

TUCO South-East and West Joint Regional Catering Group Meeting Tuesday 10th October at 10:00 am University of Bristol

Attendees: Ryan Hanson [Chair] RAU

Manish Shah [Chair] King's College

Martin Batt University of Reading Steve Charley University of Reading

Tim Clarke Bristol

Graeme Collie King's College
Susie Cullen Anglia Ruskin
Felice Foscheri Southampton

Matthew Green South Devon College
Lewis Haynes University of Bath
Judith Hoyle TUCO Secretary
Hannah Jezard Southampton

Kasia Kapelanczyk Queen Mary University, London Bernardo Larrea Ugarte Queen Mary University, London

Cath Lambros Southampton

Nick Leach TUCO Honorary Member

Kevin McCormick University of Bath Sarah McLoughlin TUCO Academy David Morton Winchester

Nicola Mellor TUCO Category Manager
Hannah Myton-Wright TUCO Category Manager
David Oakley Churchill College Cambridge

James Piercy
University of Bath
Graham Senior
Southampton
Laura White
Anglia Ruskin
Paulina Zdrojewska Zosiak
Anglia Ruskin

Via Teams: Darren Coventry RHUL

Apologies: Helen Baker UWE

Jacqui Beazley LSE
Melissa Browne Kent
Sarah Dolman Bristol
Edina Dudas Birkbeck

Tim Morris University of Essex

Mark Reed Kent

Wendy Wenborn Anglia Ruskin

Matthew White Reading



1. Apologies for Absence and Welcome

Apologies as listed above. Ryan and Manish welcomed everyone either in person or online.

2. Presentation by Litmus Partnership

Mike Iddon asked the members what the most important things about their TUCO membership were and the various answers included networking, procurement, training, being kept informed, best value rather than best price, any problems with the supplier you have the TUCO support. Bristol resist going outside the TUCO frameworks. Kevin stated that there is a lot of pressure to use local suppliers. It was felt that TUCO do not do enough work with local suppliers. Communication from TUCO on frameworks is good and information on the website is felt to be very useful. It was felt that the technology could be better and that ProcureWizard should be future-proofed. David felt that there is slowdown within the system but members agreed that Jonny Stevens is very helpful. Dave is of the opinion that TUCO are missing a trick by having no Sustainability Manager.

Mike then asked the group what they would miss the most about not being a TUCO member. Kevin questioned whether TUCO should start working with the bigger suppliers to help farmers who may be struggling. Manish asked if the Value For Money Reports could include how using the frameworks save on the carbon footprint. Dave asked if the Members Survey could be sent to the wider audience rather than just the main contact and Matt would like to see more FE colleges involved.

3. Minutes of the Last Meeting

These were agreed by the Members.

4. Member Update

Bath

The students are back and sales are pretty much as they were last year but they have had a very busy summer. Procurement have just awarded tenders on Coffee and Meat and have made a direct award on Grocery. They now just need to do Alcohol and Convenience Retail. *Bristol*

They are up 25% on their retail. Their catered halls are over-subscribed and events are fully booked. They are back working at full capacity and are currently working on their tender for EPOS.

Queen Mary University London

The team there has grown around 300% in the last year. On the retail side they are doing very well compared to last year. They also have a new till system with Kappture.

Anglia Ruskin

They have just undergone a £2 million refurbishment on their 2 biggest outlets and are merging with a local agricultural college. They are struggling with recruitment of chefs, particularly in Cambridge.

Reading

Reading are currently going through a re-structure of their departments. They are changing to a semester model over terms. Procurement have recently directly awarded on Grocery and Sandwiches.



Southampton

Southampton have started up their own garden and are looking to get more land for the university. They have been working with a local meat supplier who also supplies to Waitrose. They have recently invested some money in some of their smaller outlets and are looking at more sustainability projects. They have now come on board with ProcureWizard which they believe will make life easier. Ryan asked how the garden is being financed but they are doing this themselves.

South Devon

They have recently had a significant cost cutting exercise across the college. Over summer they extended the contract for the summer school. They have just had a new EPOS system with over 16 terminals. They have also increased the allowance for free school meals. *Winchester*

They have just finished the re-structure of the Team which resulted in saving around 28% of their staffing costs. Their outlets have not been doing so well. They have moved from CocaCola to Pepsi and have awarded to Real Wrap and Soho from Simply Lunch. They have been asked to quote next year's language school business. Their numbers had increased by 10% but Dave has been told 5-6%. Royal Agricultural University are at RPI which is 9.1%.

