

AUGUST 2017

30 McDonald Place, Edinburgh EH7 4NH

Tel: 0131 556 8753

Email: kate@scottishwholesale.co.uk
joanne@scottishwholesale.co.uk

Web: www.scottishwholesale.co.uk

ACHIEVERS 2018: STILL TIME TO ENTER

IF YOU want to support the Scottish wholesale industry and recognise the efforts of your staff, then please enter Scottish Wholesale Achievers 2018.

Entries are still being accepted and the easiest way is to submit your entry online via our [website](#).

Our prestigious awards initiative, designed to reward professionalism and excellence across all sectors of the industry in Scotland, takes place on Thursday, February 8, 2018 at the Sheraton Grand, Edinburgh.

Achievers is open to all wholesalers, including those which are not members of the Scottish Wholesale Association.

WHOLESALER AWARDS:

Best Cash & Carry; Best Delivered Operation – Retail; Best Symbol Group; Best Delivered Operation – Foodservice; Employee of the Year; Best Marketing Initiative; Great Place to Work; Best Licensed Wholesaler; and Champion of Champions

SUPPLIER AWARDS:

Best Overall Service; Project Scotland; and Best Advertising Campaign

[Click here to access the entry form.](#)

For further information, please contact Kate Salmon on **0131 556 8753**.



United Wholesale (Scotland), Champion of Champions 2017

SWA TO RAMP UP INVESTMENT IN TRAINING

PLANS to ramp up training opportunities within the wholesale industry have been announced by the Scottish Wholesale Association as part of a strategy to engage with young people and show them that wholesale is a viable career option.

President Julie Dunn, pointing out that many wholesalers struggled to recruit young people locally, confirmed that the association would, in the coming months, be working with the youth training agency Developing the Young Workforce (DYW) which aims to bridge the gap between industry and education.

“We need to show young people of all levels of educational attainment that wholesale is a viable destination and plays a vital role in keeping Scotland’s biggest industry – food and drink – on the move,” she said.

“There are plenty of providers locally offering us funded employability placements for school leavers or apprenticeships,” she continued. “What we want to do for our members is to take away the pain and ensure that food and drink wholesaling is a nationally recognised industry with nationally recognised qualifications.”

Dunn, speaking at the association’s annual conference at Crieff, confirmed that the SWA, working with skills development agencies, will build a suite of apprenticeships addressing the four core areas of wholesale – selling, operations, logistics and administration. “We will look for national provision,” she said. “That training will be done on members’ sites.

“On completion of the apprenticeship, companies will be asked to nominate candidates to move forward onto the Institute of Leadership and Management modules supported by the SWA, transitioning from ‘doing to managing the deed’. For this, candidates will be off site with courses held at several centres throughout Scotland.”

Successful candidates, Dunn continued, will then be put forward to the SWA’s own established Mentoring Programme. “We have been running our Mentoring Programme for several years and it’s never been about CV-building or just the sharing of wisdom and experience – it’s about the sharing of a passion for the industry and our commitment to lifelong learning within our industry.”

“We will, of course, continue to progress our targeted training programme to ensure sustained and specific learning requirements are available to our members,” said Dunn. “Working with our training partner 121 HR Solutions we have sessions ongoing on digital media and marketing, negotiation, management, selling skills and sector-specific topics.”

SCOTTISH WHOLESALE ASSOCIATION LAUNCHES NEW TLT LICENSING SERVICE AND HOTLINE

THE Scottish Wholesale Association has joined forces with licensing legal firm TLT to launch a bespoke licensing hotline service for members.

This important new service will give wholesalers and suppliers that are members of the association access to some of the leading licensing lawyers in Scotland including Stephen McGowan, who leads the TLT team, partner Caroline Loudon, legal director Niall Hassard and solicitor Michael McDougall.

Members will receive an initial free consultation with a discounted rate for additional follow-up legal services. Other benefits will include access to a licence health check and TLT licensing seminars.

Stephen McGowan, partner and head of licensing (Scotland) at TLT, said: "Working closely with the Scottish Wholesale Association over the last year has highlighted the many licensing issues facing the industry. Setting up this hotline service will give the association's members access to our team here at TLT, helping them to quickly and effectively address their licensing issues."

