



## Is something going on in Greater Lincolnshire's Fresh Produce Sector?

*Martin Collison, AgriFood Advisor to Greater Lincolnshire LEP*

The latest data from DEFRA shows that sales from the UK horticultural industry have risen from £2.8billion in 2010 to £4.1billion in 2020, representing a 43% increase in 10 years.

Greater Lincolnshire is responsible for 1/6<sup>th</sup> of UK output of these crops, worth over £630m in 2020, more than any other LEP area. But the UK is also a major market for horticultural imports and Lincolnshire is at the heart of this trade with our world class logistics and trading cluster.

We all know that fresh produce and ornamental crops are good for our physical and mental wellbeing and the National Food Strategy published in July 2021 focused on the need to ensure diet improvements. As the UK centre for fresh produce, Greater Lincolnshire is superbly positioned to gain from continued growth in the market for vegetables, salads, fruit and ornamental plants.

## SECTOR PROGRESS & HIGHLIGHTS

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## Is something going on in Greater Lincolnshire's Fresh Produce Sector?

*Continued...*

It is probably not surprising that we are therefore seeing a wave of investment in the industry, both from expanding local businesses as well as overseas investors. In the UK Food Valley we stand ready to support them all and believe the industry has a great future. From the pioneering work of established companies such as Bridge Farm and Davis Worldwide, or new companies such as Melon & Co - all of whom feature in this newsletter - we are seeing industry led innovation and investment.

The linked logistics sector is also aligned to expand in parallel, with Freshlinc opening a new centre for flower imports building on its earlier BCP development in Spalding, as well as industry leading research such as Trusted Bytes, led by FESA, which is developing digital data systems for the supply chain, to the forthcoming Centre for Food and Fresh Produce Logistics which opens in 2022. Lincolnshire will also be hosting the national FPC Futures trade show in November featuring a Dutch Pavilion, building even more strongly on our historic and continuing commercial ties with our Dutch horticultural colleagues.

Meanwhile, the UK Fresh Produce Network (FPN) established 2 years ago in Lincolnshire, is going from strength to strength, with a focus on innovation and making the case for infrastructure to support the sector's growth. Watch out for articles from them in future newsletters.

Having been involved in the fresh produce industry all my life I have never seen as much change or investment, and so I think we can safely conclude that despite all the challenges and uncertainty, there is *something going on* in Greater Lincolnshire's fresh produce sector at the moment. The LEP is poised and excited to work with industry to build on this and we would be delighted to hear from anyone with ideas on how we can support, champion, and drive the many opportunities in the sector.

***Martin Collison***

# YOUR NEWS



## BRIDGE FARM CONTINUES TO INVEST AND GROW IN SPALDING

The story of Bridge Farm Group's evolution from a small family-run business selling houseplants into one of the UK's largest producers of edible and ornamental plants, is one rooted in ambition and innovation.

The company was founded in 1988 by Jayne and Tony Ball, selling high quality houseplants with a focus on growing sustainably. Then in 2010, the founders' son David Ball joined the business and with his pioneering approach, led its investment in technology and automation, a real

first for the UK horticulture industry.

Under David's leadership, Bridge Farm Group has invested in fantastic new facilities, acquiring a 100-acre site in Lincolnshire, and starting construction of a 70-acre glasshouse.

As one of the UK's largest glasshouse facilities, the business has developed a cost efficient and sustainable growing model that is unrivalled at this scale in the UK.

The design of the glasshouse and

the technology that has been incorporated allows for a range of different crops to be grown, ensuring that the glasshouse is at optimum capacity throughout the year.

Bridge Farm Group has one of the world's most advanced growing facilities, computer-controlled and entirely sustainable, managed by expert growers who have years of experience.

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# YOUR NEWS

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Growing in Lincolnshire means they get their flowers and plants to retailers on the same day they are picked. They are British owned so it is a pioneering demonstration of what sustainable development in the UK could look like.

Already supplying over 70 million plants a year to retailers the business is set for further expansion with its launch of a new brand called The Growers. With an increased interest in gardening following the Covid pandemic the brand is aimed at offering the novice gardener an expert helping hand to bring their gardens to life with plants.

