

TUCO Scottish Regional Meeting
Tuesday 30th May 2023 at 11:00 am
Taylor's Snacks, Perth
MINUTES

Attendees:	Ian Macaulay [Chair]	Edinburgh
	Andy Anderson	APUC
	Richard Canale	Ayrshire College
	Michael Croy	St Andrews
	Thomas Day	Heriot Watt
	Mark Donovan	Aberdeen
	Judith Hoyle	TUCO
	David Kerr	Strathclyde
	Louise Levens	APUC
	Calum MacLachlan	Aberdeen
	Steven McKay	St Andrews
	Graham Paterson	Strathclyde
	Michael Robinson	Dundee and Angus
	Pam Watson	Glasgow
Via Teams:	Amy Irvine	Strathclyde
	Sarah McLoughlin	TUCO Academy
	Laura Shaw	Strathclyde
Apologies:	Gareth Davies	Forth Valley College
	Dave Gannon	Calmac
	Elaine Hutton	Ayrshire College
	Stuart McMaster	Calmac
	Nicola Mellor	TUCO Category Manager
	Robert Myler	Forth Valley College
	Alan Riddell	St Andrews
	Ester Vasallo	Forth Valley College

1. Welcome, Introductions and Apologies

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

2. Bidfood Presentation by Andrew Messis and Katie Sillars

A copy of the presentation is attached to these Minutes.

3. APUC Framework Report (Andy/Louise)

Fresh Fruit & Veg is set to go live on 20th June.

Butchers' meat is out to market and due to close on 12th June. Louise has met with some new suppliers based in Aberdeen. Ian asked about a couple of changes in ranking on the Butchers' Meat framework which can be price related, so they do not want to stay with the most expensive supplier. Andy advised that evaluation of a basket of goods can be much more useful than the old-fashioned mini-competition. Steven feels that we are not challenging the market on further credentials we are just concentrating on the route.

Bakery products is due to expire at the end of September but they are seeking an extension on that one. She has surveyed all the catering contracts to see if there is any changes they would like. The market has been badly hit and they are waiting to see if it can recover. Andy asked whether we go with a one-stop shop for bakery or not? Members suggested we have one lot for core e.g. morning rolls etc. and then another lot for specialty items like cakes, patisserie etc.

Dairy Products is due to expire on 25th October but they will extend it for 12 months. There have been no price increases since November so they will be pushing for price reductions.

Fresh Fish and Seafood expires on 2nd August but they will be extending this for a further 12 months. Any planned price increases need to be submitted by mid-June. The price of salmon has gone up by 45% since last March.

Cleaning and Janitorial has two separate lots, for cleaning and sanitary products. Bunzl have now gone up to second ranking with price decreases of 5%.

Border Checks

Phase I will start on 31st October and will require items to be categorized. Phase II on 1st January 2024 will see the introduction of some actual physical checks.

Energy Bill Discount Scheme

For those eligible non-domestic consumers will come into effect next April.

Deposit Return Scheme

APUC will keep everyone updated as to developments. – post meeting note that has now been delayed into 2025 potentially to align with England. Andy send out email to this effect Andy advised that they are building sustainability into everything they do; they are just making sure that it does not compromise on price.

4. TUCO Board Update (Graham)

Membership

We have had 25 new members join us in the past 12 months but have unfortunately lost Durham.

Academy

The Academy are re-introducing study tours and face-to-face learning alongside the online offering.

Finances

Financially, our profit figure is £300K better than budgeted. Graham advised that he had asked the Board if it would be possible to reimburse members for attendance at regional meetings.

Member Engagement

We are also looking at member engagement as our competitors are much more aggressive at marketing than we are. It was agreed that there should be either a Board member or Regional Chair to be in closer contact with new members who come on board.

TUCO Foundation

Phil the Chair has suggested that we put some form of governance around this so that people can apply for funding. Graham advised that draft TORs were being circulated at the moment.

TUCO Competitions

The Board are in favour of re-instating these but the question is how and when? April 2024 was suggested but Graham questioned whether April would be a good time. This could be a subject for discussion at the Chefs' Forum.

Honorary Members

This has been discussed by the Board with the intention of keeping ex-members who have retired in the TUCO Family. Ian questioned what benefits this would provide TUCO. Members questioned what the criteria would be to qualify as an honorary member.

Graham confirmed these would include:

- Been an active regular member of TUCO for a minimum of 3 years
- Had been a Regional Chair, Board Member or very visible
- Pro-active or lead in a working group
- Still deemed active in the sector (not retired) – catering, hospitality and/or educational

Scottish members are not in favour of this initiative and voted against it by 13-1. Steven commented that it feels that the public sector are looking backwards rather than forwards and rather than this, should be looking at members to innovate. Calum felt that this would be more of a benefit to the individual rather than the organization.

Regional Chairs

Ian attended the last meeting online and during this there was a presentation by HGEM. Edinburgh use them as do Sheffield. They can offer a mystery shopper and other services and Phil Rees-Jones had suggested offering this out as a member benefit. Ian brought up the subject of Regional Chairs' Terms of Office – he has been Chair now for 5 years and this term of office is very flexible. Each region, however, should have a Deputy in place for succession planning. He asked for any volunteers to become Vice-Chair.

Recruitment

Ian asked the group if anyone had a full team of staff? Strathclyde have a recruitment ban. Ian explained that he had spoken to Mike Haslin and Phil Rees-Jones about this and there is a commitment now to commission a video with a company such as Campus Life to highlight this. Phil had recently attended a Public Sector Catering Alliance meeting and the discussion had been on how to better promote careers within the sector. This recruitment film would not just be about attracting people into the industry but development within the institutions. It was felt that there needs to be a UK-wide approach to this, not just looking at what we can offer but what people are looking for themselves. This is an important strategic route for TUCO to follow. Richard suggested showing the students the process of getting all the benefits. Thomas suggested also looking at the American model. We can add training people basic skills but then would not wish to alienate manager level.

5. TUCO Academy Update

Sarah had been asked about the Masters Degree but there were no plans to re-introduce this due to a lack of lecturers at LSBU. Regarding courses, we are starting to produce next year's curriculum.

- Leadership for New Team Leaders
- Finance for Non-Financial Managers
- Customer Service
- Introduction to Project Management (Online, £50)

We are speaking to the University of West London to try to create an Events course. This will take place in October and be based on case studies. There will also be a number of soft skills courses:

- Personal Branding and Networking
- Recruitment and Onboarding
- Presentation Skills
- Report Writing
- Discovery Insights – based on personality theories (how you interact with your peers)
- Self-Understanding and Development

Development Days include:

- Visual Merchandising
- Vegetarian and Vegan Cookery School in Manchester
- Working with Bidfood on something to do with Street Food

Upcoming Study Tours include:

- **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** 14 people are attending this.
- **Studentenwerke Conference** 5th to 7th July in Neustadt near Mannheim. This looks at the welfare of students and this year will have representation from Norway, Poland, Italy, Japan and Korea and will include a food safari on the Tuesday in Frankfurt. As a result we are hoping to run a study tour next year for the IASAS in May. This year's IASAS will be held in Rome in July.
- **LWC Italy** pairing beer and wine with food.
- **Colombia 2024** a Caffeology Study Tour – details yet to be announced.
- **Bologna Barista** this will take place again in Easter 2024 in conjunction with Bewleys
- **Food Trends Tour** possibly in either Ireland, Scandinavia or Germany
- **Sustainability Manchester 2024**

Sarah asked for any volunteers who would like to join the Academy Steering Group – Mark, Richard and David all agreed to be on the group.

