITY ENDORSERS

346M
FOLLOWERS



Kim K

8.7M
FOLLOWERS



Romelu Lukaku

27M
FOLLOWERS



Lewis Hamilton

72M
FOLLOWERS



Snoop Dogg

2.5M
FOLLOWERS



Serge Gnabry

144M
FOLLOWERS

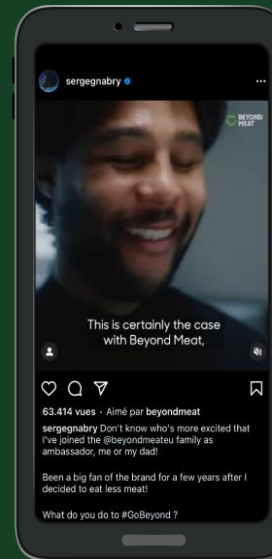
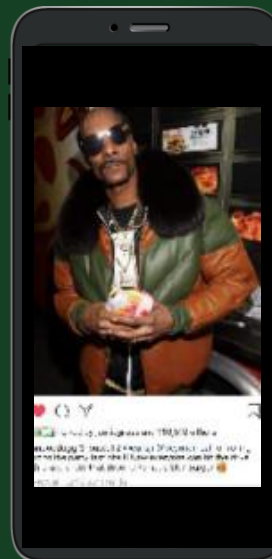
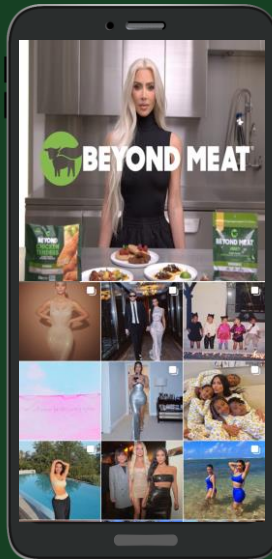


Kevin Hart

1.4M
FOLLOWERS



Sky Brown



Our market leading performance & our powerful differentiation, makes us perfectly positioned to support your business



TASTE IS KING

Beyond Meat is the #1 brand in the UK for Taste according to DVJ Insights health tracker

Taste is the most important purchase driver for European consumers.



BRAND POWER

Beyond Meat has high consumer appeal & is endorsed by some of the most well-known people on the planet!



STRATEGIC PARTNERSHIPS

Beyond Meats strategic partnerships create buzz for the brand & category. As a result, we are driving this category into the mainstream



Beyond Burger,
#1 PB Burger for
BBQ Season



Beyond Burger,
Best PB Burger
10/10



Beyond Burger,
Best Buy PB Burger

346m
followers
on FBIG*

#7
most
followed IG
account in
the world





BEYOND MEAT®

How can Beyond Meat support
your site?





**BEYOND
MEAT®**

**BEYOND MEAT HAVE PARTNERED WITH
BRAKES TO OFFER THEIR TUCO CUSTOMERS
A BESPOKE PRICE ACROSS THE ENTIRE
BEYOND MEAT PRODUCT RANGE**



TUCO PARTNER

Share. Learn. Buy. Grow.

brakes
a Sysco company

All rise, for....

“The King’s Burger”





We can create bespoke POS/Artwork for each site

BEYOND MEAT

BEYOND MEAT MONDAYS

On Mondays we're swapping traditional animal meat for Beyond Meat. Why? Beyond Meat is plant-based meat that looks and tastes just like animal meat but with all the upsides of a plant-based meal.

GOBEYOND.
beyondmeat.com

100% PLANT-BASED PROTEIN | NO SOY | NO GLUTEN

BEYOND MEAT

OUR IMPACT

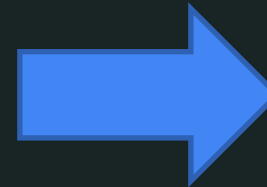
BEYOND BURGER VS. BEEF BURGER

- 99% LESS WATER
- 93% LESS LAND
- 90% FEWER GHGE
- 46% LESS ENERGY

Compared to a 113 g beef burger
Source: University of Michigan 2018 peer-reviewed Life Cycle Analysis.

