

# SCOTTISH WHOLESALE ACHIEVERS 2017 – STILL TIME TO ENTER

**ENTRIES** for Scottish Wholesale Achievers 2017, the prestigious awards initiative created and organised by the Scottish Wholesale Association to recognise professionalism and excellence across all sectors of the industry in Scotland, are now open.

Full details on each category and how to enter are on the entry form which you can complete online or by post.

As always, judging of Achievers will be scrutinised by an independent panel of experienced individuals. Graham Benson, a former president of the Scottish Wholesale Association, will chair the panel.

### The 2017 judges include:

- Kevin Whitlock, Wholesale News
- Jill Livesey, Katie Hemmings and Ed Sibley, him!
- Dr John Lee, SGF
- Denise Canning, 121 HR Solutions
- Craig Hart, Sheraton Grand
- Professor Leigh Sparks, University of Stirling
- Stephen McGowan, TLT Solicitors
- Alex Buchanan, Catering in Scotland
- Stephanie Pritchard, Scotland Food & Drink
- Cate Ritchie, 121 HR Solutions
- Philip Jenkins, Sugro
- Martin Lovell, Cash & Carry Management

If you have any queries please contact Kate Salmon or Joanne Mathieson on 0131 556 8753.




*JW Filshill won the coveted Champion of Champions award in 2016*

### CATEGORIES FOR 2017, THE 15<sup>TH</sup> ANNIVERSARY OF ACHIEVERS ARE:

<p>■ <b>Great Place to Work,</b> sponsored by Philip Morris International</p>	
<p>■ <b>Employee of the Year,</b> sponsored by Britvic Soft Drinks</p>	
<p>■ <b>Best Symbol Group,</b> sponsored by Lucozade Ribena Suntory</p>	
<p>■ <b>Best Marketing Initiative,</b> sponsored by AG Barr</p>	
<p>■ <b>Best Licensed Wholesaler,</b> sponsored by Halewood International</p>	
<p>■ <b>Best Delivered Operation – Retail,</b> sponsored by Mondelez International</p>	
<p>■ <b>Best Delivered Operation – Foodservice,</b> sponsored by Premier Foods</p>	
<p>■ <b>Best Cash &amp; Carry,</b> sponsored by JTI</p>	
<p>■ <b>Champion of Champions,</b> sponsored by Cott</p>	

### CATEGORIES FOR SUPPLIERS ARE:

<p>■ <b>Best Overall Service</b></p>	
<p>■ <b>Project Scotland</b></p>	
<p>■ <b>Best Advertising Campaign</b></p>	
<p>■ <b>Supplier Sales Executive of the Year,</b> sponsored by Sugro</p>	

# SWA JOINS ALLIANCE OPPOSING SOFT DRINKS TAX PROPOSALS



**THE** Scottish Wholesale Association has joined a new and growing alliance of businesses which are opposing the UK Government's proposals for a soft drinks tax.



Called the Business Alliance against Soft Drinks Tax, the group's campaign – The Last Straw – will bring together a broad base of opposition to the tax in order to put political pressure on the UK Government to rethink the proposals and explore other options, working with the industry.

The UK Government had announced its intention to introduce the new tax as well as plans to publish a Childhood Obesity Strategy. However, both have been delayed due to the change of Prime Minister and the UK Government Cabinet reshuffle.

It will focus on four key areas:

- The soft drinks tax will not improve public health
- The soft drinks tax will add to people's cost of living and hit the poorest hardest
- The soft drinks tax will be bad for business (e.g 46,000 local convenience stores will lose £8100 pa in lost revenue)
- There are much better ways to address obesity and we are already working hard to deliver those (improved consumer awareness, reformulation and portion size)

Campaign marketing communications will include the SWA logo and the Association has invited Jim Fox, associate director, public affairs from Coca-Cola European Partners to address the next Council meeting to share up-to-date information about how members can get involved.

## RBS TO HOLD FIRST RETAIL & WHOLESALE SECTOR CONFERENCE IN SCOTLAND

**ROYAL** Bank of Scotland is hosting its first-ever dedicated Retail & Wholesale Sector' Conference in October with SWA Council member Simon Hannah, managing director of JW Filshill Ltd, one of the speakers.