Visit their website to find out more: [www.bridgefarmgroup.co.uk](http://www.bridgefarmgroup.co.uk)

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## GREATER LINCOLNSHIRE SUPPORTS CALL TO PUT SEAFOOD IN THE NATIONAL FOOD STRATEGY



Seafish CEO, Marcus Coleman, based in Grimsby, has responded to the National Food Strategy with thoughts on seafood's role in feeding our nation.

July saw the release of the second report on the [National Food Strategy](#) for England and Marcus reflects that: "Those of us working in the seafood sector know all about the extremely positive contribution seafood can make. It supports healthy eating, has a lower environmental impact than other animal proteins, and supports coastal communities. We're disappointed that the positive attributes of seafood do not feature more prominently in the report. The UK eats over 4 billion seafood meals each year and for us it's clear that seafood has a vital part to play."

Seafood is high in protein, packed with vitamins and minerals, and oily fish is especially rich in omega-3 fats. Seafood is the only protein with Public Health England backed consumption guidelines. Advice states that a healthy, balanced diet should include at least 2 portions of fish a week, with 1 being oily fish. Research indicates there are significant benefits to be achieved from increasing seafood consumption, with soon to be published research from Seafood 2040 suggesting the NHS could save up to £600m per year from reductions in Type 2 diabetes and cancer over the long term.

# YOUR NEWS

*Continued...*

With growing global populations we need to look at the way we produce food to feed our nation and need to embrace innovation and sustainable resource management to meet future needs.

Despite the benefits, UK seafood consumption doesn't meet government guidelines. Average consumption is only 1.15 portions per person per week, rather than the 2 portions we should be eating. Marcus says 'this is something we're trying to address with [Love Seafood](#). It's a long-term strategy to nudge the UK population along the right track to increasing their consumption by 2040'.

The UK Food Valley's three priorities include one focused on naturally healthy food and protein transition, as we support the UK to adopt a healthier diet. Combined with the importance of the fish processing sector in Greater Lincolnshire, over 10,000 jobs and 50% of UK fish processing is located in and

around Grimsby, the UK Food Valley is committed to helping promote growth in the sector.

As Greater Lincolnshire Food Board chair, Sarah Louise Fairburn, says: "The Seafood sector is a jewel in the crown of our food chain and we are keen to work with the industry to ensure seafood's place in a balanced diet. We will push this with government as they develop the anticipated Food Bill building on the National Food Strategy. We are keen to see our seafood sector grow, as a processor, a market for sustainable fishing and to support a growing domestic aquaculture sector."

You can read Marcus's blog in full [here](#).

## UK INNOVATION STRATEGY SHOWCASES GREATER LINCOLNSHIRE EXPERTISE

The UK Innovation Strategy - *Leading the Future by Creating It*, published by the Department for Business, Energy and Industrial Strategy (BEIS) in July 2021 has recognised the role played by innovation centres in helping create future technology. The strategy highlights that centres such as the Lincoln Institute for AgriFood Technologies (LIAT) are helping create UK leadership: 'Today, the

*UK is home to a wide range of cutting-edge innovation institutions. Among many examples are: the University of Warwick National Automotive Innovation Centre which is driving the future of the automotive industry from the heart of the United Kingdom; Lincoln Agri-Robotics as the world's first global centre of excellence in agricultural robotics; and the Catapult network, which is designed to support*

*innovation and de-risk the transition from research to commercial delivery in a range of key sectors'.*

Ruth Carver, Chief Executive of Greater Lincolnshire LEP says: "It is fantastic to see that the work being done by the University of Lincoln is being recognised as UK-leading in the food sector both land and sea.