GOBEYOND.
beyondmeat.com

100% PLANT-BASED PROTEIN | NO SOY | NO GLUTEN



BEYOND MEAT | OUR PRODUCTS | FOOD SERVICE | LEARN | COOK | BUY | CAMPAIGNS

OUR MISSION

WE BELIEVE THERE'S A BETTER WAY TO FEED OUR

BEYOND MEAT | OUR PRODUCTS | FOOD SERVICE | LEARN | COOK | BUY | CAMPAIGNS

WHY MAKE MEAT FROM PLANTS?

HELP HUMANS EAT NUTRITIOUS.

MAKE POSITIVE CHANGES.

Unlike their 14 lb U.S. beef counterparts, original Beyond Burgers can be made by generating 90% fewer Greenhouse Gas Emissions. "Univ. Of Michigan, 2018, Environmental Impact of the original Beyond Burger vs 14 lb. U.S. beef, Life Cycle Analysis"

PROTECT THE PLANET

BEYOND MEAT | OUR PRODUCTS | FOOD SERVICE | LEARN | COOK | BUY | CAMPAIGNS

OUR IMPACT

A peer-reviewed Life Cycle Analysis (LCA) conducted by the University of Michigan compared the environmental impact of the original Beyond Burger to a 14 lb. U.S. beef burger. The result? Producing a Beyond Burger uses significantly less water, land and energy—and it generates fewer Greenhouse Gas Emissions (GHGE) than a beef burger.

[Read The Study](#)

- 90% FEWER GHGE
- 46% LESS ENERGY
- 99% LESS WATER
- 93% LESS LAND

Interactive posters with QR Codes that take Students straight to our Mission Statement on our website

Steven Parsons • You
Regional Sales Manager Food Service - Beyond Meat
2d • 🌐

I give to you... "The King's Burger!" #students

To launch our new partnership with [King's College London](#) their chosen plant based food supplier, we attended the New Starters BBQ event last week Saturday.

We supplied branded Hats, T Shirts and Aprons for all the staff to wear as they handed out over 1000 [Beyond Meat](#) burgers to a lot of very excited students!

We are extremely proud of this new partnership with [King's College London](#), especially as Kings launch their own take on Meat Free Mondays, by calling it, "Beyond Meat Mondays".

Thank you [Graeme Collie](#) and this team for all the support and we look forward to building this sustainable partnership together.

#plantbased #beyondmeat #kingscollegelondon



[Sarah Craig](#) and 49 others
2 comments

Reactions

Like Comment Repost Send

2,529 impressions [View analytics](#)

Chelmsford College
3,199 followers
1w • 🌐

We're excited to announce that every Monday the dish of the day will be created with [@beyond-meat](#) - Whose mission is to create delicious, nutritious, sustainable protein so that you can Eat What You Love™, no sacrifice required. ...see more



GO BEYOND.
beyondmeat.com

PLANT-BASED PROTEIN

Graeme Collie (Chef) • 1st
Chef, Hospitality Management, Commercial Operations (Chartered Manager ...
23h • 🌐

Following the successful launch of 'Beyond Meat Mondays' we're super excited to launch our plant based, 'fast food - not junk food' menu into the Terrace Café at the Strand Campus, [King's College London](#) in collaboration with [Beyond Meat](#).