Compliance courses continue to be very popular as they are good value for money.

Our Winter Conference 2023 will be held on Wednesday 6th December at the University of Kent.

6. TUCO Chefs' Forum

The first meeting would be held at the Conference in St Andrews in July at which Mark, Michael and Pam were all hoping to attend.

7. TUCO Frameworks

Nicola was delayed with travel cancellations but current report with all frameworks has been provided

Coca-Cola (CCEP) have closed their pricing portal on 1st September so ordering is now done through your wholesaler. Jane Eve at TUCO is looking after this in the interim.

8. Any Other Business

As there was no further business, the meeting was duly closed.

9. Date for Next Meeting

Ian questioned members as to why attendance is so much better at this meeting? It was felt that attendance is always better with a social/networking evening. Calum would like to involve some personal development at meetings. Ian asked for Graham to take to board opportunity to find more than one residential for regions per year. The next meeting would be held in November and would either be at a supplier or an institution.

TUCO Regional Meeting Presentation May 2023



Andrew Messis – Senior Key Account Manager
Katie Sillars – Head of Digital Trading UK

Agenda



1. Bidfood Supplier Update
2. Sustainability within the University Sector
3. Above & Beyond
4. Scottish Focus & Digital

Any Questions?

Bidfood Business Partner Update



Depot Update

A FUTURE YOU CAN RELY ON



We are a
strong and
secure
supplier now,
and in the
future



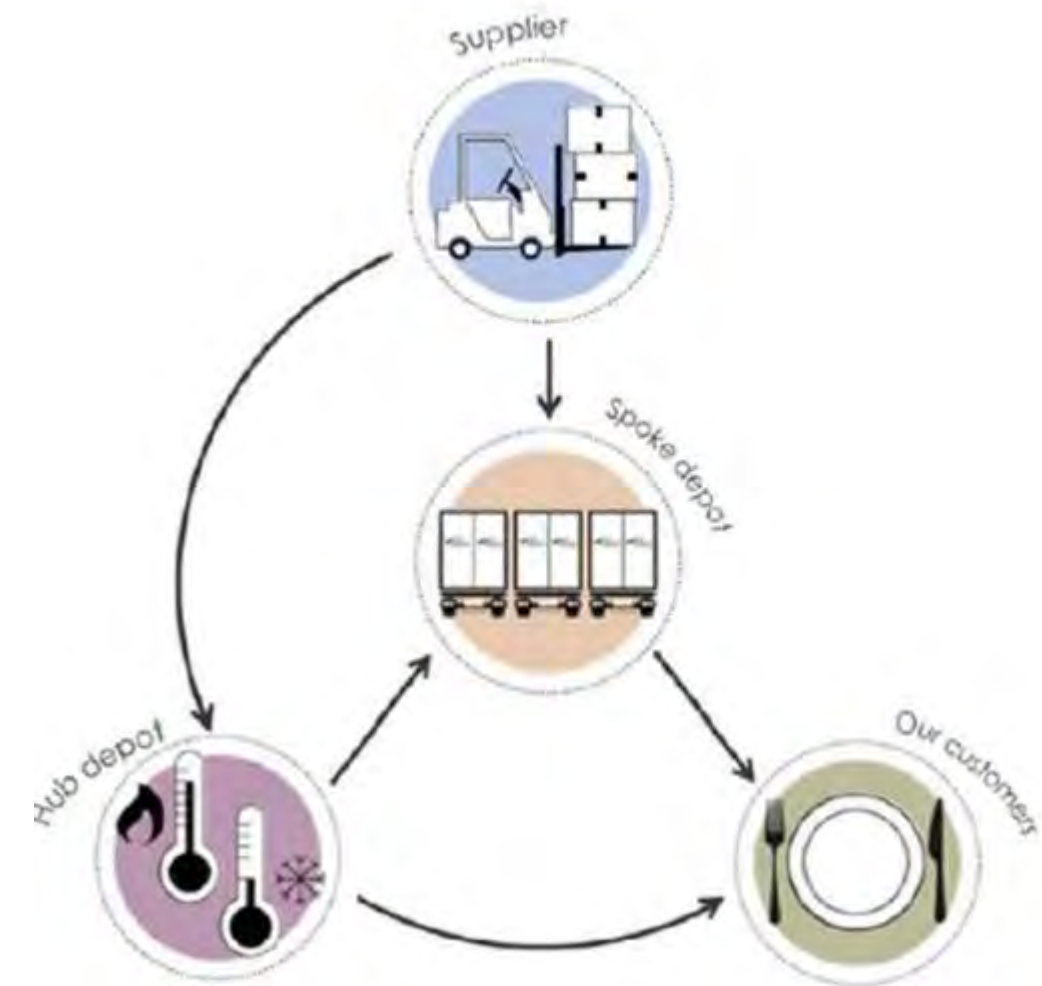
Welcome to Bidfood UK

- Proud to be serving 44,000 customers with 55,000 deliveries per week
- Our depot network of 26 sites spanning across the country helps us provide a truly local presence, both in terms of service, products, employment and community engagement
- We have over 1,000 fully consolidated vehicles available so you only need to place one order, take one delivery and process one invoice
- We have customer development suites in Slough, Larbert, Wakefield and Worthing
- We have a beer keg solution in Paddock Wood, Chepstow, Wakefield, and Edinburgh



Our depots and hubs

- Our internal logistics works in way which provides us with maximum flexibility and ensures we take advantage of our expansive depot infrastructure.
- We operate a hub and spoke operation, through which we stock high volume product lines at all depots, 'spokes', whilst lower selling products stocked at hubs are transported to depots overnight
- This format ensures flexible, continuous and efficient supply, and of course greater choice for customers
- Our estate is local, flexible and responsive to you. On average, we are just 26 miles away from customer sites
- Our award winning telesales teams are based in our depots and are just a phone call away to help ordering as easy as possible