They have done mini-competitions recently for Fruit and Veg and Meat and Poultry. They have also been asking suppliers for evidence of their sustainability. They are trying to direct award their Catering Maintenance but cannot find anyone to take it on, so they are looking to split their equipment maintenance. Menu-wise they are going over to six monthly change from 3 changes per year. They are still pushing forward their plant based menu as they are currently 16% plant based. They do not have a problem with recruitment of chefs as they are centrally London based but struggle more with Front of House and Kitchen Porters. They are back to pre-COVID retail standards and have seen a huge increase in hospitality. They ran a direct price comparison with their biggest high street competitors ie Leon and Pret a Manger. To bring people back into work they are doing free community breakfasts on a Friday, which has increased their breakfast sales by quite a bit. They are working closely with a company called The Good Pea Company and have been nominated for the finals of the Green Gown Awards against Keele University. They have had a lot of issues with their tills. They used Uniware so will be going out to tender on this.

Churchill College

They have just had a very busy summer with conferencing but are struggling to recruit chefs. The recruitment agency has chefs who are earning around £50K just as chefs de partie. They have lots of front of house staff but managers are hard to come by.

Really busy summer with the Language School and conferencing season was very good. Ryan has no senior leadership in his kitchen at all. He is chairing a food and farming strategy as students are doing work within the farms. The plan is to have their own commercial farm where they will make their own flour, coldpress oil and beer. Ryan also looks after the vineyard. On the recruitment side, front of house is OK but kitchen is proving more difficult. They have six hives on campus to produce their own honey. As they have a livery there is talk of putting horse meat on the menu. This year there is a big shortfall in student numbers.



5. Framework Update

Spend reports are available from UKUPC and Value for Money Reports from TUCO are due out any time now. The new Hot Beverage framework is at SQ stage and due to start on 1st March 2024. Convenience Retail is at the research and strategy stage, due to go out in January 2024. The Greenhouse Gas Calculator will be a new DPS system and is due to go live on 1st November. Alcohol is due to go live on 15th March. Catering Light and Heavy Equipment went live on 10th July and will last for 4 years. We have a new supplier on the EPOS framework, which is Fidelity Systems. Kitchen Equipment Maintenance went live at the end of June. On Grocery, Frozen and Chilled all the suppliers will have new pricing coming out by 1st November with increases of between 1 and 2%. Price increases are starting to slow down but there will be no reductions yet.

Contract Review Meetings have been held for almost half of the frameworks and we have recently re-tendered nearly all our frameworks as we are still catching up from COVID. On the Convenience Retail framework, Kim is looking for volunteers to sit on the Tender Working Party. Manish stated that Lisa Connellan from KCL would be happy to help on any Tender Working Parties. Suppliers have funds available to help our members promote any products, particularly Twinings, Pukka, McCains and Unilever. Coca-Cola have now ceased distribution via Bidfood and are available on Convenience Retail and Grocery, Frozen and Chilled.

Hannah is working on a Digital Menu Solution which will link up with TUCO Online. Members were reminded that we still have the New Product Development section on our website for them to try. Kim Ashley is writing an article for the TUCO magazine on the cocoa supply chain. If anyone has any questions for the suppliers, please contact Kim.

David Morton asked about the Bewleys takeover and maintenance of equipment. It appears that because of Café Direct everything has been sub-contracted. David also asked if Pensworth are still nominated suppliers but Hannah advised him that they no longer are.

6. Academy Update

Sarah reported that the Academy had seen a very busy summer with herself and Camilla Hayes travelling all over the country to deliver training. She re-iterated that they had recently had room for between 20 people on compliance courses and that members only need to pay for the actual qualification and certification fee. You can also take refresher compliance courses which are completely free of charge. We have now achieved nearly 1,500 qualifications since January 2019. Any department within the university is entitled to use the Academy training it does not have to be restricted to catering personnel only. We have been looking at a new set of management modules, including soft skills for chefs and training for new middle managers. This is webinar based which would be 2.5 hours every two weeks or for an additional cost this can be supported with coaching on a one-to-one basis. Other courses such as Customer Service and Visual Merchandising have proved very popular. Sarah will be also be working closely with Graeme Collie from KCL on chefs' skills.

Study Tours

Sarah reminded everybody that there are two free bursary places available on every study tour. The next one up is the Worlds of Flavor tour to California in November including a visit to both Stanford and Berkeley universities.



Other upcoming study tours for 2024 include:

- CIA Leadership Summit
- Food To Go visit to Frankfurt
- Colombia Coffee 4th to 11th May
- International Student Conference South Korea
- Barista Tour Italy February including accreditation
- NACUFS Conference July 2024 Kentucky USA

The Academy Steering Group met for the first time since COVID on the 28th of September and discussed the Agenda going forward along with the Academy becoming part of the soon to be formed TUCO Foundation charity.