#kingsfood #sustainablefood #plantbasedfoods #food #london



Terrace KING'S FOOD

BEYOND MEAT

Mediterranean Burger (VE)
Beyond Burger® with Tomato Chutney, Pesto & Rocket in a Brioche Style Bun **£4.00**

Mexican Burger (VE)
Beyond Burger® topped with Beyond Mince® Chilli, Tomato Salsa, Tortilla Chips & Green Onions in a Brioche Style Bun **£4.00**

Classic Burger (VE)
Beyond Burger® topped with Ketchup, Mustard, Gherkins & Crispy Onions in a Brioche Style Bun **£4.00**

Chilly Dirty Nachos (VE)(GF)
A mound of Nachos topped with Beyond Mince® Chilli, Cheese Sauce, Salsa, Cashew Cream & Green Onions **£4.00**

Dirty Nachos (VE)(GF)
A mound of Nachos topped with Cheese Sauce, Salsa, Cashew Cream & Green Onions **£3.50**

Gluten Free burger buns available

You and 24 others

Reactions

Like Comment Repost Send



Example university canteen



MENU

Monday	Tuesday	Wednesday	Thursday	Friday
Pizza	Pot Roast with Smashed Potatoes	Spaghetti and Meatballs	Salmon and Veggies	Beyond Burger

Prepared with Beyond Meat products

BEYOND MEAT



The impact of switching to Beyond Meat – King’s College London

“We removed beef from our menus four years ago and introduced meat free Mondays in 2019.

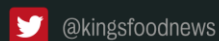
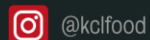
Upon removing all meat from our menus on a Monday our sales of hot food fell by 16%

On return to “business as usual” after COVID we partnered with Beyond Meat and created ‘Beyond Meat Monday’s’.

*The hot food choices in all outlets are either vegetable-based or a Beyond Meat dish. This has enabled us to return our Monday footfall back to the levels we had before the removal of meat, which is circa 1100 covers each Monday. **This initiative has saved a total of 15.6 Tonnes CO2e compared to reintroducing a meat dish.**”*

Lisa Connellan
Retail Manager – King’s Food
Estates & Facilities,
King’s College London
Room 4.1 4th floor, East Wing
Strand Campus
London WC2R 2LS

Tel: 020 7848 6981
Mobile: 07557 583014
Email: lisa.connellan@kcl.ac.uk



KING'S FOOD *“World class service for a world class university”*

Please consider the environment before printing this email

For Estates & Facilities services contact the Service Desk ask@kcl.ac.uk



BUT ABOVE ALL:

**TASTE
IS KING**

**NO SACRIFICE
OR COMPROMISE
IS INVOLVED**

THE ~~END~~
BEGINNING



**BEYOND
MEAT®**



Linking the Dairy Chain

For

TUCO

The University Caterers Organisation





Who we are...

Established in the year 2000, West Country Milk provides daily delivery of Fresh, Regional Food across the UK & Ireland.

As a family-run SME, our core values are:

- To Provide Local Provenance
- To Support Local Economies
- To Provide for a Sustainable Future

Supplying a diverse range of customers and markets including Retail, Contract Catering, Hospitality, Healthcare and Education, some of the numbers at West Country Milk include:

- Supporting over 4,500 sites with daily delivery across the UK & Ireland
- More than 46 million litres of Milk are delivered per year
- Sales of £35 million per year
- More than 750,000 deliveries made annually



Who we are...

- To provide greater confidence, we are very proud to be able to call ourselves an NHS-approved supplier on the official Framework Agreement, this is underpinned by our accreditation to **STS Food Safety** standards.
- Further, we are also proud to hold **Food Safety Accreditation** to NSF standards, in addition to our certifications for both Red Tractor, Organic Farmers & Growers and Micron2.
- Our **NET Positive Action Plan** is ongoing and we are heavily focused on influencing the dairies within our network to make better, more sustainable decisions. West Country Milk has people dedicated to exploring new innovative ways to educate our industry.





Who we work with...



Facts of the industry...

UK Dairy Stats & Facts

24,000

People employed by processing

12,000

Dairy Farmers produce over

15 billion

litres of milk every year!

Dairy farms employ

50,000

96%

of adults purchase milk!





Debunking myths...

They're pumped full of antibiotics





Debunking myths...

There's bad stuff in the milk





Debunking myths...

The animals are poorly treated and kept in inhumane conditions





Debunking myths...