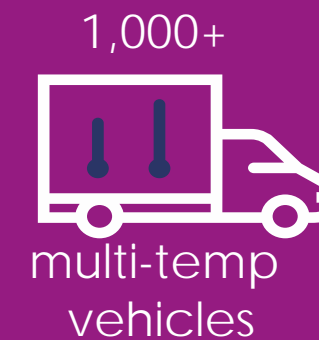
Uniquely connected to the market

Balancing scale and local focus

No-one is as close

Solutions in every category

Solutions for every sector



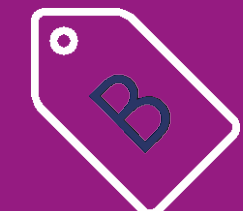
Scale



Local



Brand



Own label



Unique portfolio of brand and own brand



Unique portfolio of brand and own brand



Fresh meat specialists with dedicated Development Chefs who work with trends and seasons to create new and inspiring recipes, and Technical Managers who ensure consistent quality



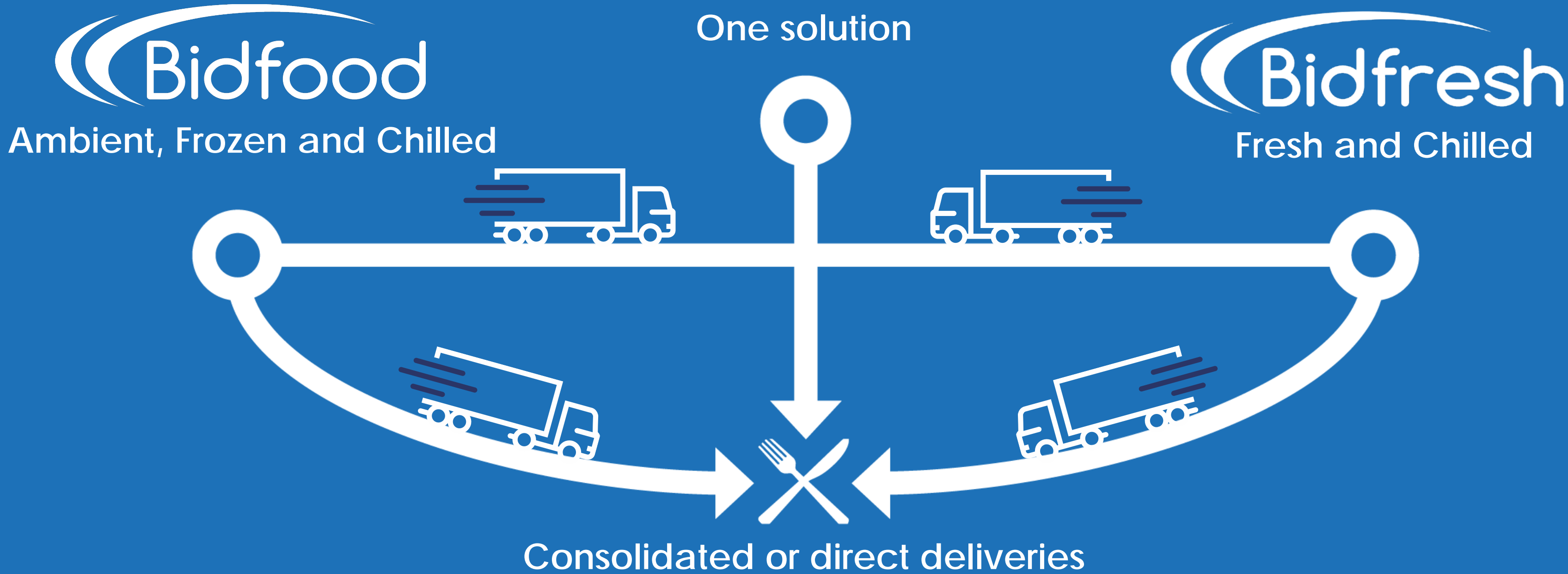
11 varieties of responsibly sourced fresh fish, caught daily for next day delivery and expertly prepared by our own team of highly knowledgeable fishmongers who are passionate about what they do



30 years in the trade, with long-standing partnerships with regional UK growers and a network of overseas producers, specialising in fresh fruit, vegetables, salad, dairy and short shelf life fine foods



Unique flexibility



Fewer invoices | Fewer road miles | Fewer emissions

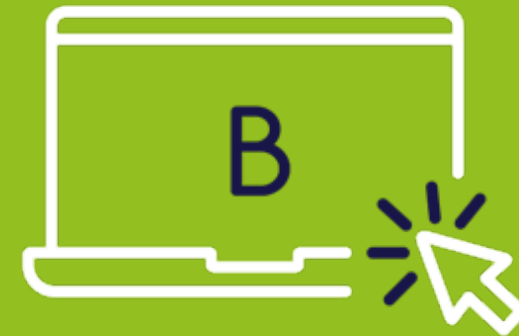
Unique technology

We are always investing in technology to make our customers' lives easier as part of forward thinking.



Warehouse voice recognition

More efficient & accurate picking.



Bidfood Direct

Our online ordering platform.

Driver app

More accurate delivery windows.



Vehicle telematics

Driver tracking and performance monitoring.



Track your deliveries

Automated update on delivery location.

Email when your order has left with the drivers details.

Email with adjustments report

when your delivery is complete.



Dynamic route planning

Paperless signatures and

real time tracking.

The right range

12,000 products across all categories

The widest range available across all categories

Big brands and quality own brand

Best of both approach and a flexible approach to nominated lines

National and local solutions

National brands and truly local sourcing from around each depot

Committed to continuous innovation

Constantly improving and inspiring to keep you ahead

Challenge us...



The right chef support

Passion for your business

Trend led menu development

Product benchmarking and
optimisation

Innovation showcases

Supporting your teams



The right marketing support



Inspiration and initiatives that add value to your business



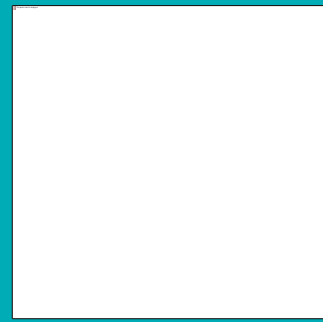
Sector specialism

Understanding the latest trends and insights

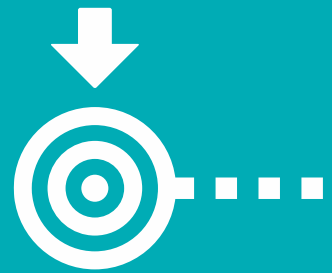


Content and communications that make life easier





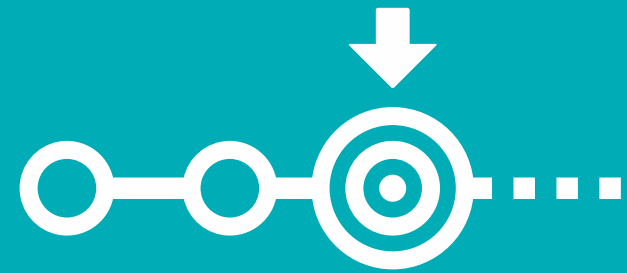
The right phasing



Today

Chef skills training

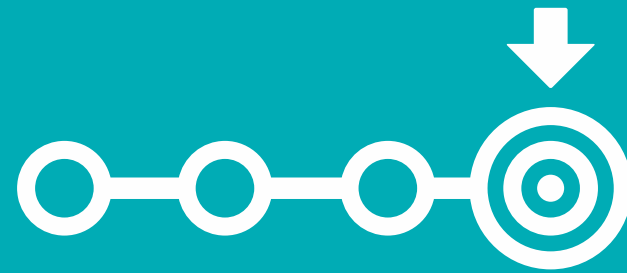
Allergen support



Medium term

Menu planning

Product benchmarking



Longer term

Innovation showcase

Supplier workshops

■■■■■■■■■■ Insight and marketing support ■■■■■■■■■■

Sustainability – our 5 focus areas

Our Vision

To be the best foodservice provider
and a positive force for change

because we care about...

