

TUCO South Eastern Regional Meeting

Wednesday 28th June 2023 at 11:00 am via MS Teams

MINUTES

Attendees:	Manish Shah [Chair]	King's College London
	Elisa Aylott	University of Essex
	Martin Batt	Reading
	Graeme Collie	King's College London
	Darren Coventry	Royal Holloway
	Hayley Deville	Kent
	Edina Dudas	Birkbeck College
	Ivan Higney	Darwin College
	Judith Hoyle	TUCO
	Robert Jonas	St Catharines College
	Kamil Khoury	Imperial College
	Sarah McLoughlin	TUCO Academy
	Nicola Mellor	TUCO Category Manager
	Mark Slater	Magdalene College
	Laura White	Anglia Ruskin
Matthew White	Reading	
Apologies:	Jacqui Beazley	LSE
	Aleksandra Borkowska	Reading
	Melissa Browne	Kent
	Tim Burrows	Kent
	Susie Cullen	Anglia Ruskin
	Ben Elsbury	Kent
	Matt Tebbit	Reading
	Wendy Wenborn	Anglia Ruskin

1. Welcome and Apologies

Apologies are as above. Manish welcomed everyone to the meeting.

2. Presentation by James McGrath from Britvic

3. Minutes of the last Meeting

These were agreed as a true and accurate record of the meeting.

4. Member Updates

Reading

Martin had just returned from the Menus of Change Conference. He would be interested to hear from other members about their vending as they are going out to tender on Vending at the moment. Kings have just awarded their contract. Kamil has just signed a new deal with Selecta and used a consultancy for this, details of which he will share with the group. Matthew added that Reading Professional Services are under review and they currently have 21 functions that look after students which they want to narrow down to 8. Manish asked what is everybody doing about prices for the next year. Martin replied that prices will probably go up between 5% and 10% in September. To combat the Cost of Living crisis, Reading are offering “warm sanctuaries” particularly with their catering operations.

Magdalene College

Students there have just left. Mark reported no increase for students from October but commercial rates will go up. On the vending side, they have just taken a machine from NVCS. They are progressing with TUCO Online but there has been problems with some of the invoicing.

Royal Holloway

Darren has 4 summer schools kicking off at the moment. They are currently going through a Kinetics upgrade and are carrying out a benchmarking exercise on pricing. He is awaiting Graeme’s update on training packages and struggling to recruit chefs at the moment so heavily reliant on agencies. RHUL have just won a World Class Hospitality Award.

Birkbeck

They are looking at pricing for next year as well as seasonal menus.

Kings

They are trying to get their labelling done the day before an event, then on the day different products will turn up. It also depends on whether they are using more agencies and the skill set of the staff that they have on the day.

Imperial

Kamil is looking at price increases of 10% coming in in September. They have had an issue with Brakes recently not delivering any frozen products. They have recently started using Creed and their prices are better than Brakes on some things. They have just opened a new bar in North Acton which they will be using for breakfasts and dinners, and a new food court.

Anglia Ruskin

They are undergoing major refurbishments in Cambridge and Chelmsford. They are doing more street food and getting away from a canteen feel. They also have a further 4 buildings to be completed in Peterborough. UniWare have just won their till tender which will modernise everything at their campuses. There will be some price increases come September. The £1 vegan meal has proved very successful so this will be continued for the next academic year. Recruitment in the Cambridge area is still proving a big problem. Graeme at Kings has been working with colleges and students who have done their Levels 2 and 3.

Darwin College

Ivan advised that they have just had their May Ball and had a lot of help from local suppliers. They are looking forward to joining the TUCO community again and are hoping to make use of the Academy and study tours. Ivan recently went on the Reynolds study tour.

St Catharine's College

Rob is just gearing up for their conference season and concentrating on their sustainability offering. They will be bringing in a price increase of 8% in September on their student offering along with a commercial increase of around 12%. They are looking forward to working more collaboratively with TUCO.

University of Essex

Conference is booked up at levels pre-COVID. They are looking at around 10% price increases but the university will make up the shortfall. Daily £2 meals have put a big hit on resources and they are still struggling with their skill set. They are going through an EPOS tender at the moment and working with UniWare.

KCL

Graduations start at the beginning of July. They are looking at 3 separate price models. They are working on a zero based budget, so looking to break even. Footfall is a lot lower and the cost of living crisis has affected average spends because of their offerings. Kings will be subsidising them to the tune of £750K. Their biggest project at the moment is the pedestrianization of The Strand. At the Welcome Barbecues there were comments that there was no meat. Menu-wise they have been trying to introduce faux meats and have been talking to a company called Simplicity. Graeme asked if anyone had any sustainable uniform options.

Kent

Hayley advised that there are a lot of changes going on. They are looking at £3 Meal Deals and have one outlet which is completely plant based. They are eventually looking to become a completely plant based campus.