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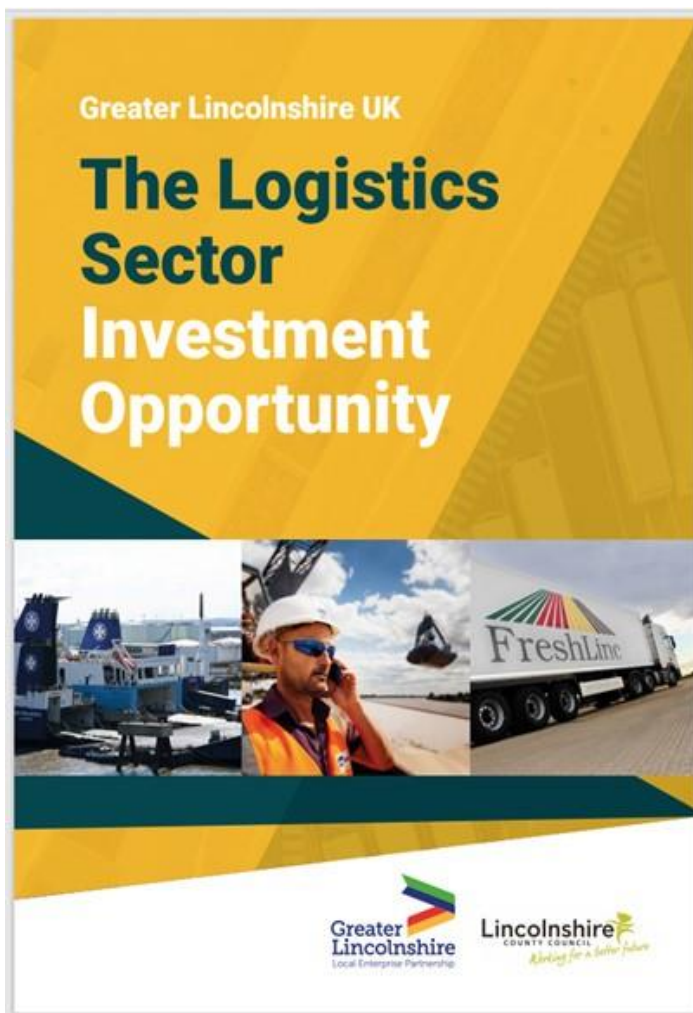
# YOUR NEWS

Continued...

*"We work very closely on a practical level to build and grow our food sector with the university, in areas such as joint strategy, programmes and funding for new assets."*

Greater Lincolnshire is known as the UK's Food Valley and with local partners we are ramping up programmes of innovation, business support, skills and innovation to meet our ambition of increasing this reputation globally.

## Greater Lincolnshire LEP Logistics Sector Brochure



The Greater Lincolnshire LEP has just released a Logistics Sector Investment Opportunity proposition in the suite of brochures published this year.

Greater Lincolnshire has a very large, UK leading, logistics sector with major clusters on the Humber; the UK's largest port, and in South Lincolnshire centred on Spalding.

The proposition shows the importance of logistics to the food chain in the UK Food Valley and highlights the work being done to develop the South Lincolnshire food logistics cluster - for example by strengthening and developing the role of the Port of Boston. It also highlights the forthcoming Centre for Food and Fresh Produce Logistics, part of the Boston Town Deal and the role of innovation projects such as Trusted Bytes, which is led by the industry and University of Lincoln to create new digitised traceability systems to support food trade.

To read the Logistics opportunity [click here](#).

View the rest of the brochures below:

- [Low Carbon Energy & Industry](#)
- [Agrifood](#)
- [Advanced Engineering & Manufacturing](#)

# YOUR NEWS

## GREEN CHANNEL SOLUTIONS & BOSTON-BASED DAVIS WORLDWIDE JOIN FORCES TO CREATE A NEW RANGE OF NATURAL JUICES

Only Pure will offer a range of natural, additive and preservative free juices, produced using only first-class produce they offer premium quality with long shelf life.

Green Channel Solutions UK Ltd and Davis Worldwide have combined their knowledge and know-how from the produce sector to create a new range of fresh fruit juices.

The two companies working in conjunction with marketing experts Full Circles have created the Only Pure range of juices.

The driving force behind the brand has been to create a range of totally natural, additive and preservative free products that promote both the quality and seasonality of the fresh produce

used in their production.

To this end, a range of 10 apple-based juices are being launched from late August and will be available to purchase either for direct home delivery or bulk delivery for the wholesale/foodservice sector.

The juices themselves are produced only from freshly harvested, first class produce creating a product with a supremely fresh and natural taste. The juices themselves are also able to be ambient stored and deliver a long shelf life of up to 12 months.

Consumers can visit [www.onlypure.site](http://www.onlypure.site) to view the full range of products and purchase a mixed case of 6 bottles of their choice from the ten different flavours currently

available. The product will then be delivered directly to their home.