Reflecting the importance of the sector in Scotland and the technological changes facing the industry, RBS aims to provide the audience with helpful information and useful industry insight as well as offering an invaluable networking opportunity.

A selection of prominent industry speakers, all dedicated to the Scottish market, will share their thoughts on the challenges and opportunities in the year ahead. Topics covered will include the economic outlook, changing consumer habits, technology, and social media.

Speakers include:

- Jenny Arnold, director, Posh Communication
- Barry Blamire, head of branch, John Lewis, Edinburgh
- Francois Bourienne, commercial director, Glasgow Airport
- David Cameron, business development director, Fujitsu
- David Lonsdale, director, Scottish Retail Consortium
- Kate Moses, director, KAM Media



RBS economist Marcus Wright and Andrew Taylor, the bank's head of retail, leisure and franchise sector, will also address delegates.

**The event is free to attend and will take place on Thursday, October 6 at:  
RBS Gogarburn Conference Centre,  
175 Glasgow Road,  
Edinburgh EH12 9BH**

The conference will run from 10am to 1pm with arrival and coffee from 9am, a buffet lunch and networking opportunities from 1pm onwards.

If you would like to attend please complete the form which can be reached via this link: <http://www.events.rbs.com/esu.asp?eid=550F1D4A-63E8-4C13-B326-4372EB46C7AD>

# JULIE DUNN TO ADDRESS WOMEN IN WHOLESALE EVENT

**JULIE** Dunn, vice-president of the Scottish Wholesale Association, is to be a speaker at the inaugural Women in Wholesale conference, taking place in London on October 18.

The wholesale industry's top female bosses and up-and-coming talent are being invited to attend the event which is designed to nurture and support existing talent while inspiring and motivating newcomers.



*Julie Dunn, vice-president, Scottish Wholesale Association*

Delegates will have the opportunity to pick up key management, leadership, sales and marketing skills from a line-up of award-winning wholesalers and industry experts.

Dunn will join a prestigious group of speakers including: Debbie Robinson, managing director of Spar UK; Coral Rose, managing director of foodservice specialist Country Range Group; Jill Livesey, managing director of him!; and Sue Knowles, marketing director of Costco Wholesale.

Further details are available from [elitrowland@newerapr.co.uk](mailto:elitrowland@newerapr.co.uk) or 07956 030 804.



# SWA GOLF DAY

**ROYAL** Burgess Golfing Society in Barnton, Edinburgh is once again the venue for the annual SWA Golf Day, this year taking place on Thursday, September 29.

Kate Salmon, executive director, commented: "We are absolutely delighted to be returning to Royal Burgess where we are always made so welcome and I would also like to thank Red Bull for their generous sponsorship of what is always an extremely popular event and great networking event for our members and suppliers."

Call 0131 556 8753 if are interested in participating.

# JOHN FORTEITH STEPS DOWN FROM COUNCIL

**BIDVEST** Foodservice Scotland's head of business development, John Forteith, has stepped down from the SWA Council with Jon Mack, the company's general manager (Scotland), taking his place.

Jon Mack's appointment follows those of Jim Cummiskey, chief executive officer of Fáilte Group, and Philip Jenkins, managing director of Sugro which has eight members in Scotland.

John Kinney, retail director of the Today's Group, has been co-opted to replace the late Bill Laird while David Lamb, trading director of CJ Lang, has also stepped down.

Eddie Lynagh, president of the Association, said: "I'm delighted to welcome Jon Mack to our Council. Earlier this year we extended membership of the Council in order to reflect a

heavier workload given all the areas in which we are involved: lobbying, liaison, events, legislation and training as well as our two big events – the Annual Conference and Achievers.

"We have such excellent representation from across our membership which has wholesalers operating cash and carry depots, wholesalers delivering to retail outlets the length and breadth of the country and our foodservice specialists who service restaurants, pubs, clubs, prisons, schools, care homes, ferry operators, and the offshore and shipping sectors.

"The diversity of our members' customer portfolios dictates that we have broad representation on our Council.

"I look forward to welcoming all new and existing Council members to our next meeting on October 13."