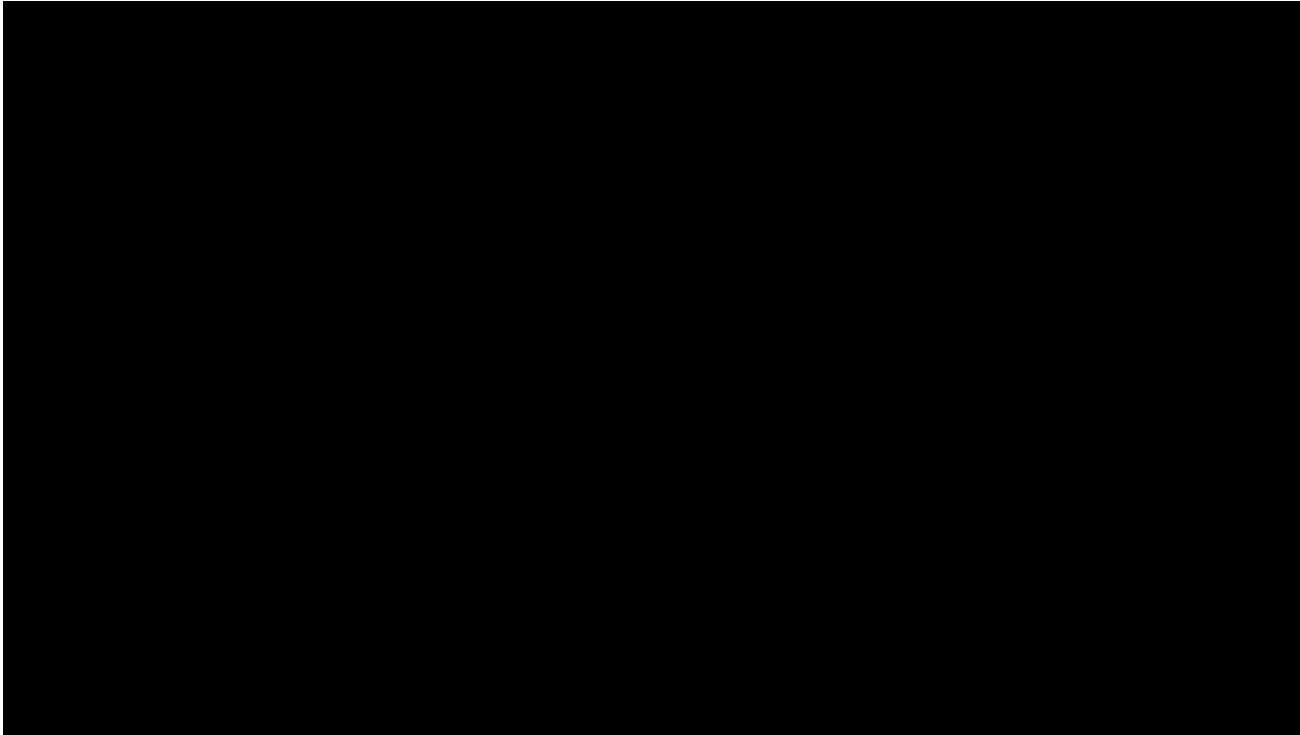
Dairy causes health problems



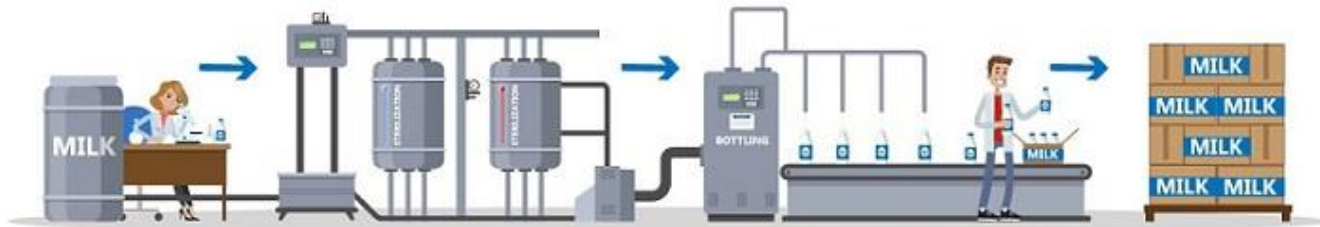


Emeritus Prof. John Webster

University of Bristol



What we do...