OUR PEOPLE



OUR PLANET



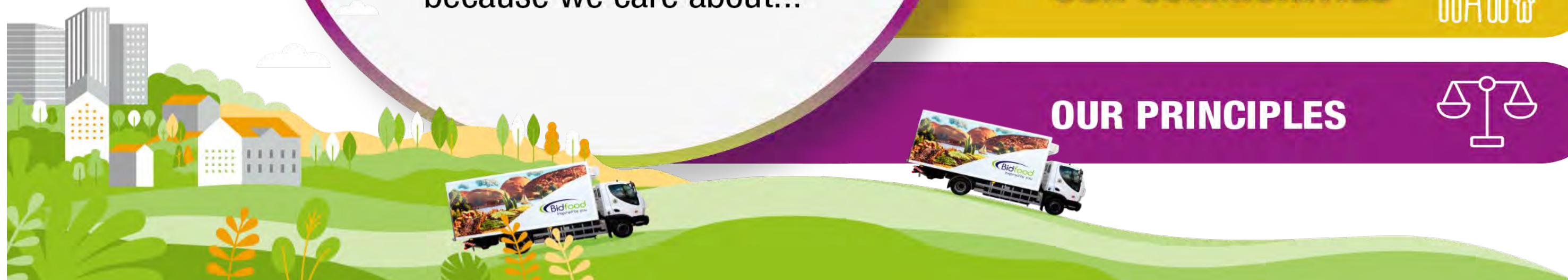
OUR CUSTOMERS



OUR COMMUNITIES



OUR PRINCIPLES





OUR PEOPLE

We invest in and care for our people, attract future talent and continue to be recognised as a great place to work

Offering our people comprehensive health and wellbeing support

Ensuring a diverse and inclusive organisation that attracts top talent

Proactively using apprenticeship and job creation schemes

and more...



OUR PLANET

We play our part in the climate crisis by acting on emissions, plastics and waste

Removing all single-use packaging and plastics from our own brand range and reducing their plastic content by 10%

Achieving net zero emissions by 2045, setting near term and long-term targets, aligned to SBTi in 2022

Reducing food waste by over 60% between 2020 and 2030

and more...



OUR CUSTOMERS

We support customers by sourcing responsibly, protecting workers' rights and offering healthier and sustainable choices

Strengthening all our product policies by December 2022

Implementing a new responsible soy policy by December 2022

Addressing the risks of modern slavery across our range and increasing supplier engagement with the SEDEX portal

and more...



OUR COMMUNITIES

We improve health and employability outcomes for people in our communities

Maintaining active partnerships with our corporate charities; The Prince's Trust, Springboard and Hospitality Action

Promoting healthy eating for children and tackling holiday hunger

Encouraging volunteering by our employees and support of food donation schemes to address food poverty

and more...



OUR PRINCIPLES

We run our business on core principles that are based on strong ethics and leadership, robust data security and clear communication

Holding ourselves and our stakeholders to account through a robust control environment

Tax transparency and responsible payment of our taxes

Reporting progress against our sustainability KPIs in our annual report and putting in place an externally recognised ESG reporting framework by 2023

and more...



Prince's Trust





Number of product lines certified to assurance schemes

Certification / claim	2017/18	2018/19	2019/20	2020/21	2021/22
Fairtrade	157	159	143	127	108
MSC	127	132	129	119	121
Red Tractor	291	383	378	327	289
Farm Assured	134	167	156	140	110
Rainforest Alliance	96	90	78	91	94
Organic	131	155	132	82	115

We offer a range of products to certified standards to allow our customers the option to purchase products with improved ethical and environmental standards. We've listed below the number of lines which we have had available at the end of each our financial years. These numbers do vary depending on customer demand; we've recently decreased the number of lines available so that we can focus on offering the best products at the best price for our customers and drive sales through more popular lines.

Addressing plastic within our range

- We've changed our own brand bottled water to 50% recycled plastic content
- We have launched our plastic free range consisting of over 120 compostable and 90 100% recyclable products
- We've created a recycling food2go packaging guide to help customers make informed choices.
- We are continuing to reduce or replace plastic wherever possible. In 2021 we saved a further 27,915kg of plastic by replacing plastic straws with paper, down-gauging frozen chip bags, replacing plastic trays in our EF Flapjacks range with card trays (see photo) and down-gauging of EF Squash Drink bottles and caps.
- Swapping black plastics for NIR detectable colours, making recycling easier.
 - - Everyday Favourites Sauce Jars - black lids to white saving 7,630kg of black plastic year.



Recycling logos

- We are members of the On-Pack Recycling Label (ORPL) scheme which aims to deliver a simple, consistent and UK-wide recycling message on retailer and brand packaging.
- In order to raise awareness and educate our customers and consumers, we use their recycle logos on our own brand packaging to deliver clear messaging for packaging end-of-life recycling.
- OPRL logos will help consumers recycle more material correctly, more often.
- The logos are recognised as a simple, consistent message by more than 7 in 10 consumers, thanks to over 600 brands now using it.
- Recycle logos will become mandatory on all UK Packaging from 2023.





How else can we support
the University sector?

Additional Support for Universities in Scotland



[Bidfood Trends 2023 - Bidfood Trends 2023 \(pagetiger.com\)](https://www.pagetiger.com/bidfood-trends-2023/)

University of Edinburgh – Craig Miles Development Menu

Filipino street food chicken

Spiced rice- marinated chicken- fried egg and herbs

Fiesta Chicken Tenders

Chicken tenders, ancho ketchup, cheese, crushed tortilla chips, lime

Burmese chicken pilaf

Coriander Grilled Chicken with Spicy Tamarind Dressing

Health and Well being

Chick pea, carrot bhajis mint yoghurt and onions

Sweet potato and red pepper bubble and squeaks

Tuna croquettes mint yoghurt

Vegan

Vegetarian butcher hot dog – Loaded vegan hot dog with mustard and onions

Garden Gourmet sensational burger- loaded with mayo- pickles

Mock lamb naan bread- pomegranate seeds- slaw

Mock Beef strips teriyaki with noodles- peppers

Indian naan bread brunch- Folded naan with Indian samosas and mango potatoes

Biff wings- slaw and mayo and frickles

Scroll down to see summaries and recipes for the trends or read our full interactive trends guide [here](#)



Conscious Choices

[Find out more](#)



Nature's Gifts

[Find out more](#)



Retro Love

[Find out more](#)



Flavours Less Travelled

[Find out more](#)



In the Spirit

[Find out more](#)



Pizza Evolution

[Find out more](#)





THE MEAT FREE SPACE

VEGETARIAN | VEGAN
PLANT-BASED



Wholesale vegetarian foods

Home to Bidfood's collection of vegetarian, vegan and plant-based products that will help you deliver the very best meat free options to your customers.