Interested foodservice or wholesale customers can contact the business through the website or email them direct at [sales@onlypure.site](mailto:sales@onlypure.site)



## AGRICOLA FAMOSA EXPANDS ITS INTERNATIONAL FOOTPRINT THROUGH THE CREATION OF MELON&CO IN SOUTH LINCOLNSHIRE

Agricola Famosa, the world's leading grower and exporter of melon and watermelon, has formed Melon&Co, their new vertically integrated company. UK based, Melon&Co will represent Agricola Famosa, affording the capacity to offer a comprehensive range of supply chain services to create an end-to-end, future proofed, sustainable and cost-effective solution.

Fronted by CEO Justin Szymborski and his equally experienced, specialist team, the intention is to offer customers the benefits of direct access to production whilst supporting them with any complimentary service requirements.

Carlo Porro, CEO and Founder of Agricola Famosa described the move as 'A direct response to evolving market requirements' and a 'positive move towards efficiency whilst enhancing service to our clients'. The first Brazilian fruit will arrive in the UK at the end of August. Spanish and Central American production will complete the full supply calendar.

Founded in 1995 and headquartered in the Northeast of Brazil, Agricola Famosa is the world's leading grower and distributor of melon and watermelon. With over 30,000 hectares under management in Brazil, of which around 10,000 are productive, today the company

produces and supplies over 200,000 tons of fresh melons and watermelons to customers around the globe and has 18 packing houses. Agricola Famosa has become a global leader in these fruit categories thanks to its unique customer service, its R&D investments to produce superior quality fruit, its respect for the environment and its determined commitment vis-à-vis local communities.

[www.agricolafamosa.com.br](http://www.agricolafamosa.com.br)

Contact: [enquiries@melonco.uk](mailto:enquiries@melonco.uk)

**MELON&CO** agricola **famosa**

# YOUR NEWS

## NATIONAL CENTRE FOR FOOD MANUFACTURING (NCFM) ADVANCES DIGITALISATION OPPORTUNITIES FOR SMES

The National Centre for Food Manufacturing (NCFM) at the University of Lincoln works closely with the Food & Drink industry on skills and research to help optimise and advance the UK's largest manufacturing sector. Over the past 5 years there has been an increasing industry focus on the potential for digitalisation, and NCFM has responded via its Food & Engineering Degree Apprenticeships and the delivery of R&D projects with technology providers to develop solutions to a wide range of industry challenges.

An example of industrial digitalisation projects at the NCFM supporting the food and drink sector is COTEMACO (COmpetitiveness Through Efficient MAn & Machine COllaboration). Funded by Interreg with partner organisations in the UK (University of Lincoln & Greater Lincolnshire LEP), Belgium, Netherlands and Germany, this 3 year project recognises that manufacturing SMEs in North-West Europe are struggling to maintain their cost competitiveness against large-scale production facilities in low-wage economies. One of the key steps to increase competitiveness is to offer high levels of production flexibility, made possible by collaborative robotics (cobots).

Cobots focus on enhancing the cooperation between human workers and industrial robots, unlike previous automation waves. Using cobots in manufacturing processes not only allows for a more efficient use of employees, it reduces health issues and raises motivation and enables flexible and agile robotic solutions to real life production challenges.

COTEMACO's support programme engages with SMEs from

the automotive and food sectors through regional field labs which showcase how cobots can be used in the automotive and food industries, to tackle sectorial awareness and knowledge gaps. Cobots are also brought closer to end-user SMEs through testing and interacting with them in industrial conditions.



Businesses engaged with the programme have reported increased productivity and production capacity, alongside the benefits of a wider appreciation of the future potential for digitalisation technologies in their manufacturing. The programme is focussed on creating future proofed solutions for SME's beyond their immediate needs to create a longer term plan for automation.

