

TUCO Midlands Regional Meeting

Tuesday 7th November 2023 at 10:00 am via Teams

MINUTES

Attendees:	Stuart Ruty [Chair]	Wolverhampton
	Rob Bean	Leicester
	Ahron Asghar	Newman University
	Dan Brazill	Loughborough
	Louise Chatfield	Staffordshire
	Hayley Hall	Loughborough
	Kevin Herbert	Wolverhampton
	Judith Hoyle	TUCO Secretary
	Sarah McLoughlin	TUCO Academy
	Anthony Midgley	Leicester
	Hannah Myton-Wright	TUCO Category Manager
	David Nuttall	Harper Adams
	Nicola Penn	Nottingham
	Amanda Pettingill	Nottingham
	Richard Plummer	Leicester College
Mark Richards	Diverse Academies Trust	
Louise Sherratt	Birmingham	
Matthew Thorpe	Harper Adams	
Apologies:	Gavin Brown	Leicester
	Hayley Hall	Loughborough
	Shreena Hossain	David Ross Education Trust
	Gagan Kapoor	Loughborough
	Tracey Pace	SIPS
	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 Lisa Johnson and Tanya Downes of Brakes (Sysco)

A copy of this presentation is attached with the Minutes.

4. TUCO Academy (Sarah)

Sarah and Camilla have been very busy with compliance courses. An example of the value of compliance courses that the Academy runs includes the Level 4 Food Safety qualification which is only £99! This can cost upwards of £450 elsewhere.

As well as compliance courses, we are still doing soft skills such as Finance for Non-Finance Managers. We also have Report Writing and Presentation Skills this month. Just as a reminder that anybody from the university can attend courses not just the catering staff, the university is a member so anyone employed can use the CPD opportunities. We are looking at delivering webinars for juniormanagers and team leaders as we have had feedback that, with the middle level of managers which has been removed in the last few years, there is some developmental need for skills and confidence at the lower level. Topics for this includes an Introduction to Leadership, Communication, Delegation & Feedback and Conflict Resolution etc.

This will be CPD accredited and will help managers improve their skills with their direct reports. On 14th November there will be a course for Visual Merchandising and Customer Skills to be held in Manchester with a Christmas twist. There will be a further one held in London on 17th April.

Study Tours include:

Food to Go in Leicester and Frankfurt – April.

Colombian Coffee Study Tour – 11th May.

South Korea including Student Conference – 18th to 26th May

London Street Food and Food Court Tour

Italian Wine, Beer and Olive Oil Tour – September

Forest Green Rovers – all players have plant-based food and the stadium is totally green

NACUFS Conference in July in Kentucky

We recently held a meeting with the Academy Steering Group on the 28th of September which will help form the basis of a business plan.

Sarah is looking for venues for the Winter Conference in 2024. This year the theme is the Cost of Living Crisis. Harper Adams will be delivering a session on Food Waste and we will finish off with 'The Flygerians' who will present to us on their Nigerian Street Food as well as making some canapes for the pre-Conference dinner. There will be a study tour following the Conference.

5. Sustainability

Matt Tebbit (Reading) and Annabel Hurst (Cardiff) are helping Jimmy from NetPositive with the reporting platform which will be completely free to members who are adopting the 24 principles and have pledged. We are hoping to share the online learning system with the CIA. Several members are currently on the Worlds of Flavor Study Tour and will be visiting Berkeley University later today.

6. TUCO Online

Stuart asked if there was any update on the TUCO Online Ordering Portal which Nottingham had been trialling.

7. Forum Activity

There has been a lot of activity on there over the last few days.

8. Framework Update

Procurement reports available on our website include the UKUPC Impact Report, which goes across all the UK regional purchasing consortia, supplier market reports and TUCO Intelligence Q3. Value for Money Reports for members are out now.

Regarding tender activity:

Hot Beverage SQ returns are currently being evaluated and the new agreement is due to start on 1st March 2024. Any contracts due to terminate between 6th January and 1st March should be extended.

Convenience Retail is at the research & strategy stage. Tender to be released January 2024. Kim Ashley has asked members for any suggestions for inclusions on this.

The DipChem retender is due to get underway late November.