John Forteith



Jon Mack



Jim Cummiskey



Philip Jenkins



# OPPORTUNITIES FOR MENTEES ON SWA MENTORING PROGRAMME

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*My mentor has taught me to think more before I act and I am more confident when I present plans to both my colleagues and directors*  
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David Rowan



Fiona Ritchie

.....  
*It's early days for me but already I'm beginning to see the benefits*  
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**THE** Scottish Wholesale Association has opportunities for ambitious individuals currently working in the key areas of buying, sales and management to participate in its much-lauded mentoring programme.

Designed to improve skills and nurture emerging talent within the Scottish wholesale industry, the initiative matches individuals with an appropriate mentor who could be from within or outside the wholesale industry. Mentees benefit from regular one-to-one sessions with their mentor plus unlimited telephone contact and, crucially for employers, the programme is structured around the needs of the business.

Sandie Holmes, principal consultant at 121 HR Solutions, the Association's training partner, is facilitating the programme. "Since launching the programme in 2012 we've worked with 12 mentee participants who have benefited in many different ways – from becoming more confident generally in the way they do their job to taking a different approach to their day-to-day business practices and understanding the benefits of sharing knowledge and gaining insight from others.

"The thrust of the programme is to help focus on areas where individuals feel less confident but also to encourage them to challenge themselves to think differently," she said. "While a mentee's line manager will usually be in a position to guide an individual towards a better outcome for the business it can be very useful to take a step back and get a fresh perspective from someone outside your company.

"We are looking for prospective mentees to volunteer themselves for the programme but we would also like members to consider nominating employees they think would benefit from being mentored."

The Mentoring Programme runs for a year but most mentee-mentor pairings have, by mutual agreement, worked together for longer with contact continuing after the formal relationship concludes.

David Rowan, wholesale manager at Dunns Food and Drinks, has recently completed the programme, working with mentor Graham Benson, a former president of the Scottish Wholesale Association. He said: "There are lots of benefits but it has helped me become more focused on what is best for myself and the business in that I know where I am and where I want to be. More importantly, however, is that I have a plan on how to get there.

"My mentor has taught me to think more before I act and I am more confident when I present plans to both my colleagues and directors. I also think more about what impact my actions will have and plan on how to maximise them. Getting out of my comfort zone was another one of my challenges."

Fiona Ritchie, impulse buyer at JW Filshill, is a current mentee. "It's still early days for me but already I'm beginning to see the benefits," she said. "Winning Employee of the Year at Achievers was a great confidence booster for me and being mentored by someone with the experience of Clare Bocking is helping me think differently about many aspects of my job and how I communicate with people."

SWA executive director Kate Salmon commented: "One of the most exciting aspects of the programme is when those involved really embrace the ethos of what we've set out to achieve and appreciate that every relationship needs to be flexible – change can be difficult and some of our mentees have found the process initially quite challenging.

"However, it is those very individuals who are now the biggest supporters of the programme and recognise the benefits of listening to others and being open to adopting a different approach to a particular issue."

If you are interested in being mentored or you wish to put forward a prospective mentee within your business, please speak to Kate Salmon on 0131 556 8753 or [kate@scottishwholesale.co.uk](mailto:kate@scottishwholesale.co.uk).



Sandie Holmes

# CONFERENCE ROUND-UP – CRIEFF 2016

**SEIZING** new opportunities and making change work formed the basis for this year’s SWA Annual Conference theme, Grasping the Thistle.

Opening the conference at Crieff Hydro, president Eddie Lynagh highlighted the raft of legislation that wholesalers have to contend with north of the Border but told delegates that the new Alcohol Wholesale Registration Scheme (AWRS) was a piece of legislation that “ticks a lot of boxes” and is “very welcome”.

The president also touched on the National Living Wage which came into effect in April and pointed to a recent publication by Capital Economics which revealed this would add 0.7% to employers’ payroll costs with the new £7.20 rate for over-25s. The same report also suggests that the wholesale food and drink industry will be one of the sectors hardest hit by the legislation.

