

TUCO North-East Regional Meeting

Thursday 8th June 2023 at 10:00 am via Teams

MINUTES

Attendees:	Peter Anstess [Chair]	Sheffield
	Michael Arthur	Sheffield Hallam
	Kim Ashley	TUCO Category Manager
	Lyndsey Gallaher	Leeds Beckett
	Steven Hogg	Newcastle
	Judith Hoyle	TUCO
	Joanne Jordan	Leeds
	Sarah McLoughlin	TUCO Academy
	Gillian Mournian	Newcastle
	Mark Mullaney	Hull
	Chris Peel	Leeds
Sharon Swales	Leeds Beckett	
Apologies:	Mark Agar	Leeds
	Tom Armstrong	Huddersfield
	Sarah Hodgson	Huddersfield
	Richard Mangan	Leeds Beckett
	Anita Northing	Leeds Beckett
	Lee Sanderson	Sheffield College
	Isobel Southon	Northern School of Art
	Julie Tong	Leeds
	Chris Whaley	Lincoln

1. Apologies for Absence

Apologies were as above. Peter welcomed everyone to the meeting.

2. Presentation by Gemma Mortimer, Tom Bartlett and Sarah Phillips from Fresh Direct (Sysco)

The presentation is attached to these Minutes.

3. TUCO Framework Update (Kim)

Following the Fresh Direct presentation Kim added that full market reports are available to view on the TUCO website under the Fresh Fruit & Vegetable Framework agreement. In addition to F&V reports, there are also more general market reports across all categories including the UKUPC Impact Document and TUCO Intelligence Q4 available to view and download.

Kim reported that Sarah Jones from the University of Manchester has now joined the Team as a Contracts Assistant and will be dealing with further competitions. Sarah is currently working with Category Managers on Further Competitions as she eases into the role.

Soft Drinks: CCEP issued a communication to all TUCO members on 26th May stating that there will be changes in the way in which CCEP products are ordered. The CCEP plan is that members will be able to purchase CCEP products from any TUCO nominated distributor and then claim back an 'investment'. The communication created more questions than answers and TUCO are seeking to clarify the product ordering process, claim process and distributors participating. Full details to be communicated when available.

New agreements/tender renewals

Grocery, Frozen and Chilled: This went live on 1st May and suppliers have been uploaded onto the website. Successful suppliers are only publicized on the TUCO website when the suppliers have returned all required information and signed agreements.

Catering Light & Heavy – Agreement due to start on 1st July 2023

Kitchen Equipment Maintenance, Deep Cleaning & Ventilation Ducting – new agreement went live on 1st June

EPOS Systems DPS – New supplier appointed to Lots 1 & 2 'It's Lolly Ltd'

CICS (Catering Innovation & Concept Solutions) DPS – New suppliers appointed to agreement; ECups, Taipec and The triSaas.

Annual Contract Review Meetings

Nicola Mellor is in the middle of carrying out Hot Beverage meetings.

Convenience Retail will be held in late late August/early September. CICS – scheduled for late June

Price Changes

Grocery, Frozen and Chilled new pricing went live on 1st June.

Convenience Retail due 1st July

Fresh Fruit & Veg due 10th August

DipChem Essity paper products have increased through Bunzl effective 01/06/23, this affects 12 lines.

Nivek have adjusted pricing on 13 items effective 01/07/23

Fresh Fish Revised quarterly pricing from Direct Seafood sees decreases in cod, haddock and some salmon lines.

Meat and Poultry – there have been fluctuations around the price of pork. British Premium Meats are introducing new pricing from 1st July and Owen Taylor are bringing in emergency price increases on pork products.

Milk & Bread - Pricing is now showing signs of stabilising however suppliers are still reluctant to commit to 6 monthly pricing. Eggs remain a challenge.

On Sandwiches, price reviews are taking place at the moment.

Alcohol – pricing has been reviewed by several suppliers which factors in brand owner increases. This includes Matthew Clark Wholesale who also have a new account manager following the departure of Mark Loader.

Carlsberg Group now have the licence for Kronenbourg 1664. If you want to continue to stock Kronenbourg 1664, or if you need any brand support - you will need to get in contact with a CMBC sales representative to arrange.