5. Procurement Update

Currently out in circulation are the UKUPC Impact Report and Brakes and Bidfood Market Reports. Grocery, Frozen and Chilled has been awarded since our last meeting with a number of new suppliers. This now includes Vegan and Vegetarian as a separate lot. We have a new member of staff, Sarah Jones has joined us from the University of Manchester to look after mini-competitions for members.

At Tender Stage

Catering Light and Heavy is due to be awarded this week. Kitchen Equipment Maintenance, Deep Cleaning and Ventilation Ducting Services went live at the beginning of June with some new suppliers on there. Volunteers are needed for the Tender Working Party for DipChem. Hot Beverage is at the research stage with the new tender for this due to go live 1st February 2024. Bewleys UK have been bought by Café Direct.

The TUCO Newsletter has a link in it to any price changes from 1st June and 1st July. Pricing is still very volatile and not settling down just yet. There are some changes on soft drinks with CCEP which are due to come into effect on 1st September. CCEP will no longer be supplying via Bidfood, it will be via a distributor that you are currently using.

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
- Recruitment Onboarding
- Presentation Skills

Development Days:

- Vegetarian Cookery Schools
- 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.

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.

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.

Sarah mentioned the resurrection of the Academy Steering Group and asked for any volunteers. Martin, Graeme, Ivan and Rob very kindly volunteered to sit on this.

7. Presentation by Nathan Hodgetts of Sysco

A copy of the presentation is attached to these Minutes.

8. Chefs' Forum

Graeme explained that we are starting a National Chefs' Forum and are looking to recruit at least two chefs from each region. Our first meeting will be face-to-face at the St Andrews Conference in July. Menus of Change – how do we embrace this? And how do we actually get this out to chefs and get them to embrace it?

Chefs' Skills: how do we provide the best training? How do we create robust guidelines for recruitment? Who are the best partners to come on this journey with us?

Communication: are we all working on the same projects?

Competitions: creating an external Competition Team.

The Future of the Chefs' Forum: what can we achieve over the next 5 years.

9. TUCO Board Update

Manish explained about the Investors in Students initiative. This was originally aimed around accommodation and they now want to launch a new initiative called Investors in Hospitality and are looking for a representative from each region. The Terms of Reference are currently with Manish.

TUCO are launching an 'Honorary Membership' to keep the talent within the sector amongst our retired members. Manish asked the group if anyone has any members they would like to nominate then please make him aware. We already have a list of around 8 people for this who have made massive contributions during their time as TUCO members.

TUCO are currently looking for a venue for their 2024 Summer Conference so Manish asked members if anyone would be interested in hosting this.

TUCO Foundation: this is a new project to support all the charity work that TUCO carries out with all the various charities.

10. Any Other Business

It had been suggested to hold a joint South East/South West Regional meeting in the autumn as the last one in Reading in 2022 was so successful. Further details to be announced.

11. Date of Next Meeting

Mid-October. Exact date TBC.

Nathan Hodgetts

28th June 2023

www.freshdirect.co.uk

TUCCO

freshdirect™
a Sysco company

Introduction

Nathan Hodgetts
National Account Manager
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Sysco in GB



Specialist Fresh



Broadline



Specialist Convenience



Regional Broadline



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

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 key crop report from the field brought to you by our expert produce team.

Head Cabbage

Despite not being the biggest, it's the most popular of all the brassicas. It's a hardy crop that can be grown in the open field or under cover. It's a long-term crop that can be harvested from late autumn through to early spring.

Winter Cabbage

The winter cabbage is the most popular of all the brassicas. It's a hardy crop that can be grown in the open field or under cover. It's a long-term crop that can be harvested from late autumn through to early spring.

Broccoli

Broccoli is a hardy crop that can be grown in the open field or under cover. It's a long-term crop that can be harvested from late autumn through to early spring.

Spring Peas

Spring peas are a popular crop that can be grown in the open field or under cover. It's a long-term crop that can be harvested from late autumn through to early spring.

Leeks

Leeks are a hardy crop that can be grown in the open field or under cover. It's a long-term crop that can be harvested from late autumn through to early spring.

Onions

Onions are a hardy crop that can be grown in the open field or under cover. It's a long-term crop that can be harvested from late autumn through to early spring.

Garlic

Garlic is a hardy crop that can be grown in the open field or under cover. It's a long-term crop that can be harvested from late autumn through to early spring.

Online Ordering

Our online ordering system is the easiest way to order your produce. It's available 24/7 and offers a wide range of options for delivery and payment.

Current Market Conditions

Our market conditions are updated daily and provide a comprehensive overview of the current state of the produce market. This includes information on supply and demand, prices, and other key factors that can affect your business.

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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.



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