

TUCO Midlands Regional Meeting Tuesday 4th July 2023 at 2:00 pm via Teams

MINUTES

Attendees:	Stuart Ruty [Chair]	Wolverhampton
	Gavin Brown	Leicester
	Ahron Asghar	Newman University
	Dan Brazill	Loughborough
	Kate Glynn	Aston University
	Hayley Hall	Loughborough
	Judith Hoyle	TUCO Secretary
	Johnn Jordan	Extra Care Trust
	Gagan Kapoor	Loughborough
	Anthony Midgley	Leicester
	Hannah Myton-Wright	TUCO Category Manager
	Richard Plummer	Leicester College
	Linda Price	Department for Education
	Hardeep Saran	Department for Education
	Louise Sherratt	Birmingham

Apologies:	Rob Bean	Leicester
	David Nuttall	Harper Adams
	Amanda Pettingill	Nottingham
	Mark Richards	Diverse Academies Trust
	Matthew Thorpe	Harper Adams
	Ian Williamson	Loughborough

1. Apologies for Absence

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

2. Minutes of the Last Meeting

These were taken as agreed.

3. Presentation by Adam Bostock from CCEP

A copy of this presentation is attached with the Minutes.

4. TUCO Board Update (Kate)

We now have two new Board Members, Peter Anstess (Sheffield) and Graham Paterson (Strathclyde).

TUCO Foundation

So much money will be paid in from TUCO and we are just drawing up the paperwork as to how to set up the Charity.

Finance

The accounts are looking good with the spend for the quarter at its highest level ever and the figures much better than expected.

Competitions

We are going to re-introduce the TUCO Competitions and we are just looking at possible dates and venue.

Honorary Membership

This is to honour outstanding retired members and to keep their expertise within the sector. We are currently drawing up the Terms of Reference.

Chefs' Forum

Manish from King's College is setting up a Chefs' Forum with representation from across all regions. So far this has had an excellent response.

Gavin pointed out that TUCO no longer have a headquarters so this has driven down costs with less fixed costs for the future.

5. Procurement Update

Sarah Jones joined the Procurement Team in May and will be the main contact for further competitions as well as helping out with the MSC Chain of Custody.

Framework Updates

Grocery, Frozen and Chilled went live on 1st May, details are in the Framework Report.

Alcohol – a new framework will be in place for January 2024.

Catering Light and Heavy Equipment – due to go live the following week.

Kitchen Equipment Maintenance – started on 1st July.

DipChem – this is due to be re-tendered.

EPOS DPS – there is a new supplier on here, 'It's Lolly' have been awarded onto Lots 1 and 2.

CICS – new suppliers on there with Ecups, Tripec and Trifast Group.

Contract Review Meetings

These have been held for Hot Beverage and CICS and coming up in July will be Convenience Retail. The Deposit Return Scheme in Scotland has been delayed until October 2024 to align with England.

Price Changes

Things seem to be easing up on the price front.

Fresh Fruit & Veg – last review was May and we are due for another in August.

Grocery, Frozen and Chilled – new pricing as from 1st June.

Convenience Retail – due to be reviewed in July.

Fresh Fish & Seafood – some decreases in cod, haddock and salmon.

Meat & Poultry – pork prices still remain quite high.

Milk & Bread – prices showing signs of stabilising. Eggs remain a challenge.

Sandwiches – ProcureWizard has the current prices.

Alcohol – duty changes are effective from 1st August. Hannah will circulate the details.

Hot Beverage – Bewleys have been bought out by Café Direct. Stuart commented that he is now putting in prices for September and asked if there will be any major changes.

Hannah asked if members were aware of the New Product Development page on the website and Kate replied that she found this very useful.

6. Academy Update

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.

Soft Skills Courses include:

- Time Management Productivity (14th July)
- Recruitment Onboarding
- Presentation Skills
- Finance for Non-Financial Managers

Development Days:

- Vegetarian Cookery School to do some Chefs' classes
- Food Photography
- 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.
- Working with HIS
- Bidfood – street food

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. The Liverpool Study Tour took in the four universities – Liverpool John Moores, Edge Hill, Liverpool Hope and the University of Liverpool and looked at the African/Asian culture there, ending in a visit to an African themed food festival. There was another tour to Reynolds, near London followed by a development day and members had just returned from the CIA Conference in New York State, which had 14 delegates. This will take place again on 12th – 14th June 2024 and we are hoping to add Harvard in to this.

