

Procurement Solutions - National or Local? The role for the SME Food Producer in Procurement Solutions

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Who - What - When - Why - How...?

Regional food groups





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- Strengths of local suppliers
- Weaknesses
- Opportunities
 - for you working with local suppliers
- Threats - to you





Threats – to you

- Lack of audit trail with some very small suppliers
- Fragmented supply chain
- Could be out of business tomorrow
- Unknown brands
- Labels and legislation may be inadequate
- Certainly onerous for the small producer





'Local' food: some market trends

- Sector worth approximately £7 billion per year by 2016 (including the Republic of Ireland)
- Consumers increasingly seeking food they can trust
- Producers at all scale seeking natural flavours and colours avoiding/abandoning artificial additives

Key words:

local – natural – provenance – fresh

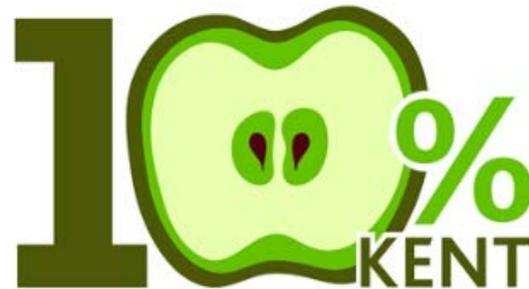




Food for thought...

£1.00 spent locally = £1.75 to local economy

£1.00 spent with major multiple = £0.36p



Source: New Economics Foundation – Local Multiplier Effect



Food for thought...

- People identify with their food - concept of '*terroir*'
- Eating 'local' food thought to help trigger memories and may assist in relieving effects of dementia
- It can lead to easing bed space pressures by encouraging faster recovery times. Huge £ upside, if so
- Clear benefits to hospitals, suppliers and the NHS as a whole
- Less food waste: better for individual health, contributes to local economies and to environment
- This will improve the CSR agenda for all, save money, can help attract investment and help in national targets





BENEFITS: to image, to bottom line and to health

- Catering suppliers, individuals and hospitals can all benefit – corporate social responsibility (CSR), environmental and social governance (ESG)

BUT

- Local suppliers *do* understand the constraints you have to work under
- We are asking to be a part of the solution
- New ideas and different models such as shorter supply chains can be cheaper
- Local produce is not always more expensive
- Even modest gains can make a big difference locally
- Produced in Kent 10% campaign – potential to contribute in excess of **£100 million** to our local economy!





The Garden of England

Producing the human resources *and* the natural resources





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Works in all weathers



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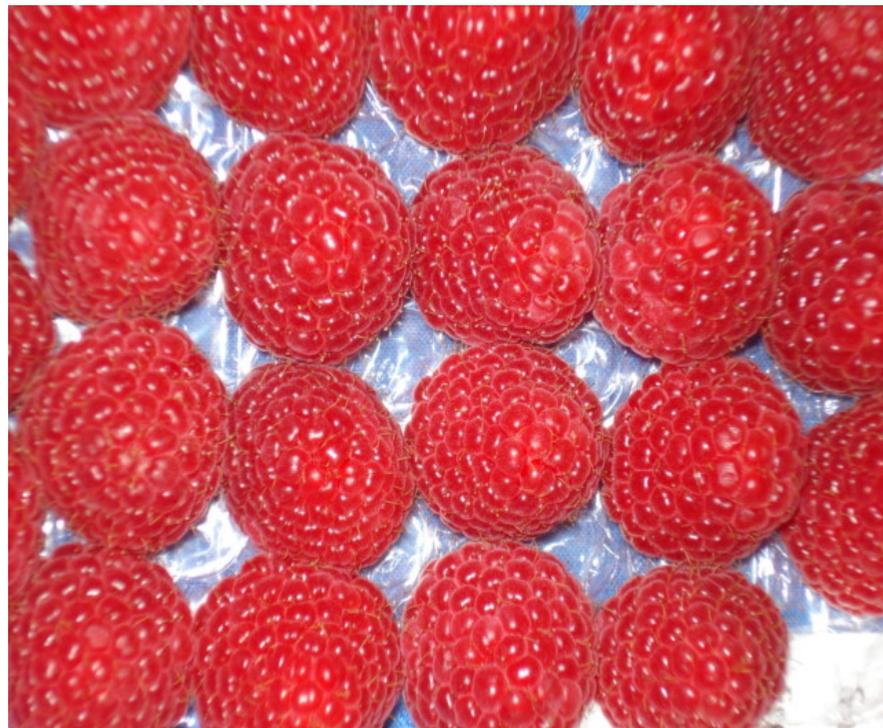
Goes from Oast to Coast...





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Market leaders in soft and top fruit





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We are ready to deliver



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Foodmatters

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