Winter Conference will be held on Wednesday 6th December at the University of Kent with a social/networking dinner the night before. Speakers include Charles Bank presenting Global Food Trends. This will be followed by a study tour.

7. Board Update - Manish

Kate Glynn from Aston University has now stepped down from the Board and Alan Riddell from St Andrews will end his term of office at the end of December 2023. We have a new Board member starting with us in January 2024 – Matt Tebbit from Reading. Litmus Partnership are conducting fresh research around benchmarking as well as member engagement. We have also commissioned a video to promote the benefits of working within catering in the HE sector. We have also made the application to form the TUCO charity Foundation. Manish also mentioned the TUCO Honorary Members made up of members who worked for our member institutions and have now retired from the sector but still very much a part of the TUCO family, if anyone would like to nominate anyone from their institution.

Summer Conference at the University of St Andrews was a great success. To date we have not chose a venue for next year. We are hoping to bring back Competitions for next year but at the moment are struggling to find a venue. Finances are looking good due in no small way to increased prices. We have added another six associate members to our portfolio. David Oakley suggested that we hold a future regional meeting in London in conjunction with a trade show.

8. Chefs' Forum

Grame explained that this originally came about as chefs do not traditionally attend the regional meetings and we would like to get the Menus of Change message out there. The question was asked – do we engage more with colleges and look at their procurement? How do we fuel these pipelines with colleges and potential employers? We will be engaging more with various chef projects. We intend to have 5 project leads of very experienced who will liaise with the regional chefs.



9. Any Other Business

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

10. Proposed Dates for Next Meetings

The next meeting will be a face-to-face hosted by Southampton on Tuesday 19th March.

The Jolly Hog Brand Intro:



THE JOLLY HIGH

Our Story So Far



Once upon a time there was a rugby player, a ship broker and a cabinet maker. Three brothers, united by a love of food and in search of the perfect sausage.



2015

After several years selling sausages at festivals, the brothers open a restaurant.



2007

Given a sausage maker by his wife for his bday, Olly makes the first sausage in his flat and trade starts in Twickenham stoop car park.



2020

Lockdown changes the shape of our business. Restaurants and events stop and our retail business grows.



Certified

Corporation

2022

Our focus on doing business with responsibility is recognised as we become a BCorp.



2015

We get our first listing in retail for our sausages. Bacon quickly follows.



Our Credentials

#1 super premium brand



Highest brand share and awareness

4% value share sausages*

26% awareness**



1st UK Meat-Company to receive B-Corp







^{*}Nielsen Fresh meat sausages July 2022

^{**}Jolly Hog own research - n1300

Jolly Good Food









BRITISH OUTDOOR BRED

Best quality product Best Welfare standards Demands premium price



MODERN SUPER PREMIUM

Supplying National Retailers



















We also do

EVENTS



Boutique menus for events like Glastonbury & Winter Wonderland!

KIOSKS



Hot dogs, sausage rolls & other delicious pre-match snacks!

PIGSTY



Restaurant in the heart of Bristol's bustling food scene!

And now in National Foodservice Accounts....





















The Jolly Hog Sausages

great ® taste **

2022

- British, Outdoor Bred, RSPCA assured.
 - Proper Porkers
 - Porky Black
 - Caramelised Onion Porkers
 - Jolly Dogs
 - Pigs in Blankets
 - 2 x 2.5kg













The Jolly Hog Dry-Cure

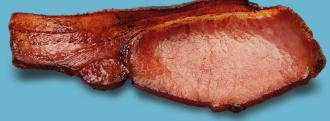
Bacon



- Black Treacle Thick-Cut Back
 - Black Treacle Streaky
- Smoked/Unsmoked Streaky
 - Smoked/Unsmoked Back

• 6 x 1.136kg















SAUSAGE ROLL

•British, Outdoor Bred, RSPCA Assured Pork
•All butter puff pastry, hand-crafted in Yorkshire, made over 3 days with traditional rolling, folding and resting techniques to develop the buttery layers and flavours

•Batch baked by eye, for crisp, buttery golden pastry layers every time

24 x 149g (Raw Weight – Frozen) 169 Cases/Pallet

SCOTCH EGG

- British, Outdoor Bred, RSPCA Assured Pork
 - Soft-Set, Runny Yolk Everytime!
 - Poached, British, free-range egg.
- Wrapped in our very own Jolly Hog British, outdoor bred Proper Porker sausagemeat.
 - Hand coated in a wholegrain breadcrumb for a crunchy outside.