Kate Salmon, executive director of the Scottish Wholesale Association, said: "Partnering with the TLT licensing team in this way brings additional benefits to our members. TLT is recognised as one of the leading licensing practices in Scotland and across the UK, and Stephen and his team will bring much-needed licensing expertise to the table for our members.

"It is important that members understand how licensing impacts their own licensed retail and catering customers."

Initially launched for the benefit of our wholesale members we have now extended the service to our suppliers in direct response to demand.



Stephen McGowan of TLT is ready to answer your call

The hotline, which is exclusive to members of the Scottish Wholesale Association, can be accessed on:

0333 006 1130

SCOTTISH WHOLESALERS CONTINUE TO BACK KERBSIDE RECYCLING OVER DRS



THE Scottish Wholesale Association continues to back its support for kerbside recycling over proposals for deposit return scheme (DRS).

Figures from Zero Waste Scotland released by the Scottish Government earlier this year show that retailers in Scotland will face start-up costs of at least £40.7 million if a deposit return scheme is introduced.

Kate Salmon, executive director of the Scottish Wholesale Association, said: "We remain convinced that a deposit return scheme would involve significant and unnecessary costs and disruption for wholesalers, retailers, manufacturers and consumers."

The SWA is a member of PRGS (Packaging Recycling Group Scotland) which brings together leading food and drink companies and industry bodies that share the Scottish Government's ambitions to tackle littering and increase recycling.

TRAINING EVENT: EFFECTIVE MANAGEMENT SKILLS

OUR SECOND Effective Management Skills workshop of 2017 will take place on September 26 at JW Filshill, Glasgow. Delegates are not required to have completed Part 1 of this training workshop to attend Part 2.

Delegates will gain a comprehensive overview of essential supervisory "people" skills. Covering the essentials of managing employees, the workshop includes interactive group discussions, helpful scenarios and case studies.

Those taking part will leave with a better understanding of their responsibilities as a manager and of what to expect from their employees at work.

For further details, please contact Sandie Holmes at 121 HR Solutions at training@scottishwholesale.co.uk or call Sandie Holmes on 0792 121 3892.

Please keep checking our website for details of upcoming training events.

MENTORING PROGRAMME GATHERS PACE

THE Scottish Wholesale Association has broadened its groundbreaking Mentoring Programme by inviting suppliers to put themselves forward as mentees.

Established over five years ago, the much-lauded programme is designed to improve skills and nurture emerging talent within the Scottish wholesale industry. It has successfully matched ambitious individuals working for SWA member wholesalers in the key areas of buying, sales and management with a mentor.

While suppliers have given up their time and experience to be mentors, many have enquired about opportunities to join the programme as mentees so the decision to expand the programme to suppliers is in direct response to demand.

Sandie Holmes, managing consultant at 121 HR Solutions, the Association's training partner, is facilitating the programme. She explained: "We've been delighted to have benefited from the input of several inspiring men and women who have worked with our mentees since we launched the programme back in 2012.



Booker's Bev Kelly has been mentored by Ken Cameron of Nairn's Oatcakes

"The wholesalers who have participated have fed back to us the benefits of being mentored and how it has helped them gain confidence and develop their career. While we want to hear from wholesalers who feel they would benefit from being mentored we are also now extending the opportunity to suppliers.

"In addition, we are always keen to hear from potential mentors who are committed to helping others and would like to give something back to the industry."

If you are interested in working with the Scottish Wholesale Association as a mentor, or would like to be considered as a mentee, please email Sandie Holmes at training@scottishwholesale.co.uk or call her on 0792 121 3892.

ANNUAL CONFERENCE STRIKES A CHORD WITH WHOLESALERS AND SUPPLIERS

WHOLESALERS and suppliers have hailed the Scottish Wholesale Association's Annual Conference this summer a resounding success.

The conference, held at Crieff Hydro in Perthshire, once again attracted a stellar line-up of high-profile speakers – wholesalers and suppliers – from within the industry.

Social entrepreneur Josh Littlejohn of cafe chain Social Bite and ethical lager brand Brewgooder was the keynote speaker – delegates raised over £3,800 for Social Bite over the weekend.

This year's conference also saw the SWA install its first-ever female president with Julie Dunn, operations director of Blantyre-based Dunns Food and Drinks, taking over the helm for the next two years.

