

TUCO Scottish Regional Meeting

Thursday 9th November commencing at 10:00 am

Room 237C, Advanced Research Centre, University of Glasgow, 11 Chapel Lane

Glasgow G11 6EW

A G E N D A

1. Meeting Arrival and Welcome	10:00 am
2. Presentation by Simon McLeod of Kelloggs	10:30 am
3. TUCO Procurement Update	NM
4. APUC Framework Update	AA/LM
5. TUCO Board Update	GP
6. Academy & Sustainability Update	SM
7. Member Update	All
8. Lunch	13:45
9. Meeting re-commence	14:30
10. AOB	All
11. Date, Locations and Format of Next Meeting	
12. Site Tour	16:00
Meeting Finishes	17:30

After the meeting there will be a networking dinner at the Spanish Butcher for anyone wishing to attend as guest of TUCO

17:30 – 19:30 Travel to hotel for those staying over
Drinks at the Alchemist

19:30 Dinner at the Spanish Butcher for those booked on for the Dinner

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 & 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
Liit CAN 330ML SGL by 24	£0.62	£1.50
Liit 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

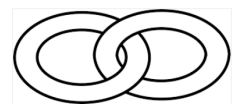
20-22	22% ^[1]	83%/ 56% ^[2]	36% ^[3]	424%(UK Power) ^[4]	248% ^[5]	115%(gasoil) ^[6]	15.7% ^[7]
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China instability leading to future volatility

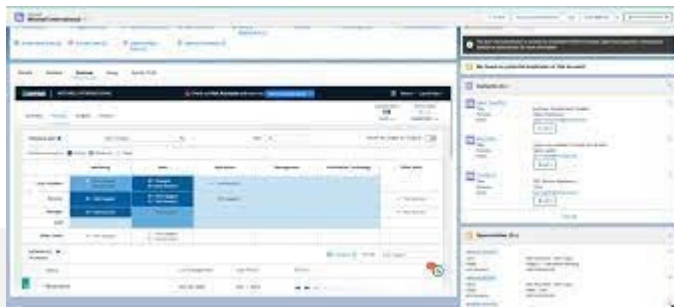


-20%



*Statistica Food & Drink Inflation UK Jan 2023

What's next...?



TUCO Framework Report

Submitted by Jane Eve, Head of Contracts

Jane.eve@tuco.ac.uk

Version: September 2023

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Contact details – TUCO Contracting Team

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Natalie Phillips	Junior Category Manager	07399 487448	Natalie.phillips@tuco.ac.uk
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Sarah Jones	Contracts Officer	07415 795771	sarah.jones@tuco.ac.uk

About TUCO's framework agreements

We currently use 3 types of procedure under Public Contracts Regulations 2015

- Restricted** The 2 stage, restricted procedure permits TUCO to "pre-qualify" suppliers based on their financial standing and technical or professional capability so as to narrow the number permitted to submit bids at the ITT stage (i.e. stage 2).
- Open** In an open procedure, anyone may submit a full tender as there is no "pre-qualification" of bidders.
- DPS** There are two stages to this procedure; similar to the more commonly used restricted procedure, stage one is the pre-qualification stage and stage two is the award stage. **TUCO have already carried out stage one in order to create a pre-qualified list of suppliers however approved users (i.e. Buyers / TUCO Members) MUST complete Stage 2.** Approved users (buyers, TUCO members) award individual local contracts through the DPS. The buyer (TUCO member) invites all potential suppliers on the DPS (authorised supplier list) or within a particular lot to participate in a further competition bid for a specific contract. Suppliers must have a minimum of 10 days to submit their tender. Suppliers are not obliged to bid. All stage 2 document templates have already been created and are available for members to download and tailor to their individual requirements before issuing to the DPS suppliers. A contract award notice must be placed within 30 days of award by the TUCO member.

FCS

TUCO's Further Competition Service

We recognise that some of our members do not have the resources or product knowledge to maximise the benefits of our agreements or to constantly benchmark pricing and service. That's where the TUCO FCS service can help.

TUCO run FCS across the TUCO agreements

Offered for free for members, analysing your procurement methods remotely and helping you get the best deal using the TUCO frameworks. Think of it like an audit of your procurement.

Offering more value for members

After speaking to some of our members about their buying practices, we know that we can provide one-on-one support to really drive down prices further.

The benefits

The contracting team will help you to drive greater efficiencies and savings that are specific to your institution. The day to day procurement will remain with you but TUCO will offer the added value part: we'll carry out a review of their procurement, your buying habits, and with the permission of that member we will conduct a further competition across our agreements and refine the terms and conditions under which they're buying. Single-source or dual-source products and really leverage your position and maximise. A benefit of this is the consolidation of products into the core list so that you are benefitting fully from TUCO's net prices, which are proven to be industry leading.

Alcohol

Supply and distribution of Draught Beers & Cider (Lot 1), PPS Beers & Cider (Lot 2), Spirits & fortified Wines (Lot 3), Core Wines and all wines (Lot 4), One Stop Shop (Lot 5) and Independent Brewers (Lot 6)

Start: 16/01/20 End: 15/01/24

Current status	Extended (4 th year) until 15 th January 2024
OJEU Process	Restricted Procedure. Supplies. Ref: 2020/S 041-098051
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> Mini competition Lotted by category not region; therefore all suppliers in that Lot must be invited to bid See Buyers Guide & Tender Evaluation Report for full details Further competition service available, free of charge, to TUCO members
Framework Savings	Process savings £6k
Category Manager	Hannah Myton-Wright
Pricing	31 st March 2020 and then annually 1 st March (to include budget changes)

Supplier/Lot	1	2	3	4	5	6
Bidfood Unity Wines		○	○	○		
Carlsberg Marstons Brewing Company Ltd	○	○	○	○	○	
House of Townend			○	○		
JW Filshill		○	○			
LWC Drinks	○	○	○	○	○	○
Matthew Clark Wholesale	○	○	○	○	○	
Molson Coors Brewing Co	○	○	○	○	○	
SH Jones			○	○		
SIBA						○
Stewart Wines				○		
Tanners			○	○		

Contract Management

- Heineken no longer delivering direct (via Matthew Clark Wholesale or LWC)
 - Suppliers can review pricing March 2020; then remains fixed for 12 months
 - Carlsberg have changed their name from Carlsberg UK to Carlsberg Marstons Brewing Company Ltd. No change to company number or requirement to novate the contract.
 - CRMs for 2023 took place in February (14th -16th). See minutes for details. Meetings with brand owners also included in the minutes. Sustainability review meetings also took place with suppliers. Minutes available on website
 - Suppliers submitted revised pricing in August to include duty changes.
 - The current agreement will have a short extension applied whilst the retender is being done – until 14.03.24
-

Catering Light & Heavy Equipment

Supply and distribution of: Lot 1 Light Catering Equipment - One Stop Shop; Lot 2 Catering Uniforms including PPE; Lot 3 Cookware; Lot 4 Refrigeration; Lot 5 Ware Washing; Lot 6 Heavy Catering Appliances; Lot 7 Heavy Equipment - One Stop Shop.

Start: 10/07/2023 **End: 09/07/2025 (Further extended to 09/07/2027)**

Current status	Within 1 st year						
Procurement Process	Open Procedure. Supplies. Ref: CAT11064-TU / Ref: 2022/S 000-032345						
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> Mini competition Lotted by category not region, therefore all suppliers in that Lot must be invited to bid See Buyers Guide & Tender Evaluation Report for full details Further competition service available, free of charge, to TUCO members 						
Framework Savings	Process savings £6k						
Category Manager	Natalie Phillips						
Pricing	Annual Price Review						
Suppliers/Lot	1	2	3	4	5	6	7
ABM Catering			○				
All Purpose	○	○	○				
Alliance Disposables	○		○			○	
Bunzl UK t/a Lockhart	○	○	○	○	○	○	○
CLR Service & Sales					○	○	
Crosbys Catering Supplies	○	○	○	○	○	○	○
Denby Catering Eqmt	○		○	○	○	○	○
Falcon Foodservice Eqmt			○				
Fox Catering Equipment							○
H.G Stephenson Ltd	○	○					
IDL Engineering Services				○	○	○	○
Instock Disposables Ltd	○	○	○	○	○	○	○
Kitchequip.co.uk	○		○	○	○	○	
Nelson Dish & Glasswashing					○		
Nisbets Plc	○	○	○	○	○	○	
NWCE Limited			○	○	○	○	○
Space Catering (UK) Ltd				○	○	○	○
Stephens Catering Eqmt Ltd	○	○	○	○	○	○	○
Swift Maintenance Ltd			○	○	○	○	○
The Acme Facilities Group			○	○	○		
Universal Unity Limited	○	○	○	○		○	○
Contract Management	<ul style="list-style-type: none"> New framework agreement awarded 10th July. Initial framework price reviews permitted 15th August 						

Catering Innovation & Concept Solutions (CICS)

Supply and distribution of European Food (Lot 1), Asian food (Lot 2), North & South American food (Lot 3), ROW food (Lot 4), Sweet treats (Lot 5), Bakery, Bread & Coffee shop (Lot 6), Drinks - non-alcoholic (Lot 7), Drinks - alcoholic (Lot 8), Premium concepts (Lot 9), Rented space / licenced or “master licensee” model (Lot 10), Technology/equipment (Lot 11)

Start: 01/06/21 End: 31/05/26

Current status New agreement. Agreement within 1st of 5-year agreement.

