

Gillian Sperrink – Procurement Officer, Staffordshire Procurement

A Growing Ambition

the knot unites



Background

- Staffordshire County Council wants to support local businesses and ensure as much money as possible is spent locally
- However, EU Procurement Law forbids a buy local policy
- We negotiate fresh produce contracts for Staffordshire Catering Services – for over 400 schools
- So what did we do to address the legal issue?

the knot unites

What Did We Do?

- We used “lotting” of the fresh produce contract with daily delivery windows to encourage local providers
- We were approached by Collier Farms at an NFU Conference
- We acted as a “dating agency”

the knot unites

What Did We Do?

- They wanted to supply us but weren't geared up to do this directly
- So, we introduced them to our fresh produce providers – who were keen to source locally
- After successful trials, Collier Farms became suppliers to our fresh produce providers for all our establishments

the knot unites

The Result

- We have more local providers
- We have reduced our carbon footprint
- We have increased traceability of produce
- More money is spent locally

the knot unites

The Result

- We have shown that we do listen and act when people approach us
- And, it is all perfectly EU compliant
- We won a GO Award for Best Sustainable Procurement Initiative in 2010 for this work
- The future??

the knot unites