Dunn outlined plans to review and modernise the way it the association operates and said that while recent changes had been successful in focusing the SWA's function to better reflect the needs of its membership, it was vital that it was in a strong position to address major strategic and commercial issues.

She also pledged to ensure that the SWA has a strong set of core values which will endure. "We absolutely must maintain a drive for progress," she said.

BIG THANK YOU TO SUPPLIERS

THE Scottish Wholesale Association extends a big thank you to all our supplier members for their continued support throughout the year.

Without the support of our suppliers, our two key events – the Annual Conference and Scottish Wholesale Achievers – would not be so successful. We acknowledge the support of our suppliers who bring a wide range of skills and expertise to the table – as event sponsors, training providers and advisers.

We look forward to working with you in the future.

SCOTTISH WHOLESALE ASSOCIATION ANNUAL CONFERENCE



SWA president Julie Dunn with Josh Littlejohn



Louise McWhirter, head of insight and digital, him!



Eddie Lynagh, immediate past-president, SWA



Matt Norbury, chief executive, IAT



Richard Crabtree, sales director, Quorn Foods



Asim Sarwar, managing director, United Wholesale (Scotland)



Marc Crothall, chief executive, Scottish Tourism Alliance



James Pearson, managing director, Danone Waters UK & Ireland



Steve Fox, managing director (retail), Booker Group



Tim Clay, sales director, Asahi UK



Laura McKechnie, associate director, field sales and wholesale, CCEP



Marcus Wright, senior economist, Royal Bank of Scotland



Graham Suttle, managing director, Kained Holdings



Peter Nixon, managing director, UK & Ireland, Philip Morris



Andrew Muldoon, group operations director, Booker Group



Robert Graham, managing director, Graham's The Family Dairy



Members of the SWA Foodservice Group

BRIDGING THE GAP – OUR FIRST FOODSERVICE GROUP EVENT

OUR Foodservice Group networking event – Bridging the Gap – has attracted considerable interest from suppliers with over 90 due to attend.

The event, taking place at the Doubletree by Hilton Hotel at Edinburgh Airport on October 24, is the Scottish Wholesale Association's first-ever dedicated foodservice event.

It is designed to highlight the growing importance of foodservice to the wholesale industry and provide a platform for members, suppliers and other industry figures to network and learn more about the challenges – and opportunities – for operators in the sector.

Our speakers on the day will include:

- Kate Salmon, executive director, Scottish Wholesale Association
- James Withers, chief executive, Scotland Food & Drink
- Marc Crothall, chief executive, Scottish Tourism Alliance
- David Cochrane, chief executive, HIT Scotland
- Jim Rowan, managing director, Dunns Food and Drinks
- Ross Brown, channel controller, Premier Foods
- Jim Cummiskey, chief executive, Fáilte Group

The event will be chaired by Fergus Chambers, chairman of Ayrshire-based Braehead Foods, managing director (foodservice) of Buell Consulting Group and former managing director of Cordia LLP, Scotland's largest provider of home care and facilities management services.

"More than 90 people will be attending this important SWA event," said Kate Salmon, executive director. "It represents a major milestone for our Foodservice Group which we established to reflect the growing importance of foodservice in wholesale.

"We hope the event in October will help us identify emerging issues and help forge closer relationships between our members and suppliers."

Please direct any queries to Joanne Mathieson on 0131 556 8753 or email joanne@scottishwholesale.co.uk.



ROUND-UP

JULIE DUNN, president of the Scottish Wholesale Association and operations director of Dunns Food and Drinks, has been named as one of the speakers at the Women in Wholesale conference at the British Library, London on October 19.

NEW SUPPLIER members joining the Scottish Wholesale Association this year are Asahi, Graham's The Family Dairy, Moy Park, Pritchitts – A Lakeland Dairy Company and Quorn Foods. Kate Salmon, SWA executive director, said: "We continue to attract new suppliers to our membership and are delighted to work with them to help them develop their business in Scotland."

AFFILIATE MEMBERS of the Scottish Wholesale Association include the Scottish Licensed Trade Association, Scotland Food & Drink, 121 HR Solutions and TLT Solicitors.

A NEW Cash & Carry Group has been established by the Scottish Wholesale Association, chaired by former SWA president Asim Sarwar, managing director of United Wholesale (Scotland). Focusing on retail, the new group will provide members with further opportunities to forge links with suppliers and build stronger relationships.