

# SUSTAINABLE FOOD PROCUREMENT IN PRACTICE

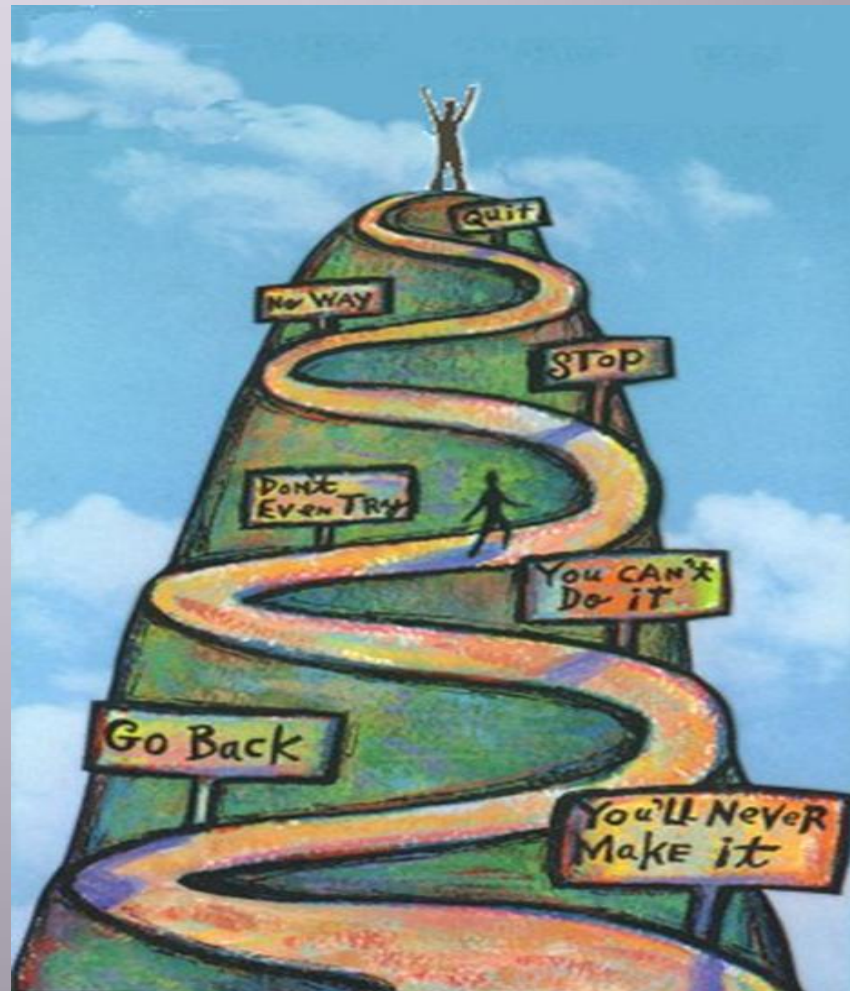
John Turner, Community Executive  
Chef



# Background

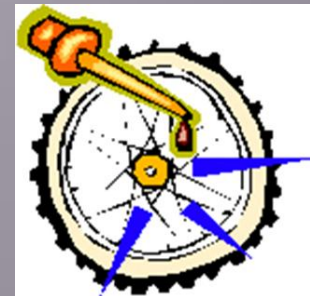
- ❖ 16 colleges of which 10 are fully catered.
- ❖ Approx. 3,700 residents 3 meals per day.
- ❖ Conference and banqueting.
- ❖ £3.2m annual food spend.
- ❖ Procurement and Catering worked together over past 2 ½ years to fundamentally change the way in which food is sourced, prepared and provided.

# What we have Done



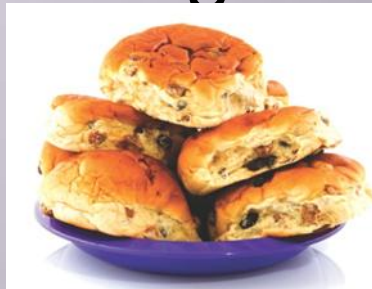
# Help Local Producers Sell to Us / others

- ❖ localised buying they could source from the local supply chain
- ❖ Access to New client Base.
- ❖ One stop buying :developing symbiotic relationships
- ❖ Developed ready markets for add value items
- ❖ Squeakiest wheel got all the oil.