Kim asked members about the NPD section of the website – KA explained to purpose of the NPD section of the website (as a way for new manufacturers/brand owners to gain feedback on their products to help gain listings with TUCO nominated distributors). The contracting team are looking to carry out research as to whether this is a worthwhile section of the website. Samples can be ordered free of charge for members to then provide feedback. However, Joanne mentioned that a lot of these suppliers do not have a distributor or a route to market. KA requested that members provide feedback regarding the site as the questionnaire is released.

4. TUCO Board Update

We are now up to 672 members including Associates and numbers are constantly rising. Our total income is 30% higher than what we were anticipating and the Academy is proving to be an excellent member benefit. Jane Eve has been tasked to oversee Account Management.

5. TUCO Academy Update

Camilla Hayes has now re-joined us. She has been going out to such places as Leicester, Nottingham and Leeds to deliver face-to-face courses.

During April 2022 to March 2023 we delivered 58 courses to 123 different institutions with 510 attendees.

During April and May 2023 alone already we have delivered 23 courses to 223 attendees. We are now going back on site to do face-to-face training.

We have been delivering compliance courses at the following prices:

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

We are widening the curriculum that we have:

- Time Management Productivity
- Personal Branding
- Recruitment and Onboarding
- Introduction to Project Management
- Report Writing

We are planning to have the majority of the following Academic year's curriculum posted by the end of conference so you can plan better.

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.

Forthcoming StudyTours:

- **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 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. This includes SCA Accreditations – and will be useful for when Competitions start up again.

The Vegetarian Cookery School is moving from Knutsford to the Northern Quarter. We are hoping to develop some Cookalong Webinars. We are also still working with HSI and Bidfood to look at Street Food.

On the Food To Go Study Tour 2022 delegates went from London to Paris. The Reynolds Food Safari in the same week included a trip to the Reynolds HQ and a Development Day, where delegates were able to replicate what they had seen on the safari in the development kitchens and went home with 3 recipes which were scaleable for catering.

Webinars coming up include a 'Plastics Day' update in July on legislation coming in in October 2023, Deposit Return Scheme and NetPositive.

TUCO are looking to re-start the Academy Steering Group and Sarah asked for volunteers.

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.

6. Member Updates

Leeds Beckett

They have experienced an 'Up and Down' year currently running at 60% of 2018/19 figures. They have a busy summer of research ahead as to how the master plan will affect them. It is about building communities and getting people involved. They have very little social interaction space so there is a push towards moving staff around and changing the big spaces.

University of Leeds

Chris announced that he had only started on the Tuesday before this meeting. Joanne reported that she is amongst staff who are working from home unless you need to be on campus.

They are looking at the new academy year and how the future is going to be. They currently have a lot going on in Estates and the Net Zero pledge for 2030. They are concentrating on the carbon footprint of food and have just awarded the new Waste Contract. They are looking at concessions for one of their cafes and will also be looking at Temporary Structures. They have also just tendered for their EPOS system but only had 3 returns. They need to start work shortly on a few food contracts.

University of Hull

Very similar situation to Leeds. Recruitment continues to be one of their biggest challenges. They recruited three new chefs recently and have just appointed a new Retail Catering Manager. They also have new procurement colleagues within the university. Mark needs to get something in place for October with their EPOS system. They are facing challenges with increasing their income levels and are working with international colleagues as they have seen an upturn in the number of international students. They are currently liaising with suppliers to see what they can do to enhance the student experience. Their largest number of students are from the African countries and they were not happy with their food offering. Peter mentioned the scheme in operation at Loughborough, employing chefs who work in international restaurants at night, to come onto campus throughout the day and cook for the students. Sarah mentioned that they have a similar scheme at Huddersfield.

Newcastle

Trying to grow the business is proving difficult. They recently set up a concession contract with Brodericks for the vending and are now looking at Alcohol. They only had one response back from LWC – Molson Coors came back after the deadline. They are also looking into the collection of food waste across the campus.

Sheffield

Peter is currently looking at where to go with pricing. Pricing is currently around pre-COVID levels, which is too low. Peter is thinking that the increase may have to be around 25% to bring prices in line.

7. Any Other Business

Kim mentioned the Panorama programme which had been on TV this week around processed food and asked members if anyone had had any questions come back to them.

8. Dates and Venues for Future Meetings

A provisional date of Tuesday 3rd October has been set (to be confirmed).

