

## TUCO North-West Regional Meeting

Wednesday 21<sup>st</sup> June 2023 at 10:00 am

Wray Bros, The Alima Centre, 35 Sefton Street, Liverpool L8 5SL

1. Welcome and Apologies
  - Introduction from Mark Wray
2. Minutes of the Last Meeting (1<sup>st</sup> March 2023) **All**
3. TUCO Board Update **MH**
4. Presentation by Adam Bostock from Coca-Cola
5. TUCO Update **Jane**
6. Procurement Update **Jane**
7. NWUPC Update
8. Member Updates **All**
9. Presentation by Mark Wray
10. Academy Update **Jane**
11. Sustainability **All**
  - Menus of Change
12. AOB **All**
  - Presentations at future meetings
13. Date of Next Meeting

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## TUCO North West Region Catering Group Meeting Wednesday 1<sup>st</sup> March 2023 at Broderick's Vending, Manchester M I N U T E S

<b>Attendees:</b>	Emma Stansfield [Chair]	Manchester
	Alison Bates	Manchester
	Ann Bickerstaffe	Liverpool
	Colin Burrow	Runshaw College
	Jonny Chambers	Keele
	Joanne Dooley	Royal Northern College of Music
	Nichola Gill	Manchester
	Judith Hoyle	TUCO
	Mandy Johnston	TUCO Category Manager
	Paula Martindale	Chester Via Teams
	Sarah McLoughlin	TUCO Academy
	Paul Murphy	Edge Hill
	Gary Pace	Liverpool Hope
	Natalie Phillips	TUCO Category Manager
	Derek Rout	Bolton
Alison Shedlock	Manchester	
Carol Yates	UCLAN Via Teams	
<b>Apologies:</b>	Angela Church	Bangor
	Jill Clarke	Preston College
	Helen Dodd-Williams	NWUPC
	Margaret Haynes	Lancaster
	David Nuttall	Harper Adams
	Clara Taylor	Keele
	Dawn Vincent	Stoke-on-Trent
	Chloe Williamson	Queens Belfast
	Emma Woodcock	Keele

### 1. Welcome and Apologies

Apologies as listed above. Emma welcomed everyone to her first meeting as Chair. John Broderick gave an introduction to the business.

### 2. Minutes of the Last Meeting

These were taken as agreed.

### 3. TUCO Update

Despite having no office premises, the Team continue to meet online once a month and in person every other month. Q3 Accounts have now been completed with the profits for 9 months at £233K compared to the budget of £93K. Gavin is working on the Admin fees and we are looking at achieving 96% of pre-COVID levels. Things appear to be finally returning to normal.

Anj our Marketing Manager is currently on maternity leave so Mike's wife Laura has taken on some of the Marketing work.

Arrangements for the St Andrews Conference are coming along nicely. Monday night's social event will be held in the Quad area. There is an excellent choice of speakers and the social programme is just being finalized. The Winter Conference is likely to be held at the University of Kent.

Dates and venues are now being finalized for the Regional Meetings, with the North West, Scotland and South West being held in person and the remainder online for this term. We will look at attendance before deciding the format for the summer round.

### 4. TUCO Board Update

The Board last met in October and are due to meet again on 16<sup>th</sup> March. We also held a Strategy Day with the Board and TUCO Team to discuss company strategy for the next 3 years. Following the stepping down from the Board of Calum MacLachlan and Ian White, we have now appointed 3 new Board Directors – Peter Anstess (Sheffield), Graham Paterson (Strathclyde) and Keith Williams (Kent). Regarding the other 3 candidates, we have made a future offer to Matt Tebbit (Reading) to join later this year or early next year, Simon Law (Exeter) on hold pending greater engagement and Annabel Hurst (Cardiff) who will be invited to join once Phil has finished his tenure as Chair.

### 5. Procurement Update (Mandy)

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, 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.

**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

## 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.

**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, 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 24%

**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.

**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.

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

### **Fresh Fruit & Vegetables - Product availability & issues**

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

**Hot Beverages** – New pricing went live Jan 23

**GFC** – New pricing went live Jan 23

**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 monthly pricing due to ongoing processing costs being passed down to them and increasing farmgate prices. At the recent Contract Review Meetings, suppliers were asked to revert to 6 monthly pricing.

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

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

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

**Vending** – Last year Selecta issued a price increase on products across their range of goods. It is in the tender documents that all prices should be agreed with members prior to any increase. Suppliers should not take it upon themselves to increase prices without speaking with members first. In the current climate where all suppliers are increasing prices due to Brexit, COVID, and the war in Ukraine, I would suggest members meet with suppliers such as Selecta to discuss prices and see if there is any negotiation to reduce certain products or maybe absorb it in the royalty payment.

## SUPPLIER UPDATES:

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

**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.

**E-procurement system** - currently seeing what other systems are out there. Members were asked what they are using.

## TUCO Online Update:

Last user meeting was held on 15<sup>th</sup> 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 1<sup>st</sup> 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.

## 6. TUCO Academy

We have been delivering compliance courses at the following prices:

<b>Level 2 Allergens</b>	<b>£15</b>
<b>Level 3 Allergens</b>	<b>£25</b>
<b>Level 4 Food Safety</b>	<b>£99*</b>

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

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

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

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

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.
- **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.