Further information on COTEMACO can be found here <https://robot-hub.org/cotemaco/> and those wishing to engage with NCFM on food industry digitalisation agendas should contact Janet Bellamy - Associate Professor of Digitalisation and Food Processing [jbellamy@lincoln.ac.uk](mailto:jbellamy@lincoln.ac.uk)





# YOUR NEWS

## PORT HEALTH TEAM MEET WITH MAJOR TRADING PARTNERS ON NEW TRADE RULES

North East Lincolnshire Council's port health team is working with the Grimsby seafood cluster and colleagues in Norway, Iceland and the Faroe Islands as part of preparations for new trading rules. Officers have regularly met online with seafood industry representatives to share knowledge before the introduction of import controls from 1<sup>st</sup> October 2021.

Norwegian, Icelandic and Faroese fisheries are a crucial element of the UK's fish supplies and in particular for Grimsby's seafood cluster. New trading rules on imports and exports between the UK and EU come into force on 1<sup>st</sup> October 2021 and 1<sup>st</sup> January 2022, continuing the phased introduction of the UK's new Border Operating Model. The new rules mean imports and exports of certain food, feed and other products must have relevant documents checked and a certain percentage inspected before consignments cross borders.

Commercial Regulatory Manager, Neil Beeken described the Council's Port Health responsibilities and how the team is preparing for the rule changes. The Port Health Team have worked closely with importers and exporters during the transition period to make sure they understood what was required, including providing training on new systems, issuing guidance and making sure businesses are aware of the new import controls. The team has also been working in partnership with the port and terminal operators to deliver new Border Control Posts (BCPs) to allow the full range of products to arrive into the ports of Grimsby and Immingham.

The team also worked with a local business to create an Export Logistics Hub – a facility in which smaller loads can be collected from around the UK and consolidated in one

location, enabling SMEs to continue exporting by sharing the costs with others.

Recently, the team shared their experiences of handling much greater demands for Export Health Certificates (EHCs) with equivalent authorities in Norway, Iceland and Faroes Islands, who are now preparing for a similar situation from 1<sup>st</sup> October. Mr Beeken added: 'The feedback from those taking part in the presentations was that it was incredibly useful. Like us, they are keen that the communication channels remain open' so that we continue to support fish trade.

Grimsby seafood cluster Director, Simon Dwyer, added '*The Grimsby seafood processing and trading cluster values the work NELC Port Health team have been engaged with during the past 12 months and the planning for the October 2021 and January 2022 changes. Their willingness to share knowledge with fish suppliers, particularly fresh fish from Iceland, Faroes and Norway, is welcomed.*

The Council wants to make the process as simple as possible for those affected by the changes. If you need help or advice with the new import or export documents and systems, please contact the team at [port.health@nelincs.gov.uk](mailto:port.health@nelincs.gov.uk)

# PROMOTION

## BUSINESS SUPPORT FOR THE AGRICULTURE, FOOD AND FISHERIES INDUSTRIES

[www.Businesslincolnshire.com](http://www.Businesslincolnshire.com) is our business support platform offering free advisor consultations, webinars and events, with the latest information, guidance and funding for the business community.

We want to support as many local food businesses as possible to contribute to the local economy and realise their business potential and goals.

Business Lincolnshire Growth Hub services are all fully funded and are delivered by experienced and professional teams who can provide many services for businesses, including:

- A Business Diagnostic by a dedicated local Growth Hub Adviser either with the business leader or their Senior Management Team;
- Research on a wide range of available opportunities, including current funding, which is fed back to the business via a comprehensive Action Plan, followed by timely reviews to ensure that business leaders know about the most up to date support available;
- Referrals to Specialist Support, such as: Digital, Marketing, Financial, Peer Network groups, Supply Chain Management, Business Resilience, Agriculture and Horticulture Advice, Visitor Economy support, and Scale Up support for fast growth businesses;
- A wide variety of business-focussed webinars and workshops through the website's events page, can be found [here](#)

Our Growth Hub Advisers are your gateway to all our support and will work with you to understand your

business and produce a tailored action plan which will identify the different sources of help and support available to you. The Business Lincolnshire team are passionate about helping your business to reach its full potential. For more information visit <https://www.businesslincolnshire.com/contact/> where you can request support from one of our advisers and register [here](#) to receive the news and guidance focused on business support and to follow the latest government and local interventions available.