What we do...

- **Provide our customers with local provenance**
Utilising our network of local dairies and farmers to ensure each location gets a local product whilst keeping commercially competitive.
- **Unrivalled service, support and rescue**
Our Customer Service team is at your disposal, offering one point of contact to resolve any query or issue.
- **Frequency of delivery**
Benefit from our Day 1 for Day 2 delivery service, 6 days per week.
- **Support local economies and provide a sustainable option**
Our supply model lowers food miles and supports local farmers, dairies and processors.

What we do...

For Central Supply the Food Miles are often in the hundreds before the final leg of the journey has even begun.



Typical Central Supply Model



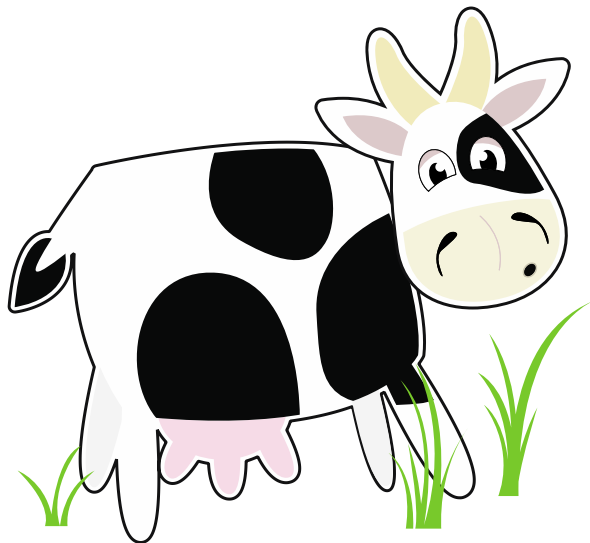
What we do...

The West Country Milk Supply Model ensures the milk is farmed & processed locally, drastically reducing food miles.

This has the happy side-effect of ensuring your clients receive local provenance and the local economy is supported. This also helps West Country Milk achieve its guarantees on shelf life:

In a recent analysis of 32 Coffee Shops in Manchester, our food miles were shown to be less than 35 miles from Farm to Site.

Fewer Miles, Fresher Produce, Less Waste.



"Less than 35 Miles from Farm to Site"