Whether you are looking for the right ingredients to make delicious meat free recipes or something ready-to-cook to help you save time, we've got the range to support your menus.

Click on the below icons to discover more



Vegetarian Foods



Vegan Foods



Plant-based Foods



Understanding the term veganism

"Veganism in dietary terms denotes the practice of dispensing with all products derived wholly or partly from animals. Vegans avoid exploiting animals for any purpose"¹



Understanding vegan food claims

A vegan claim on foods is a dietary suitability claim. Vegan products are not created for allergic consumers and should not be seen as an 'allergen'-free claim. Some organisations, such as the Vegan Society permit the use of precautionary allergen statements for animal derived ingredients (e.g., may contain milk) on Vegan Society Trademark products.

[Find out more](#)



Shop our vegan range

Discover our delicious vegan range here, from in for scratch cook recipes or ready-to-cook items to save time, we have the perfect selection for you.

[Explore our range](#)



Keeping it cost effective

Discover some of our simplest cost effective solutions, to help you save money and valuable time within the kitchen and on your menu.

[Find out more](#)



V Kitchen

Unearth your vegan menu. At V Kitchen, our purpose is to make vegan menu solutions accessible for all, through our growing range of delicious, on-trend and quality vegan food.

[Find out more](#)



What's happening in the meat free market?

We've pulled together some useful insights to help you keep up to date with the meat free market and trends.

[Find out more](#)



Not-so-dirty loaded vegan chicken fries

Taking fries to the next level of deliciousness! Our not-so-dirty loaded vegan chicken fries are served with smashed avocado, pickled slaw and toasted seeds.

[View the recipe here](#)



Vegan chocolate pancakes with ice cream and whipped coffee

If you enjoy a hot and cold dessert like us, this is a truly indulgent chocolate treat - our vegan pancakes are topped with Yarde Farm chocolate ice cream, chocolate sauce, whipped coffee cream and chocolate curls.

[View the recipe here](#)



Our planet your choice

We want to help customers to reduce, reuse, recycle and renew. We offer packaging that is recyclable and compostable and drive the use of recycled materials.

[Find out more](#)

Celebrate: graduations, events & conferences

We know how overwhelming graduations, events, and conferences can be to organise, so we want to help you take the hassle out of planning and make things as simple as possible.

The Celebrate: graduations, events & conferences guide brings you all the essential food & drink items you need for key university dates, all in one place. From prosecco, to canapés, to catering supplies and even cocktail recipes, we've got it all covered – all you need to do is click 'add to basket'!

[find out more →](#)



University cuisines

If you're looking for a one-stop-shop on the trendiest cuisines including insights, recipes, and non-food recommendations, you've come to the right place. In our first cuisines guide we're excited to introduce you to Bowl Foods and show you how they can provide an easy yet innovative way to elevate your food offering.

[Click here for the Bowl Food guide →](#)



Menus of the Future

We know that universities are keen to make their menus and operations more healthy and sustainable but may not know how to do it. So to help you achieve your health and sustainability goals, we've put together this hub of resources, recipes, and expert tips to help you easily implement health and sustainability principles into your operations to help improve the **future of university food offering**, today.

[Find out more →](#)



✓ Self: student well-being

Students are under a huge amount of stress with assignments and deadlines on top of their day-to-day lives. It's no wonder why there has been a 450% increase in student mental health issues over the last decade. Whilst we cannot take away our students' struggles we can help alleviate them by providing **recipes, advice and insights** for university caterers.

[Find out more →](#)

Additional Support for University of Edinburgh

Price Reviews

Price reviews limited to twice a year (April & October) with exception of volatile products which are highlighted within your contract. Price exercise showing potential savings on current high volume lines run on every price review file.

Navigator report

<https://bidfood.pagetiger.com/navigator2022summer/navigator-spring-2023>

Price Reviews

Wealth of information provided showing market conditions, supplier increase letters with % for full transparency and opportunity to review basket increases together to work on alternative cost effective options that may be available.

University of Edinburgh latest Bidfood price review (October) we managed to reduce the increase by £4500 over a 13 week period valued at 2% of the total basket increase.

SUPPORTING YOUR BUSINESS

GEMMA BENFORD
Head of Customer Marketing
We're pleased to provide a wealth of resources and inspiration to help you mitigate and manage the market uncertainty facing your business. Our food development and marketing teams are on hand, thinking of tips, tricks, solutions and products that make life easier and can easily be incorporated into your menu to manage costs and improve efficiencies.



PODCAST

Tune in for topical discussion and perspectives on the issues affecting our industry
bidfood.co.uk/podcast

UNLOCK YOUR MENU

Our online hub packed full of guidance on minimising costs and maximising resources in your kitchen:

- Simple ingredient swaps to save money
- Ways to increase profitability
- Wastage reduction ideas
- Ideas to optimise your ingredients

bidfood.co.uk/unlock-your-menu

BLOG

Follow our blog for quick wins and tips to enhance your margin and reduce costs
bidfood.co.uk/blog



You're simply a click away from complete buying control of your menu with our online shop, Bidfood Direct. Browse and shop your agreed product range and pricing at a time that suits you, track your orders, manage recipes and access allergen information all on one platform.
bidfood.co.uk/bidfood-direct/



INFLATION DASHBOARD

The Consumer Price Index (CPI) measures the overall change in consumer prices over time, based on a representative basket of goods and services. As it is based on a Eurostat methodology, it enables us to make international comparisons on inflation.

CPI has sharply risen over the past two years. Recently, CPI rose to 10.1% the 12 months leading to July 2022, up from 9.4% in June 2022. This figure represents the highest annual CPI inflation rate since records began back in January 1997 – and is notably higher than the Bank of England's inflation target of 2.0%.

Indicative consumer price inflation modelling suggests the last time inflation reached higher levels was around 1982, where inflation was around 11% in January then shifting to 6.5% by December. Transport has made the largest upward contribution to the rise in CPI – predominantly due to rising costs of motor fuels. This has been somewhat offset by a downward contribution from second-hand cars however.

