



# What can IFR contribute to making the Food industry more competitive?

**Bob Marsh MD Food Processing KTN**



## Agenda

- My credentials
- Food Processing Knowledge Transfer Network
- The UK food manufacturing industry & their needs
- The drivers in our market
- What IFR can contribute & how

## Bob Marsh

- 30 years in UK Food industry
- MD of RHM Technology & Director of RHM (1996-2002)
- Chairman of Food & Drink Foresight(1997-9)
- Chairman of CCFRA (2002)
- Governor & Trustee of British Nutrition Foundation
- MD of Food Processing Faraday Partnership Ltd & Food Processing KTN

## The Food Processing Knowledge Transfer Network

- Our vision is to be recognised as a world class initiator, translator and disseminator of research and knowledge applied to food processing, which leads to **demonstrable improvement to UK Food processing quality and efficiency.**
- We commission research
- We translate technology into food manufacturers
- We build and scale up 'proof of principle' prototypes
- We organise conferences, workshops, technology road maps and educational publications

## The Food Processing KTN

- Uniquely serving the Food industry
- Contacts with over 4,000 clients in over 2,000 companies
- Not for profit company limited by guarantee
- Turnover £1.5M/year. Funded 20% DTI, 10% Defra, 70 % private contracts
- 17 contracts with Regional Development Agencies

## The Food industry and their needs

Div.	No.	Description	Size of T/O	Needs
1	10	Branded multinationals e.g. Unilever, Nestle, Cadbury's, Kellogg's, Masterfoods	>£2Bn	Differentiation, unique technology, Quality with product & process innovation
2	40	Large own-label suppliers e.g. RHM Northern Foods, Premier, Geest	£50M- £2Bn	Volume Manuf'n efficiency Lower labour costs
3	7900	Small and medium enterprises distributing locally	<£50M	Unique offering Compliance with standards Maintaining production

## Drivers 1

Driver	Impact	Result
Retailer competition	Pressure on costs of manufacturing and labour	Resistance to manufacturing investment Increase competition from exports
Ageing population	Packaging, flavour impact, calorie, blood pressure, cholesterol control	Extension of health and indulgence markets
Safety in the food chain	Fail safe processes to compensate for foodservice and domestic inadequacies	Public reassurance re terrorist threats to water supply, food borne viruses etc

## Drivers 2

<b>Driver</b>	<b>Impact</b>	<b>Result</b>
Awareness of nutrition-health links	New markets	Further differentiation and specialism
Environment & Energy costs	Packaging Audit trails New processes	Reaction to food miles, overpackaging

## Where can IFR contribute?

- Unique ingredients with health, nutritional or market benefits
- Unique technology and energy efficient processes (rapid heating/cooling, automated assembly, delicate, hygienic handling and placement)
- Molecular science for designed functional ingredients
- Translation from nanotechnology to industrial scale
- Understanding the origins of flavour
- Improving safety and reducing the potential for food poisoning in the food chain

## By working in close collaboration with

- Universities and institutes to incorporate leading science in bio-processing and genomics into food applications
- Research Associations, Faradays and Knowledge Transfer Networks to translate knowledge into the industry

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# Thank you