OJEU Process Dynamic Purchasing System

Supplies/Services

TUCO Ref: CAT11053-TU

FTS Ref: 2021/S 000-006988 (published 6th April)

Call off guidelines

- Call off via:
 1. Completion of stage 2 (ITT)
- Lotted by category not region; therefore all suppliers in that Lot must be invited to bid
- See Buyers Guide for full details
- Second stage ITT service available, free of charge, to TUCO members

Framework Savings

Category Manager Hannah Myton-Wright

Pricing N/A Pricing managed by TUCO member based on their Stage 2 award agreement

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11
Bean Coffee Liverpool No 9 Ltd						○	○			○	
BGL Reiber											○
Bombay Halwa	○	○	○	○							
Bray Foods Ltd						○					
Brewfitt							○				○
Calyx Drinks							○				
Change Please							○		○	○	
Chicken Joes	○	○	○	○							
Costa Coffee									○	○	
Datasym UK Ltd											○
Dawn Foods						○					
Delice DeFrance						○					
Deli Lites (Ireland) Ltd						○					
Ecups											○
Funnybones			○								
Fwip					○						
Gamtol Ltd t/a Monika											○
JM Posner					○	○					

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11
King Asia		○									
Kitchen Operating System											○
Navitas Digital Safety Limited											○
Nero Holdings									○	○	
Nestle UK Ltd									○		
Nissi Foods				○		○					
Nutritics											○
Pasta King	○	○	○								
Pizza Plus	○										
Pre-order Pods											○
Rollover			○			○					
Sessions Market	○	○	○			○				○	
SeeWoo UK Limited		○								○	
SV365Technologies											○
Taipec Ltd		○					○				
Tanpopo Japanese Food		○									
Technik2 Energy Solutions											○
The Alcohol Free Drinks Company							○				
Theos Food Company	○										
The triSaaS Group Ltd											○
TUGO	○		○	○							
UCC Coffee Ltd									○		
Vegetarian Express	○	○	○	○		○					
YumChop		○		○							○

Contract Management

- Platinum Foods aka Nissi Foods name change to Nissi Foods
- June 22. The SQ will remain open going forward for any new and resubmissions and will no longer close every August, November, February and May as first advertised.
- Freshfayre closed their sites in July 2022.
- CRM's took place with 13 suppliers in June 2023. See the website for the minutes.

Convenience Retail

Supply and distribution of convenience retail products and services. Lot 1 Confectionery, Snacks and Soft Drinks, Lot 2 Cakes (Ambient, Chilled, Fresh & Frozen), Lot 3 Convenience Retail Grocery (Ambient, Chilled Fresh & Frozen), Lot 4 Convenience Retail Alcohol, Lot 5 Convenience Retail Non-Food, Lot 6 Cigarettes, Tobacco, E-Cigarettes and associated products, Lot 7 One Stop Shop (incl. all above)

Start: 01/07/2020 End: 30/06/2022 + 2 x 1 year extensions.

Current status **Final 4th of 4 years.** In research and strategy stage for new agreement to commence 01/07/2024. Tender to be released January 2024.

OJEU Process Open Procedure
OJEU Ref: 2019/S 244-599508, TUCO Ref: CAT11046-TU, Award Ref: 2020/S 128-314867

Call off guidelines

- Call off via:
Direct award without re-opening competition, *or*
Mixture of direct award and mini competition (New), *or*
Mini competition
- Lotted by category not region; therefore, all suppliers in that Lot must be invited to bid
- See Buyers Guide for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings Average Savings across suppliers 15.14%

Category Manager Kim Ashley

Pricing All tendered pricing submissions to be valid until 1st July 2020
Following this price reviews will be carried out bi-annually (every 6 months) for all products.

Supplier/Lot	1	2	3	4	5	6	7
AF Blakemore & Son Ltd			○	○	○	○	○
Adamsons Drinks Ltd	○						
BB Foodservice	○		○	○	○	○	○
BFS Group T/A Bidfood	○	○					
Brakes	○	○					
Chapple & Jenkins	○			○			
Dunsters Farm	○						
Fulfil UK		○					
Handmade Speciality Products		○					
J.W. Filshill Ltd	○		○	○	○	○	○
LWC Drinks				○			
M1 Confectioners	○						
Premcrest Ltd	○	○	○		○		
Sugro Distribution Ltd	○						
Total number per lot	10	5	4	5	4	3	4

Contract Management

Annual review meetings on going September/October 2023. Minutes to be available to view following final meeting mid-October 2023.

Unilever are keen to provide support to members on their products including Ben&Jerry scoop shop. Please contact Lauren.Crook@unilever.com

Disposables & Kitchen Chemicals

Supply and distribution of Disposable Products (Lot 1A), Reusable Alternatives to Disposables (Lot 1B), Chemicals (Lot 2) and Allergen Labelling Software System (Lot 3), One Stop Shop (Lot 4)

Start: 16/12/19 End: 15/12/23

Current status	In 2 years, fixed period.
OJEU Process	Open Procedure. Supplies. OJEU Ref: 2020/S 008-013400
Call off guidelines	<ul style="list-style-type: none"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition, <i>or</i> 2. Mixture of direct award and mini-competition (New), <i>or</i> 3. Mini competition • Lotted by category not region; therefore, all suppliers in that Lot must be invited to bid • See Buyers Guide & Tender Evaluation Report for full details • Further competition service available, free of charge, to TUCO members
Framework Savings	FY 18/19 – 0.85%
Category Manager	Natalie Phillips
Pricing	Annually

Supplier/Lot	Lot 1a	Lot 1b	Lot 2	Lot 3	Lot 4
All Purpose Cleaning and Catering Supplies Ltd	○	○	○	○	○
Alliance Disposables Ltd	○	○	○	○	○
Arrow County Supplies	○		○		
BCS	○		○		
BFS Group Ltd T/A Bidfood	○	○	○	○	○
Bowak Ltd	○		○	○	
Bunzl Catering Supplies	○	○	○		
Diversey Ltd			○		
GMC CORSEHILL LTD	○		○		
H.G. Stephenson Ltd	○	○	○	○	○
HAMILTON & POLLOCK (2012) LTD	○				
Industrial Cleaning Supplies (Liverpool Limited)	○	○	○	○	○
Instock Disposables Limited	○	○	○	○	○
KeepCup Ltd		○			
Lothian Supply Company Ltd	○	○	○	○	
Magenta (UK) Ltd	○	○	○		○
Nivek Catering Supplies Limited	○	○	○	○	○
Planglow Ltd.				○	
TRI-STAR PACKAGING SUPPLIES LTD	○				
UNICO LTD	○	○	○		
Vertella	○	○	○	○	○
Wray Bros Ltd			○		

Contract Management

- 1st Supplier details on the website.
- Annual contract review November 2020.
- Magenta Ltd changed name to Catering24
- PPE availability and price spikes due to COVID 19
- Industrial Cleaning Supplies (Liverpool Limited) changed name to Wareuk.com
- First two quarters of the year have seen considerable increases in paper products, Foil, parchment. Significant increases on paper-based tableware products to be expected in coming months.
- May-22 Diversey globally implemented an energy surcharge of 7% as a direct result of the inflation driven from the current Ukraine / Russia conflict
- Bidfood, H.G Stephensons, Catering24 and Tri-Star packaging have confirmed they cannot supply Northern Ireland. Website documents will be updated to reflect this.
- Sustainability reviews with suppliers are scheduled for July-22
- Annual Contract Review meetings with suppliers were conducted the week beginning 12-Dec-22 and have since been completed.
- 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

EPOS Systems

Supply and distribution of EPOS SYSTEMS. Lot 1 Hardware and Software and Lot 2 Software Only.

Start: 15/04/21 End: 14/04/23 EXT 14/04/24 & 14/04/25

Current status	New agreement. Agreement within 2nd of 4-year agreement.
OJEU Process	Dynamic Purchasing System Services TUCO Ref: CAT11054-TU OJEU Ref: 2021/S 000-002916
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Completion of stage 2 (ITT) Lotted by category not region; therefore all suppliers in that Lot must be invited to bid See Buyers Guide for full details Second stage ITT service available, free of charge, to TUCO members
Framework Savings	
Category Manager	Li Davies
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement

Suppliers	Lot 1	Lot 2
Access Group	●	●
Bleep PLC	●	
Datasym	●	●
Haven Ltd	●	●
Hardacre IT Limited t/a WRS Systems	●	●
Kapture	●	●
MCR Systems Ltd	●	●
Uniware	●	
Zonal Retail Data Systems Ltd.	●	●
IT's Lolly Ltd	●	●
Fidelity Systems Ltd	●	

Contract Management

- New Supplier – Fidelity Systems Ltd awarded on 18-09-2023
- Supplier details on the website.