CPIH is the Consumer Prices Index including owner occupiers' housing costs. Despite the CPIH including extra housing components not accounted for in CPI; the largest contributions to the annual rise in inflation for both CPIH and CPI were the same groups – housing and household services, and transport. Together these account for around half of the annual CPI rate.

The Bank of England has again raised interest rates from 1.25% to 1.75% as it claims the UK is heading for a protracted recession, with inflation causing the worst squeeze on living standards for over 60 years. The 0.5% rise is the single largest interest rate hike seen since 1995.

Continuing a strong and exciting partnership





Creating a future you can rely on

Simplicity and transparency

A holistic, full service, all in one solution with always-on support

Making life easier

Let us do the complicated work behind the scenes and help direct your business to the best solutions

Mutual growth

Aligned to your vision, goals and objectives, if we can help you grow, we grow





Bidfood Scotland

Head of Digital Trading UK



Scottish Sourcing
update



Snapshot of current strategy: 4S's

Story



People/products

Safety

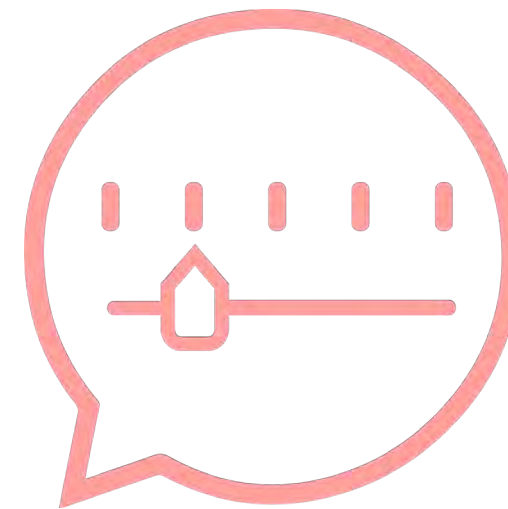


Technical



Simply
SCOTFISH

Scope



Grow category/
customer

Saving



Time/money



Caledonian MacBrayne
Hebridean & Clyde Ferries

Local sourcing is a partnership between
customer & supplier

BRIGSTON HOT DOGS





Caledonian MacBrayne

Hebridean & Clyde Ferries

Local sourcing is a partnership between
customer & supplier

SCOTTISH SOUP CO





Local sourcing is a partnership between
customer & supplier

ISLAND GINS





Local sourcing is a partnership between
customer & supplier

MACKIES ICE CREAM RANGE EXTENTION



No time to attend
exhibitions?





J u d g e s a t
S F D E x c e l l e n c e A w a r d s



Royal Highland Show attendance



Meet the Buyer

22nd November 2023

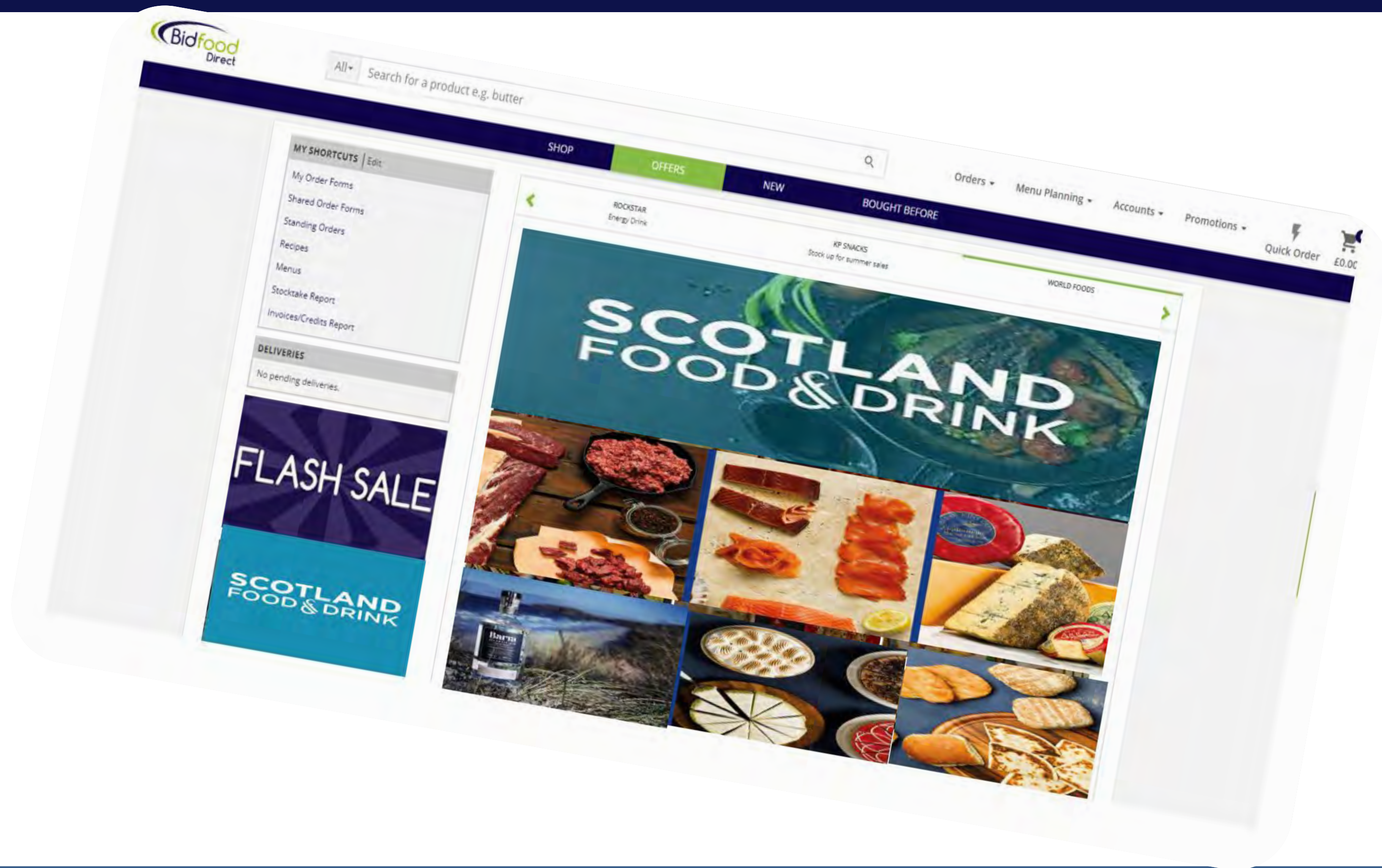
North & Central
Scottish expo

March 2024



Simply
SCOTTISH

New Bidfood Direct Scottish shop



Digital Scotland... Just for your info

New Scottish email



Local digital ads



We are continually developing our online ordering platform Bidfood Direct to bring you the best online customer experience. Here are just a couple of developments that have gone live recently:

ORDER DELIVERY TRACKING

Track your delivery from the comfort of your device in 3 easy steps:

- 1 Simply opt in to 'keep me updated as my order is processed' at the checkout.
- 2 Click the tracking link in the email sent on delivery day.
- 3 The link will show your order number and a map tracking your driver on their way!