Nathan Hodgetts

28th June 2023

www.freshdirect.co.uk

TUCCO



freshdirect™
a Sysco company

Introduction

Nathan Hodgetts
National Account Manager
Fresh Direct

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Sysco in GB



Specialist Fresh

Broadline

Regional Broadline



Specialist Convenience

Passionate about fresh

The UK's only truly national fresh food specialist

- The only multi-discipline fresh food specialist in the UK
- Source all your fresh ingredients from one place
- Access to over 10,000 fresh products
- Delivered up to six days a week, nationwide
- The assurance you'd expect from a professional supplier
- In depth knowledge and category expertise



- The UK's number one fresh produce supplier
- 50 years' experience in supplying high-quality produce
- Excellent and robust relationships with hundreds of British and global suppliers
- From the everyday to the exotic, from the whole to the ready prepped
- Range of dairy products including cheese, yogurt, milk, cream, eggs and butter





**Best of
British**

Best of British Range



We are committed to growing and promoting our British range

The range offers a wide range of Fruit and vegetables from across the country

Products are sourced from over 20 different UK suppliers

There are some great CSR messaging from some of the UK suppliers we work with

Additions to the range include Courgettes, Cauliflower, tri- coloured Chantenay carrots, Piccolo parsnips, cherries and Chillies

Some products British seasons that are getting longer and we also have Cauliflower that are British all year round





Product List

Salads

Code	Product	size	Grower	County	Season
300009	British Isle of Wight Red Cherry Tomatoes	9x250g	The Tomato Stall	Isle of Wight	Apr-Oct
300010	British Isle of Wight Yellow Cherry Tomatoes	9x250g	The Tomato Stall	Isle of Wight	Apr-Oct
300011	British Isle of Wight Piccolo Tomatoes	1x3kg	The Tomato Stall	Isle of Wight	Apr-Oct
300012	British Isle of Wight Piccolo Tomatoes	12x250g	The Tomato Stall	Isle of Wight	Apr-Oct
300086	British Isle of Wight Mixed Baby Plum Tomatoes	1x5kg	The Tomato Stall	Isle of Wight	Apr-Oct
300013	British Isle of Wight Beef Tomatoes	1x7kg	The Tomato Stall	Isle of Wight	Apr-Oct
300014	British Isle of Wight Beef Tomatoes	1x5	The Tomato Stall	Isle of Wight	Apr-Oct
310052	British Isle of Wight Heirloom Tomatoes (Inca/Heritage)	1x3kg	The Tomato Stall	Isle of Wight	Apr-Oct

Exotic Veg

Code	Product	size	Grower	County	Season
8751250	British Asparagus	12x250g	Mudwalls	Herefordshire/ nottinghamshire	Mar - April
1047810	Asparagus	10x500g	Red Star Growers/Mudwalls	Evesham	May-June
293004	British Purple Asparagus	10x200g	Red star growers/Mudwalls	Ross on Wye	May-June
293005	British White Asparagus	12x250g	Red star growers/Mudwalls	Ross on Wye	May-June
300016	British Fine Beans	1x1.5kg	Barfoots	Sussex	June- September
300018	British Green Chillies	1x3kg	Barfoots	Sussex	Late June-Oct
300019	British Red Chillies	1x3kg	Barfoots	Sussex	Late June-Oct

Fruit

Code	Product	size	Grower	County	Season
1036612	Blackberries	12x150g	Berry Gardens	Kent + other	July-Sept
1036424	Blueberries	24x200g	Berry Gardens	Kent + other	Aug-Sept
1036512	Raspberries	12x200g	Berry Gardens	Kent + other	May-Oct
667520	Strawberries	20x400g	Berry Gardens	Kent + other	June-Oct
270001	Best of British Kent Apples	1x6.5kg	Bardsleys	Kent	Aug-Mar
270002	Best of British Kent Apples	14x6	Bardsleys	Kent	Aug-Mar
280009	British Pears	1x12kg	Bardsleys	Kent + other	Sept-April
281000	British Conference Pears	22x550g	Bardsleys	Kent + other	Sept-April
310229	British Cherries	10x300g	Berry Gardens	Kent + other	July-Aug
158601	UK Rhubarb (Outdoor)	1x2kg	Hammonds	Nottinghamshire	May-Sept

Vegetable

Code	Product	size	Grower	County	Season
156428	Cauliflower	1x8	Thorolds/ Peleton/ Riviera/Lincs Field	Various	AYR
32544	Tenderstem Broccoli	4x500g	Barfoots	Sussex	May-October
345130	Sweetcorn Loose	1x30	Barfoots	Sussex	May-October
579515	Rainbow Chantenay Carrots	1x5kg	Freshgro	Nottinghamshire	Oct- Mar
480714	Piccolo (Baby) Parsnips	1x4kg	Freshgro	Nottinghamshire	Oct- Mar



