

Think About Chilled Food!

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Menu

- **The world-leading UK retail chilled prepared food sector**
- **The UK's most dynamic food market?**
- **What makes UK chilled food unique**
- **Controls used by professionals**
- **Competencies needed**
- **Roles and rewards**

UK Chilled Food Manufacture

- World-leading standards, systems and innovation
- Fast paced, constantly challenging
- 60,000 employees
- 12,000 different foods sold through retail
 - Most will be changed within a year – New Product Development
- ~25 major companies with 100+ production sites in the UK
 - Vast majority are CFA members
- >1,000 scientists employed by CFA members
 - Vacancies!
 - Long term demand!





UK Chilled Prepared Food

- **Dressed salads**
- ***Leafy salads**
- **Prepared Vegetables**
- **Prepared fruit**
- Stir fry kits
- **Sandwiches**
- **Sandwich fillings**
- **Quiche/flans**
- Pizza
- **Recipe dishes/kits**
- Meal Accompaniments
- **Sushi**
- Filled fresh Pasta
- Soups (**some RTE**)
- Sauces (**some RTE**)
- **Dips**
- **Dressings**
- **Desserts**

Items in green include ready to eat variants

*Leafy salads (1990+): UK: 2.7×10^9 packs, Worldwide: 2×10^{10} packs

Mainly Sold By

YOUR M&S

Sainsbury's

ASDA

TESCO

Waitrose

Mainly Made By

UNIQ



Samworth Brothers

QUALITY FOODS



Chilled Food Association

- **Who are we?**
 - Represent professional manufacturers supplying UK market
- **What is our Mission?**
 - To promote and defend the reputation and value of the professional chilled food industry through the development and communication of standards of excellence in the production and distribution of chilled food
- **Promote CFA standards and the sector to Government, enforcers etc**
- **CFA Members promote CFA standards throughout their supply base**



UK Chilled Food: The Most Dynamic Market?

Year	Market (£m)
1989	550
1999	4,550
2005	7,357
2010	9,163

- ~17-fold market value growth since 1989
- Still growing at 5% per annum
- Significant new product development every year
- Retail brand dominance, although brands now emerging



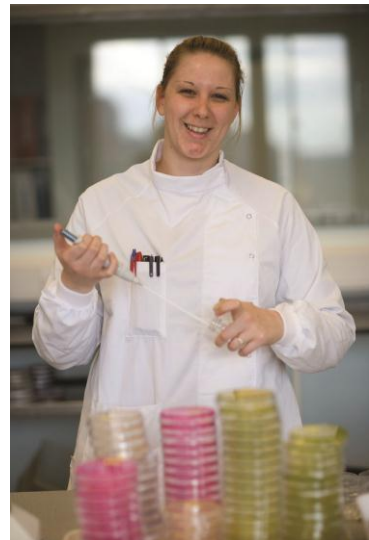
Controls - Key Principles

- HACCP and traceability
- Specified high quality raw materials
- 3 classes of foods:
 - Ready to eat (RTE)
 - Ready to reheat (RTRH)
 - Ready to cook (RTC)
- Non-/RTE segregation - 3 Hygiene Area standards:
 - High Risk: RTE, RTRH production (cooked ingredients only)
 - High Care: RTE, RTRH production (inc raw ingredients)
 - Low Risk: Raw materials, RTC production, packed product



What Makes UK Chilled Food Unique?

- Founded on food hygiene and safety
 - HACCP required from the outset
- Unpreserved
 - Rely on chill to achieve shelf life
- Exacting microbiological standards
- Largely ready to eat or reheat
 - Hygiene is critical
- Predominantly made in the UK
 - Very few finished product imports



What Makes UK Chilled Food Unique?

- Majority of foods have a number of ingredients
 - Animal derivatives 0-100%, many foods 5%-25%
 - Potential for re-working generally low
 - Much is handmade
- Specified suppliers, own/contract growers
 - Suppliers specified by retailers
 - Audited by retailers and CFA members (manufacturers)
 - Integrated control – high risk ingredients not bought on the open market
- Just in Time systems
 - Short shelf life ingredients and final products
 - High quality ingredients bought in line with projected orders
 - The right amount of each food prepared and packaged
 - Rapid distribution to demanding customers for sale



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Post-Manufacture Controls

- Chilled distribution, sale and storage
 - Minimise potential for microbial growth
- Despatch and distribution to retail
 - $<5^{\circ}\text{C}$ required and monitored by UK major retailers
- Retail storage
 - $\leq 8^{\circ}\text{C}$ legally
- Consumer storage
 - Use by date
 - Usage instructions

Competencies Needed

- Food science
- Food technology
- Food microbiology
- Nutrition science
- Packaging technology
- Hygiene and systems auditing
- Management
 - Production, supply chain, IT, finances
- Creativity
 - New Product Development
 - Problem-solving
- Good communication and people skills
- **Passionate about food!**



Roles



- Laboratory-based
 - Food safety and quality
- Product and process development
 - Developing new foods
- Working in the supply chain with suppliers and customers
- Working with factories to help develop good manufacturing practices





Rewards



- **Competitive salaries**
- **Graduate programmes**
- **Career development opportunities**
- **Foreign travel opportunities**





The centre of excellence for the chilled food industry

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