Subscribe to back in stock notifications to receive an email once stock is available from your local depot.

Simply click the bell icon on any item which is currently out of stock.

BACK IN STOCK NOTIFICATIONS



BBQ Pulled Jackfruit Zafron Foods | CHILLED | 51377  



Size: 1 x 1-1kg
UOM: CASE

Stock: 0
ETA: 8 Feb 2022
Past Qty: 0

£5.55

  [Add !\[\]\(d02db1cdfe927f6e359d852fca860623_img.jpg\)](#)

Once stock becomes available again we'll send you an email to let you know. Just click on **View** to be taken direct to the product within Bidfood Direct.



These products are now back in stock with BIDFOOD SLOUGH.



[Premium Selection Salted Caramel & Gingerbread Puddle Cake](#)
Premium Selection | FROZEN PRODUCT | 61338 [View](#)



Have you forgotten something after your placed your order?

ADD TO MY DELIVERY

Add to your existing delivery without meeting the minimum order value

- 1) Simply add what products you need to basket and checkout as normal
- 2) From the delivery dropdown select the delivery truck icon which holds your existing delivery scheduled

Order Delivery Details

BIDFOOD MANCHESTER - 25101272

Your order ref (required)

Delivery address (required)

Delivery date (required)

If your order contains age-restricted products then you must provide a valid date of birth.

A minimum order value of £150.00 is applicable. If you have a scheduled delivery date, no minimum order value is required.

Order Reference : JOSH

DELIVERY DATE :

DESCRIPTION	SIZE/UNIT
Alpro Almond Barista For Professionals (Alpro) [43077]	12-1ltr/ CASE
LINE ITEM COUNT: 1	TOTAL:



Keyword search is going to be getting better

KEYWORD SEARCH

The screenshot shows the Bidfood Direct website interface. The browser address bar displays the URL: `bidfooddirect.co.uk/#/products/search/?searchTerm=sweet%20corn&category=All&page=1&useUrlParams=true`. The search bar contains the text "sweet corn". The navigation menu includes "SHOP", "OFFERS", "NEW", and "BOUGHT BEFORE". The search results area shows "No filters available for current search results" and "No results found". A promotional banner for "THE MEAT FREE SPACE" is visible, with the text "Celebrate VEGANUARY with our delicious vegan and plant-based range. Discover more here". The footer contains links for "About", "Contact", "Terms & Conditions", and "Privacy Policy".



MY RECIPES & MENU DEVELOPMENT

- Create and manage recipes and menus
- Help control purchases and costs with a full cost report per recipe
- Easy to keep recipes up to date – data automatically updated and ingredients can be swapped very easily
- Downloadable allergen and nutritional information with the click of a button
- Download or print labels – Natasha's Law and Calorie legislation





Keyword search is going to be getting better

FUTURE DEVELOPMENTS

- Customer Portal
- Companion products
- Online only promotions with Locked Specials and promo codes
- Personalised recommendations (sector, location, previous purchases)



Any Questions?



TAYLORS
SNACKS

Unique snacks that unite us



Unique snacks that unite

Our brand



Unique snacks that unite

The branding

From:



Unique snacks that unite

The branding

To:

Straight cut crisps



Ridge cut crisps



Popcorn & lentil waves



Unique snacks that unite

Ones to watch...!



Unique snacks that unite

With change, comes opportunity

- We are passionate about building a brand with heritage.
- We can work our positioning and proposition harder than ever – there isn't another product out there like ours.
- We have significant growth ambitions, to deliver our quality products to the whole of the UK.
- With HFSS legislation and consumers being more health conscious, we're dedicated to expanding our portfolio of healthier snacks.
- Our new brand foundation means we're more relevant, modern & contemporary in 2023 and beyond.



Unique snacks that unite

The brand proposition

"Taylors snacking experiences bring people together by celebrating

We are:

what makes us different."

Playfully curious

Reliably upbeat

Irresistibly imaginative

Uniquely ambitious



Unique snacks that unite

Product USPs

Product	Unique selling points
Crisps – 'A thick cut crunch, like no other...'	We cut our potatoes extra thick , then cook them very gently , because our unique crunch deserves extra attention. We let our crisps do the talking by serving up a true potato taste .
Popcorn – 'Hand popped to perfection'	We treat our specially selected corn kernels the old-fashioned way – cooking them by hand in giant kettles . The extra care we take means that every single pop is music to our ears – and your customer's taste buds.
Lentil waves 'Air popped for a lighter bite'	We know lentils have bags of potential. And thanks to the power of our air popper , and some extra TLC, your customers will love our wonderful waves. Their shape isn't just for flair – it comes in handy when we gently toss them to lock in that flavour.





