

TUCO North West Region Catering Group Meeting Wednesday 21st June 2023 at Wray Brothers, Liverpool M I N U T E S

Attendees:	Emma Stansfield [Chair]	Manchester
	Alison Bates	Manchester
	Ann Bickerstaffe	Liverpool
	Jane Eve	TUCO
	Nichola Gill	Manchester
	Judith Hoyle	TUCO
	Sarah Jones	TUCO
	Chris Murphy	Liverpool
	Paul Murphy	Edge Hill
	Gary Pace	Liverpool Hope
	Adam Settle	Liverpool Hope
Via Teams:	Jill Clarke	Preston College
	Joanne Dooley	RNCM
	Katie Gibson	Liverpool
	Mike Haslin	TUCO
	Mandy Johnston	Liverpool
	Sarah McLoughlin	TUCO Academy
	Lorraine Pickles	Blackpool & the Fylde
	Derek Rout	Bolton
	Dawn Vincent	Stoke-on-Trent
Apologies:	Colin Burrow	Runshaw College
	Jonny Chambers	Keele
	Angela Church	Bangor
	Helen Dodd-Williams	NWUPC
	Margaret Haynes	Lancaster
	Tracy Lupton	Lancaster
	Paula Martindale	Chester
	David Nuttall	Harper Adams
	Alison Shedlock	Manchester
	Chloe Williamson	Queens Belfast
	Emma Woodcock	Keele

1. Welcome and Apologies

Apologies as listed above. Emma welcomed everyone to the meeting.

2. Minutes of the Last Meeting

These were taken as agreed.

3. Academy Update (Sarah)

From April 2022 to March 2023 we delivered courses to 510 delegates which was up 100 on the year before. In April and May 2023 we have already delivered 23 courses with 223 attendees. We have been able to increase the number of courses on offer by having back Camilla Hayes, who has been delivering in-person training in Leicester, Nottingham and Leeds.

Development Days:

- Visual Merchandising Safari in London and Manchester – the delegates will be given the theory on marketing and some background in customer service and then will be taken on a tour to see how this works in the private sector.

StudyTours:

We recently held a Food To Go study tour to Paris in conjunction with Simply Lunch for 22 people. We will run this again in the future, possibly in Dublin or Germany.

- **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 which will include a food safari around Frankfurt. Delegates from Korea and Japan will be attending this.
- **LWC Italy** pairing beer and wine with food and visiting a vineyard - TBC.
- **Colombia 2024** a Caffeology Study Tour – details yet to be announced but this will probably be May 2024.
- **Bologna Barista** For £495 this will involve a full week of interactive training from w/c 19th February 2024 in conjunction with Bewleys. This includes SCA Accreditations – and will be useful for when Competitions start up again.

Our Winter Conference 2023 will be held on Wednesday 6th December at the University of Kent with a social dinner the previous evening. The theme will be the Cost of Living Crisis. James Payne (who presented in an earlier webinar this year on the Food Market update (inc potential price changes) will be one of the speakers and Charles Banks will be presenting on Global Food Trends. We also have The Food Foundation presenting with Kent University on their Right to Food Initiative which looks at healthy, affordable and sustainable food for all.

4. TUCO Board Update (Mike Haslin)

We are looking to resurrect the Competitions in April 2024. We have had the initial exploratory meeting for this and will re-run the Chefs' Challenge. We are also in the process of creating the Chefs' Forum and will be meeting for the first time at the St Andrews Conference. The Conference currently has 90 exhibitors and 150 people booked on so far, which is massively up on last year. The speaker programme is looking good.

We have had 14 new Associate members including NHS Trusts, LEAs and academies. Spend for the first quarter is the highest we have ever recorded, which is a clear signal that business is returning to normal. We are also looking to create a TUCO Foundation, which will tick the boxes for a Charity.

5. Procurement Update (Jane)

Jane reported that there is a gap in the quantity of Fruit & Veg as produce from the UK has been slow coming through because of the weather. Sarah Jones has now joined us from the University of Manchester and will be the focal point for mini-competitions as well as supporting us on the MSC.

The UKUPC Impact document has now been issued.

Tender Renewals

Grocery, Frozen and Chilled new framework is in place. We have added Vegan and Vegetarian as a separate lot to this agreement. Catering Light and Heavy – we are hoping to start this on 1st July. Kitchen Equipment Maintenance – new agreement started on 1st June but not as a DPS this time. DipChem – Natalie will be starting work on this shortly. EPOS has two new suppliers on there, including 'It's Lolly'. On the Hot Beverage framework, volunteers for the Tender Working Party are needed.

Price Changes

Work is commencing on the Convenience Retail re-tender. New prices are due in July. DipChem – there have been some price increases on various lines. Meat and Poultry – some price reviews as from 1st June. Milk and Bread – prices showing signs of stabilising. At recent Contract Review meetings, suppliers were asked to move back to six-monthly price reviews.

Jane asked members if they used the New Product Development page of the TUCO website as it appeared quite a few of our members did not know about this, which allows you to choose free samples of new products then give feedback on them.

6. Sustainability

Menus of Change are adopting a fresh approach using the 24 principles. A strategy document is being produced and an Excel spreadsheet to show what is in the 24 principles. NetPositive are also becoming involved in this. An MSC Accreditation audit is being arranged.

The TUCO Online User Group last met at the end of April and a new ordering portal on there is currently being trialled with Nottingham. We have been looking at digital menus and our consultant Jonny Stevens is leading on this in conjunction with Ten Kites.