The Food Waste DPS has been extended until 31st October 2024.

The Greenhouse Gas Calculator is a new DPS. The SQ is now open for supplier submissions and will close in January.

Alcohol – returns are due back from suppliers on 8th December. The current agreement will have a short extension applied whilst the retender is being done – until 14.03.24 (original end date 15.01.2024).

Catering Light and Heavy went live on 10th July.

New suppliers have been added to the EPOS & CICS DPS agreements (please see framework report and website for details)

Contract review meetings have been held since the last meeting (Catering innovation and concept solutions, Convenience Retail, Fresh Fruit & Vegetables, Vending, Soft Drinks & Sandwiches). Fresh Fish will take place later this month. The minutes for all meetings are available on the framework landing page.

Tender Working Parties –there are various vacancies. Kim is looking for someone to represent the Midlands on Convenience Retail.

Brand Owners

Twinnings and Pukka Tea have some good new teas and tea recipes with food pairing.

McCains have funds available for members wishing to run promotions around their new cheese products.

Unilever – Ben & Jerry's are looking to provide support to members on their Ben & Jerry's Scoop Shop.

CCEP – we have circulated the presentation made at a regional meeting by Adam Bostock.

Kim Ashley is writing an article for the magazine about the cocoa supply chain so would any members have any questions for suppliers such as Cadbury, Tony's Chocolonely etc.

We currently have a survey out to collect information on the number of food outlets within institutions post-COVID.

We are looking for a digital menus solution to link up with TUCO Online with a view of a provider being in place by December.

The TUCO New Product Development page is back after the summer break where you can sample new products. It is updated monthly.

9. TUCO Board Update

Amanda reported that the last Board Meeting was held in September.

Most members seem to be still struggling with staff recruitment, mainly with middle managers and chefs, who do not feel recognized. TUCO are putting together a promotional video to encourage people into the hospitality industry. These videos will be white-labelled for our members to personalize. At Nottingham, Amanda plans to extend this to the Estates and Facilities Department.

Regarding summer conference, we are struggling for venues who are able to accommodate us. Requirements include 450 en-suite rooms, 2000 m² of exhibition space or room to erect a marquee, conference room for 250 guests. Amanda asked if anybody could accommodate this Summer Conference next year will be held at Exeter.

Member Engagement

Litmus Partnership will be contacting members with a survey and Amanda urged members to complete this.

Chefs' Forum

Graeme Collie, from King's College London, who is leading on this, has now put the strategy together.

TUCO Foundation

This will be the application for charity status and we will have to have a separate set of Board Members for the Foundation Board. This will mean increased tax benefits for charitable status.

Board and Finance

Kate Glynn from Aston has now stepped down from the Board and Alan Riddell from St Andrews will be retiring at the end of the year. Graham Paterson (Strathclyde) and Peter Anstess (Sheffield) joined the Board earlier this year. There will also be a new Board member in January.

Winter Conference will be held in Kent on 6th December.

Competitions – we do not have a venue yet for easter 2024.

Financially we are in a good position as we budgeted to make £270K and the actual total was £322K.

Amanda asked how TUCO members are doing on the business front. Wolverhampton have gone from £20 million in the red to breaking even but they are down on numbers of international students, however their Conferencing is doing really well. Staffordshire are down on student figures and all departments have been asked to make 10% cuts. Louise is currently looking at what she can do in Catering. Nottingham had not re-opened some outlets after the summer. At Loughborough student numbers in catered halls have been really strong. They are not yet back up to where they were in 2018/2019. They currently have a lot of construction and demolition going on. They have taken the decision to increase pricing on their delivered catering.

10. Member Updates

Birmingham

Successful IBSA Games (World Blind Games) over 16 days in August. Great event for UOB to host.

Busy start to new term which is great to see.

Opened new Japanese outlet – Kimiko run by a 3rd party provider.

Revamped a unit into a desert shop initial feedback is its working well and has increased takings in this site.

Removed beef from student facing menus in relation to student feedback on plant-based menus.

Two successful open days – October and November.