# Supplier Relationships Barriers / Issues

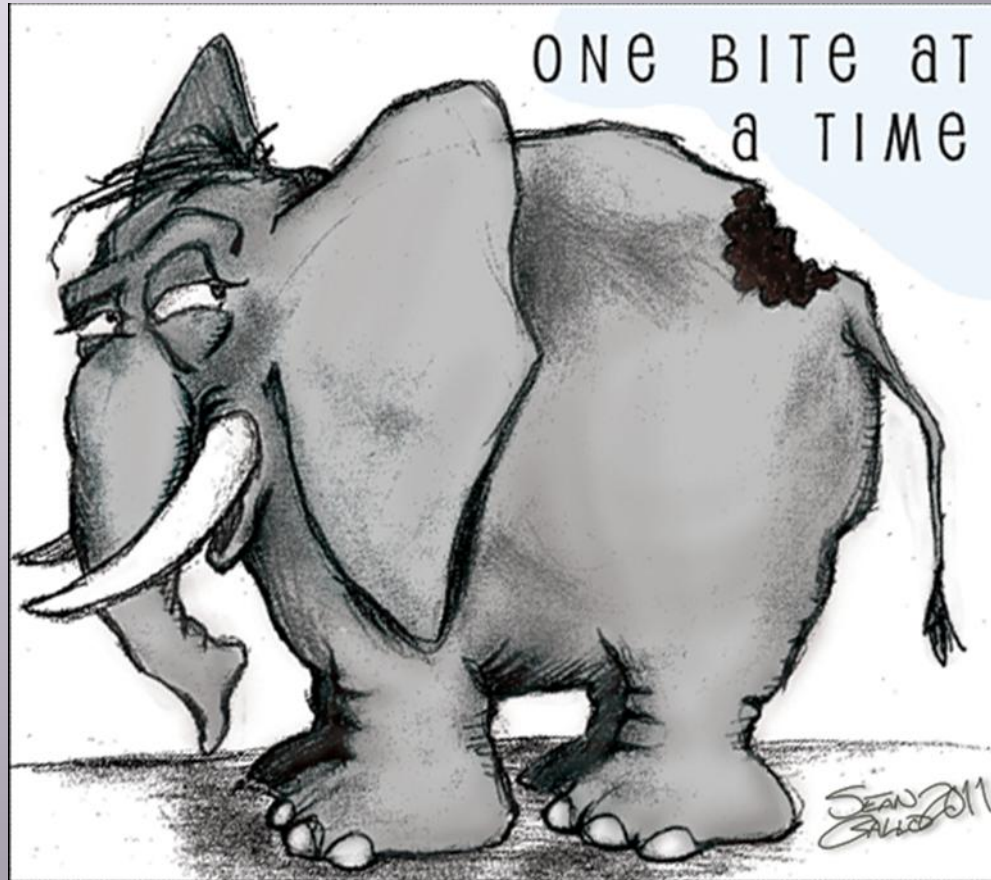
- ❖ Multiple supplier framework agreements.
- ❖ Relied on national/regional agreements.
- ❖ Bun fight!
- ❖ Low confidence in suppliers – over stocking.
- ❖ Supplier review only at tender stage.
- ❖ Contract put to sleep after tender.
- ❖ Escalation process was cumbersome.



- ❖ No central consideration to the environment and carbon management.
- ❖ Limited provenance of product.
- ❖ Local sourcing not a concern.
- ❖ Enforced policies to comply with Gov. targets to support HEFCE funding.



# What We Did



# The Benefits

- ❖ One person to act as key contact with Procurement.
- ❖ This cut 12 and a half percent off the costs of distribution, of which 6% was given back to the distributor to achieve reciprocal benefit.
- ❖ Work with other companies.
- ❖ TLC approach to overcome preconceptions.





# The Benefits

- Focus was on:
  - Provenance;
  - Cost;
  - Environmental Impact;
  - Nutritional value;
  - Special dietary requirements.



# The Benefits

- ❖ Rationalised supply base:
  - ❖ Single supply contracts;
  - ❖ Guaranteed business = improved level of support;
  - ❖ Ensure trust and transparency;
  - ❖ Partnership approach.

# The Benefits

- ❖ Central negotiation.
- ❖ Bulk deals.
- ❖ Forecasting.
- ❖ Provided volumes for stock management.
- ❖ Monthly contract review meetings.
- ❖ Contract improvement plans.
- ❖ Benchmark new contracts against previous and national/regional agreements.

# Set High Aspirations

- ❖ Challenged ourselves.
- ❖ Challenged suppliers.
- ❖ Targeted environmental, social and economic savings.



# **What We Have Achieved**

# Satisfaction

- ❖ Customer satisfaction increased and uptake increased
- ❖ Suppliers see it as win-win situation.





# Environment

❖ Increased %age of local produce (when in season):

❖ Milk 100%

❖ Yoghurt 100%

❖ Vegetables 50%

❖ Cheese (commercial menus) 80%

❖ Pork 60%

❖ Beef 20%

❖ Artisan Bakery 100%

# What We Are Now Doing



❖ Constantly looking at ways to evolve, what was once the exception is now the expectation.

❖ Share best practice with other organisations, do not want to compete.

❖ Believe it is morally the right thing to do

1. You have to become good to be supplied in order to get the most out of your supply chain.