Fresh Fruit & Vegetables

Supply and distribution of Fruit and Vegetables to Members situated in London (Lot 1), North West (Lot 2), North East (Lot 3), Yorkshire & The Humber (Lot 4), West Midlands (Lot 5), East Midlands (Lot 6), South East (Lot 7), South West (Lot 8), East (Lot 9), North Wales (Lot 10), South Wales (Lot 11), Scotland (Lot 12) and Northern Ireland (Lot 13)

Start: 03/10/2022 End: 02/10/2024

Current status	Within first 2 years' fixed period. Option to extend by 2 further years (in one year increments) to 2 nd October 2026												
OJEU Process	Restricted Procedure. Supplies. Notice Ref: 2022/S 000-012652. Award Ref: 2022/S 000-029093												
Call off guidelines	<ul style="list-style-type: none"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition (ranked), <i>or</i> 2. Mixture of direct award and mini-competition, <i>or</i> 3. Mini competition • Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid • Lot 1 London, Lot 2 North West (England), Lot 3 North East (England), Lot 4 Yorkshire & Humber, Lot 5 West Midlands (England), Lot 6 East Midlands (England), Lot 7 South East (England), Lot 8 South West (England), Lot 9 East (England), Lot 10 North Wales, Lot 11 South Wales, Lot 12 Scotland, Lot 13 Northern Ireland • See Buyers Guide & Tender Evaluation Report for full details • Further competition service available, free of charge, to TUCO members 												
Framework Savings													
Category Manager	Kim Ashley												
Pricing	Tendered pricing held until 10 th November 2022. Option to review pricing quarterly (November, February, May & August)												
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12	13
Arthur David	○						○	○			○		
Brakes	○	○	○	○	○	○	○	○	○	○	○	○	○
Bwydydd Oren Foods		○								○	○		
Country Fresh		○	○	○	○	○							
Foodari Ltd	○						○						
Fresh Connect	○						○						
Fresh Direct	○	○	○	○	○	○	○	○	○	○	○		
Fresh n Fruity	○						○						
Freshview Foods		○			○	○				○			
George Anderson													○
GW Price			○	○									
Harvest Fine Foods							○	○					
Holland Bazaar	○						○						
J&R								○					
John Palin		○	○	○	○	○	○	○	○				
Kale & Damson	○	○	○	○	○	○	○	○	○	○	○	○	○
McLays													○
Millside Fresh						○					○		

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12	13
North Down Group													○
Oliver Kay (Bidfresh)	○	○	○	○	○	○	○	○	○	○	○	○	○
Ralph Livesey		○		○						○			
Reynolds	○	○	○	○	○	○	○	○	○	○	○	○	○
Set Produce		○											
Sheringhams	○						○	○					
Start Fresh						○							
Total Produce (Dole PLC/Mark Murphy)		○	○	○	○	○		○	○	○	○	○	
Urban Grocer													○

Contract Management

- Quarterly price reviews (February, May, August, November)
- Fresh F&V extremely volatile due to global weather patterns throughout 2022/23.
- First annual review meetings on-going throughout late September/early October 2023. Minutes to be made available following final meeting Mid-October.

Fresh Butchered Meat & Poultry

Supply and distribution of butchered meat and poultry

Start: 01/01/22 End: 31/12/23

Current status Awarded for 2 years with the option to extend by 2 further years.

OJEU Process Restricted Procedure. Supplies.

TUCO Ref: CAT11057-TU OJEU Ref: 2021/S 000-018470 Award Reference:

Call off guidelines

- Call off via:
 1. Direct award without re-opening competition, *or*
 2. Mixture of direct award and mini-competition (New), *or*
 3. Mini competition
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings

Category Manager Natalie Phillips

Pricing Option to review on a quarterly basis.

Suppliers

Bidfood	○
Brakes	○
British Premium Meats	○
Castell Howell Foods	○
CMB Foods	○
Country Valley Foods	○
County Foods Ltd	○
Douglas Willis Ltd	○
Freeman Catering Butchers	○
Harlech Food Service	○
John Sheppard Butchers	○
MC Kelly	○
McLays	○
Medina Quay	○
Midland Foods	○
MJ Birtwistle & Co	○
Mrs J C Altham & Sons	○
Owen Taylor & Sons	○
Solent Butchers	○
Underwood Meat Company	○
William White	○

Contract Management

- Extreme increases across the board against most meats chicken, duck, pork, beef and lamb.
 - MJ Birtwistles have implemented monthly pricing due to the continuous increases they are incurring from their supply chain.
 - Solent also on monthly pricing as a response to supply chain conditions.
 - Harlech pricing reviews will be every two months as a response to supply chain pressures.
 - Sustainability reviews with suppliers are scheduled for July-22
 - First Annual Contract Review meetings commenced the week beginning 06-Feb-23 and have since been completed.
 - Altham's price review effective 1st May.
 - Birtwistles price review effective June 1st
 - Douglas Willis pricing will be effective from June 1st
 - Price changes across 41 lines from Brakes to align with GFC.
 - British Premium meats price review effective from July 1st.
-

Fresh Fish & Seafood

Supply and distribution of fresh fish and seafood to Members situated in London (Lot 1), North West (Lot 2), North East (Lot 3), Yorkshire & The Humber (Lot 4), West Midlands (Lot 5), East Midlands (Lot 6), South East (Lot 7), South West (Lot 8), East (Lot 9), North Wales (Lot 10), South Wales (Lot 11), and Scotland (Lot 12). *NB: Lot 13 not awarded due to lack of interest from suppliers from Northern Ireland.*

Start: 14/08/22 End: 13/08/24

Current status **New Agreement.** Agreement awarded for a minimum of two years with an optional 2-year extension taken in one-year increments until 13.08.26

OJEU Process Open Procedure. Supplies. Ref: 2022/S 000-021944

Call off guidelines

- Call off via:
 1. Direct award without re-opening competition, *or*
 2. Mixture of direct award and mini-competition (New), *or*
 3. Mini competition
- Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings

Category Manager Hannah Myton-Wright

Pricing Option to review monthly

Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11	12
Direct Seafood	○	○	○	○	○	○	○	○	○	○	○	○
Reynolds Catering	○	○	○	○	○	○	○	○	○	○	○	○
The Stickleback Fish Company	○						○	○	○			

Contract Management

- Previous framework expired on 13th May 2022.
- M&J closed sites in July 2022 and did not retender for the new framework.

Grocery, Frozen & Chilled Foods

Supply and distribution of Grocery and Chilled Foods for HE & FE (Lot 1), Frozen and Chilled Foods for HE & FE (Lot 2), Chilled Foods for HE & FE (Lot 3), Vegan and Vegetarian Foods for HE & FE (Lot 4), Grocery, Frozen and Chilled One-Stop for HE & FE (Lot 5), Grocery and Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 6), Frozen and Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 7), Chilled Foods for LA's and other organisations who meet TUCO membership criteria (Lot 8), Vegan and Vegetarian Foods for LA's and other organisations who meet TUCO membership criteria (Lot 9) and Grocery, Frozen and Chilled One-Stop for LA's and other organisations who meet TUCO membership criteria (Lot 10)

Start: 01/05/23 End: 30/04/27

Current status	2 years' fixed period. Option to extend by 2 x 12months; first extension due from 1 st May 2025
OJEU Process	FTS Contract Notice Ref: 2022/S 000-034643
Call off guidelines	<ul style="list-style-type: none"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition, <i>or</i> 2. Mixture of direct award and mini-competition (New), <i>or</i> 3. Mini competition • Lotted by category not region; therefore all suppliers in that Lot must be invited to bid • See Buyers Guide & Tender Evaluation Report for full details • Further competition service available, free of charge, to TUCO members
Framework Savings	(Source: <i>Quenelles</i>)
Category Manager	Jane Eve & Nicola Mellor
Pricing	4 x per annum 1 st February, 1 st May, 1 st August and 1 st November.