Location:

Arreton valley on the Isle of Wight

Tomato Stall:

Tomato stall grow tomatoes on a 60 acre estate. The site grows a wide range of specialist tomatoes

CSR:

- All tomato plants are recycled into compost
- Pests are controlled using natural predators
- Plants irrigated with rain water
- No tomato goes to waste

Products:

Red Cherry Tomato, Yellow Cherry Tomato, Piccolo Tomato, Baby Plum Tomato, Mixed baby plum tomato, Beef Tomato, Heirloom, Padron peppers and Aubergines

New varieties:

Tiger plum tomato, Shishito peppers, Kumato and large gold plum

Other Products

Tomato stall also do a range of Ambient products such as Balsalmic vinegar , Pesto, and Passata

Ecologi

climate positive workforce

9.8k trees

BARFOOTS

Location:

Hampshire, Sussex and Isle of Wight

Barfoots:

Privately owned business with 8,000 acres in
Also have processing facilities in South Africa, Asia, South America and North America

CSR

Carbon Neutral since 2010

Factory powered 100% by electricity produced from waste

Peter Barfoot has won CBE for sustainable farming

Products:

Sweetcorn, Bean, Chillies, Courgettes, Tenderstem, Courgettes, Cauli shoots, Rhubarb, Squash and pumpkins

Prepared Products

Sweetcorn ribs and Cobettes





Location:

Nottinghamshire

Freshgro :

Freshgro is a co-operative of farmers formed in 1998

It has a farming base of over 20,000 acres
Freshgro supply 90% of UK Chantenay Carrots

CSR:

All Chantenay Carrots are Carbon neutral

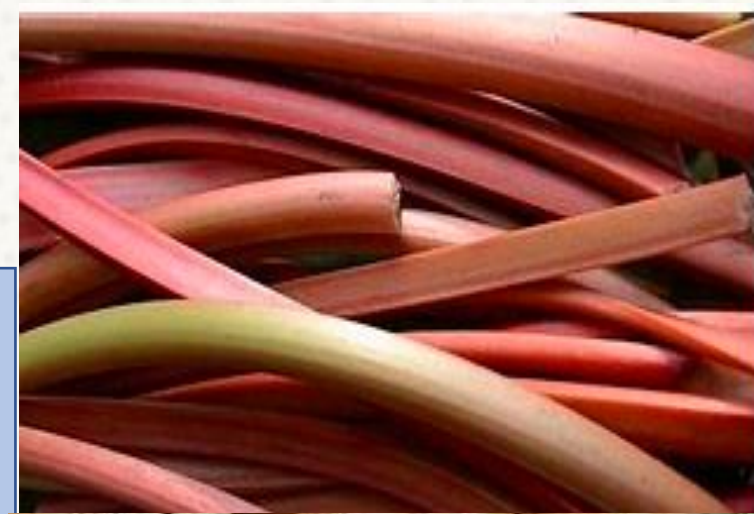
Products:

Rainbow Chantenay, Chantenay, Piccolo parsnips,
Asparagus, Swede & Carrots



**CARBON NEUTRAL
CHANTENAY CARROTS**





Location

Northamptonshire

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Hammonds:

The Hammond family have been farming since 1900.

They produce over 50,000mt of Fresh vegetables every year, farming 2,500 acres

Products

Root Vegetable, Parsnips, Carrots, rainbow carrots, Potatoes, leeks, Rhubarb, spring greens and Kale
Hammonds also produce cold pressed rape seed oil



CSR

They use an integrated approach to farm management, which is typified by their LEAF Status.

Hammonds also support wildlife reserves on their land and have improved number of different wild birds in the area.





Location:

Kent

Berry Gardens

Berry Garden are the UK's leading berry and stone fruit supplier

They are a partner supplier with all packaging co-branded

CSR

Product is packed in a sustainable punnet using 30% recycled preventative Ocean Plastic.

Products:

Strawberries, raspberries, Blackberries, Cranberries, Cherries and Plums



Berry Gardens to use Prevented Ocean Plastic for own-label punnets

UK-based berry and stone fruit production marketing group Berry Gardens will launch new recycled packaging for its own-label punnets this summer using Prevented Ocean Plastic.