Describing the proposed sugar tax as a “classic case of legislation passed far too quickly with no great research involved, almost knee-jerk”, Lynagh said: “No pun intended but we can all see the size of the problem and it’s far greater than sugar in soft drinks.

“Millions of us every day are eating ‘hidden’ sugar in soups, sauces, prepared meals and so on and if sugar is the problem then it’s not all about soft drinks – and this at a time when the soft drink manufacturers are producing more sugar-free options than ever before.”

Lynagh also reminded suppliers that some of the Scotland-only legislation affected them, for example, the lowering of the drink-drive limit and legislation surrounding the promotion of alcohol. “Don’t think you’re immune,” he warned. “You trade in Scotland.”

Speakers included:

- Julie Dunn, vice-president, SWA and operations director, Dunns Food and Drinks
- Andrew Selley, chief executive, Bidvest Foodservice
- Stewart Gilliland, non-executive chairman, Booker Group
- Craig Stevenson, chief executive, Braehead Foods
- Martin Race, group trading director (now MD), Batleys/ Bestway
- Peppi Cremona, sales director (off-trade wholesale & convenience), AB InBev
- Rez Hassan, vice-president sales, Mars Chocolate UK
- Katie Hemmings, director, him!
- Andy Stevens, head of sales UK, JTI
- Nigel Paine, sales director, Britvic
- Amanda Kurylowski, impulse category director, United Biscuits
- Jonathan Kemp, commercial director, AG Barr
- Iain Hill, managing director, Iain Hill Ltd
- Jim Cumiskey, joint managing director, Fáilte Foods
- Paul Waterson, chief executive, SLTA
- David Rowan, wholesale manager, Dunns Food and Drinks
- Kevin Ward, business unit director, impulse channel, Carlsberg Group
- Christian Barden, general manager UK&I, Kegstar
- Social entrepreneur Baron John Bird



Amanda Kurylowski



Peppi Cremona



Andrew Selley



Craig Stevenson



Nigel Paine



Jonathan Kemp



Iain Hill



Paul Waterson



Katie Hemmings



Stewart Gilliland



Rez Hassan



Christian Barden



John Bird and Robert, Big Issue seller



Kevin Ward



Eddie Lynagh, Keith Brown and Kate Salmon

## PROMOTION FOR MARTIN RACE



**MARTIN** Race, a member of the SWA Council, has been appointed managing director of Bestway Wholesale, responsible for the day-to-day running of the business.

He succeeds Younis Sheikh, one of the original founders of the business in 1976, who has moved to a non-executive role and will continue to offer support and guidance to the management team.

“On behalf of everyone at Bestway and Batleys, I would like to thank Younus for his great leadership, vision and guidance over the last 40 years, and I am honoured to receive his vote of confidence and support in taking over from him as managing director,” said Race.

Bestway is the second-largest wholesale operator in the UK with 64 depots and turnover of more than £2.3 billion.

## FOODSERVICE GROUP TO MEET

**THE** next meeting of the SWA's recently launched Foodservice Group will take place at Bidvest Foodservice Scotland's Newbridge depot on Tuesday, October 4, chaired by our vice-president Julie Dunn who is convener of the group.

Members of the group include Ross Brown, business manager of Premier Foods, John Taylor, regional sales manager of Unilever Food Solutions and Stephanie Pritchard of Scotland Food & Drink.

Representatives from wholesale members William Yule and Son, Dunns Food and Drinks, RH Amar, Fáilte Group and Bestway Batleys are among those expected to attend.



## SWA JOINS SCOTTISH ANTI ILLICIT TRADE GROUP

**FOLLOWING** an invitation to join the Scottish Anti Illicit Trade Group (SAITG), executive director Kate Salmon and Margaret Smith of Caledonia Public Affairs are to meet the group's chair to explore areas of common interest.

The Scottish Wholesale Association's representative at group meetings will be Margaret Smith.

SAITG has a pivotal role in bringing together public and private sectors with a clear focus and strategic aim of reducing the scale, impact and cost of illicit trade throughout Scotland.

Group membership is diverse and includes representatives from commerce, industry and law enforcement as well as our sister trade associations the SGF and SLTA. A number of supplier members, including Diageo, Heineken, Molson Coors and Maxxium, are also members.