Tenderer	Lot 1	Lot 2	Lot 3	Lot 4	Lot 5	Lot 6	Lot 7	Lot 8	Lot 9	Lot 10
BFS Group Ltd T/A Bidfood	Y	Y			Y	Y	Y			Y
Blakemore Foodservice	Y	Y			Y	Y	Y			Y
Brakes	Y	Y			Y	Y	Y			Y
Castell Howell Foods Ltd					Y					Y
Clegg's Chilled Food Service			Y	Y				Y	Y	
Creed Foodservice							Y			
Dunsters farm foodservice	Y	Y			Y	Y	Y			Y
fife creamery ltd			Y							
H.N.NUTTALL LTD	Y									
Harlech Foodservice Ltd	Y	Y			Y	Y	Y			Y
Hopwells Ltd		Y					Y			
J & R FOOD SERVICE LIMITED						Y				Y
KFF Foodservice	Y	Y			Y	Y	Y			Y
Lomond Fine Foods Ltd	Y	Y			Y					
Philip Dennis Foodservice Ltd						Y				

The Little Food Company Ltd	Y	Y			Y	Y	Y			Y
Trevors Foodservice	Y	Y			Y	Y	Y			Y
Vegetarian Express Ltd				Y					Y	

Contract Management

- Next Contract Review Meeting: April 24
 - New pricelists from 1st June 2023, 1st August 2023 and 1st November 2023.
 - New Account Manger for Vegetarian Express, Bushra Al-Salehi 07586 692037 Bushra.Al-Salehi@vegexp.co.uk
 - Twinings and Pukka have some excellent new teas and tea recipes with food pairing advice. Available via most of the distributors Pukka – James.Trevena@lipton.com & Twinings Aisha.khonat@twinings.com
 - McCains have some funds available to members wishing to run promotions around the new cheese products that were sampled at conference. Please contact Juliet.Robinson@mccain.co.uk
 - Unilever are keen to provide support to members on their products including Ben & Jerry. Please contact Lauren.Crook@unilever.com
 - CCEP products can be purchased via the GFC distributors, members should see the slides for details or contact Adam Bostock abostock@ccep.com
 -
-

Hot Beverage Dispensing Equipment & Ingredients

Supply and distribution of hot beverage ingredients, equipment and associated products

Start: 06/01/20 End: 05/01/24

Current status In 2 years' fixed period. Option to extend by 2 x further years; extension issued November 2021 and planned November 2022

OJEU Process Restricted Procedure. Supplies. Ref: 2019-OJS-304819
Hunter Ref: CAT11048-TU

Call off guidelines

- Call off via:
 1. Direct award without re-opening competition, or
 2. Mixture of direct award and mini-competition (New), or
 3. Mini competition
- Lotted by category not region; therefore all suppliers in that Lot must be invited to bid
- See Buyers Guide & Tender Evaluation Report for full details
- Further competition service available, free of charge, to TUCO members

Framework Savings FY 18/19 – 0.04%

Category Manager Nicola Mellor

Pricing Annually

Suppliers	Lot 1	Lot 2
Bewleys Ltd	○	
Bridge Coffee Roasters	○	○
Café Direct Plc	⊖	⊖
Cafeology Ltd	○	○
Coffee Conscience Ltd	○	○
Lofbergs Ltd	○	○
Matthew Algie	○	○
Ringtons	○	○
Tchibo Coffee Int Ltd	○	○
The Nairobi Coffee & Tea Co Ltd	○	
York Coffee Emporium Ltd		○

Contract Management

- Currently being re-tendered
- Please note that the new framework will not start until 1st March 2024 so members having contracts that expire between 6th Jan and then are advised to extend please.

Design & Installation

Services framework providing access to **Customer Experience Design (Lot 1)** and **Kitchen and Counter Design, Manufacture and Installation (Lot 2)**

Start: 01/09/22 End: 31/08/24

Current status	2 years fixed period. Option to extend by 2 x 12months.	
Procurement Process	Restricted Procedure. Services. Ref: 2022/S 000-007191	
Call off guidelines	<ul style="list-style-type: none"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition <i>or</i> 2. Mini competition • See Buyers Guide & Tender Evaluation Report for full details • Further competition service available, free of charge, to TUCO members 	
Framework Savings		
Category Manager	Nicola Mellor	
Pricing		
Suppliers	Lot 1	Lot 2
International Food Service Equipment Ltd	Yes	Yes
SDI Displays Ltd	Yes	
PSV Design Ltd	Yes	
Space Catering (UK) Ltd	Yes	Yes
Airedale Catering Equipment Ltd	Yes	Yes
Restaurant Design Associates Ltd (RDA)	Yes	Yes
442 Design Ltd	Yes	
Promart Manufacturing Ltd		Yes
Denby Catering Equipment Ltd		Yes
ABM Catering for Leisure		Yes
Contract Management	New Framework Live 01/09/22	

Kitchen Equipment Maintenance, Deep Cleaning & Ventilation Ducting Services

A services Framework agreement providing access to Catering and Dishwashing Equipment Maintenance (inc. gas services) (sub lot a), Refrigeration Equipment Maintenance (sub lot b), Kitchen Clean Services (covers kitchen deep clean, Kitchen ventilation, Duct cleaning) (sub lot c) and One Stop Shop (sub lot d)

Start: 01/06/23 End: 31/05/27

Current status	New Agreement
OJEU Process	Restricted Procedure. Services TUCO Ref: CAT11065-TU Contract Notice :2023/S 000-000173 Award Notice: 2023/S 000-013936
Call off guidelines	<ul style="list-style-type: none"> • Call off via: Further Competition or Request for Quotation • Lotted by region and services; therefore, all suppliers in that Lot must be invited to bid • See Buyers Guide for full details • Further competition service available, free of charge, to TUCO members
Framework Savings	Process Savings £6k
Category Manager	Li Davies
Pricing	subject to annual review

Lot 1 – Scotland

Supplier/Lot	Sub lot a	Sub lot b	Sub lot c	Sub lot d
NWCE Foodservice Equipment Ltd	●	●		
TWO Services Ltd			●	

Lot 2 - Northern Ireland

No supplier has been awarded to this lot.

Lot 3 – Wales

Supplier/Lot	Sub lot a	Sub lot b	Sub lot c	Sub lot d
Swift Maintenance Services (1973) Ltd.	●	●	●	●
NWCE Foodservice Equipment Ltd	●	●	●	
Whitco Catering & Bakery Equipment Ltd.	●	●	●	●
TWO Services Ltd			●	

Lot 4 – North West

Supplier/Lot	Sub lot a	Sub lot b	Sub lot c	Sub lot d
Swift Maintenance Services (1973) Ltd.	●	●	●	●
Collingham Services Ltd	●	●	●	

The Acme Facilities Group		○	○		
Northern Equipment Ltd	Catering	○	○	○	○
NWCE Equipment Ltd	Foodservice	○	○		
TWO Services Ltd				○	

Lot 5 – North East

Supplier/Lot		Sub lot a	Sub lot b	Sub lot c	Sub lot d
Swift Maintenance Services (1973) Ltd.		○	○	○	○
Collingham Services Ltd	Catering	○	○	○	
The Acme Facilities Group		○	○		
Northern Equipment Ltd	Catering	○	○	○	○
NWCE Equipment Ltd	Foodservice	○	○		
TWO Services Ltd				○	
Whitco Catering & Bakery Equipment Ltd.				○	

Lot 6 - Midlands

Supplier/Lot		Sub lot a	Sub lot b	Sub lot c	Sub lot d
Swift Maintenance Services (1973) Ltd.		○	○	○	○
Hatherley Services Limited	Commercial	○	○		
The Acme Facilities Group		○	○		
Northern Equipment Ltd	Catering	○	○	○	○
NWCE Equipment Ltd	Foodservice	○	○		
TWO Services Ltd				○	
Whitco Catering & Bakery Equipment Ltd.				○	

Lot 7 – South East

Supplier/Lot		Sub lot a	Sub lot b	Sub lot c	Sub lot d
Swift Maintenance Services (1973) Ltd.		○	○	○	○
NWCE Equipment Ltd	Foodservice	○	○		
TWO Services Ltd		○	○	○	○
Whitco Catering & Bakery Equipment Ltd.		○		○	○

ThermoServ Ltd	●		●	
Integral Services Limited t/a HCE		●		

Lot 8 – South West

Supplier/Lot	Sub lot a	Sub lot b	Sub lot c	Sub lot d
Swift Maintenance Services (1973) Ltd.	●	●	●	●
NWCE Foodservice Equipment Ltd	●	●		
TWO Services Ltd			●	
Whitco Catering & Bakery Equipment Ltd.	●	●	●	●
Apeiron Catering LTD	●	●		
Integral Services Limited t/a HCE	●	●		

Contract Management

New Framework live 1st June 2023

Milk, Dairy, Morning Goods & Bread

Supply and distribution of Milk & Dairy to HE/FE (Lot 1), Milk & Dairy to Local Authorities (Lot 2), Bread & Morning Goods to HE/FE (Lot 3) and Bread & Morning Goods to Local Authorities (Lot 4)

Start: 24/01/22 End: 23/01/24

Current status	New Agreement. Agreement awarded for a minimum of two years with an optional 2-year extension taken in one-year increments until 23.01.26			
OJEU Process	Restricted Procedure. Supplies. FTS Publication Ref: 2022/S 000-035614			
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition, <i>or</i> Mixture of direct award and mini-competition (New), <i>or</i> Mini competition Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid See Buyers Guide & Tender Evaluation Report for full details Further competition service available, free of charge, to TUCO members 			
Framework Savings	Process Savings £6k			
Category Manager	Hannah Myton-Wright			
Pricing	Option to review every 6 months			
Suppliers/Lot	1	2	3	4
Cotteswold	○	○		
Dairy Link (various dairies - CJ Foods; Mortons, Wells, Creamline & Cotteswold),	○	○		
Henllan			○	○
Kent Dairy	○	○	○	○
Morris				○
Reynolds	○	○		
West Country Milk	○	○	○	○
West Horsley	○		○	
Wrights	○			
Contract Management	<ul style="list-style-type: none"> Almost all industries are being met with unprecedented cost pressures right now, and the farming industry has perhaps been one of the hardest hit. Suppliers submitting revised pricing effective from May. Until things settle down, pricing can be reviewed quarterly. Ron Chalker took the decision to withdraw from the framework (28.10.22) Pensworth Dairy went into administration on 16th February. 23.03.23 Fresh Pastures have taken the commercial decision to withdraw from Lots 1 & 3. Fresh Pastures went into administration on 24th July 2023. 			

