

Regional Meeting Update – North East

Regional Chair – Peter Anstess

Tuesday 3rd October 2023 at 10:00 am via Teams

1. Welcome and Introductions/Apologies
2. Presentation by Katie Young of Green Eco Technologies
3. TUCO Framework Updates **Kim**
4. Academy Update and Forthcoming Events **Sarah**
5. Sustainability and Menus of Change **Sarah**
6. Chefs' Forum Update **Graeme**
7. Presentation from Bushra at Vegetarian Express
8. TUCO Board / General Update **Peter**
9. Member Updates **All**
 - A 'Round the Table' (or Screen) Discussion
10. Any Other Business
 - Presentations at Future Meetings
11. Date of Next Meeting

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).

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

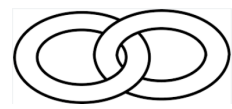
20-22	22% ^[1]	83%/ 56% ^[2]	36% ^[3]	424%(UK Power) ^[4]	248% ^[5]	115%(gasoil) ^[6]	15.7% ^[7]
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China instability leading to future volatility



-20%



*Statistica Food & Drink Inflation UK Jan 2023

What's next...?