**European Union**  
European Regional  
Development Fund

# PROMOTION

## Your Business Lincolnshire Growth Hub Advisers



## SPOTLIGHT ON PAUL WARD, AGRICULTURAL & HORTICULTURAL ADVISER IN THE BUSINESS LINCOLNSHIRE TEAM

Paul Ward now works as an independent technical advisor, having been a group technical director with a UK berry marketing company. He has 33 years' experience in all technical aspects of agronomy and has covered UK vegetables, glasshouse salads, potatoes from Egypt, Spain and UK, tropical fruit, stone fruit and cherries for Malet Azoulay /Univeg UK world-wide, before moving to berry crops. At Business Lincolnshire Paul works with agricultural and horticultural businesses.

Technical excellence, industry leading innovation and commercial awareness are the key drivers for Paul, who started his career as an ADAS agronomist, following a horticultural degree at University College Dublin. Paul quickly found that he really enjoyed diverse technical roles featuring innovation and problem solving. He has been involved in agricultural & horticultural extension, reaching out to companies who need assistance from growing to management systems, food safety, technical innovation and business development. His key successes have been helping the businesses he worked with achieve significant growth based on delivering technical excellence.

Paul says that a key part of his role has been to help with COVID recovery but also to guide businesses on EU exit and the new requirements which this has created right across the industry. Major issues Paul has been dealing with include the challenges of securing labour both for production and logistics, including ensuring industry needs are communicated clearly to government.

Paul is also working with farm and horticultural businesses to help them address the resilience challenges created by the pandemic, so future crises are easier to manage and to help businesses prepare for post Brexit changes such as the end of the Basic Payment Scheme (BPS). To help with this Paul is helping organise a series of webinars including: 3<sup>rd</sup> November - Sustainable soil management & regenerative agriculture with Graeme Sait of New Generation Agriculture; 23<sup>rd</sup> November - Business Lincolnshire Live Show: Agri Sector, both detailed on the Business Lincolnshire website at: <https://www.businesslincolnshire.com/events/>.

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# PROMOTION

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Paul says: 'We know the next few years will be challenging for the agricultural and horticultural industry in Greater Lincolnshire, as we adjust to new trading rules, challenges on labour supply and the loss of BPS, but I truly believe we also have some fantastic opportunities. Greater Lincolnshire has excellent farmers, a good climate and some of the UK's best soils, we have to use these to our advantage as we embrace new crops and enterprises. I know if we all work together we can thrive and look forward to working with you to help make this happen'.

Paul can be contacted on: (01205) 837 070, Mobile: (07470) 452 007, or email: [paul.ward@bizlincolnshire.com](mailto:paul.ward@bizlincolnshire.com) or [www.businesslincolnshire.com](http://www.businesslincolnshire.com).

## PRODUCTIVITY HUBS PROGRAMME



[The Productivity HUBs Programme](#) is a University of Lincoln initiative, funded by the ERDF programme. The Programme is aimed at helping businesses in Scunthorpe, Boston and Grimsby and eligible business will be provided with either or both of the following:

- Business Development - access to a business development manager who will work with you to identify key challenges and opportunities and help you to develop a plan to drive your business forwards to increased productivity and profitability.

- Business Acceleration - aimed at ambitious start-ups that are committed to accelerating the growth of their business. Eligible businesses will get a package of intensive support designed to improve performance and drive growth, and an opportunity to pitch for seed-funding grants of up to £10,000.

More information is available at: <https://productivityhubs.co.uk/>

Contact Gary Mumby, Business Advisor

[GMumby@lincoln.ac.uk](mailto:GMumby@lincoln.ac.uk) | 07989 868 969

# EVENTS & KEY DATES

## FPC FUTURE AND FPC CAREERS

Lincolnshire Showground / 4<sup>th</sup> November



[FPC Future, taking place on 4<sup>th</sup> November at the Lincolnshire Showground, is proud to announce a special feature, the Dutch Pavilion sponsored by the Dutch Embassy, is filling up fast.](#)

Exhibitors in the Dutch Pavilion at FPC Future include:

- Certhon, the second largest advanced automotive technology supplier in the world which will showcase its work on the largest greenhouse in Japan.
- Crux Agrobotics develops, delivers and supports automatic grading, sorting and packing robotics with vision and machine/deep learning software.
- Dutch Food Technology, designer and manufacturer of the number 1 in-store pineapple solution for retailers - The Piñabar - the most innovative pineapple-slicer on the market today.
- Grodan, the supplier of innovative and sustainable stone wool growing media solutions for the professional horticultural sector, based on precision growing principles.
- SmartWash Solutions showing their system that enables food processors to significantly raise the bar on food safety, cost savings, process control, line efficiency and monitoring capabilities.
- Svensson the world leader in climate screens for horticulture: from solar reflection and energy saving to blackout, supplemental lighting or weather protection.
- Hagelunie is a leading Dutch insurance company specialising in glasshouses as the market leader of the Dutch horticultural insurance sector and also operating internationally.