Provision of Temporary & Permanent Catering Staff

Services framework providing access to catering staff in Lot 1: Midlands Lot 2: North-East England
 Lot 3: North-West England Lot 4: South-East England Lot 5: South-West England Lot 6: Wales
 Lot 7: Scotland Lot 8: Northern Ireland

Start: 01/10/21 End: 30/09/25

Current status	New Agreement. Agreement awarded for a minimum of two years with an optional 2 year extension taken in one year increments until 30.09.25							
OJEU Process	Restricted Procedure. Supplies. Ref: 2021/S 000-006567							
Call off guidelines	<ul style="list-style-type: none"> • Call off via: <ol style="list-style-type: none"> 1. Direct award without re-opening competition, <i>or</i> 2. Mixture of direct award and mini-competition (New), <i>or</i> 3. Mini competition • Lotted by region; therefore only invite suppliers, awarded to that regional lot, to bid • See Buyers Guide & Tender Evaluation Report for full details • Further competition service available, free of charge, to TUCO members 							
Framework Savings	Process Savings £6k							
Category Manager	Nicola Mellor							
Pricing	Annually, with the exception of Government interventions							
Suppliers/Lot	1	2	3	4	5	6	7	8
Blue Arrow Ltd	○	○	○	○	○	○	○	○
SYFT ONLINE LIMITED (trading as Indeed Flex)	○	○	○	○	○	○	○	○
Arc Hospitality Recruitment Solutions Limited	○	○	○	○	○	○	○	○
Neuven Solutions Limited	○	○	○	○	○	○	○	○
The Kellan Group Limited	○	○	○	○	○	○	○	
ANGEL HUMAN RESOURCES LTD		○		○	○			
KSB Recruitment Consultants Ltd	○	○	○	○	○	○		
MSSHOSP Ltd	⊖	⊖	⊖	⊖	⊖	⊖	⊖	
Reed Specialist Recruitment	○	○	○	○	○	○	○	○
AJ Catering Staff Ltd			○	○				
Anthony James Consulting Ltd			⊖	⊖				
STARRYCARE UK LIMITED	○	○	○	○	○			
Search Consultancy Ltd	○	○	○	○	○	○	○	

SNS RECRUITMENT LTD				○		
Verve Personnel Ltd.	○	○	○	○	○	○
The Waiting Game (Bristol) Ltd.					○	○
Appetite4work			○	○	○	
Paterson Personnel Limited	○			○	○	

Contract Management

- Paterson and Mint removed Feb22 as failed to send required evidence requested at award
- Anthony James Consulting removed as business will go via AJ Catering instead
- New rates sheets from 1st April 2023 to cover Government increases.

Sandwiches & Associated Products

Supply and distribution of **Retail Sandwiches (Lot 1)**, **Catering Sandwiches (Lot 2)** **Food to Go (Lot 3)** and **One stop shop (Lot 4)**

Start: 01/07/2022 End: 30/06/2024

Current status	Two-year agreement with option to extend by 2 further years;			
Procurement Procedure	Open Procedure. Supplies. TUCO Ref: CAT11060-TU Contract Notice Ref: 2022/S 000-006173 Award Ref: 2022/S 000-015765			
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Direct award without re-opening competition Mixture of direct award and mini competition Mini competitions Lotted by category not region; therefore, all suppliers awarded to Lot must be invited to bid See Buyers Guide for full details Further competition service available, free of charge, to TUCO members 			
Framework Savings	BT1 saving by lot Lot 1 Retail Sandwiches – 3.59% Lot 2 Catering Sandwiches – 1.59% Lot 3 Food to Go – 0.95% Lot 4 One stop shop – 2.32%			
Category Manager	Li Davies			
Pricing	Annual review			
Suppliers	Lot 1	Lot 2	Lot 3	Lot 4
Ginsters(Fresh Food For Now)	○	○	○	○
Lime Tree Foods t/a Sandwich King	○	○	○	○
On a Roll Sandwich Company	○	○	○	○
PJ's Foods	○	○	○	○
Raynor Foods	○	○	○	○
Simply Lunch	○	○	○	○
The Real Wrap Co	○	○	○	○
The Soho Sandwich Company	○	○	○	○
Tiffin Sandwiches	○	○	○	○
The Sandwich Larder	○	○	○	○
Contract Management	<ul style="list-style-type: none"> Annual price review has been completed, new prices (1st September 2023 – 31st August 2024) are now available on Procure Wizard/TUCO website. 5th quarterly contract review is due October/November 2023 			

Soft Drinks, Fruit Juice Concentrate & Associated Products & Services

Supply and distribution of Carbonated soft drinks (Lot 1), Still soft drinks including fruit juice, smoothies and flavoured milk (Lot 2) Sports, health and energy drinks (Lot 3), Bottled water including carbonated and flavoured water (Lot 4) and Concentrated juice and dispensers (Lot 5) Lot 6 One stop shop (lots 1-4)

Start: 01/10/22 End: 30/09/24

Current status Two-year agreement with option to extend by 2 further years;

OJEU Process Restricted Procedure

Supplies

Ref: **2022/S 000-010954**

Call off guidelines

- Call off via:
 1. Direct award without re-opening competition, *or*
 2. Mixture of direct award and mini competition (New), *or*
 3. Mini competition
- Lotted by category not region; therefore, all suppliers in that Lot must be invited to bid.
- See Buyers Guide & Tender Evaluation Report for full details also rate sheets by supplier.
- Further competition service available, free of charge, to TUCO members

Framework Savings BT1 saving is 2.50%

Category Manager Mandy Johnston

Pricing

Suppliers	1	2	3	4	5	6
AG Barr	○	○	○	○		○
Bidfood	○	○	○	○		○
Brakes	○	○	○	○		○
Catering Services Supplies					○	
Coca Cola Enterprises	○	○	○	○		○
Dunsters Farm	○	○	○	○		○
Janes Beverages Foodservice					○	
Krogab					○	

Contract Management

- New documents are available on-line. Contract review meetings will be carried out on an annual basis. Sustainability reviews will be carried out on an annual basis, 6 months following contract reviews.
- Contract review meeting due September 2023.

Sustainable Food Waste Management Services

Services framework providing access to On-site food waste management (Lot 1), Disposable Cups (Lot 2), Coffee Grounds (Lot 3), Off-site sustainable food waste collection service (Lot 4) and Waste Oil Recycling (Lot 5) Lot 6 - Catering Packaging (glass, cardboard, plastic, single use plastic, tin.) Collection and Recycling Service, Lot 7 - Compostable Packaging Waste Collection Service, Lot 8 - Food Waste Management Systems, Lot 9 - Surplus Catering Equipment

Start: 01/11/21 End: 31/10/23

Current status	Two-year agreement with option to extend by 2 further years;									
OJEU Process	DPS Services Ref: 2021/S 000-019327									
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Completion of stage 2 (Supplier Competition) Lotted by category not region; therefore, all suppliers in that Lot must be invited to bid See Buyers Guide & Tender Evaluation Report for full details. Further competition service available, free of charge to TUCO members 									
Framework Savings										
Category Manager	Mandy Johnston									
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement									
Suppliers	1	2	3	4	5	6	7	8	9	
Aerobic Technologies	●									
Biotech Europe	●									
Biffa				●		●				
Green Eco Technologies	●									
Elleteq Ltd	●			●						
Keenan Recycling			●	●			●			
Olleco		●		●	●	●	●		●	
Ramco									●	
Contract Management	Lot 1 - On-Site Food Waste Innovation, Lot 2 - Waste Disposable Cups Lot 3 - Waste Coffee Grounds, Lot 4 - Off Site Food Waste Collection, Lot 5 – Food Waste Oil Collection and Disposal Service Lot 6 - Catering Packaging (glass, cardboard, plastic, single use plastic, tin.) Collection and Recycling Service. Lot 7 - Compostable Packaging Waste Collection Service. Lot 8 - Food Waste Management Systems. Lot 9 - Surplus Catering Equipment									

Contract Management

Sustainability review meetings took place with suppliers in May. Sustainability review meetings due in May 2023. Contract review meeting due in October 2023.

Provision of Temporary Structures

A services DPS agreement providing access to Temporary Kitchens, Equipment & Bars (Lot 1), Large Event Marquees & Temporary Structures (Gable width over 12m) (Lot 2), Small Event Marquees & Temporary Structures (Gable width up to 12m) (Lot 3) and Turnkey solution for Temporary Kitchens, Marquees & Temporary Structures (Lot 4)

Start: 04/05/20 End: 03/05/24				
Current status	Agreement within 1 st of 4 year agreement			
OJEU Process	DPS Services. Supplies. TUCO - CAT11047-TU; OJEU – 2020/S 027-063353			
Call off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Completion of stage 2 (ITT) Lotted by category not region; therefore all suppliers in that Lot must be invited to bid See Buyers Guide for full details Second stage ITT service available, free of charge, to TUCO members 			
Framework Savings	Process Savings £6k			
Category Manager	Nicola Mellor			
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement			
Suppliers	Lot 1 Lot 2 Lot 3 Lot 4			
Berry Marquees		☐	●	
Danco Plc		☐	●	
Pinnacle Marquees (UK) Ltd	●	●	●	☐
PKL Group (UK) Ltd	●			
Relocatable		☐	☐	
Stockbridge Marquees			☐	
Field and Lawn		☐	☐	
Nationwide Marquee Hire Ltd		●	●	
Fews Marquees	●	●	●	●

Contract Management

This framework will end 3rd May 2024

TUCO White Label Delivery App

TUCO are seeking to offer members a TUCO White Label Delivery App by creating a partnership with a single IT company (Checkfer Ltd Order Pay) on a software as a service (SAAS) model to use their platform for an agreed fee and promote this with TUCO branding.