- **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.
- **Coffee Cupping Experience** in Sheffield.
- **KOSAF (Korea)** this will be a study tour to their Conference in May 2024 to look at the student experience in Korea.

We will be holding a DPS webinar and also a NetPositive webinar as well as a Vegan Society Cookalong.

Sarah is resurrecting the Academy Steering Group to plan future training and events. We now have around 9 people who are keen to help on this.

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.

Gavin commented that he had sent four of his staff on the Paris study tour and it was very good for shared knowledge but also a good reward for staff.

7. Sustainability and Menus of Change

We continue to have a strategic partnership with them and are now starting to look at accreditation for MoC. 24 principles are the elective option so it may be difficult to create this. The University of West London are currently working on a Level 3 accreditation for this. Hannah advised that MSC will now include ASC in the future.

8. Forum Activity

This includes supplier feedback, industry vacancies, posts on EPOS Tills and a recent post on re-usable cup schemes received 30 responses! It is a service for members by members.

9. TUCO Online New Ordering Portal

This is currently being tested by Nottingham and Stuart asked if anyone had been using this. Date Code Genie – development testing on this has been going on since 1st March so Stuart asked if any problems on this have now been ironed out. Aston use PlanGlow and all the information is downloaded onto their system and the labels are printed out.

10. Member Updates

Loughborough

Hayley reported that they have just been very busy with Open Days. They have been looking at Coke prices and they fell dramatically. Hannah will look into this and get back to members.

Dan explained that they have been recruiting for a Development Head Chef and they have now managed to appoint somebody, starting on 24th July. Students have now left and there have been a couple of Open Days and they are now gearing up for Graduations. A lot of work is going on over summer on campus with a new Energy Centre coming in over summer. They are extending their accommodation at the moment with Community Cluster Hubs.

Aston

They will be enjoying a quiet summer after last year and the Commonwealth Games. They had a new VC start at the university last September.

Birmingham

Louise has been busy with Open Days and looking forward to Graduations. They are hosting the International Blind Sport Games on 11th August with 2,000 athletes on campus. They are busy with events but campus seems to have gone quieter with students earlier this year than last year. Stuart commented that there is not as much footfall of people as there was.

Leicester

They are working on their pricing strategy. The university have agreed to subsidise inflation and asked them to put the prices down. The gap between Leicester and their nearest competitors is getting bigger so they are working on things like Meal Deals as they have increased from £3.50 to £3.85. They are also looking at bringing some brand partners onto campus and are looking to bring some fresh concepts onto campus come September. They are also working in conjunction with the O2 Academy.

Department for Education

Linda explained that she is in the Schools' Commercial Team and supports the schools with their different contracts, talking to different suppliers, supermarkets etc. Schools are currently facing lots of challenges with the free school meals and it is interesting for her to hear about the challenges that universities are facing as well. Hardeep commented that frameworks seem to be the default route to market and asked if there was any other way?

Newman University

Ahron reported that they had recently had a new VC and Pro VC from Wolverhampton and have put together a new School of Nursing. This is a £2 million investment which has attracted 110 students and is studying such things as paramedic science. 550 people attended their recent Open Day. Numbers are looking good and the Catering Department is running well. They are currently looking at menus and portion control.

Leicester College

Richard is working on their Re-usable Cup Scheme. The student kitchen is being refurbished for the first time in 25 years.

Wolverhampton

They have had some financial constraints put on them so are looking at ways to generate money. They have an interim VC until October so hopefully by that time a permanent new VC will have been appointed by then. In the meantime, the interim VC is proving to be a breath of fresh air. They have also appointed a new Head of Catering to fill Stuart's old role – Kevin Herbert from South and City College Birmingham will take up the position on 24th July.

11. Presentations for Future Meetings

Lemon-Aid was suggested as a possible presentation at the next meeting.

12. Any Other Business

Confirmation emails for Conference are currently being sent out. Kate asked if any members would be interested in hosting Conference for 2024 but the grounds and logistics must be suitable.

13. Date of Next Meeting

First week of November. Exact date and whether in-person or online to be confirmed.

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

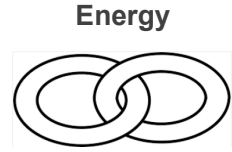
20-22	22% ^[1]	83%/ 56% ^[2]	36% ^[3]	424%(UK Power) ^[4]	248% ^[5]	115%(gasoil) ^[6]	15.7% ^[7]
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China instability leading to future volatility



-20%



*Statistica Food & Drink Inflation UK Jan 2023

What's next...?