- Bosman Van Zaal specialises in the development, production and installation of professional horticultural projects and has an extensive team of engineers and horticultural experts.
- CMV is a leading horticultural supplier in the UK built on a commitment to maintaining loyal relationships with customers and partner suppliers alike.
- Horconex designs greenhouses, heating and screen system according to customer wishes, from semi-closed Activenlo Air to conventional Venlo.

Talking about their participation at FPC Future, Martijn Bergmans, Agricultural Officer at the Dutch Embassy in the United Kingdom says: *'We are very excited to be a part of the first edition of FPC Future. The fresh produce sector is an important driver of the Dutch economy, and the sector is at the forefront of technological innovation. As the UK and the Netherlands face similar challenges around the use of resources, pests and diseases and climate change, Dutch companies are keen to introduce themselves to their fresh produce colleagues in the UK to form new business links and learn from each other's expertise'*.

With over 50 companies now participating overall, FPC Future promises to be the event to showcase agritech companies to visitors looking for suppliers to fulfil their agritech needs. FPC Future is co-located with FPC Careers. To see the entire list of participating companies go to [www.fpcfutures.co.uk](http://www.fpcfutures.co.uk) or [www.fpccareers.co.uk](http://www.fpccareers.co.uk)

Sponsorship and exhibition opportunities are available and anyone interested in hearing more about these should contact [linda@freshproduce.org.uk](mailto:linda@freshproduce.org.uk).

# EVENTS & KEY DATES

## MEET THE BUYER EVENT

Buyers in food producing companies (agriculture, food and fish) can attend this event for free and should contact Charlotte Horobin at [MemAdmin@makeuk.org](mailto:MemAdmin@makeuk.org)

Potential Suppliers who want to attend the event are invited to register [here](#).

Suppliers pay a small fee to attend but will get validated direct introductions to food chain company buyers who are looking for the types of products and services they supply.

**MEET THE FOOD AND DRINK SUPPLY CHAIN**  
Virtual event | Tuesday 5th October

Are you in the food and drink supply chain? Make UK is hosting an event for you!

**Looking for a new supplier?**  
Are you a food and drink producer or equipment manufacturer?  
Examples of items/ solutions for procurement might include:  
 > Raw materials  
 > New technology  
 > Robotics for picking and processing  
 > Logistics providers  
 > Solutions to boost sustainability  
 > Technology to battle labour shortages

**Looking for a new customer?**  
Do you want to sell your product directly to a food and drink manufacturer?  
Would you like to sell your product/solutions to the supply chain that supports food and drink manufacturing?

**BOOK NOW**

All meetings are free of charge for buyers and tickets will be available for potential suppliers.  
To Find out more email [memadmin@makeuk.org](mailto:memadmin@makeuk.org)  
Meetings will be conducted via our virtual meeting and events platform.

**makeuk.org**

**EY** Building a better working world

**MAKEuk** The Manufacturer's Organisation

## ROADMAP TO NET ZERO CARBON TOUR VISITS LINCOLN ON ROUTE TO COP26

Join this free event on the 27 September and make the first steps to a more sustainable future.

On the day, you'll see the UK's first 100% electric coach, affectionately named the 'Carbon Battle Bus', find out more about the UN-backed Race to Zero campaign and hear Carbon Stories and discussions with local people, organisations and community groups.