Harper Adams

Catered halls are down but Retail and Commercial are up 35%. Conference business and delivered catering has never been busier. The VS has launched a new strategy and a new academic direction. There is a big push to get the name of Harper Adams out there and they are working on new Christmas wreaths. Problems with Coke mean that they are buying more from Pepsi. Their café business is up 35% mainly from smoothies, frappes etc.

Warwick

They are back to being very busy. Food development is going on around the world of non-processed food. They have two new mobile outlets – Red Rocket Airstream and an H-Van re-purposed with the name of SPUD. There has been sustainability work going on on the Conference site with a company called Greengage. They currently have a number of bee-keepers on campus. Christmas is looking very busy but Easter is mixed at the moment. Sales of pizzas seem to be very busy at the moment.

Newman University

They have been flat on numbers but have launched their school of nursing this September which has been over-subscribed. Accommodation is fully back and Retail and Catering are up 30%. Conferencing is double over last August. The biggest sellers are hash browns, sausage rolls, regular chips and lattes. They are also doing streetfood bowls which are proving popular, one meat and one vegan.

Leicester

A record number of students joined in September. They are getting to grips with their social value portal and have moved away from NetPositive. Hannah is working with Anthony on a couple of tenders.

Staffordshire

They won a Sustainability Award in September. They have introduced 'Too Good To Go'. The cuts within some hospitality departments will be quite challenging on Louise. They have introduced Spoonfed which is going down really well. They are also introducing Magic Stamp for loyalty cards and vouchers. They have hosted their new Food Festival for their students with 40 suppliers.

Loughborough

Sustainability is a big focus. Dan has been looking at more back of house but now moving to more front of house. Tchibo have refurbished one of their coffee counters. They have pledged to Menus of Change and their new chef is looking at where they are at with that.

Wolverhampton

They have just started 'Too Good To Go'. They are bringing Chicago Town concepts into the Grab and Go outlets. They are looking at ProcureWizard along with the delivery system as they do not link up. Stuart mentioned the problems with middle management. Lower levels are starting at £12 per our so there is very little pay gap between the levels.

11. Any Other Business

TUCO Online Ordering Portal:

Hannah announced that there will be some communication coming out in the next couple of weeks.

12. Date of Next Meeting

Tuesday 5th March 2024 at Nottingham Trent University.

Future meeting and regional engagement :

The Members were asked how we, as the Midlands Region could assist in raising the attendance at meetings and if a residential meeting in the spring would be welcomed to enable an in-person attendance with a possible visit to a University Farm.

The initial response was very positive as this meeting had members who had to dip in and out due to work commitments and the regional networking was missed.



Lisa Johnson
&
Tanya Downes



Agenda



- Introductions
- Business Overview
- Brakes Teams
- Sustainability Update
- Plant-Forward Overview



Broadline



Specialist Fresh



Regional Broadline



Specialist Convenience



Our Teams

We focus on adding value wherever possible, to benefit you and strengthen our partnership



Area Sales Managers & Account Managers

- Everyday running of your account for optimal efficiency and cost-effectiveness
- Contract pricing, stock and delivery queries
- Showcasing new ranges and products
- Quarterly business meetings

Sector Marketing & Chefs: Lisa Johnson & Danny Silcock (Midlands) & Colin Salmon (Higher Ed Chef Lead)

- Chef new-starter: Ollie Smith
- Sector food trends and marketplace insight
- Food development days
- Team training e.g. Food Allergies
- Supplier opportunities e.g. Welcome Week

Cross Functional Support

- Procurement
- Supply Chain
- Logistics
- Customer Care
- Merchandising
- Food technology & Nutrition



Moving forward we will have a combined Sysco GB approach for sustainability that covers all Brakes and Sysco Specialty Group brands. Below are the headlines for our UK strategy which will include measurable goals and align with the key sustainability issues across food businesses to ensure collaboration and shared progress.

CONNECTING THE WORLD TO SHARE FOOD AND CARE FOR ONE ANOTHER



- ❖ Investing in our people
- ❖ Supporting communities
- ❖ Diversity, equity & inclusion



- ❖ Healthy & sustainable offer
- ❖ Sustainable packaging
- ❖ Provenance & responsible sourcing






- ❖ Sustainable infrastructure
- ❖ Low carbon fleet
- ❖ Waste reduction

Sustainability

Sustainability at Brakes

At Brakes, we believe in acting today to protect tomorrow.