	Start: 02/12/21 for a period of 9yrs with a break clause after 6yrs
Current status	Commenced 2 nd December 2021
OJEU Process	Competitive Dialogue TUCO - CAT11055-TU; OJEU – 2021/S 000-005312

Vending

Supply and distribution of Confectionery snacks / ambient (Lot 1), Food including sandwiches chilled (Lot 2), Beverages, bottles and cans (Lot 3), Beverages, hot drinks (Lot 4), Fully managed vending machine service including reverse vending (Lot 5), Self-fill machines only (Lot 6), Reverse vending (Lot 7), Retail/convenience store vending (Lot 8), Mobile vending (Lot 9), Express vending (Lot 10) and Telemetry systems (Lot 11)

Start: 01/10/20 End: 30/09/24

Current status	New agreement. Agreement within 3 rd year of 4-year agreement.										
OJEU Process	Dynamic Purchasing System Services TUCO Ref: CAT11050-TU OJEU Ref: 2020/S 035-083929										
Call-off guidelines	<ul style="list-style-type: none"> Call off via: <ol style="list-style-type: none"> Completion of stage 2 (ITT) Lotted by category not region; therefore all suppliers in that Lot must be invited to bid See Buyers Guide for full details Second stage ITT service available, free of charge, to TUCO members 										
Framework Savings											
Category Manager	Natalie Phillips										
Pricing	N/A Pricing managed by TUCO member based on their Stage 2 award agreement										
Suppliers/Lot	1	2	3	4	5	6	7	8	9	10	11
Abercromby Ltd	○	○	○	○	○			○			
ACM Environmental Ltd							○				
Aeguana Ltd	○	○	○	○		○		○		○	○
Alpine Vending	○	○	○	○	○	○					
Bensons Vending					○						
Border Vending NW Ltd	○	○	○	○	○	○					
Broderick Group		○	○	○	○	○	○			○	
Bulk Vending Systems	○		○	○	○	○		○		○	○
Coca Cola Hellenic					○			○			
Cymraeg	○		○	○	○	○				○	○
DC7 Vending	○		○	○	○	○	○			○	○
Eden Springs										○	
Excel Vending	○	○	○	○	○	○	○	○		○	○
Fairtrade Vending		○			○						
Ideal Vending	○	○	○	○	○	○	○	○		○	○
JW Vending	○	○	○	○	○	○		○		○	
Mother Group Ltd	○	○	○		○	○		○			
Options Management							○			○	

Refresh Vending	○	○	○	○	○	○		○	○
Selecta UK	○	○	○	○	○	○	○	○	○
Upton Group	○		○	○	○	○		○	
VH Graddon					○			○	○
WEAREVIRI, PART OF THE WORK PERK	○	○	○		○			○	
Wilkes Vending Services	○	○	○	○	○	○			

Contract Management

- Latest Contract Review Meeting: November 2022.
- Sustainability review meetings were conducted in March-23 and minutes are available online.
- Lot 7 Reverse vending - The introduction of the Deposit Return Scheme in Scotland has been delayed until 1st March 2024.
- April-23 - Border Vending North-West Ltd newest additions on Lots 1 -6 and cover the North-West and North East.
- August-23 – ACM Environmental have been added to Lot 7 Reverse Vending covering all regions.
- August-23 – Coco Cola Hellenic have been added to Lot 5 Fully Managed Service and Lot 8 Retail / Convenience Store Vending
- October-23 – Contract review meetings scheduled for the week beg 02/10/23 with all suppliers with recorded spend.

New Agreements

The Contracting team are currently working on retendering the following agreements:

If you would like to get involved, then contact the relevant Category Manager to join the tender working party. Or you may have a supplier that may be interested in participating.

Catering Light & Heavy Equipment

New framework awarded July 2023
Natalie Phillips

Hot Beverages –

SQ submissions are due on 20th October 2024 with an estimated go live date of 1st March 2024. The Lots have been updated to the following after discussion with the TWP.

- 1 Halls
- 2 Retail
- 3 Delivered Hospitality, Functions & Events.
- 4 Specialty (80+ point SCA Q Grading)
- 5 One-stop

Nicola Mellor

Alcohol –

Strategy complete and agreed by TWP. Working on the open tender documents with the retender to get underway in October. New framework due to go live on 15 March 2024.

Hannah Myton-Wright

DipChem (Disposables & Chemical)

Strategy & research in progress 2023
Natalie Phillips

Convenience Retail

Currently at Research & Strategy stage. Would like volunteers for tender working party. Due to release tender January 2024 for new agreement to start 1st July 2024.

APUC UPDATE @ TUCO REGIONAL MEETING 9TH NOVEMBER 2023

APUC AGREEMENT STATUS:

Commodity Ref	Agreement Title	Contract Start Date	Current Expiry Date	Next Price Review
CAT1068 AP	Fresh Fruit & Vegetables*#	20/06/2023	19/06/2025	January 2024
CAT1069 AP	Fresh Butcher Meat*#	05/08/2023	04/08/2025	February 2024
CAT1064 AP	Fresh Bakery Products*#	07/09/2019	07/03/2024	N/A
CAT1066 AP	Fresh Dairy Products*	25/10/2021	24/10/2024	May 2024
CAT1067 AP	Fresh Fish and Seafood*#	02/08/2021	01/08/2024	February 2024
JAN1010 AP	Cleaning & Janitorial Products*#	02/08/2022	01/08/2024	February 2024
CAT1072 AP	Water Coolers (Scotland Excel)~	07/07/2022	06/07/2025	n/a
CAT1070 AP	Catering Sundries (Scotland Excel)~	01/08/2020	31/07/2024	n/a

Direct call-off from all Framework Agreements is available through either a ranked supplier basis*, via Desktop Evaluation# or other pre-set criteria~. Call-off by mini-competition can also be utilised for all these agreements. Full details of how the ranking process and desktop Evaluation works can be found in each agreement's Buyers Guide. If you are currently experiencing problems with your contractor and want to move on to the next ranked supplier but are unsure if you can do that, please get in touch.

FRAMEWORK UPDATE:

CAT1068 AP Fresh Fruit & Vegetables

The above Framework Agreement commenced on 20th June 2023 originally for a two-year period, with the option to extend for a further 24 months,

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

The Framework Agreement is split in to 5 geographical lots, with a separate lot for Glasgow City Council who requested to join the Framework Agreement. The appointed suppliers are as follows:

Lot	Supplier(s)
North Highland and Western isles	1. Swanson's Fruit Co Ltd
Aberdeen and Grampians	1. George Anderson & Sons 2. Dole Ltd T/A Mark Murphy 3. TPS Fruit and Vegetables
Perth, Angus, Dundee & Fife	1. McLays 2. George Anderson & Son 3. Premier Produce

South East of Scotland (Stirling, Edinburgh, Lothian & Borders)	1. George Anderson & Sons 2. Premier Produce 3. Dole Ltd T/A Mark Murphy
South West of Scotland (Greater Glasgow, Argyll, Renfrewshire & Ayrshire)	1. George Anderson & Sons 2. McLays 3. Premier Produce
Glasgow City Council	1. McLays 2. Failte Foods

Spend to date by Supplier (spend from old CAT1061 AP FW):

Supplier Name	Spend to Date	No of Institutions Using
Swanson's Fruit Co Ltd	£138,830.65	3
Total Produce Plc	£539,170.10	9
TPS Fruit & Vegetables	£92,780.48	1
McLay's Foods	£1,763,041.79	8
George Anderson & Son	£1,069,360.25	14
G. Carruthers & Sons	£0.00	0
Total	£3,603,183.27	

All of the above are SMEs

Call-off from this Framework Agreement is available for direct award via a ranked supplier process, Desktop Evaluation or by mini-competitions. The Framework Agreement is formed around a Core product List with fixed pricing.

Price variations windows occur quarterly.

McLays recently requested an increase on 4 potato product lines. Since the Framework went live, the market price of potatoes have increased by 63%. APUC agreed a 27% increase and are reviewing these monthly, in an effort to reduce this increase as soon as possible. The ranking of the framework remains unchanged.

The Buyers guide and supporting documentation have all been uploaded [to the APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise MacFarlane](#) (07971473608)

CAT1069 AP Fresh Butcher Meat

This Framework Agreement commenced on 5th August 2023, initially for a two-year period. All potential extensions have been utilised and the Framework will now expire on 4th August 2025, with the opportunity to extend for a further 24 months.