7. Presentation by Adam Bostock from CCEP

A copy of this presentation is included with the Minutes.

8. NWUPC Update

The annual NWUPC Conference was held at the University of Manchester on Wednesday 14th June and focused mainly on Procurement Regulations. It also included a presentation by Sheri-Leigh Miles of NetPositive Futures on the Circular Economy.

9. Member Updates

Edge Hill

Paul reported that they are undergoing a major refurb. They are also recruiting for a Conference Manager and Hospitality Manager.



The University Caterers Organisation

Manchester

Manchester have been the victim of a major cyber incident which has caused massive disruption. Kinetics has been down for around 10 days.

Liverpool Hope

They are now very busy with conferencing along with Project 24 with the new V-C for next year. Gary advised that they recently won a hospitality award at the recent U-Dine event.

Liverpool

They have undergone a major re-structure. Chris Murphy has only just joined them from Chester. Mandy Johnston has taken responsibility for Catering and Ann will be Acting Head of Procurement until the new person starts.

Bolton

Derek reported that Bolton are having a big event on the following day (22nd June) and getting ready for Graduation at the Town Hall, which will run over 4 days.

10. Any Other Business

NetPositive's new interface has now gone live. Suppliers are being contacted to update their details.

11. Dates for Next Meeting

This will be held around mid-October time (exact date TBC) and it is hoped to hold this at a member institution.

TUCO & CCEP



List of 16 direct RTMs



- AF Blakemore & Sons LTD
- Adamsons Drinks LTD
- BFS Group LTD T/A Bidfood
- Brakes
- Chapple & Jenkins
- Dunsters Farm Foodservice
- JW Filshill LTD
- Carlsberg Marstons Brewing Company LTD
- House of Townend
- LWC Drinks
- Mathew Clarke Wholesale
- Molson Coors Brewing LTD
- Tanners
- Harlech
- HN Nuttall
- KFF

Moving Forwards....



Product	Rebate	P4P
Coca-Cola BIB 7L SGL by 1	£13.00	£1.50
Coca-Cola CAN 150ML SGL by 24	£0.43	£1.50
Coca-Cola CAN 330ML SGL by 24	£0.62	£1.50
Coca-Cola PET 500ML SGL by 24	£3.60	£1.50
Coca-Cola Zero BIB 7L SGL by 1	£13.00	£1.50
Coca-Cola Zero CAN 330ML SGL by 24	£0.62	£1.50
Coca-Cola Zero PET 500ML SGL by 12	£1.70	£1.50
Costa CAN 250ML SGL by 12	£1.60	£1.50
Diet Coke BIB 7L SGL by 1	£13.00	£1.50
Diet Coke CAN 150ML SGL by 24	£0.43	£1.50
Diet Coke CAN 330ML SGL by 24	£0.62	£1.50
Diet Coke PET 500ML SGL by 24	£3.60	£1.50
Dr Pepper CAN 330ML SGL by 24	£0.62	£1.50
Dr Pepper PET 500ML SGL by 12	£1.39	£1.50
Fanta BIB 7L SGL by 1	£13.00	£1.50
Fanta CAN 330ML SGL by 24	£0.62	£1.50
Fanta PET 500ML SGL by 12	£1.39	£1.50
Glaceau Smartwater PET 600ML SGL by 24	£0.50	£1.50
Lilt CAN 330ML SGL by 24	£0.62	£1.50
Lilt PET 500ML SGL by 12	£1.39	£1.50
Monster CAN 500ML SGL by 12	£0.50	£1.50
Oasis PET 500ML SGL by 12	£1.50	£1.50
Schweppes Lemonade BIB 7L SGL by 1	£13.00	£1.50
Schweppes Lemonade CAN 330ML SGL by 24	£0.62	£1.50
Sprite BIB 7L SGL by 1	£13.00	£1.50
Sprite CAN 330ML SGL by 24	£0.62	£1.50
Sprite PET 500ML SGL by 12	£1.39	£1.50

- Moving forwards CCEP will support TUCO Members with product rebates to help net down the price of our products bought via your chosen RTM
- We will also be offering £1.50 per case as a marketing pot on all CCEP cases bought
- We will also still be supporting TUCO's charity Marys Meals on all sales of Smart Water (24p per case)
- All of this sits alongside the support our field sales team can offer
 - Freshers support
 - Sampling NPD
 - Equipment (New or upgrades)
 - POS
 - Local funding support

Please reach out to myself to find out who your local account manager is if you don't have contact with one.



EXAMPLE OF A TUCO ACCOUNT



Volume	Current TUCO Price	New TUCO Price	£1.50p pc Investment
5839	£70,070.95	£76,473.28	£8,758.50
	CPI	9.1%	
		£6,402.33	










2023 Cost outlook

Food & Drink Inflation remains at 16.7%*



CCEP 2023 Commodities & Energy now hedged at ~80%

CCEP view on 2023 market outlook

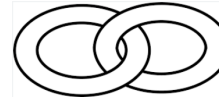
	 Alu	 PET/RPET	 Sugar	 Energy	 Co2	 Logistics	 Labour
20-22	22%^[1]	83%/ 56%^[2]	36%^[3]	424%(UK Power) ^[4]	248%^[5]	115%(gasoil) ^[6]	15.7%^[7]



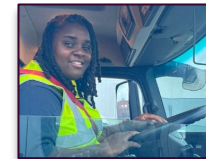
China instability leading to future volatility



-20%



Energy



*Statistica Food & Drink Inflation UK Jan 2023

What's next...?

