

TUCO South-West Regional Meeting

Monday 12th June 2023 at 12:30 pm

University of Bath, Chancellors Building, Square C4, Room 5.1 on the fifth floor

Bath BA2 7AY

A G E N D A

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|--|--------|
| 1. Welcome, Introductions and Apologies | Chair |
| 2. Minutes of the last meeting | |
| 3. Presentation by Adrian Beale of Buckley and Beale | |
| 4. Member updates | All |
| 5. TUCO Framework Report including Update on CCE | Hannah |
| 6. TUCO Academy Update | Sarah |
| 7. TUCO Board Update – Non-Exec Directors report | Ryan |
| 8. Presentation by Lynn Johnson of FSG Re-usables | |
| 9. TUCO Online | All |
| 10. Sustainability | Sarah |
| 11. AOB | |
| • Format of future meetings | All |
| • Presentations | |
| 12. Date of Next meeting | |

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.

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

- 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

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.

TUCO run FCS across the TUCO agreements	Offered for free for members, analysing your procurement methods remotely and helping you get the best deal using the TUCO frameworks. Think of it like an audit of your procurement.
Offering more value for members	After speaking to some of our members about their buying practices, we know that we can provide one-on-one support to really drive down prices further.
The benefits	The contracting team will help you to drive greater efficiencies and savings that are specific to your institution. The day to day procurement will remain with you but TUCO will offer the added value part: we'll carry out a review of their procurement, your buying habits, and with the permission of that member we will conduct a further competition across our agreements and refine the terms and conditions under which they're buying. Single-source or dual-source products and really leverage your position and maximise. A benefit of this is the consolidation of products into the core list so that you are benefitting fully from TUCO's net prices, which are proven to be industry leading.

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 th year) until 15 th January 2024					
OJEU Process	Restricted Procedure. Supplies. Ref: 2020/S 041-098051					
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> 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	Process savings £6k					
Category Manager	Hannah Myton-Wright					
Pricing	31 st March 2020 and then annually 1 st March (to include budget changes)					
Supplier/Lot	1	2	3	4	5	6
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"> Heineken no longer delivering direct (via Matthew Clark Wholesale or LWC) Suppliers can review pricing March 2020; then remains fixed for 12 months CRMs for 2021 took place over MS Teams on 2nd February CRMs for 2022 took place in February (7th & 8th) 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. CRMs for 2023 took place in February (14th -16th). 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 					

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 (4th year) until 12th November 2022

OJEU Process Restricted Procedure. Supplies. Ref: 2018/S 087-195129

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 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	○	○	○						○	
Hobart				○			○			
JLA				○	○					
Kitchequip	○			○	○	○	○		○	○
Catering 24 (formerly Magenta)	○		○							
MWUK (Alexandra)		○								
Nisbets	○	○	○	○	○	○			○	○
RH Hall				○	○		○		○	○
Stephens Catering	○			○	○	○	○			
Swift Maintenance					○	○	○	○	○	○
True Refrigeration					○					
WV Howe	○			○			○		○	○
Whitco Catering				○		○		○	○	○
Williams						○				

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 24th 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 19th & 29th 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 6th 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 30th 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

1st 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.

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"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition, <i>or</i> 2. Mixture of direct award and mini-competition (New), <i>or</i> 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 – 0.85%
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"> Call off via: <ol style="list-style-type: none"> 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	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	●	●
Haven Ltd	●	●
Hardacre IT Limited t/a WRS Systems	●	●
Kapture	●	●
MCR Systems Ltd	●	●
Uniware	●	
Zonal Retail Data Systems Ltd.	●	●

Contract Management

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

Fresh Fruit & Vegetables

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

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

Current status	Within 2 years' fixed period. Option to extend by 2 further years (in one year increments) to 2 nd 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"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition (ranked), <i>or</i> Mixture of direct award and mini-competition, <i>or</i> 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	Kim Ashley												
Pricing	Tendered pricing held until 10 th 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	○

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 13th 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 st May 2025
OJEU Process	FTS Contract Notice Ref: 2022/S 000-034643
Call off guidelines	<ul style="list-style-type: none"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition, <i>or</i> 2. Mixture of direct award and mini-competition (New), <i>or</i> 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	(Source: <i>Quenelles</i>)
Category Manager	Jane Eve & Nicola Mellor
Pricing	4 x per annum 1 st February, 1 st May, 1 st August and 1 st 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				

The Little Food Company Ltd	Y	Y			Y	Y	Y			Y
Trevors Foodservice	Y	Y			Y	Y	Y			Y
Vegetarian Express Ltd				Y					Y	

Contract Management

-
- Next Contract Review Meeting: April 24
 - New pricelists from 1st June 2023, 1st August 2023 and 1st 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: 1st 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"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition <i>or</i> 2. 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	Nicola Mellor	
Pricing		
Suppliers	Lot 1	Lot 2
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"> Call off via: <ol style="list-style-type: none"> 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	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 3rd Feb. 23, intend to have ITT stage live on 13th Mar 23, the Framework in place for 1st 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	New Agreement. 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"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition, <i>or</i> 2. Mixture of direct award and mini-competition (New), <i>or</i> 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	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	○			

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 16th 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	New Agreement. 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"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> 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	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 1st 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"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition Mixture of direct award and mini competition Mini competitions Lotted by category not region; therefore, all suppliers awarded to Lot must be invited to bid See Buyers Guide for full details Further competition service available, free of charge, to TUCO members
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

Suppliers	Lot 1	Lot 2	Lot 3	Lot 4
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"> 3% Price increase requested by On A Roll to from 25 February 2023. The request is under review. 2nd quarterly review meetings is taking place between 30-01-23 and 08-02-2023. Meeting minuetts will be published on TUCO wesite supplier webpage
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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"> Call off via: <ol style="list-style-type: none"> Completion of stage 2 (Supplier 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										
Category Manager	Mandy Johnston									
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement									
Suppliers	1	2	3	4	5	6	7	8	9	
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 st 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"> • Call off via: <ol style="list-style-type: none"> 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	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

2nd extension review April 2023 complete

TUCO White Label Delivery App

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.

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

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 3rd 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"> • Latest Contract Review Meeting: November 2022. Sustainability review meetings took place with suppliers in May. Minutes available on website shortly. • Sustainability review meetings due in May 2023 are likely to be rescheduled to late June 2023 • Lot 7 Reverse vending - The introduction of the Deposit Return Scheme in Scotland has been delayed until 1st March 2024. • Apr-23 Border Vending NW Ltd added to DPS

New Agreements

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