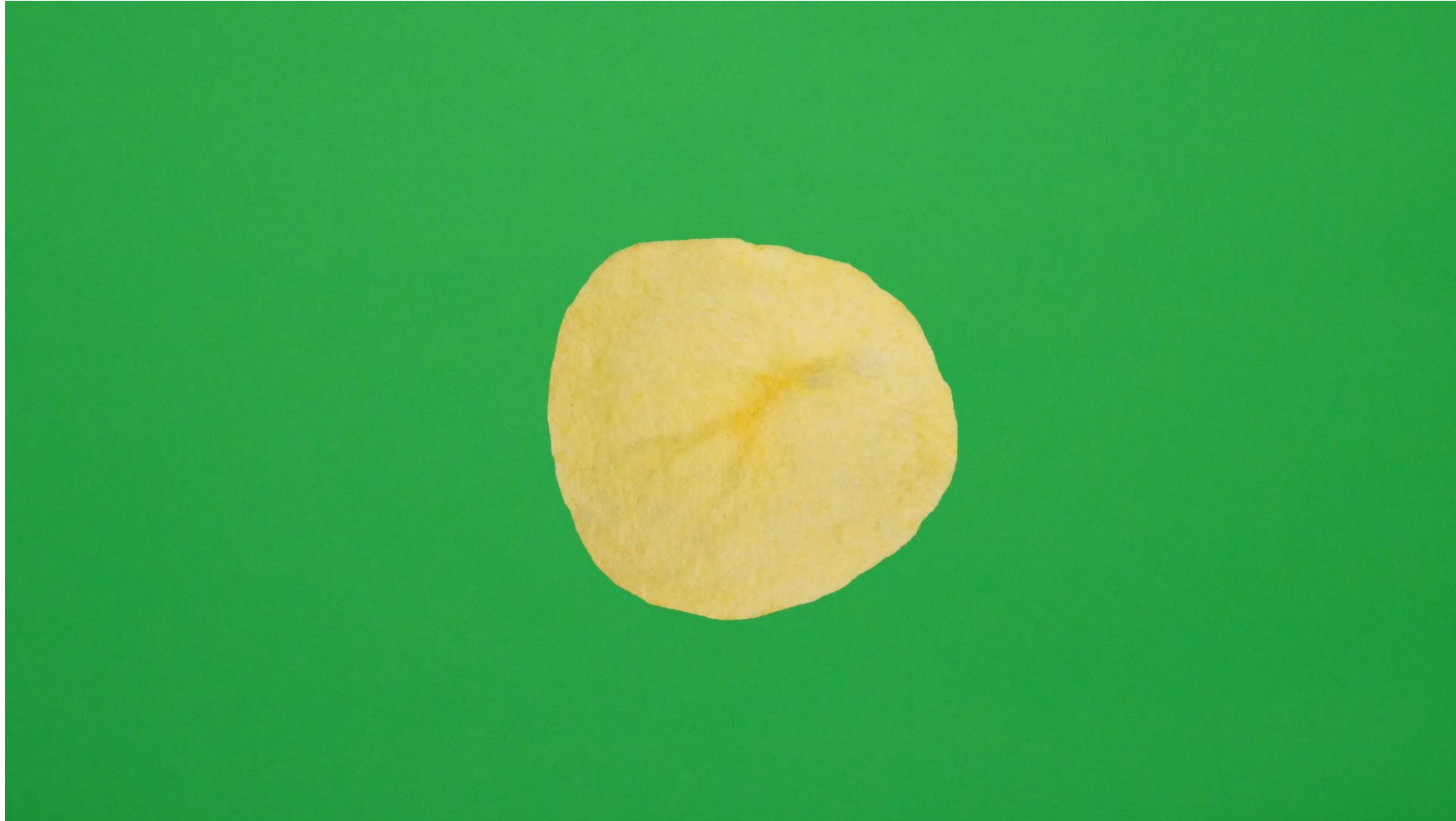
Unique snacks that unite

(Re)-launch campaign



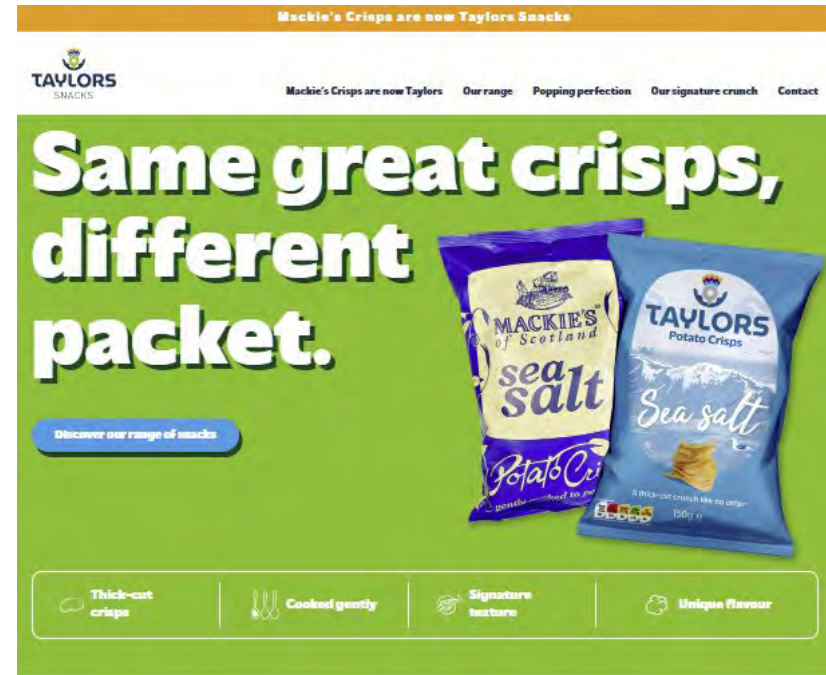
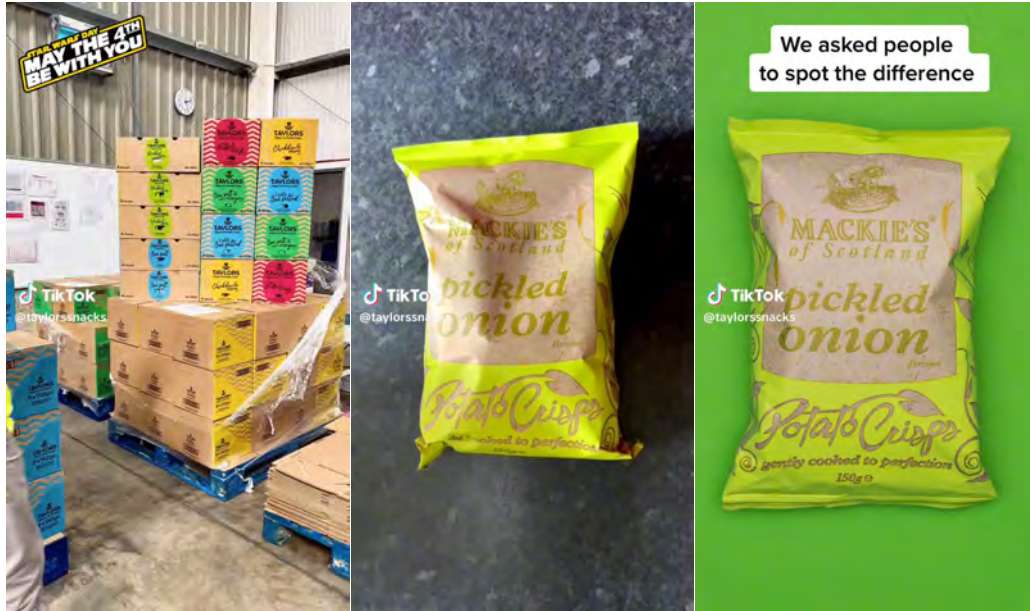
Unique snacks that unite

(Re)-launch campaign



Unique snacks that unite

(Re)-launch campaign



The Mackie's Crisps you love are now called Taylor's.

"The Taylor family has farmed in Errol, Perthshire for around 100 years – spanning four generations. We started making crisps in 2009, in partnership with the amazing Mackie family.

Our snacks range has grown since the noughties, with popcorn added in 2015, and lentil waves in 2019. In 2022, we worked closely with the Mackies to take on full responsibility for the snacks business under the Taylor family name. Mackie's of Scotland continue producing their award-winning ice cream and chocolate.

As 2023 progresses, you'll see the Taylors Snacks branding roll out across our entire range. So keep your eyes peeled for Taylors in the snack aisle. It's the same great crisps, popcorn and lentil waves you know and love – just with a new name, and new packet."



(Re)-launch campaign

Unique snacks that unite



POS



Unique snacks that unite

- Counter-top unit, and free-standing display unit
- Featuring at this year's Royal Highland Show
- Perfect for locations where snack upsell is an opportunity (shops, bars and on campus!)