Jessica Paige



Marketing insights and support



freshdirect
a Syco company

Crop Spotlight

16th Feb - 2nd March

Get the insight you need to plan more effectively and manage your revenue with our select live crop report from the field brought to you by our expert produce team.

Head Cabbage
The weather has been dry and sunny, which is ideal for the growth of head cabbage. The crop is currently in the early stages of growth and is expected to be ready for harvest in the next few weeks.

Winter Cabbage
The weather has been dry and sunny, which is ideal for the growth of winter cabbage. The crop is currently in the early stages of growth and is expected to be ready for harvest in the next few weeks.

Spring Beans
The weather has been dry and sunny, which is ideal for the growth of spring beans. The crop is currently in the early stages of growth and is expected to be ready for harvest in the next few weeks.

Lettuces
The weather has been dry and sunny, which is ideal for the growth of lettuces. The crop is currently in the early stages of growth and is expected to be ready for harvest in the next few weeks.

Peas
The weather has been dry and sunny, which is ideal for the growth of peas. The crop is currently in the early stages of growth and is expected to be ready for harvest in the next few weeks.

Online Ordering
We are pleased to announce that we now offer online ordering for our fresh produce. This allows our customers to place orders from the comfort of their homes, making it easier than ever to get the freshest produce delivered to their doors.

Current Market Conditions

Port 2024 - The weekly importation of produce is still at the level of 2023. The weather is still dry and sunny, which is ideal for the growth of produce. The crop is currently in the early stages of growth and is expected to be ready for harvest in the next few weeks.

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Registered Office: Enterprise House, Birkdale Business Park, Auldhams Road, 1924 KAO - England. E-mail: info@freshdirect.co.uk

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Button Mushrooms - Availability

Button Mushrooms

Impacting product codes:
C1026
C10290

Many of the mushroom pickers in Poland are Ukrainian and have understandably needed to return to their home country to protect their families, or to join the army.

We are anticipating an impact on the availability of button mushrooms in the immediate term due to this. This also may affect other lines in the future weeks, however only expected to affect button currently due to there being a smaller number of growers growing this line.

We can divert volume from 3kg button to 3kg cup, as there are more growers offering this.

Please let Procurement know if you wish to do this.

Produce availability calendar

We support British farming when possible to ensure and the available. Availability weekly from 1st January to 31st March. The report provides you with the current product during the British season. This means you always get consistent product quality and availability.

KEY
■ British produced product
■ Imported product
■ Limited availability

Product	Jan	Feb	Mar
Asparagus	Green	Green	Green
Avocado	Green	Green	Green
Beetroot	Green	Green	Green
Broccoli	Green	Green	Green
Brussels Sprouts	Green	Green	Green
Butter Beans	Green	Green	Green
Butter Beans (Cup)	Green	Green	Green
Butter Beans (3kg)	Green	Green	Green
Butter Beans (5kg)	Green	Green	Green
Butter Beans (10kg)	Green	Green	Green
Butter Beans (20kg)	Green	Green	Green
Butter Beans (30kg)	Green	Green	Green
Butter Beans (40kg)	Green	Green	Green
Butter Beans (50kg)	Green	Green	Green
Butter Beans (60kg)	Green	Green	Green
Butter Beans (70kg)	Green	Green	Green
Butter Beans (80kg)	Green	Green	Green
Butter Beans (90kg)	Green	Green	Green
Butter Beans (100kg)	Green	Green	Green
Butter Beans (110kg)	Green	Green	Green
Butter Beans (120kg)	Green	Green	Green
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Butter Beans (1000kg)	Green	Green	Green

Keeping TUCO members informed and up to speed with live market conditions

Why TUCO Members should work with Fresh Direct?



Operational excellence

A robust and efficient distribution network backed by exceptional customer service



Delivering a greener tomorrow

Continually striving to reduce our impact on the planet by delivering in the most efficient, environmentally friendly way



Proactive account management

A partnership built on joint business plans and support from the wider business



A trusted supply chain

Safeguarding your brand and reputation by keeping technical governance at our core



Global supply chain

Partnering with growers that hold recognized accreditations



Supply chain & financial management

A diverse grower base with direct supplier engagement and financial responsibility



Great connections already in place

Opportunity to grow and connect across the whole Sysco Group



Product innovation

Leaders in innovation including menu development, cost management, range rationalisation and waste control

TUCO

Thank you for your time