The Carbon Stories session hears the best practice examples of low carbon innovation or projects that contribute to carbon reduction in the region and beyond to include:

- Dr Vicky Dunn, Energy Manager, North East Lincolnshire Council.
- Prof Simon Pearson, Director of Lincoln Institute for Agri-food technology.
- Jake Norman, Sales Director for OAL group. Dr Wayne Martindale, National Centre for Food Manufacturing.
- Darren Cunningham, UK Director of Phillips 66.
- Duncan Botting, Chair of Greater Lincolnshire Energy Council.

Register for the Roadmap to Net Zero event [here](#).

Register for the online Net Zero Carbon Essentials Workshop [here](#).

## SAVE THE DATE! - GREATER LINCOLNSHIRE LEP CONFERENCE TO LAUNCH UK FOOD VALLEY

On the morning of the 2<sup>nd</sup> November the Greater Lincolnshire LEP Annual Conference will formally launch the UK Food Valley programme. The day will also feature an Investor Conference for the food chain in the afternoon. Details of how to book will be included in the next newsletter.

# EVENTS & KEY DATES

## MIDLANDS ENGINE FOOD AND DRINK PROGRAMME FOR GULFOOD 2022

The Department for International Trade (DIT) invites food and drink producers from across the Midlands Engine region to participate in this innovative two-part mission to prepare for and visit the world's largest food event – Gulfood 2022 in Dubai.

Held annually, the last edition of Gulfood hosted 2,500 exhibitors and nearly 60,000 visitors from 160 countries making it one of the largest Food and Drink exhibitions globally. The trade mission is ideal for businesses wanting to grow their sales and operate in sub-sectors including: Premium Grocery; Health & Wellness; Free From and Fortified Products. This innovative two-part mission programme includes:

**Part 1: Virtual Meet the Buyer, September 2021- January 2022:** part 1 will be delivered in the UK and includes:

- GCC market update in the UK (covering the Gulf Cooperation Council (GCC) market consisting of Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and the United Arab Emirates (UAE))
- Food & Drink UAE Market Update
- How to best present your products virtually using a smartphone course
- Inclusion of product sample hampers for interested buyers on the UK-based [Great British Food Programme](#) platform: November 2021 - January 2022
- Meet the Buyer - January 2022

**Part 2: Mission to Gulfood Exhibition, 13 – 17 February 2022:** physical or virtual participation in:

- Pre-market briefing
- Midlands UK shared meeting space on the UK pavilion at the Middle East's biggest Food and drink exhibition
- Product showcase
- Inclusion in the Midlands Engine brochure
- Opportunity to network and make new business connections and meet DIT staff from the GCC region

For further details, including information on costs and funding, please see [here](#).

# FUNDING

## THE AGRI-TECH 'HOT FUNDING' LIST

### A regular list of funding opportunities in the agri-tech sector

If you are working in agriculture, farming or food production then these funds may help. The agri-tech research teams at the University of Lincoln are expert at working with industry to build practical solutions to productivity, transportation and growing challenges for food and farming. If you have a process, resource or technology challenge inside your farm or food business, then please do get in touch at: [LAR@lincoln.ac.uk](mailto:LAR@lincoln.ac.uk) ; or for Innovate UK enquiries at the University of Lincoln: [mvals@lincoln.ac.uk](mailto:mvals@lincoln.ac.uk).

**Douglas Bomford Trust – Project Grants** - The Douglas Bomford Trust invites applications for project grants over £5,000. These aim to advance knowledge, understanding, practice, competence and capability in the application of engineering and technology to achieve sustainable agricultural, food and biological systems. For more information [visit here](#).

#### **European Innovation Council - Horizon Europe: Innovative Europe - accelerator open call.**

This supports high-impact innovative products, services or business models that could create new markets or disrupt existing ones. Funding supports innovations building on scientific discovery or technological breakthroughs in any field of technology or application. Funding has an investment component, with equity investments in the form of a convertible loan worth between €500,000 and €15 million and a grant component, normally worth €2.5 million. The fund targets SMEs established within EU member states or associated countries, or natural or legal entities aiming to establish an SME in an eligible territory. For more information [visit](#).

The [Knowledge Transfer Partnership \(KTP\)](#) scheme helps businesses in the UK to innovate and grow. It does this by linking them with an academic or research organisation and a graduate. A KTP enables a business to bring in new skills and the latest academic thinking to deliver a specific, strategic innovation project through a knowledge-based partnership. For more information [click here](#).





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