Our Supply Model



KEY

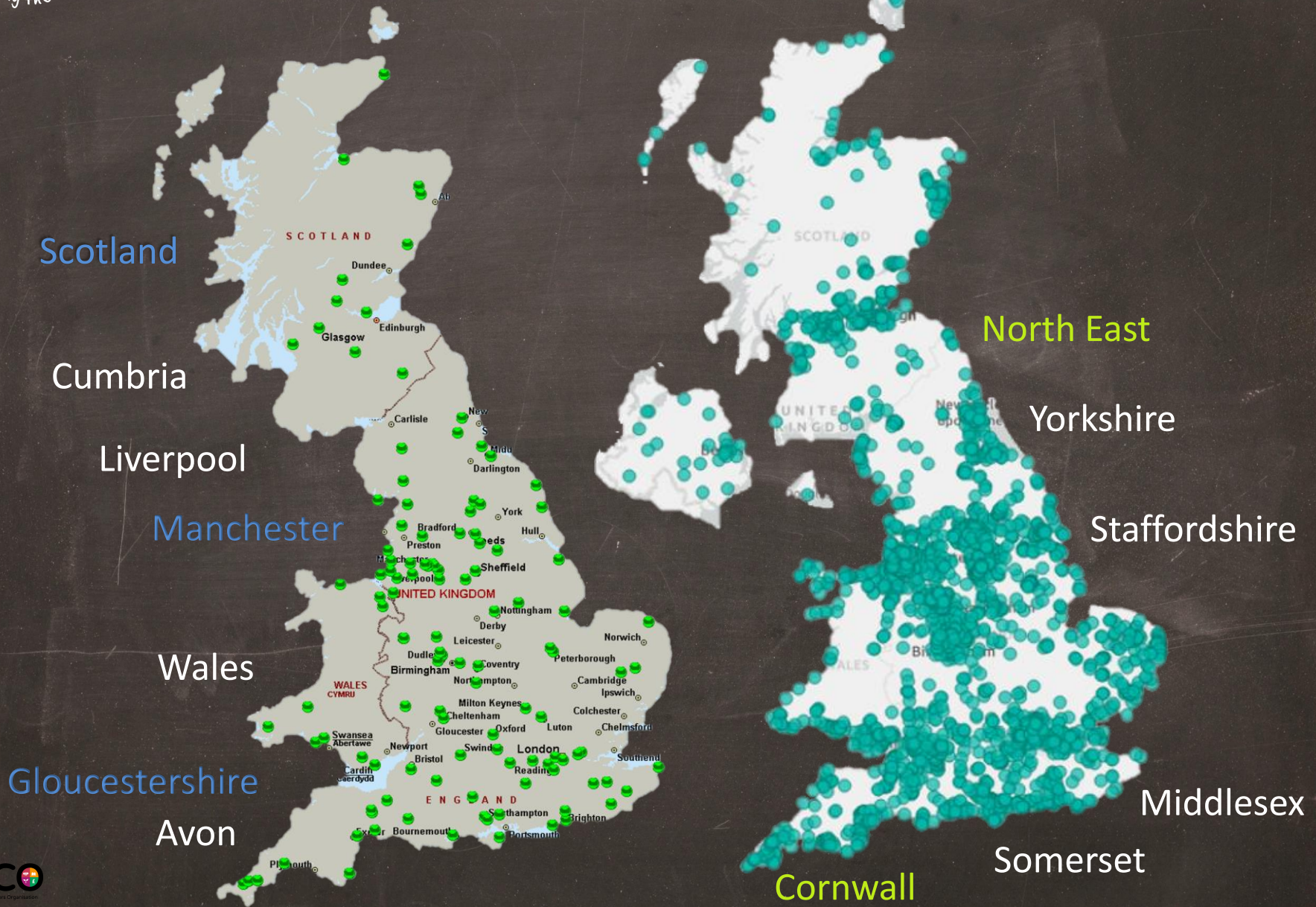


Farm to Dairy



Over 140 Depot Locations

Delivering to over 5,000 sites





What we can do for members...

Offer bespoke pricing





What we can do for Universities...

Organise farm visits for staff members
or students





What we can do for Universities...

Flexible and accommodating of all requirements



What we can do for Universities...

Milk
Bread
Cream
Cheese
Butters & Spreads
Yoghurt
Eggs
Drinks
Bread Rolls
Other Milk
Morning Goods
Condiments
Fruit & Vegetables
Meat & Poultry

Grow the basket, grow the saving:

Free Quote

A chance to save even more:

Save up to 3%





Achieving NET ZERO

Farming's 2040 goal

NFU supported by



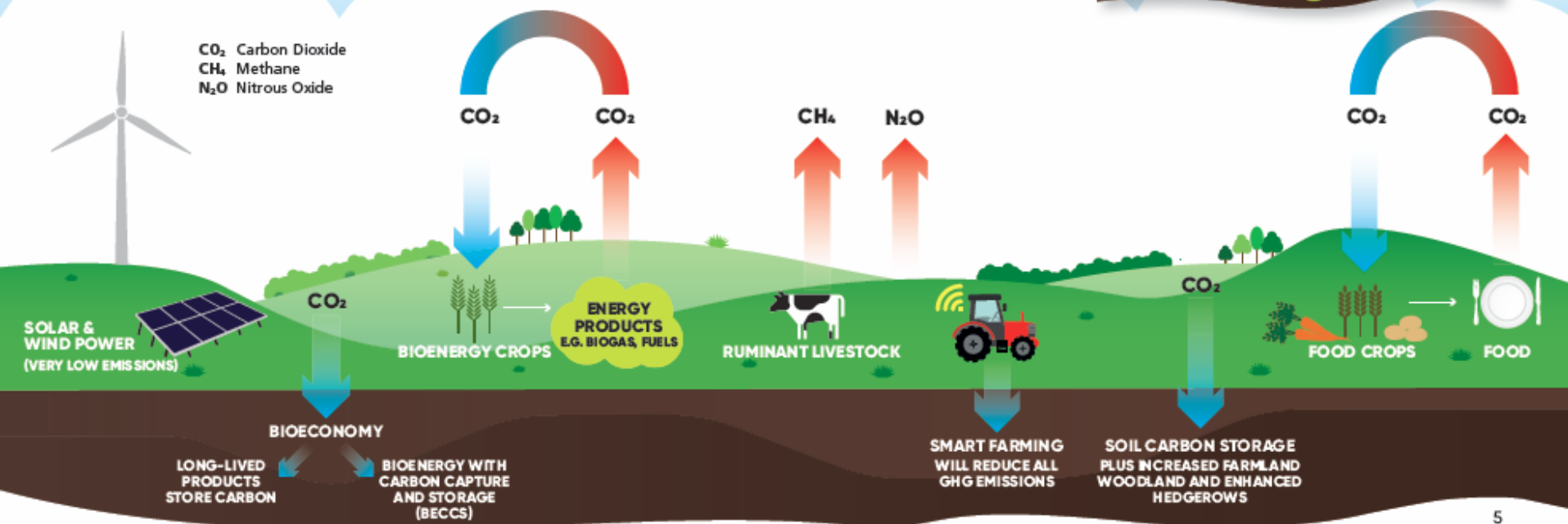
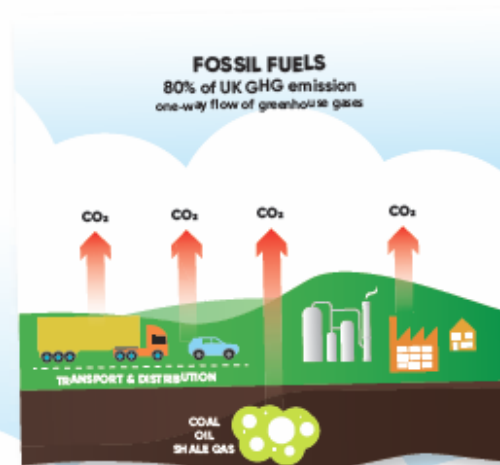
NFU Mutual



Why agriculture is part of the solution to climate change

Agriculture, and the land-based economy, can play a key role in tackling climate change. It is uniquely placed to capture the major greenhouse gas – carbon dioxide (CO₂) – from the air and turn it, with the help of farmers, into a wide range of foods, fibres and fuels. By enhancing this ability to capture carbon we can use it to generate “negative emissions” – actively removing CO₂ from the atmosphere and balancing agriculture’s emissions of methane (CH₄) and nitrous oxide (N₂O) from food production.

AGRICULTURE
10% of UK GHG emissions
circular, balanced flows of greenhouse gases





Milk Bottles - Addressing Plastic Use

- The modern plastic milk container is made from recyclable materials right here in Britain
- Milk bottles ARE recycled, in large volumes in the UK. This is because they are made from high-grade HDPE which is commercially viable and attractive to recycle
- A lower carbon footprint in production, transportation and storage is the ecologically conscious solution and paves a sustainable path forwards for your business.
- Because of the lower weight it creates less risk to you and your staff when handling.

Manufactured in Britain

Lower carbon footprint



Made from recycled material

Easier manual handling



Questions...

Thank you
for your interest in

West Country
Milk