## 7. 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.

**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 16<sup>th</sup> 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 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 - Is this something members wish to pursue again?**

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

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

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

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

**MSC accreditation** – If you need any guidance or further information regarding MSC, please contact Hannah Myton in the TUCO office [hannah.myton@tuco.ac.uk](mailto:hannah.myton@tuco.ac.uk)

## 8. Member Updates

### *Edge Hill*

There is a tender out at the moment for 3 of their outlets. The Hub is having a complete refurb in summer.

### *Manchester (Procurement)*

Nichola has lots of tenders out at the moment including Meat & Poultry, Alcohol, Fruit & Veg, Temporary Structures (marquees).

### *Runshaw College*

Starbucks opened in autumn along with Pret and Greggs. They went for a fully automatic machine. For the Coffee Shop they have invited Matthew Algie, Starbucks and Costa to tender. Since Matthew Algie merged with Tchibo the service has been dreadful, so they will probably go with Costa.

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They are now completely cashless which has been a lot easier and since Natasha's Law, they now buy in all their sandwiches.

#### *RNCM*

They carried out a re-furb over summer to their main outlet. They have brought in a new coffee supplier, Caffology. They are still making their own sandwiches and their Head Chef Joanne Timperley is in the finals of a competition for 3 of their sandwiches. They are also looking at changing their digital platform from Navitas and Jo is looking at Kelsius. They are also looking at a system of ordering drinks to the seats when there is a concert on.

#### *Manchester*

They did a coffee tender over the summer and dropped Matthew Algie in favour of Caffology, they now have their own blend. They also appointed 'Change Please' on the Innovation framework. The Engineering building is the largest one of the university with a 'Change Please' outlet in there. The Manchester Museum opened last week with a small café in there offering coffee, cake and sandwiches. They are hoping to have a proper kitchen operational some time in May. Oddfellows Hall has been refurbished with a new restaurant in there.

#### *Liverpool*

Gail Cowin has now left to go to Aintree Hospitals and they have Panache Consultants in. They are looking to replace Gail, appoint a new Head Chef and a new Sustainability person. Mandy Johnston has been taken on in one of the procurement posts and they are still looking for a new Grade 7.

#### *Liverpool Hope*

The new VC started today (1<sup>st</sup> March). They recently opened the Starbucks that had been closed for the past 3 years. They are now recruiting for 3 Chefs. They have been with Tchibo for quite a while but since the merger with Matthew Algie the service has gone very poor.

#### *Keele*

Tenders are being done for both Sandwich supply and Vending. They are currently with Caffology but looking at other areas. They have done a full restructure in Catering, of which Jonny was a part. They are holding an Awards Night the following week for the Staff Tourist Awards. They are also looking at one or two re-fits.

#### *Bolton*

Derek reported that Bolton have been having problems with Tchibo and will be getting rid of them this year. Across the university, nothing is going to landfill. They have brought their catering in-house and have branded it University of Bolton Catering. They have also brought Security in-house.

Alison asked members about food waste incurred through hospitality ie late cancellations, or dinners where people do not show up. At Keele they reduce items on their hot counter later in the evening to £2. Some food can be purchased with a charity donation. Manchester have set up a community fridge with the SU for all products due to go out of date. Mandy mentioned the 'Guardians of Grub' initiative which Manchester are signing up to. Runshaw use a process called T-Scan to monitor the temperature of their walk-in freezers. Manchester did their coffee tender last summer and chose Bridge Coffee Roasters. Emma had managed to hold onto her equipment from Matthew Algie as she had none from Bridge and has had a good service from Caffology.

## *UCLAN*

They have Russell Partnership in to look at their catering operation. They are also looking at getting a Greggs on campus. Carol has been contacted by a company called Everything FM.

## *Chester*

Chester are busy with some new catering outlets including one at Liverpool near the Mersey Tunnel. Paula asked if anyone else still has online teaching. 'Guardians of Grub' are using Chester as a case study. Leftover food is given to students suffering hardship.

Jo asked if anyone is using Hobart for the servicing of their equipment. Manchester are using NWCE. Mandy suggested that the KEMS framework would be useful for this. Jo also asked how other members are getting on with recruitment. Manchester have taken on some 'Talent Acquisition Managers' who are using LinkedIn to source staff.

## **9. Any Other Business**

- **Future Meetings**

It was suggested changing the time of autumn meetings as September was not good for any members. Most people preferred a face-to-face format including a supplier presentation.

Bolton have been offering cookery classes but unfortunately they were not very well attended. Hope are still using the videos from lockdown and RNCM organized some 'cookalongs' during lockdown.

## **10. Dates for Next Meeting**

This will be some time in June and Edge Hill offered to host an in-person meeting.

# TUCO Framework Report

Submitted by Jane Eve, Head of Contracts

Jane.eve@tuco.ac.uk

Version: May 2023

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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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<b>TUCO run FCS across the TUCO agreements</b>	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.
<b>Offering more value for members</b>	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.
<b>The benefits</b>	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>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	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
-

## 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	●	●
Kappture	●	●
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 **New Agreement.** 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

- 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 region; therefore only invite suppliers, awarded to that regional lot, to bid
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings

Category Manager Hannah Myton-Wright

Pricing Option to review monthly

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12
Direct Seafood	○	○	○	○	○	○	○	○	○	○	○	○
Reynolds Catering	○	○	○	○	○	○	○	○	○	○	○	○
The Stickleback Fish Company	○						○	○	○			

Contract Management

- Previous framework expired on 13<sup>th</sup> May 2022.
- M&J closed sites in July 2022 and did not retender for the new framework.

## 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	

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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.
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## 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