The Jolly Hog Pulled Pork

 British Pork, Bred to British Farming Standards, Jolly Hog Apple BBQ Sauce, Sous-Vide.

• 2 x 2kg Pork, 1kg BBQ Sauce (5KG Total)











Andy Mee

Meeting 10th October 2023

Is your venue ready for the growth of Alcohol Free Drinks?

I'm not Anti Alcohol, it's all about Choice! The Alcohol Free Industry are NOT another Temperance Movement!





Not Anti Alcohol – Pro Choice:



It's time to stop sober shaming.









JUST ONE DRINK A DAY INCREASES YOUR RISK OF BREAST CANCER **BY 14**%

ALCOHOL INCREASES YOUR RISK OF BREAST CANCER.

The more you drink, the more you increase your risk of developing breast cancer.



1 in 8 women suffer from breast cancer
7 drinks a week increases the risk by 14%
14 drinks a week increases the risk by 28%



So, what exactly are Alcohol Free Drinks and the confusion around labelling....





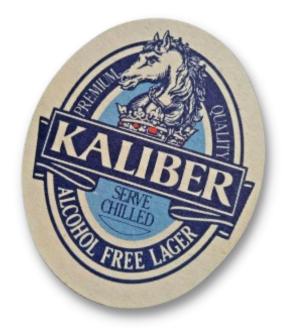
Low alcohol — the drink must be 1.2% alcohol by volume (abv) or below Non-alcoholic — the drink must be 0.5% alcohol by volume (abv) or below Alcohol Free — the drink must be 0.05% alcohol by volume (abv) or below De-alcoholised — this term should only be applied to a drink from which the alcohol has been extracted if it contains no more than 0.5% abv and the product should also include an indication of its alcoholic strength (or state that it contains no alcohol).



What do we mean by Alcohol Free Drinks

Things have come a long way from these drinks





Sadly many people perceive this is the experience of Alcohol Free Drinks



What do we mean by Alcohol Free Drinks

AF versions of Multinational brands



Direct Alcohol replacement products from new brands







New AF products from new brands





ALCOHOL FREE

Why have an



20% of people in 55% of people in 38% of GenZ don 29% of pub visits 47% of non drink 70% of people in 9 million adults d 1 in 4 adults have

Their Credit card is the same as someone who is so, if you don't cater for them, they don't spend.....



e remember one thing.. the reason your customer is not lcohol......

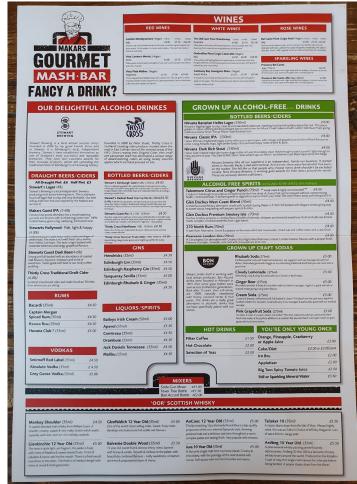
80% of people that consume non-aiconolic peer in the UK are also regular peer grinkers.

25% of non drinkers default to Tap Water if there are no good AF Options.



What do we mean by inclusive Drinks menu?















No 7 Idaho 7 & Mosa Pale Ale Little Critters



Lag Phase Bad Seed ABV 3.9%



Cinder Toffee Half Moon ABV 4.5%



Half Moon ABV 3.8%



Afraid Of Sunlight Thirst Class ABV 5.7%



Brewer's Gold Pictish ABV 3.8%



Not Apache On Chinook Wishbone ABV 6% (KEG)



Northern Monk ABV 0.5% (KEG

Cloudy Cider

Celtic Marches



Wrecking Ball Wishbone ABV 4.8% (KEG)



Premium Yorkshire Cider Pure North ABV 5% (KEG)

Download Real Ale Finder to see what's coming soon...

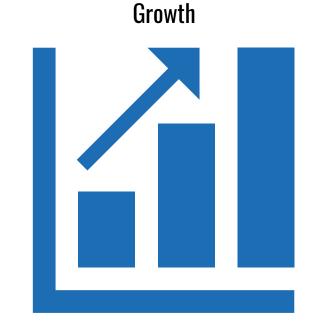


What is the future growth for Alcohol Free drinks

Market value up

Consumer acceptance of products up

Quality of products up



Gen Z not drinking up.

Understanding of health benefits up.

Alcohol Consumption Down