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

The Framework Agreement is split in to 5 geographical lots and the appointed suppliers are as follows:

Lot	Supplier(s)
North Highland & Western Isles	1. Campbells Prime Meat 2. Aberdeenshire Larder 3. Bidfresh T/A Campbell Brothers
Aberdeen and Grampians	1. Campbells Prime Meat 2. Aberdeenshire Larder 3. Gordon McWilliam (Aberdeen) Ltd
Perth, Angus, Dundee & Fife	1. McLays 2. Campbells Prime Meat 3. Aberdeenshire Larder
South East of Scotland, comprising of Stirling, Edinburgh, Lothian and Borders	1. Campbells Prime Meat 2. Bidfresh T/A Campbells Brothers
South West of Scotland, comprising of Greater Glasgow, Argyll, Renfrewshire & Ayrshire	1. McLays 2. Campbells Prime Meat 3. Bidfresh T/A Campbell Brothers

Spend to date by Supplier (spend from old CAT1063 AP FW):

Supplier Name	Spend to date	No of Institutions Using
Campbells Prime Meat	£2,020,775.39	23
Campbell Brothers	£733,173.03	8
Gordon McWilliam (Aberdeen) Ltd	£316,514.62	1
Shaw's Fine Meats	£89,889.24	1
McLay's Ltd	£1,628,467.72	7
Total	£4,788,820	

All of the above are SMEs

Call-off from the Framework Agreement is available for direct award via a ranked supplier process, desktop evaluation or by mini-competitions. The Framework Agreement is formed around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement.

For further information please contact [Louise MacFarlane](#) (07971473608).

CAT1064 AP Fresh Bakery Products

The above Framework Agreement commenced on 7th September 2019 originally for a three year period. All potential extensions have been utilised, and the Framework will now expire on 8th March 2024, following a six-month extension period.

The Framework Agreement is currently being re-tendered, with a reviewed lotting structure.

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

The Framework Agreement is split in to 5 geographical lots and the appointed suppliers are as follows:

Lot	Supplier(s)
Highlands & Islands	1. Scotbake Ltd
Aberdeen & Grampian	1. Wallace Bakery
Perth, Angus, Fife & Dundee	1. Fisher & Donaldson 2. Wallace Bakery
South East of Scotland (Stirling, Edinburgh, Lothian & Borders)	1. Fisher & Donaldson 2. Fords the Bakers
South West of Scotland (Greater Glasgow, Argyll, Renfrewshire & Ayrshire)	1. D McGhee & Sons Ltd 2. Buon Giorno Tutti

Spend to date by Supplier (CAT1064AP):

Supplier Name	Spend to Date	No of Institutions Using	Spend June 2023 to August 2023
D McGhee & Sons Ltd	£547,527.26	14	£34,951.17
Fisher & Donaldson	£203,645.48	4	£34,485.17
Buon Giorno Tutti ltd	£43,571.45	2	£3,528.02
Scotbake Ltd	£78,099.27	3	£19,185.44
Total	£872,843.46		£92,149.80

All of the above are SMEs.

McGhees requested an exceptional price variation for the extension period of the Framework. The original requested increase across all lots was 15%, however, after further clarification, this was reduced to 12%. Pricing went live on Monday 18th September. The ranking of the Framework Agreement was not affected by this update.

Call-off from CAT1064-AP is available for direct award via a ranked supplier process or by mini-competitions. The Framework Agreement is formed around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

The Buyers Portal has been updated to reflect these changes.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement.

For further information, please contact: [Louise MacFarlane](#) (07971473608)

CAT1066 AP Fresh Dairy Products

The above Framework Agreement commenced on 25th October 2021 and is currently due to expire on 24th October 2024 with the option to be extended for a further 12 months.

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

Graham's Dairy have provided APUC with information on all packaging; all packaging is made from 100% recycled content and can all be recycled. Graham's have invested into cardboard packaging for milk-based products. These are now available for organic and non-organic milk in 500ml or 1 Litre cartons.

The Framework continues to support Farm gate prices.

The Framework Agreement is split in to 7 geographical lots and the appointed suppliers are as follows:

Lot	Supplier(s)
North Highland & Western Isles	Grahams the Family Dairy
Aberdeen and Grampians	Grahams the Family Dairy
Perth, Angus & Dundee and East Fife	Grahams the Family Dairy
Stirling, Falkirk & West Fife	Grahams the Family Dairy
Edinburgh, Lothian & Borders	Grahams the Family Dairy
Greater Glasgow	Grahams the Family Dairy
Argyll, Renfrewshire & Ayrshire	Grahams the Family Dairy

Spend to date by Supplier:

Supplier Name	Spend to Date	No of Institutions Using	Spend June 2023 to August 2023
Grahams the Family Dairy	£583,882.41	25	£55,847.25
Total	£583,882.41	25	£55,847.25

Call-off from this Framework Agreement is available through direct award to the sole supplier. The Framework Agreement is formed around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

In July 2023, APUC agreed a price decrease for all Milk and cream products on the Framework. A reduction of 10PPL was agreed, alongside a substantial decrease on butter.

This Framework Agreement supports farmgate pricing, a position not taken by some other Framework Agreements.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise MacFarlane](#) (07971473608)

CAT1067 AP Fresh Fish & Seafood

The above Framework Agreement commenced on 2nd August 2021 is currently due to expire on 1st August 2024 with the option to be extended for up to a further 12 months. The potential number of suppliers per lot was increased for this iteration to provide further opportunities to local SMEs, stronger supply chain resilience and wider options to institutions.

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

Green's the fishmonger requested to be removed from the framework, due to personal issues. They were removed on September 16th.

The Framework Agreement is split in to 5 geographical lots and the appointed suppliers are as follows:

Lot	Supplier(s)
1 – North Highlands & Western Isles	1. Campbells Prime Meat
2 – Aberdeen & Grampians	1. Campbell Brothers 2. Campbells Prime Meat
3 – Perth, Angus, Dundee & Fife	1. Campbells Prime Meat 2. George Campbell & Sons 3. Campbell Brothers
4 – South East of Scotland (Stirling, Edinburgh, Lothian & Borders)	1. Campbells Prime Meat 2. Campbell Brothers 3. George Campbell & Sons
5 – South West of Scotland (Greater Glasgow, Argyll, Renfrewshire & Ayrshire)	1. Campbells Prime Meat 2. Campbell Brothers 3. The Fish People Scotland Ltd

All of the above are SMEs

Spend to date by Supplier:

Supplier Name	Spend to Date	No of Institutions Using	Spend June 2023 to August 2023.
Campbells Prime Meat	£307,642.08	19	£32,816.19
Campbell Brothers	£196,190.64	6	£13,610
George Campbells & Sons	£214,010.53	3	£24,012.30
The Fish People Scotland Ltd	£54,632.23	4	£1,054.58
Greens Fishmongers	£0	0	£0
Total	£772,475.48		£71,493.07

Call-off from this Framework Agreement is available for direct award via a ranked supplier process, desktop evaluation or by mini-competitions. The Framework Agreement is formed

around a Core product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

Pricing windows for this agreement are now bi-annually, with any agreed price revision applying from 1st August and 1st February each year. Outside of these, all pricing will remain fixed.

The following price revisions were accepted in August this year:

Campbells Prime Meat – original request was for an average of 15.53% across 33 lines. After clarification, this has been reduced to 8.46% across 33 lines.

Campbell Brothers – original request was for an average of 13.67% across 7 lines. After clarification, this has been reduced to 9.71%

George Campbell & Sons - original request was for an average of 18% across 29 lines. After clarification, this has been reduced to 11.15% across 29 lines.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#). This includes information on how to place orders and call of the Framework Agreement. For further information please contact [Louise MacFarlane](#) (07971473608).

JAN1011 AP Cleaning and Janitorial Products

The above Framework Agreement commenced on 2nd August 2022 and will run for two years with the option to be extended for a further 24 months.

It can be accessed by all Scottish universities and colleges as well as APUC Ltd' associate members.

The Framework Agreement is split in to 2 lots and the appointed suppliers are as follows:

Lot	Supplier(s)
1- Cleaning & Janitorial Products	1- Unico 2- Bunzl CHS 3- Arrow County 4- Instock Disposables
2- Sanitary Products	1. Banner 2. Lyreco 3. Instock Disposables 4. Unico

Spend to date by Supplier:

Supplier Name (lot 1)	Spend to Date	No of Institutions Using	Spend June 2023 to August 2023
Unico	£167,609.60	9	£4,546.20
Bunzl CHS	£3,633,295.75	39	£772,287.05
Arrow County	£1,732.55	1	£249.20
Instock Disposables	£6,359.73	7	£0
Total	£3,808,997.63		£777,082.45

Call-off from this new Framework Agreement is available through direct award via a ranked supplier process, desktop evaluation or by mini-competitions. The Framework Agreement is formed around a Core Product List with fixed pricing and procurement of non-core product items are supported against a discount structure.

Bunzl submitted a price variation request in July 2023. An increase across 14-line items was agreed, alongside a decrease of 74-line items. Based on 12-month sales figures, these changes would see an annual saving of 2.8%. Updated pricing went live in August 2023.