		
<p>People</p> <ul style="list-style-type: none"> Supporting communities Diversity, equity & inclusion Workplace wellbeing & safety <p style="text-align: center;">Find out more</p>	<p>Product</p> <ul style="list-style-type: none"> Healthy and sustainable offer Sustainable packaging Provenance and responsible sourcing <p style="text-align: center;">Find out more</p>	<p>Planet</p> <ul style="list-style-type: none"> Sustainable infrastructure Low carbon fleet Waste reduction <p style="text-align: center;">Find out more</p>



Brakes Switches on Latest Renewable Energy Initiative

1 June 2023

1 million kWh of renewable energy generated at Aylesford depot

[Find out more](#)




Sysco GB Launches Partnership with The Natasha Allergy Research Foundation

22 June 2023

Helping to support the organisation's goal of preventing and eradicating food allergies

[Find out more](#)



Parents Face Summer Holiday Hunger Anxiety

More than 1 in 5 parents expect to miss a meal over the summer holidays so that they can put food on the table for their children

[Find out more](#)



Sysco launches 'Climate Stripes' electric vehicle in Great Britain

13 February 2023

Company issues call for industry to work together to tackle climate change

[Find out more](#)

[Sustainability at Brakes | Brakes Foodservice](#)

Pete Statham: Head of Sustainability & Govt Relations

Our Targets: Planet

SUSTAINABLE BUILDINGS & INFRASTRUCTURE

- 100% renewable electricity (on-site and purchased) by 2030
- Including 25% of consumption from on-site generation
- 27.5% reduction in scope 1 & 2 carbon emissions by 2030 (from FY19)
- ISO 14001 certification at all stock sites by 2027

LOW-CARBON FLEET

- Remove 10 million km from the road by 2030, through backhauling in supply chain and primary logistics
- No new purchased diesel vehicles from 2030, Zero tailpipe emissions by 2040

ELIMINATING WASTE

- Achieve and maintain zero to landfill
- 50% reduction in food waste by FY30, 25% by FY26

Progress Updates: Planet

- Investment to decarbonise our operations in line with science-based targets for scope 1,2 and 3.
- Our scope 1+2 target is to cut emissions by 27.5% from 2019-2030.** we've already cut emissions by over 30%. However, as our business grows it will become more challenging to continue to cut emissions. We can only achieve this through improving efficiency and investing in innovative solutions to decarbonise.
- Investments in our sites include upgraded refrigeration, dock door insulation, LED lighting and energy management systems.
- The roofs of our depots offer the potential to capture the energy of the sun. We're installing solar panels on our sites where possible, with two 1MW installations completed in Harlow and Aylesford, and a further three planned for the coming year. **By 2030, we'll use 100% renewable electricity.**
- We run around 2,000 temperature-controlled vehicles. Last year we launched an industry-leading fleet decarbonisation programme with the aim to understand the future of fleet and prepare to achieve our **goal to stop buying diesel vehicles by 2030.**
- Operating two fully-electric multi-temperature 19-tonne HGVs and two vans. All are out delivering to customers while we gather data and understanding of how they work and the changes needed to entirely decarbonise our fleet.



Plant-Forward

Menus of Change

- The principle of a healthy, sustainable menu
- Food culture consisting of 24 principles which promote quality, unprocessed food
- Movement to 'Menus of Change' by some UK Universities

Plant-Forward from Brakes

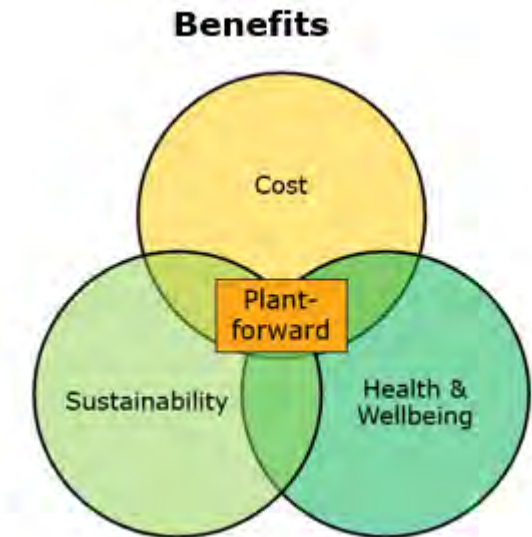
- Reducing meat, poultry and dairy content
- Not Vegan or Vegetarian
- Increase bean, pulses and produce