Unico continue to be first ranked on this framework, for lot 1.

The Buyers guide and supporting documentation have all been uploaded to the [APUC Buyers Portal](#) and e-catalogues have been developed and are available for e-procurement systems with punchout available for Bunzl Cleaning & Hygiene Supplies Ltd and Unico.

Please contact [Louise MacFarlane](#) if you have any feedback regarding this agreement.

For further information please contact [Louise MacFarlane](#) (07971473608)

PROCUREMENT UPDATE

Plastic Packaging Tax

The introduction of the Plastic Packaging Tax which came into force on 1st April 2022 has seen no impact on supply chain pricing yet, however, we will continue to monitor this.

Supply Chain Impact

APUC and other Purchasing Consortia continue to assess the risk level associated with each Framework and supplier on four consideration points: Labour considerations, Supply Chain considerations, Regulatory considerations, and Commercial considerations. This information is published quarterly through the Market Insight update. If you wish to receive a copy of this please contact [Andy Anderson](#).

We are continuing to work with DEFRA and the Scottish Government to assess when inspections of imported goods to the UK and the likely impacts.

Border Target Operating Model & the Windsor Framework

The UK Government have published the new Target Operating Model for import checks for goods coming into the UK. This new model will categorise all imports into three different categories: High, Medium and Low. It is not yet known by Scottish Government the definitions of each category but is assumed food will fall into high/medium. This is to be introduced in three phases as below;

Phase 1 of border checks are scheduled to begin on **31st January 2024**. Phase 1 will not include physical checks but will see the introduction of a health certificate on imports of medium risk animal products, plants, plant products and high-risk food and feed of non-animal origin from the EU. Phase 2 will begin on **30th April 2024** and will include further documentary evidence and the introduction on some physical checks for medium or High-risk items mentioned above. By **31st October 2024**, safety and security declarations for EU imports will come into force. Alongside this, the UK will introduce a reduced dataset for imports, with the goal being to reduce duplication in customs declarations.

Alongside the above, the Windsor Framework came into effect on 1st October 2023:

- The Green Lane will continue, seeing the flow of goods from UK to Northern Ireland with minimal certification or controls.
- Where goods enter Northern Ireland, but are destined for Ireland or the EU, these will continue to be subject to full EU controls on arrival in Northern Ireland.
- Labelling updates: Goods entering Northern Ireland and destined for the Northern Irish market only, will have to be labelled 'Not for EU' and are prohibited from being placed on the EU market.
- Labelling changes began 1st October 23 and applies to: Prepacked Meat and products, prepacked Milk and dairy products. From Oct 24, this will move to apply to all milk and dairy products and from July 25, will include all other retailed food.

HGV Drivers

The shortages of HGV Drivers continues to have an impact in the cost of distribution and suppliers views of minimum delivery values and quantities, however, there is no minimum values applied to APUC Frameworks at present.

Supply Issues

The Scottish Government have advised of the following current or potential supply issues:

- Shortage of large citrus fruits from Spain (Spanish growers are reporting a shortfall of 10% - 13% on last year) due to dry weather. Alongside this, there is also a shortage of oranges from Florida due to Hurricanes and bad weather.
- Salad and Tomato's – Scottish Govt. are forecasting similar issues to Jan 2023.
- Due to the recent heavy flooding, Scottish Farmers are advising of crop issues with: Potatoes, Cauliflower, Broccoli, Carrots and Turnip.
- Pasta – both the Italian and Greek Government have confirmed that all dry pasta allergens will be updated and will now say **May Contain:** Soya or Mustard.
- Orange Diluting Juice/Cordial: Food standard Scotland have been made aware of the quality issues with orange cordial - please advise [Louise MacFarlane](#) if you have had these issues.

Palm Oil

APUC are continuing to monitor the use of Palm Oil and Responsibly Sourced Palm Oil (RSPO) in its Framework Agreements and the promotion of RSPO certified products and Palm Oil alternatives, where deemed suitable and appropriate, continues. This has been impacted slightly by the reduced availability of Sunflower and Seed oils due to the situation in Ukraine the deal to release grain shipments under safe passage, which began on 1st August 2022, was paused for a period.

Sustainability and Supply Chain Management

Activities relating to our Responsible Procurement Action plan covering a range of criteria continue, as previously advised. Please see details below for detail of activities and developments:

- Responsible Sourcing and Ethical Trading - Applicable criteria are set within the ITT and responses captured and measured prior to appointment and during contractor performance.
- Modern Slavery & Fair Working Practices, including the living wage – suppliers approaches and activities in these areas are being monitored and measured as part of the Supply Chain Management Section 1 questionnaire and Supplier and Contract Management process.

- Fair Working Practices, including Living Wage – APUC have confirmation of all catering contractor’s current stance on their approach to the Living Wage. We continue to track this and suppliers are now asked to confirm their position prior to appointment of a Framework Agreement.
- Modern Slavery – Applicable criteria are set within the ITT, where relevant, and responses captured and measured prior to appointment and during contractor performance.
- Carbon Reduction & Climate Change – APUC are currently working through the Responsible Procurement Action plan to categorise the importance of Climate Change Emergency. Delivering both Fruit and Veg and Butcher Meat in departmentalised vans (vans have been audited by local council) is available through McLays. Sustainable route planning is also being encouraged throughout all fresh food tenders, alongside consolidation and aggregation of deliveries to Institutions in neighbouring areas.
- CEPWG PIACC – APUC are currently working on a Primary Impact Area for Climate Change document concerning food. This document is available for the sector to view and will be updated as and when required. If there are any examples or case studies you would like to be included as part of this document, please contact [Louise MacFarlane](#)
- APUC have also been working on the FNT2030 plan for catering. For more information on this, or to receive a copy, please contact [Louise MacFarlane](#)
- The ability to use contractors as distributors under catering Framework Agreements not only enables smaller and local producers to enter the supply chain but reduces the number of deliveries and associated carbon footprint.
- Call-off methods – all catering framework agreements now have the option of Desktop Award built in as a call-off method. For assistance in using this alternative call-off method, please contact [Louise MacFarlane](#)
- Other Waste and Pollution reduction – A reminder that Institutions can purchase ‘wonky’ fruit and vegetables under CAT1068 AP. Not only does this action reduce food waste but can also contribute to potential budget savings. APUC are currently working to encourage this to more suppliers throughout the geographical lots. Suppliers can also offer ‘Soup’ Veg - (vegetables that are not aesthetically pleasing or don’t have a long shelf life) to Institutions who may be interested.
- The new iteration of both fresh fruit and vegetables (CAT1068 AP) and fresh butcher meat (CAT1069 AP) now have carbon emissions for each line item, to encourage more sustainable menu planning.

SCM Responsible Procurement Supply Chain Evaluation Tool

APUC’s SCM Responsible Supply Chain programme is the process through which we engage with appointed contractors to assess their approach to delivering a transparent, environmentally positive, ethical and socially responsible supply chain.

All suppliers have been requested to complete Section 1, now incorporated in to our SCM Supply Chain Management tool.

EcoVadis

APUC work with EcoVadis, an independent sustainability ratings agency, to assess our supply chain and the sustainability of key suppliers for the sector is continuing. We now have nearly 200 suppliers who have undertaken assessment and a further phase of suppliers have been identified and invited to participate in an analysis of their organisation and supply chain.

Deposit Return Scheme

As you will all be aware, the Scottish Government have made the decision to delay the Deposit Return Scheme (DRS) until **October 2025**, at the earliest. This is to align with the other schemes

in the rest of the UK. The four administrations are collaborating to ensure they deliver a DRS which is simple and efficient for industry and consumers.

APUC will keep all members updated of any further updates from the Scottish Government.

As previously advised, the Procurement Reform Act (Scotland) 2014 (PRA) requires every public sector contracting authority to consider how procurement can improve local social, economic and environmental wellbeing; facilitate involvement of SMEs; and promote innovation (where factors are relevant to what is being procured and it is proportionate to take account of them). APUC Ltd include all of these in their catering related Framework Agreements and the potential sustainable benefits are listed in the Buyers Guide. This includes the added value services and Community Benefits available and the delivery of these are also being tracked as part of our Contract and Supplier Management process.

As previously advised, examples from recently awarded Framework Agreements include:

- Products Sourced: Ethically & sustainably sourced / eco-friendly product alternatives available within the Core List
- Support towards external accreditation schemes including Food for Life
- Work placements and modern apprenticeships schemes, Community support programmes, promote healthy eating through sponsoring events
- availability of organic, Fairtrade or 'wonky' Fruit and Vegetables (see above), advice on seasonal produce and assistance with Menu planning
- Waste collection service - Access to Closed Loop Recycling scheme on request
- Ability to introduce local producers into the supply chain, using the appointed contractor as a distributor.

Responsible Supply Chain guides

APUC Ltd's Responsible Supply Chain guide for catering products and equipment highlighting areas colleagues may wish to include or consider in any procurement and contract management activities can be found [here](#).

GENERAL UPDATE

APUC Buyers Portal Link: [APUC Buyer Guide Portal](#)