[Menus of Change](#)



[Plant-Forward | Brakes Foodservice](#)



Plant-Forward Resources

Online resources

- Menu planners
- Nutritional guidance

PLANT-FORWARD RECIPES FOR HIGHER EDUCATION

- Recipes created by Brakes Development Chef
- Cost effective, easy to make and nutritionally balanced
- Includes Breakfast, Brunch, Food-to-Go and Main Meals
- Sustainable, nutritionally balanced and visually appealing dishes

[Download now](#)

PlantForward

Brakes Nutritionist Ruth O'Sullivan (RHNut) explains how you can ensure a Plant-Forward recipe can remain high in protein and nutritionally balanced.

Protein is important for children especially, for bone health and development but meat, fish, eggs and dairy are not the only place to find protein. Lentils, beans, chickpeas, tofu, soy alternatives to meat or yogurt are all good sources of protein. Plant-based proteins are also beneficial to health in other ways too as they often contain a wide variety of different fibre types and are usually low in saturated fat.*

THERE ARE **TWO** TYPES OF PROTEIN

- COMPLETE** - such as soybeans, soya, soy based meat alternatives and Quorn, contain all nine essential amino acids, making these good sources of protein for use alongside meat or in place of meat.**
- INCOMPLETE** - such as all other veg, lentils, are incomplete sources of protein and, lack some essential amino acids, however when paired with other ingredients such as brown rice or brown bread (the most often all essential amino acids)**

*Source: NHS (2022) Eating a balanced diet

MIX AND MATCH

Mixing incomplete proteins with other ingredients makes a winning combination of nutritionally balanced meals.

BEANS, PULSES, LEGUMES + WHOLE GRAINS, BREAD, BROWN RICE OR MEAT PROTEIN

THE BENEFITS

Mixing incomplete proteins with other ingredients makes a winning combination of nutritionally balanced meals that are:

- COST EFFECTIVE** - Beans & pulses are often cheaper than expensive meat.
- HEALTHIER** - Good levels of fibre and complete amino acids.
- CLIMATE FRIENDLY** - Meat accounts for nearly 60% of all greenhouse gases. Using less meat and substituting with alternative proteins reduces the effects of dishes on the environment.

DID YOU KNOW?

When swapping half of the beef in a Bolognese, for example, with half brown lentils the Bolognese will be higher in fibre and lower in saturated fat compared with a standard Bolognese.**

DID YOU KNOW?

Most of us don't eat enough fibre. 5-11 year olds should have around 20g; 11-16 year olds around 25g; and adults 30g fibre per day.**

*Source: NHS (2022) How to get more fibre into your diet

FIND OUT MORE

About Plant-Forward and how it can help you make more cost effective, healthier and more environmentally friendly dishes.

HERE ARE SOME GREAT PRODUCTS TO HELP REDUCE THE AMOUNT OF MEAT YOU SERVE

- Green or brown lentils go well in a Bolognese alongside beef or turkey mince. **A6039 Brakes Whole Green Lentils**
- Butterbeans are perfect for blending into soups or sauces to give a creamy texture. **A564 Brakes Butterbeans**
- Red kidney beans are already synonymous with chilli con carne so try using them in burritos or quesadillas alongside beef mince. **A13381 Brakes Red Kidney Beans in Water**
- Black beans can be made into a paste and combined with tomato pizza sauce for a pizza sauce with added plant protein. **A100171 Brakes Black Eyed Beans in Water**
- Chickpeas can be oven baked and used as an addition to salads or as a topping for soups. **A5952 Brakes Chickpeas**
- Haricot beans, the beans we recognise from Baked Beans, can be used in a sausage hot pot to make Cowboy Hotpot. **A563 Brakes Haricot Beans**



Thank-you
Questions?

